

# Santa Clarita Valley School Food Services Agency RFP No. 1702 Addendum A Processed USDA Foods Products and Commercial Equivalents for Super Co-Op Member Districts

# Addendum A: Questions and Answers from Bidder's Conference Webinar RFP No. 1702

February 10, 2017

To Whom It May Concern;

Santa Clarita Valley School Food Services Agency on behalf of the member districts of the Super Co-Op is issuing this Addendum A to the existing RFP No. 1702 Processed USDA Foods Products and Commercial Equivalents for Super Co-Op Member Districts.

This Addendum shall be considered part of the bid documents for the above-mentioned project as though it had been issued at the same time and shall be incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original bid documents, this Addendum shall govern and take precedence. BIDDERS MUST SIGN THE ADDENDUM AND SUBMIT THE SIGNATURE PAGE WITH THEIR BIDS.

Bidders are hereby notified that they shall make any necessary adjustments in their estimates as a result of this Addendum. It will be construed that each bidder's proposal is submitted with full knowledge of all modifications and supplemental data specified herein. Except as described below, the original bid document remains unchanged.

The bid documents are modified and/or clarified, as follows in the Question and Answers from the Bidder's Conference Webinar.

Instructions: Bidder must acknowledge this Addendum by signing below and attaching this signed page to the bid forms.

Signed:(Origin	al signature of company authorized agent)	
Title:	Date:	
Company Name:		

# **<u>RFP No. 1702</u>** - Addendum A: Questions and Answers from Bidder's Conference Webinar

# **Processed USDA Foods Products and Commercial Equivalents**

# for Super Co-Op Member Districts

	Question	
Email Address	No.	Question
		Please clarify once more, thank you: Can members receive direct Super Co-op deliveries from
bayotte@acosta.com	1	manufacturers?
		A: Members can take direct shipments, but not directly from this RFP. Member districts must use
		approved USDA procurement methods to acquire delivered pricing for direct shipments from
		manufacturers using a competative procurement method. Their base price should reflect the pricing
		offered by manufacturers as response to this RFP, it is the additional delivery cost that must be
		determined by district procurement methods, either by bid, contacting the vendor, or using an
		approved distributor. Manufacturers can certainly offer the same price for direct delivery to member
		district warehouse as to a distributor if they so desire.
jbeavers@petersonfarmsinc.com	2	How do I fill out pg 25
		A: Follow instructions on the page, responding to each question as appropriate. If your company
		does not engage in lobbying, please note that on the document. Be sure to enclose the document
		with an original signature as part of a complete response.
		Being that this webinar is required, is there anything further I need to do to make sure that my
k12bidgroup@tyson.com	3	company gets credit for participation. Thank you!
		A: We receive a report from the webinar company showing us when registered guests logged in and
		out. Remember to indicate the person who attended the webinar on your behalf on the first page of
		the bidder's checklist. Nothing further is required for you company to get credit for attending this mandatory webinar.
		Can you confirm that Column "M NOI invoice discount off commercial price" is the same as the
Adriana@yangs5thtaste.com	4	Donated Food Value per case?
		A: Yes.
	1	Can you confirm that Column N "FFS Case Price" should NOT include the donated food value per
Adriana@yangs5thtaste.com	5	case?
		A: This should be the total cost of the case of end product.
Adriana@yangs5thtaste.com	6	Just FYI, some of your slides still say "Potato Tomato Cheese RFP" at the bottom right
		A: Thanks, they were updated prior to posting the presentation online.

	Question	
Email Address	No.	Question
		The Addendum can be downloaded anytime on or after 2/10 as long as it's submitted with the Bid on
tobyc@fresh-innovations.com	7	2/22?
		A: The Addendum will be available to download on Friday, February 10th after 4:00 pm. It will be
		available at least until the bid due date and time.
kathleen.coleman@advancepierre.	0	
com	8	repeat again the information about district direct pricing.
		A: See response to question #1.
kathleen.coleman@advancepierre.	9	Have you let the members know that if they want to go direct that they have to contact the
com	9	manufacturers?
		A: Yes, they have been notified and will be notified again when the RFP results are published.
		In regards to #10 on page 14Can we list all distributors that my company works with in the US or is
abel@nuhealthfruit.com	10	it only for Distributors in CA
		A: Please provide only California distributors.
mford@jjsnack.com	11	bids can be hand written vs typed correct
		A: Yes, be sure it is legible.
mford@jjsnack.com	12	can you confirm that this is a public opening and when
		A: Yes, it is a public opening. The opening will be on Thursday, February 23 at 10AM at 25210 Anza
		Drive, Santa Clarita, CA
shirley.ouverson@schwans.com	13	Open bid "opening" - Are cameras allowed to snap photos of competitive information?
		A: Yes, you can use cameras to capture information. We will NOT provide access to a copy machine.
		Bidder's Checklist: Can these be initialed by the person completing the bid or only by the person
shirley.ouverson@schwans.com	14	authorized to sign the bid?
		A: Either.
		Missing Sentence on Page #9 - section 17: Pricing / last sentence starts with "It is the manufacturer's
shirley.ouverson@schwans.com	15	responsibilitythen the sentence STOPS. Can you supply the rest of the sentence?
		A: On page 9, section 17, strike the following words "It is the manufacturer's responsibility"
shirley.ouverson@schwans.com	16	Can the Insurance Certificate be supplied with bid submission?
		A: Yes.
shirley.ouverson@schwans.com	17	Does the school/member list need to be returned with the bid submission?
		A: No, please DO NOT return the list. There will not be a penalty if you do.

	Question	
Email Address	No.	Question
		Page 15 - list our Brokers. Do you also need names and contact numbers or just the name of the
shirley.ouverson@schwans.com	18	Brokerage?
		A: Prefer name of brokerage and contact name and numbers.
		If a product utilizes three commodity values - I would need to enter the same code but on three
		separate line items in order to fully enter the information for each commodity.
		Example: CODE XYZ utilizes mozz, flour and tomato paste - there would be three lines entered for my
shirley.ouverson@schwans.com	19	code XYZ
		A: Correct.
shirley.ouverson@schwans.com	20	Can the final documents saved on the USB - be a running PDF or do they have to be saved separately?
sinney.ouverson@scriwaris.com	20	A: I prefer separate documents, as we store them separately.
		Have the current direct buying districts been made aware that they need to contact manufuacture for
tlaarkhurst@i.ats.com	21	
tlparkhurst@j-ots.com	21	pricing? A: See response to question #9.
mniazza @caniazza com	22	page 14, #11. Is the first part MY Company and the bottom portion Processor Link?
mpiazza@sapiazza.com	22	
	22	A: Yes, that is correct.
mpiazza@sapiazza.com	23	If I dont knw anyone at Sysco, but they buy can I just type the Buyers name and info??
		A: Yes.
		State approved SEPDS - we have not received notification from the State that contracts are open to
dschadler@giorgiofoods.com	24	send SEPDS to the State and there is no longer an approval signature box
		A: It's my understanding that the state is still required to approve your SEPDS. I am aware that the
		signature boxes have been removed for 2017-18, so the only way I will know the SEPDS is approved is
		if you tell me on the Questionnaire. Please respond to #5 as appropriate.
		If our company does not participate in any Lobbying activity, how would you like us to complete
mschodorf@richchicks.com	25	forms on pg 23 and 24?
		A: You can note on the page that they do not apply. Be sure to sign each page.
dan@mcifoods.com	26	Will multple awards be made for a specific category for example" Pizza"
		A: There is not a specific award made by category.
dan@mcifoods.com	27	Page 14 #11 did you say the top portion of the question is the processors internal person
		A: The top portion is your internal (company) person, the bottom is if you use K12 or ProcesorLink.

	Question	
Email Address	No.	Question
vanessa.tagle@asmwaypoint.com	28	Will there be a seaparate Cereal Bid?
		A: The Super Co-Op Governing Council has decided NOT to solicit commerical only items (such as
		cereal products) for 2017-18.
vanessa.tagle@asmwaypoint.com	29	Just to clarify we can include any and all items that can be commodity processed on this RFP.
		A: Yes, and their commercial equivalents, if available.
gweaver@horizonfoodgroup.com	30	do you care if the USB drive is labeled? / with tag?
		A: Doesn't matter, label or tag. We check for some kind of identification on the device when we open
		bid responses, and label any unmarked devices at that time.
A: okan@coregroupsales.com	31	will it be possible to add the RA number next to the school member name
		A: Yes. An updated member list is atached to these questions.
tonybagelman@cs.com	32	Are we allowed to increase the row height on the price sheet so it is easier to read and fill in?
		A: Yes, you can increase the row height on the price sheet.
tonybagelman@cs.com	33	When printing the price sheet, can we print so all columns appear on one 8.5 x 11 page?
		A: The price sheet is pre-formatted to print all columns on one 8.5 x 11 page. Please print the sheets
		in that manner.
		Will the Coop be sending a letter out with approved distributors for the 2017-18 school year, and is
tonybagelman@cs.com	34	there a vetting that they need to undergo?
		A: Yes, will send out a communication via email to all approved processors when distributors are
		approved for the 2017-18 school year, likely in April. Distributors are required to sign an agreement
		with the Co-Op in which they agree to certain expectations such as checking member district
		entitlement funds before a sale, prompt sales reporting, record retention, indicate VPT method on
		sales invoice, and handle recalls properly. I'm open for suggestions for other stipulations as the
		agreements have not yet been released for 2017-18.

Vendor		Total	*Agency
lumber	Agency	TLS	Entitlemer
642100	ABC Unified School District	1,982,3	21 \$664,0
	Acalanes Union High School District	148,2	
	Alameda Unified School District	440,0	
	Albany City Unified School District	195,1	
	Albambra Unified School District	1,359,93	
	Alta Loma Elementary School District	464,3	
	Alview-Dairyland Union Elementary School District	52,3	
	Alvord Unified School District	2,283,5	
	Anaheim Union High School District	4,992,02	
	Antioch Unified School District	1,712,6	
	Arcadia Unified School District	472,42	
	Armona Union Elementary School District Aromas-San Juan Unified School District	145,5	
		122,8	
	Atwater Elementary School District	684,0	
	Azusa Unified School District	1,177,1	
	Baldwin Park Unified School District	1,895,4	
	Banning Unified School District	621,5	
	Barstow Unified School District 639,	·	92 \$235,5
	-	478	
	Bass Lake Joint Union Elementary School District	77,8	
	Bassett Unified School District	462,3	
	Bear Valley Unified School District	213,3	
	Beaumont Unified School District	915,3	
	Bellflower Unified School District	1,078,1	
	Bonita Unified School District	580,0	
	Brea-Olinda Unified School District	482,2	
	Brentwood Union Elementary School District	512,9	
	Brittan Elementary School District	47,9	35 \$16,0
	Buckeye Union Elementary School District	239,9	50 \$80,3
	Buena Park Elementary School District	660,4	74 \$221,2
	Burbank Unified School District	719,5	36 \$241,0
	Byron Union Elementary School District	118,1	47 \$39,5
611500	Castro Valley Unified School District	463,4	19 \$155,2
739600	Central Unified School District	1,910,9	18 \$640,1
638800	Central Union Elementary School District	184,5	33 \$61,8
664700	Centralia Elementary School District	502,1	17 \$168,2
710400	Ceres Unified School District	1,827,2	80 \$612,1
676500	Chaffey Joint Union High School District	1,911,0	29 \$640,1
643700	Charter Oak Unified School District	420,6	16 \$140,9
676700	Chino Valley Unified School District	2,067,2	84 \$692,5
651900	Chowchilla Elementary School District	300,5	54 \$100,6
652000	Chowchilla Union High School District	86,4	
	Claremont Unified School District	473,0	
	Clovis Unified School District	3,280,0	
	Coachella Valley Unified School District	2,902,9	
	Coalinga-Huron Unified School District	449,1	
	Coast Unified School District	56,1	
	Colton Joint Unified School District	2,860,6	
	Compton Unified School District	3,057,4	
	Corcoran Joint Unified School District	376,7	
	Corning Union Elementary School District	328,8	
	Corona-Norco Unified School District	4,343,8	
	Coronado Unified School District	124,5	
	Covina Valley Unified School District	1,219,2	
	Cucamonga Elementary School District	306,2	
	Culver City Unified School District	470,8	
	Cupertino Union School District	716,6	

Updated 02.07.2017

Vendor	J2.07.2017		Total	*Agency
Number	Agency		TLS	Entitlement
-	Cutler-Orosi Joint Unified School District		606,645	\$203,226
	Cypress Elementary School District		416,388	\$139,490
	Dinuba Unified School District	769,289	782,316	\$262,076
	Vends: Kingburg Joint Union High School District	13,027	102,010	<i>\\\L02,010</i>
	Dixon Unified School District	10,021	248,794	\$83,346
	Downey Unified School District		2,586,055	\$866,328
	Duarte Unified School District		475,237	\$159,204
	East Nicolaus Joint Union High School District		18,966	\$6,354
	East Whittier City Elementary School District		887,974	\$297,471
	El Monte City School District		1,256,653	\$420,979
	El Monte Union High School District		1,113,027	\$372,864
	El Rancho Unified School District		818,972	\$274,356
	El Segundo Unified School District		122,233	\$40,948
	Escondido Union High School District		528,491	\$177,044
	Exeter Union School District	204,564	225,452	\$75,526
	Vends: Life Charter School	20,888	220,102	¢10,020
	Fontana Unified School District	20,000	5,315,889	\$1,780,823
	Fowler Unified School District		299,316	\$100,271
	Fremont Unified School District		1,334,722	\$447,132
	Fullerton Elementary School District		1,113,851	\$373,140
	Garvey Elementary School District		826,954	\$277,030
	Glendora Unified School District		375,538	\$125,805
	Golden Plains Unified School District		286,078	\$95,836
	Golden Valley Unified School District		115,259	\$38,612
	Granada Hills Charter High School		285,289	\$95,572
	Hacienda La Puente Unified School District		2,282,518	\$764,644
	Hamilton Unified School District		87,073	\$29,169
	Hanford Elementary School District		732,007	\$245,222
	Hemet Unified School District		2,659,858	\$891,052
	Hesperia Unified School District		2,342,407	\$784,706
	Hickman Community Charter School District		40,913	\$13,706
	Hollister School District		605,292	\$202,773
	Hueneme Elementary School District		1,131,957	\$379,206
	Huntington Beach Union High School District		676,006	\$226,462
	Irvine Unified School Distict		1,334,814	\$447,163
	Jurupa Unified School District		1,964,991	\$658,272
	Kerman Unified School District		545,080	\$182,602
	Kern High School District	2,874,884	2,929,216	\$981,287
	Vends: Di Giorgio School District	34,668	,, -	+,-
634800		19,664		
	King City Union School District	298,459	306,793	\$102,776
	Vends: San Lucas Union Elementary School District	8,334	,	. ,
	King Canyon Joint Unified School District	1,336,482	1,360,673	\$455,825
	Vends: St. Lasalle School	24,191		
	Kings River Hardwich Union Elementary School District		69,951	\$23,434
	Kingsburg Elementary Charter School District		214,292	\$71,788
	La Habra City Elementary School District		524,957	\$175,861
	Lake Elsinore Unified School District		2,214,781	\$741,952
	Las Virgenes Unified School District		275,053	\$92,143
	Laton Joint Unified School District		105,158	\$35,228
682000	Lemon Grove School District		499,759	\$167,419
	Lemoore Union Elementary School District		445,544	\$149,257
	Lemoore Union High School District		87,788	\$29,409
	Lindsay Unified School District		684,325	\$229,249
	Little Lake City School District		532,674	\$178,446
	Live Oak Elementary School District		134,831	\$45,168
	Lodi Unified School District		3,359,294	\$1,125,363
	Lompoc Unified School District	833,979	879,032	\$294,476
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Updated 02.07.2017

Vendor	J2.07.2017	Total	*Agonov
Number	Agency	TLS	*Agency Entitlement
691300		,053	Linniement
	Los Alamitos Unified School District	535,449	\$179,375
	Los Banos Unified School District	1,206,046	\$404,025
	Lowell Joint School District	221,509	\$74,206
	Lynwood Unified School District	1,972,962	\$660,942
	Madera Unified School District		
		2,774,429	\$929,434
	Magnolia Elementary School District	1,048,406	\$351,216
	Manhattan Beach Unified School District	294,856	\$98,777
	Marcum Illinois Union Elementary School District	16,529	
	Mariposa County Unified School District	125,717	\$42,115
	McSwain Union Elementary School District	69,585	\$23,311
	Mendota Unified School District	431,065	\$144,407
	Menifee Union Elementary School District	746,375	\$250,036
	Merced Union High School District	884,727	\$296,384
	Monrovia Unified School District	515,200	\$172,592
	Monson Sultana Joint Union Elementary School District	75,921	\$25,434
	Monterey Peninsula Unified School District	848,956	\$284,400
	Moorpark Unified School District	325,674	
	Moreno Valley Unified School District	3,884,164	
	Morgan Hill School District	477,203	\$159,863
	Morongo Unified School District	818,143	
677800	Mountain View School District	233,308	\$78,158
648100	Mountain View Elementary School District	1,215,323	\$407,133
617500	Mt. Diablo Unified School District	2,283,621	\$765,013
752000	Murrieta Valley Unified School District	1,258,827	\$421,707
752800	Natamos Unified School District	1,249,981	\$418,744
682200	National School District	953,887	\$319,552
665900	Newport-Mesa Unified School District	1,710,285	\$572,945
648400	Norwalk-La Mirada Unified School District	2,180,205	\$730,369
675000	North County Jt Union School District	69,251	\$23,199
654100	Novato Unified School District	358,297	\$120,029
738700	Oak Park Unified School District	76,965	\$25,783
666100	Ocean View School District	588,330	\$197,091
725200	Ojai Unified School District	141,932	\$47,547
103000	Orange County Department of Education	63,912	\$21,411
666200	Orange Unified School District	1,624,778	\$544,301
	Orcutt Union Elementary School District	442,075	\$148,095
	Oro Grande Elementary School District	199,372	\$66,790
	Oroville Union High School District	157,559	\$52,782
	Oxnard School District	2,159,590	
725400	Oxnard Union High School District	878,536	
	Pajaro Valley Unified School District	1,903,112	\$637,543
	Palm Springs Unified School District	2,626,913	\$880,016
	Palo Verde Unified School District	341,029	\$114,245
	Palos Verdes Peninsula Unified School District	399,409	
		,524 349,157	\$116,968
		,633	<i>\\\\\\\\\\\\\</i>
	Parlier Unified School District	474,069	\$158,813
	Pasadena Unified School District	1,687,959	
		,707 368,698	\$123,514
		,991	Ψ.20,014
	Perris Elementary School District	1,066,972	\$357,436
	Perris Union High School District	1,029,952	
		,822 354,305	\$118,692
			φ110,092
		,483	<b>ኖደບ 022</b>
	Pioneer Union Elementary School District	150,082	\$50,277 \$65,022
	Pixley Union School District	194,099	
000400	Placentia-Yorba Linda Unified School District	1,626,163	\$544,765

Updated 02.07.2017

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Vendor	Amaman		Total	*Agency
Number			TLS	Entitlement
	Placerville Union Elementary School District		116,813	\$39,132
	Plumas Lake Elementary School District		112,160	\$37,574
	Pomona Unified School District	4 000 070	3,171,220	\$1,062,359
	Porterville Unified School District	1,868,878	1,927,052	\$645,562
721000	,	10,884		
718900	Ducor Union Elementary School District	27,296		
721300	Springville Union Elementary School District	19,994		••••••
	Red Bluff Union Elementary School District		280,685	\$94,029
	Redondo Beach Unified School District		463,938	\$155,419
	Reef Sunset Unified School District.		427,674	\$143,271
	Rescue Union Elementary School District		208,978	\$70,008
	Rialto Unified School District		3,672,259	\$1,230,207
	Riverdale Joint Unified School District		244,482	\$81,901
	Riverside Unified School District		4,494,084	\$1,505,518
	Romoland Elementary School District		474,257	\$158,876
	Rosemead Elementary School District		366,818	\$122,884
	Roseville Joint Union High School District		617,913	\$207,001
	Rowland Unified School District		1,687,646	\$565,361
736300	Saddleback Valley Unified School District		1,344,350	\$450,357
	Salinas City Elementary School District		1,185,458	\$397,128
675300	San Benito High School District		133,675	\$44,781
678700	San Bernardino City Unified School District		6,411,125	\$2,147,727
752900	San Gabriel Unified School District		526,872	\$176,502
674400	San Juan Unified School District		2,965,562	\$993,463
613000	San Lorenzo Unified School District		1,345,256	\$450,661
688000	San Luis Coastal Unified School District		358,301	\$120,031
649600	San Marino Unified School District		112,537	\$37,700
690300	San Mateo-Foster City School District		569,947	\$190,932
654500	San Rafael City Elementary School District	456,396	530,704	\$177,786
654600	Vends: San Rafael City High School District	74,308		
624100	Sanger Unified School District		1,401,001	\$469,335
666700	Santa Ana Unified School District	7,772,958	7,863,349	\$2,634,222
C57800	Vends: Edward B Cole Sr Academy	55,187		
A56500	St Anne School	18,393		
A56700	St Joseph School	16,811		
234300	Santa Clara County Probation Department		44,955	\$15,060
407000	Santa Clarita Valley School Food Services Agency		1,819,977	\$609,692
698100	Santa Cruz City Elementary School District	283,069	308,273	\$103,271
	Vends: Santa Cruz County Office of Education	25,204		
	Santa Maria-Bonita School District		2,502,159	\$838,223
649800	Santa Monica-Malibu Unified School District		530,278	\$177,643
624300	Selma Unified School District		823,336	\$275,818
752700	Sierra Unified School District	99,270	99,270	\$33,255
726000	Simi Valley Unified School District		1,153,208	\$386,325
	Sonoma Valley Unified School District		350,778	\$117,511
	South Bay Union School District		1,211,682	\$405,913
	South Pasadena Unified School District		306,119	\$102,550
	South San Francisco Unified School District		571,828	\$191,562
	South Whittier Elementary School District		440,762	\$147,655
	Sweetwater Union High School District		2,289,905	\$767,118
	Temecula Valley School District		1,408,980	\$472,008
	Temple City Unified School District		570,186	\$191,012
	Thermalito Union Elementary School District		257,468	\$86,252
	Tipton Elementary School District		94,530	\$31,668
	Torrance Unified School District	1,373,215	1,430,798	\$479,317
	Vends: Hermosa Beach City Elementary School District	57,583	., 100,700	φπο,σπ
	Tracy Joint Unified School District	01,000	1,111,965	\$372,508
	Tulare City School District		1,316,205	\$440,929
122300			1,010,200	ψττυ,323

Updated 02.07.2017

Vendor			Total	*Agency
Number	Agency		TLS	Entitlement
722400	Tulare Joint Union High School District		454,969	\$152,415
736400	Tustin Unified School District		1,494,092	\$500,521
750600	Upland Unified School District		868,558	\$290,967
752400	Val Verde Unified School District		2,373,774	\$795,214
726500	Ventura Unified School District		1,281,202	\$429,203
679300	Victor Valley Union High School District		964,619	\$323,147
722500	Visalia Unified School District		2,615,843	\$876,307
684500	Vista Unified School District		2,229,659	\$746,936
734600	Walnut Valley Unfifed School District		1,157,155	\$387,647
726900	Washington Unified School District		841,769	\$281,993
650900	West Covina Unified School District	1,045,696	1,156,676	\$387,486
C14200	Vends: San Jose Charter Academy	110,980		
667400	Westminster School District		1,308,232	\$438,258
651100	Whittier City Elementary School District		641,766	\$214,992
651200	Whittier Union High School District		718,097	\$240,562
767900	Woodlake Unified School District		330,508	\$110,720
764100	Yosemite Union School District	127,678	136,731	\$45,805
652700	Vends: Raymond-Knowles Union Elementary School District	9,053		
679500	Yucaipa Calimesa Joint Unified School District		787,278	\$263,738
	Total ADP and Entitlement:		233,977,432	\$78,382,440

\*Entitlement is based on \$.335