

ISANA Q&A  
FSMC RFP SY 25

1. Who is the current vendor?
  - a. Revolution Foods
2. What is vendor doing well? What do you want to improve?
  - a. Food is good. Delivery is on schedule. No complaints.
3. Are you currently participating in commodities?
  - a. Yes
4. Any premium food or salad bar?
  - a. No
5. Who is responsible for the POS?
  - a. ISANA employee
6. What is current breakfast, lunch, and snack price?
  - a. Breakfast: \$2.70
  - b. Lunch: \$3.91
  - c. Snack: \$1.10
7. How many servers do you currently have?
  - a. Most sites have 1 some bigger ones have 2
8. What is the current delivery model?
  - a. There are two deliveries a day. We get cold breakfast and hot lunch. Snack is delivered when lunch is picked up.
9. Do you have storage to take cold breakfast the day before?
  - a. No
10. Does ISANA have remaining KIT funds?
  - a. Yes
11. Would you be able to buy required equipment if needed?
  - a. Maybe, depending on which items are needed. We are very limited on storage room for meal service equipment.
12. How far are the sites from each other?
  - a. South of LA to North of LA. Would take around 2 hours from tip to tip.
13. Do you have medical meal modifications?
  - a. Yes
14. Do you offer one entrée a day or provide options to your students?
  - a. One entrée
15. Are vegetarian meals mandatory?
  - a. No
16. Do you like to offer pizza weekly?
  - a. No, monthly.
17. What are the top 3 favorite entrees?
  - a. Pupusa, Tamale, and burgers.
18. Unitized meals or family style?
  - a. Unitized meals
19. For the taste testing do you want us to bring unitized meals?
  - a. Yes, please make sure to follow the menu and instructions noted in the RFP as we want the tasting to be as fair as possible.
20. Does SFA have any of their own servers or do you only rely on FSMC servers?
  - a. ISANA has only one server that is an ISANA employee. All other servers are provided by the FSMC.
21. What equipment do you own and what do you rent?
  - a. All food storage equipment is provided by the FSMC. We own serving tables and canopies.

22. Can ISANA Academies please provide further details on each school and their estimated Breakfast, Lunch, and Snack counts? This would help us better understand the size of each school site.
  - a. For March we ordered 24,715 Breakfasts, 31,278 Lunches and 12,741 Snacks
23. Is ISANA Academies open to dark drop offs and/or day in advance meals (EX: Wednesdays' meal delivery would occur on Tuesday and heated onsite for Wednesday) instead of 2 daily deliveries? The benefit would be preserving the freshness and quality of each meal by eliminating the time window between delivery and when the student receives their meal.
  - a. ISANA requires 2 daily meal deliveries.
24. Would you like a single rate for each meal, or separate the meal price and server cost?
  - a. We would like a single rate for each meal with the server price listed separately.
25. Do your sites receive family style or individually wrapped meals?
  - a. We require individually wrapped meals delivered to the school sites.
26. Does SFA have any of their own servers or do you only rely on FSMC servers?
  - a. ISANA relies on the FSMC servers.
27. Do you have any KIT funds remaining? If so, how much?
  - a. ISANA does have KIT funds remaining. We have not spent any of our funds yet but are planning to do so this month. I am unsure of the amount that will be remaining.