



December 27, 2019

To: All Potential Respondents

From: Julie Janssen, Purchasing Agent

Subject: RFB0320282002 Warehousing and Delivery Services for USDA Foods

Addendum Four

Please amend the subject RFP to include answers to the following timely received questions:

Q1. We are questioning the yellow highlighted areas. Case price coming up as Commodity but unit & total are showing commercial. Is this correct or am I plugging something in wrong?

Category	Product/Spec	Manufacturer (max. 2 per manufacturer)	# of CN Servings per case	Estimated Servings Annual	USDA Material Code	Pounds of DF Needed per Case (#)	Pass-Thru Value per case (\$)	Bid Price per case (N) (\$)	Region 1: Fixed Fee Per Case (\$)	Region 2: Fixed Fee Per Case (\$)	Special Order Item? (Y/N)	NCI Net Cost Per Case (N) (\$)	Total Cost Per Serving (N) (\$)	Total Cost Per Year (N) (\$)	NCI Net Cost Per Case (N) (\$)	Total Cost Per Serving (N) (\$)	Total Cost Per Year (N) (\$)
Mozzarella	Cheese Pizza, Wedge/Slice	ConAgra		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	ConAgra		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Schwanz		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Schwanz		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Nardone Bros		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Nardone Bros		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice		30	500,000.00							N	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice		72	500,000.00							N	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Other		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Other		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, 4-6	ConAgra		300,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!

A2. No, that is correct. We evaluate the total cost including the commodity value, rather than just looking at the net cost, as it's still a cost to the RAs, just comes from a separate pot of money. If you expand row 2, it may be hiding the header for column N where we ask for the commercial bid price, then the calculated columns show how each calculation is made. It takes column n plus the fixed fee, divided by number of servings in a case.

												Region 1			Region 2		
Category	Product/Spec	Manufacturer (max. 2 per manufacturer)	# of CN Servings per case	Estimated Servings Annual	USDA Material Code	Pounds of DF Needed per Case (#)	Pass-Thru Value per case (\$)	Commercial Bid Price per case (N) (\$)	Region 1: Fixed Fee Per Case (\$)	Region 2: Fixed Fee Per Case (\$)	Special Order Item? (Y/N)	NCI Net Cost Per Case (N) (\$)	Total Cost Per Serving (N) (\$)	Total Cost Per Year (N) (\$)	NCI Net Cost Per Case (N) (\$)	Total Cost Per Serving (N) (\$)	Total Cost Per Year (N) (\$)
Mozzarella	Cheese Pizza, Wedge/Slice	ConAgra		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	ConAgra		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Schwanz		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Schwanz		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Nardone Bros		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Nardone Bros		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice		30	500,000.00							N	\$ 48.28	#DIV/0!	#DIV/0!	\$ 48.28	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice		72	500,000.00							N	\$ 43.03	#DIV/0!	#DIV/0!	\$ 43.03	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Other		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Mozzarella	Cheese Pizza, Wedge/Slice	Other		500,000.00								\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!

Q2. Are we able to submit deviations with this bid? If certain items don't exactly meet bid spec— say it's off by 10 calories and 1g of fat nutritionally on a certain item, is that acceptable?

A2. No, products must meet the specifications to be considered.

Q3. I'm wondering if you could clear up a response for me? I think these questions asked the same thing, but I interpreted the responses differently, so I'm hoping you are willing to clarify. I'm seeking to understand, to have clarity around the opportunity:

From Addendum 3 and Addendum 4:

Q16. What is the expectation of the SFA's under existing contracts regarding diverted foods as well as USDA commodities? Multiple commercial foodservice distributors in the State of Iowa already have contracts in place with school districts to deliver diverted foods as well as USDA commodities. These contract extend beyond the current school year.

A16. The resulting Contracts will not be exclusive. RAs will still be purchasing a majority of their food purchases through their existing contracts. USDA Foods represent around 15% of an RA's total food purchases. Some of which is currently going through the state contractor, Keck Inc, and some through their commercial food distributor.

Depending on the Respondent(s) awarded for this solicitation, RAs may still continue to go through their same commercial

From Addendum 4:

Q5. Regarding the response to Question and Answer #16 in Addendum 3: When will the RA have to decide if they will be going with the awarded distributor or staying with their current distributor for Further Processed items?

A5. If an RA elects to participate in commodity processing for the 20-21 school year, they will only be able to purchase their further processed end products from the awarded respondent for their service area. Their current distributor would still be providing them any commercially purchased products, but not any products through commodity processing, unless the awarded respondent happens to be their awarded distributor.

As a specific example: Today Reinhart has the Food Service contract to deliver food to the Cedar Rapids School district. Their existing contract includes the delivery of Diverted Foods. If Cedar Rapids chooses to participate in Diverted Foods for the 2020-2021 school year, and Reinhart is not the awarded distributor for the State's current RFP, will Cedar Rapids schools be able to continue to buy their Diverted items from Reinhart, under their existing contract, or will they have to buy from the awarded distributor?

- A3. The response to Q16 on addendum 3 was unintentionally misleading. While RAs will continue to purchase their commercial purchases from their existing contract, all commodity purchases would be going through the awarded distributor for their service zone.

Please acknowledge receipt of this addendum by signing in the space provided below, and return this letter with your offer (do not send back separately).

I hereby acknowledge receipt of this addendum.

Signature

Date

Typed or Printed Name