



---

*“Providing a strong educational foundation to all students who are in need of direction and support in learning English and finding their way in a new culture.”*

## **GOVERNING BOARD AGENDA- Special Board Meeting**

5465 El Cajon Blvd. San Diego, CA 92115 (Library)

Meeting of Monday, June 7, 2021 at 5:30PM

### **Join Zoom Meeting**

<https://iftincharter-net.zoom.us/j/81114693779>

Meeting ID: 811 1469 3779

One tap mobile

+16699006833,,81114693779# US (San Jose)

+13462487799,,81114693779# US (Houston)

**Mission:** Iftin Charter School provides students in grades TK-8 an academically rigorous, common core aligned curriculum, supplemented with a technology intensive program in a student centered, safe and caring learning environment. ICS addresses the needs of a diverse group of students, their families and communities by building on the strengths of the students’ cultural heritage and life experiences. ICS students are educated and enlightened to become successful, lifelong learners and valuable members of the global community.

### **Approval of Agenda: Faisal Ali**

### **WELCOME GUESTS / CALL TO ORDER 5:30PM**

---

#### **Roll Call**

---

Faisal Ali	President
Rahmo Abdi	Secretary
Mulki Hersi	Treasurer
Joe Udall	Member
Ibrahim Hassan	Member

#### **PUBLIC COMMENT**

---

PUBLIC COMMENT— Anyone wishing to address the Board on agenda, non-agenda, and/or Closed Session items may do so. Individual speakers will be limited to three (3) minutes. Total public input on any one subject may be limited to fifteen (15) minutes, and may be extended at the discretion of the Board Chairperson. Comments on an agenda item may be taken when the agenda item is discussed by the Board. Comments on non-agenda items will be heard before the Consent Motion.

#### **Consent Items**

---

None.

#### **Discussion Items**

---

- A) CEO Report
- B) RFP Vended Meals vendor bids
- C) New Board Member Recruitment

## Action Items

---

- A) Approve Master Calendar 2021-23

## Closed Session

---

CLOSED SESSION: PUBLIC EMPLOYEE PERFORMANCE EVALUATION PURSUANT TO GOVERNMENT CODE SECTION 54957(b)(1). Position: Chief Executive Officer

## Report to Open Session

---

Reportable Action:

## Advanced Planning

---

The next regularly scheduled Governing Board Meeting is to be held on Friday, June 25, 2021 at 5:30PM

## ADJOURN

---

*In compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting, please contact the Office of Iftin Charter School at (619)265-2411. Notification of 48 hours prior to the meeting will enable the School to make reasonable arrangements to ensure accessibility to that meeting (28 CFR 35.102.35.104) If you would like to request any attachments or other public documents, contact Abdi Mohamud at: [Mohamud@iftincharter.net](mailto:Mohamud@iftincharter.net)*



# School Calendar 2021-2023

2021 - 2022		M	T	W	Th	F	M	T	W	Th	F	M	T	W	Th	F	M	T	W	Th	F	M	T	W	Th	F	Student	Staff	Admin	
July					1	2	5	6	7	8	9	12	13	14	15	16	19	20	21	22	23	26	27	28	29	30				
August	2	3	4	5	6	9	10	11	12	13	16	17	18	19	20	23	24	25	26	27	30	31				2	7	22	Instructional Day	
September			1	2	3	6	7	8	9	10	13	14	15	16	17	20	21	22	23	24	27	28	29	30		21	21	21	School's Closed	
October					1	4	5	6	7	8	11	12	13	14	15	18	19	20	21	22	25	26	27	28	29	21	21	21	Teacher Days	
November	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30				18	18	18	Admin Days	
December			1	2	3	6	7	8	9	10	13	14	15	16	17	20	21	22	23	24	27	28	29	30	31	13	13	13	Min Day - TC/PD	
January	3	4	5	6	7	10	11	12	13	14	17	18	19	20	21	24	25	26	27	28	31					20	20	20	End of Q	
February		1	2	3	4	7	8	9	10	11	14	15	16	17	18	21	22	23	24	25	28					18	18	18		
March		1	2	3	4	7	8	9	10	11	14	15	16	17	18	21	22	23	24	25	28	29	30	31		23	23	23		
April					1	4	5	6	7	8	11	12	13	14	15	18	19	20	21	22	25	26	27	28	29	16	16	16		
May	2	3	4	5	6	9	10	11	12	13	16	17	18	19	20	23	24	25	26	27	30	31				16	16	16		
June			1	2	3	6	7	8	9	10	13	14	15	16	17	20	21	22	23	24	27	28	29	30		12	13	20		
July					1	4	5	6	7	8	11	12	13	14	15	18	19	20	21	22	25	26	27	28	29					
																										180	186	208		
2022 - 2023		M	T	W	Th	F	M	T	W	Th	F	M	T	W	Th	F	M	T	W	Th	F	M	T	W	Th	F	Students	Staff	Admin	
July					1	4	5	6	7	8	11	12	13	14	15	18	19	20	21	22	25	26	27	28	29					
August	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30	31				3	8	23	
September				1	2	5	6	7	8	9	12	13	14	15	16	19	20	21	22	23	26	27	28	29	30		21	21	21	
October	3	4	5	6	7	10	11	12	13	14	17	18	19	20	21	24	25	26	27	28	31					21	21	21		
November		1	2	3	4	7	8	9	10	11	14	15	16	17	18	21	22	23	24	25	28	29	30				18	18	18	
December				1	2	5	6	7	8	9	12	13	14	15	16	19	20	21	22	23	26	27	28	29	30	12	12	12		
January	2	3	4	5	6	9	10	11	12	13	16	17	18	19	20	23	24	25	26	27	30	31				21	21	21		
February			1	2	3	6	7	8	9	10	13	14	15	16	17	20	21	22	23	24	27	28				18	18	18		
March			1	2	3	6	7	8	9	10	13	14	15	16	17	20	21	22	23	24	27	28	29	30	31	23	23	23		
April	3	4	5	6	7	10	11	12	13	14	17	18	19	20	21	24	25	26	27	28						10	10	10		
May	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30	31				21	21	21	
June				1	2	5	6	7	8	9	12	13	14	15	16	19	20	21	22	23	26	27	28	29	30		12	13	20	
July	3	4	5	6	7	10	11	12	13	14	17	18	19	20	21	24	25	26	27	28	31									
																										180	186	208		

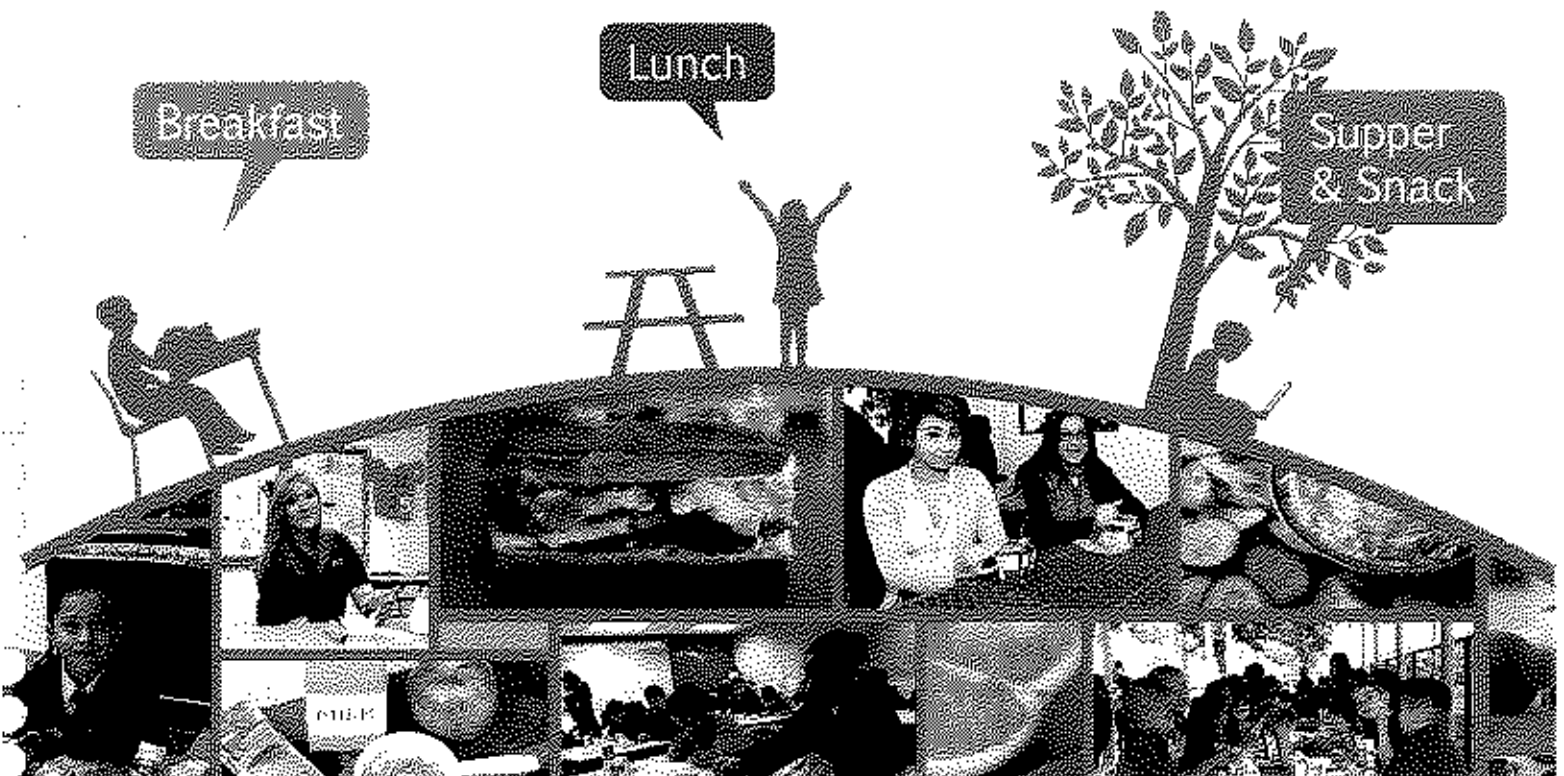


**MASTER**

# Iftin Charter School Vended Meals Food Service Proposal

Maslah Yussuf, Chief Executive Officer  
5465 El Cajon Blvd.  
San Diego, CA 92115

May 11, 2021



## Cover Letter

May 11, 2021

Dear Mr. Yussuf,

On behalf of Better 4 You Meals Inc., please allow us to express our gratitude for the opportunity to submit this Proposal for Vended Meal Food Services.

We are confident that Better 4 You Meals will prove to be the ideal meal provider to meet Iftin Charter School needs. We have the strongest team, resources, menu, and customer service plan of any meal vendors in all of California. Our continued growth and 99% renewal rate for this coming school year prove our commitment and delivery to all schools we serve.

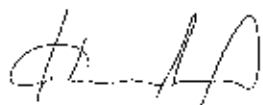
As a social venture launched by actual public charter school leaders, B4YM's performance, growth, retention, and school feedback prove we know school meals like no other. We are committed to providing your students with fresh, tasty, and 100% compliant meals every day.

Should you or your staff have any questions or require additional information, please do not hesitate to contact us.

Proprietary documents are clearly marked "Proprietary" in the upper right corner.

Thank you again for this opportunity. We look forward to working with Iftin Charter School and believe we can build a partnership and collaboration with Iftin Charter School that can grow and thrive for many years to come.

Sincerely,



Fernando Castillo  
Chief Executive Officer  
Authorized Corporate Officer for Binding Contract  
fcastillo@better4youmeals.com  
(323) 838-5555

*By signing this cover letter, I (we) certify that the information contained in this proposal is accurate, and that all attachments required to be submitted as part of the proposal, are certified to be true and binding upon our company.*

<b>Federal Tax ID:</b>	90-0657788
<b>SFA Liaison:</b>	Steven A Holguin sholguin@better4youmeals.com
<b>Mailing Address:</b>	5743 Smithway Street, Los Angeles, CA 90040
<b>Contact Numbers:</b>	Office (323) 838-5555      Fax (323) 838-5419

## Table of Contents

<b>About Us .....</b>	<b>5</b>
<b>Vendor Contact Information .....</b>	<b>6</b>
<b>B4YM Experience &amp; Capacity Overview .....</b>	<b>7</b>
<b>COVID-19 School Service Support .....</b>	<b>8</b>
<b>B4YM Collaboration with BRIGAD and Chef Dan Guisti .....</b>	<b>9</b>
<b>B4YM Collaboration with Acclaimed Chef Antonia Lofaso .....</b>	<b>10</b>
<b>Fee Proposal .....</b>	<b>11</b>
<b>Service Style Options .....</b>	<b>12</b>
<b>Order &amp; Service Control .....</b>	<b>13</b>
<b>Equipment Options .....</b>	<b>16</b>
<b>Frequently Asked Questions .....</b>	<b>18</b>
Frequently Asked Question #1 .....	18
Frequently Asked Question #2 .....	20
Frequently Asked Question #3 .....	21
Frequently Asked Question #4 .....	23
<b>Respondent References .....</b>	<b>24</b>
Letter of Recommendation – Roses in Concrete Community School .....	26
Letter of Recommendation – Compton Unified School District .....	27
NSLP & CACFP Administrative Review Schools – Past 4 Years .....	28
California Charter Schools Served in 2019-21 (Partial List) .....	29
California Charter Schools Served in 2018-19 .....	30
California District Schools Served in 2019-21 .....	31
<b>Evidence of Permits, Licenses, &amp; Health Inspection Report .....</b>	<b>33</b>
Current Business License & Health Permit .....	33
Los Angeles County Health Department Inspection Report .....	34
Evidence of Insurance Coverage .....	35
Evidence of Safe Serve Certification .....	36
<b>USDA Foods/Commodities Processor Agreement .....</b>	<b>37</b>
USDA Foods Direct Deliver and DOD Fresh Allowable Items .....	38
<b>Required Certifications .....</b>	<b>39</b>
Certifications Regarding Lobbying .....	39
Disclosure of Lobbying Activities .....	40

<b>Certification Regarding Lobbying .....</b>	<b>41</b>
<b>Debarment, Suspension, and Other Responsibility Matters .....</b>	<b>42</b>
<b>Certificate of Independent Price Determination.....</b>	<b>43</b>
<b>Byrd Anti Lobbying Amendment Certification .....</b>	<b>44</b>
<b>Buy American Provision Compliance .....</b>	<b>45</b>
<b>21 Day Cycle Menu Sample .....</b>	<b>46</b>
<b>Breakfast - Sample Menu .....</b>	<b>46</b>
<b>Lunch – Sample Menu.....</b>	<b>47</b>
<b>Weekly Lunch Specials – Sample Menu .....</b>	<b>48</b>
<b>Lunch Cold Sandwich – Sample Menu .....</b>	<b>49</b>
<b>Vegetarian Lunch – Sample Menu.....</b>	<b>50</b>
<b>Lunch Entrée Salad – Sample Menu .....</b>	<b>51</b>
<b>Afterschool Snack – Sample Menu .....</b>	<b>52</b>
<b>Description of How Meals Comply with NSLP &amp; SBP .....</b>	<b>53</b>
<b>Sample Transportation/Production Record.....</b>	<b>54</b>
<b>Additional Documents – Non-Required.....</b>	<b>56</b>
<b>Student Engagement &amp; Participation for All.....</b>	<b>56</b>
<b>Methods to Help Increase Student Participation.....</b>	<b>58</b>
<b>Compliance &amp; Training Assistance .....</b>	<b>59</b>
<b>Name Brand Partnerships.....</b>	<b>60</b>
<b>Sample Breakfast Items Served.....</b>	<b>61</b>
<b>Sample Lunch Items Served .....</b>	<b>62</b>
<b>USDA Commodities .....</b>	<b>63</b>
<b>Commitment to Ensuring Healthy Food Options .....</b>	<b>65</b>
<b>Meal Transportation and Holding – Procedures &amp; Equipment.....</b>	<b>67</b>

## About Us

Founded In 2011 Better 4 You Meals (B4YM) is the direct product of local California school leaders listening to the voices of their very own students and parents who wanted “better” food at their schools. After years of unsuccessfully working with existing meal vendors to improve meals and student participation, our founders decided to become part of the solution and offer a new option for school meals.

Serving school districts, charter schools, private schools, summer camps, and after-school care providers, B4YM has helped drive major increases in school meal participation throughout California. In ten short years, B4YM has grown from an idea of social change to the one of the most impactful members of the California school meal community.

We have no predefined values on food that we try and impose on schools. We do not jump on the latest food craze and shock students with food they cannot pronounce or have never seen or heard of. Simply put, we are a young organization with a cultural blend of confidence and craziness to believe that our small social venture will one day positively impact the school meal experience of every student in California.

We know a hungry child cannot learn. We know that behavior issues increase when children are hungry. We know there is still a perceptual stigma to receiving “free” meals at school. We know that for some of your kids, the meals they receive at school may be the only nutritious meals they receive all day. And at B4YM, we cannot and will not be part of a society that accepts this as norm. We believe that we can be a partner to schools all across California in helping to alleviate these issues and that starts with working with you.

School meals must be fresh, healthy, visual appealing, tasty, compliant, and most importantly, not something that is going to fill up trash cans. Together we can shake up the school meal world by bringing new comfort food style recipes, working with food makers manufacturers that have never made food for schools before, and consistently employing innovation and honest ideas in our work.

Providing school meals isn't a complicated business, but it is an extremely difficult one. Your schools have strict budgets for the meal program, and you've expressed that you want and need your kids to eat. We absolutely agree and are committed to spending all our time working with the diverse communities in your school to create meals, menus, and service models that you and your stakeholders can be proud to offer.

With decades of combined school operation and food service experience, Better 4 You Meals is uniquely positioned to meet the needs of your school and your students. Our team looks forward to speaking with you soon and wish you a year of many great meals!

We look forward to working with your school and we thank you for the opportunity to submit this proposal.



## Vendor Contact Information

Better 4 You Meals  
5743 Smithway St, Ste 103  
Commerce, CA 90040  
(323) 838-5555  
www.better4youmeals.com

### Primary Proposal Contact

Steven A. Holguin  
Vice President of Sales & Marketing  
(323) 838-5555 Office  
(310) 678-5958 Cell  
sholguin@better4youmeals.com

### Additional Company Contacts

Fernando Castillo, MBA  
Chief Executive Officer  
(323) 838-5555  
fcastillo@better4youmeals.com

Jonathan Diaz  
Senior Regional Director – Northern CA  
(510) 850-4346  
jdiaz@better4youmeals.com

## Better 4 You Meals Company Service Profile

- 250,000 – Average number of lunches served by B4YM every week
- 150,000 – Average number of breakfasts served by B4YM every week
- 145,000 – Total number of students enrolled in schools served by B4YM
- 70,000 – Square feet at the B4YM kitchen and distribution facilities in the City of Commerce and Millbrae
- 35,000 – Average number of suppers served by B4YM every week
- 596 – Employees currently on the B4YM team
- 350 – Current number of school sites B4YM delivers
- 64 – Number of School Food Authorities B4YM supports

## B4YM Experience & Capacity Overview

Better 4 You Meals has grown to become one of California's leading providers of school meal services because of our commitment to finding appropriate and creative solutions for each school. Below is a bit of key information on Better 4 You Meals.

- Serving 550 school and organization sites in 2021-22, of which over 300 sites are in the Greater LA area
- We are currently serving schools through the following models
  - Ready to Eat hot pre-packed meals
  - Ready to Serve hot family style meals
  - Ready to Heat cold pre-packed meals heated on site
  - Day prior cold delivery and overnight storage pre-packed meals
- 85 total SFAs supported throughout California
- 135 schools heat our meals at their sites
- 28 schools currently operate on Prop 39 shared campuses

### 2021-22 Projected Daily Service Volumes in Greater Los Angeles Area

- Breakfast – 28,000 servings per day
- Lunch – 50,000 servings per day
- Supper – 10,000 servings per day
- Snack – 13,000 servings per day

### Initial Years of Administering Food Service Programs

- School Breakfast Program – August 2011
- National School Lunch Program – August 2013
- Child and Adult Care Food Program – August 2013

### Current Charter Management Organizations served by Better 4 You Meals

- |   |                                 |
|---|---------------------------------|
| • Alliance College-Ready Public Schools | • LA Leadership Academies       |
| • Aspire Public Schools                 | • STEM Public Schools           |
| • PUC Schools                           | • Today's Fresh Start           |
| • ICEF Public Schools                   | • Richmond College Prep Schools |
| • Camino Nuevo Academy                  | • TEACH Public Schools          |
| • ISANA Academies                       | • Endeavor College Prep         |
| • Green Dot Public Schools              | • Ednovate Schools              |
| • Downtown Value Schools                | • Amethod Public Schools        |

### Non-Charter School Organizations Served

- Archdiocese of Los Angeles – 68 schools
- Compton Unified School District – all 34 schools
- Roseland School District – all 5 schools
- Cabrillo Unified School District – all 5 schools
- Glendale Unified School District – 12 campuses

## COVID-19 School Service Support

Since the statewide school closures were announced on March 13<sup>th</sup>, 2020, B4YM has been at the forefront of supporting schools through non congregational and atypical serving methods. With our in-depth experience and knowledge of CDE and USDA standards and regulations, we were able to quickly escort schools through an altered style of service. On Monday, March 16<sup>th</sup>, 2020, B4YM delivered and helped serve over 22,000 meals.

Depending on how your school elects to provide instruction within your reopening period, B4YM can collaborate with you on a solution that can best fit your community and stakeholders. Final meal service protocols and levels of service will be dictated by State and Local health officials, the CA Department of Education, and in conjunction with approved USDA meal pattern waivers.

Some of the models that B4YM can help implement at your site include:

- “Heat at home” meal delivery: In this model students received any series of 1 to 7 fully cooked, frozen or cold temperature meals at your school to take home to heat on site.
- Combo of “Ready to eat” and “Heat at home”. In this model a school could have a split schedule of students where they attend only on specific days. On their attendance days those students could have a meal set to be consumed on campus and also provided with a cold meal or multiple meals to be taken home and heated at home.
- All cold meals – sandwich, wraps, or salads that are designed to take home or eaten on site daily.
- Multiple day meal service: In this style could deliver multiple days’ worth of meals and students could take them home should they only be attending school zero or limited amount of days per week.
- Designated day for meal pick up: In this manner, should schools not open at all, we can help coordinate a day or days for students to still come and pick up meals to be heated at home.
- Delivery to alternate location: Should a school want to consolidate operations to other school sites within the SFA, B4YM could deliver meals to alternative school sites and have them identified under their proper school if needed.

## B4YM Collaboration with BRIGAIID and Chef Dan Guisti

In June 2020, while hoping that school would reopen in the Fall, B4YM partnered with Dan Guisti and the team from BRIGAIID. Since day one, the idea behind Brigaid has been to assemble a team of talented and motivated chefs who would apply their culinary expertise to improve the offerings of institutional food service operations.



That intention was first aimed at school food—in 2016, led by founder Dan Guisti, the former head chef of *Noma*, Brigaid launched in New London, Connecticut. Five professional chefs were placed into New London Public Schools' kitchens to train and work with the existing food service staff to cook fresh, wholesome food from scratch. The success of the New London pilot led New York City Public Schools, the nation's largest public school district, to launch its own Brigaid program in the Bronx in the fall of 2018. These positive collaborations have modeled our approach to engaging with institutional food service programs of all kinds around the country – and the unexpected next phase was to head out West and collaborate with B4YM.

Having never before operated out of such a big central kitchen and prepared so many meals per day, the BRIGAIID Chefs came to B4YM and evaluated operations, recipes, menus, and ingredients. This collaboration was such an amazing experience for both sides as we each provided each other with ideas, recipes, and best practices that each organization had never really undertaken before.

COVID kept B4YM from rolling out our new recipes and offerings, but we are VERY excited to showcase our new meals and specials, inspired directly by our collaboration of with BRIGAIID.

### **B4YM & BRIGAIID Value System**

**Be Accountable:** If internally, B4YM can confidently and honestly answer the question “how was the food today?”, then B4YM can begin to build a culture of accountability within the entire organization. It's important to have good ingredients, recipes, menus, and most importantly a strong production team. Even when all of this is in place, without a system of checks and balances, there is no way to identify where a process may have gone wrong and how to fix it in the future. Ideas like tasting teams and more consistent assembly line checks are great first steps in this process.

## B4YM Collaboration with Acclaimed Chef Antonia Lofaso



### Today's Special

3 Cheese Rigatoni  
w/ Italian Sausage  
& Fresh Marinara  
Sauce

Better 4 You Meals is proud to continue our exclusive partnership with Celebrity Chef Antonia Lofaso. In Fall 2019, Chef Antonia began a line of monthly lunch specials for B4YM schools, inspired by the same passion and creativity that has propelled her to become one of the most sought-after chefs in America.

While Chef Antonia is recognized for her memorable performances on *Top Chef: Chicago* and *Top Chef: All Stars*, she continues to shine in front of the camera as a judge on *CNBC's Restaurant Startup*, along with recurring roles on *The Food Network's Cutthroat Kitchen*, *Guy's Grocery Games*, *Tournament of Champions*.

In 2011, Chef Antonia launched her first Los Angeles restaurant, *Black Market Liquor Bar*. Since then, Chef Antonia has gone on to launch wildly successful California restaurants *Scopa – Italian Roots*, *The Local Peasant*, and *Dama*.

Throughout the years of raising her own children, Chef Antonia has been very interested in what kids are eating and what schools are serving. This partnership with B4YM is a great opportunity for Chef Antonia to begin positively impacting the perception of school meals and the cafeteria experience for K-12 students across America.



# Fee Proposal

## Iftin Charter School

Individually wrapped meals – No Pork Menu - Heat on site service model

Meal Type	Estimated # of Monthly Meals	Fee Per Meal	Estimated Monthly Cost
Breakfast	7,854	\$2.05	\$16,100.70
Lunch	7,854	\$3.05	\$23,954.70
<i>Less estimated USDA Foods &amp; DOD Fresh Fruits &amp; Veg Credit</i>		<i>\$.23 per lunch*</i>	<i>(\$1,806.42)</i>
Snack	7,854	\$0.90	\$7,068.60
<b>Estimated Total</b>			<b>\$47,124.00</b>

### Pricing Disclosures for Additional or Upgrade Options

- Salad Bar is available in lieu of daily vegetable serving
- Special Therapeutic Meals (medically requested/required):  
 Breakfast: \$ No Additional Price      Lunch: \$ No Additional Price
- Vegan Meals  
 Breakfast: \$ 5.50      Lunch: \$ 7.50
- School can choose from at least 2 breakfast items and 4 lunch items each day.

### Service Type & Meal Inclusions

All meals are available as family style or pre-pack, based on school request. All meals are served complete and fully reimbursable by USDA & NSLP standards. Included with every meal:

- Full serving of vegetable
- Full serving of fruit or fruit juice if requested
- Plates, trays, sporks, napkins
- Milk – 1%, Fat Free, & Chocolate options
- Meal appropriate condiments
- Transportation costs

### \* USDA/DOD Foods Credit ((Commodities)

All B4YM supported schools that properly file the necessary paperwork for their USDA and DOD Foods Entitlements, and order usable food items, generally receive a **monthly credit equal to about \$.23 per lunch**, taken directly off their invoice. Total credit issued is dependent on actual usage, menu selection, and entitlements awarded. While all schools are eligible for USDA and DOD Foods Entitlements, eligibility and timing to access entitlements are based on the proper document submission and filing by the SFA.

## Service Style Options

B4YM can accommodate any set-up and serving situation. We currently serve indoors, outdoors, in cafeterias, in parking lots, in areas with permanent covers, and also in areas with pop up tents. Our model can be adapted to meet the needs of any site.

### Style of service available to Iftin Charter School include:

#### 1. Ready to Heat or Heat on Site

- a. Prepackaged or Family Style Meals are delivered either day before or on the morning and heated on site.
- b. This model produces the highest level of meal quality for students as students are often eating the meal within 20-30 minutes of heating in the oven.
- c. Creates a model of stability for the school as the timeliness of deliveries is almost never a concern.
- d. This model does require refrigeration and heating capability on site.

We have over 50 refrigerated delivery trucks and 1,000 commercial grade Cambro insulated food carriers in rotation and used each day for hot and cold meal delivery. We offer hot breakfast at least two times per week and hot lunch is available daily in at least 2 featured meals and also in our vegetarian lunch. With our fleet of delivery trucks and vans, there are no challenges to sustaining high quality, consistent, and on time meal delivery.

Each school currently has the daily option of at least 4 hot or cold lunch items to order from. Schools are encouraged to mix up their orders to provide their students with the greatest amount of variety possible. Each day we offer a hot featured dish, a hot vegetarian dish, a cold full meal salad, and cold freshly made sandwich meal.

### Daily Salad Bar

Salad bars give students a choice in what foods they select without the pressure of someone telling to do so. B4YM work with your team to create rotating options and create a fun and engaging school-wide activity as a way to motivate children to try new foods and make more conscious decisions about their nutrition. Students may even discover that the fruits and veggies they select make them feel more energized, refreshed, and ready to take on the rest of their day. The more opportunities that students have to make positive and informed choices regarding their own health, the better equipped they are for developing lifelong healthy habits.



## Order & Service Control

With B4YM, you have a tremendous amount of control in the food and drinks that you receive. B4YM is not the type of vendor to impose any predetermined values or food views on your stakeholders. We believe that you know your students best and you know what their needs, goals, and likes are. It's that reason that B4YM provides you control over a number of your ordering processes and will always work with you to assure that your sites order at the optimal levels to ensure student satisfaction and maximum participation.

### Milk Options

B4YM provides you full control within our ordering system to create the exact milk type ratio that works for your school. Want only white milk, no chocolate? No problem! Want chocolate milk only on Fridays? Easy!

As you can see in the images below, you can pick the exact percentages of your order for each type of milk. Once you preset your ratios, your milk orders will auto populate into the ordering system without you having to tally them up each time.

#### Milk Ordering Option with 40% - 30% - 30% ratio allocation

Education for Change Lazear

Breakfast	Snack	Lunch	Back Lunch	Supper	
Milk Percentage					
Title: Every day (current selected) 100%					
Menu	Monday	Tuesday	Wednesday	Thursday	Friday
Milk					
100% White Milk	40	40	40	40	70
Full Fat White Milk	0	30	30	30	30
Full Fat Chocolate Milk	30	30	30	30	0

#### Milk Ordering Option with Chocolate on Friday only allocation

Education for Change Lazear

Breakfast	Snack	Lunch	Back Lunch	Supper	
Milk Percentage					
Title: Every day (current selected) 100%					
Menu	Monday	Tuesday	Wednesday	Thursday	Friday
Milk					
100% White Milk	50	50	50	50	20
Full Fat White Milk	0	30	30	50	50
Full Fat Chocolate Milk	0	0	0	0	30



## **Meal Ordering**

Every day, B4YM provides you with the option to order from at least two (2) breakfast meals and from at least three (3) lunch meals. Your daily options include:

### **Breakfast**

1. Featured Entrée of the Day
2. Cereal
3. Vegetarian Entrée in cases where the Featured contains meat

### **Lunch**

1. Featured Hot Entrée of the Day
2. Hot Vegetarian Entrée of the Day
3. Featured Sandwich, Salad, or Soup Entrée of the Day
4. Weekly Special

## **Juice Options**

Some schools elect not to use 100% fruit juice as a fruit option within the meal pattern. This is yet another area where B4YM provides you with full control. You can have your site set as a "No Juice" or "Juice only 1x per week" school. In that manner B4YM will provide your students with an additional serving of fresh fruit in lieu of juice. This set up isn't preset in the ordering system, rather it's simply an arrangement between your Account Manager and the school site.

## **Online Meal Ordering**

*How frequently are orders submitted?*

Menus for the subsequent month are released by the 5<sup>th</sup> of each month. Iftin Charter School' assigned Account Manager would collaborate with school site staff to go over the menu and use the feedback along with hard POS data to drive the monthly order. Orders would be fully submitted by the 15<sup>th</sup> of each month and Iftin Charter School staff would be provided a copy of the menu along with exact amounts for each item ordered. Iftin Charter School staff can also request specific changes to the order as needed up to 4 business days from serving.

*How can schools modify their orders? How close to the service date can school modify their orders?*

School site staff can collaborate with their Account Manager and modify the orders up to 3 business days prior to serving. Options to modify include changing the item ordered, increasing or decreasing orders, adding sack lunches, and more. At 4 business days from serving, the system locks the order in. In cases of emergency, we are usually able to increase or decrease orders with 24-hour notice by calling the B4YM Ordering Manager.

## **Special Therapeutic and Disability Related Meal Requirements**

Special or therapeutic meals are a service that B4YM is very proud to provide in greater depth than most vended meal or FSMC companies do in California. All special meal requests must be completed on the CDE Special Therapeutic Meal Needs form and signed by a license medical physician.

Once the medical statement is submitted to B4YM, on average it takes 1-3 weeks to begin meal service, depending on the allergy profile or meal needs. Special meals must be prepared with extreme care as to not cross contaminate the food with potential allergens so the ingredients are sourced through personal B4YM shoppers and prepared in a special area of the kitchen separate from all other food preparation.

Once the menu is prepared for that student, it will continue on a monthly cycle and meals will be sent daily for that student; ordering is not required by school staff. Meals are sent separately from regular meals and therefore must be sent cold with on-site microwavable heating instructions. School staff are responsible for heating the meal on-site according to stated directions.

### **Field Trip and Special Activity Meals**

B4YM has a simple 1-page request form for field trip sack lunches. That form is sent to B4YM's special "fieldtrip" email address, and then confirmed by our in-house ordering manager. Field trip requests generally require a 1-2 week notice and special services such as separating the meals by bus count or site can be provided at no additional charge. Sack lunches are then delivered to the school at the requested time. Sack lunches for those students that receive special meals must be identified on the Field Trip request form.

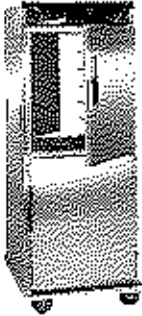
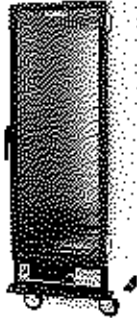
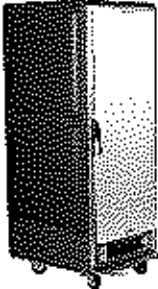
## Equipment Options

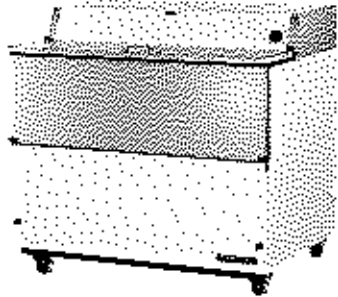

B4YM has no specific equipment or facility requirements for our service other than an area with enough space suitable for proper serving and line management. For schools that need or request them, we provide tables and pop-up tents at wholesale prices. In those cases, the schools are expected to handle the set-up, storage, and take-down of the tables and tents if needed.

For school requesting equipment for purchase, B4YM can provide new equipment at wholesale discount prices, delivered direct from our vendors

Schools can also elect to lease equipment from B4YM at ten (10) monthly billing cycles per year, which are added to the monthly meal invoice.

Current Lease Rates – as of April 2021:

	Item	Lease Rate per Month	Estimated Wholesale Price (w/o tax)
	CresCor QuickTherm Oven	\$200	\$11,800
	Metro C5 Holding Warmer	\$45	Starting at \$1,850
	Metro C5 Insulated Holding Warmer	\$55	Starting at \$2,650

	<p>36" - 54" Milk Cooler, Single &amp; Double Sided Options Available</p>	<p>Starting at \$45</p>	<p>Starting at \$1,800</p>
	<p>2 Door Reach In Refrigerator</p>	<p>Starting at \$60</p>	<p>Starting at \$2,400</p>
	<p>Single Door Reach In Refrigerator</p>	<p>Starting at \$45</p>	<p>Starting at \$1,800</p>

## Frequently Asked Questions

### Frequently Asked Question #1

*Please provide us with more information about your company's history, service capacity, and customer service.*

Our company leadership has helped launch charter schools, operated within the back offices of public schools, started food programs at charters, and also operated general businesses over the last 25 years. Each year since 2014, we have met all targeted meal service and revenue goals and have grown from 30,000 meals per day to 100,000. We have maintained a laser like focus on customer service and overall product satisfaction. While not always achieving the daily goal of zero errors and 100% satisfaction, the entire B4YM team is dedicated to learning, growing, and improving every day and in every way.

Financially the company is very sound with a strong projected net income and access to capital. We have no liens, bankruptcies, or judgments against us.

Better 4 You Meals is holding our 2021-22 growth target to a modest projected growth rate, focusing on increasing customer satisfaction, creating model systems for replication, processes for optimal efficiency and meal consistency, and expanding our San Diego and Las Vegas area services.

#### **Better 4 You Meals Experience**

As the only school meal vendor founded by individuals with actual public school operational leadership experience, our entire model was designed to better serve the schools throughout California. The positive response and encouragement from the school community has been resounding and very humbling.

In Fall 2014, the first year of expansion from breakfast service to full meal operation, 120 charter schools approved Better 4 You Meals as their vendor of choice. That year, serving an average of 30,000 meals per day, we quickly developed the infrastructure and procedures to best serve our schools.

From there the request for service has continued to increase dramatically. In the Summer of 2015, we were awarded to be the vendor for 80 Los Angeles Archdiocese K-8 schools, while also contracting with an additional 25 schools for full service. In January 2016, we began service for Compton Unified, which employs a cold delivery and heat on site model. In August 2017, we launched our Northern California kitchen to great acclaim.

Even with our rapid growth, we have continued to keep laser focus on what has helped our meal service endeavor grow so significantly – our commitment to our schools and to our customer service.

No other vendor retains the wide array of services that Better 4 You Meals has such as:

- Therapeutic Meals for students with special meal needs
- On site BBQ's for special event days or to reward students for performance
- Partnership with popular known brands such as Pick Up Stix, Dominos Pizza, & Pizza Hut

- Catering for school special events, training, meetings, and more
- Approved USDA Foods Commodities processor – helping schools save thousands each year

### **Customer Service**

Better 4 You Meals has also recently updated many features of our customer service model. Our online ordering system has been updated and improved to allow for ordering features such as milk type ratios, field trip lunches, therapeutic meals. Many technological upgrades have gone into, and will continue going into, our ordering system to make ordering faster and to reduce errors.

We have also changed our school support model to make it easier for schools to interact with the exact Better 4 You Meals team member that they need. Our customer service line is open every morning at 6:30am until 5:00pm to help with any immediate issues such as meal changes, missing items and delivery changes. Every school is also assigned a dedicated Account Manager to help with their student engagement, participation, troubleshooting, training, and more.

Client satisfaction is at the forefront of every decision and task that we take on. You have our commitment to continue to lead the path to providing your students with healthy and delicious meal options.

### **Buy American**

B4YM is 100% compliant with the USDA Buy American provision and has had zero negative findings related to buying American products in our past 50 Administrative Reviews over the last 4 years

## Frequently Asked Question #2

*Provide us a statement indicating the year your company was founded; what the primary business(es) of the company is (are); the length of time the company has been providing vended meals, and related services described in this RFP. In addition, provide the duration and extent of experience the company has with similar SFA services.*

Better 4 You Meals was founded as Better for You Breakfast in 2011 with the primary business goal of serving breakfast meals to charter and private schools throughout Southern California. In 2013, we became Better 4 You Meals and began bidding for lunch, snack, and supper meals. Almost 100% of all business that Better 4 You Meals performs is related to meal service for one of the following federally funded programs, School Breakfast Program, National School Lunch Program, Seamless Summer, Child & Adult Care Food Program, or the Summer Food Service Program.

- Began serving a full menu (Breakfast, Lunch, snack, & Supper) of meal options to charter schools in August 2013.
- Became an approved processor of USDA Foods/Commodities in 2014
- Began serving the Archdiocese of Los Angeles under the NSLP in August 2015.
- Began serving Compton Unified School District as our first public school district in January 2016.

### Initial Years of Administering Food Service Programs

- |                                       |   |             |
|---------------------------------------|---|-------------|
| • School Breakfast Program            | – | August 2011 |
| • National School Lunch Program       | – | August 2014 |
| • Afterschool Meal Supplement (Snack) | – | August 2014 |
| • Child and Adult Care Food Program   | – | August 2014 |
| • Seamless Summer Feeding Option      | – | June 2015   |

From the very beginning of our full meal service in 2014, B4YM became entrenched in supporting SFA's through the vended meal route and also through the FSMC agreement. Current and past large Charter Management Organization and District clients that B4YM supports include:

- |   |                                    |
|---|------------------------------------|
| • Alliance College Ready Public Schools | • Archdiocese of Los Angeles       |
| • Green Dot Public Schools              | • ISANA Academies                  |
| • Aspire Public Schools                 | • Camino Nuevo Charter Academy     |
| • Amethod Public Schools                | • Los Angeles Leadership Academy   |
| • PUC Schools                           | • Roseland Unified School District |
| • Compton Unified School District       | • Voices College Bound Learning    |
| • ICEF Public Schools                   | • SOAR Charter Academy             |
| • Downtown Value Charter Schools        |                                    |

In addition to our meal preparation and delivery to our FSMC and Vended Meal clients, we have contracted to assume roles such as ordering meals, serving meals, heating meals on site, employing waste management methods, delivering cold meals for heat on site, and much more.

---

## Frequently Asked Question #3

*Provide a general description of how your company will be able to provide the experience, ability, and financial stability necessary to meet the requirements set forth in this RFP.*

B4YM has become California area leader in FSMC and Vended Meal service, supporting an average of 274 sites every day. In our short time since being founded, B4YM has recruited and tapped into extensive expertise from school business operations, school nutrition, food production, and logistics professionals. B4YM was not founded on any preset personal values or food beliefs that we have imposed on our schools. Rather we listen to school leaders and students and strive to attain a strong understanding of what their goals, wishes, and challenges are for their food program. We have worked tirelessly to create a service model that is easy to work with, culturally relevant, and affordable to schools.

The founders of B4YM have worked in public education for over a combined 30 years and have been influential in helping other food vendors grow and refine their product and service model over the years. But despite all those years of helping other vendors, there was still significant short comings in the day to day service and that was the initial driver to launch B4YM.

### **Production Capacity:**

- a. B4YM has one central kitchen and distribution center in Los Angeles, located at 5743 Smithway St, in the City of Commerce and additional production and distribution facilities in San Francisco and Las Vegas. Our Commerce facility covers about 60,000 square feet, and all meal preparation is performed on site such as food receiving, refrigerated and frozen storage, meal preparation, meal heating/sorting, and loading for delivery.
- b. B4YM's current average daily breakfast volume in California is about 31,000 cold and hot meals. We have current capacity to support an additional 25,000 daily cold or hot breakfast.
- c. B4YM's current average daily lunch volume is about 50,000 cold and hot meals with an additional 10,000 daily average supper meals. We have current capacity to support an additional 35,000 daily cold or hot lunch and supper meals.

### **Transportation Capacity:**

- a. B4YM currently has a fleet of 80 delivery trucks and vans. In San Diego area, we have 2 daily routes that bring all meals for cold delivery.

### **Efforts to ensure all meals are compliant with USDA weekly and daily requirements.**

The monthly menu build-out is a very in-depth process that involves 6-10 individuals each month. We begin working on menus 2-3 months in advance and out a cycle that provides for ample variety of flavors, proteins, ingredients, and cultural inspirations. We solicit school information and send out proposed menus to selected schools for input and feedback. We strive to not repeat any dishes throughout the month. From there we input each meal selection in to NutriKids Software for meal component balance and to assure that each week meets the target USDA NSLP nutrition and component requirements. Once each week is verified balanced and approved, then the meal is locked



in and then the menu is then shared around various departments for approval and recipe training if needed.

**B4YM's ability to assure on-time deliveries and successful program implementation.**

With over 500 meal sites in current operation and a 99% on-time delivery rate in 2019-20, B4YM has proven we meet the stringent delivery demands of our clients. Our kitchen operates on very strict schedules to assure that each meal is prepped, heated, and set for safe transportation. From there our Transportation team sets up each route schedule and departure to assure for on-time delivery at each school on the route. Our fleet of delivery trucks have sophisticated GPS tracking data software installed to provide real time and usable data. We are able to track route paths, speed traveled, parking time, projected delivery ETA's and more.

**How does B4YM work with the school on its orders to reduce or minimize food waste?**

Various B4YM staff are involved in assisting schools to reduce food waste. Account managers will view and evaluate food service and provide tips on how to increase participation, speed the line up, and reduce overall waste. Every aspect will be evaluated included consumption of milk, fruit, vegetable, and disposables.

## Frequently Asked Question #4

*Provide a complete list of SFAs that have discontinued or terminated your company's services in the last four years and the reason(s) why.*

### April 2021

No SFAs have notified B4YM of their intention to not renew their agreement

### June 2020

No SFAs elected to leave B4YM

### June 2019

1. Watts Learning Center - SFA went to bid and chose to go with another vendor

### June 2018

1. TEACH LA - SFA chose to go with another vendor (returned to B4YM in June 2019)
2. Para Los Niños - SFA went to bid and chose to go with another vendor
3. Escuela Popular - SFA chose to take food services in-house
4. The Primary School - SFA went to bid and chose to go with another vendor
5. Inyo County Office of Education Youthbuild Charter Schools - B4YM opted not to renew vended meals contract

### June 2017

1. Synergy Academy - SFA went to bid and chose to go with another vendor
2. Equitas Academy - SFA went to bid and chose to go with another vendor
3. Academy of Science & Engineering - School ceased all operations & closed

## Respondent References

**Proprietary**

### Reference 1

Organization Name	Compton Unified School District			
Contact Person	Ms. Antoinette Pearce			
Title	Assistant Director of Nutrition Services			
Mailing Address	2300 West Caldwell Ave. Compton, CA 90220			
Phone Number	(310) 639-4321 ext. 56674			
Email Address	apearce@compton.k12.ca.us			
Dates of Service	2015 - Present			
Number of Sites	33			
Enrollment Count	22,000+			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input type="checkbox"/>	Supper <input checked="" type="checkbox"/>
Average Daily Meals	Breakfast N/A	Lunch 3,000	Snack N/A	Supper 2,600

### Reference 2

Organization Name	Alliance College Ready Public Schools			
Contact Person	Rose Mary Garcia			
Title	Operations Analyst			
Mailing Address	38601 S Figueroa St, Los Angeles, CA 90017			
Phone Number	213-943-4930 x1101			
Email Address	rmgrcia@laalliance.org			
Dates of Service	August 2014 - Present			
Number of Sites	18			
Enrollment Count	9,000+			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input checked="" type="checkbox"/>	Supper <input checked="" type="checkbox"/>
Average Daily Meals	Breakfast 3,600	Lunch 6,000	Snack 1,200	Supper 600

### Reference 3

Organization Name	Archdiocese of Los Angeles Education & Welfare Corp.			
Contact Person	Lillia Chavez			
Title	Director, Externally Funded Programs			
Mailing Address	3424 Wilshire Blvd., Sixth Floor, Los Angeles, CA 90010			
Phone Number	(213) 637-7915			
Email Address	lschavez@la-archdiocese.org			
Dates of Service	August 2015 - Present			
Number of Sites	68			
Enrollment Count	12,000+			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input checked="" type="checkbox"/>	Supper <input checked="" type="checkbox"/>
Average Daily Meals	Breakfast 5,500	Lunch 6,800	Snack N/A	Supper N/A

#### Reference 4

Organization Name	Camino Nuevo Charter Academy			
Contact Person	Esperanza Bacilio			
Title	Operations Specialist			
Mailing Address	3435 W. Temple Street, Los Angeles, CA 90026			
Phone Number	(213) 417-3400			
Email Address	esperanza.bacilio@caminonuevo.org			
Dates of Service	2015 - Present			
Number of Sites	3			
Enrollment Count	1500			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input checked="" type="checkbox"/>	Supper <input type="checkbox"/>

#### Reference 5

Organization Name	ISANA Academies			
Contact Person	Beverly Thompson			
Title	Operations Coordinator			
Mailing Address	3580 Wilshire Blvd, Ste 1130, Los Angeles 90010			
Phone Number	323.291.1211			
Email Address	bthompson02@isanaacademies.org			
Dates of Service	August 2015 - Present			
Number of Sites	1			
Enrollment Count	300			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input checked="" type="checkbox"/>	Supper <input type="checkbox"/>

#### Reference 6

Organization Name	Aspire Public Schools			
Contact Person	Mariela Garcia			
Title	Operations Manager			
Mailing Address	1001 22 <sup>nd</sup> Ave, Suite 200, Oakland, CA 94606			
Phone Number	510-434-5000 x 5062			
Email Address	Mariela.garcia@aspirepublicschools.org			
Dates of Service	2019 - Present			
Number of Sites	17			
Enrollment Count	8,500+			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input checked="" type="checkbox"/>	Supper <input checked="" type="checkbox"/>

## Letter of Recommendation – Roses in Concrete Community School

---

February 23, 2019

To Whom It May Concern:

This year it has been a pleasure to work with Better 4 You Meals, Jonathan Diaz and his incredible team to support our meal program here at Roses in Concrete Community School. We have gone through a total of three meal vendors in the past four years and I am pleased with the level of satisfaction the partnership with Better 4 You Meals has brought to our school, students and families.

Better 4 You Meals has incredible customer service. We have invited them out to our family welcome events, back to school nights, and they are consistently showing up and showcasing their program to increase our participation. They are quick to reply to our needs and concerns. When orders need to be adjusted or any errors on our end, their team is available to support us and get us what we need correctly. They are constantly providing updates and stopping by to ensure the program is running smoothly. This is not only in concern to the food tasting good and being delivered as needed, but all the forms and records needed as part of NSLP. Better 4 You Meals is more than a vended meal provider for us, they are partners in rolling out our National School Lunch Program.

For our students, our partnership with Better 4 You Meals has given them a great food option at school for breakfast, lunch & snack. Students are participating in our meal program at a higher rate than previous year. Our families are happy that their students are eating and enjoying their meals at school. We have increased breakfast participation by 20% this year. Our students are extremely happy with Better 4 You Meals. The increase in our breakfast participation do not only benefit the students eating the breakfast but have made an impact on our playground with decrease conflict due to students being hungry at recess. All in all, it has been a win overall on our campus.

Please feel free to reach out to me if you have any questions or concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "Leslye Salinas".

Leslye Salinas - Business Manager

---

### Roses in Concrete Community School

4551 Steele Street  
Oakland, CA 94619  
510-698-3794

[www.rosesinconcrete.org](http://www.rosesinconcrete.org)  
[community@rosesinconcrete.org](mailto:community@rosesinconcrete.org)



## Letter of Recommendation – Compton Unified School District



Compton Unified School District  
Student Nutrition Services  
2300 West Caldwell Street, Room K1  
Compton, CA 90220  
Phone (310) 639-4321, Ext. 56673 Fax (310) 635-7740

July 12, 2018

To Whom It May Concern:

I first began working with Better 4 You Meals during the 2015/2016 school year.

Our goal in working with Better 4 You Meals (B4YM) was to have meals ready to eat that were hearty and provided some of the components of a reimbursable meal. We also wanted to increase student participation in our secondary schools where we were only serving a third of the school's enrollment due to time constraints. The students only had 30 minutes for lunch.

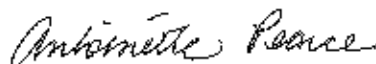
When my team and I met with B4YM, we were able to design our menu to offer meals that were hearty and would resonate with our student population. The Cheese Tamale and Carne Asada Fries are two favorites.

During the past school year, we begin using Better 4 You Meals exclusively in our Child and Adult Care Food Program (CACFP) to serve supper meals. This enables us to offer hot meals in addition to sandwiches, salads and shelf stable meals for supper. We saw a significant increase in student participation when we introduced hot supper meals like the BBQ Meatball Sandwich with Cheesy Mashed Potatoes.

During our most recent menu engineering session, we introduced several new items including Upside Down Chicken and Vegetable Pot Pie, Baked Ziti with Meat Sauce and Penne Alfredo with Broccoli. That is the most exciting thing about working with B4YM, designing our menu and trying new entrees.

I greatly value our menu engineering sessions that my team and I have had with Better 4 You Meals and I feel very comfortable giving a solid recommendation.

Sincerely,



Antoinette Pearce  
Assistant Director of Student Nutrition  
Student Nutrition Services  
(310) 639-4321 ext. 56674  
(310) 635-8268 (fax)  
Email: <mailto:apearce@compton.k12.ca.us>

## **NSLP & CACFP Administrative Review Schools – Past 4 Years**

### **2020 – 2021**

1. Amethod Public Schools
2. Ednovate, Inc.
3. Elite Public Schools
4. ISANA Academies
5. Latino College Prep Academy
6. Resolute Academy Inc
7. Woodward Leadership Academy Inc.
8. Our Little Helpers
9. Learning Enrichment Afterschool Program (LEAP)
10. Compton Unified School District

### **2019 – 2020**

1. Endeavor College Prep Charter School
2. Los Feliz Charter for the Arts
3. Today's Fresh Start
4. Watts Learning Center
5. Invictus Academy of Richmond
6. James Jordan Middle School
7. Kairos Public Schools
8. Elite Public Schools

### **2018 – 2019**

1. Life Source International Charter School
2. Inner City Ed Foundation (ICEF) Public Schools
3. Para Los Niños
4. New Academy (NASA)
5. Archdiocese Los Angeles
6. Compton Unified School District
7. Oakland Military Institute
8. The Primary School
9. Magnolia Public Schools
10. Today's Fresh Start
11. Downtown Value Schools
12. Youth Policy Institute Charter Schools
13. Public Safety Academy
14. Schools in Action

### **2017 – 2018**

1. Academy of Science and Engineering
2. Apple Academy Charter Public School
3. Camino Nuevo Charter Academy
4. Soar Charter Academy
5. Casa Ramona Charter School Inc.
6. Celerity Charter School
7. Endeavor College Preparatory Charter School
8. Libertas College Preparatory
9. Resolute Academy Inc.
10. Synergy Academy
11. The Guidance Charter School
12. The Palmdale Aerospace Academy
13. The School of Art and Enterprise
14. Woodward Leadership Academy, Inc.

## California Charter Schools Served in 2019-21 (Partial List)

**Proprietary**

Alliance College Ready #4 MS	Animo Westside Middle	<b>ISANA Academies - All Sites</b>
Alliance College Ready #5 MS	Arts in Action Elem & Middle School	James Jordan Middle School
Alliance Collins Family High School	Aspire - Alexander Twilight Preparatory	KIPP San Francisco College Prep
Alliance Gertz-Ressler High School	Aspire - Alexander Twilight Secondary	KIPP Summit Academy
Alliance Health Services Academy	Aspire - Berkeley Maynard	LA Leadership Academies
Alliance Jack H. Skirball Middle School	Aspire - Capitol Heights	Magnolia Science Academy 1
Alliance Kory Hunter	Aspire - College Academy	Magnolia Science Academy 2
Alliance Leadership Middle Academy	Aspire - East Palo Alto ES	Magnolia Science Academy 4
Alliance Marine Tech Middle & HS	Aspire - East Palo Alto MS	Magnolia Science Academy 6
Alliance O'Donovan Middle Academy	Aspire - Golden State	Magnolia Science Academy 7
Alliance Renee & Meyer Luskin High	Aspire - Lionel Wilson	Magnolia Science Academy Santa Ana
Alliance Richard Merkin Middle	Aspire - Richmond College Prep	Manzanita Charter MS
Alliance Stern Math & Science Center	Aspire - Richmond Technology	Multicultural Learning Center
Alliance Susan & Eric Smidt Technology	Aspire - Summit Charter	New Academy of Science & Arts
Alliance Ted Tajima HS	Aspire - Triumph Tech	Oakland Military Institute
Alliance William & Carol Ouchi High	Aspire - University Charter	Palmdale Aerospace Academy
Amethod - Benito Juarez Elem	Aspire - Vanguard College Prep	Public Safety Academy High School
Amethod - Downtown Charter Academy	Aspire - ERES Academy	<b>PUC Schools - All Sites</b>
Amethod - John Henry High School	Aspire - Monarch Academy	Resolute Academy
Amethod - Oakland Charter Academy	Camino Nuevo High School	Richmond College Prep Schools
Amethod - Oakland Charter High School	Camino Nuevo Jane B. Eisner Middle	Roses In Concrete Charter School
Amethod - Richmond Charter Academy	Camino Nuevo Jose Castellanos	SOAR Academy
Animo Florence-Firestone Charter MS	Children of Promise Prep Academy	<b>STEM Public Schools - All sites</b>
Animo Jackie Robinson HS	De Marillac Academy	Sunrise Charter MS - San Jose
Animo Jefferson MS	Elite Public Schools	Temecula Valley Charter School
Animo Pat Brown HS	Endeavor College Preparatory	Today's Fresh Start Charter Schools
Animo Ralph Bunche	Global Education Academy	<b>Value Schools - All Sites</b>
Animo South LA Charter High School	<b>ICEF Public Schools - All Sites</b>	<b>Voices College Bound Academies - All Sites</b>
Animo Venice High School	Invictus Academy of Richmond	<b>YPICS Charter Schools - All sites</b>



## California Charter Schools Served in 2018-19

**Proprietary**

Alliance O'Donovan Middle Academy	ISANA Executive Prep	Magnolia Science Academy 7
Alliance College Ready Middle #4	ISANA Himalia	Magnolia Science Academy Santa Ana
Alliance College Ready Middle Academy 8	ISANA Nascent	Multicultural Learning Center
Alliance College-Ready Middle Academy 5	ISANA Octavia	New Academy of Science & Arts
Alliance Collins Family High School	ISANA Palmati Charter	Palmdale Aerospace Academy
Alliance Environmental Science & Tech HS	ISANA Rolas	Para Los Niños Elementary
Alliance Gertz-Ressler High School	Children of Promise Prep Academy	Para Los Niños Gratts Primary
Alliance Health Services Academy	Endeavor College Preparatory	Para Los Niños Middle School
Alliance Jack H. Skirball Middle School	GOALS Academy	Public Safety Academy High School
Alliance Kory Hunter	High Tech Los Angeles HS	Resolute Academy
Alliance Leadership Middle Academy	ICEF Inglewood Elementary Grevilia	SOAR Academy
Alliance Stern Math & Science Center	ICEF Inglewood Elementary Hillcrest	STEM - Crown Preparatory Academy
Alliance Margaret M. Bloomfield	ICEF Inglewood Middle School	STEM - Math & Science College Prep
Alliance Morgan McKinzie High School	ICEF Innovation Elementary School	TEACH Academy of Tech Middle
Alliance Neuwirth Leadership Academy	ICEF Lou Dantzer Prep Academy	TEACH Tech High
Alliance Renee & Meyer Luskin	ICEF View Park Elementary	The Guidance Charter
Alliance Richard Merkin Middle	ICEF View Park High School	The School of Arts & Enterprise
Alliance Susan & Eric Smidt Technology	ICEF View Park Prep Middle School	Today's Fresh Start Compton
Alliance Ted Tajima HS	ICEF Vista Academy Middle School	Today's Fresh Start Inglewood
Alliance William & Carol Ouchi HS	ICEF Vista Elementary	Today's Fresh Start Vernon
Animo Florence-Firestone Charter Middle	ICEF Vista Elementary K-2 Stoner	Value School - University Prep HS
Animo Jackie Robinson	Ideal Program Services	Value Schools - Downtown Value School
Animo Jefferson Middle	James Jordan Middle School	Value Schools - Everest School
Animo Pat Brown High School	Libertas College Prep	Value Schools Central City High School
Animo Ralph Bunche	Lifeline Charter Elementary	Watts Learning Center Charter School Elementary
Animo South LA Charter High School	Lifeline Charter Middle & High School	Watts Learning Center Middle School
Animo Venice High School	Los Angeles Leadership High School	Woodward Leadership Academy
Animo Westside Middle	Los Angeles Leadership Middle School	YouthBuild Charter Schools of Inyo County
Arts In Action Elem School	Los Angeles Leadership Primary Academy	YPI - Bert Corona HS
Arts in Action Middle School	Los Feliz Charter School for the Arts	YPI - Bert Corona MS
Camino Nuevo High School	Magnolia Science Academy 1	YPI - Monseñor Oscar Romero
Camino Nuevo Jane B. Eisner Middle	Magnolia Science Academy 2	
Camino Nuevo Jose Castellanos	Magnolia Science Academy 3	
ISANA Achernar	Magnolia Science Academy 4	
ISANA Cardinal	Magnolia Science Academy 6	

## California District Schools Served in 2019-21

**Proprietary**


<b>Compton Unified School District</b>	
Compton High School	Dominguez High School
Centennial High School	Compton Early College High School
Bunche Middle School - Compton	Davis Middle School
Enterprise Middle School	Roosevelt Middle School
Walton Middle School	Willowbrook Middle School
Whaley Middle School	Bunche Elementary School
Anderson Elementary School	Carver Elementary School
Bursch Elementary School	Dickison Elementary School
Clinton Elementary School	Foster Elementary School
Emerson Elementary School	Kelly Elementary School
Jefferson Elementary School	King Elementary School
Kennedy Elementary School	Mayo Elementary School
Laurel Elementary School	McNair Elementary School
Longfellow Elementary School	McKinley Elementary School
Roosevelt Elementary School	Rosecrans Elementary School
Tibby Elementary School	Washington Elementary School
<b>Glendale Unified School District</b>	
Balboa Elementary School	Cerritos Elementary School
Columbus Elementary School (K-5th)	Dunsmore Elementary School
Thomas A. Edison Elementary School	Benjamin Franklin Elementary School
John C. Fremont Elementary School	Glenoaks Elementary School
Thomas Jefferson Elementary School	Mark Keppel Elementary School (K-5th)
La Crescenta Elementary School	Abraham Lincoln Elementary School
Horace Mann Elementary School	John Marshall Elementary School
Monte Vista Elementary School	Mountain Avenue Elementary School
John Muir Elementary School	Verdugo Woodlands Elementary School
Valley View Elementary School	Richardson D. White Elementary School
<b>Cabrillo Unified School District</b>	
El Granada Elementary School	Farallone View Elementary School
Hatch Elementary School	King's Mountain Elementary School
Manuel Cunha Intermediate School	

<b>Roseland Public Schools</b>	
Roseland College Prep	Roseland University Prep
Roseland Accelerated Middle School	Roseland Elementary
<b>Newark Unified School District</b>	
Birch Grove Elementary	Lincoln Elementary
Graham Elementary	Musick Elementary & Preschool
Kennedy Elementary	
<b>West Covina Unified School District (Pick Up Stix Meals)</b>	
Edgewood Middle School	Hollencrest Middle School
West Covina High School	Walnut Grove Intermediate
Edgewood High School	

# Evidence of Permits, Licenses, & Health Inspection Report


## Current Business License & Health Permit

THIS PERMIT MUST BE CONSPICUOUSLY DISPLAYED ON THE PREMISES



**COUNTY OF LOS ANGELES  
Public Health**

**PUBLIC HEALTH PERMIT**  
FY 2020/2021  
Valid Until 6/30/2021



<p><b>PR Number:</b> PR0754068  <b>Program ID:</b> SCHOOL LUNCH CATERER#  <b>Description:</b> CATERER (2,000 + SQ. FT.)</p>	<p><b>Facility Location</b>          BETTER 4 YOU MEALS          5743 SMITHWAY ST STE 103          COMMERCE, CA 90040</p>
<p><b>Facility Owner - Mail Address</b>          BETTER 4 YOU MEALS          c/o OSCAR VALENZUELA          5743 SMITHWAY ST STE 103          COMMERCE, CA 90040</p>	<p style="text-align: center;">951</p>


### CITY OF COMMERCE BUSINESS LICENSE

*"For Services Provided In the City of Commerce, California Only"*

**Business Name:** BETTER 4 YOU MEALS  
**Business Location:** 5743 SMITHWAY ST # 103  
 COMMERCE, CA 90040-1548  
**Business Owner(s):** FERNANDO CASTILLO

JASON ROBERTS  
 BETTER 4 YOU MEALS  
 5743 SMITHWAY ST # 103  
 COMMERCE, CA 90040-1548

**THIS BUSINESS LICENSE DOES NOT PERMIT A  
BUSINESS THAT IS OTHERWISE PROHIBITED.**



**2021**

TO BE POSTED IN A CONSPICUOUS PLACE  
AND  
NOT TRANSFERABLE OR ASSIGNABLE.

**Business Type:** FOOD STORES  
NON-GROCERY

**Description:** PROVIDE SCHOOL MEALS BY  
STORING, REHEATING,

**License Number:** 08921313  
**Effective Date:** January 01, 2021  
**Expiration Date:** December 31, 2021

For all inquiries regarding this license, contact HdL  
 Business Tax Support Center at 323-329-5776

# Los Angeles County Health Department Inspection Report



## RETAIL FOOD OFFICIAL INSPECTION REPORT

COUNTY OF LOS ANGELES • DEPARTMENT OF PUBLIC HEALTH  
OFFICE: SPECIALIZED FOOD • CHIEF: JESS BARRIOS  
5050 COMMERCE DR, BALDWIN PARK, CA 91708 • Phone: (626) 430-5421  
www.PUBLICHEALTH.LACOUNTY.GOV



Facility Name: <b>BETTER 4 YOU MEALS</b>	Inspection Date: <b>3/24/2021</b>	<b>Facility Status</b>  <b>Score: 98</b>  <b>Grade</b>  <b>A</b>	
Owner/Permittee: <b>BETTER 4 YOU MEALS</b>	Re-inspection Date: <b>N/A</b>		
Facility Address: <b>5745 SMITHWAY ST 108</b>	City/Zip: <b>COMMERCE, CA 90040</b>		Phone #: <b>(323) 383-6555</b>
Email Address: <b>OVALENZUBLA@BETTER4YOUMEALS.COM</b>	EHS: <b>LOURDES SILIEZAR</b>		
Mailing Address: <b>5743 SMITHWAY ST STE 103, COMMERCE, CA 90040</b>	Time In: <b>08:00 AM</b>		Time Out: <b>09:00 AM</b>
EH Office Number: <b>(626) 430-5421</b>	Program Identifier: <b>SCHOOL LUNCH CATERER</b>		
Certified Food Protection Manager: <b>Oscar Valenzuela</b>	Service: <b>ROUTINE INSPECTION</b>		
Expiration Date: <b>11/04/2024</b>	Result: <b>NOT APPLICABLE</b>		
FA: <b>FA0165889</b>	PR: <b>PR0156068</b>	SR: <b>N/A</b>	
	PE: <b>1603</b>	Action: <b>NOT APPLICABLE</b>	

IN = In compliance     
  NA = Not applicable     
  N/O = Not observed     
  CCR = Committed on-site  
 OUT = Items not in compliance     
  MVJ = Major Violation     
  MIV = Minor Violation

EMPLOYEE HEALTH, HYGIENE & KNOWLEDGE	IN	NA	N/O	CCR	OUT	
					Major	Minor
1A. Comprehension of knowledge	<input checked="" type="checkbox"/>					2
1B. Food safety certification	<input checked="" type="checkbox"/>					2
2. Communicable diseases; reporting, restrictions & exclusions	<input checked="" type="checkbox"/>					4
3. No discharge from eyes, nose and mouth	<input checked="" type="checkbox"/>					2
4. Proper eating, drinking, or tobacco use	<input checked="" type="checkbox"/>					2
<b>PREVENT CONTAMINATION BY HANDS</b>						
5. Hands clean and properly washed; proper glove use	<input checked="" type="checkbox"/>					4 2
6. Antiseptics/hand washing facilities: supplied and accessible	<input checked="" type="checkbox"/>					2
<b>TIME AND TEMPERATURE RELATIONSHIP</b>						
7. Proper hot and cold holding temperatures	<input checked="" type="checkbox"/>					4 2
8. Time as a public health control; procedures & records		<input checked="" type="checkbox"/>				4 2
9. Proper cooking methods	<input checked="" type="checkbox"/>					4 2
10. Proper cooking time and temperature	<input checked="" type="checkbox"/>					4
11. Proper reheating procedures for hot holding	<input checked="" type="checkbox"/>					4
<b>PROTECTION FROM CONTAMINATION</b>						
12. Returned and re-serve of food	<input checked="" type="checkbox"/>					2
13. Food in good condition, safe and unadulterated	<input checked="" type="checkbox"/>					4 2
14. Food contact surface; clean and sanitized	<input checked="" type="checkbox"/>					4 2
<b>FOOD FROM APPROVED SOURCES</b>						
15. Food obtained from approved source	<input checked="" type="checkbox"/>					4 2
16. Compliance with shell stock tags, condition, display		<input checked="" type="checkbox"/>				2
17. Compliance with Oyster Regulations		<input checked="" type="checkbox"/>				2
<b>ADDITIONAL CRITICAL RISK FACTORS</b>						
18. Compliance with variance, specialized process & HACCP		<input checked="" type="checkbox"/>				2
19. Consumer advisory provided for raw/undercook food		<input checked="" type="checkbox"/>				2
20. Licensed health care facilities/public & private events; prohibited foods not offered		<input checked="" type="checkbox"/>				4
21a. Hot water available	<input checked="" type="checkbox"/>					4 2
21b. Water available	<input checked="" type="checkbox"/>					11
22. Sewage and wastewater properly disposed	<input checked="" type="checkbox"/>					11 2
23. No insect, rodent, birds or animals present	<input checked="" type="checkbox"/>					11 2
<b>COMPLIANCE ENFORCEMENT</b>						
40. Plan review						
48. Samples Collection						

FOOD RETAIL PRACTICES	
SUPERVISION	OUT
24. Person in charge present and performs duties	1
25. Personal cleanliness and hair restraint	1
<b>GENERAL FOOD SAFETY REQUIREMENTS</b>	
26. Approved labeling methods used; frozen food	1
27. Food separated and protected	1
28. Weighing tools and capabilities	1
29. Toxic substances properly identified, stored and used	1
<b>FOOD STORAGE/DISPLAY/SERVICE</b>	
30. Food storage; food storage containers identified	1
31. Consumer self service	1
32. Food properly labeled & honestly presented	1
<b>EQUIPMENT/UTENSILS/TOOLS</b>	
33. Non-food-contact surfaces clean	1
34. Wapewash facilities: installed, maintained, used; test equipment	1
35. Equipment/utensils approved; installed; good repair; capacity	1
36. Equipment, utensils and linens: storage and use	1
37. Adequate ventilation and lighting; designated areas, use	1
38. Thermometers provided and accurate	1
39. Wiping cloths; properly used and stored	1
<b>PHYSICAL FACILITIES</b>	
40. Plumbing, fixtures, backflow devices, drainage	1
41. Garbage and refuse properly disposed; facilities maintained	1
42. Toilet facilities: properly constructed, supplied, cleaned	1
43. Premises; personnel/cleaning items; vermin proofing	1
44. Floors, walls and ceiling properly built, maintained and clean	1
45. No unapproved sleeping quarters	1
<b>EDGING REQUIREMENTS</b>	
46. Signs posted; last inspection report available	1
47. Permits available	1
50. Impaired employees	
51. Permit Suspension	
52. Multiple Major Critical Risk Violations / Increased Risk to Public Health	1

PIC/Owner Signature: \_\_\_\_\_  
 Help us serve you better by completing a short survey. Visit our website at [www.medicarehelp.org](http://www.medicarehelp.org).  
 EHS Signature: **LOURDES SILIEZAR**

# Evidence of Insurance Coverage

Client#: 1080394

BETTER4Y

## ACORD CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
2/23/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> USI Insurance Services LLC-CL Lic # 0G11911 21700 Oxnard Street, Suite 1200 Woodland Hills, CA 91367	<b>CONTACT NAME:</b> Analisa Angeles <b>PHONE (A/C No., Ext.):</b> 818 251-3004 <b>FAX (A/C No.):</b> 610-537-2526 <b>E-MAIL ADDRESS:</b> Analisa.Angeles@usi.com
	<b>INSURER(S) AFFORDING COVERAGE</b>
<b>INSURED</b> Better 4 You Breakfast, Inc. Commerce, CA 90040	<b>INSURER A:</b> Regent Insurance Company <b>NAIC #</b> 24448
	<b>INSURER B:</b> Travelers Property Cas. Co. of America <b>25874</b>
	<b>INSURER C:</b> CompWest Insurance Company <b>12177</b>
	<b>INSURER D:</b> General Casualty Company of Wisconsin <b>24414</b>
	<b>INSURER E:</b>
	<b>INSURER F:</b>

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	COVERAGE	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	INSURANCE PERIOD (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS MADE <input checked="" type="checkbox"/> OCCUP. GENL AGGREGATE LIMIT APPLIES PER: POLICY <input type="checkbox"/> PRO JECT <input checked="" type="checkbox"/> LLC OTHER:	<input checked="" type="checkbox"/>	CC1379499	10/28/2020	10/28/2021	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Per occurrence) \$100,000 MED EXP (Any one person) \$10,000 PERSONAL R ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS COMPUL AGG \$2,000,000 \$
D	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY SCHEDULED AUTOS NON OWNED AUTOS ONLY <input checked="" type="checkbox"/>		CBA1379499	10/28/2020	10/28/2021	COMBINED SINGLE LIMIT (Per accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Comp/Coil \$Ded: \$2,000
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUP <input checked="" type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> CLAIMS MADE		CCU1379499	10/28/2020	10/28/2021	EACH OCCURRENCE \$2,000,000 AGGREGATE \$2,000,000 Excess Liab \$3M xs \$2M
B	<input type="checkbox"/> DED <input checked="" type="checkbox"/> RETEN: KN \$10000		ZUP61N358672DNF	10/28/2020	10/28/2021	\$3M xs \$2M
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE/ OFFICER/DIRECTOR EXCLUDED? Y/N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	WCV550330801	04/01/2020	04/01/2021	<input checked="" type="checkbox"/> E.L. EACH ACCIDENT \$1,000,000 <input checked="" type="checkbox"/> E.L. DISEASE - FA EMPLOYEE \$1,000,000 <input checked="" type="checkbox"/> E.L. DISEASE - POLICY LIMIT \$1,000,000
D	Auto Physical Damage		CBA1379499	10/28/2020	10/28/2021	ACV less \$2,000 Ded.

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Re: 6155 S. Sandhill Rd. Suite 400 Las Vegas, NV 89120

Gen-Prologis LP and Its Affiliates and Property Manager are included as Additional Insureds per

NonContractor's Additional Insureds Endorsement form #CG8155(03/09). Waiver of Subrogation applies per attached form #CG8224(05/12).

ADDITIONAL INSURED STATUS IS VALID ONLY IF A WRITTEN CONTRACT IS REQUIRED OF THE INSURED AND IT'S IN EFFECT

CERTIFICATE HOLDER

Prologis  
 3600 Howard Hughes Parkway,  
 Suite 1250  
 Las Vegas, NV 89169

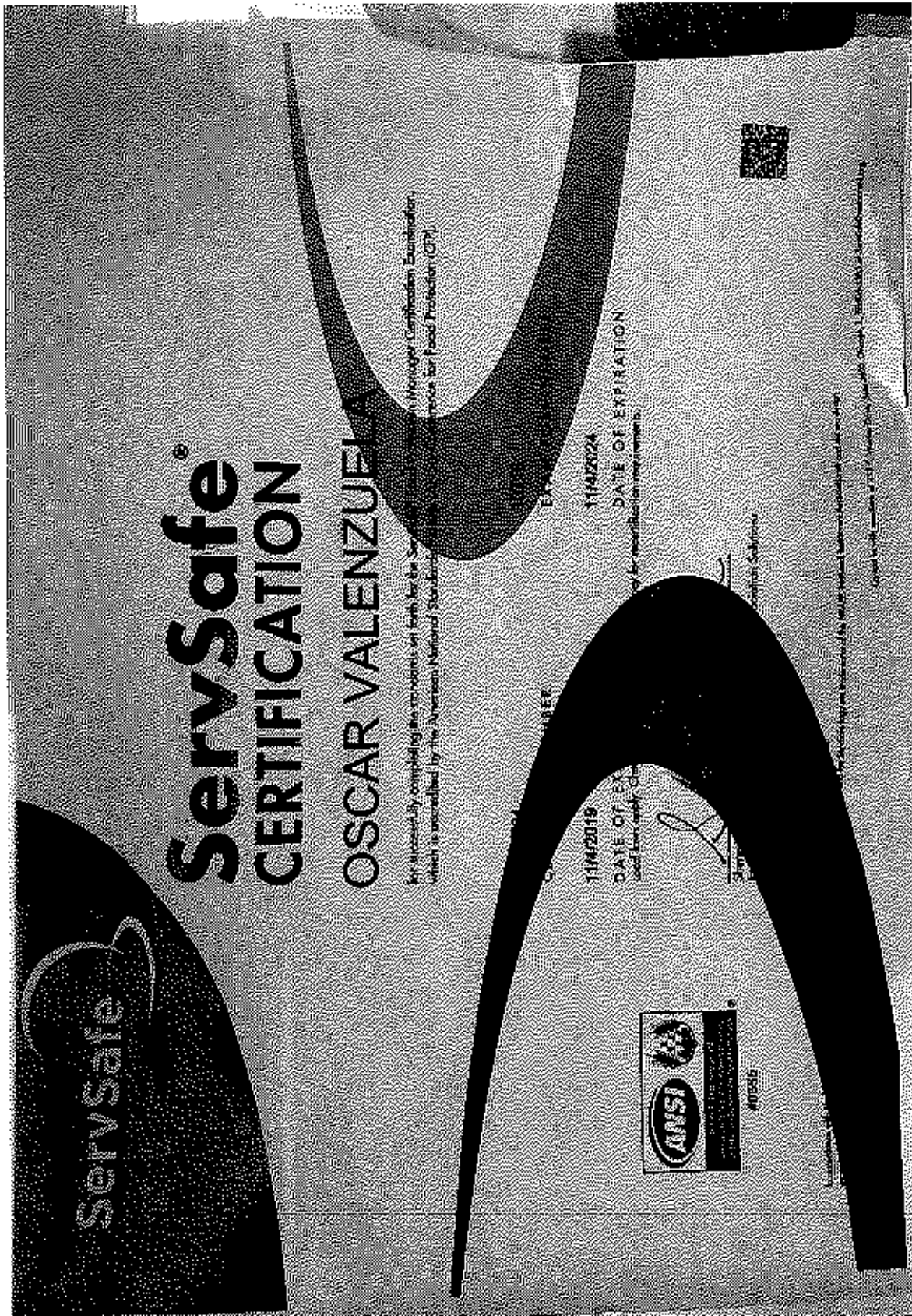
CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2016 ACORD CORPORATION. All rights reserved.

## Evidence of Safe Serve Certification



# USDA Foods/Commodities Processor Agreement



U.S. DEPARTMENT OF AGRICULTURE  
 AGRICULTURAL MARKETING SERVICE  
 SPECIALTY CROPS PROGRAM, P.A.C.A. DIVISION  
 NATIONAL LICENSE CENTER  
 1400 Independence Ave SW  
 Room 1530 Stop 0212  
 Washington DC, 20250-0242  
 (800) 495-PACA

**LICENSE CERTIFICATE**  
 (Issued Under the Perishable Agricultural  
 Commodities Act - 7 U.S.C. 499a - 499c)

1. LICENSE NO. 20241267	2. ANNIVERSARY DATE 05 30 2016	3. TYPE OF BUSINESS FOOD FRESH & FROZEN	4. NATURE OF BUSINESS FOOD SERVICE	5. OWNERSHIP TYPE CORPORATION	6. NO. OF BRANCHES 1
BETTER 4 YOU BREAKFAST INC 9648 COZYCROFT AVE CHATSWORTH CA 91311-5103  BUS: 9648 COZYCROFT AVE CHATSWORTH CA 91311-5103				Read <b>"NOTICE TO LICENSEE"</b> on reverse side  <b>LICENSEE:</b> Please examine this Certificate for accuracy. Report errors to P.A.C.A. Office at above address	
Phone: (818) 341-1407	Fax: (818) 341-8106	Email: INFO@BETTER4YOUMEALS.COM			
BIN:			STATE IN WHICH INCORPORATED OR FORMED CALIFORNIA	DATE INCORPORATED 02-10-2011	

NAME (LAST - FIRST - MIDDLE INITIAL)	TITLE
CAPITAL STONE HOLDINGS LLC	SH
DUVEYTER JACQUELINE	CFO
CASTILLO FERNANDO	CRO
ROBERTS JASON	COO

**MULTIPLE TRADE NAMES AND BRANCHES :**

BETTER 4 YOU MEALS  
 BETTER 4 YOU MEALS COMMENCE CA

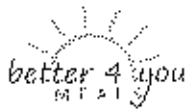
This is to certify that the above licensee is licensed under the Perishable Agricultural Commodities Act, 1930, to handle fresh and frozen fruits and vegetables as a commission merchant, dealer, broker, and/or broker as defined in said Act until such time as the license is suspended, revoked or terminated.

FV-231  
 (30-82)  
 DG:HTDL

*Charly...*  
 DEPUTY ADMINISTRATOR, FRUIT & VEGETABLE PROGRAMS



## USDA Foods Direct Deliver and DOD Fresh Allowable Items



### USDA Foods Direct Delivery "Brown Box" and DOD Fresh

Better 4 You Meals is registered as a processor of the following USDA Foods direct delivery (aka brown box) foods for 20 21 SY

#	ITEM	USDA per Case	PRICE
100365	Pinto Beans, Can	40.5#	\$14.31
100361	Applesauce 96/4.5 OZ	27#	\$16.11
100101	Beef Crumbles	40#	\$136.66
110322	Beef Patty 2.2 z	40#	\$136.46
100101	Chicken, Diced	40#	\$74.22
110624	Blueberry, Highbush Frozen	30#	\$30.40

#	ITEM	USDA per Case	PRICE
100362	Refried Beans, Can	42#	\$19.56
100119	Turkey Taco	30#	\$47.64
110921	Grilled Chicken Fillet	30#	\$70.70
101031	Rice, Brown	25#	\$9.28
100357	Potatoes, Fries	30#	\$24.73
110462	Chicken, Strips	30#	\$56.48
110860	Strawberry Slices, Unsweetened Frozen	30#	\$36.65

Per the usda national price file, Better 4 You Meals will credit the above average national prices per case. That full file and associated regulation and information can be found here:

[https://www.fns.usda.gov/sites/default/files/resource-files/Average%20Material%20Price\\_SY21.xlsx](https://www.fns.usda.gov/sites/default/files/resource-files/Average%20Material%20Price_SY21.xlsx)

These prices will be utilized for SY 2020-21, per USDA processor regulation, to allow for consistent crediting and inventory valuation. It is important for a school to note that each truckload of items requested on survey and subsequently received by the state on various shipments may vary. The state may list differing survey, allocation, and entitlement values order values as the product moves through the USDA Foods supply chain. Cases will be credited based on the schools monthly usage from menu orders at the above value for all of SY 2020-21, and credits will post to the schools invoices at the above amount per case.

It is the schools' responsibility to make payment direct to the state for any admin fees for utilization of this program directly to its state agency.

Schools must place on surveys in accordance with the menu use of above featured items to ship DIRECTLY to Better 4 You Meals facility, in the manner approved by the state agency, not to exceed annual usage. Better 4 You Meals will provide an annual estimate of maximum menu usage estimates based on existing contracted meals to help guide school survey requests.

Truckload completion is dependent upon state agency ability to coordinate the availability and shipping of the USDA foods direct to Better 4 You Meals by the appropriate vendor in the volume necessary to complete the school request during the school year.

Better 4 You Meals is responsible for receiving and utilizing the truckloads of the above foods and will substitute commercial and USDA Foods goods of equal or better quality and domestic origin in compliance with USDA regulation on substitution in order to practice FIFO and ensure safe, high quality, fresh foods through the entire school year.

Better 4 You Meals cannot take possession nor use in its menus any items it is not registered to process for that school year, nor which arrive to the school location or state warehouse rather than direct to their production facilities.

For any program administration questions and coordination of Better 4 You Meals utilizing USDA foods listed above or coordinating fresh produce usage via FFAVORS DOD Ordering direct to Better 4 You Meals, please reach out to Riva Figueroa, Senior Director of Operations, [rfigueroa@better4youmeals.com](mailto:rfigueroa@better4youmeals.com)

**School Year 20 21**

## Required Certifications

### Certifications Regarding Lobbying, Debarment, Suspension, and Other Responsibility Matters

Applicants should refer to the regulations cited below to determine the certification to which they are required to attest. Applicants should also review the instructions for certification included in the regulations before completing this form. Signature of this form provides for compliance with certification requirements under 7 CFR, Part 3018, "New Restrictions on Lobbying," 7 CFR, Part 3017, "Government-wide Debarment and Suspension (Nonprocurement)" and 7 CFR, Part 3021, "Government-wide Requirements for Drug-Free Workplace (Grants)." The certification shall be treated as a material representation of fact upon which reliance will be placed when the SFA determines to award the covered transaction, grant, or cooperative agreement.

---

#### 1. Lobbying

As required by Title 31, U.S. Code (U.S.C.) Section 1352, and implemented at 7 CFR, Part 3018, for a person entering into a grant or cooperative agreement over \$100,000, as defined at 7 CFR, Section 3018.105, the applicant certifies that:

- (a) No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the making of any federal grant, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any federal grant or cooperative agreement;
- (b) If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form - LLL, "Disclosure Form to Report Lobbying," in accordance with these instructions; and
- (c) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subgrants, contracts under grants and cooperative agreements, and subcontracts) and that all subrecipients shall certify and disclose accordingly.

*Steven A. Holquin*

Signature

5/11/2021

Date

## Disclosure of Lobbying Activities

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352  
(See next page for public burden disclosure)

Approved by OMB  
No. 0348-0046

<p>1. Type of Federal Action:</p> <p>a. Contract b. Grant c. Cooperative agreement d. Loan e. Loan guarantee f. Loan insurance</p> <p style="text-align: right;"><b>N/A</b></p>	<p>2. Status of Federal Action:</p> <p>a. Bid/Offer/Application b. Initial Award c. Post-Award</p> <p style="text-align: right;"><b>N/A</b></p>	<p>3. Report Type</p> <p>a. Initial filing b. Material change</p> <p>For Material Change Only: Year ___ Quarter ___ Date of last report _____</p> <p style="text-align: right;"><b>N/A</b></p>
---	---	--

<p>4. Name and Address of Reporting Entity</p> <p><input type="checkbox"/> Prime                      <input type="checkbox"/> Subawardee <input type="checkbox"/> Tier, if known</p> <p>Congressional District, if known:</p>	<p>5. If Reporting Entity in No. 4 is Subawardee, Enter Name and Address of Prime:</p> <p>Congressional District, if known:</p>
<p>6. Federal Department Agency</p>	<p>7. Federal Program Name/Description:</p> <p>CFDA Number, if applicable:</p>
<p>8. Federal Action Number, if known:</p>	<p>9. Award Amount, if known</p>
<p>10. A. Name and Address of Lobbying Registrant (if individual, last name, first name, MI):</p>	<p>c. Individuals Performing Services (including address if different from 10A (last name, first name, MI)</p>
<p>11. Information requested through this form is authorized by Title 31 U.S.C. Section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be reported to the Congress semi-annually and will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.</p>	<p><b>Signature:</b></p> <p style="text-align: center;"><i>Steven A. Holguin</i></p> <p><b>Print Name:</b> Steven Holguin</p> <p><b>Title:</b> Vice President, Sales &amp; Marketing</p> <p><b>Telephone Number:</b> (323) 838-5555</p> <p><b>Date:</b> 5/11/21</p>
<p><b>FEDERAL USE ONLY</b></p>	<p style="text-align: right;"><i>Authorized for Local Reproduction Standard Form LLL (Rev. 7-97)</i></p>

## Certification Regarding Lobbying

The undersigned certifies, to the best of his or her knowledge and belief, that:

- 1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment or modification of any Federal contract, grant, loan, or cooperative agreement.
- 2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
- 3) The undersigned shall require that the language of this certification be included in the award documents of all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub- recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, United States Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Organization: Better 4 You Meals  
Address: 5743 Smithway St. Commerce, CA 90040

Certified By: Steven A. Holguin, Vice President of Sales & Marketing

Signature: *Steven A. Holguin* 5/11/21

## Debarment, Suspension, and Other Responsibility Matters

As required by Executive Order 12549, Debarment and Suspension, and implemented at 7 CFR Part 3017, Section 3017.510, for prospective participants in primary covered transactions, as defined at 7 CFR Part 3017.200:

- A. The contractor certifies that it and its principals:
- a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
  - b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or Local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
  - c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or Local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and
  - d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or Local) terminated for cause or default.
- B. Where the applicant is unable to certify to any of the statements in this certification, he or she shall attach an explanation to this application.

Better 4 You Meals

Contractor/Company Name

Iftin Charter School

PR/Award Number or Project Name

Steven A. Holguin – Vice President of Sales & Marketing

Name and Title of Authorized Representative

*Steven A. Holguin*

Signature

5/11/21

Date

## Certificate of Independent Price Determination

Both the SFA and Meal Vendor shall execute this Certificate of Independent Price Determination

**Better 4 You Meals** \_\_\_\_\_

Name of Meal Vendor

**Iftin Charter School**

Name of School Food Authority

- A. By submission of this offer, the offeror (Meal Vendor) certifies and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:
1. The prices in this offer have been arrived at independently, without consultation, communication or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other offeror or with any competitor;
  2. Unless otherwise required by law, the prices which have been quoted in this offer have not been knowingly disclosed by the offeror and will not knowingly be disclosed by the offeror prior to opening the case of an advertised procurement, directly or indirectly to any other offeror or to any competitor; and
  3. No attempt has been made or will be made by the offeror to induce any person or firm to submit or not to submit, an offer for the purpose of restricting competition.
- B. Each person signing this offer on behalf of the offeror certifies that:
1. He or she is the person in the offeror's organization responsible within the organization for the decision as to the prices being offered herein and has not participated, and will not participate, in any action contrary to (A)(1) through (A)(3) above; or
  2. He or she is not the person in the offeror's organization responsible within the organization for the decision as to the prices being offered herein, but that he or she has been authorized in writing to act as agent for the persons responsible for such decision in certifying that such persons have not participated and will not participate, in any action contrary to (A)(1) through (A)(3) above, and as their agent does hereby so certify; and he or she has not participated, and will not participate, in any action contrary to (A)(1) through (A)(3) above.

To the best of my knowledge, this vendor and its affiliates, subsidiaries, officers, directors and employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by state or federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract, except as follows (provide detail):

*Steven A. Holguin*

Signature of Vendor's Authorized Representative

**Vice President, Sales & Marketing**

Title

5/11/21

Date

*In accepting this offer, the SFA certifies that no representative of the SFA has taken any action that may have jeopardized the independence of the offer referred to above*

Signature of SFA's Authorized Representative

Title

Date

**NOTE: Accepting a Respondent's offer does not constitute award of the contract.**

## Byrd Anti Lobbying Amendment Certification

The undersigned, Better 4 You Breakfast, dba Better 4 You Meals certifies, to the best of his or her knowledge, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form - LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.
4. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.
5. The Contractor, [Company] \_\_\_\_\_, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 *etseq.*, apply to this certification and disclosure, if any.

*Steven A. Holguin*

Signature of Vendor's Authorized Representative

Vice President, Sales & Marketing

Title

5/11/21

Date

## Buy American Provision Compliance

BUY AMERICAN PROVISION CERTIFICATION FORM FOR FOOD PURCHASES  
 Not all Items are purchased for ALL SFA's Depending on Contract and  
 School Preferences as of June 2018

**SFA Names:** Iftin Charter School

The Buy American Provision (7 CFR Part 210.21(d)) requires School Food Authorities to purchase, to the maximum extent practical, domestically grown and processed foods. "Domestic" is defined as a product that is grown in the United States, or with processed food items, the product must be processed in the United States of food that is produced and grown domestically in the United States. Any product processed by a responsive vendor must contain over 51% of the food component, by weight or volume, from U.S. origin.

VENDORS MUST CERTIFY EITHER: (CHECK NUMBER 1 OR 2)	
<input type="checkbox"/>	1. I certify that all food products bid by my company are 100% produced in the U.S., or processed in the U.S. with the final processed product including over 51% of food that was grown in the U.S.
<input checked="" type="checkbox"/>	2. I certify that all food products bid by my company are 100% produced in the U.S., or processed in the U.S. with the final processed product including over 51% of food that was grown in the U.S. with the EXCEPTION of the following items listed below.

NAME OF FOOD ITEM	COMPLETE BELOW AND CHECK THE APPROPRIATE REASON THE NON-DOMESTIC PRODUCT IS BID FOR EACH ITEM.
-------------------	--

Bananas	<p>This product includes _____ % U.S. Content. The product is grown in _____</p> <p><input checked="" type="checkbox"/> The product is not produced or manufactured in the U.S. in sufficient and reasonably available quantities of a satisfactory quality. OR</p> <p><input type="checkbox"/> The cost of the U.S. product is significantly higher than the non-domestic product.</p> <p>List prices and unit pack size below for item to be considered:</p> <p>\$ N/A / N/A Price of Domestic or U.S. Grown Product Per Unit</p> <p>\$ .25 / each Price of Non-Domestically Grown Product Per Unit</p>
---------	---

Signature of Authorized Company Representative: <i>Steven A. Holquin</i>	Title: <b>Vice President, Sales &amp; Marketing</b>	Date: <b>5/11/21</b>
Name of Company: <b>Better 4 You Meals</b>	Address: <b>5743 Smithway Street, Commerce, CA 90040</b>	



# 21 Day Cycle Menu Sample

## Breakfast - Sample Menu

\*Pork items will always be substituted for or removed from any menu per school request

Monday	Tuesday	Wednesday	Thursday	Friday
29 Peanut Butter Fruit Milk	30 Pancakes & Chicken Sausage Patty V: Pancakes Syrup 100% Fruit Juice Fruit Milk	1 Yogurt Granola Apple Sauce Fruit Milk	2 Reduced Sugar WG Frosted Flakes Whole Grain Bites Fruit Milk	3 Chorizo Breakfast Burrito Hot Sauce Fruit Milk
6 Strawberry Cream Cheese Bagel Fruit Milk	7 Mini Confit Pancakes 100% Fruit Juice Fruit Milk	8 Mini Loaf & String Cheese Apple Sauce Fruit Milk	9 Reduced Sugar WG Fruit Loops Whole Grain Bites Fruit Milk	10 Breakfast Cheese Tamale Fruit Milk
13 Blueberry Muffin Flat Fruit Milk	14 Brown Sugar & Raisin Oatmeal Fruit Milk	15 Acid Yogurt & Fruit Smoothie Bowl Apple Wedges Fruit Milk	16 Reduced Sugar WG Apple Jacks Cereal Whole Grain Bites Fruit Milk	17 French Toast Sticks Fruit Milk
20 Memorial Day	21 Breakfast Chicken Slider Sandwich V: Cheesy Biscuit Strawberry Jelly 100% Fruit Juice Fruit Milk	22 Coffee Cake Apple Sauce Fruit Milk	23 Reduced Sugar WG Chocolate Mini Wheats Whole Grain Bites Fruit Milk	24 Chicken & Waffle V: Waffles Syrup Fruit Milk
27	28	29 Cinnamon Yogurt Parfait Granola Apple Sauce Fruit Milk	30 Reduced Sugar WG Cinnamon Toast Crunch Whole Grain Bites Fruit Milk	31 WG Peach Cobbler Fruit Milk



**MENU SUBJECT TO CHANGE WITHOUT NOTICE**  
 Breakfast includes one protein, vegetable, 1/2 cup fruit serving, and 1/2 cup whole milk or 1/4 whole milk.  
 \*Pork items will always be substituted for or removed from any menu per school request

# Lunch - Sample Menu

\*Pork items will always be substituted for or removed from any menu per school request

Featured Lunch Menu		Sample Menu	
Monday	Tuesday	Wednesday	Thursday
29 Chicken Fajitas Spanish Rice Baby Carrots 100% Fruit Juice & Fruit Milk	30 Cheeseburger Lettuce & Tomato Oven Baked Fries Fruit Milk	1 Turkey Chili Corn Muffin Baby Carrots 100% Fruit Juice & Fruit Milk	2 Beef Hot Dog Oven Baked Fries Side Salad Orange Wedges & Fruit Milk
6 Chicken Nuggets Cheesy Mashed Potatoes Dinner Roll Baby Carrots 100% Fruit Juice & Fruit Milk	7 Chicken Alfredo Steamed Broccoli Baby Tomatoes 100% Fruit Juice & Fruit Milk	8 Baked Ziti w/ Meat Sauce Baby Carrots 100% Fruit Juice & Fruit Milk	9 Nacho Beef & Potato Burrito Side Salad Premium Fruit Day Milk
13 Chicken Teriyaki w/ Hot So Fried Rice Edamame Beans 100% Fruit Juice & Fruit Milk	14 Corn Dog Oven Baked Fries Dried Fruit & Fruit Milk	15 Pick Up Stix Chicken Bowl Steamed Brown Rice & Veggies Fruit Milk	16 Ground Turkey Taco Nachos Tostito Chips Baby Carrots 100% Fruit Juice & Fruit Milk
20 Cheese Lasagna Dinner Roll Baby Carrots 100% Fruit Juice & Fruit Milk	21 Chicken Patty Burger Oven Baked Fries Fruit Cup & Fruit Milk	22 Green Chicken Enchiladas Baby Carrots 100% Fruit Juice & Fruit Milk	23 Breaded Chicken Leg w/ Twisted Mac & Cheese Side Salad Fruit Milk
27 Memorial Day	28 Cheeseburger Oven Baked Fries Fruit Milk	29 Turkey Chili Bowl Tostito Chips Baby Carrots 100% Fruit Juice & Fruit Milk	30 Chicken Chile Verde Burrito w/ Beans, Rice & Cheese Side Salad Orange Wedges Milk
			31 Baked Chicken Spaghetti Baby Carrots 100% Fruit Juice & Fruit Milk



MEMO SUBJECT TO CHANGE WITHOUT NOTICE  
 CANNOT PREPARE WITH PREVIOUS INFORMATION. DO NOT PREPARE WITH PREVIOUS INFORMATION.  
 THE INFORMATION IS SUBJECT TO CHANGE WITHOUT NOTICE.

## Weekly Lunch Specials - Sample Menu

\*Pork items will always be substituted for or removed from any menu per school request

Lunch Specials Menu Sample Menu		Tuesday May 7th	Friday May 10th	Wednesday May 15th	Monday May 20th	Wednesday May 29th
	<b>Spicy Chicken Patty Sandwich w/ Baked Fries</b>	A spicy twist on our traditional breaded chicken patty burger! Served with a side oven baked French fries.				
	<b>Breaded Chicken Leg w/ Mashed Potatoes &amp; Gravy</b>	Our popular breaded drumstick served with mashed potatoes topped with brown gravy. Served with a whole grain dinner roll.				
	<b>Chicken Burrito Bowl</b>	Grilled chicken seasoned with our in-house taco seasoning, brown rice, pinto beans and corn, with a scoop of mild salsa.				
	<b>Meaty Potato Pie w/ Dinner Roll</b>	A twist on a traditional Shepherd's Pie. A mixture of seasonings, ground beef and vegetables, topped with cheesy mashed potatoes. Served with a whole grain dinner roll.				
	<b>Mexican Chicken Tortilla Soup</b>	A tangy and flavorful soup broth mixed with chicken, beans, vegetables and brown rice. Served with a side of tortilla chips.				

MENU SUBJECT TO CHANGE WITH SHORT NOTICE  
 \*All items are made with fresh ingredients  
 \*All items are made with fresh ingredients  
 \*All items are made with fresh ingredients



# Vegetarian Lunch - Sample Menu

Vegetarian Lunch Menu Sample Menu		better 4 you		
Monday	Tuesday	Wednesday	Thursday	Friday
29 6 Plant-Based "Chicken" Fajitas Spanish Rice Baby Carrots 100% Fruit Juice & Fruit Milk	30 7 Vegetarian Cheeseburger Oven Baked Fries Fruit Milk	1 8 Plant-based "Beef" & Bean Chili Corn Muffin Baby Carrots 100% Fruit Juice & Fruit Milk	2 9 Plant-based Chicken Tenders Oven Baked Fries Side Salad Orange Wedges & Fruit Milk	3 10 Cheesy Spaghetti w/ Plant-based "Beef" Baby Carrots 100% Fruit Juice & Fruit Milk
13 14 Plant-based "Chicken" Teriyaki Not So Fried Rice Edamame Beans 100% Fruit Juice & Fruit Milk	14 15 Plant-based Chicken Tenders Oven Baked Fries Baked Chips Dried Fruit & Fruit Milk	15 21 Baked Ziti w/ Plant-based "Beef" Baby Carrots 100% Fruit Juice & Fruit Milk	16 23 Vegetarian Burger Pickles, Tomato, & Lettuce Kit Fruit Milk	17 24 Cheese Tamale Mixed Vegetables Baby Carrots 100% Fruit Juice & Fruit Milk
20 27 Cheese Lasagna Dinner Roll Baby Carrots 100% Fruit Juice & Fruit Milk	21 28 Vegetarian Cheeseburger Oven Baked Fries Fruit Cup & Fruit Milk	22 29 Green Cheese Enchiladas Baby Carrots 100% Fruit Juice & Fruit Milk	23 30 Plant-based Chicken Tenders w/ Twisted Nacho Mac & Cheese Side Salad Fruit Milk	24 31 Cheese Nachos Tortilla Chips Baby Carrots 100% Fruit Juice & Fruit Milk
29 30 Memorial Day	30 31 Vegetarian Cheeseburger Oven Baked Fries Fruit Milk	30 31 Bean & Cheese Chili Tortilla Chips Baby Carrots 100% Fruit Juice & Fruit Milk	30 31 Bean & Cheese Burrito Side Salad Orange Wedges & Fruit Milk	30 31 Cheesy Spaghetti w/ Plant-based "Beef" Baby Carrots 100% Fruit Juice & Fruit Milk



**MENU SUBJECT TO CHANGE WITHOUT NOTICE**  
 Lunches available from 11:30am - 2:00pm. All items are prepared with love and care.  
 This menu is for informational purposes only.

# Lunch Entrée Salad - Sample Menu

\*Pork items will always be substituted for or removed from any menu per school request

Monday	Tuesday	Wednesday	Thursday	Friday
<p>29</p> <p>6</p> <p>Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots 100% Fruit Juice &amp; Fruit Milk</p>	<p>30</p> <p>7</p> <p>Buffalo Chicken Salad Dinner Roll Ranch Dressing Oven Baked Fries Fruit Milk</p>	<p>1</p> <p>8</p> <p>Cobb Salad "Contains Nuts" Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice &amp; Fruit Milk</p>	<p>2</p> <p>9</p> <p>Chicken Taco Salad Popped Corn Chips Ranch Dressing Side Salad Orange Wedges &amp; Fruit Milk</p>	<p>3</p> <p>10</p> <p>Southwest Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice &amp; Fruit Milk</p>
<p>13</p> <p>20</p> <p>Mexican Chicken Salad Popped Corn Chips Hot Sauce Edamame Beans 100% Fruit Juice &amp; Fruit Milk</p>	<p>14</p> <p>21</p> <p>Chicken Taco Salad Popped Corn Chips Ranch Dressing Oven Baked Fries Dried Fruit &amp; Fruit Milk</p>	<p>15</p> <p>22</p> <p>Italian Pasta Salad Baby Carrots 100% Fruit Juice &amp; Fruit Milk</p>	<p>16</p> <p>23</p> <p>Buffalo Chicken Salad Dinner Roll Ranch Dressing Side Salad Fruit Milk</p>	<p>17</p> <p>24</p> <p>Southwest Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice &amp; Fruit Milk</p>
<p>27</p> <p>34</p> <p>Memorial Day</p>	<p>28</p> <p>35</p> <p>Chicken Taco Salad Popped Corn Chips Ranch Dressing Oven Baked Fries Fruit Milk</p>	<p>29</p> <p>36</p> <p>Italian Pasta Salad Baby Carrots 100% Fruit Juice &amp; Fruit Milk</p>	<p>30</p> <p>37</p> <p>Southwest Chicken Salad Dinner Roll Ranch Dressing Side Salad Fruit Milk</p>	<p>31</p> <p>38</p> <p>Buffalo Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice &amp; Fruit Milk</p>

**Salad Entrée Menu  
Sample Menu**



**MENU SUBJECT TO CHANGE WITHOUT NOTICE**  
Lunches available for students participating in our full program and not sold outside of the school site.  
This information is an example only and is not intended to be used as a contract.

# Afterschool Snack - Sample Menu

Snack Menu		Sample Menu		
Monday	Tuesday	Wednesday	Thursday	Friday
3 Chocolate Granola 100% Fruit Juice (6 oz)	4 Animal Crackers Fruit (3/4 c)	5 Baked BBQ Chips 100% Fruit Juice (6 oz)	6 Rice Krispies Treats Fruit (3/4 c)	7 Cereal Pouch 100% Fruit Juice (6 oz)
10 Baked BBQ Chips 100% Fruit Juice (6 oz)	11 Cinnamon Gritpz Fruit (3/4 c)	12 Chex Mix Original 100% Fruit Juice (6 oz)	13 Multi-Grain Bar Fruit (3/4c)	14 Cheese Puffs 100% Fruit Juice (6 oz)
17 President's Day	18 Mini Blueberry Muffin Fruit (3/4c)	19 Cheez-Its 100% Fruit Juice (6 oz)	20 Baked Sour Cream Chips Fruit (3/4c)	21 Rice Krispies Treats 100% Fruit Juice (6oz)
24 Baked Churro Chips 100% Fruit Juice (6 oz)	25 Strawberry Chex Mix Fruit (3/4c)	26 Goldfish Pretzels 100% Fruit Juice (6oz)	27 Whole Grain Pop-Tart Fruit (3/4c)	28 Bug Bite Crackers 100% Fruit Juice (6oz)

**MENU SUBJECT TO CHANGE WITHOUT NOTICE**  
 Snacks are served 3:30pm - 4:00pm. Fruit is served 4:00pm - 4:30pm.  
 Thank you for your support!

## Description of How Meals Comply with NSLP & SBP

Better 4 You Meals uses Food Based Menu Planning (FBMP) approach for all meals in accordance with NSLP and SBP guidelines established in 2012 and updated in subsequent years. Every meal that B4YM serves follows the meal pattern as outlined in Attachment I. All meal requirements such as Meat/Meat Alternative, Fruit, Vegetable, Grain, and Milk meet or exceed the standard requirements.

Below are four main dietary specifications as outlined by SBP and NSLP and the standards by which all meals served by B4YM abide.

### Minimum and maximum calorie (kcal) daily averages over course of the week

	Breakfast	Lunch
• Grades K-5	350-500	550-650
• Grades 6-8	400-500	600-700
• Grades 9-12	450-600	750-850

### Daily Sodium Limits SY 2014-15

	Breakfast	Lunch
• Grades K-5	≤540mg	≤1230mg
• Grades 6-7	≤6000mg	≤1360mg
• Grades 9-12	≤640mg	≤1420mg

### Saturated Fats – Limit Saturated Fats

- Less than 10 percent of total calories

### Trans Fats

- Nutrition label or manufacturer's specifications must specify zero grams of trans fat per serving (less than 0.5 grams per serving)



# Sample Transportation/Production Record

## Better 4 You Meals TRANSPORT/ DAILY PRODUCTION RECORD

Time of Departure: \_\_\_\_\_ Temp. of Milk: \_\_\_\_\_ Cold: \_\_\_\_\_ Bot: \_\_\_\_\_ Signature: \_\_\_\_\_ GRADE \_\_\_\_\_  
 E: LONCH MENU 9-12 Students(379) Adults(0) Total(379)

Recipe & Ingredients (offered)	M/A Oz	Gm Oz	Fruit Cup	Veg Cup	Milk Cup	Planned Reimbursable	Planned Ala Carte	Planned Total	Actual Total	Over/Shorts	Temp
<b>Site # 037 ALLIANCE FED</b> <b>05/21/2019</b> 903473 CHICKEN PARTY BURGER / CHIN SERVING 903473 BUN HAMBURGER 4" FRESH 903620 CHICKEN PARTY FRESH 3 (R) 002990 POTATO CRINKLES 1/4 VEGETABLE SUBGROUPS Vegetable, Starchy	2	3	3/4	3/4		350		350			
000222 KETCHUP PACKET 2.5oz 1 BAG						700		700			
903627 KETCHUP (BEING) 000642 JICAMA (1/4.9) 011603 YAMBEAN (JICAMA), RAW VEGETABLE SUBGROUPS Vegetable, Starchy			1/4	1/4		88		88			
000494 TAJIN SEASONING 902693 TAJIN SEASONING LS 1.5				1/4		88		88			
002026 V. CHEESE BURGER/CRINKLES 1 each 903646 VEGGIE PARTY DL 10325 903473 BUN HAMBURGER 4" FRESH 903130 CHEESE AMERICAN SLICED (R) 002990 POTATO CRINKLES 3/4 VEGETABLE SUBGROUPS Vegetable, Starchy	2 1/2	2	3/4	3/4		5		5			
000222 KETCHUP PACKET 2.5oz 1 BAG						10		10			
000642 JICAMA (1/4.9) 011603 YAMBEAN (JICAMA), RAW VEGETABLE SUBGROUPS Vegetable, Starchy				1/4		5		5			
000494 TAJIN SEASONING 902693 TAJIN SEASONING LS 1.5				1/4		5		5			

Received By: \_\_\_\_\_ temp. at receipt: Faltk: \_\_\_\_\_ Cold: \_\_\_\_\_ Bot: \_\_\_\_\_ time of receipt: \_\_\_\_\_

## Better 4 You Meals

### TRANSPORT / DAILY PRODUCTION RECORD

Time of Departure: \_\_\_\_\_ Temp. of Milk: \_\_\_\_\_ Cold: \_\_\_\_\_ Bot: \_\_\_\_\_ Signature: \_\_\_\_\_ CB#02 \_\_\_\_\_  
 2: LUNCH MEHS 9-12 Students(370) Adults(0) Total(370)

Recipe & Ingredients (offered)	H/A	Cr oz	Fruit Cup	Veg Cup	Milk Cup	Planned Reimbursable	Planned Total	Actual Total	Over/Short	Temp
<b>002223 SALAD TUBA 18-19</b> SERVING (R) 900032 ROMA SALAD MIX (SDE) 011252 LETTUCE, ICEBERG (INCL C) 903132 CHEESE CHEDDAR SHREDED 011205 CUCUMBER, WITH PEEL, RSW- VEGETABLE SUBGROUPS Vegetable, other	2	1/2		1		15	15			
<b>001946 RANCH DRESSING</b> PACKET 902695 RANCH DRESSING MARZETTI 902694 RANCH DRESSING 12 GM SM 903628 RANCH DRESSING 6SSCO 45						15	15			
<b>001996 CRACKERS, WHEAT, BASIC 25G</b> PACKAGE 903404 CRACKERS WHEAT BASIC B2		2				15	15			
<b>002990 POTATO CRINKLES 3/4 CUP</b> 3/4 CUP 903351 POTATO, CRINKLE CRT 8IN (R) 001917 SEASONING PAPRIKA-- VEGETABLE SUBGROUPS Vegetable, Starchy			3/4			15	15			
<b>000212 MRECHUP PACKET 9 GM</b> 1 BAG 903627 KETCHUP (BRINE)						15	15			
<b>001961 FRUIT SNOZ CHOICE</b> 1 BAG 903115 FRUIT SNOZ PEACH 70-BET 903352 FRUIT SNOZ PINEAPPLE 10			1/2			370	370			
<b>000313 APPLE FRASH 153 COUNT</b> 1 BAG 009003 APPLES, RAN, WITH SKIN			3/4			93	93			
<b>000025 MILK 1% LOW FAT UNFLAVORED</b> 1 BAG 902435 MILK 1% LOW FAT UNFLAVO					1	56	56			
<b>004312 MILK FAT FREE CHOCOLATE</b> 1 BAG 903201 MILK FAT FREE CHOCOLATE					1	222	222			
<b>001836 -- SNACK</b> 1 (R)						100	100			
<b>003011 MC BARRA MINI LOAF 6TB</b> 1 BAG 903782 VC BARRA MINI LOAF 6TB		1				100	100			

Received By: \_\_\_\_\_ Temp. at receipt: Milk: \_\_\_\_\_ Cold: \_\_\_\_\_ Bot: \_\_\_\_\_ Time of receipt: \_\_\_\_\_

## Additional Documents – Non-Required

### Student Engagement & Participation for All

Better 4 You Meals is so much more than just your everyday lunch provider. We know that fun activities, special events, and on-site food preparation can help engage your scholars at a much greater level.

#### Therapeutic Meals

Very few meal vendors meet the unique and often challenging needs of those students who require therapeutic meals. Working with our in-house nutritionist, we create a menu plan that will be enjoyable and hopefully increase the variety of tailored offerings available to your students with the need for therapeutic meals.



#### BBQs at Your School

B4YM can bring out the BBQ team to your school and prep an amazing and NSLP reimbursable lunch right in front of your students. B4YM team members can tow our state of the art BBQ trailer directly to your school, or if space is a challenge, we can bring one of our mobile BBQs. Schools enjoy our BBQs for special events like jog-a-thons, grade promotions, testing completion, and many other activities. If parents or community guests are going to be attending your special events, schools can order meals for those guests as well at a minimal cost.



#### Catering for Staff and Parent Special Events

Oftentimes schools host meetings and events such as Professional Development Training, Parent Appreciation Nights, Recognition Breakfasts, Board Meetings, and much more. Searching for a caterer that can provide an enjoyable and affordable meal for your events can be difficult and time consuming when you factor all your normal day-to-day duties. B4YM helps to take the burden off of your staff by serving as a one-stop shop for catering support.

We have provided special event meal services for groups as small as 10 and as large as 1,500. Along with the meals we are able to prepare in our 50,000 square foot kitchen facility, we have a large



number of catering partnerships that allow us the opportunity to create many different varieties of menus at an affordable and often below market cost.

### **Ticket 2 Wellness**

Ticket 2 Wellness is B4YM's daily game to get students excited about participating in the school meal program. At the start of each month, schools are given posters announcing the T2W prize for the month. Each day, a winning ticket is taped the bottom of a meal. One lucky student will receive a ticket each day entering them into the drawing for the monthly prize. Students can receive more than one ticket per month and the more often they participate in the meal program, the greater their chances of entering the drawing. Announcing and then placing "winning" tickets under random school meals resulted in many schools increasing overall participation by over 4%.



B4YM encourages a focus on health and wellness by providing prizes that are significant, desirable and promote student physical activity and fun. Past prizes have included bicycles, skateboards, scooters, Beasts Headphones, waterproof Bluetooth speakers, A's & Kings tickets, and more.



### **Field Trips & Learning Opportunities**

We are very proud of our kitchen and distribution facility. Schools that have attended our recent Open Houses have expressed a desire to bring their students to our facility so they can see first-hand how their food is stored, prepared, packaged, and distributed to their schools. Daily work at B4YM is a great opportunity to engage students on health, nutrition, math, engineering, technology, safety, science, and much more. We encourage you to visit your current vendor's facility and compare it to the first-rate food-only center that we operate in. Our facility shares Millbrae facility was the former headquarters and sole production facility for Casa Sanchez Salsas & Chips.

---

## **Methods to Help Increase Student Participation**

### **Targeted Increase**

Based on an evaluation of the current participation rates at each of the various schools, it's is Better 4 You Meals' goal to increase overall participation by a minimum of 8%.

### **Enjoyable Meals**

The B4YM team is constantly working on new meals that are designed with our end consumer in mind, your student. 90% of all the meals that B4YM serves end up in the hands of student who qualifies for a free or reduced lunch. Our team has deep roots in the communities we serve and every meal we test or place on our menu is designed to meet the likes of our local students.

### **Ticket 2 Wellness**

Ticket 2 Wellness is B4YM's daily game to get students excited about participating in the school meal program. At the start of each month, schools are given posters announcing the T2W prize for the month. Each day, a winning ticket is taped to the bottom of a meal. One student will receive a ticket each day entering them into the drawing for the monthly prize. Students can receive more than one ticket per month and the more often they eat lunch, the greater their chances in the drawing.

B4YM encourages a focus on health and wellness by providing prizes that are significant, desirable and promote student physical activity and fun. Past prizes have included bicycles, skateboards, scooters, Beasts Headphones, waterproof Bluetooth speakers, MLB baseball tickets, and more.

### **Focus Groups & Engagement**

B4YM staff members are trained and experienced at engaging with students and parents. We will conduct meetings at schools with student groups to gauge preferences and solicit feedback regarding the meals they would like to have. Tasting can be set-up at school request to go over multiple items from the menu to gauge preferences and overall student food likes. We also provide parent informational sessions with training on NSLP standards and requirements.

### **Marketing & Awareness**

B4YM staff can collaborate with school staff to help create school centric branded marketing materials for school nutrition program. Our outreach team can help design and create posters, flyers, and informational materials that can be given out or placed around the school. We can also work with the various school marketing or communication committees to draft newsletter articles for web or print.

### **Improved Packaging**

One area we consistently solicit feedback on each year is packaging design. Schools have provided tremendously favorable and beneficial feedback on how it can be improved. This school year we changed the overwrap to more heat-sealed plastic with less waste and sturdier bowls. We also rolled out a new clear plastic bowl for our salads. Combined, these changes make for a better presentation of the meals. Responses to those changes was very positive!

## Compliance & Training Assistance

At Better 4 You Meals, we understand the many daily demands faced by school leaders. From the day you open your doors, you are often the principal, the nurse, the receptionist, the IT tech, and now the State even expects you to be a food service expert. B4YM is confident we can take at least one of those items off of your plate. We believe your main focus should be on expanding the learning and engagement opportunities for you students.

For this reason, the B4YM team is committed to supporting your school with a wide range of food compliance services, allowing you the freedom to concentrate on what's most important, educating your students. Our team is fully versed in State and Federal food program mandates and will assist you with meeting all of the day-to-day compliance obligations.

B4YM can provide your school with:

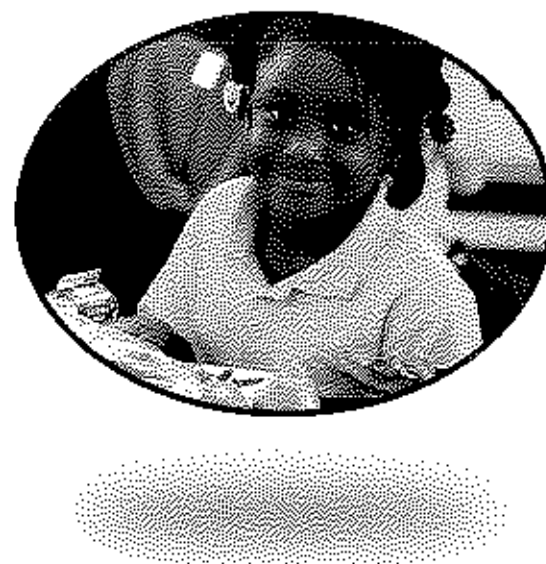
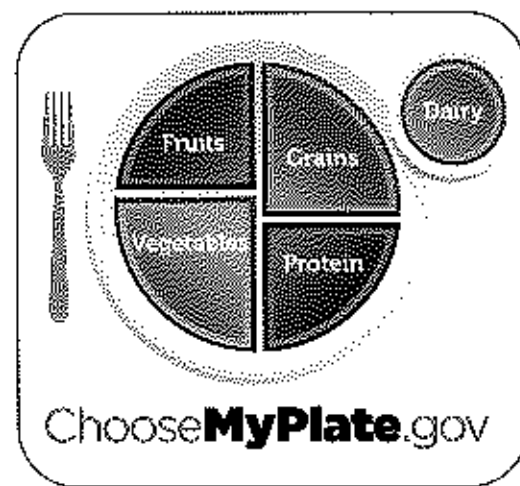
- Best practice operating procedures
- Nutritional analysis support using Nutrikids software
- Production and transportation records
- Therapeutic menus
- Analysis of your food program
- Waste management tools
- Hazard Analysis & Critical Control Points (HACCP)

We can also guide you through the process of:

- Administrative reviews (Audits)
- Enrollment in the USDA Commodities Co-Op for greater cost savings
- Health Inspections
- Developing a Wellness Policy
- Opportunities to participate in grant funding

Workshops that Better 4 You Meals provides include:

- Offer vs Serve Requirements & Best Practices
- Preparing for your Administrative Review
- Accessing CDE Equipment Grants for your school
- Marketing your meal program to parents & students
- Parent & student workshops on NSLP and Nutrition



## Name Brand Partnerships

B4YM is committed to be a life-long learner of food services. We know we must consistently create new menu items, recipes, and improved methods of service to keep your students actively engaged in the meal program. A significant part of our drive is to stay fresh and innovative by seeking new and unique meal offerings.

### Pick Up Stix

B4YM is currently the only vendor with a direct partnership with Pick Up Stix to serve Southern California charter schools. Based on Pick Up Stix's wildly popular NSLP compliant meals, B4YM is the first licensee approved to cook students in our own kitchen. In 2018-19, B4YM will have served over 500,000 Pick Up Stix meals and our schools increase their lunch order by an average of 15% on Pick Up Stix days.



### Domino's Pizza Smart Slice

Better 4 You Meals currently is the only 3<sup>rd</sup> party meal vendor providing schools with Domino's Pizza for lunch and supper. Domino's Pizza has a NSLP compliant and reimbursable Smart Slice pizza that your students are sure to love. Compared with the standard Domino's pizza, the Smart Slice uses a whole grain crust, 1/3 less fat in the pepperoni, 1/3 less salt in the sauce, and cheese with just half the usual fat — all changes made to fit the new NSLP standards.



### Pizza Hut A+ Pizza

Also joining the National School Lunch Program pizza party is Pizza Hut with their A+ Pizza. With a crust consisting of 18 grams of Whole Grain and 3 grams of fiber, Pizza Hut is working to help change the way school pizza is viewed. Featured A+ Pizzas also include toppings with 30% less fat and 55% less sodium. Pizza days at B4YM have become very popular and they can be the draw that excites your students too!



### Ramona's Burritos

Making some of the freshest and tastiest burritos in Los Angeles since 1954, Ramona's Burritos is a family tradition and institution for many South Los Angeles and South Bay residents. In 2015, Better 4 You Meals partnered with Ramona's to create a line of preservative free, NSLP compliant burritos based on their widely popular existing burrito menu line.



### Carmelita Chorizo

Founded in 1934 in East Los Angeles, Carmelita Chorizo is the oldest chorizo manufacturer in California. With a new line of clean label, no filler chorizo, made entirely of chicken, Carmelita exclusively provides Better 4 You Meals with the best chorizo product in the school meal industry.

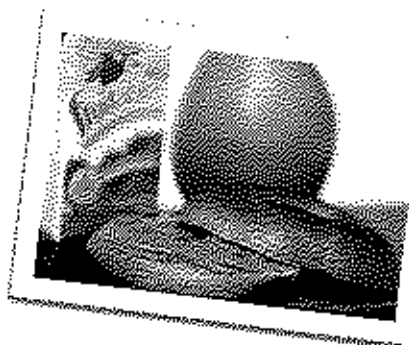


## Sample Breakfast Items Served

Below is a list of the wide array of products we serve throughout the school year. Every meal is served with 8 ounces of rBST-free non-fat or reduced fat milk. We are constantly evaluating our menu, testing new recipes, and sampling new products at schools. To better serve our students, we encourage schools to provide us feedback regularly and engage their parents and students on favorite healthy foods.

Sausage and Cheese Bagel  
 Green Chile & Potato Burrito  
 Cheese & Green Chile Tamale  
 Chicken & Waffle  
 Whole Grain French Toast Sticks  
 Whole Wheat Coffee Cake  
 Apple Cinnamon Chewy Breakfast Bar  
 Whole Grain Pan Dulce  
 Whole Wheat Grilled Cheese Sandwich  
 Blueberry Pancake Sandwich  
 Breakfast Bean & Cheese Burrito  
 Bagel-Ful Fruit Bars  
 Egg & Sausage Burrito  
 Turkey Sausage & Cheese Croissant  
 Low Fat Yogurt & Nut Free Granola  
 Country Biscuit w/ Turkey Sausage Gravy  
 Apple Oatmeal Bar

Mini Maple Corn Dogs  
 Sausage Croissant Sandwich  
 Mini Cinnamon Buns  
 Reduced Sugar Frosted Mini-Wheats  
 Reduced Sugar Frosted Flakes  
 Reduced Sugar Cinnamon Toast Crunch  
 Whole Grain Mini Pancakes  
 Blueberry/Apple Mini Loafs  
 Whole Wheat Pan Dulce  
 Whole Wheat Zucchini Bread  
 Whole Wheat Banana Bread  
 Whole Grain Mini Pancake  
 Whole Wheat Bagel with SunButter and Jelly  
 Whole Wheat Bean and Cheese Burrito  
 Whole Wheat Blueberry Muffin  
 Proball and String Cheese  
 Whole Wheat Round - Oatmeal Raisin Flavor





## Sample Lunch Items Served

Below is a list of the wide array of products we serve throughout the school year. Every meal is served with 8 ounces of rBST-free non-fat or reduced fat milk. We are constantly evaluating our menu, testing new recipes, and sampling new products at schools. To better serve our students, we encourage schools to provide us feedback regularly and engage their parents and students on favorite healthy foods.

Chicken & Cheese Tamales  
 Diced Pollo Bowl w/ Beans & Mexican Brown Rice  
 Ground Turkey & Cheese Lasagna  
 Ground Turkey & Cheese Nachos  
 Red or Green Chicken Enchiladas  
 Chicken Chile Verde  
 Pick Up Stix House Chicken & Veggies  
 Domino's Pizza School Smart Slice  
 Beef Hamburger w/ Lettuce, Tomato and Pickle  
 Cheese Ravioli  
 Teriyaki Chicken & Noodles  
 Beef & Cheese Nachos  
 Orange Chicken & Chow Mein Noodles  
 Pizza Calzone  
 Country "Fried" Pork Chop w/ Gravy  
 Baked Fish Patty Burgers  
 Sloppy Joe Burgers  
 Bean & Cheese Burrito w/ Salsa  
 Green Chile & Cheese Pupusas  
 Chicken Fajitas & Beans  
 Baked Breaded Chicken Patty Burgers  
 Beef/Chicken & Bean Burritos  
 Chicken & Cheese Burrito

Chicken Fettuccini Alfredo  
 Chicken Teriyaki w/ Vegetables and Brown Rice  
 Sweet & Sour Chicken w/ Chow Mein Noodles  
 Pizza Hut A+ School Slice  
 Breaded Chicken Bites w/ Mashed Potatoes  
 Chicken Fajitas w/ Spanish Brown Rice  
 Beef & Bean Chili Bowl  
 Chicken Italian Sandwich  
 Beef & Vegetable Picadillo w/ Spanish Brown Rice  
 Ham/Turkey & Cheese Sandwich  
 Cajun Chicken Wrap  
 BBQ Riblet Sandwich  
 Chinese Chicken Salad  
 Penne Pasta w/ Meat Sauce  
 Philly Cheese Steak Sandwich  
 Rotini Pasta w/ Meat Sauce  
 Chicken Taquitos w/ Refried Beans  
 Spaghetti w/ Ground Turkey Marinara  
 Tuna Salad Sandwich  
 Turkey Steak w/ Mashed Potatoes  
 Turkey/Beef Hot Dog  
 Macaroni & Cheese  
 Hot Roast Beef Sandwich



## USDA Commodities

Almost every week, a B4YM team member hears a school leader say, "I've heard about commodities, but what exactly are they and how do they work?" Helping schools understand how to participate in and utilize USDA Commodities, in their meal program, is something the team at B4YM takes great pride in.

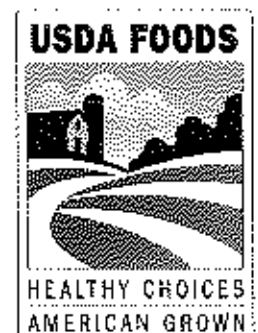
### What is the USDA Commodities Program?

Every year, with funding from the Federal Government, the USDA purchases 100% American grown foods from local farmers and growers. The USDA then makes those products available to community organizations and educational institutions at drastic discounts compared to the retail market.

USDA Commodities, also known as USDA Foods, currently account for 15%-20% of all food served to schools across the country. Until recently, only large school districts with significant storage capabilities participated in the Commodities Program because the purchases are so large. Based on your enrollment and lunches served the previous year, each of your schools will be issued an amount of eligible monetary credits to purchase USDA Commodities.

### How Can Charters Take Maximum Advantage of Their USDA Entitlements?

In 2011, charter school leaders throughout Southern California created a Co-Op and requested the State approve them as eligible to access USDA Commodities. The California Charter School Commodities Co-Op is available to schools statewide and they meet annually to decide what products they'd like purchased with their USDA credits.



There is no cost to join the Co-Op, so there is no up-front money needed from your school. Items are purchased on your behalf by the Co-Op and transported to your food vendor for proper storage. Your vendor then incorporates those foods into meals for your students. Your food vendor must be an approved processor of USDA Commodities and must be willing to use the commodities of your choosing. The Co-Op retains a small administrative fee for the processing and oversight to offset the costs involved in the program.



### What Are the Fiscal Benefits of Using USDA Commodities?

The savings to charter schools that use commodities are huge! On average, a charter school in the Co-Op can receive enough credits to offset a significant amount of their daily lunch cost. Over an entire year, schools can reduce their total lunch costs

by 6%-8%, which can be translated into your school saving about \$.23 per lunch per day.

Imagine you are a school of 500 students and serve 400 lunches per day. If you were participating in the USDA Commodities Charter School Co-Op you could be eligible to receive

annual credits totaling around \$14,500. Those credits would be taken right off of your food vendor's invoice which helps your school's monthly cash flow output. Could your school use an additional \$14,500 per year?

### **What Kinds of Foods Does B4YM Make with USDA Commodities?**

B4YM has become an expert in utilizing the commodities chosen by the Co-Op and turning them into meals that are extremely popular with students. Products eligible to be purchased through USDA Commodities include:

- Grilled chicken fajitas strips
- Lean ground beef & turkey
- Sliced turkey
- Sliced chicken breast
- Hamburger patties
- Fresh produce
- Frozen vegetables
- Whole grain tortillas & pasta
- Brown rice
- Low sodium cheese

Popular meals that B4YM makes with commodities food are:

- Chicken Fajitas w/ Rice & Beans
- Cheeseburgers
- Turkey & Hummus Pitas
- Rotini with Marinara Meat Sauce
- Chipotle Chicken Sandwich
- Cranberry Chicken Sandwich
- Chicken Fettuccine Alfredo
- Chicken Quesadilla
- Turkey Submarine Sandwich
- Chicken Chile Verde & Beans
- BBQ Chicken Sandwich
- Chicken & Veggie Stir-fry

### **What Can Your School Do with Savings from USDA Foods?**

Federal and State law requires that all NLSP related reimbursements go directly to support the meal program at the school. If your school has significant cost savings from participating in the USDA Commodities Program, what can you spend those funds on? Some examples of allowable use of surplus meal funds are:

- Purchasing covered structures for the eating area
- New lunch benches
- Tables and chairs for eating area
- Serving carts for meal distribution
- Technology for operating the meal program (laptop, scanner, keypad)
- Insulated bags for food transporting
- Offsetting the cost of employees directly supporting the meal program



There are numerous ways to effectively use your surplus meal funds, but should you be unsure or question whether a purchase or use of funds is an allowable expense, we recommend that you contact the CDE for further clarification.

## Commitment to Ensuring Healthy Food Options

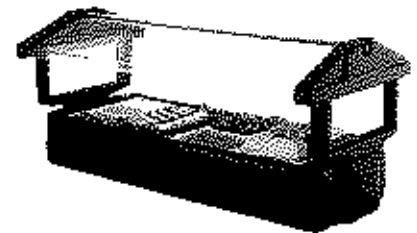
Everyday, the Better 4 You Meals team is working tirelessly to ensure that every meal we serve is tasty, fresh, healthy, and is in line with all requirements of the Healthy, Hunger-Free Kids Act and the Let's Move Initiative of the White House. While definitely stringent, the new standards and initiatives of the USDA have placed students on a path to a healthier and more food conscience future.

Better 4 You Meals dietitians and culinary professionals have been working to develop menu strategies and systems that will help your school meet the new standards efficiently and cost-effectively, while maintaining student participation in, and satisfaction with, their school meal programs.

- Our menus feature low and non-fat dairy options; lean protein choices; access to a wide variety of fruits and vegetables; assorted whole grain products; and 100 percent fruit juice.
- We continue to reduce added fats, sugar, and salt while promoting and expand the availability of breakfast.
- Our recipes are designed to meet the nutritional standards, but also to focus on student acceptability, so students will participate in a healthy school food service program.

### Expanded Vegetable & Fruit Option

In line with the USDA's initiative to increase the variety of fruits and vegetables that is offered to students, Better 4 You Meals has employed strategies to increase your student satisfaction and consumption of fresh fruit and vegetables.



- Offering a Salad Bar with a variety of fresh vegetables and salsa
- Providing Low Sodium Tajin with fresh vegetables
- Providing schools with food service tools like the Sunkist Sectionizer for easy and safe fruit cutting at the school site
- Offering schools a cut fruit and premium fruit upgrade to expand the current fruit rotation

### Whole Grain Foods

All breads, pasta, tortillas, baked goods, other grain based items that Better 4 You Meals serves are Whole Grain rich and meet all USDA NSLP requirements. Whole grains contain fiber, vitamins, minerals, and antioxidants. Fiber helps children feel full longer. Whole grains may reduce the risk of several chronic diseases including coronary heart disease, and may help maintain a healthy weight.

### Decreasing Sodium in All Meals

Sodium, also known as salt, is often added to foods during processing, cooking, or at the table. While the body needs some sodium, almost everyone eats more than the body needs. Too much sodium plays a role in high blood pressure, which makes it harder for the heart to do its job. By offering lower sodium versions of popular menu items and recipes at the beginning of a school year, students' tastes can change. Adding less or no salt and using tasty sodium-free alternatives, such as herbs and spices,

can help students learn to like foods with a less salty flavor. Our goal is that they will not even notice the difference!

## Enjoyable & Culturally Relevant Meal Options

As the push to improve school meals grows, it's important to never lose focus that the student is the ultimate consumer of the meal. If the meal is not fresh, tasty, visually appealing, and overall enjoyable to your students, then the likelihood they will take and eat the meal decreases substantially. And those students who never take a meal or immediately throw it in the trash, the likelihood they go without food for the day or reach for the first junk food option in site rises very dramatically.

Better 4 You Meals seeks to find that allusive perfect balance of fresh, healthy, and tasty meals that speaks to the students and creates an enjoyable meal experience. Using meals that students recognize, associate good feelings with, and are interested in trying has been a significant factor in our rapid growth throughout Southern California.



We seek ways to replicate those meals that the students may have grown up with and that they love, but in a healthier version. This shows students that the extra salt, oil, fat, and grease is not needed to have a delicious meal.



Some meals that that Better 4 You Meals has recreated into a healthier version and have proven to be very popular with students include:

- Chicken chorizo & potato taco
- Baked breaded chicken nuggets
- Baked breaded orange chicken
- Baked sopos with refried beans and diced chicken breast
- Baked Pupusas with green chile and cheese
- Chicken and cheese tamales made without manteca (lard)
- Burritos in whole grain tortillas
- Whole grain rich croissants and bagels
- Whole grain breakfast coffee cake – reminiscent of the famous LAUSD coffee cake



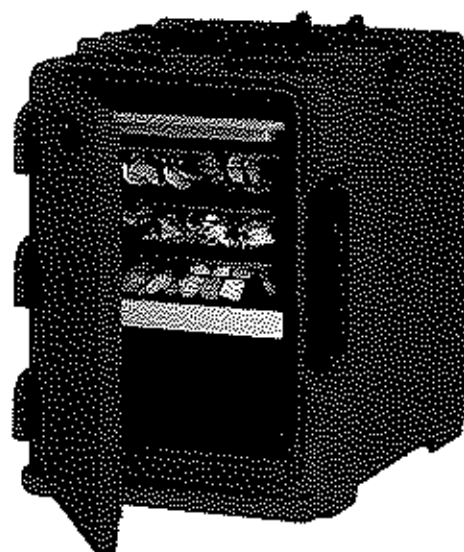
## Meal Transportation and Holding - Procedures & Equipment

### Meal Transportation Procedures:

Meals are transported in fully enclosed delivery trucks or vans, which are free of odors and maintained clean at all times. Our fleet is covered by a complete pest control system that is conducted by a professional pest management company which specifically works in the food production industry. The vehicles are maintained by a Preventative Maintenance Program that is organized to prevent cross-contamination.

Specific equipment used for meal transport:

For schools with ready to eat meal delivery, transportation equipment may include, but is not limited to; ice chests for beverages, industrial transport tubs for items at room temperature and Cambro units (hot boxes) of various sizes. These units are used with the addition of Cam Chillers, Cam Warmers, and Ice Blankets, depending on the meal item temperature.



Additional equipment can consist of:

- Cam-Dollies
- Cam-Chillers
- Beverage Caddies
- Harnessing Equipment
- Delivery Trucks with Safety Lift-Gates
- Load Baring Bracers
- Hand Truck

### Sample Holding Procedures:

Meal temperature should be taken at time of delivery and recorded on the Transportation Record. They should then be monitored once every two hours until food is served to assure that hot food is held above 135°F and cold foods are held below 41°F. Temperature control does not apply to whole fruit or packaged shelf stable items.

When meals are waiting to be served, Cambros and Coolers must be kept at least 6 inches off the ground/floor on tables, crates, hand trucks or counters. They can also be left on their Cambro Dollies.

revolution<sup>o</sup>foods.

**PROPOSAL**  
for IFTIN Charter School  
**2021-2022 Vended Meals**

**Attention: Maslah Yussuf, Chief Executive Officer**

**May 14, 2021**

This proposal contains information that Revolution Foods considers to be confidential, proprietary, or trade secret as defined by law. Pages containing such information are marked as "Confidential." Pages so marked shall not be disclosed outside the procurement process and shall not be duplicated, used, or disclosed in whole or in part for any purpose except for use in the procurement process.



**Legal Name of Organization**

Revolution Foods, Inc.  
2400 Grant Ave  
San Lorenzo, CA 94580  
510-596-9024

**Headquarters Mailing Address**

985 3rd Street, Unit C  
Oakland, CA 94607  
510-596-9024

**Federal Tax ID**

14-1955846

**Principal of the Organization**

Kristin Groos Richmond  
Chief Executive Officer and Co-Founder

**Submitted By:**

Jamie Watkins, MPA  
Director of Business Development  
909-632-3808  
jwatkins@revolutionfoods.com





## COVER LETTER

May 14, 2021

Dear Mr. Maslah Yussuf

Revolution Foods was founded to make healthy, great-tasting food accessible to all. In light of our ongoing pandemic, we are more committed than ever to provide healthy, delicious meals to our partners.

We would be honored to help IFTIN Charter provide safe, secure, reliable meal access and believe we are exceptionally well-suited to do so for the following reasons:

### **Years of experience providing freshly prepared, high-quality, nutritious meals at scale in California and across the United States**

Revolution Foods began operation in 2006, with a partnership with Whole Foods Market and four Oakland, California, schools to provide fresh, quality, USDA compliant meals to vulnerable populations everywhere. Fourteen years later, we have grown into 26 states, and serve over 3.5 million, fully reimbursable meals every week. Since the COVID crisis began in March 2020, we have served over 40 million meals to at risk communities across the country.

### **Flexibility to serve multiple meal platforms**

All our meals and proposal options meet the United States Department of Agriculture's recommended guidelines for healthy meals and provide robust servings from each food group of fruit, vegetables, grains, dairy, and protein.

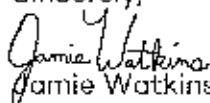
### **Ability to adapt and scale to meet program needs**

Food insecure individuals and families are facing unprecedented obstacles in accessing a meal. In the last month, we mobilized each of our eight (8) national culinary centers, hired additional staff at all levels, leveraged supplier relationships, and implemented new food safety protocols to provide emergency meals to communities across the county.

We are ready and able to serve tens of thousands of fresh and stable meals. Meals are delivered weekly or at a schedule that best suits efficient and swift delivery to those who need it most. We have capacity to successfully execute distribution as requested and to scale rapidly as the program expands.

We have been deeply touched by the effect that COVID-19 has had on the community and are eager to provide help in any way that we can. We promise a partnership based in collaboration and heart and look forward to helping you bring a delicious meal that is culturally relevant into the homes of as many children who need that help as soon as possible.

Sincerely,

  
Jamie Watkins MPA



## TABLE OF CONTENTS

COVER LETTER.....	2
TABLE OF CONTENTS.....	3
EXECUTIVE SUMMARY.....	5
KID-INSPIRED, CHEF-CRAFTED™.....	7
Exceeding USDA Minimum Standards.....	8
Sourcing and Ingredient Standards.....	9
Culinary Development.....	10
Positive Outcomes.....	11
Meet Your Chefs!.....	12
Culinary Center and Food Safety.....	13
MEAL SERVICE.....	15
Menu Platforms.....	15
Operating Plan.....	19
Transition Plan.....	20
Meal Ordering.....	22
Delivery.....	24
Audit and Compliance Support.....	31
PARTNERSHIP.....	34
Program Promotion & Student Engagement.....	34
Student Nutrition Advocacy Kids (SNAK).....	34
Project Crave™.....	35
Sample Engagement Calendar.....	36
Merchandising for Cafeterias or Classrooms.....	37
Interactive Marketing Campaigns.....	38
Nutrition Education and Citywide Wellness.....	39
Media and Op-Eds.....	40
OUR TEAM.....	41
Our Founders.....	42
Local Partnership Team.....	43
REFERENCES.....	44
ABOUT US.....	45

# revolution<sup>®</sup> foods.

Core Competencies.....	46
Business Practices .....	47
Awards and Recognitions.....	48
PRICE PROPOSAL.....	49
CONCLUSION .....	51
ATTACHMENTS.....	52



## **EXECUTIVE SUMMARY**

Founded in 2006 by two businesswomen and moms on a mission to build lifelong healthy eaters, Revolution Foods set out to solve the problem of limited access to healthy meals for every child in America. The company's innovative approach began with serving freshly prepared, healthy meals to students in schools nationwide. The company has now designed, produced, and delivered over 360 million kid-inspired, chef-crafted meals to sites across 15 states, including childhood education centers, districts, charter schools, and community and afterschool youth programs.

Our years of experience show—and studies support—that nutritious foods drive improved health and academic outcomes. A recent impact assessment conducted by KKS Advisors on behalf of the W.K. Kellogg Foundation found schools that serve Revolution Foods saw an improvement of 13.1% in English Language Arts (ELA) test results.

Together with best-in-class community partners such as FoodCorps, Stephen and Ayesha Curry's Eat. Learn. Play. Foundation, and Wellness in the Schools (WITS), our teams equip parents, teachers and students with valuable tools and resources to continue positive nutrition education beyond the lunch line. Revolution Foods is a certified B Corporation, awarded as one of B Corps' 2019 Best for the World honorees, that aims to drive change. From evolving policy and food systems to driving positive student academic and health outcomes, we strive to build a brighter future for our nation's youth and families.

In response to your RFP, we would be honored to partner with you to provide healthy, culturally relevant and delicious food and support for your overall food service program. We believe that we are uniquely qualified to be a strong and effective partner for you. Here are a couple of highlights:

### **Provide operational excellence**

Operational excellence, ease of service and innovative solutions are keys to a sustainable meal program. In 2019, we opened an 84,000 square-foot, state-of-the-art, culinary center in La Mirada, to better support our customers in Southern California. Today, we deliver close to 2 million meals, nationwide. Our experience has allowed us to roll out continuous improvement initiatives. For example, earlier this year, we deployed advanced routing software to respond to the changing landscape to optimize our delivery routes and ensure reliable delivery. We work tirelessly to build the most innovative and nutritious supply chain in the industry. While others in the marketplace are only now starting to understand the impact of real, nutritious food on lifestyle and overall success, this has been our philosophy from the start.



### **Gather student, parent, and staff input to drive student to drive student satisfaction and participation**

The success of any food service program is great food that kids love to eat. That's why we go into schools to ask kids what they want to eat and conduct surveys to understand how they like the food that is served. Our most popular meals, such as Chicken and Waffles and Bean & Cheese Pupusas, have been developed as a direct result of student feedback. Our student survey initiative has given students a voice in what they're eating. Tens of thousands of survey results have allowed us to improve our pizza recipe, improve our supper and lunch cycles, and add more exciting selections that kids love. For Food Service Directors, this data allows our cycle menus to reflect kid favorites, driving higher participation across all platforms. In the Partnership section of our proposal, we lay out the specific ways we will gather feedback from parents, students, and staff to improve menus and get students excited to eat. We are particularly proud of our 6-week intensive Student Nutrition Advocacy Kids (SNAK) program which we use with some of our larger partners to capture feedback and improve our meal program.

### **Provide exceptional partnership experience**

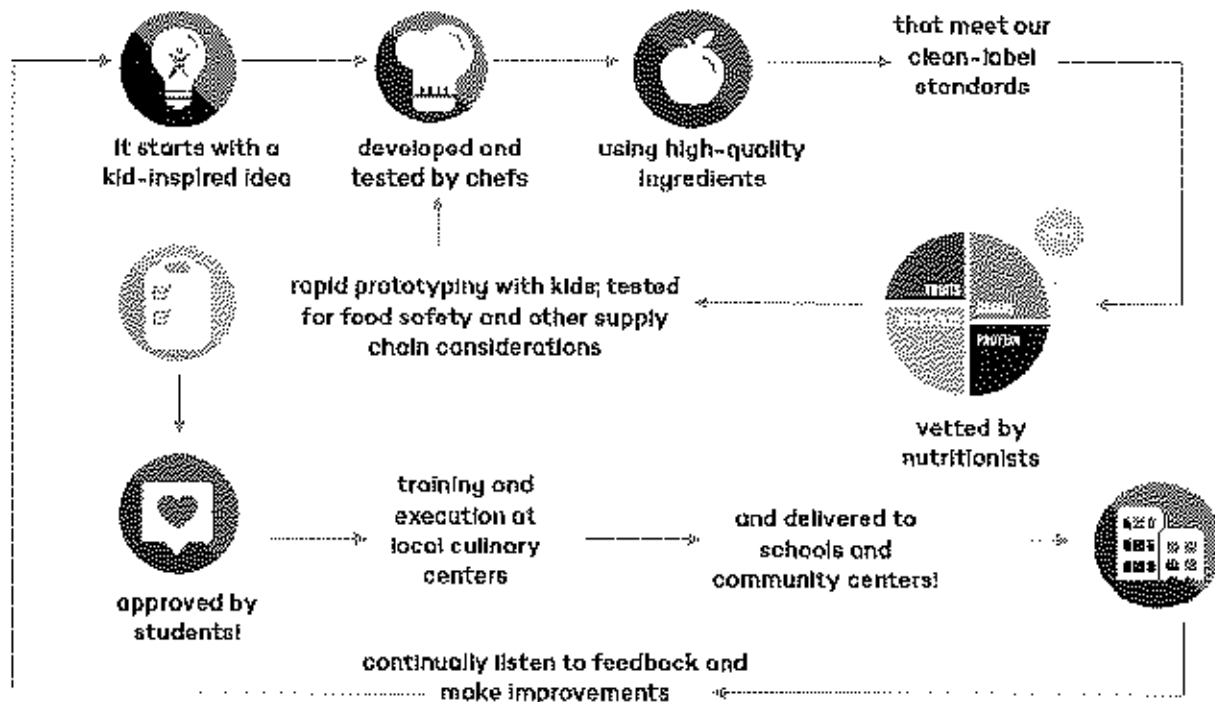
Our commitment is beyond delivering healthy, culturally relevant food. Our commitment is to comprehensively think about how to fulfill your vision for a robust food service program. Our team works diligently to increase awareness around healthy food and lifestyles. In San Francisco, CA, we worked with Cooking Matters to produce a series of cooking classes for parents of infants. In Boston, MA, we partnered with FoodCorps to create sustainable gardens. Our team is committed to understand IFTIN's priorities and goals, and work to ensure complete satisfaction with your meal program. Providing robust support for your meal program is a unique part of our service. Several of our La Mirada team members are local to the Compton area and have deep roots there. Jose Morafes, our devoted Sr. Director of Operations, was born and raised in South Central LA, and continues to advocate daily for the students in his community. Your partner team includes a Customer Success Coordinator and Client Project Manager to assure that your day to day food service needs are met, a Regional Partnership Manager to optimize your food service program, production team members to assure that food is made to perfection, and friendly drivers to make sure that your food arrives when you expect it. Together we've created a team that's truly committed to exceeding your expectations!

In the subsequent pages, you'll have an opportunity to get to know us better. We look forward to having an opportunity for you and your stakeholders to taste our food. Collectively, we hope to be your next partner in delivering healthy, culturally relevant, and delicious food to your students and creating a robust and innovative food service program.



## KID-INSPIRED, CHEF-CRAFTED™

We build lifelong healthy eaters by making great tasting, healthy food that is kid-inspired, chef-crafted™. Our mission and unique process of designing meal programs set us apart as the recognized leader in student nutrition, health, and citywide wellness.



Our food philosophy incorporates three key pillars:

### Nutrition Standards

- Exceed government regulations
- Follow Dietary Guidelines for Americans
- Offer a variety of options

### Sourcing & Ingredient Standards








- Source high-quality ingredients
- Commit to clean label
- Develop and implement "never-ever" list

### Culinary Development

- Create food that is kid-inspired, chef-crafted
- Apply rubric to evaluate every menu
- Design and craft culturally relevant menu items tailored for each region

## Exceeding USDA Minimum Standards

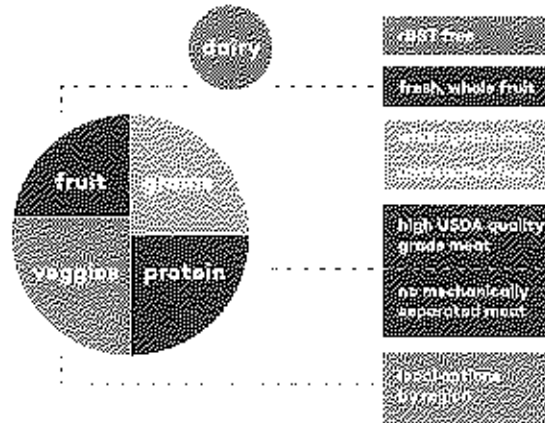
Our menus **exceed** HHFKA nutrition standards to promote a healthy eating pattern. We've had internal ingredient standards since our founding in 2006. When the HHFKA was passed, we were already onboard with their requirements – and beyond.

the USDA said:	Revolution Foods offers:
<b>increase fruits</b>	 <ul style="list-style-type: none"> <li>+ seasonal, fresh fruit with every meal</li> <li>+ whole or sliced fruit only, never canned or with added sugar</li> </ul>
<b>increase vegetables</b>	 <ul style="list-style-type: none"> <li>+ different vegetable choices daily</li> <li>+ vegetables built into our salads, sandwiches, and wraps</li> <li>+ variety of preparations: served raw, roasted, baked, broiled, or glazed, but never fried</li> </ul>
<b>switch grains to whole grain-rich</b>	 <ul style="list-style-type: none"> <li>+ 100% whole grain-rich from a variety of sources: wheat, oats, rice, corn, rye, barley, providing taste, texture, and nutrition</li> <li>+ premium whole grain-rich pastas, freshly cooked to the al dente texture kids prefer</li> <li>+ no bleaching agents or bleached flours</li> </ul>
<b>right-size the protein rich foods</b>	 <ul style="list-style-type: none"> <li>+ quality meat and poultry cut from whole muscle; no mechanically-separated meat</li> <li>+ deli meats and hot dogs, sausages, meatballs, and nuggets made without artificial flavors, colors, bleaching agents, or added sodium nitrate/nitrite</li> <li>+ meatless, plant-based protein options for broad student appeal</li> </ul>
<b>no artificial trans fats</b>	 <ul style="list-style-type: none"> <li>+ we have never ever served a meal with artificial trans-fats</li> </ul>
<b>reduce sodium from 2014-22</b>	 <ul style="list-style-type: none"> <li>+ our chefs add flavor through herbs, spices, aromatic vegetables, and citrus juices</li> <li>+ our emphasis on whole ingredients and home-style cooking naturally limits sodium</li> </ul>
<b>smart snacks</b>	 <ul style="list-style-type: none"> <li>+ we offer a range of products to support a la carte program</li> <li>+ all our snacks meet the USDA standards AND our stringent real food standards</li> </ul>



## Sourcing and Ingredient Standards

Our sourcing standards ensure our meals are always made from carefully sourced, **high-quality ingredients**.



We believe your students' health and wellness comes first, which is why we've developed our own **strict, clean-label standards**.

Four icons are arranged horizontally, each with a corresponding text box below it. The icons are: a pill with a slash through it, a corn cob with a slash through it, two oil drops with a slash through them, and a skull and crossbones with a slash through it. The text boxes contain the following text: "No artificial colors, flavors, or sweeteners", "No high fructose corn syrup, HFCS, or sucralose", "No partially or fully hydrogenated fats/oils", and "No BHA, BH<sub>2</sub>, TBHQ, sodium nitrites/nitrosates".

We strictly adhere to our “never ever’s” – **a list of ingredients commonly found in school meals that we will never allow in our food**. All the ingredients on this list were evaluated on a 5-factor ranking tool developed and implemented by a third-party expert in nutrition and food additives.

Our **five-factor risk ranking categories** include:

1. Scientific Research
2. Consumer Advocacy
3. Regulatory bans (global)
4. Consumer voice/opinion
5. Retailer bans



## Culinary Development

We build lifelong healthy eaters by creating food that is always...

### Kid-Inspired



Our entire product development process is informed by how kids make food decisions and the many contributing factors to “kid appeal” (i.e. taste, smell, packaging, presentation & delivery). We co-design meals with kids and test every new menu innovation or reform with them.

### Chef-Crafted



Our chefs craft classic meals with bold new pairings to highlight fresh, seasonal produce, innovating on how we present our food to engage with kids. They create menus that feature cultural relevance, regionality and variety to ensure our meals are delicious and good for kids.



## Positive Outcomes

Revolution Foods meals have been proven as the clear leaders in measures of "healthiness" in numerous academic studies.<sup>1,2</sup>



Research from UC Berkeley confirms healthy school meals not only drive positive academic outcomes for our students but are also one of the least expensive intervention methods to set our youth up for success.

4

Average percentile points healthier school meals could raise student achievement by

#1

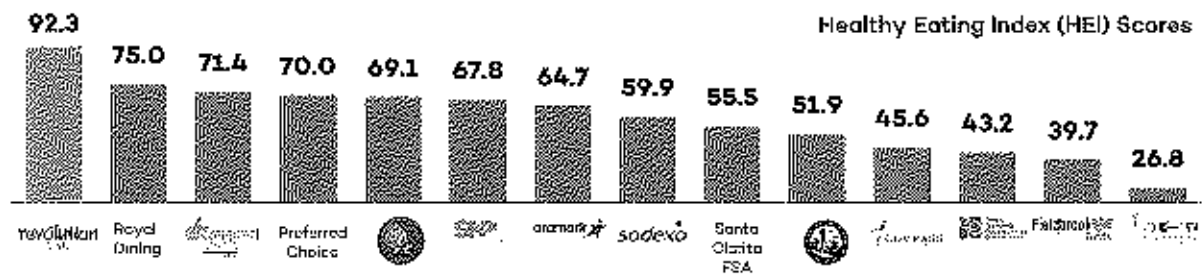
Rank of Revolution Foods meals vs. other school meal providers in Healthy Eating Index (HEI)\*



Research from KKS Advisors on behalf of W.K. Kellogg Foundation found schools that served Revolution Foods meals saw significant improvement in students' performance in English and small positive effects on math results and attendance rates.

13%

Improvement in English Language Arts (ELA) results observed in schools served by Revolution Foods vs. control schools across Louisiana, New York & Massachusetts



<sup>1</sup> "School Meal Quality and Academic Performance"; Michael L. Anderson et. al; 2018.

<sup>2</sup> "Mission Aligned Framework for Investing: Maximizing the Impact of the W.K. Kellogg Foundation's Mission Driven Investment Portfolio"; KKS Advisors; 2019.

## Meet Your Chefs!

Our team of highly skilled chefs are responsible for developing menus based on satisfaction and ensuring the meals can scale to meet the needs of large districts and city wellness contracts.

### Cliff Lyles, Executive Chef and VP of Culinary Excellence



Clifton Lyles is an award-winning chef who specializes in creating culinary-inspired, nutritious meals at scale. From turning airplane meals into a hot commodity to making clean, gluten-free dishes delicious, Chef Cliff is known in the U.S. and abroad for creating elevated & high-quality food. Chef Cliff grew up in the Midwest knowing firsthand the impact of childhood hunger; he is excited to lead the culinary team at Revolution Foods and to help fuel minds and bodies.

### Ian Zabel, Culinary Development Manager



Chef Ian has a BS in Nutrition and has accrued extensive experience in fine dining, operations, and recipe development. In his 3 years with Revolution Foods, he has used skills he's learned working at some of the most acclaimed restaurants in the country to create healthy and nutritious meals, driven by student and adult flavor preferences.

### Samantha Limcaco, R & D Chef



Samantha comes to Revolution Foods with a varied culinary career. She began as product developer at a test kitchen, moved into farm-to-table fine dining, and most recently worked as a Private Chef and as a Culinary Teacher for children focusing on world cuisine. Samantha began with Revolution Foods as a Catering Chef but moved quickly into Product Development as an R&D Chef. She finds creating delicious, wholesome food for all, a natural next step in her culinary career.



## Culinary Center and Food Safety

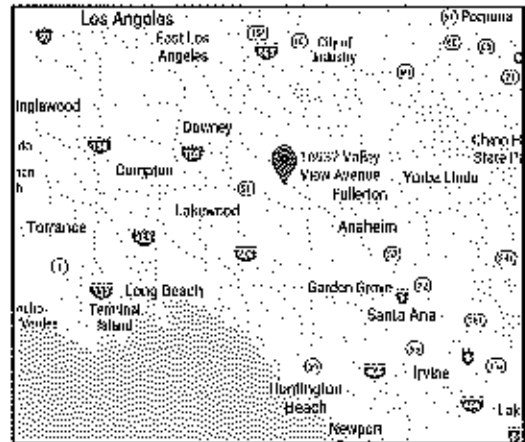
Our state-of-the-art Culinary Center, in La Merida, is over 80,000 square feet and includes cutting edge kitchen equipment such as ProSeal Flow Wrappers and Baxter Ovens. We employ a staff of dedicated and diligent chefs, prep cooks, production workers, and a fleet of experienced drivers to freshly prepare and deliver meals daily. We maintain an immaculate kitchen and require all our staff to be trained in food safety. Our Culinary Centers meet all applicable state and local health, safety, and sanitation regulations.

We always maintain detailed Hazard Analysis and Critical Control Points (HACCP) to ensure proper food safety and quality. Our HACCPs are updated in real-time, reviewed annually, and retaught to our team.

Food production areas are kept at a maximum of 38–41°F. We follow FIFO (First-In, First-Out) to make sure ingredients are rotated and used in proper order. Pallets are stored 6" off the ground. We do not use peanut or tree nut ingredients in any of our recipes. We do not handle peanuts or tree nuts on our food production floor. However, we do bring in prepackaged baked goods that are produced in facilities that may handle and process nuts.

The Quality Assurance Manager performs Good Manufacturing Practices (GMP) and Food Safety audits daily, with immediate corrective actions implemented upon findings. The results and solutions are then distributed to the Director of Operations, Vice President of Operations, and Executive Vice President of Operations for further review. Any noncompliant meals or processes identified during the audit are corrected immediately and the HACCP is updated, if needed. Regular internal auditing process, cGMP inspections, and thorough follow-up assures the quality and safety of our meals.

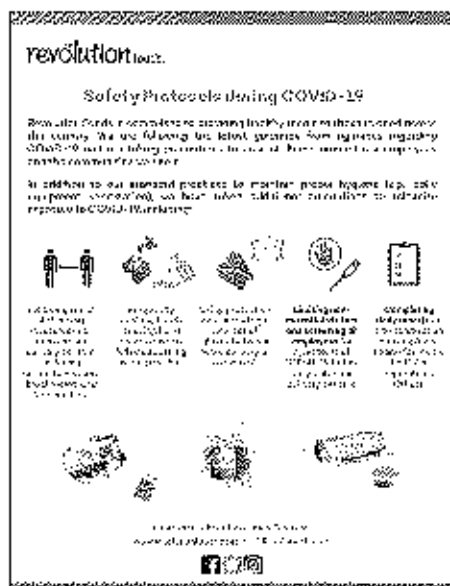
Our culinary centers are subject to random, periodic inspections by USDA, state and local health departments, and other agencies designated to inspect meal quality by the state. These inspections are accomplished in accordance with U.S. Department of Agriculture Food and Nutrition Service regulations. Each of our centers is inspected at least twice yearly, and all inspections reports are available for your review.



## Increased measures during Covid-19

Our standard practices to maintain proper hygiene (handwashing/equipment sanitization) continue during the COVID-19 pandemic, and we have taken additional precautions to minimize exposure to COVID-19. We have adjusted our standard practices to follow the social distancing measures recommended by the CDC in all areas of the culinary center, including the production room, breakrooms, and loading dock. When social distancing is not possible, we are using protective gear to protect our employees. The basic procedures required are as follows:

- Employee temperatures are taken before starting work each day
- Symptom monitoring by the managers is occurs continuously
- Employees continue to wear gloves when in food preparation
- Face coverings are required in areas where social distancing is not feasible
- All employee common areas are being cleaned several times throughout the day, at least every four hours
- All food preparation equipment is deep cleaned daily
- Floors in the food preparation area are deep cleaned daily
- We are limiting all non-essential visitors from entering our culinary centers to prevent exposure to COVID-19, and we screen all visitors before accessing our facility.
- Any employee with a temperature over 100.4 degrees is not permitted to work and is advised to immediately consult with a physician.



**Our safety protocols, in English and Spanish, are shared with partners. The health and safety of our team members and partners is in our hands.**



## MEAL SERVICE

We offer every type of meal compliant with Child Nutrition Programs, and can fully customize our menus to include hot or cold meals, served unitized, in individual portions, or family-style. All our meals are compliant with the National School Lunch Program for grades PK, K-5, 6-8, 9-12.

### Menu Platforms

Breakfast	We offer <b>hot and cold breakfast</b> , with the option to unitize cold breakfast items for easy service in the classroom. Every breakfast is served with fresh fruit, whole grains, and white milk.
Lunch	We offer <b>hot and cold lunch, including vegetarian and dairy-free options</b> , daily. Every lunch contains healthy carbohydrates, lean proteins, fresh fruits, and vegetables. Condiments (e.g., ketchup, mustard, mayo, and hot sauce) are provided as designed with each lunch.  We are ready to support your meal program based on your school's reopening plan. Throughout the pandemic, we have partnered with districts and charter networks to support their various feeding site models with our freshly prepared, culturally relevant meals. In the following pages, we detail how we can tailor our meals to support distance learning, dining in the cafeteria, and dining in the classroom.
Snack	Each snack contains two items such as fruit, string cheese, sunflower seeds, and sunbutter.
Faculty Meals	Meals for <b>faculty and staff</b> can be added to deliveries when ordered with student meals. Student and faculty menus are the same and meals can be sent in individual or family-style formats.
Field Trip Meals	Sack lunches are available for field trips and are generally delivered the day prior to the field trip so staff and students can be prepared and <b>ready on the big day</b> .
Back Up & Contingency Meals	Our back up and contingency meals will provide you with peace of mind. We can provide our <b>fresh meals or shelf stable</b> options, depending on needs. Both types of meals can be stored on-site and utilized in case of emergency. These meals meet the same nutritional quality and clean-label ingredients standards you can expect from all our meals.

## Monthly Menu Planning

- ❖ We are *not* a pork free facility; however, we are very limited in the number of meals that contain pork. Our menus consist of 4 offerings per day, those who are pork free, can choose from the multiple pork free options.
- ❖ We do not use peanut or tree nut ingredients in any of our recipes. We do not handle peanuts or tree nuts on our food production floor. However, we do bring in prepackaged baked goods that are produced in facilities that may handle and process nuts.

We release monthly menus one month in advance detailing our various offerings. Our menus are based on a 4-week cycle ensuring students have a multitude of options throughout the month. Nutritional data is provided no later than one (1) week in advance of service. This includes:

- Monthly Menu Portion Detail to demonstrate compliance with the National School Lunch Program for grades PK, K-5, 6-8, 9-12
- Carbohydrate Report to assist with ordering for students with diabetes.
- Allergen Report tracking the eight allergen components as defined by the Food Allergen Labeling and Consumer Protection Act of 2004 (FALCPA) to assist staff in ordering for special meal accommodations. **Eight allergens are; wheat, dairy, eggs, soy, shellfish, fish, peanuts, and tree nuts).**



MILK



EGG



TREE NUTS



PEANUTS



WHEAT



FISH



CRUSTACEAN  
SHELLFISH



SOY

Menu changes or substitutions may be required due to **unforeseen or emergency** circumstances; in the event a substitution is required, we will communicate the need to your designated point of contact.

Students with special dietary needs must have a signed statement by a medical doctor or a recognized medical authority on file.

We are **NOT** capable of modifying texture, providing items outside of those we source (i.e. nutritional supplements), or changing the nutritional profile of individual menu items or foods to meet any of the needs associated with disabilities.

## Offer vs. Serve

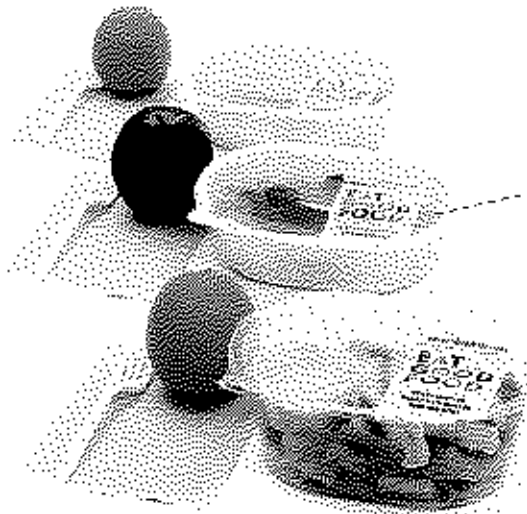
Our breakfast and lunch programs can follow the **Serve or Offer vs. Serve (OvS)** platforms, a strategy designed to give students independence while also reducing waste.

Under OvS, fruit, vegetables, and milk are provided family-style for students to select a compliant meal. This service style ensures efficiency and waste reduction while providing students the opportunity to build their own meal out of their preferred components.

## Meal Presentation and Packaging

We've invested in environmentally friendly, easy-to-use, and proprietary packaging and presentation materials so our meals not only taste amazing, but also *look* delicious, fresh, and fun.

Based on student and administrative feedback, we re-designed our unitized meal packaging for the current school year to increase student participation & satisfaction.



**White compartment trays for hot meals** – switched from black for greater kid-appeal

**Clear trays for cold meals** – switched from opaque white to increase visibility of ingredients and appetite appeal

### Café-Style unitized meals

A colorful seal gives our entrées a café-inspired look that appeals to kids, with a clear window for visibility; plastic containers and utensils provided with this offering are recyclable with option to purchase compostable. Napkins are compostable.



**New anti-fog film** – reduces condensation, maximizing visibility of ingredients and appetite appeal

### Balipark-Style unitized meals

Playful branded flow-wrapping for sandwiches, wraps, burgers, and dogs; utensils provided with this offering are recyclable with an option to purchase compostable. Trays & napkins are compostable.



**Positive call to action & colorful graphics** – encourages students to eat more healthy food and elevates the overall product & dining experience



## Successful Reopening

We understand the uncertainties you are facing this fall. Let's work together to make your school reopening a success. Our flexible meal platforms, compliant across NSLP, CACFP & SFSP, support a variety of reopening scenarios this fall and throughout the school year so ALL your students can be nourished with healthy and delicious meals no matter where they are learning:

<p><b>Individual (unitized) Meals</b></p>	<p><b>Multi-Day Meal Boxes</b></p>	<p><b>Family Style (bulk) Meals</b></p>
<ul style="list-style-type: none"> <li>✓ Distance learning</li> <li>✓ Dining in the classroom</li> <li>✓ Dining in the cafeteria</li> </ul>	<ul style="list-style-type: none"> <li>✓ Distance learning</li> </ul>	<ul style="list-style-type: none"> <li>✓ Dining in the cafeteria</li> </ul>

- ❖ **Individual (unitized) meals:** Individually sealed packaged meals for ease of service, safe-handling and compliant portioning.
- ❖ **Multi-day meal boxes:** Multiple days' worth of reimbursable individually sealed meals with multilingual at-home heating guides.
- ❖ **Family-style (bulk) meals:** Entrees designed to be plated to order, with compliant sides and optional unitized additions to create a familiar, home-style experience for students



Enlida R... I got my first box today. Thank you so much!  
Love · Reply · Message · 3h

## Operating Plan

	Category	Activity	Owner
Monthly	Menu Management	Menus are published online in AppleCore one month prior to meal service. Orders may be entered weekly or monthly.	<ul style="list-style-type: none"> <li>Client Project Manager</li> <li>Customer Success Coordinators</li> </ul>
	Compliance & Audit	Prior to each month of service, IFTIN Charter contact receives nutrition documentation, including allergen and carbohydrate reports.	<ul style="list-style-type: none"> <li>Revolution Foods Nutrition &amp; Compliance Team</li> <li>Customer Success Coordinators</li> </ul>
Weekly	Menu Management	IFTIN Charter places orders Tuesday by 5:00 pm each week. Any changes or requests made after this time will be handled on a case-by-case basis.	<ul style="list-style-type: none"> <li>IFTIN Charter Staff</li> <li>Customer Success Coordinators</li> </ul>
Daily	Meal Service	All meal components are delivered twice per week.	<ul style="list-style-type: none"> <li>Driver Fleet</li> <li>IFTIN Charter Serving Staff</li> </ul>
Quarterly	Program Engagement & Partnership Support	<ul style="list-style-type: none"> <li>Connect with students via meal surveys or lunch time visits.</li> <li>Connect with students and their families at community meetings, parent nights, or school special events.</li> <li>Connect with IFTIN Charter staff and decision makers via site visits, teleconferences, and emails to discuss overall program satisfaction.</li> </ul>	<ul style="list-style-type: none"> <li>Regional Partnership Manager</li> </ul>
As Needed	Compliance & Audit	Compliance Department provides audit and documentation requests and support.	<ul style="list-style-type: none"> <li>Revolution Foods Nutrition &amp; Compliance Team</li> <li>Client Project Manager</li> </ul>



## **Transition Plan**

Our strong operations and audit support capabilities ensure a smooth transition when you begin service with us. We have professional, experienced team members across the state to support with operations and program implementation.

### **→ Step 1- Collaboration and Understanding**

- Understand your unique needs, goals, and vision for your nutrition program
- Meet your team and understand your school with on-the-ground visits
- Attend strategic planning sessions with your Regional Partnership Manager to confirm contingency and student engagement plans for the year.

### **→ Step 2- Ordering, Menus, Equipment and Small wares**

- Share sample menus and solicit feedback
- Conduct site walk-throughs and inventory equipment/small wares

### **→ Step 3- Implementation and Start of Service**

- Conduct delivery dry runs
- Reconfirm labor and equipment needs and provide final cycle menus
- Launch meal program and promotion programs, for example NSBW and NSLW
- Survey students and parents about meal service and menu items to improve menus, meals, and participation
- Check-ins and monitoring of meal program effectiveness

1 month before program start		
Administrative	Operations	Partnership
<ul style="list-style-type: none"> <li>• Review/draft contract</li> <li>• Schedule weekly meetings with administration</li> <li>• Complete staff/driver background checks, drug testing and any other items as required by the RFP.</li> <li>• Schedule welcome and introduction meeting with your support staff.</li> </ul>	<ul style="list-style-type: none"> <li>• Set-up invoicing and accounting accounts</li> <li>• Ensure sites are set up correctly in AppleCore (our proprietary ordering system)</li> <li>• Review permits/licenses and other food safety requirements as needed</li> <li>• Confirm meal times</li> <li>• Conduct walk-through to assess equipment, inventory, merchandising, delivery, and labor needs</li> <li>• Review NSLP guidelines, requirements, and expectations</li> </ul>	<ul style="list-style-type: none"> <li>• Conduct handbook training with site staff</li> <li>• Develop and share launch plan with site staff</li> <li>• Create survey and engagement plan calendar</li> <li>• Gather partner priorities and incorporate into partner strategy</li> </ul>

1 -2 weeks before program start			
Administrative	Operations	Partnership	Human Resources
<ul style="list-style-type: none"> <li>• Dispatch team performs dry-run(s) of route(s) and delivers any equipment/supplies needed</li> <li>• Develop emergency contact list and review school handbook</li> <li>• Meeting/introduction with administrators at all locations</li> <li>• Review timeline for receiving (10 days after month close) and reviewing invoices and claiming credits (15 days after invoice is received).</li> </ul>	<ul style="list-style-type: none"> <li>• Confirm contingency plan in case of inclement weather, delivery or quality issues, or equipment malfunction</li> <li>• Obtain school directory, names, addresses, phone and fax numbers, maps, etc.</li> <li>• Provide introduction letter and welcome packet</li> </ul>	<ul style="list-style-type: none"> <li>• Review monthly promotional calendar with RPM, AOM, and server supervisors</li> <li>• Review meal program strategy and implementation of best practices to increase participation</li> <li>• Review customer communication and escalation protocol</li> </ul>	<ul style="list-style-type: none"> <li>• Verify all background checks, and tuberculosis and drug screen results for all assigned employees and drivers</li> <li>• Complete and train all new hires</li> </ul>



## Meal Ordering

Daily menu options are listed one month in advance in AppleCore, our proprietary online ordering system. IFTIN Charter can place orders any time until 5:00pm on the Tuesday prior to the upcoming week of service. Order changes may occur up to 48 hours of scheduled delivery without charge. Our Customer Success Team can often support order changes within 48 hours of scheduled delivery, additional fees may apply. Our Customer Success Team is available to guide and support you through the ordering process.

Access Online at [www.Orders.RevFoods.com](http://www.Orders.RevFoods.com)



Home Order A la Carte Schools Reports My Profile











### March 2020

M	T	W	T	F
<b>Mar 2</b> ✓ Cold Breakfast: 130 Breakfast Fruit: 26, 20% Hot lunch: 425 Lunch Vegetable: 65, 15% Lunch Fruit: 277, 65% Snack: 450 Hot Supper: 70 Supper Fruit: 70 Beverage: 397	<b>Mar 3</b> ✓ Cold Breakfast: 90 Hot Breakfast: 40 Breakfast Fruit: 26, 20% Hot lunch: 425 Lunch Vegetable: 43, 10% Lunch Fruit: 296, 70% Hot Supper: 70 Supper Fruit: 70 Beverage: 383	<b>Mar 4</b> ✓ Cold Breakfast: 20 Hot Breakfast: 110 Breakfast Fruit: 26, 20% Hot lunch: 425 Lunch Vegetable: 85, 20% Lunch Fruit: 277, 65% Snack: 450 Hot Supper: 70 Supper Fruit: 70 Beverage: 383	<b>Mar 5</b> ✓ Cold Breakfast: 130 Breakfast Fruit: 26, 20% Hot lunch: 425 Lunch Vegetable: 128, 30% Lunch Fruit: 320, 75% Hot Supper: 70 Supper Fruit: 70 Beverage: 383	<b>Mar 6</b> ✓ Cold Breakfast: 120 Breakfast Fruit: 24, 20% Hot lunch: 245 Cold Lunch - Sandwich: 45 Lunch Vegetable: 116, 20% Lunch Fruit: 232, 80% Hot Supper: 75 Supper Fruit: 75 Beverage: 350 Extras: 100
<b>Mar 9</b> ✓ Cold Breakfast: 120 Breakfast Fruit: 24, 20% Hot lunch: 335 Cold Lunch - Sandwich: 90 Lunch Vegetable: 85, 20% Lunch Fruit: 255, 60% Snack: 450 Hot Supper: 70 Supper Fruit: 70 Beverage: 382	<b>Mar 10</b> ✓ Cold Breakfast: 90 Hot Breakfast: 40 Breakfast Fruit: 26, 20% Hot lunch: 425 Lunch Vegetable: 64, 15% Lunch Fruit: 319, 75% Hot Supper: 70 Supper Fruit: 70 Beverage: 389 Extras: 50	<b>Mar 11</b> ✓ Cold Breakfast: 90 Hot Breakfast: 40 Breakfast Fruit: 26, 20% Hot lunch: 380 Cold Lunch - Sandwich: 25 Lunch Vegetable: 81, 20% Lunch Fruit: 405, 100% Snack: 450 Hot Supper: 70 Supper Fruit: 70 Beverage: 375	<b>Mar 12</b> ✓ Cold Breakfast: 130 Breakfast Fruit: 26, 20% Hot lunch: 365 Field Trip Lunch: 10 Lunch Vegetable: 37, 10% Lunch Fruit: 292, 80% Hot Supper: 75 Supper Fruit: 75 Beverage: 354	<b>Mar 13</b> ✓ Cold Breakfast: 130 Breakfast Fruit: 26, 20% Hot lunch: 385 Cold Lunch - Salad: 40 Lunch Vegetable: 154, 20% Lunch Fruit: 299, 70% Cold Supper: 60 Supper Fruit: 60 Beverage: 516

Click on any day of the week to order. Dates with check marks next to them mean that orders for that day have been placed. Dates without check marks indicate that ordering for that day has not yet occurred.

## Placing Daily Orders

Orders are placed in our proprietary online ordering system weekly or up to one month in advance.

<b>lunch</b>		Easy ordering by grade level	
		6-8	9-12
<i>hot lunch</i>			
<b>Meatless 'Italian' Calzoni</b> with Whole Grain Goldfish Cheddar Crackers		<input type="checkbox"/>	<input type="checkbox"/>
<b>Pepperoni Pizza</b>		110	110
<b>BBQ Beef Rib Sandwich</b> with BBQ Sauce Packet		<input type="checkbox"/>	<input type="checkbox"/>
<i>cold lunch - sandwich</i>			
<b>Sesame Chicken Wrap</b> with Sesame Vinaigrette Packet		<input type="checkbox"/>	<input type="checkbox"/>
Dairy-Free options daily			
<b>Cheddar Cheese Sub Sandwich</b> with Yogurt and Mustard Pa		<input type="checkbox"/>	<input type="checkbox"/>
Vegetarian options daily			
<i>field trip lunch</i>			
<b>On-the-Go-Lunch (Field Trip Meal)</b> with Fresh Fruit		<input type="checkbox"/>	<input type="checkbox"/>
<b>On-the-Go-Lunch (Field Trip Meal)</b> with Fresh Fruit		<input type="checkbox"/>	<input type="checkbox"/>
Field trip meals offered daily			
<i>lunch fruit</i> 75 %			
<b>Fresh Fruit</b>	 	83	83
<i>lunch vegetable</i> 25 %			
<b>Steamed Corn</b>	 	28	28
Milk, daily vegetable, and fruit all auto-populate based on your pre-set preferences			

### We can help you identify consumption trends and order accurately.

- Learning what your students like helps keep participation high and leftovers low.
- Use AppleCore to track consumption and identify patterns in consumption and behavior throughout the year.

## **Delivery**

We will deliver twice per week based a schedule that works for your location and staff. Meals will be delivered cold to be heated on site. The final delivery window will be mutually agreed upon prior to the start of meal service.

## **Routing**

To create efficient routes, we take the following steps:

- Develop delivery plans for sites based on program and meal times
- Perform route and delivery dry-runs two weeks prior to service start
- Re-evaluate routes and adjust as needed
- Finalize routes and perform final dry run(s) immediately prior to start

## **Managing the Fleet**

Maintaining our fleet of delivery trucks is essential to our performance and mission. Our Dispatch Manager tracks mileage, schedules service regularly, and ensures all vehicles are operating correctly. The Director of Operations also reviews streamline operations as needed.

## **Commitment to Safety**

Each culinary center adheres to a HACCP, ensuring meal preparation and delivery processes are in accordance with state and local health codes.

Our drivers receive thorough training on food safety, delivery route management, and additional topics such as managing parking lots, driving around buses, and handling school and holiday traffic.

Upon delivery, drivers unload and place meals in the designated locations, then measure and record meal temperatures again. Finally confirm the order with IFTIN Charter's on-site point of contact. IFTIN Charter is responsible for all food components and food safety concerns once meals are delivered.



## Web-based Transportation Monitoring



samsara

We have equipped all trucks with **Samsara technology**, providing a web-based monitoring system to track delivery vehicles. This GPS tracker allows us to monitor vehicles in real-time, which enhances communication with drivers and enables us to report and analyze data to better serve our partners.

Vehicles are also equipped with a cold chain monitoring system, allowing for remote monitoring of the cooler/cold storage temperature in real-time and storing historical temperature information in a centralized log online.

As a second measure of control, we also have digital thermometer gauges in each vehicle allowing the driver to monitor the temperature of the cooler throughout the duration of the delivery. Cold food temperatures are taken manually upon delivery at the sites and recorded on the delivery packing slip. Temperatures are then recorded on a log at local distribution center.



## Delivery Equipment

Each meal is prepared and packaged preventing leakage and ensures meal stay fresh and do not dry out during reheating. Meals are transported in bread racks and stackers that support food when shifted in transport.

- ❖ Our meals are delivered via bread baskets and dolly, as pictured.
- ❖ When full, these bakery trays stack securely for easy transport.
- ❖ When empty, the trays cross-stack and nest for back room and truck space savings.
- ❖ Accommodations can be made for sites without commercial refrigerators, where bread baskets may not fit.

Each basket can accommodate:

- 24 trays standard entrees, field trip meals, unitized breakfasts, & Grab 'n' Go supper meals
- 60 unitized vegetable trays
- 60 specialty items (such as Panada Pies, Quesadillas, or Burritos)



Dolly height: 6"





## Reading Your Packing Slip

### PACKING SLIP: MON, MARCH 2, 2020

deliver to

**NSLP ABC School**  
1234 Main Street  
Happyville, CA, 95400

Delivery  
Address

bill to

**Fake School**  
1234 Main Street  
Happyville, CA, 95400

Delivery  
Date

details

Account Manager: (Select Account Manager)  
Truck Route: 89

menus subscribed to

NCA Beverage NSLP  
NCA Beverage NSLP Chocolate Milk Fridays  
NCA Breakfast NSLP  
NCA Breakfast NSLP Fruit  
NCA Lunch NSLP Fruit  
NCA Lunch NSLP K-12  
NCA Lunch NSLP K-12 Vegetable - Regular  
NCA Lunch NSLP PK-12 Field Trip

NSLP delivery tags (Initial each)

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18

**T-tag Check Boxes**

Find the total number of T-tags and make a final check to ensure all items are off the truck and at the site.

**NSLP Hot lunch**

description

**Crispy Chicken Sandwich with Ketchup [a,b,c,d,e]**

veg/df	size	qty
DF	K-8	30
<b>TOTAL</b>		<b>30</b>

**TOTAL**

**NSLP Hot lunch components**

code description

(a) Crispy Chicken Sandwich (K-5) [K-5]

(b) Ketchup (1 packet)

(c) Forks (Sleeves of 100/ea)

(d) Rev Foods Carry Tray (125/sleeve) (ea)

(e) Napkin (500 per sleeve)

**Order Description**

Detailed breakdown of meal components and T-tag information.

qty	container	tag
30	LgSheet (2.0)	<b>NSLP T1</b>
30	ProductCase: (0.30)	<b>NSLP T2</b>
30	ProductCase: (0.30)	<b>NSLP T3</b>
30	ProductCase: (0.30)	<b>NSLP T4</b>
30		

**NSLP Cold Lunch - Sandwich**

description

**Roast Turkey and Cheese Sub on Whole Grain Roll with Mayo/naise on the Side [a,b,c,d,e]**

veg/df	size	qty
	K-5	30
<b>TOTAL</b>		<b>30</b>

**TOTAL**

All meals (hot lunches, cold lunches, field trip meals, snacks, unitized breakfasts, regular breakfasts, etc.) are broken down into different sections on the packing slip. Each entry includes a description of the meal, designation of vegetarian or dairy-free if applicable, size, quantity, and other items to be served with the meal.



**NSLP Cold Lunch - Sandwich components**

code	description	qty	container	tag
(a)	Roast Turkey and Cheese Sub on Whole Grain Roll (K-5) (K-5)	20	UpSheet (1.12)	NSLP T5
(b)	Mayonnaise on the Side (1 packet)	50	ProductCase: (0.30)	NSLP T6
(c)	Rev Foods Carry Tray (125/sleeve) (ea)	30	ProductCase: (0.30)	NSLP T7
(d)	Forks (Sleeves of 100/ea)	30	ProductCase: (0.30)	NSLP T8
(e)	Napkin (500 per sleeve)			

Utensils and trays also have a T-tag. Napkins do not. Your driver will deliver napkins to you regularly.

**NSLP Lunch Fruit**

description	veg/df	size	qty
Fresh Fruit (a)	Veg, DF	K-5	48
<b>TOTAL</b>			<b>48</b>

**NSLP Lunch Fruit components**

code	description	qty	container	tag
(a)	Fresh Fruit (1/2 cup)	48	Stacker (D-18)	NSLP T9

**NSLP Lunch Vegetable**

description	veg/df	size	qty
Steamed Carrots (a)	Veg, DF	K-5	30
<b>TOTAL</b>			<b>30</b>

Vegetables are delivered family-style; this section shows the serving portion based on the size.

**NSLP Lunch Vegetable components**

code	description	qty	container	tag
(a)	Steamed Carrots (3/4 cup)	30	Full400Pan: (1.4)	NSLP T10

**NSLP Cold Breakfast (consume on Fri, May 20)**

description	veg/df	size	qty
Blueberry Burst Whole Grain Bagel with Cream Cheese and Fresh Fruit (a,b,c,d,e)	Veg	K-5	30
<b>TOTAL</b>			<b>30</b>

**NSLP Cold Breakfast components**

code	description	qty	container	tag
(a)	Blueberry Burst Whole Grain Bagel (1 each)	30	ProductCase: (0.30)	NSLP T11
(b)	Fresh Fruit (1/2 cup)	30	Stacker (D 30)	NSLP T12
(c)	Cream Cheese (1 oz)	30	ProductCase: (0.30)	NSLP T13
(d)	Knives (Sleeves of 100/ea)	30	ProductCase: (0.30)	NSLP T14
(e)	Napkin (500 per sleeve)	30		

Breakfasts and field trip lunches are delivered one day ahead of your regular meal delivery, so the items and quantities here reflect what you will serve tomorrow. The "consume on" date is always indicated with day ahead delivery.

**NSLP Beverages**

description	count	cases	tag
Milk: 1% half-pint	25	1.5	NSLP T15 NSLP T16
Milk: 0% half-pint	15	0.75	NSLP T17
Soy Milk (*Dietary note required)	2	0.2	NSLP T18

Order Notes

Delivery Notes

Meal Time

Temp at Departure: \_\_\_\_\_ Time of Departure: \_\_\_\_\_

Use this space to indicate any notes regarding the delivery.

**For RF Office Use Only**  
**Equipment/Misc. Inventory**

Item	Qty left at school site	Qty picked up
Stackers		
Cambros		
Trays		
Utensils		
Condiments		
M&A		
Other Equipment		

Your driver will note the time and temperature of food upon leaving the culinary center, and again upon delivery.

**NSLP Delivery Confirmation**

Received by: \_\_\_\_\_ Temp at receipt: \_\_\_\_\_

Driver Signature \_\_\_\_\_ Time of receipt: \_\_\_\_\_

**NSLP T5**

Route 99      Unit Cambro-Large

Del. Date Thu, 5/19      Cont 14Sheet

Con. Date Thu, 5/19

Type Cold Lunch - Sand.

<i>item</i>	<i>size</i>	<i>qty</i>
SubTurkChs	K-5	30 (1.12)

**Example of a T-tag**  
 Each T-tag will list site abbreviation, route number, delivery date, consumption date, menu item, size, and quantity.

## Contingency Plan

In case of late deliveries, missing meal items, quality issues, or equipment malfunction we strive to serve your needs without disruption to service and keep the following contingencies in place.

Challenge	Contingency Plan
<p><b>Late Deliveries</b></p>	<p>If we anticipate arrival after your delivery window, we implement one of the following solutions:</p> <ul style="list-style-type: none"> <li>❖ Serve back up meals. For schools with freezer storage space, we will provide back-up meal components to you before the first day of school. The first case is provided at no cost. Additional items are charged by the case and then credited as they are used.</li> <li>❖ If this is not available, we will agree upon a local vendor to order meals from in case of an emergency.</li> <li>❖ As a last resort, accommodating a slight shift in meal time to allow for delivery.</li> </ul>
<p><b>Missing Meal Items/Quality</b></p>	<p>If you are missing meal items or have received a product with a quality below standard, we recommend these solutions:</p> <ul style="list-style-type: none"> <li>❖ Use back up meal components and report issues to Customer Service (CS) via call or email within 24 hours of delivery.</li> <li>❖ CS will schedule a replacement delivery same day or next day.</li> <li>❖ For quality concerns:               <ul style="list-style-type: none"> <li>◦ Hold sample for driver to pick up as reasonably requested</li> <li>◦ Email photos to CS</li> <li>◦ CS will follow QA protocol and issue a response within 24 hours</li> </ul> </li> </ul>
<p><b>Equipment Failure</b></p>	<p>If your equipment is not working, call CS to report the issue immediately.</p> <ul style="list-style-type: none"> <li>❖ Use back up meal components and report equipment failure to CS.</li> <li>❖ If you own equipment, contact CS to communicate immediate meal needs (e.g., switch from hot to cold only meals while retherms are being repaired).</li> <li>❖ If RF owns equipment, we will send a technician to fix the equipment. Please note the type of equipment, serial number, and describe the failure. We will modify menus to accommodate limited equipment and do our best to get back to meal service normalcy.</li> </ul>

## Disaster Planning

Our disaster plan allows students to continue receiving meals, even if schools are closed.

- o This plan includes immediately offering shelf stable meals that can be delivered to schools and community feeding sites at a schedule that works for you (in addition to our regular menu items).
- o Once requested, we have emergency contracts, with adjusted pricing, ready to go.
- o **During the COVID-19 pandemic, we immediately implemented our Disaster Plan, and since March 2020, we have served 50 million emergency meals to communities in need.**

## San Francisco Chronicle

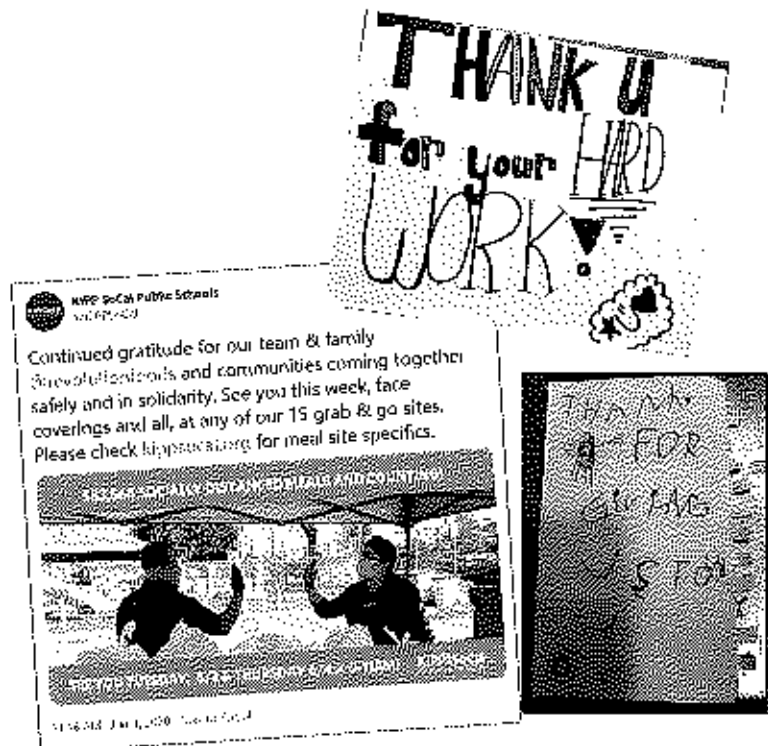
"[Revolution Foods] is working around the clock to produce meals, troubleshoot distribution and forge partnerships with organizations beyond school districts, including YMCA..."

## Forbes

"The company is working with school districts around the country to distribute meals... [and] expanded its reach to distribute healthy meals to vulnerable seniors."

## THE AUSTIN CHRONICLE

"The Revolution Foods' contract is a vital tool for the City in order to respond to the food needs created by COVID-19. Revolution Foods gives us a reliable and flexible source of nutrition for those experiencing homelessness..."





## Audit and Compliance Support

### Records

We maintain the following records for five (5) years and keep them easily accessible for you in the event of an audit:

- Menu documentation that details each food group component contribution and that component meets or exceeds NSLP, CACFP, and SFSP requirements for grades PK, K-5, 6-8, and 9-12.
- Allergen and carbohydrate information, including meal choices for students with special meal accommodations.
- **Packing slips, planned production records, recipes, sub-recipes, nutrition fact panel labels, and product formulation specifications.**

### Audits

- Notify your client project manager within three business days of receiving notice of an audit or other action from a state (or other) authority. Your CPM will work with your business office to accommodate all reporting requests in a timely manner.
- We provide meal service and detailed menu information during on-site, administrative review, to allow auditors to observe meal service in real-time, with data readily available.
- If required, we also provide corrective action related to menu and meal design.
- **Since 2014 less than 1% of audits have resulted in fiscal findings. This is out of over 380 audits nationwide including 60 in Southern California.**

### Electronic MPRs

Schools participating in the school meals program are required to keep detailed records of meals claimed for reimbursement. Menu Production Records (MPRs) support monthly reimbursement claims by demonstrating meal pattern compliance, and are reviewed during administrative review.

Our daily MPRs can be received as a hard copy (paper) OR through PrimeroEdge in electronic or paperless form. Electronic MPRs are:

- ✓ **Efficient** – No hole punching, filing, or copying MPRs for the central office
- ✓ **Waste Tracking** – Allows for entering consumption and waste to generate reports easily!
- ✓ **Better organization** – All meal data is stored electronically, no lost records
- ✓ **Convenience** – MPRs can be accessed from any location

## Sample Menu Production Record

### Production Form

Site: \_\_\_\_\_  
 Serving Dates: 8/7/2017  
 Meal Service: Lunch  
 Menu Type: All

Meal Pattern: [USDA]Meal Pattern SY 2017-2022  
 Offer: Jr., Senior, True

Meal/Menu Item	Planned Quantity	Actual Qty
K-5	100	90
6-8	75	70
9-12	50	45
Program Adults	0	0
Second Meals	0	0
Temp. trays	0	0
Sample Trays	0	0
<b>Total:</b>	<b>225</b>	<b>205</b>

Meal/Menu Item	K-5	6-8	9-12	Program Adults	Second Meals	Temp. trays	Sample Trays	Total
Hot Lunch: Cheese 1	80 (1 ea.)	0 (1 ea.)	0 (1 ea.)	0	0	0	0	80
Lunch: Chicken Bar with Ketchup (K-5) 2017_04 (R193498)	0 (1 ea.)	80 (1 ea.)	0 (1 ea.)	0	0	0	0	80
Lunch: Chicken Bar with Ketchup and Potato (6-8) 2017_04 (R193498)	0 (1 ea.)	0 (1 ea.)	80 (1 ea.)	0	0	0	0	80
Lunch: Chicken Bar with Ketchup and Potato (9-12) 2017_04 (R193498)	0 (1 ea.)	0 (1 ea.)	0 (1 ea.)	0	0	0	0	0
Cold Lunch - Sandwiches Cheese COMP Menu (K-12) 2017_08 (R25511)	50 (1 ea.)	0 (1 ea.)	0 (1 ea.)	0	0	0	0	50
Fruit: Apples 1/2 Cup (R160003)	50 (1 ea.)	0 (1 ea.)	0 (1 ea.)	0	0	0	0	50
Fruit: Apple 2nd 1/2 Cup (R160003)	50 (1 ea.)	0 (1 ea.)	0 (1 ea.)	0	0	0	0	50
<b>Total:</b>	<b>180</b>	<b>80</b>	<b>80</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>340</b>

Meal/Menu Item	Qty Prepared	Total Produced	Submits Produced	Total Served	Leftovers	Comments
Hot Lunch: Cheese 1	80	80	80	80	0	
Lunch: Chicken Bar with Ketchup and Potato (6-8) 2017_04 (R193498)	80	80	80	80	0	
Lunch: Chicken Bar with Ketchup and Potato (9-12) 2017_04 (R193498)	80	80	80	80	0	
Cold Lunch - Sandwiches Cheese COMP Menu (K-12) 2017_08 (R25511)	50	50	50	50	0	
Fruit: Apples 1/2 Cup (R160003)	50	50	50	50	0	
Fruit: Apple 2nd 1/2 Cup (R160003)	50	50	50	50	0	
<b>Total:</b>	<b>340</b>	<b>340</b>	<b>340</b>	<b>340</b>	<b>0</b>	

1. Record number or reimbursable meals sold

1. Record faculty meals (faculty meals are not reimbursable)

1. Record Servings Produced- This will generally equal Total Planned (if's the number of meals you received).

2. Record Total Served

3. Record Leftovers  
 The Entire & Vegetable Leftovers can be imported from the AppleCore Consumption Report or manually entered in Primavera.  
 The Fruit and Milk Leftovers are entered in Primavera only.

4. Add any comments from meal service

The Meal Size is listed after the Menu Item name. Each serving group will have a separate line which shows how many meals were ordered. This line is 6-8 so displays orders for 6-8. The K-5 & 9-12 size will display as "0"

If a meal serves K-5, 6-8, & 9-12 it will display as (K-12). All orders will display on the same line. For this meal there were 10 K-5, 10 6-8, & 5 9-12 size meals.

Remember to complete your Receiving & Heating Food Temperature Log

# revolution foods.

## Healthy Hunger-Free Kids Act

School Food Authorities can earn an additional 7 cents reimbursement per lunch that is certified to be compliant with the meal pattern requirements specified in the Healthy Hunger-Free Kids Act (HHFKA). Every single one of our lunch meals are HHFKA compliant. To demonstrate compliance, we provide:

- One week of menus (lunch and breakfast, for each group as applicable)
- Detailed menu worksheets of food components and portions including vegetable subgroups
- Nutrient analysis of calories and saturated fats

## Buy American

The Richard B. Russell National School Lunch Act includes a Buy American provision which requires that School Food Authorities operating school meal programs purchase domestically produced and processed foods to the maximum extent possible. We source products from suppliers that can comply with the Buy American provision.

## USDA Donated Foods

To maximize USDA foods usage in our meals, we recommend all entitlement be allocated to DoD Fresh; since the program allows for the maximum use of fresh, unprocessed, additive-free fruits and vegetables with minimal cost and administrative work to IFTIN Charter.

We are a USDA NPA commodity processor and hold a state participation agreement to use select brown box fresh fruits and vegetables, and select frozen vegetables.

**Donated foods and DoD Fresh products are credited to a minimum of 100% of published rates when delivered to the school for use and shown on monthly invoices.**







## **PARTNERSHIP**

### **Program Promotion & Student Engagement**

We are here to help our partners increase student engagement by providing a variety of tools and resources. **We'll start by advising on cafeteria and service line set up to encourage visual appeal and service efficiency. We'll next provide cafeteria merchandising to enliven your cafeteria space and encourage student participation.** We have a dedicated Marketing team to provide fun and interactive material throughout the school year. We are always willing and excited to engage with your students, families, and community. We believe that connecting with families leads to increased student participation and healthy eating at home. Highlights of our program promotion include our exclusive Student Nutrition Advocacy Kids (SNAK) Program and Project Crave.

### **Student Nutrition Advocacy Kids (SNAK)**

SNAK is our 6-week intensive Student Nutrition Advocacy Kids Program that involves a dedicated group of 20-25 students, parents, and staff to capture feedback and improve our meal program. It is a fun and engaging way to bring nutrition education to schools and has been a staple across several other charter networks we partner with including KIPP, PUC, and Harmony Public Schools. In schools where we have implemented SNAK we have seen positive outcomes that include increased breakfast and lunch participation by more than 7%.

Below is a summary of the program, which we can conduct several times throughout the year. We want to make sure that students are excited to eat on the very first day and stay engaged with their food. Your Regional Partnership Manager and Regional Chef will facilitate sessions at each site.

Session	Topic
1	Open discussion, dialogue, and surveys with student representatives about overall meal program.
2	Meal samples of favorite and not-so-favorite items. Meals are selected based off discussion from our first session.
3	Introduction of new meals for the fall including samples and tastings.
4	Students will review breakfast and lunch menus and make selections for the next month. Our Client Project Manager can provide insight into menu development, planning, recipes, and nutrition-compliance.
5	Follow-up with menu and meal selections from last session.
6	Final discussion, overview, and feedback from student representatives. Students also participate in our "Rev It Up!" challenge. We provide a set of ingredients and students are able to create their own entrée!

# revolution foods.

## Project Grave™

In addition to quantitative analysis of menu item popularity, our team collects feedback from students, leadership groups, teachers, staff, and families. Our surveys are designed to gauge student satisfaction with breakfast and lunch. Since launching in 2018, we have collected feedback from over 24,000 students across the country! Your Regional Partnership Manager will work with your schools to ensure we are regularly collecting feedback to improve student satisfaction! We are committed to:

- Ongoing opportunities to provide feedback using a standing online survey (with easy integration into social media platforms)
- Regular meetings with operations managers, principals, servers, and other interested parties to solicit feedback and address concerns
- Ongoing taste tests to introduce new menu items and receive feedback; and
- Proactive focus groups and meetings with students and student leaders to address concerns, collect ideas, and assess needs.



The average meal score (out of 5) from K-5 students surveyed to date during SY 19-20

is **4.3**



**Based on student feedback from Project Grave, we're cookin' up new items! Look for them on the menu in SY 2020-2021.**

### Breakfast!

- biscuits & gravy
- overnight oats
- conchas

### Lunch!

- chicken jambalaya
- buffalo chicken sandwich
- falafel tots...new for our vegetarian friends!

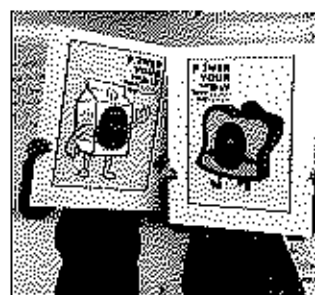
**"...More BBQ chicken!"**

— student at a local New Orleans school after sampling new BBQ chicken dish

## Sample Engagement Calendar

We have customized several engagement plans at other schools like yours to make sure the voices of your parents, staff, and students play an important role in shaping your meal program. See below for a sample schedule of events we planned in School Year 2019-2020. We would be happy to work with you to design a plan that gets your kids excited to eat. Given the current COVID-19 restrictions, we would be happy to work with you to design a virtual plan that works best for your students and staff!

<p><b>August &amp; September: "Welcome Back!"</b></p> <ul style="list-style-type: none"> <li>• Back-to-School Night tastings &amp; resources</li> <li>• Back-to-School Campaign with posters, engagement activities &amp; healthy eating challenges</li> <li>• Project Grave meal satisfaction/feedback surveys with students &amp; administrators</li> </ul>
<p><b>October: "National School Lunch Week"</b></p> <ul style="list-style-type: none"> <li>• Ongoing NSLW promotions including 'Golden Ticket' raffles</li> <li>• Halloween 'Spooky Snacks' decorating events</li> </ul>
<p><b>November: "Eat the Rainbow"</b></p> <ul style="list-style-type: none"> <li>• Student meal satisfaction surveys</li> <li>• Parent/teacher conferences &amp; tastings</li> <li>• SNAK Program kick off – establish student group of healthy role models</li> </ul>
<p><b>December: "Happy, Healthy Whole-Grains"</b></p> <ul style="list-style-type: none"> <li>• Whole-grains weekly raffle challenges</li> <li>• Whole-grains classroom lessons</li> <li>• SNAK Program monthly meeting</li> </ul>
<p><b>January: "Eat Right, Break a Sweat"</b></p> <ul style="list-style-type: none"> <li>• 'Move Your Body' classroom lessons</li> <li>• 'Break a Sweat in the Cafeteria' activity</li> <li>• Parent Action Council meeting – tastings &amp; resources</li> <li>• SNAK Program monthly meeting</li> </ul>

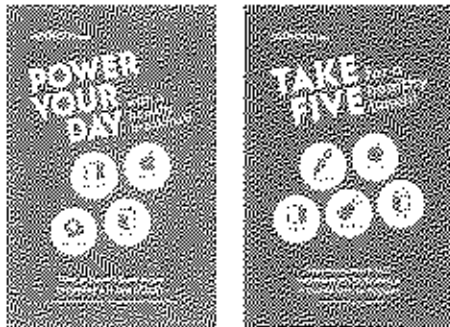


National School Breakfast Week at a Partner School!

<p><b>February: "National Snack Month"</b></p> <ul style="list-style-type: none"> <li>• Smart snacking classroom lessons</li> <li>• Smart snacking 'Cafeteria Choices' raffle</li> <li>• Project Grave meal satisfaction/feedback surveys with students &amp; administrators</li> <li>• SNAK Program monthly meeting</li> </ul>
<p><b>March: "National School Breakfast Week"</b></p> <ul style="list-style-type: none"> <li>• 'Power Your Day' healthy breakfast classroom lessons</li> <li>• "Take the School Breakfast Challenge" raffle</li> <li>• SNAK Program monthly meeting</li> </ul>
<p><b>April: "Earth Day"</b></p> <ul style="list-style-type: none"> <li>• 'Parts of the Plant' classroom lessons</li> <li>• Spring fruit/veggie tastings &amp; activities</li> <li>• SNAK Program monthly meeting</li> </ul>
<p><b>May: "Rethink Your Drink" / End of School Year Celebrations</b></p> <ul style="list-style-type: none"> <li>• 'Rethink Your Drink' healthy beverages classroom lessons</li> <li>• Project Grave meal satisfaction surveys with students &amp; administrators</li> <li>• End-of-Year Celebrations – open-house with samples, senior send-off, or graduation activities</li> </ul>

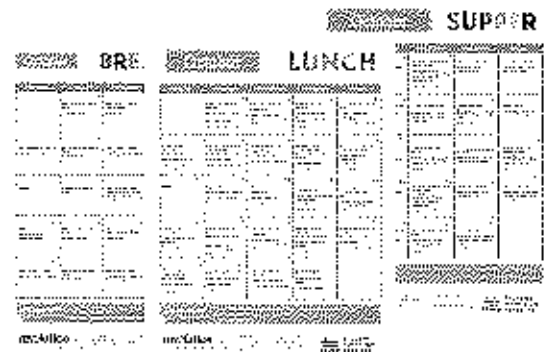
## Merchandising for Cafeterias or Classrooms

We provide merchandising appropriate for the cafeteria or classroom service.



audit-required compliance signage

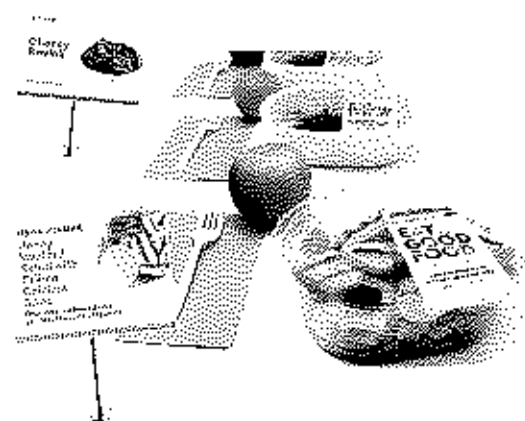
dry-erase menu boards



monthly pretty menus & meal flyers to display or send home for parents

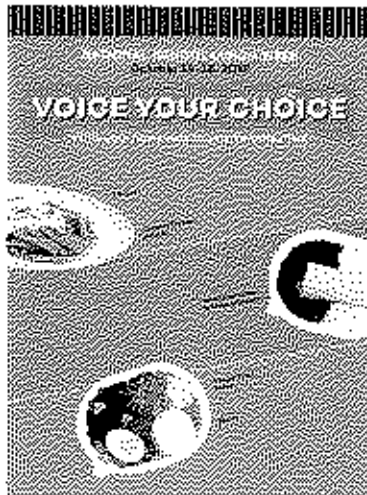


We are passionate about proactively seeking out your feedback and working together on new solutions to keep your students coming back for more. **We strive to design materials that embrace the diversity of the communities we serve and work to eliminate systemic bias in our communication.**

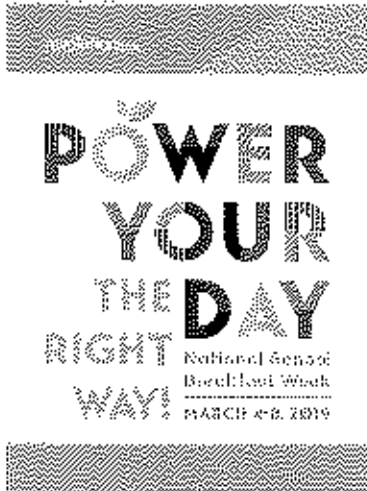


## Interactive Marketing Campaigns

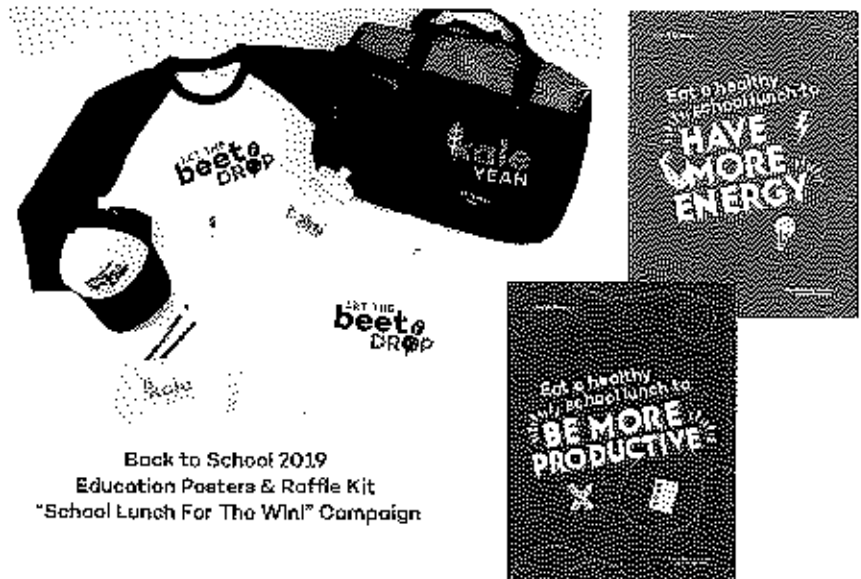
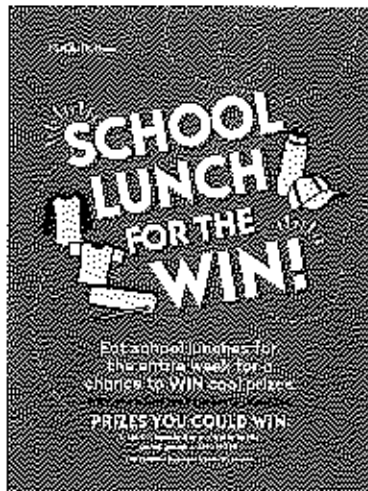
Recent examples of education and activity posters provided free-of-cost to our partners include:



National School Lunch Week 2019  
Voting Activity Poster  
"Voice Your Choice!" Campaign



National School Breakfast Week 2019  
Education Posters & Breakfast Challenge Punch Cards  
"Power Your Day the Right Way!" Campaign



Back to School 2019  
Education Posters & Raffle Kit  
"School Lunch For The Win!" Campaign

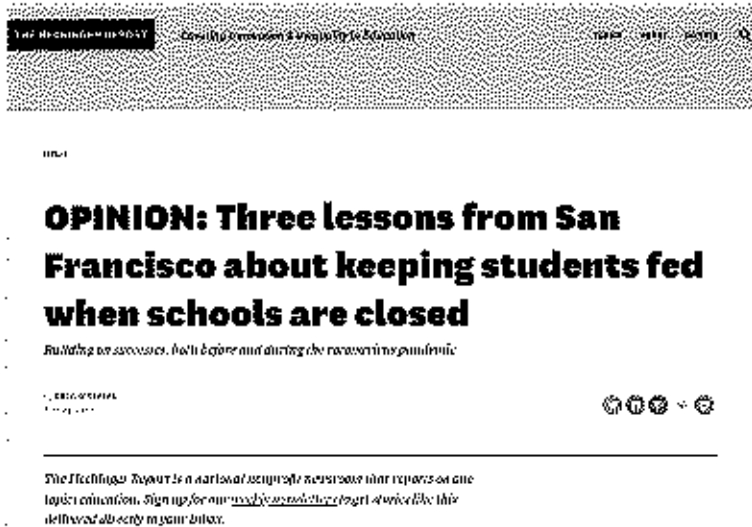
## Nutrition Education and Citywide Wellness

We know that living a healthy lifestyle is more than just eating the meals provided during the school day. Kids must eat healthy at home too. We connect families with local nutrition education groups. These groups provide interactive courses and a variety of classes including basic nutrition, food justice, local ingredient sourcing, cooking, and gardening. Together, we create a greater impact for citywide wellness.

Grass-Roots Engagement	
	<p>We partner with FoodCorps by planting school gardens and hosting nutrition fairs in schools in the Mid-Atlantic Region. Activities have included planting seeds, playing nutrition trivia games, and taste testing tropical fruits!</p>
Experiential Learning	
	<p>18 Reasons and Cooking Matters have partnered to provide free cooking and nutrition classes to families. They have integrated our recipes into their curriculum so students and families can bring their favorite recipes from school home.</p>
Citywide Collaboration	
	<p>We work closely with community stakeholders in Denver including the City, the Food Bank, non-profits, and the School District to identify areas of food insecurity and build a partnership roadmap to reducing food insecurity.</p>
Family Advocacy	
	<p>Through active engagement with parents in Boston we have established an advocacy partnership that gives voice to the needs of a diverse group of parents from across the City that informs our work.</p>
	<p>Share Our Strength's No Kid Hungry campaign educates and empowers low-income families to stretch their food budget, so their kids get healthy meals at home. Participants learn to shop strategically, use nutrition information to make healthier food choices, and cook delicious, affordable meals.</p>
Sustainability	
	<p>Our partnership with Food Rescue has created a nationally scalable platform where we can minimize food waste and ensure excess food is repurposed to decrease food insecurity in the communities we serve.</p>

**Media and Op-Eds**

We utilize our relationship with local media influencers, social media following, and national/regional media outlets to showcase the positive impact of our partnership. Here are some recent examples:



**Three Lessons on COVID feeding  
Orla O’Keefe, Chief of Policy and  
Operations SFUSD**

This opinion piece shares 3 best practices to help district leaders improve their meals programs under COVID (June 2020)

<https://hechingerreport.org/opinion-three-lessons-from-san-francisco-about-keeping-students-fed-when-schools-are-closed/>

**New York School Talk  
By Erin McGonegle Crespi,  
Regional Director of  
Achievement First Public  
Charter Schools**

In this opinion piece, Erin made a case for why healthy meals are crucial for driving academic achievement, and why Revolution Foods is the perfect partner to serve them.

<https://newyorkschooltalk.org/2020/02/student-voice-as-healthy-food-for-thought/>



## OUR TEAM

Our team is the heart of our organization, embodying our core values, and putting our mission into practice every single day. We provide competitive wages, health and dental benefits, ownership opportunities, and paid vacation and sick time to all eligible employees. We consider our core values a reciprocal pledge between our company, our employees, and our partners.

<p>Culinary Center Operations</p>	<p>Revolution Foods is proud to have expert teams at the local and national level in areas of food safety, production, distribution, and purchasing. Led by our Chief Operating Officer, Vice President of Operations, and Senior Director of Quality Assurance, our local culinary center teams are responsible for meeting best practices and ensuring seamless service.</p>
<p>Menu Innovation</p>	<p>Our Product Development team has tremendous food expertise across the board. This highly creative team is led by Executive Chef and VP of Culinary Excellence, with support from Culinary Operations and Regional Chefs. Centralized in our PD kitchen at our Home Office, the PD team travels across the country to test meals, collect feedback, and develop a variety of fresh and delicious foods that appeal to students in any zip code.</p>
<p>Nutrition &amp; Compliance</p>	<p>Under the Revolution Foods philosophy, every single meal we make meets or exceeds federal nutrition standards. We can only achieve this with a committed Nutrition &amp; Compliance team. Led by Director of Nutrition &amp; Compliance, our team of nutritionists, dietitians, and compliance experts guarantee each meal goes above and beyond standard nutrition requirements.</p>
<p>Account Management</p>	<p>Excellence in customer service is fundamental to a Revolution Foods partnership. Account management is led at the market level by our Senior Vice President of Sales and Customer Success and executed daily by our Regional Partnership Directors, Regional Partnership Managers and Directors of Operations, with support from the Customer Success Coordinators. Our team gives the extra effort daily to make sure your program is running smoothly, and that students, staff, and parents are happy.</p>
<p>Business Development</p>	<p>Currently with 8 state-of-the-art culinary centers, we are ready to expand our reach. Our Directors of Business Development roam the country, seeking opportunities to bring nutritious meals to students near and far. Under guidance from our Senior Vice President of Sales and Customer Success, the team creates flexible solutions to meet the needs of school districts, charter schools, after-school programs, and more.</p>



## Our Founders

Founders Kristin Groos-Richmond and Kirsten Saenz-Tobey met at the University of California, Berkeley Haas School of Business, where they bonded over their mutual passion for education. While working in schools, Kristin and Kirsten saw the incredible impact that healthy food had on student performance and behavior. For kids to do well in school, and in life, they need the right fuel: nutritious food, a well-rounded education, and the right attitude about health.

Revolution Foods began operation in 2006, with a partnership with Whole Foods Market and four Oakland, California schools. A decade later, we have expanded across the US, serve millions of meals every week, and are focused on ensuring that all students, families, and communities, regardless of zip code, have access to high-quality meals.



### **Kristin Groos Richmond**

Co-Founder + Chief Executive Officer

Kristin was formerly the Vice President of Resources for Indispensable Schools and Educators, where she designed and executed scalability strategies. Later she co-founded the Kenya Community Center for Learning in Nairobi. Kristin is an Aspen Institute New Leaders in Education Fellow, an Ashoka Fellow, and an Education Pioneers Fellow. She served on the Obama White House Council for Community Solutions and is a Young Global Leader Fellow of the World Economic Forum and a Schwab Foundation Social Entrepreneur.



### **Kirsten Saenz Tobey**

Co-Founder + Chief Impact Officer

Kirsten began as a classroom and experiential teacher in gardening and international programs. She managed operations for the School for Field Studies Center for Coastal Studies in Mexico. While writing the business plan for Revolution Foods, Kirsten worked with the UN Hunger Task Force to scale up school feeding programs in Ghana, and with McDonald's to assess environmental responsibility in their supply chain. She is an Aspen Institute Sustainability Fellow, an Ashoka Fellow, and a Schwab Foundation Social Entrepreneur.

## Local Partnership Team



**Jose Morales, Director of Operations (DO)**

The Director of Operations builds strong relationships with staff, partners, and local advocates in the communities we serve. The DO is primarily responsible for building and leading a high performing team, driving business development, growing our market share, managing community relationships, and maintaining profit and loss for this region.



**Jamie Watkins, Director of Business Development (DBD)**

The Director of Business Development seeks new relationships with schools, educational partners, and community partners. The DBD meets with and educates new partners about our mission, products, services, and operational capabilities, and develops meal and service platforms specific to each partner.



**Casey-Leigh Turner & Jose Ochoa, Regional Partnership Manager (RPM)**

The Regional Partnership Manager strategically manages partner relationships, ensuring partners are taking advantage of our full portfolio of options and opportunities. In addition to ensuring excellent communication among all team members, the RPM is responsible for analyzing data about participation and other factors in order to ensure we are fully supporting all partners.



**Crystal Garcia, Client Project Manager (CPM)**

The Client Project Manager creates menus, analyzes menu data to provide the best meal service possible and ensures that support systems and programs for customers are working well. The CPM also supports the RPM by responding to customer requests, maintaining customer information in our database, and coordinating community initiatives.



**Silvia Moreno Rodriguez, Customer Success Coordinator (CSC)**

The Customer Success Coordinator is the daily "go-to" person for most customer service needs. The CSC manages partners' order changes, substitutions, and logistical needs, helps manage waste and maintain Revolution Foods' owned equipment and inventory. The CSC is the primary contact for partners and our internal team.



## REFERENCES

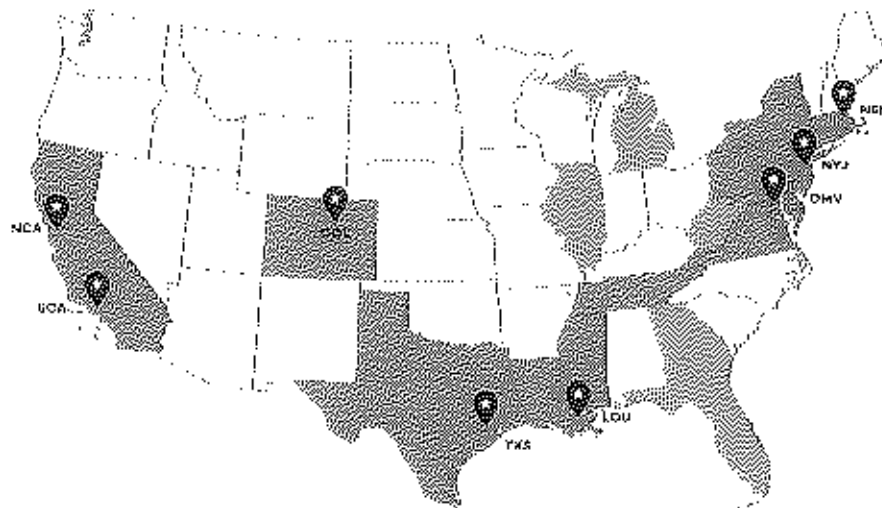
Please see contact information for similarly situated partners that we work with. Please contact your Regional Partnership Manager for additional references if needed.




<b>Business Entity</b>	KIPP SoCal
<b>Contact</b>	Amanda Lanfré,
<b>Title</b>	Regional Operations Manager
<b>Address</b>	3601 E 1st St, Los Angeles, CA 90063
<b>Phone Number</b>	323-219-2736
<b>Email</b>	alanfre@kippsocal.org
<b>Service Dates</b>	Fall 2015 - Present
<b>Meal Program</b>	National School Lunch Program
<b>Description</b>	Provide 1,900 breakfasts, 4,900 lunches, and 365 snacks daily to 14 schools
<b>Business Entity</b>	Imagine Schools
<b>Contact</b>	Darrin Anderson
<b>Title</b>	California Regional Director
<b>Address</b>	84-090 Avenue 50, Coachella, CA 92236
<b>Phone Number</b>	(480) 355-0518
<b>Email</b>	darrin.anderson@imagineschools.com
<b>Service Dates</b>	Fall 2015 - Present
<b>Meal Program</b>	National School Lunch Program
<b>Description</b>	Provide 450 breakfasts, 775 lunches, and 350 snacks daily to 2 schools
<b>Business Entity</b>	Equitas Academy Elementary Charter School
<b>Contact</b>	Cecilia Melgares
<b>Title</b>	Director of Operations
<b>Address</b>	1700 W Pico Blvd, Los Angeles, CA 90015
<b>Phone Number</b>	213-201-0440
<b>Email</b>	cmelgares@equitasacademy.org
<b>Service Dates</b>	Fall 2018 - Present
<b>Meal Program</b>	National School Lunch Program & Child and Adult Care Food Program
<b>Description</b>	Provide 1900 breakfasts and lunches and 200 supper meals daily



## ABOUT US

Revolution Foods started with a mission to transform the way America eats by providing access to healthy, affordable meals for all youth, adults, and seniors. Pre COVID-19, we served over 500,000 meals each day in partnership with education programs across the country. Since March 2020, we have served over 50 Million emergency meals to students, families, and communities in need. Each meal continues to be home-style, kid-friendly, and freshly- prepared with care.



 Culinary Centers    States served before COVID-19    States served since COVID-19



## Core Competencies

### A lasting impact:

We are headquartered in Oakland, California and have eight state-of-the-art culinary centers nationwide, located in **Northern California, Southern California, Colorado, Louisiana, Maryland, Massachusetts, New Jersey, and Texas.**

We have raised over \$150 million to grow and expand our impact since inception in 2006. **With investors including Kellogg Foundation, Beacon Fund, NewSchools Venture Fund, and the Emerson Collective, our investors and shareholders truly believe in our mission and support our efforts.** We are on track to expand our business to serve as many children and youth as possible, while maintaining overall stability and efficiency.

### Kid-inspired, chef-crafted:

We build lifelong healthy eaters by making great tasting, healthy food that is kid-inspired, chef-crafted™. Our mission and unique process of designing meal programs set us apart as the recognized leader in student nutrition, health, and citywide wellness. Our food philosophy incorporates three key pillars: **nutrition standards, sourcing & ingredient standards, culinary development**

### High Food Standards:

We uphold the highest food standards in the industry — **exceeding the National School Lunch Program, Child and Adult Care Food Program, and Summer Food Service Program requirements** — and are setting the standard for school nutrition nationwide.

### Customer service:

We recognize that what we do is just as important as how we do it. Our team members receive competitive wages, health and dental benefits, company ownership opportunities, paid vacation, and sick time. Our dedicated Customer Success Coordinators are a phone call or email away. Our CSC teams build lasting relationships with our partners and **unlike our competitors, our year-end-surveys continuously rate our level of customer care as 10/10.**

### Community engagement:

We're proud to partner with best-in-class community partners such as **Stephen and Ayesha Curry's Eat. Learn. Play. Foundation, Food Corps., and Share Our Strength**, to equip families, teachers, and students with valuable tools and resources to continue positive nutrition education beyond the lunch line. Our teams are a phone call away to support your next community outreach event, even on weekends.

## Business Practices

### Community Involvement Practices

- We are 100% committed to health and wellness. Our expert partnership team is available for events, workshops, expos, and classes to help educate the community we serve.
- We create a holistic learning environment around our food service offerings that includes partnering with our nutrition advocacy partners for kids and families.
- We solicit feedback both in person and virtually from our customers – our goal is to ensure that all our partners have the service they need to support their own school community.
- We aim to impact local economic development by hiring from the communities we serve. To date, we have created over 3,000 jobs nationwide.

### Certified B Corp Business

We are proud to be a certified B Corp member, using the power of business to solve social and environmental problems. As a B Corp organization, Revolution Foods is certified to meet rigorous standards of social and environmental performance, accountability, and transparency, and is part of a growing community creating a material positive impact on society and the environment.



### Hiring & Workplace Practices

- All full-time employees have access to full health benefits and are paid at or above fair wage standards.
- We are committed to employee development featuring professional development and job specific trainings.
- We are dedicated to hiring a diverse workforce. We hire from the communities we serve, ensuring our team reflects the diversity of our schools' population.
- We have been honored for our urban job creation by the Initiative for a Competitive Inner City (ICIC) in 2010, 2011, 2014, and 2018 on the Inner City 100 list for fastest-growing inner city job creators in the United States.

### Environmental Practices

- Our commitment to sustainability extends to our packaging and utensils, most of which can be recycled or composted. We work to reduce wasteful packaging and encourage bulk packaging through volume purchasing.
- We strive to reduce "food miles" through local sourcing and distribution.
- We use energy-efficient bulbs and have installed motion-sensor switches to turn off lights when not in use.
- We manage thermostats using SmartAC models for heating and AC units, which automatically reduced use when needed.
- We utilize Energy Star-rated equipment, low- or zero-VOC paints and carpets, and low-flow faucets throughout our Culinary Centers.

# revolution foods.

## Awards and Recognitions



	Publication / Organization	Award / Story
2020	FORBES	How Revolution Foods Is Feeding Students As Schools Close Amid Coronavirus Pandemic
	FAST COMPANY	Schools are closed, but they're scrambling to find ways to get food to students in need anyway
	REAL LEADERS	100 Top Impact Companies
2019	B CORPORATION	B Lab: Best for the World 2019 Honoree
	FORBES	Creating Lifelong Healthy Eaters with a Clean Label Supply Chain
	CHEDDAR	Revolution Foods is using food as a core building block to improve education
2018	THE ECONOMIST	Fixing Food
	FORBES	Five Women Led Companies Breaking Barriers in Food and Beverage Industry
	INNER CITY CAPITAL CONNECTIONS	Starting a Food Revolution, One School Lunch at a Time
2017	THE TODAY SHOW	Lunch Gets a Makeover
	HUFFINGTON POST	Revolution Foods is Changing the Way America Eats
2016	BUSINESS INSIDER	#16/100 Business Visionaries Creating Value for the World
	FORTUNE	7 World-Changing Companies to Watch
	FORBES	Revolutionizing an industry by Building an Empire Based on Values
	B CORPORATION MAGAZINE	Best for the World Honoree
2015	FAST COMPANY	World's Most Innovative Companies, #2 in Education
	SCHWAB FOUNDATION	Social Entrepreneurs of the Year, CEO Recognition
2014	FORTUNE + FOOD AND WINE	List of Most Innovative Women
	INC 5000	List of Fastest Growing Companies
	INITIATIVE FOR A COMPETITIVE INNER CITY	Inner City 100 Winners, #19 fastest growing job creators
	BAY AREA CFO OF THE YEAR	Bay Area CFO Award, Non-Public Company
2013	UNITED STATES HEALTHFUL FOOD COUNCIL	REAL Food Innovator Award
	UC BERKELEY HAAS SCHOOL OF BUSINESS	Innovator of the Year Award
2012	FORTUNE MAGAZINE	40 under 40
	GIRL SCOUTS OF AMERICA	Green Forever Award
	INITIATIVE FOR A COMPETITIVE INNER CITY	Inner City 100 Winners, #2 fastest growing job creators
2011	INITIATIVE FOR A COMPETITIVE INNER CITY	Community Impact Award
	TIME MAGAZINE	Education Activists
	INITIATIVE FOR A COMPETITIVE INNER CITY	Inner City 100 Winners, #2 fastest growing job creators

**PRICE PROPOSAL**

- **Breakfast entrees** provided in individual servings
- **Lunch entrées** provided in individual servings packaged together with vegetables
- **Fresh fruit** in family-style servings
- **Milk**
  - White milk, choice of 1% or nonfat, provided with all meals
  - Chocolate milk, nonfat, provided with lunch two days per week
- **1:1 ratio of eating utensils and napkins** to number of meals ordered
- **Condiments** as designed with the meal

**Pricing for July 1, 2021 through June 30, 2022**

Item #	Description (All Goods & Services Included in the Fixed Price)	Est. meals / day	Price	DOS	Annual Cost
1.	Breakfast meals, all grades	375	\$ 2.26	180	\$ 152,550.00
2.	Lunch meals, all grades	375	\$ 3.21	180	\$ 216,675.00
3.	Snack meals, all grades	375	\$ 0.90	180	\$ 60,750.00
<b>Total Costs</b>					<b>\$ 429,975.00</b>

**Assumptions**

Pricing is specific to each of the meal platforms specified above and the information as provided in the Request for Proposal.

- ❖ Meal price includes boxing of meals.
- ❖ Deliveries will occur twice per week. Meals will be delivered cold to heated on site. The final delivery window will be mutually agreed upon prior to the start of meal service.

**Partnership and Operations Support**

Our dedicated partnership team is available for site visits, engagement events, and one-on-one training and support.



**Compliance & Audit Support**

All meals are guaranteed to be compliant with the National School Lunch Program for breakfast, lunch, and snack for grades PK-5, 6-8, 9-12. In addition, all meals meet or exceed the Healthy Hunger-Free Kids Act nutrition requirements. We will provide complete audit support for your program, including menu planning documentation and nutritional analyses.

**Invoices**

We submit itemized invoices every month. Payment is due within thirty (30) days of the invoice date. If our invoice is incorrect, IFTIN Charter is obligated to notify us in writing, and in detail, within fifteen (15) business days of receiving the incorrect invoice, or waive all claims for that invoice period.

**CONCLUSION**



Thank you for carefully considering our proposal.

Like you, we are parents, educators, and global citizens and we understand how important it is to educate children about good nutrition. Our goal is to help future generations develop a lifelong appreciation for real food and be empowered to make better, healthier choices – for themselves, for their communities, and for the planet.



## **ATTACHMENTS**

1. Sample Menus
2. Vendor Certifications
  - a. Business License
  - b. Certificate of Insurance
  - c. Kitchen Operating Permits
3. RFP Certifications
4. Contract

# NSLP SAMPLE MENU

# BREAKFAST

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
29 <ul style="list-style-type: none"> <li>• Plain Bagel with Cream Cheese</li> <li>• Zee Zees™ Cinnamon Crisp Bar</li> <li>• orange juice; orange</li> </ul>	30 <ul style="list-style-type: none"> <li>• HOT Omelet w/ Cheese</li> <li>• Multigrain Cheerios™ with String Cheese</li> <li>• apple</li> </ul>	31 <ul style="list-style-type: none"> <li>• HOT French Toast Sticks</li> <li>• Blueberry Burst Bagel with Cream Cheese</li> <li>• orange juice; grapes</li> </ul>	1 <ul style="list-style-type: none"> <li>• HOT Strawberry Pancake Bowl</li> <li>• Cinnamon Chex™ with Educational Snack Crackers</li> <li>• apple slices</li> </ul>	2 <ul style="list-style-type: none"> <li>• Waffle &amp; Syrup</li> <li>• Banana Muffin</li> <li>• orange juice; apple slices</li> </ul>
3 <ul style="list-style-type: none"> <li>• Yogurt &amp; Cinnamon Grahams</li> <li>• Multigrain Cheerios™ with Giant Cinnamon Goldfish</li> <li>• orange juice; orange</li> </ul>	6 <ul style="list-style-type: none"> <li>• HOT Pancakes &amp; Syrup</li> <li>• Blueberry Burst Bagel with Cream Cheese</li> <li>• apple</li> </ul>	7 <ul style="list-style-type: none"> <li>• HOT Waffle w/ Syrup</li> <li>• Zee Zees™ Berry Apple Bar</li> <li>• orange juice; grapes</li> </ul>	8 <ul style="list-style-type: none"> <li>• HOT Classic Chicken Sausage and Cheddar Brekwich</li> <li>• Yogurt Parfait &amp; Granola</li> <li>• apple slices</li> </ul>	9 <ul style="list-style-type: none"> <li>• Plain Bagel with Cream Cheese</li> <li>• Blueberry Muffin</li> <li>• orange juice; apple slices</li> </ul>
12 <ul style="list-style-type: none"> <li>• Zee Zees™ Berry Apple Bar</li> <li>• Cinnamon Chex™ with Educational Snack Crackers</li> <li>• orange juice; orange</li> </ul>	13 <ul style="list-style-type: none"> <li>• HOT Cinnamon Toast Bagel</li> <li>• Lemon Muffin</li> <li>• apple</li> </ul>	14 <ul style="list-style-type: none"> <li>• HOT Omelet w/ Cornbread</li> <li>• Yogurt &amp; Educational Snack Crackers</li> <li>• orange juice; grapes</li> </ul>	15 <ul style="list-style-type: none"> <li>• HOT Waffle &amp; Syrup</li> <li>• Cinnamon Chex</li> <li>• apple slices</li> </ul>	16 <ul style="list-style-type: none"> <li>• French Toast Muffin</li> <li>• Yogurt &amp; Cinnamon Grahams</li> <li>• orange juice; apple slices</li> </ul>
19 <ul style="list-style-type: none"> <li>• Plain Bagel with Cream Cheese</li> <li>• Zee Zees™ Cinnamon Crisp Bar</li> <li>• orange juice; orange</li> </ul>	20 <ul style="list-style-type: none"> <li>• HOT Omelet w/ Cheese</li> <li>• Multigrain Cheerios™ with String Cheese</li> <li>• apple</li> </ul>	21 <ul style="list-style-type: none"> <li>• HOT French Toast Sticks</li> <li>• Blueberry Burst Bagel with Cream Cheese</li> <li>• orange juice; grapes</li> </ul>	22 <ul style="list-style-type: none"> <li>• HOT French Toast Sticks</li> <li>• Blueberry Burst Bagel with Cream Cheese</li> <li>• orange juice; grapes</li> </ul>	23 <ul style="list-style-type: none"> <li>• Waffle &amp; Syrup</li> <li>• Banana Muffin</li> <li>• orange juice; apple slices</li> </ul>
26	27	28	29	30

## Did you know?

We only serve milk that is 1% fat. That means the milk from cows has been treated with any hormones, ensuring your milk is only made of the good stuff like calcium, vitamin D and protein! Don't forget to grab a carton of low-fat or non-fat milk with breakfast!

**revolution** foods.

This institution is an equal opportunity provider.  
All grains offered are whole-grain rich.

**BREAKFAST: choice of 1% or fat-free milk; fresh fruit available daily except when fruit juice is offered.**

**NSLP SAMPLE MENU  
(COLD/UNITIZED)**

# BREAKFAST

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
29 <ul style="list-style-type: none"> <li>Plain Bagel with Cream Cheese</li> <li>Zee Zees™ Cinnamon Crisp Bar</li> <li>orange juice, orange</li> </ul>	30 <ul style="list-style-type: none"> <li>Yogurt &amp; Granola</li> <li>Multigrain Cheerios™ with String Cheese</li> <li>milk</li> </ul>	31 <ul style="list-style-type: none"> <li>French Toast Muffin</li> <li>Blueberry Burst Bagel with Cream Cheese</li> <li>orange juice, grapes</li> </ul>	1 <ul style="list-style-type: none"> <li>Strawberry Pancake Bowl</li> <li>Cinnamon Chex™ with Educational Snack Crackers</li> <li>apple slices</li> </ul>	2 <ul style="list-style-type: none"> <li>Waffle &amp; Syrup</li> <li>Banana Muffin</li> <li>orange juice, apple slices</li> </ul>
5 <ul style="list-style-type: none"> <li>Yogurt &amp; Cinnamon Grahams</li> <li>Multigrain Cheerios™ with Giant Goldfish</li> <li>orange juice, orange</li> </ul>	6 <ul style="list-style-type: none"> <li>Waffle &amp; Syrup</li> <li>Blueberry Burst Bagel with Cream Cheese</li> <li>milk</li> </ul>	7 <ul style="list-style-type: none"> <li>Cinnamon Crumble</li> <li>Zee Zees™ Berry Apple Bar</li> <li>orange juice, grapes</li> </ul>	8 <ul style="list-style-type: none"> <li>Oat Chex™ with String Cheese</li> <li>Yogurt Parfait &amp; Granola</li> <li>apple slices</li> </ul>	9 <ul style="list-style-type: none"> <li>Plain Bagel with Cream Cheese</li> <li>Blueberry Muffin</li> <li>orange juice, apple slices</li> </ul>
12 <ul style="list-style-type: none"> <li>Zee Zees™ Berry Apple Bar</li> <li>Cinnamon Chex™ with Educational Snack Crackers</li> <li>orange juice, orange</li> </ul>	13 <ul style="list-style-type: none"> <li>Strawberry Pancake Bowl</li> <li>Lemon Muffin</li> <li>apple</li> </ul>	14 <ul style="list-style-type: none"> <li>Yogurt &amp; Educational Snack Crackers</li> <li>Zee Zees™ Cinnamon Crisp Bar</li> <li>orange juice, grapes</li> </ul>	15 <ul style="list-style-type: none"> <li>Waffle &amp; Syrup</li> <li>Cinnamon Chex</li> <li>apple slices</li> </ul>	16 <ul style="list-style-type: none"> <li>French Toast Muffin</li> <li>Yogurt &amp; Cinnamon Grahams</li> <li>orange juice, apple slices</li> </ul>
19 <ul style="list-style-type: none"> <li>Plain Bagel with Cream Cheese</li> <li>Zee Zees™ Cinnamon Crisp Bar</li> <li>orange juice, orange</li> </ul>	20 <ul style="list-style-type: none"> <li>Yogurt &amp; Granola</li> <li>Multigrain Cheerios™ with String Cheese</li> <li>milk</li> </ul>	21 <ul style="list-style-type: none"> <li>French Toast Muffin</li> <li>Blueberry Burst Bagel with Cream Cheese</li> <li>orange juice, grapes</li> </ul>	22 <ul style="list-style-type: none"> <li>Strawberry Pancake Bowl</li> <li>Cinnamon Chex™ with Educational Snack Crackers</li> <li>apple slices</li> </ul>	23 <ul style="list-style-type: none"> <li>Waffles &amp; Syrup</li> <li>Banana Muffin</li> <li>orange juice, apple slices</li> </ul>
26	27	28	29	30

**Did you know?**

We only serve milk that is 100% "real." That means it is from cows not treated with any hormones, ensuring your milk is only made of the good stuff like calcium, vitamin D, and protein! Don't forget to grab a carton of low-fat or non-fat milk with breakfast!

**revolution** foods.

This institution is an equal opportunity provider.  
All grains offered are whole-grain rich.

**BREAKFAST: choice of 1% or fat-free milk; fresh fruit available daily except when fruit juice is offered.**

# NSLP SAMPLE MENU

# LUNCH

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<ul style="list-style-type: none"> <li>• corn dog bites (DF)</li> <li>• cheesy ravioli (V)</li> <li>• pesto pasta salad with chicken</li> <li>• turkey and cheese sandwich</li> <li>• steamed corn (C)</li> <li>• banana</li> </ul>	<ul style="list-style-type: none"> <li>• Korean bbq beef</li> <li>• crispy chicken sandwich (DF)</li> <li>• buffalo chicken wrap</li> <li>• mighty meaty deli combo sandwich</li> <li>• kickin' kidney beans (BP)</li> <li>• nachos</li> </ul>	<ul style="list-style-type: none"> <li>• pepperoni pizza</li> <li>• chicken chilaquiles</li> <li>• taco dippers kit (V)</li> <li>• egg salad sandwich (V) (DF)</li> <li>• simply steamed carrots (C)</li> <li>• pear</li> </ul>	<ul style="list-style-type: none"> <li>• flame-broiled beef cheeseburger</li> <li>• bean &amp; cheese pupusa (V)</li> <li>• garden ranch salad with chicken breast</li> <li>• cheddar cheese sandwich (V)</li> <li>• chopped avocados &amp; fresh tomatoes (dq) (C)</li> <li>• apple</li> </ul>	<ul style="list-style-type: none"> <li>• green chile &amp; cheese tamale (V)</li> <li>• creamy chicken alfredo</li> <li>• chicken salad sandwich (C)</li> <li>• sesame chicken wrap (DF)</li> <li>• seasoned green beans (C)</li> <li>• grapes</li> </ul>
<ul style="list-style-type: none"> <li>• the revolution dog (DF)</li> <li>• chicken bites</li> <li>• turkey &amp; cheddar sandwich</li> <li>• southwest veggie wrap (V)</li> <li>• coleslaw (C)</li> <li>• banana</li> </ul>	<ul style="list-style-type: none"> <li>• bbq beef rib sandwich</li> <li>• cheese enchilada plate (V)</li> <li>• honey mustard chicken wrap</li> <li>• chicken salad sandwich (DF)</li> <li>• broccol' florets (CQ)</li> <li>• peach/le</li> </ul>	<ul style="list-style-type: none"> <li>• mongolian beef</li> <li>• cheese pizza (V)</li> <li>• veggie faux salad (V)</li> <li>• buffalo chicken wrap</li> <li>• poppin' pintos (BP)</li> <li>• pear</li> </ul>	<ul style="list-style-type: none"> <li>• mac &amp; cheese and chicken bites</li> <li>• lonestar chicken sandwich (C)</li> <li>• turkey and cheese sandwich</li> <li>• egg salad sandwich (V) (DF)</li> <li>• green peas (S)</li> <li>• apple</li> </ul>	<ul style="list-style-type: none"> <li>• smothered beef burrito</li> <li>• green chile &amp; cheese tamale (V)</li> <li>• sesame chicken wrap (DF)</li> <li>• sunbutter &amp; strawberry jelly sandwich (V)</li> <li>• simply steamed carrots (C)</li> <li>• grapes</li> </ul>
<ul style="list-style-type: none"> <li>• chicken &amp; waffles</li> <li>• fiesta soups with bean dip</li> <li>• turkey and cheese sandwich</li> <li>• honey mustard chicken wrap</li> <li>• steamed corn (C)</li> <li>• banana</li> </ul>	<ul style="list-style-type: none"> <li>• bbq chicken drumstick w/ cheesy rice</li> <li>• bean &amp; cheese burrito (V)</li> <li>• garbanzo greek flatbread (V) (DF)</li> <li>• buffalo chicken wrap</li> <li>• seasoned green beans (C)</li> <li>• peach/le</li> </ul>	<ul style="list-style-type: none"> <li>• pepperoni pizza</li> <li>• chicken teriyaki (DF)</li> <li>• veggie chef's salad (V)</li> <li>• turkey &amp; cheddar sandwich</li> <li>• zesty black beans (BP)</li> <li>• pear</li> </ul>	<ul style="list-style-type: none"> <li>• flame-broiled beef cheeseburger</li> <li>• chicken ranchero rice bake</li> <li>• pesto pasta salad with chicken</li> <li>• egg salad sandwich (V) (DF)</li> <li>• chopped avocados &amp; fresh tomatoes (dq) (C)</li> <li>• apple</li> </ul>	<ul style="list-style-type: none"> <li>• bfast for lunch: pancakes &amp; omelet (V)</li> <li>• creamy chicken alfredo</li> <li>• garden ranch salad with chicken breast</li> <li>• cheddar cheese sandwich (C)</li> <li>• simply steamed carrots (C)</li> <li>• grapes</li> </ul>
<ul style="list-style-type: none"> <li>• the revolution dog (DF)</li> <li>• corn dog bites (DF)</li> <li>• southwest veggie wrap (V)</li> <li>• mighty meaty deli combo sandwich</li> <li>• garden style garbanzo (BP)</li> <li>• banana</li> </ul>	<ul style="list-style-type: none"> <li>• bbq chicken plate &amp; tangy beans</li> <li>• chicken chilaquiles</li> <li>• garden ranch salad with chicken breast</li> <li>• honey mustard chicken wrap</li> <li>• green peas (S)</li> <li>• peach/le</li> </ul>	<ul style="list-style-type: none"> <li>• red chile chicken tamale</li> <li>• cheese pizza (V)</li> <li>• sesame chicken salad</li> <li>• chicken salad sandwich (C)</li> <li>• broccol' florets (CQ)</li> <li>• pear</li> </ul>	<ul style="list-style-type: none"> <li>• smothered beef burrito</li> <li>• bean &amp; cheese pupusa (V)</li> <li>• mighty meaty deli combo sandwich</li> <li>• egg salad sandwich (V) (DF)</li> <li>• coleslaw (C)</li> <li>• apple</li> </ul>	<ul style="list-style-type: none"> <li>• garbanzo greek flatbread (V) (DF)</li> <li>• spaghetti marinara (V)</li> <li>• buffalo chicken wrap</li> <li>• turkey and cheddar sandwich</li> <li>• simply steamed carrots (C)</li> <li>• grapes</li> </ul>

## Did you know?

We only serve milk that is rBST free. That means it is from cows not treated with any hormones, ensuring your milk is only made of the good stuff like calcium, vitamin D and protein! Don't forget to grab a carton of low-fat or non-fat milk with lunch!

**revolution** foods

DAIRY-FREE (DF) VEGETARIAN (V)  
options available daily – If not listed on  
the menu, available upon request

This institution is an equal opportunity provider.  
All grains offered are whole-grain rich.

**SAMPLE**  
**NSLP, CACFP, SFSP**  
**K-12 | 6-18**

# SNACK

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
29 <ul style="list-style-type: none"> <li>goldfish colors cheese crackers</li> <li>pretzel goldfish with 100% fruit juice</li> </ul>	30 <ul style="list-style-type: none"> <li>pizza crackers</li> <li>honey wheat crackers with string cheese</li> <li>apple</li> </ul>	31 <ul style="list-style-type: none"> <li>honey grahams with 100% fruit juice</li> <li>sunflower seeds</li> </ul>	1 <ul style="list-style-type: none"> <li>pretzel goldfish</li> <li>cinnamon graham</li> <li>pear</li> </ul>	2 <ul style="list-style-type: none"> <li>educational snacks with string cheese</li> <li>cheddar goldfish</li> </ul>
3 <ul style="list-style-type: none"> <li>honey grahams</li> <li>cheddar goldfish</li> <li>orange</li> </ul>	6 <ul style="list-style-type: none"> <li>honey wheat crackers</li> <li>pizza crackers with 100% fruit juice</li> </ul>	7 <ul style="list-style-type: none"> <li>goldfish colors cheese crackers</li> <li>strawberry or strawberry-banana yogurt</li> <li>banana</li> </ul>	8 <ul style="list-style-type: none"> <li>educational snacks with 100% fruit juice</li> <li>cinnamon grahams</li> </ul>	9 <ul style="list-style-type: none"> <li>cinnamon 'rumbles' seven grain crackers</li> <li>pretzel goldfish</li> <li>apple</li> </ul>
12 <ul style="list-style-type: none"> <li>goldfish colors cheese crackers with 100% fruit juice</li> <li>honey grahams</li> </ul>	13 <ul style="list-style-type: none"> <li>honey wheat crackers with sunbutter</li> <li>pizza crackers</li> </ul>	14 <ul style="list-style-type: none"> <li>educational snacks</li> <li>ranch 'rumbles' seven grain crackers with 100% fruit juice</li> </ul>	15 <ul style="list-style-type: none"> <li>cheddar goldfish</li> <li>honey wheat crackers</li> <li>pear</li> </ul>	16 <ul style="list-style-type: none"> <li>sunflower seeds</li> <li>cinnamon grahams</li> <li>apple</li> </ul>
19 <ul style="list-style-type: none"> <li>goldfish colors cheese crackers</li> <li>honey grahams</li> <li>apple</li> </ul>	20 <ul style="list-style-type: none"> <li>honey wheat crackers</li> <li>pizza crackers 100% fruit juice</li> </ul>	21 <ul style="list-style-type: none"> <li>educational snacks</li> <li>ranch 'rumbles' seven grain crackers with 100% fruit juice</li> </ul>	22 <ul style="list-style-type: none"> <li>pretzel goldfish</li> <li>cinnamon grahams</li> <li>pear</li> </ul>	23 <ul style="list-style-type: none"> <li>educational snacks with 100% fruit juice</li> <li>cinnamon grahams</li> </ul>

### Did you know?

Revolution Foods is proud to serve fresh food made with real ingredients. Our meals are always designed with kids in mind by chefs. Nutritionally balanced. | Made with high-quality ingredients. Learn more about us on our website at [www.revolutionfoods.com](http://www.revolutionfoods.com)

**revolution** foods.

This institution is an equal opportunity provider.  
 All grains offered are whole-grain rich.

**fresh fruit is available daily except when sunbutter, string cheese or juice is served.**

Revolution Foods offers nutritious, high quality meals inspired by and designed for kids. We pride ourselves on the quality of our food, and we've developed our menus based on carefully considered ingredients and nutrition standards to support the Dietary Guidelines for Americans' recommendations for a healthy diet. Our menus meet the School Breakfast Program and National School Lunch Program food based and nutrient based requirements.

PK-12 Breakfast meals are designed with a minimum of 2 oz grain, 1 cup fruit, and 1 cup milk. Calories are between 450-500, saturated fat is less than 10% of calories and sodium is less than 640 mg.

Preschool (CACFP ages 3-5) Lunch meals are designed with a minimum of 1.5 oz meat/meat alternate, 1 oz grain, 1/2 cup fruit, 1/4 cup vegetable and 1 cup milk.

K-8 Lunch meals are designed with a minimum of 1.5 oz meat/meat alternate, 1.5 oz grain, 1/2 cup fruit, 3/4 cup vegetable and 1 cup milk. Calories are between 600-650, saturated fat is less than 10% of calories and sodium is less than 1230 mg.

9-12 Lunch Meals are designed with a minimum of 2 oz meat/meat alternate, 2 oz grain, 1 cup fruit, 1 cup vegetable and 1 cup milk. Calories are between 750-850, saturated fat is less than 10% of calories and sodium is less than 1230 mg.

CACFP ages 6-18 supper meals are designed with a minimum of 2 oz meat/meat alternate, 1 oz grain, 1/2 cup fruit, 1/2 cup vegetable and 1 cup milk.

Our menus include a variety of vegetables and meet the weekly NSLP vegetable sub-group requirements: Red/Orange (RO), Dark Green (DG), Starchy (S), Other (O), Beans/Peas (BP). All meals are free of hydrogenated oils and do not contain any artificial trans-fats. Revolution Foods serves and promotes fresh fruit at all meals. Fresh fruits will never have any added sugars, syrups, or other additives, can have higher levels of water-soluble vitamins compared to canned versions that are exposed to heat during the canning process and the edible peels and skins provide extra nutrients and minerals which are often removed when fruit is processed.



# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: HOTCLO\_Breakfast\_K-12\_2020 Week 1  
 Site Group:  
 Serving Group: K-12

Meal Pattern: (USDA)Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Breakfast

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	448.76	436.24	453.50	404.00	492.50	[450.00 - 500.00]	452.78	
Sat Fat (g)(1)	4.22 (8.46%)	5.01 (10.34%)	3.45 (6.85%)	2.70 (5.01%)	3.95 (7.22%)	< 10.00 % of Calories	3.87	7.77 %
Trans Fat (g)(2)	0.00	0.00	0.00	0.00	0.00		0.00	
Sodium Target 1 (mg)(-3)	318.50	501.12	424.00	438.50	388.50	< 540.00	412.12	
Sodium Target 2 (mg)(-3)	318.50	501.12	424.00	438.50	388.50	< 405.00	412.12	

## Legend

- (M) Indicates missing nutrient values.
- 1 Standard value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Generated on: 2/15/2020 4:02:58 PM by Amy Dalton

Menu Cycle Name: Bid\_Menu\_All\_HOTCLD\_breakfast\_K-12\_2020 Week 2  
 Site Group: COL  
 Serving Group: K-12

Meal Pattern: USDA;Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Breakfast

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (kcal)(1)	428.76	458.74	509.50	443.17	420.00	[450.00 - 500.00]	451.00	
Sat Fat (g)(1)	1.72 (3.61%)	3.01 (5.91%)	3.95 (6.99%)	2.74 (5.56%)	3.28 (7.72%)	< 10.00 % of Calories	2.92	5.83 %
Trans Fat (g)(2)	0.00	0.00	0.00	0.00	0.00		0.00	
Sodium Target 1 (mg)(2)	293.50	428.12	351.50	348.71	393.50	< 540.00	365.07	
Sodium Target 2 (mg)(2)	293.50	428.12	351.50	348.71	393.50	< 485.00	365.07	

### Legend

- (K) Indicates missing nutrient values.
- 1 Standard Value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes; not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: HOTCLB\_Breakfast\_K-12\_2020 Week 3  
 Site Group:  
 Serving Group: K-12

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Breakfast

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	468.76	426.78	436.00	431.50	410.00	[450.00 - 500.00]	454.61	
Sat Fat (g)(1)	2.22 (4.26%)	2.50 (5.03%)	2.45 (5.06%)	3.70 (7.22%)	1.70 (3.73%)	< 10.00 % of Calories	2.51	4.70 %
Trans Fat (g)(2)	0.00	1.00	0.00	0.00	0.00		0.00(M)	
Sodium Target 1 (mg)(13)	288.50	403.95	351.50	428.50	268.50	< 340.00	348.19(M)	
Sodium Target 2 (mg)(13)	288.50	403.95	351.50	428.50	268.50	< 485.00	348.19(M)	

## Legend

- (M) Indicates missing nutrient values.
- Standard Value is the daily average requirement for a school week.
  - Trans Fat is provided for informational purposes; not for monitoring purposes.
  - Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Cold\_BIC Breakfast\_K-12\_2020 Week 1  
 Site Group:  
 Serving Group: K-12

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Breakfast

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	448.78	485.24	436.00	404.00	492.50	[450.00 - 500.00]	457.50	
Sat Fat (g)(1)	4.22 (8.40%)	3.26 (7.22%)	3.45 (7.12%)	2.70 (6.01%)	3.95 (7.22%)	< 10.00	3.52	6.92 %
Trans Fat (g)(2)	0.00	0.00	0.00	0.00	0.00		0.00	
Sodium Target 1 (mg)(13)	318.50	333.12	381.50	438.50	388.50	< 340.00	372.02	
Sodium Target 2 (mg)(3)	318.50	333.12	381.50	438.50	388.50	< 485.00	372.02	

## Legend

- (M) Indicates missing nutrient values.
- 1 Standard value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Cold BIC Breakfast\_K-12\_2020 Week 2  
 Site Group:  
 Serving Group: K-12

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Breakfast

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (<Cal):(1)	428.76	493.74	461.00	424.37	410.00	[450.00 - 500.00]	457.57	
Sat Fat (g):(1)	1.72 (3.81%)	5.26 (9.53%)	2.70 (5.27%)	3.63 (7.88%)	3.20 (7.02%)	< 10.00 % of Calories	3.30	6.57 %
Trans Fat (g):(2)	0.00	0.00	0.00	0.00	0.00		0.00	
Sodium Target 1 (mg):(13)	293.50	403.12	274.00	381.13	393.50	< 340.00	349.05	
Sodium Target 2 (mg):(13)	293.50	403.12	274.00	381.13	393.50	< 485.00	349.05	

## Legend

- (M) Indicates missing nutrient values.
- 1 Standard value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Bid\_Menu\_All\_cold only\_Breakfast\_K-12\_2020 Week 3  
 Site Group:  
 Serving Group: K-12

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Breakfast

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	468.76	461.24	431.00	461.50	410.00	[450.00 - 500.00]	454.36	
Sat Fat (g)(1)	2.22 (4.25%)	3.26 (6.36%)	2.45 (5.12%)	3.70 (7.21%)	1.70 (3.73%)	< 10.00 % of Calories	2.67	5.29 %
Trans Fat (g)(2)	0.00	0.00	0.00	0.00	0.00		0.00	
Sodium Target 1 (mg)(13)	288.50	458.12	241.50	428.50	268.50	< 540.00	337.02	
Sodium Target 2 (mg)(13)	288.50	458.12	241.50	428.50	268.50	< 485.00	337.02	

## Legend

- (M) Indicates missing nutrient values.
- 1 Standard Value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Bid\_Menu\_Lunch\_2020 Week 1  
 Site Group: K-5  
 Serving Group: K-5

Meal Pattern: (USDA)Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (kcal)(1)	644.74	720.07	555.87	564.04	539.97	[550.00 - 650.00]	598.94	
Sat Fat (g)(1)	4.22 (5.89%)	3.52 (4.40%)	5.41 (8.77%)	6.61 (11.55%)	3.86 (6.81%)	< 13.00 % of Calories	4.72	7.10 %
Trans Fat (g)(2)	0.00	0.00	0.01	0.00	0.00		0.00	
Sodium Target 1 (mg)(13)	736.79	1,152.87	703.61	742.21	434.07	< 1,230.00	751.91	
Sodium Target 2 (mg)(13)	736.79	1,152.87	703.61	742.21	434.07	< 935.00	751.91	

### Legend

- (M) Indicates missing nutrient values.
- 1 Standard Value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Bid\_Menu\_Lunch\_2020\_Week 2  
 Site Group: K-5  
 Serving Group: K-5

Meal Pattern: USDA[Meal Pattern SY 2014+]  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	676.47	550.43	739.86	607.64	609.89	1550.00 - 650.001	636.86	
Sat Fat (g)(1)	7.28 (9.65%)	4.54 (7.43%)	6.03 (7.34%)	6.55 (9.71%)	4.89 (7.22%)	< 10.00 % of Calories	5.86	8.28 %
Trans Fat (g)(2)	0.20	0.00	0.09	0.21	0.09		0.08(M)	
Sodium Target 1 (mg)(13)	828.64	750.10	1,239.22	850.75	648.89	< 1,230.00	863.52	
Sodium Target 2 (mg)(13)	828.64	750.10	1,239.22	850.75	648.89	< 935.00	863.52	

## Legend

- (M) Indicates missing nutrient values.
- 1 Standard Value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.



# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Bid\_Menu\_Lunch\_2020 Week 3  
 Site Group:  
 Serving Group: K-5

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	752.94	596.23	587.57	560.18	542.59	550.00 - 650.00	627.98	
Sat Fat (g)(1)	9.02 (10.78%)	4.54 (7.01%)	5.27 (6.89%)	6.21 (9.98%)	5.03 (8.34%)	< 30.00 % of Calories	6.03	8.65 %
Trans Fat (g)(2)	0.20	0.00	0.50	0.01	0.00		0.04(M)	
Sodium Target 1 (mg)(13)	675.98	646.09	638.52	719.65	755.25	< 1,230.00	697.10	
Sodium Target 2 (mg)(13)	675.58	646.09	638.52	719.65	755.25	< 935.00	587.10	

## Legend

- (M) Indicates missing nutrient values.
- Standard Value is the daily average requirement for a school week.
  - Trans Fat is provided for informational purposes, not for monitoring purposes.
  - Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Bld\_Menu\_Lunch\_2020 Week 4  
 Site Group:  
 Serving Group: K-5

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (KCAL)(1)	730.27	656.01	587.47	620.14	555.57	[550.00 - 650.00]	631.89	
Sat Fat (g)(1)	5.14 (6.27%)	3.97 (5.43%)	5.41 (8.30%)	5.56 (9.52%)	4.85 (7.85%)	< 10.00 % of Calories	5.13	7.39 %
Trans Fat (g)(2)	0.20	0.00	0.00	0.01	0.01		0.04(N)	
Sodium Target 1 (mg)(1)(3)	1,000.25	786.53	656.91	755.44	783.19	< 1,200.00	798.46	
Sodium Target 2 (mg)(1)(3)	1,000.25	786.53	656.91	755.44	783.19	< 935.00	798.46	

## Legend

- (M) Indicates missing nutrient values.
- 1 Standard value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Bid\_Menu\_Lunch\_SCA\_NCA\_COL\_TXS\_2020 Week 1  
 Site Group: COL  
 Serving Group: 5-9

Meal Pattern: [USDA]Meal Pattern SY 2014-  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	667.58	729.55	575.59	577.35	546.17	[600.00 - 700.00]	619.05	
Sat Fat (g)(1)	4.47 (6.03%)	3.56 (4.39%)	5.71 (8.83%)	7.32 (11.41%)	3.91 (6.24%)	< 10.00 % of Calories	4.99	7.26 %
Trans Fat (g)(2)	0.00	0.00	0.01	0.00	0.00		0.00	
Sodium Target 1 (mg)(13)	657.34	1,178.70	738.89	737.93	453.22	< 1,360.00	749.22	
Sodium Target 2 (mg)(13)	657.34	1,178.70	738.89	737.93	453.22	< 1,035.00	749.22	

### Legend

- (M) Indicates missing nutrient values.
- 1 Standard value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for rounding purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Generated on: 3/4/2020 5:58:44 PM by Revolution Foods

Menu Cycle Name: Bid\_Menu\_Lunch\_SCA\_MCA\_COL\_DXS\_2020 Week 2  
 Site Group: COE  
 Serving Group: 6-8

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (kcal)(1)	690.59	563.32	739.90	628.95	531.18	[500.00 - 700.00]	650.79	
Sat Fat (g)(1)	7.53 (9.61%)	4.55 (7.28%)	5.03 (7.33%)	6.74 (9.64%)	5.24 (7.67%)	< 16.00 % of Calories	6.02	8.32 %
Trans Fat (g)(2)	0.20	0.00	0.00	0.21	0.50		0.09(M)	
Sodium Target 1 (mg)(3)	824.49	759.81	1,291.62	887.21	679.96	< 1,360.00	868.62	
Sodium Target 2 (mg)(3)	824.49	759.81	1,191.62	887.21	679.96	< 1,035.00	868.62	

## Legend

- (M) Indicates missing nutrient values.
- 1 Standard Value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes, not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Generated on: 3/4/2020 5:59:49 PM by Revolution Foods

Meal Cycle Name: Site\_Menu\_Lunch\_SCA\_MCA\_COL\_TX5\_2020 Week 3  
 Site Group: COL  
 Serving Group: 6-8

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (kcal)(1)	804.05	606.65	699.79	572.56	567.63	[600.00 - 700.00]	659.14	
Sat Fat (g)(1)	9.55 (10.69%)	5.00 (7.42%)	3.33 (6.83%)	5.31 (9.32%)	5.06 (9.02%)	< 10.00 % of Calories	6.25	8.65 %
Trans Fat (g)(2)	0.28	0.00	0.00	0.01	0.00		0.04(0)	
Sodium Target 1 (mg)(13)	679.06	621.31	652.12	694.09	756.57	< 1,360.00	680.43	
Sodium Target 2 (mg)(13)	679.06	621.31	652.12	694.09	756.57	< 1,035.00	680.43	

## Legend

(M) Indicates missing nutrient values.

- Standard Value is the daily average requirement for a school week.
- Trans Fat is provided for informational purposes, not for monitoring purposes.
- Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.

# Menu Cycle Week - Nutrient Summary

Menu Cycle Name: Bid\_Menu\_Lunch\_SCA\_NCA\_COL\_TXS\_2020 Week 4  
 Site Group: COL  
 Serving Group: 6-8

Meal Pattern: [USDA]Meal Pattern SY 2014+  
 Calculation Method: Weighted Analysis  
 Meal Type: Lunch

Nutrient	Day 1	Day 2	Day 3	Day 4	Day 5	Week Standard Value	Actual Value	% of Calories
Calories (Kcal)(1)	749.35	676.29	510.36	694.11	584.94	[600.00 - 700.00]	654.81	
Sat Fat (g)(1)	5.21 (6.25%)	4.08 (5.43%)	5.44 (8.02%)	7.66 (10.54%)	5.24 (5.07%)	< 10.00 % of Calories	5.53	7.68 %
Trans Fat (g)(2)	0.26	0.00	0.30	0.11	0.01		0.34(%)	
Sodium Target 1 (mg)(13)	956.24	822.15	676.26	919.89	826.23	< 1,360.00	820.16	
Sodium Target 2 (mg)(13)	956.24	822.15	676.26	919.89	826.23	< 1,035.00	820.16	

**Legend**

- (M) Indicates missing nutrient values.
- 1 Standard Value is the daily average requirement for a school week.
- 2 Trans Fat is provided for informational purposes; not for monitoring purposes.
- 3 Sodium Target 2 will be marked in orange if exceeded prior to the effective date of July 1, 2024 and does not impact pass/fail compliance prior to that date.



**CITY OF LOS ANGELES**  
 OFFICE OF FINANCE  
 P.O. BOX 53200  
 LOS ANGELES CA 90053-0200

18932 VALLEY VIEW AVENUE  
 LA MIRADA, CA 90638-5800



MIXED AADC 800 17  
 REVOLUTION FOODS, INC. 5673  
 985 3RD ST  
 OAKLAND CA 94607-2503

THIS CERTIFICATE MUST BE POSTED AT PLACE OF BUSINESS

**CITY OF LOS ANGELES TAX REGISTRATION CERTIFICATE**

THIS CERTIFICATE IS GOOD UNTIL SUSPENDED OR CANCELLED

ACCOUNT NO.	FUND/CLASS	DESCRIPTION	ISSUED: 4/28/2020	STARTED	STATUS
0002341446-0001-1	LGR1	GROSSRECEIPTFUND/ CLASS1 ORD 183419		5/7/2008	ACTIVE

REVOLUTION FOODS, INC.  
 985 3RD ST  
 OAKLAND CA 94607-2503

ISSUED TO

18932 VALLEY VIEW AVENUE  
 LA MIRADA, CA 90638-5800



ISSUED FOR TAX COMPLIANCE PURPOSES ONLY  
 NOT A LICENSE, PERMIT, OR LAND USE AUTHORIZATION

ISSUED BY

*Clara Bartels*

DIRECTOR OF FINANCE

"No registration certificate or permit issued under the provisions of the Business Tax ordinances of the LANC, or the payment of any tax required under the provisions of the Business Tax ordinances of the LANC shall be construed as authorizing the conduct or continuance of any illegal business or of a legal business in an illegal manner."

NOTIFY THE OFFICE OF FINANCE IN WRITING OF ANY CHANGE IN OWNERSHIP OR ADDRESS - OFFICE OF FINANCE, P.O. BOX 53200, LOS ANGELES CA 90053-0200  
 IMPORTANT - READ REVERSE SIDE

## BUSINESS LICENSE

The person, firm or corporation named below is granted (pursuant to the provisions of the license ordinance of the City of La Mirada) license to engage in, carry on or conduct, in the City of La Mirada, California, the business, trade, calling, profession, exhibition, or occupation described below for the period indicated. This license does not grant or imply any right or authority to violate, or be in violation of the La Mirada Code in any respect in order to carry on the specified business, profession, or trade.

Business Location: 16932 VALLEY VIEW AVE  
LA MIRADA, CA 90638-5800

Business Name: Revolution Foods, Inc.

REVOLUTION FOODS, INC.  
8393 CAPWELL DR STE 200  
OAKLAND, CA 94621-2123

## CITY OF LA MIRADA

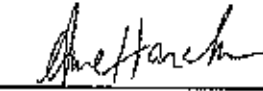
13700 La Mirada Blvd., La Mirada, CA 90638

BUSINESS LICENSE #: 034482

Owner Name(s): Revolution Foods, Inc.

Business Type: FOOD SERVICE  
Description: FOOD SERVICE  
License Fee: \$ 54.00  
Effective Date: April 01, 2020  
Expiration Date: March 31, 2021

By:



Anna Heraksin, Assistant City Manager

NOT TRANSFERABLE

TO BE POSTED IN A CONSPICUOUS PLACE





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
8/3/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> HAUSER 5905 E. Galbraith Rd, Ste 9000 Cincinnati OH 45236	<b>CONTACT NAME:</b> Nancy Senth <b>PHONE (A/C No, Ext):</b> 513-745-9200 <b>FAX (A/C No):</b> <b>E-MAIL ADDRESS:</b> nsanthn@thehausergroup.com
	<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Travelers Property Casualty Co of America <b>INSURER B:</b> Acceptance Indemnity Insurance Company <b>INSURER C:</b> Pennsylvania Manufacturers Association Insurance Co <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>
<b>INSURED</b> Revolution Foods, Inc. 985 3rd St Oakland CA 94607	<b>REVGRC0-01</b> <b>NASC #</b> 25674 12262

**COVERAGES**      **CERTIFICATE NUMBER:** 253077827      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJEC <input type="checkbox"/> LOC OTHER:			Y-650-2R300867-TIL-20	8/1/2020	8/1/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			810-2R307938-20-14-G	8/1/2020	8/1/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$			EMM000035000	8/1/2020	8/1/2021	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000 \$
C	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below:		Y/N	202075 1265495	8/1/2020	8/1/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER**      **CANCELLATION**

For Information Only	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
----------------------	---

© 1988-2015 ACORD CORPORATION. All rights reserved.



THIS PERMIT MUST BE CONSPICUOUSLY DISPLAYED ON THE PREMISES

# PUBLIC HEALTH LICENSE

FY 2020/2021

Valid Until: 6/30/2021



PR Number: PR0227768  
Program ID: REVOLUTION FOODS  
Description: FOOD PROCESSING WHOLESALE (6,000 + SQ. FT.)

Facility Owner - Mail Address  
REVOLUTION FOODS, INC.  
c/o PAUL HARRISON  
16932 VALLEY VIEW AVE  
LA MIRADA, CA 90638

Facility Location  
REVOLUTION FOODS  
16932 VALLEY VIEW AVE  
LA MIRADA, CA 90638

WFI

STATE OF CALIFORNIA  
DEPARTMENT OF PUBLIC HEALTH  
FOOD AND DRUG BRANCH  
PROCESSED FOOD REGISTRATION

REVOLUTION FOODS, INC.  
16932 VALLEY VIEW AVENUE  
LA MIRADA, CA 90638

REGISTRATION NUMBER: 105949  
EXPIRATION DATE: 8/21/2021

THE PERSON NAMED HEREIN IS REGISTERED TO MANUFACTURE, PACK, OR HOLD PROCESSED FOOD IN THE STATE OF CALIFORNIA THROUGH THE EXPIRATION DATE. THIS REGISTRATION IS ISSUED IN ACCORDANCE WITH THE PROVISIONS OF DIVISION 104, SECTION 110460 OF THE CALIFORNIA HEALTH AND SAFETY CODE AND IS NOT TRANSFERABLE TO ANY OTHER PERSON OR PLACE. THE REGISTRANT IS REQUIRED BY LAW TO IMMEDIATELY NOTIFY THE CALIFORNIA DEPARTMENT OF PUBLIC HEALTH OF ANY CHANGE IN THE INFORMATION REPORTED IN THE APPLICATION.

Food and Drug Branch, 1509 Capitol Avenue, MS 7602, PO Box 997435, Sacramento, CA 95899-7435 (916) 650-6500



Top Notch Catering LLC  
1655 Broadway Unit 12  
Chula Vista, CA 91911

6190 Fairmount Ave Suite G  
San Diego, CA 92120

EIN: 45-4609829

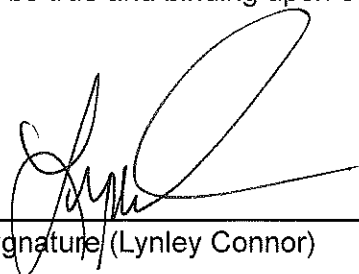
Lynley Connor  
Chief Operating Officer  
1-833-867-6325  
[lynley@topncatering.com](mailto:lynley@topncatering.com)

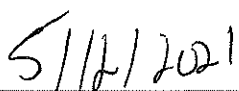
Top Notch Catering is very excited about the opportunity to partner with Iftin Charter School to provide nutritious, fresh and homemade breakfast, lunch, and snack options to students to sustain a long day of learning. Top Notch Catering is a local San Diego company that has been serving San Diego County for just over 10 years. We are very knowledgeable about what it takes to run a school lunch operation such as this one and would love the opportunity.

Top Notch Catering not only is willing to partner with Iftin Charter School, but is more than capable. We have a very professional and friendly staff that we hold to the highest standards. All our staff are not only efficient workers but act in a professional manner when interacting with students, staff and parents. Top Notch Catering has all the resources necessary for a successful foodservice operation.

Thank you for taking the time to go over our bid and for considering Top Notch Catering to serve your school.

By signing this cover letter, I certify that the information contained in this proposal is accurate and that all attachments required to be submitted as part of the proposal are certified to be true and binding upon our company.

  
\_\_\_\_\_  
Signature (Lynley Connor)

  
\_\_\_\_\_  
Date

### HealthyPro Menu Planning

Top Notch utilizes a cloud based menu planning software that stores recipes, nutritional components and populates daily transport records (DTRs) tracking meal's components and quantities provided to the schools. HealthyPro is a USDA approved program. The DTRs ensure accurate and timely deliveries with checks and balances as well as the ability to look up past meals provided for billing inquiries, audits, etc. The software is also a resource for the schools to be able to see all nutritional breakdowns and ingredients for meals provided to further ensure compliance. Our software can provide our programs instant information on temperatures for deliveries, meal counts, and nutritional with a log in provided to your site. Our programs are provided any delivery time or driver changes the day of occurrence. Communication on all aspects of our programs is most important to our company.

### Materials & Supplies Provided

Meals will be provided at appropriate temperatures within regulation that are packaged for easy storing and serving. All meals are pre-packaged in an appealing way that appeals to students first and foremost. Corresponding servicing materials, included but not limited to will be provided such as condiments, plates, silverware, and napkins. All items will be transported in materials utilized for a pre-packaged service. All items are included in the price point stated below. All meals will be delivered in accordance with the specified sites within the RFP.

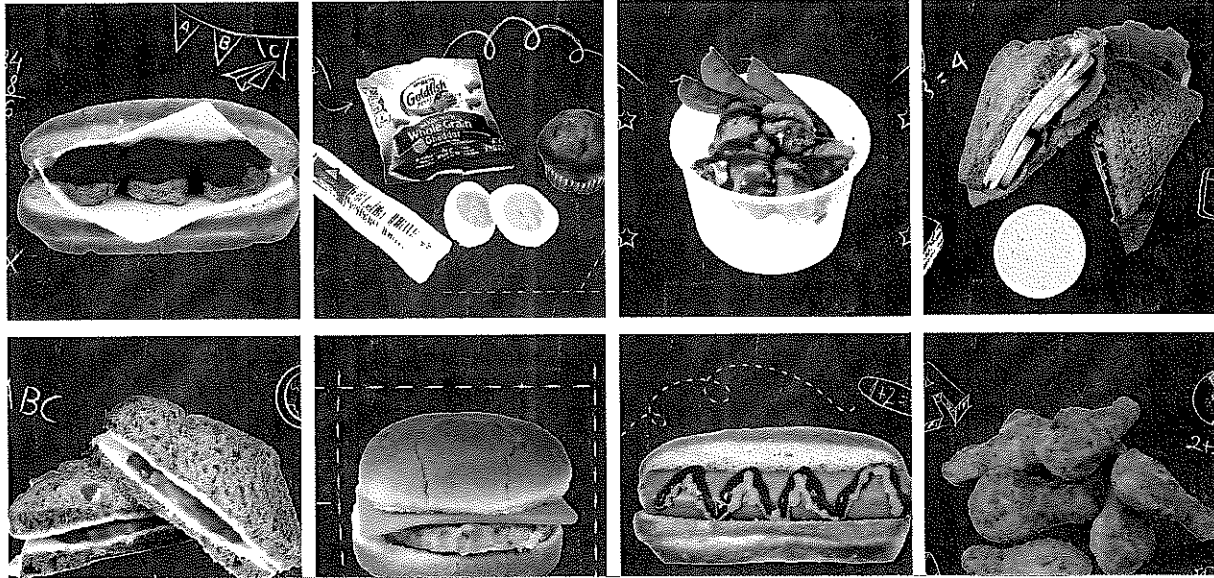
TopNotch will provide equipment if needed based on the language of the RFP. TopNotch can charge a rental fee for additional equipment. TopNotch does not provide servers at the school site, but TopNotch's drivers can assist with any and all questions a school may have upon delivery.

### Offer vs Serve

Top Notch will comply with the Buy American requirement, which dictates that ICS is participating in the federal school meal programs are required to purchase domestic commodities and products for ICS meals to the maximum extent practicable. Domestic commodity or product means an agricultural commodity that is produced in the U.S. and a food product that is processed in the U.S. substantially (at least 51 percent) using agricultural commodities that are produced in the U.S. (7CFR210.21, 220.16).

### Cost Per Meal (Fee Proposal)

## OUR FOOD



Please click on the following link to see multiple photos of meal items offered throughout the year. <https://www.topnotchlunches.com/our-food>

Please see the attached documentation pertaining to our menu samples and insurances.  
Upon the award of the contract with ICS, TopNotch will add all sites to their insurance policy in accordance with the stated language in the RFP.



Breakfast	Cereal Fruit Variety Milk 1% 8oz Milk, Fat Free, Chocolate	Strawberry Banana Smoothie Fruit Variety Milk 1% 8oz Milk, Fat Free, Chocolate	Blueberry Muffin Fruit Variety Milk 1% 8oz Milk, Fat Free, Chocolate	Zee Zees Bar Fruit Variety Milk 1% 8oz Milk, Fat Free, Chocolate	Bagel with Cream Cheese Fruit Variety Milk 1% 8oz Milk, Fat Free, Chocolate
Lunch	Eggplant Parm Pasta Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Breakfast Burrito Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Chicken Teriyaki Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Shredded Chicken with Chalé Sauce and Rice Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Cheese Pizza Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate
Afternoon Snack	Fruit Variety Chex Mix	Carrots Cheez-Itz	Fruit Yogurt	Fruit Graham Cracker	Goldfish Fruit Juice

Breakfast	Cereal Fruit Variety Milk 8oz	Strawberry Banana Smoothie Fruit Variety Milk 8oz	Blueberry Muffin Fruit Variety Milk 8oz	Zee Zees Bar Fruit Variety Milk 8oz	Bagel with Cream Cheese Fruit Variety Milk 8oz
Lunch	Bean & Cheese Burrito Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Chickpea & Rice Stew Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Chicken Quesadilla Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Mama Mia Pasta Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate	Cheese Pizza Fruit Variety Vegetable Variety Milk 8oz Milk, Fat Free, Chocolate
Afternoon Snack	Fruit Variety Chex Mix	Carrots Cheez-Itz	Fruit Yogurt	Fruit Graham Cracker	Goldfish Fruit Juice

Breakfast	Cereal Fruit Variety Milk 8oz	Strawberry Banana Smoothie Fruit Variety Milk 8oz	Blueberry Muffin Fruit Variety Milk 8oz	Zee Zees Bar Fruit Variety Milk 8oz	Bagel with Cream Cheese Fruit Variety Milk 8oz
Lunch	Chicken Parm Pasta Apple Corn Milk 8oz	Bean & Cheese Burrito Cantaloupe Broccoli Milk 8oz	Chicken Teriyaki Oranges Peas Milk 8oz	Turkey & Cheese Sandwich Watermelon Carrot Milk 8oz	Cheese Pizza Apple Peas Milk 8oz
Afternoon Snack	Fruit Variety Chex Mix	Carrots Cheez-Itz	Fruit Yogurt	Fruit Graham Cracker	Goldfish Fruit Juice

# Exhibit 1

## VENDED MEAL AGREEMENT

This agreement is entered into on \_\_\_\_\_, 2021 by and between Iftin Charter School (ICS), herein after referred to as the **School Food Authority (SFA)**, and \_\_\_\_\_ herein after referred to as the **Vendor**.

This Agreement sets forth the terms and conditions upon which the SFA retains the Vendor to provide meals for the SFA's program(s).

**Whereas**, The SFA desires the Vendor to provide meals on a Fixed-fee basis; and

**Whereas**, The Vendor is willing to provide such services to the SFA on a Cost reimbursement

basis

Fixed-fee basis

**Therefore**, both parties hereto agree as follows: The Vendor will deliver meals to the SFA.

Meals will be delivered to the address(es) listed in **Schedule D** at or before the specified time.

The cost per meal listed below is agreed upon by both parties:

Breakfast \$ 1.98 each    Lunch \$ 3.15 each    Supplement/Snack \$ .90 each

### THE VENDOR AGREES TO:

1. Prepare unitized meals in accordance with the number of meals requested. Meals will include milk. Utilized packaging of meals to be adjusted as needed while Covid-19 conditions are in effect.
2. Obtain prior approval from the SFA for the proposed monthly menus at least 15 days before the beginning of the period to which the menu applies. The Vendor shall notify the SFA of any changes to the menu made after SFA approval. Changes must be documented on the menu records.
3. Assure that each meal provided to the SFA under this agreement meets the minimum requirements as to the nutritional content as specified by the United States Department of Agriculture (USDA), Food and Nutrition Services Meal Pattern, which is excerpted from the Title 7, *Code of Federal Regulations (7 CFR)* parts 210, 220, 225, and 226 as applicable.
4. Maintain full and accurate records that document: (1) the menus were provided to the SFA during the term of this agreement, (2) a listing of all components of each meal, and, (3) an itemization of the quantities of each component used to prepare said meal. The vendor agrees to provide meal preparation documentation by using yield factors for each food item as listed in the *USDA Food Buying Guide* when calculating and recording the quantity of food prepared for each meal.



15. Not enter into any processing contracts utilizing USDA donated food on behalf of the SFA.
16. Surrender to the SFA upon termination of the agreement all records pertaining to the operation of the food service, to include all production records, product invoices, claim documentation, financial reports, and procurement documentation. The records shall be in appropriate order, complete, and legible.
17. Disclose the full amount of all discounts, rebates, allowances, and incentives received by the Company from its suppliers. The Vendor must disclose and return to the SFA the full amount of all discounts, rebates, applicable credits, and incentives on the purchases made on behalf of the SFA. All discounts, rebates, allowances, and incentives must be returned to the SFA during a mutually agreed upon timeframe that is beneficial to the SFA.
18. Federal regulations require school food authorities to purchase, to the maximum extent practicable, domestic commodities or products. This Buy American provision supports the mission of the Child Nutrition Programs, which is to serve children nutritious meals and support American agriculture. Section 12(n) of the National School Lunch Act (42 USC 1760(n)) defines "domestic commodity or product" as an agricultural commodity that is produced in the U.S. and a food product that is produced in the U.S. Over 51% of the final processed product (by weight or volume) must consist of agricultural commodities that were grown domestically. An exception to the Buy American provision is only allowed when an acceptable product is not produced or manufactured in the U.S. in sufficient and reasonably available quantities of a satisfactory quality. Vendor shall notify the SFA and provide documentation for any products not produced or manufactured in the U.S. due to insufficient and reasonable quantities being available in the U.S.

Upon request by the SFA, Vendor shall submit documentation from the product manufacturer which certifies the domestic percentage of the agricultural food component of commodities and products to ensure that products are in compliance with the Buy American provision.

**THE SFA AGREES TO:**

1. Request by telephone or other mutually agreed means no later than 5 calendar (days/hours) or by a set schedule mutually agreed upon by the parties, an accurate number of meals to be delivered to the SFA each day. Notify the Vendor of necessary increases/decreases in the number of meals ordered within 48 hours of the scheduled delivery/pickup time, or by a schedule mutually agreed upon by the parties. Errors in meal orders shall be the responsibility of the party making the error.
2. Ensure that an SFA representative is available at each delivery/pick up site, at the specified time on each specified delivery/pick up day to receive, inspect, and sign for the requested number of meals. This individual will verify the temperature, quality, and quantity of each meal service delivery/pick up. The SFA assures the vendor that this individual will be trained and knowledgeable in the record keeping and meal requirements of the federal meal programs, and with local health and safety codes.
3. Provide personnel to serve meals, clean the serving and eating areas, and assemble transport carts and auxiliary items for pick up by the Vendor (if applicable) no later than the end of the serving day.
4. Notify the Vendor within 2 days of receipt of the next month's proposed cycle menu, of any

**CERTIFICATIONS**

**The Vendor certifies that they are in compliance with:**

Section 306 of Clean Air Act (42 USC 1857[h]), Section 508 of the Clean Water Act (33 USC 1368), Executive Order 11738 and Environmental Protection Agency regulations, Energy Policy and Conservation Act (OMB Circular A-102, Attachments O, paragraph 14.j)

Provisions of the Contract Work Hours and Safety Standards Act involving food service workers whose duties are manual and physical in nature (OMB Circular No. A-102, Attachment O, paragraph 14.f)

Executive Order 11246, entitled "Equal Employment Opportunity," as amended by Executive Order 11375 and Department of Labor Regulations

The parties have executed this agreement on the respective dates set forth below.

**TERMS OF THE AGREEMENT**

This agreement will take effect commencing on July 1, 2021 and shall end on June 30, 2022. This agreement may be amended and extended by the parties annually up to a maximum contract term of five years.

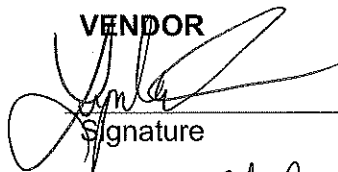
Either party may be terminate this agreement for cause by written notification at least 60 days prior to the date of termination. The SFA shall have the option to cancel this agreement if the California State and/or federal government withdraws funds to support the meal program. It is further understood that, in the event of cancellation of the agreement, the SFA shall be responsible for meals that have already been assembled and/or delivered/picked up in accordance with this agreement.

The SFA and vendor will adhere to the 2012 Food Based Menu plan.

In witness whereof, the parties hereto have executed this agreement as of the dates indicated below:

**VENDOR**

**IFTIN CHARTER SCHOOL**

  
Signature

\_\_\_\_\_  
Signature

  
Lynley Connor Chief Operating Officer  
Printed Name and Title

\_\_\_\_\_  
Maslah Yussuf,  
Chief Executive Officer  
Printed Name and Title

5/12/2021  
\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

**Production Record**

**Daily Food Production Record**  
**Satellite Transport Production Record**



District Name: Top Notch Catering  
 Meal Preparation Site: EJE Academies Charter School  
 Menu: SY 20-21 Daily Breakfast  
 Meal Service: None  
 Age/Group: None

Total Prepared Meals: 0  
 Students served: 0  
 Adults served: 0  
 Total served: 0  
 Date: 5/03/2021  
 Offer vs Serve: Yes

Meal Item	Sub Recipes	Ingredient Quantities	Recipe #	Portion Size	Forecast	Prepared				Shipping Unit	Amount Shipped	Served				Leftover	Waste	Temp			Misc	Comments
						Student	A la carte	Adult	Total			Student	A la carte	Adult	Total			#1	#2	#3		
<b>Breakfast Entree</b>																						
Assorted WG Cereals			15051	1 Each		345			345	1/Bowl-Pack	345 Bowl-Pack											
345 each Cereal, Honey Graham Squares, Malt o Meal, 2 oz, 5342207 (2 WG)																						
345 container Cereal, Lucky Charms, Single Serve Cup, WG Gluten Free, 60/1.7oz, General Mills, 16000-13899																						
<b>Fruit</b>																						
Fresh Fruit Variety			5937	1 Each		345			345	1/Each	345 Each											
115 medium (3" dia) Apple, Granny Smith, raw, with skin {100512}																						
115 small (6" to 6-7/8" long) Bananas, raw																						
115 fruit (2-7/8" dia) Oranges, raw, navels (Includes foods for USDA's Food Distribution Program)																						
<b>Milk</b>																						
1% Milk			85	1 Carton		345			345	1/Carton	345 Carton											
345 carton Milk, 1%, Hollandia (1 M)																						

\* = Indicates missing Nutrient Information.

WARNING: THE DATA CONTAINED WITHIN THIS REPORT CANNOT BE USED FOR AND DOES NOT PROVIDE MENU PLANNING OR MEDICAL TREATMENT FOR ANYONE WITH A MEDICAL CONDITION, DIETARY RESTRICTION OR FOOD ALLERGY. USE OF THE SERVICES TO PROVIDE MENU PLANNING OR MEDICAL TREATMENT FOR ANYONE WITH A MEDICAL CONDITION, DIETARY RESTRICTION OR FOOD ALLERGY IS A VIOLATION OF THE TERMS OF THIS SERVICE. ANY SUBSCRIBER PLANNING FOR OR TREATING MEDICAL CONDITIONS, DIETARY RESTRICTIONS OR A FOOD ALLERGY MUST CONSULT A MEDICAL PROFESSIONAL FOR ASSISTANCE. TRANS FAT VALUES ARE PROVIDED FOR INFORMATION PURPOSES ONLY, NOT FOR MONITORING PURPOSES.

**Production Record**

**Daily Food Production Record**  
**Satellite Transport Production Record**



District Name: Top Notch Catering  
 Meal Preparation Site: EJE Academies Charter School  
 Menu: EJE SY 20-21 Daily Lunch  
 Meal Service: None  
 Age/Group: None

Total Prepared Meals: 0  
 Students served: 0  
 Adults served: 0  
 Total served: 0  
 Date: 5/03/2021  
 Offer vs Serve: Yes

Meal Item	Sub Recipes	Ingredient Quantities	Recipe #	Portion Size	Forecast	Prepared				Shipping Unit	Amount Shipped	Served				Leftover	Waste	Temp			Misc	Comments
						Student	A la carte	Adult	Total			Student	A la carte	Adult	Total			#1	#2	#3		
<b>Lunch Entree</b>																						
WG Chicken Parmesan Pasta			15357	1 each			45				45	N/A										
		2 lb. 13 oz. Cheese, Mozzarella, LMPS, Arrezzo, 6225304 (1 oz = 1 MMA)																				
		2 lb. 13 oz. Chicken, Patty, Breaded, Sysco, 1976109 (2 MMA, 3/4 WG)																				
		90 oz, dry Pasta, Spaghetti, WG, A. Zerega's Sons, 79061 (1/2 cup ckd = 1 WGR)																				
		1 gal., 1 qt., 2 1/2 c. Sauce, Marinara, Full Red, 8512741 (1/2 ROV)																				
DAIRY FREE LUNCH			5943	1 SERVING			1				1	N/A							0		0	
<b>Vegetables</b>																						
Veggie Variety			15605	1/2 cup			46				46	N/A										
		1 qt., 1/2 c., 1 2/3 Tbsp. Broccoli, frozen, chopped, cooked, boiled, drained, without salt																				
		1 qt., 1/2 c., 1 2/3 Tbsp. Carrots, cooked, boiled, drained, without salt																				
		1 qt., 1/2 c., 1 2/3 Tbsp. Corn, sweet, white, frozen, kernels cut off cob, boiled, drained, without salt																				
		1 qt., 1/2 c., 1 2/3 Tbsp. slices Cucumber, with peel, raw																				
		1 qt., 1/2 c., 1 2/3 Tbsp. Peas, green, frozen, cooked, boiled, drained, without salt																				
<b>Milk</b>																						
Chocolate Milk			81	1 Carton							1/Carton											
		0 carton Milk, Chocolate, NF, Hollandia (1 M)																				
1% Milk			85	1 Carton			46				46	1/Carton	46	Carton								
		46 carton Milk, 1%, Hollandia (1 M)																				

\* = Indicates missing Nutrient Information.

WARNING: THE DATA CONTAINED WITHIN THIS REPORT CANNOT BE USED FOR AND DOES NOT PROVIDE MENU PLANNING OR MEDICAL TREATMENT FOR ANYONE WITH A MEDICAL CONDITION, DIETARY RESTRICTION OR FOOD ALLERGY. USE OF THE SERVICES TO PROVIDE MENU PLANNING OR MEDICAL TREATMENT FOR ANYONE WITH A MEDICAL CONDITION, DIETARY RESTRICTION OR FOOD ALLERGY IS A VIOLATION OF THE TERMS OF THIS SERVICE. ANY SUBSCRIBER PLANNING FOR OR TREATING MEDICAL CONDITIONS, DIETARY RESTRICTIONS OR A FOOD ALLERGY MUST CONSULT A MEDICAL PROFESSIONAL FOR ASSISTANCE. TRANS FAT VALUES ARE PROVIDED FOR INFORMATION PURPOSES ONLY, NOT FOR MONITORING PURPOSES.

**Production Record**

**Daily Food Production Record**  
**Satellite Transport Production Record**



District Name: Top Notch Catering  
 Meal Preparation Site: Fallbrook Street Center - MAAC  
 Menu: Head Start SY 20-21 Daily Snack  
 Meal Service: Snack  
 Age/Group: CACFP Ages 3-5

Total Prepared Meals: 0  
 Students served: 0  
 Adults served: 0  
 Total served: 0  
 Date: 5/10/2021  
 Offer vs Serve: Yes

Meal Item	Sub Recipes	Ingredient Quantities	Recipe #	Portion Size	Forecast	Prepared				Shipping Unit	Amount Shipped	Served				Leftover	Waste	Temp			Misc	Comments
						Student	A la carte	Adult	Total			Student	A la carte	Adult	Total			#1	#2	#3		
<b>Fruit</b>																						
100% Apple Juice			2201	1 Box		31		10	41	1/Box	41 Box											
41 each Juice, 100% Apple, Hollandia, 4 oz (1/2 F)																						
<b>Grains</b>																						
WG Goldfish Crackers			1523	1 Pouch		31		10	41	1/Pouch	41 Pouch											
41 pouch Crackers, Goldfish, Pepperidge Farm, 718105 (1 WG)																						

\* = Indicates missing Nutrient Information.

WARNING: THE DATA CONTAINED WITHIN THIS REPORT CANNOT BE USED FOR AND DOES NOT PROVIDE MENU PLANNING OR MEDICAL TREATMENT FOR ANYONE WITH A MEDICAL CONDITION, DIETARY RESTRICTION OR FOOD ALLERGY. USE OF THE SERVICES TO PROVIDE MENU PLANNING OR MEDICAL TREATMENT FOR ANYONE WITH A MEDICAL CONDITION, DIETARY RESTRICTION OR FOOD ALLERGY IS A VIOLATION OF THE TERMS OF THIS SERVICE. ANY SUBSCRIBER PLANNING FOR OR TREATING MEDICAL CONDITIONS, DIETARY RESTRICTIONS OR A FOOD ALLERGY MUST CONSULT A MEDICAL PROFESSIONAL FOR ASSISTANCE. TRANS FAT VALUES ARE PROVIDED FOR INFORMATION PURPOSES ONLY, NOT FOR MONITORING PURPOSES.





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

03/10/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> <b>State Farm</b> Lee Meyer, Agent State Farm Insurance 826 Starboard St Chula Vista CA 91914	<b>CONTACT NAME:</b> Maria Marcq <b>PHONE (A/C, No, Ext):</b> 619-656-5020 <b>E-MAIL ADDRESS:</b> lee@leemeyerinsurance.com	<b>FAX (A/C, No):</b> 619-656-5022
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> Top N Catering LLC DBA Top Notch School Lunches 1655 Broadway Ste. 12 Chula Vista, CA 91911	<b>INSURER A :</b> State Farm Mutual Automobile Insurance Company	<b>NAIC #</b> 25178
	<b>INSURER B :</b>	
	<b>INSURER C :</b>	
	<b>INSURER D :</b>	
	<b>INSURER E :</b>	
	<b>INSURER F :</b>	

**COVERAGES****CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	<b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE	\$
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$
							MED EXP (Any one person)	\$
							PERSONAL & ADV INJURY	\$
							GENERAL AGGREGATE	\$
							PRODUCTS - COMP/OP AGG	\$
								\$
A	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY			468 4047-C26-55 426 0656-C20-55B	03/10/2021 03/10/2021	09/26/2021 09/20/2021	COMBINED SINGLE LIMIT (Ea accident)	\$
							BODILY INJURY (Per person)	\$ 1,000,000
							BODILY INJURY (Per accident)	\$ 1,000,000
							PROPERTY DAMAGE (Per accident)	\$ 1,000,000
								\$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE	\$
							AGGREGATE	\$
								\$
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						PER STATUTE	OTH-ER
							E.L. EACH ACCIDENT	\$
							E.L. DISEASE - EA EMPLOYEE	\$
							E.L. DISEASE - POLICY LIMIT	\$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

All Operations.

Additional insureds can be added upon request

**CERTIFICATE HOLDER****CANCELLATION**

MAC Project 1355 3rd Ave Chula Vista CA 91911	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
---	---

© 1988-2015 ACORD CORPORATION. All rights reserved.

**JAN**

**County of San Diego**  
**DEPARTMENT OF ENVIRONMENTAL HEALTH**  
**ENVIRONMENTAL HEALTH PERMIT**

**2022**

P.O. BOX 129261, SAN DIEGO, CA 92112-9261 / (858) 505-6700 / (800) 253-9933 / FAX (858) 505-6848  
www.sdcdeh.org

Owner/Operator Name: **TOP N CATERING LLC**  
Facility Name: **TOP NOTCH CATERING**  
Facility Located at: **1655 BROADWAY, CHULA VISTA, CA 91911-4814**  
Mailing Address  
**TOP N CATERING LLC**  
**1655 BROADWAY STE 12**  
**CHULA VISTA, CA 91911**



Record Number: **DEH2016-FFPP-007389**

**PERMIT TO OPERATE CATERER**

**Expiration Date: 1/31/2022**

**RENEWAL IS REQUIRED BEFORE EXPIRATION DATE**

**ATTENTION**

- Post in a Conspicuous Place.
- A copy of this permit must be maintained at the facility location.
- Permit is not valid for any facility location or owner not listed above.
- This permit is not transferable. Any change in the above owner, location or mailing address or business activity must be reported by submitting a written change to the department.
- This is not a City or County use permit, nor a permit to operate under any other regulatory program. Other permits may be required for these operations at this location.

This permit is provisional. The Director or designee of the Director may order the permit or any permit element be denied, suspended or revoked for violation of any relevant requirement established or provided by law. This permit does not excuse any owner or operator from complying with all applicable federal, state, county or local laws, ordinance or regulations. The owner or operator is required to determine if another permit or approval from any other agency or department is necessary. The County, by issuing this permit, does not relinquish its right to enforce any violation of law.



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/26/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Prosource Insurance Services 4625 Acacia Ave.  La Mesa CA 91941		<b>CONTACT NAME:</b> Brandon Scavia <b>PHONE (A/C, No, Ext):</b> (619) 469-9600 <b>E-MAIL ADDRESS:</b> service@prosourceia.com <b>FAX (A/C, No):</b>	
		<b>INSURER(S) AFFORDING COVERAGE</b>	
		<b>INSURER A:</b> Liberty Mutual Insurance	<b>NAIC #</b> 23043
		<b>INSURER B:</b> Preferred Professional Insurance Company	36234
		<b>INSURER C:</b>	
		<b>INSURER D:</b>	
		<b>INSURER E:</b>	
		<b>INSURER F:</b>	

**COVERAGES**                      **CERTIFICATE NUMBER:**                      **REVISION NUMBER:**

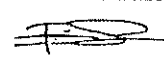
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b>			BKA 60180074	8/12/2020	8/12/2021	EACH OCCURRENCE	\$ 1,000,000	
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 500,000	
	GEN'L AGGREGATE LIMIT APPLIES PER:							MED EXP (Any one person)	\$ 15,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						PERSONAL & ADV INJURY	\$ 1,000,000	
	OTHER:						GENERAL AGGREGATE	\$ 2,000,000	
							PRODUCTS - COMP/OP AGG	\$ 2,000,000	
								\$	
	<b>AUTOMOBILE LIABILITY</b>						COMBINED SINGLE LIMIT (Ea accident)	\$	
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)	\$	
	<input type="checkbox"/> OWNED AUTOS ONLY	<input type="checkbox"/>	<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per accident)	\$	
	<input type="checkbox"/> HIRED AUTOS ONLY	<input type="checkbox"/>	<input type="checkbox"/> NON-OWNED AUTOS ONLY				PROPERTY DAMAGE (Per accident)	\$	
								\$	
	<b>UMBRELLA LIAB</b>						EACH OCCURRENCE	\$	
	<input type="checkbox"/> OCCUR						AGGREGATE	\$	
	<b>EXCESS LIAB</b>							\$	
	<input type="checkbox"/> CLAIMS-MADE							\$	
	DED							\$	
	RETENTION \$							\$	
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>			ON11218-01	4/25/2021	4/25/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER		
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y <input checked="" type="checkbox"/> N	N/A				E.L. EACH ACCIDENT	\$ 1,000,000	
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000	
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000	
A	Business Owners			BKA 60180074	08/12/2020	08/12/2021	BPP LIMIT	305,000	
							DEDUCTIBLE	1,000	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Cancellation 10 days non-payment; 30 days all other.

**CERTIFICATE HOLDER**                      **CANCELLATION**

Proof of Insurance	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

© 1988-2015 ACORD CORPORATION. All rights reserved.



Iftin Charter School

---

**Iftin Charter Schools  
Board of Trustees  
Referral Packet and Instructions**

For more information, please contact:  
Maslah Yussuf, CEO TK-8  
619-265-2411  
Yussuf@iftincharter.net

## CALL FOR BOARD REFERRALS

Iftin Charter School invites referrals of individuals interested in serving on its Governing Board. We are seeking Members who are committed to providing time and resources toward governing the Iftin Charter Schools.

We are seeking potential Members who possess some combination of the following attributes:

- Commitment to the Iftin Charter mission
- Demonstrated ability to raise funds or gain access to funds
- Finance Skills: A background and demonstrated success in the area of finance
- Management Skills: have strategic and decision making skills that are the hallmarks of effective managers
- Serve and act for the benefit of the entire Iftin Charter community
- Political clout or the connections (within the business, government, and/or non-profit communities) that can facilitate the Iftin Charter School's ability to fulfill its mission
- Relationship builders
- Forward-looking, strategic thinkers
- Effective communication skills
- Strong background working in the local community
- Strong Background in reform-based education particularly with a focus on small high performing high schools

Eligible candidates must be at least 18 years.

## WHAT IT MEANS TO BE A BOARD MEMBER

The Iftin Charter Governing Board acts in trusteeship for all members of the Iftin Charter community. It establishes and follows policies for governing all of the Iftin Charter Schools. It ensures that the Director fulfills standards of performance that it establishes and that the entire organization is performing in a way that embodies excellence. In executing these responsibilities, the Governing Board commits itself to ensuring that:

- A vision for accomplishing the Iftin Charter mission is established and maintained
- The Iftin Charter mission will remain appropriate to and consistent with its non-profit status
- The Iftin Charter will fulfill its mission efficiently
- Iftin Charter School will be financially sustainable

The Iftin Charter Governing Board is responsible for its own development, its own discipline, and its own performance. In carrying out their functions for the Iftin Charter Schools, each Board member has two primary obligations to perform a *Duty of Care* and to perform a *Duty of Loyalty*.

Under the *Duty of Care*, each Board member is expected to exercise his/her powers in the interest of the Iftin Charter Schools. The *Duty of Care* relates primarily to:

**Being Informed.** Members are expected to attend all meetings of the Board; read information regarding Iftin Charter Schools and its activities prior to meetings; understand the mission, bylaws, policies, financial condition, and programs of Iftin Charter; and, when necessary, make reasonable requests for additional information from staff, committees, or other Board members.

**Exercising Independent Judgment.** As a Director, the Board member's duties are to the entire organization.

Under the *Duty of Loyalty*, each Board member is required to exercise his or her powers in the interest of the organization, not in their own interest or the interest of another entity or person. By assuming office, the Board member acknowledges that, with regard to any activity, the best interest of the organization must prevail over the member's individual. The *Duty of Loyalty* relates primarily to:

**Conflicts of Interest.** Where an individual Board member has interests that are in conflict with those of the organization, the member must disclose the conflict before the Board of Trustees takes action on the matter. Board Members must also disclose their financial interests on Government Form 700 and adhere to the Fair Political Practices Act (FPPA).

**Confidentiality.** Each Board member is expected to treat as confidential all matters involving the organization until there has been general public disclosure or unless the information is a matter of public record or common knowledge. When representing Iftin Charter in public, each Board member must be cognizant of his or her role as a symbol of and spokesperson for the organization. In such circumstances, a Board member is expected to behave in a manner that does not in any way imperil the public image and standing of the Iftin Charter. In such circumstances, a Board member is expected to speak for the organization and not his or her own interests. This includes representing only those views and positions that have been agreed upon by the Governing Board.

## BOARD MEETINGS

The Iftin Charter Governing Board typically meets monthly or as critical issues arise. Most meetings are one to three hours in length.



**IV. Questions for Person Being Referred**

Please limit each answer to approximately 150 words.

1. List any previous leadership positions held and describe what you accomplished in those positions.

---

---

2. If you currently serve in a volunteer leadership position with another organization, please explain your role and accomplishments.

---

---

3. What special abilities would you bring to the Iftin Charter Board?

---

---

4. What do you think are the most important issues facing education at the local, state, national and international level?

---

---

5. What steps should Iftin Charter take to strengthen its role and relationship with the community?

---

---

---

6. How would you "sell" the importance of Iftin Charter to a person who is unfamiliar with the organization?

---

---

7. How is the work you do as a professional compatible with the Iftin Charter mission?

---

---

8. Iftin Charter would like to maintain a Board that is comprised of individuals with a concern for the common good of the organization. Discuss how you would help the Board reach consensus among a group of peers with varied interests and/or positions on a specific issue.

---

---

9. What would be your personal goals as a member of the Iftin Charter Governing Board?

---

---

## **REFERRAL PACKET CHECKLIST**

**Please submit the following information:**

- The Completed Referral Form as a Word document or PDF
- The Nominee's Resume as a Word document or PDF
- Two letters of recommendation (on the originator's letterhead) as a Word document or PDF

You can either submit electronically to [yussuf@ifincharter.net](mailto:yussuf@ifincharter.net) or send a hard copy to:

Iftin Charter Schools  
ATTN: Maslah Yussuf, CEO  
5465 El Cajon Blvd.  
San Diego, CA 92115