



MASTER

Los Angeles Leadership Academy FSMC Food Service Proposal

RFP: #LALA2023

c/o Ms. Grissette Ortiz
2670 Griffin Ave
Los Angeles, CA 90031

May 2, 2022

Breakfast

Lunch

Supper
& Snack



Cover Letter

May 2, 2022

Greetings Ms. Ortiz,

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.

Since launching service with Los Angeles Leadership Academy over 7 years ago, it has been a privilege to serve your scholars with daily meal service. COVID closures interrupted what was trending to be the strongest and most productive meal service year in 2019-20 and it has been a progressive recovery ever since. During the closures, charter schools and B4YM partnered to serve more meals than many of the local district schools combined.

This school has been a challenge on many fronts. Staffing shortages, vendor order shortages, supply chain delays, and surging inflationary food costs were just some of the roadblocks that kept this year from being as successful as schools all over LA have come to expect of B4YM. And now as I'm sure you know B4YM is in the middle of what we expect will be a short financing restructuring under Chapter 11 reorganization. We expect all matters to be resolved before this summer and B4YM will be in its strongest fiscal position ever.

We are confident that 2022-23 will return to the peak level of service that you and all schools in Los Angeles have come to know and value from B4YM. We hope that the success, quality of meals, and service demonstrated before COVID will provide ample reason to strongly consider B4YM as your vendor for this coming school year.

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. We look forward to continuing our long-standing partnership with Los Angeles Leadership Academy and believe we can further build a relationship that can grow and thrive for many years to come.



Francisco
Castillo
Corporate Officer
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.

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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 and Nevada. In nine short years, B4YM has grown from an idea of social change to the one of the most impactful members of the National 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 America.

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 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 to your students. Accomplishing that goal starts with working with food 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. We look forward to the opportunity to continue working with your schools and we thank you for the opportunity to submit this proposal.



School Food Authority & RFP Profile

SFA Name: Los Angeles Leadership Academy

Contact Person: Ms. Gloria Leung
procurement@cwclangeles.org

Submission Due Date: May 5th, 2022, by 4:00pm

Overall Criteria

Criteria	Minimum Standard	Maximum Available Points	Relevant Pages for Reference
Administrative Requirements	Respondent included all required information in accordance with the General Instructions and Proposal Requirements?	10	1, 7, 15, 16, 17, 18 - 52, 53 - 57, 58, 59-60, 63-66, 67, 68-77
Questionnaire Responses & Financial Stability of Respondent	Based on the Proposal Questionnaire responses and the Cover Letter, the Respondent demonstrates a complete understanding of the SFA's food service program and its service requirements.	15	18 - 52
SSO, SBP, NSLP, & CEP Meal Pattern Requirement Compliance	Vendor must be able to meet all meal pattern requirements as stated in Attachment _____	10	7, 20 - 25, 68-77
Menu Variety	Vendor provides evidence of an appealing and culturally relevant menu, with sufficient variety to not cause meal fatigue.	20	9, 10, 68 - 77, 80, 81
FSMC Ability to Accept SFA's Commodity Entitlements	FSMC provides documentation from CA Dept of Education proving they are an approved USDA Foods or DoD Fresh Fruits & Vegetables program processor.	20	40 - 42
Meal Order Process, Order Flexibility, & Delivery Effectiveness	Vendor shall provide a description of their ordering process, time frame for meal order changes, and any costs related to order changes. FSMC shall also provide a thorough description of appropriate and timely delivery capability.	15	11, 12, 23-25



FSMC Service & Corporate Capability	FSMC demonstrates proficient experience providing FSMC meal service, and a thorough understanding of the SFAs service requirements as described in the RFP and the Scope of Work and can perform those services to the SFA's satisfaction.	20	4,8, 20-25, 40-52
Experience in the, SSO, SBP, NSLP, & CEP Programs	Experience in serving Seamless Summer (SSO), National School Lunch Program (NSLP), School Breakfast Program (SBP) and Community Eligibility Provision (CEP) in California. A minimum of 5 years of company experience is required for full points.	20	8, 23-25
References, Client Satisfaction, and Retention	FSMC must provide at least three detailed customer references, based on the sample provided. FSMC understands that the SFA retains the right to contact any current or previous FSMC clients to serve as additional references. FSMC shall ensure all terminated and non-renewed accounts are included in the Questionnaire.	15	53-57
Customer Service Description	Description of communication processes for orders, urgent notifications, changes, etc.	15	11,12, 23-25



Vendor Contact Information

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www.better4youmeals.com

Primary Proposal Contact

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Better 4 You Meals Company Service Profile

- 350,000 – Average number of lunches served by B4YM every week
- 150,000 – Average number of breakfasts served by B4YM every week
- 205,000 – Total number of students enrolled in schools served by B4YM
- 70,000 – Square feet at the B4YM kitchen and distribution facility in the City of Commerce
- 40,000 – Average number of suppers served by B4YM every week
- 550 – Current number of school sites B4YM delivers
- 496 – Employees currently on the B4YM team
- 78 – 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 over 550 school and organization sites in 2021-22, of which over 350 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
- 78 total SFAs supported throughout California
- 175 schools heat our meals at their sites
- 28 schools currently operate on Prop 39 shared campuses

2022-23 Projected Daily Service Volumes in Greater Los Angeles Area

- Breakfast - 26,000 servings per day
- Lunch - 55,000 servings per day
- Supper - 9,000 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
- Aspire Public Schools
- PUC Schools
- ICEF Public Schools
- Camino Nuevo Academy
- ISANA Academies
- Green Dot Public Schools
- Downtown Value Schools
- LA Leadership Academies
- STEM Public Schools
- Today's Fresh Start
- Citizens of the World Charter Schools
- TEACH Public Schools
- Voices College Bound Learning Academies
- Ednovate Schools
- Amethod Public Schools

Non-Charter School Organizations Served

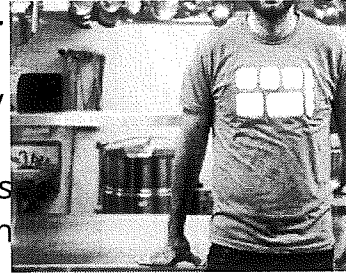
- Archdiocese of Los Angeles - 68 schools
- Compton Unified School District - all 34 schools
- Roseland School District - all 6 schools
- Cabrillo Unified School District - all 5 schools
- Petaluma City Schools - all elementary schools

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 motivated chefs who would apply their 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



better 4 you
MEALS

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 daughter Xea, 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.



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 in areas with pop up tents. Our model can be adapted to meet the needs of any site.

Style of service available to Los Angeles Leadership Academy 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 hardly a concern.
 - d. This model does require refrigeration and heating capability on site.
2. Ready to Eat
 - a. In this model your meals are heated in our kitchen and transported to your school sites hot and ready to eat in commercial grade insulated food containers.
 - b. This model requires little to no refrigeration and warming capability. Many schools will elect to still have a warmer and refrigerator on site for convenience, but it is not required.
 - c. Food is delivered an average of ninety minutes prior to serving time.

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 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 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 must 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 several 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 Options



Change Percentages

Program Menu

Lunch Menu HS

 Same Last Month Percentages

Milk:

Menu	Mon	Tue	Wed	Thu	Fri
1% White Milk	% 10	% 10	% 10	% 10	% 10
Fat Free White Milk	% 10	% 10	% 10	% 10	% 10
Fat Free Chocolate Milk	% 70	% 70	% 70	% 70	% 70
Fat Free Strawberry Milk	% 5	% 5	% 5	% 5	% 5
Total	✓ 95	✓ 95	✓ 95	✓ 95	✓ 95



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. Daily Selection from the “Fave 5” Menu
2. Featured Hot Entrée of the Day
3. Hot Vegetarian Entrée of the Day
4. Featured Sandwich, Salad, or Soup Entrée of the Day
5. Monthly Special option

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 5th of each month. Los Angeles Leadership Academy’ 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 15th of each month and Los Angeles Leadership Academy staff would be provided a copy of the menu along with exact amounts for each item ordered. Los Angeles Leadership Academy 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 Wednesday for the following school week. Options to modify include changing the item ordered, increasing or decreasing orders, adding sack lunches, and more. Each Wednesday, the system locks the order in for the subsequent week. In cases of emergency, we are usually able to increase or decrease orders with 24-48 hour notice by calling the B4YM Ordering Manager.

Special Therapeutic and Disability Related Meal Requirements

Special or therapeutic meals covering the main eight food allergens, (eggs, wheat, soy, peanuts, soy, tree nuts, fish, shellfish) 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. Meal needs outside of the common eight food allergens are all evaluated and decided on a case-by-case basis.

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 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.



Attachment A – Required Documents Checklist

Better 4 You Meals
Respondent Company Name

Please complete this checklist to confirm that the items listed below have been included in your proposal. Place a checkmark or “x” next to each item you are submitting to the SFA. For your proposal to be considered, all required attachments must be returned, including this checklist.

Attachment	Included	Attachment Name	Corresponding Pages
A	X	Required Documents Checklist	15
B	X	Mandatory Tour	Complete
C	X	Minimum Qualifications	16
D	X	FSMC Professional Standards	17
E	X	Proposal Questionnaire	18 – 52
F	X	Respondent References	53-57
G	X	Authorization Agreement	58
H	X	Fee Proposal	59-60
I	X	Certifications Regarding Lobbying Activities, Debarment, Suspension and Other Responsibility Matters	63-66
J	X	Certificate of Independent Price Determination	67
K	X	21 Day Cycle Menu	68 – 77



Attachment C – Minimum Qualifications Questionnaire

A Respondent must meet all of the following minimum qualifications to the SFA's satisfaction to be given further consideration. Failure to satisfy ANY of the minimum qualifications may result in the immediate rejection of the proposal.

As of January 1, 2022, both the Respondent's company and its key personnel meet all the following minimum qualifications:

1. The responding company has at least 3 (three) years of experience with Food Service Programs.
Yes No
2. The Respondent has the resources and ability to provide 200,000 of meals per fiscal year.
Yes No
3. The FSMC is an approved commodity processor with the California Department of Education.
Yes No
4. The FSMC agrees to accept commodities from USDA Foods AND Department of Defense Fresh Fruits and Vegetables Program
Yes No
5. The Respondent has knowledge and experience with the National School Lunch and School Breakfast Programs School Breakfast Program, National School Lunch Program, Seamless Summer Program, and Community Eligibility Provision Program.
Yes No
6. The Respondent has professional references that demonstrate and evidence the ability to perform the required services.
Yes No
7. The company is licensed to do business in the State of California.
Yes No
8. The Respondent has a current health permit under their own name and location.
Yes No

Attachment D – FSMC Professional Standards

FSMC Employees Professional Standards

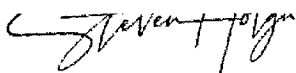
Federal Register Vol. 80, No. 40, dated March 2, 2015, referred to as the “Final Rule,” establishes minimum professional standards for school nutrition personnel who manage and operate the National School Lunch and School Breakfast Programs. In the Final Rule, the following definitions are established:

1. **School Nutrition Program Director.** The school nutrition program director is any individual directly responsible for the management of the day-to-day operation of school food service for all participating schools under the jurisdiction of the school food authority.
2. **School Nutrition Program Manager.** The school nutrition manager is any individual directly responsible for the management of the day-to-day operation of school food service for a participating school(s).
3. **School Nutrition Program Staff.** School nutrition program staff are those individuals, without managerial responsibilities, involved in day-to-day operations of school food service for a participating school(s).

The Final Rule establishes that these definitions apply to the function/role rather than the specific title within the school food service structure, and that the definitions apply whether or not the school food service is operated by an FSMC. Therefore, as of the effective date of this contract, the minimum professional standards established by the Final Rule, and described therein, shall apply to FSMC staff performing any of the duties described above.

The FSMC shall only place staff for work in the school district that meet the minimum professional standards outlined in Title 7, *Code of Federal Regulations (7 CFR)*, Section 210.30, which can be viewed at the following Web page: http://www.fns.usda.gov/sites/default/files/cn/profstandards_flyer.pdf.

- The SFA shall ensure that all staff the FSMC proposes for placement meet the minimum professional standards.
- The FSMC shall ensure their employees take the required annual training as outlined in the professional standards and provide certification of such training to the SFA. The FSMC shall remove from the SFA premises any staff who fail to take the required annual training.
- The FSMC shall provide the SFA with a list of proposed employees and evidence that they meet the professional standards.



4/30/22

Date



Attachment E – Proposal Questionnaire

This proposal questionnaire is intended to provide the SFA with specific information concerning the Respondent's capability to provide services as described in the RFP. Please be as concise as possible and limit your responses **to no more than two (2) pages per question, unless instructed otherwise. Type each question in the same order as listed in the questionnaire.**

1. Provide a general description of your company's qualifications and experience relevant to the minimum qualifications in Attachment C, along with any necessary substantiating information. Limit your responses to information about your company's capabilities.

Page(s) 20 - 21

2. Provide 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 food service management services (consulting, food purchase, etc.), and related services described in this RFP. In addition, provide the duration and extent of experience the company has with similar SFA food management services.

Page(s) 22

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.

Page(s) 23 - 25

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

Page(s) 26-27

5. Provide an organization chart for your company, a description of the lines of communication, and the responsibilities at each corporate level.

Page(s) 28

6. Provide a complete balance sheet or annual report (verified by a certified public accountant) for the last three years of operation.

Page(s) 29-37

7. Provide a description of promotional and/or marketing materials you will use to attract students to the program.

Page(s) 38

8. Provide a recommended transition plan that describes the steps the Respondent will take to begin providing the services described in this RFP.

Page(s) 39



9. Our projected 2022-23 Commodities Entitlement is _____. Provide a plan how you will maximize our commodity entitlements and what your projected total use would be for the year. Include a detailed list and explanation of those commodity products you prefer to use, those you may use, and any items that you will not or cannot use.

Page(s) 40-42

10. Provide a description of the FSMC's operations and include:
- a. Describe the FSMC's ability to deliver and/or prepare hot meals for breakfast and lunch service. Include a description of how the FSMC would deliver hot meals for second chance breakfast if requested.
 - b. Describe the FSMC's ability to operate in different school environments and settings and to meet different meal requirements (e.g., indoors vs. outdoors, prepackaged vs. bulk service). Please describe any limitations the FSMC may have in these areas.
 - c. Describe the FSMC's requirements for meal storage, preparation, and serving equipment at the school site (e.g., ovens, refrigerators, storage space, tents, tables).
 - d. Describe the FSMC's ordering process including how orders are submitted.
 - i. How frequently are orders submitted?
 - ii. How do schools modify their orders?
 - iii. How does the FSMC work with the school on its orders to reduce or minimize food waste? Please provide specific examples.
 - e. Describe the FSMC's invoicing and billing process. How will the FSMC work with Alliance's procure-to-pay vendor (Coupa) for invoicing and billing?
 - i. What is the reconciliation process and timeline for reconciliation if invoices are incorrect?

Page(s) 43-44

11. Describe the FSMC'S annual training program for SFA and FSMC's staff (including servers).

Page(s) 45

12. Describe any past audit findings and/or corrective action the FSMC has had to take with any SFA or customer (in California) over the past five (5) years.
- a. Describe your level of involvement and support to SFAs for external audits/inspections.
 - b. Has the FSMC had any findings/corrective action from health inspector reports, California Department of Education Administrative Reviews, or other external audits/reviews? What was the resolution required (if any)?

Page(s) 46-48

13. Provide a copy of current health permits, FDA, and CDE/USDA certifications.

Page(s) 49-52



Proposal Questionnaire #1

Provide a general description of your company's qualifications and experience relevant to the minimum qualifications in Attachment B, along with any necessary substantiating information. Limit your responses to information about your company's capabilities.

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 110,000. 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. Better 4 You Meals is holding our 2022-23 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 heat on site service model.

Better 4 You Meals Experience & Customer Service

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 the West Coast. 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 that allowed B4YM to best serve local 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. When COVID-19 closed schools across the state on March 16th, 2020, B4YM was there 2 days later with a modified model to assure that kids across CA did not go without their necessary meal service. Over 30,000 meals were served in CA on March 19th, 2020 and it grew to over 100,000 meals per day within weeks.

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



Proposal Questionnaire #2

Provide 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 food service management services (consulting, food purchase, etc.), and related services described in this RFP. In addition, provide the duration and extent of experience the company has with similar SFA food management 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. 95% 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.

- August 2013 - Began serving a full menu (Breakfast, Lunch, snack, & Supper) of meal options to charter schools
- July 2014 - Became an approved processor of USDA Foods/Commodities
- August 2015 - Began serving the Archdiocese of Los Angeles under the NSLP
- January 2016 - Began serving Compton Unified School District as our first public school district
- August 2019 - Became CA's #1 provider of meals to charter schools
- August 2020 - Launched daily meal service in Las Vegas, Nevada

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 through the FSMC agreement. Current and past 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 |
| • Inner City Educational Foundation (ICEF) | • SOAR Charter Academy |
| • Downtown Value Charter Schools | • Petaluma City 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.

Proposal Questionnaire #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 the California leader in FSMC and Vended Meal service, supporting an average of 550 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 40 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 a central kitchen and distribution center in Los Angeles, located at 5743 Smithway St, in the City of Commerce and a 2nd facility in the City of Millbrae to support Northern California school meal services. Our Commerce facility covers about 70,000 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. Our 3rd distribution facility opened in March 2021 in Las Vegas, NV.
- 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 20,000 daily cold or hot breakfast.
- c. B4YM's current average daily lunch volume is about 59,000 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 Southern CA we have 44 breakfast routes that go out each day and 58 lunch routes.
- b. Each delivery truck/route has 4-6 schools on it, depending on the volume of meals on the route and the proximity of the schools to each other. We are adding additional trucks in July 2022 to accommodate anticipated growth, reduce identified high volume routes, and add operational features like electrical capability in the trucks.

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.

Experience in handling Point of Sale/Service duties for schools

B4YM currently provides daily POS support for Charter Management Organizations such as ICEF Public Schools, Magnolia Public Schools, Bright Star Schools, KIPP Bay Area, TEACH Public Schools, and Los Angeles Leadership Academy.

Experience in handling Order/Waste Management support for schools

B4YM currently provides Order Management support for Alliance College Ready Public Schools, Magnolia Public Schools, Bright Star Schools, LA Promise Schools, Green Dot Public Schools, Ednovate, and KIPP Bay Area.

Experience in handling special meal accommodations.

Special or therapeutic meals covering the main eight food allergens, (eggs, wheat, soy, peanuts, soy, tree nuts, fish, shellfish) 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. Meal needs outside of the common eight food allergens are all evaluated and decided on a case-by-case basis.

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 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

B4YM's process for handling meals during field trips.

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.



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

With over 550 meal sites in current operation and a 99% on-time delivery rate in 2021-22, 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 can track route paths, speed traveled, parking time, projected delivery ETA's and more.

B4YM's ability to operate in different school environments and settings and to meet different meal requirements (e.g., indoor vs. outdoor, prepacked vs. family style service).

With over 550 meal sites in current operation, 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. We currently employ family style serving, pre-pack serving, a blended version of the two, ready to eat (hot meal delivery), and ready to heat (cold meal delivery with heat on site).

We currently support around 300 unique sites with daily hot, ready to eat meal delivery throughout Southern California. While flexible and able to adapt to almost any service style requested, our primary model is built on hot meal delivery.

Our kitchen is outfitted with 11 large industrial ovens and we have the capacity to heat an average of 12,000 meals per hour. We have over 900 commercial grade Cambro insulated food carriers in rotation and used each day for hot and cold meal delivery. We support hot breakfast at least two times per week and hot lunch is available daily in our featured meal or 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.

B4YM has no specific 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. In those cases, the schools are expected to handle the set-up, storage, and take-down of the tables and tents if needed. B4YM needs access for parking and unloading, and an agreed upon staging area for the food containers.

B4YM's requirements for meal storage, preparation, and serving equipment at the school site (e.g., ovens, refrigerators, storage space, tents, tables).

B4YM has no specific 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. Heating on-site with either school owned or B4YM rented ovens is an option for schools, but not required. B4YM needs access for parking and unloading, and then an agreed upon staging area for the food containers.



Proposal Questionnaire #4

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

June 2021

1. Global Education Academy – SFA went to bid and chose to go with another vendor

June 2020

2. PAL Center – B4YM was not in position to provide the level of support requested by the SFA

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. GAMES Charter – School ceased all operations & closed
4. Apple Academy – School ceased all operations & closed
5. Academy of Science & Engineering – School ceased all operations & closed

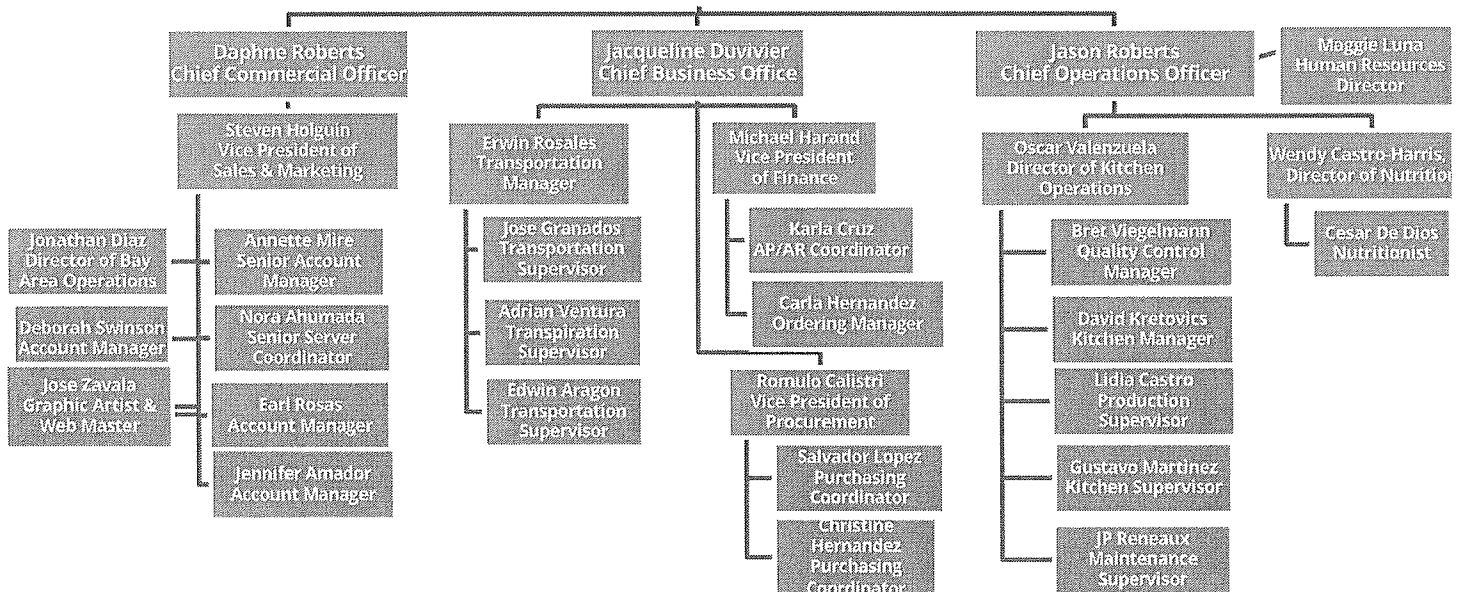
California Charter Schools Served in 2020-2022 (Partial List) Proprietary

Alliance Collins Family High School	Aspire - Alexander Twiligh	KIPP San Francisco College Pre
Alliance Jack H. Skirball Middle School	Aspire - Capitol Heights	Magnolia Science Academy 1
Alliance Marine Tech Middle & HS	Aspire - East Palo Alto MS	Magnolia Science Academy 6
Alliance Richard Merkin Middle	Aspire - Richmond College	Manzanita Charter MS
Academy		
Animo Florence-Firestone Charter MS	Children of Promise Prep	STEM Public Schools - All site
Animo Pat Brown HS	Endeavor College Prepara	Today's Fresh Start Charter Scl

Proposal Questionnaire #5

Better 4 You Meals Organizational Chart

Provide an organization chart for your company, a description of the lines of communication, and the responsibilities at each corporate level. Identify the main FSMC contacts for the SFA.



As a small, owner operated business with all operations in a single location, Better 4 You Meals operates as a relatively flat organization for communication. This means there are often very few layers of management between workers and top management. Better 4 You Meals realizes many advantages from such a lean structure, including improved communications. Communication within our company is faster, easier and less prone to mistakes or misunderstandings. Better 4 You Meals takes pride that in our flat structure, can react to changes or needs rapidly and spend less time with cumbersome and ineffective communications.

The significant benefits of our operation and communication lines are speed, accuracy, and task ownership. With less layers of management or procedural formalities, our staff receive a clear and consistent message without a loss in content or intention.

Being in a very fast paced and time sensitive business, our staff and management are also empowered with the training and authority to make on-demand decisions that are necessary in the best interest of the school and company. Our employees are the closest to each individual school and are more prepared to make necessary decisions and can take action on the spot to address a school's needs. Our employees feel more empowered and responsible for their actions know they do not have to immediately seek permission from several layers of management to address an issue.

Proposal Questionnaire #6

Provide a complete balance sheet or annual report (verified by a certified public accountant) for the last three years of operation.



Budget Narrative

Better 4 You Meals (B4YM) is a growing company with strong financial stability. Our stability is demonstrated by the continuing capital investment in our 60,000 square foot kitchen and distribution facility in Los Angeles, rapid rebound in volume and staffing level from COVID losses, and the growth of synergistic brands like Balance Foods and Romero Bros Distributing. We added a 3rd facility in the city of Las Vegas in 2021 to support Nevada charter schools and are already serving almost 16,000 meals per day in Las Vegas.

In February 2022, B4YM was forced to file for Chapter 11 reorganization protection in bankruptcy court due to an ongoing dispute with our former bank Bank Luemi. As we were refinancing our growth loan we had with the bank they took actions that if we allowed to continue would have made it impossible to continue operations. We refused to concede to their demands and to assure that all operations continued, and all staff continued to be paid, we had to file for Chapter 11 protection. This filing has allowed us the proper time to restructure their loan and forced us to correct all internal fiscal operations. As of this RFP submission, we have had two court appearances in which all requests and motions have been approved and we have a case completion projection of June 2022.

Should your organization want additional information regarding our current court filing, we offer you unfiltered access to Mr. James Wong and his support team. We understand that the financial stability of your vendor is of the utmost importance. One area of pride that B4YM can share is that despite our C-11 filing in February 2022, and despite numerous rumors spread about an impending closure, B4YM has not missed a single meal delivery or payroll. We are committed to our clients, our employees, and the communities we serve. Many of our competitors have used COVID and the current inflationary period as a means cancel service contracts they felt were no longer appealing to them. That has left schools scrambling to find a vendor with 10-12 weeks left in the school year. B4YM has not taken such type of action nor would we ever. On the contrary B4YM has fielded many calls and meetings trying to find emergency support for these organizations left hanging by their vendor.

One such example of our commitment and ability to grow, despite our current court filing, is that we launched all new service for Petaluma City Schools District in March 2022.

The following pages include the Balance Sheets and Income Statements covering the previous three years of operation. They demonstrate our continued growth and fiscal ability as an organization to meet all the operational needs of Los Angeles Leadership Academy.



YTD 2021 – 22 Balance Sheet



FINANCIAL ADVISOR'S REPORT

Better 4 You Breakfast, Inc.
Commerce, California

Armory Consulting Co. ("Armory") has been appointed by the U.S. Bankruptcy Court, Central District of California, Los Angeles Division, as financial advisor for Better 4 You Breakfast Inc ("B4YB").

Armory's scope of services includes reviewing and analyzing B4YB's financial statements and accompanying historical documents. While Armory is not a CPA firm and does not perform traditional CPA reviews or audits, Armory does retain individual CPAs as its consultants.

We have analyzed the accompanying unaudited balance sheet of Better 4 You Breakfast, Inc. as of December 31, 2021. Such analysis includes examining supporting sub-schedules, journal entries, and data for the period of July 1, 2021 through December 31, 2021.

The December 31, 2021 balance sheet is not reflective of B4YB's entire fiscal year, which ends on June 30 each year. Historically, B4YB's spring season reflects a more robust performance.

As of this date, B4YB is proceeding timely and as planned with submitting its Plan of Reorganization to the Court.

Armory does not express an opinion regarding the financial statements as a whole.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Management has retained a third-party accounting firm to conduct a compilation or review of the financial statements in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require the accounting firm to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America.

*Armory Consulting Co.
Commerce, CA
April 12, 2022*



Better 4 You Breakfast, Inc.
Balance Sheet
As of December 31, 2021

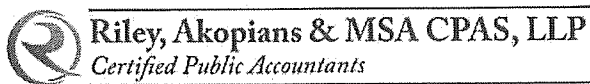
	<u>Total</u>	
ASSETS		
Current Assets		
Bank Accounts	\$ 38,822	0.1%
Accounts Receivable	6,788,520	24.5%
Other Current Assets	8,453,637	30.5%
Current Assets	15,280,979	55.1%
Fixed Assets	11,093,712	40.0%
Other Assets	1,348,633	4.9%
TOTAL ASSETS	<u>\$ 27,723,324</u>	<u>100.0%</u>
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	8,647,710	31.2%
Other Current Liabilities	13,632,199	49.2%
Current Liabilities	22,673,385	81.8%
Long-Term Liabilities	6,220,637	22.4%
Total Liabilities	28,894,021	104.2%
Total Equity	(1,170,697)	-4.2%
TOTAL LIABILITIES AND EQUITY	<u>\$ 27,723,324</u>	<u>100.0%</u>

Monday, Apr 11, 2022 09:43:39 PM GMT-7 - Accrual Basis



2020 – 2021 Balance Sheet

2020 - 2021 Fiscal Year



INDEPENDENT ACCOUNTANT'S REVIEW REPORT

Board of Directors
BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
Commerce, California

We have reviewed the accompanying balance sheet of BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY (a Corporation) as of June 30, 2021 and the related statements of income, retained earnings and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of my procedures provide a reasonable basis for our report.

Accountant's Conclusion on the Financial Statements

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

Supplementary Information

The schedules of selling and general and administrative expenses is presented for purposes of additional analysis and is not a required part of the basic financial statements. The information is the representation of management. The supplementary information has been subjected to the review procedures applied in our review of the basic financial statements. We are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.

Riley, Akopians & MSA CPAS, LLP
Riley, Akopians & MSA CPAS, LLP

Pasadena, California
December 9, 2021

200 E. Del Mar Blvd., Suite 304 | Pasadena, CA 91105 | Phone: 626.844.3855 | Fax: 626.844.3755



BETTER 4 YOU BREAKFAST, INC and SUBSIDIARIES
BALANCE SHEET
JUNE 30, 2021

ASSETS

Current assets:		
Cash and cash equivalents	\$	753,420
Accounts receivable, net of allowance for uncollectible accounts of \$10,000		6,528,367
Inventories		2,424,750
Prepaid expenses and other current assets		<u>586,149</u>
Total current assets	\$	10,292,686
Equipment and leasehold improvements		15,468,898
Intangible assets		2,065,094
Other assets		<u>491,415</u>
Total assets	\$	<u><u>28,318,093</u></u>

See Accountant's Review Report
The accompanying notes are an integral part of this statement
2



BETTER 4 YOU BREAKFAST, INC and SUBSIDIARIES
BALANCE SHEET
JUNE 30, 2021

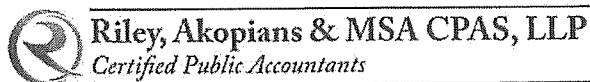
LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:	
Accounts payable	\$ 4,003,666
Accrued Liabilities	543,029
Bank line of credit	10,935,011
Note payable, current portion	<u>1,670,588</u>
Total current liabilities	\$ 17,152,294
Long-term liabilities:	
Loan payable, net of current portion	3,739,152
Loan payable, SBA Disaster Loans	504,416
Note payable related party	655,449
Deferred income taxes	<u>705,987</u>
Total long-term liabilities	5,605,004
Stockholders' equity:	
Common stock, 1 cent par value, 8,000,000 shares authorized, 1,600,000 shares issued and outstanding	16,000
Series A Preferred stock, \$1 par value, 5,000,000 shares authorized, 3,369,600 shares issued and outstanding	3,369,600
Series B Preferred stock, \$3.793 par value, 790,931 shares authorized, 263,644 issued and outstanding	1,000,000
Retained earnings	<u>1,175,195</u>
Total stockholders' equity	<u>5,560,795</u>
Total liabilities and stockholders' equity	<u>\$ 28,318,093</u>

See Accountant's Review Report
The accompanying notes are an integral part of this statement
3



2019 – 2020 Balance Sheet



2019 - 2020 Fiscal Year

INDEPENDENT ACCOUNTANT'S REVIEW REPORT

Board of Directors
BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
Commerce, California

We have reviewed the accompanying balance sheet of BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY (a Corporation) as of June 30, 2020 and the related statements of income, retained earnings and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of my procedures provide a reasonable basis for our report.

Accountant's Conclusion on the Financial Statements

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

Supplementary Information

The schedules of selling and general and administrative expenses is presented for purposes of additional analysis and is not a required part of the basic financial statements. The information is the representation of management. The supplementary information has been subjected to the review procedures applied in our review of the basic financial statements. We are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.


Riley, Akopians & MSA CPAS, LLP

Pasadena, California
December 17, 2020

200 E. Del Mar Blvd., Suite 304 | Pasadena, CA 91105 | Phone: 626.844.3855 | Fax: 626.844.3755



BETTER 4 YOU BREAKFAST, INC and SUBSIDIARIES
BALANCE SHEET
JUNE 30, 2020

ASSETS

Current assets:		
Cash and cash equivalents	\$ 986,877	
Accounts receivable, net of allowance for uncollectible accounts of \$10,000	10,189,332	
Inventories	1,842,031	
Prepaid expenses and other current assets	<u>366,005</u>	
Total current assets		\$ 13,384,245
Equipment and leasehold improvements		9,579,698
Intangible assets		2,186,542
Other assets		<u>165,443</u>
Total assets		<u><u>\$ 25,315,928</u></u>

See Independent Auditor's Report
The accompanying notes are an integral part of this statement



BETTER 4 YOU BREAKFAST, INC and SUBSIDIARIES
BALANCE SHEET
JUNE 30, 2020

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:	
Accounts payable	\$ 4,100,800
Accrued Liabilities	496,425
Bank line of credit	11,093,000
Note payable, current portion	<u>1,207,242</u>
Total current liabilities	\$ 16,897,467
Long-term liabilities:	
Loan payable, net of current portion	5,542,758
Note payable related party	957,965
Deferred income taxes	<u>258,866</u>
Total long-term liabilities	6,759,589
Stockholders' equity:	
Common stock, 1 cent par value, 8,000,000 shares authorized, 1,600,000 shares issued and outstanding	16,000
Series A Preferred stock, \$1 par value, 5,000,000 shares authorized, 3,369,600 shares issued and outstanding	3,369,600
Series B Preferred stock, \$3.793 par value, 790,931 shares authorized, 263,644 issued and outstanding	1,000,000
Retained earnings	<u>(2,726,728)</u>
Total stockholders' equity	<u>1,658,872</u>
Total liabilities and stockholders' equity	<u><u>\$ 25,315,928</u></u>

See Independent Auditor's Report
The accompanying notes are an integral part of this statement
3

Proposal Questionnaire #7

Provide a description of promotional and/or marketing materials you will use to attract students to the program.

Marketing & Awareness

Better 4 You Meals staff can collaborate with school staff to help create school centric and branded marketing materials of the 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.

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 will be 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 participate in the meal program, 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, Beats Headphones, waterproof Bluetooth speakers, Clippers & Dodgers tickets, and more.

Workshops & Engagement

B4YM staff members are trained and experienced at engaging with students and parents. We conduct meetings at schools with student groups to gauge preferences and solicit feedback regarding the meals they would like to have. We also provide parent informational sessions with training on NSLP standards and requirements.

Mechanism(s) in place to gather feedback from students and school staff

B4YM was the first vendor to create a locally based Menu Advisory Committee which is comprised of staff members from schools that we serve. The MAC meets 3 times per year and reviews new menu ideas, gives feedback on current items, and helps build the menu for the coming 2-3 months.

B4YM Account Managers are also versed in actively engaging students to get feedback and ideas on the meal program. They'll meet with ASB officers, school chosen focus groups, and others to go over current and proposed meals.

Different participation and engagement activities provided for students and parents throughout the school year

B4YM provides presentations on nutrition, fresh cooking, NSLP Guidelines, and more for parents and students alike. Presentations are offered in English and Spanish and can be offered at the school or at the B4YM kitchen facility. Additional activities include field trips to our kitchen, on-site BBQs at the schools, and special event catering.



Proposal Questionnaire #8

Provide a recommended transition plan that describes the steps the Respondent will take to begin providing the services described in this RFP.

Once notified of an award and subsequent contract approval, Better 4 You Meals staff arranges visits to each school site to view its current meal service set-up and learn all we can about what is working and where opportunities for improvement exist. We discuss with school staff the current operational functions that work and those that create service challenges. We work to maintain the best of the current operations while providing solutions to any existing challenges. B4YM does not have a one size fits all service model and every school is unique in its needs and logistics.

With the wide breadth of schools that we serve and as a former client of B4YM, we are very familiar with the common needs and operations Los Angeles Leadership Academy and are confident we can build on our experience to further improve the overall meal program. Los Angeles Leadership Academy would be assigned an experienced and qualified Account Manager who would serve as the designated point of contact for all onboarding and training. All B4YM Account Managers have a minimum of 6 years in the School Nutrition Industry, and have worked for entities such LAUSD, Compton USD, Revolution Foods, Choice Lunch, Preferred Meals, and more.

From there we'd like to sit down as soon as possible with school staff and create a plan evaluating the current location(s), timing, and processes for delivery, set-up, and service. It is our goal to seamlessly fit within the daily schedule of the school and not interfere with any current instructional or operational activities. In those meetings, we will solicit feedback on a desired menu, highly successful recipes and dishes, and those dishes that would be desired to have on the menu. A menu cycle will be finalized and proposed to Los Angeles Leadership Academy for evaluation and feedback.

A systemwide training around ordering, best practices, tips, and more would be provided either in person or via online to all staff by mid June 2022.

All needed delivery drivers and service staff will be identified, screened, hired, and trained by July 15th in the various daily needs of the particular sites. We have created standard operating procedures for delivery drivers and meal servers based on industry best practices along with thorough understanding the needs of various schools.

Menu's for August ordering would be available to parents by early July. All food orders for August would be submitted by July 16th, 2022. Training and test runs would be complete with Los Angeles Leadership Academy staff by August 1 to assure that the school year begins with no challenges.

As service commences at each school site, various members of B4YM leadership will be on site to observe the quality, interaction, processes, and line flow. B4YM management will be available to school staff as needed to make changes to assure the highest quality service. Staff will also have a list of B4YM contact numbers and emails, to help assist with any suggestions or concerns that may arise.

A first impression is key for your students each new school year and our goal is to be a true partner to the school and keep every student engaged and enjoying your meal service.



Proposal Questionnaire #9

Our projected 2022-23 Commodities Entitlement is _____. Provide a plan how you will maximize our commodity entitlements and what your projected total use would be for the year. Include a detailed list and explanation of those commodity products you prefer to use, those you may use, and any items that you will not or cannot use.



USDA 22-23 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 22 23 SY

#	ITEM	LBS per Case	PRICE
100365	Pinto Beans, Can	40.5#	\$16.40 cs \$4050 Lb
110361	Applesauce 96/4.5 OZ	27#	\$23.47 cs \$8694 Lb
100134	Beef Crumbles	40#	\$142.12 cs \$3.5530 Lb
110322	Beef Patty 2.2 z	40#	\$162.16 cs \$4.0539 Lb
100101	Chicken, Diced	40#	\$89.65 cs \$2.2412 Lb
110624	Blueberry, Highbush Frozen	30#	\$34.01 cs \$1.1336 Lb
100355	Potato Wedges	30#	\$20.99 cs \$6998 Lb
110473	Broccoli Frz Ctn *Carryover only	30#	\$48.11 cs \$1.6037 Lb
100313	Corn Whole Kernel, Can	39.75#	\$21.15 cs \$0.5321 Lb
110393	Pancakes Whole Wheat 144 CT	10.80#	\$11.87 cs \$1.0991 Lb
110859	Mixed Berry Frz Cup 96/4 oz	24 #	\$45.43 cs \$1.8928 Lb

#	ITEM	LBS per Case	PRICE
100362	Refried Beans, Can	42#	\$30.63 cs \$7293 Lb
100119	Turkey Taco	30#	\$62.06 cs \$2.0685 Lb
110921	Grilled Chicken Fillet	30#	\$94.26 cs \$3.1420 Lb
101031	Rice, Brown	25#	\$10.53 cs \$4.212 Lb
100357	Potatoes, Fries	30#	\$19.05 cs \$6349 Lb
110462	Chicken, Strips	30#	\$86.62 cs \$2.8872 Lb
110860	Strawberry Slices, Unsweetened Frozen	30#	\$52.78 cs \$1.7594 Lb
100352	Carrots Frz Ctn	30#	\$16.23 cs \$0.5409 Lb
110723	Cranberries Dried Pack, 300 1.16 oz	21.75#	\$61.63 cs \$2.8336 Lb
110554	Turkey Breast Deli Sliced 8/5#	40#	\$140.88 cs \$3.5220 Lb
100348	Corn Frz	30#	\$17.66 cs \$0.5887 Lb

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/usda-fis/processor-material-prices>

These prices will be utilized for SY 2022-23, 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. Pounds will be credited based on the schools monthly usage from menu orders at the above value for all of SY 2022-23, and credits will post to the schools invoices at the above amount per pound, out to the 2-digit decimal recipe usage per menu item per month. Better 4 You Meals will charge a \$0.10 fee per dollar processed each month beginning July 1, 2023, for USDA direct delivery and DOD fresh produce. This will offset processor audit costs, monthly



administrative costs, costs of USDA and DOD product values above commercial supply costs, warehousing and freezer storage costs, costs of labor involved in diverting supply chain purchases to utilize both USDA and commercial products and adjust menu offerings and nutrition analysis, and reporting software costs.

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. CDE fees for USDA foods sent to B4YM are billed directly to the RA. In the case of SIA co-op, B4YM passes along the charge of the CDE admin fees split amongst the co-op members, as paid by SIA co-op.

Schools must place 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 the 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 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 at 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 FAVORIS DOD Ordering direct to Better 4 You Meals, please reach out to Riva Figueroa, Senior Director of Operations, rfigueroa@better4youmeals.com

USDA Foods Direct Delivery "Brown Box" and DOD Fresh for Schools with Entitlement smaller than \$100K

If a School Food Authority (SFA) has less than \$100K in entitlement per year and you would like B4YM to process your commodities, you must join the Schools in Action Charter School Commodities Co-Op. Doing so means you will allocate your entitlement to the Co-Op who will then process all orders and usage in collaboration with B4YM. B4YM utilizes 22 food items through USDA Foods and the workload to monitor the individual case volume usage and the DOD allocation is just too great to be done on an individual basis for small entities.

In general, processors regularly will not process less than 500lbs of any given item that they are registered to process, due to the complexity at school, state, and federal levels of building, shipping, invoicing, and managing truckloads and annual pounds of allocations and the value of processed USDA foods.

By joining the Schools in Action Charter School Commodity Co-Op, SFAs (School Food Authorities) pool their funds to be able to build aggregate requests for cases and DOD shared by the Co-Op as a whole. Your SFA will receive your share of DOD produce as a % of lunches you order and receive credit for all full cases of USDA Foods you consume.



Schools in Action Charter School Commodity Co-Op charges an admin and oversight fee of 10%, but that rate assures that all requirements are met, and all orders are submitted annually. The Co-Op also directly pays the CDE administrative fees charged for allocations of entitlement. It alleviates a great deal of work that a SFA would be required to do and also works to assure each SFA utilizes and receives credit for as much of your entitlement as possible.

The workload on a FSMC/vendor as a processor is the same whether an SFA has \$5,000 in entitlement or \$500,000. If all small SFA and their schools are consolidated under one Co-Op, Better 4 You Meals can receive, process foods, and credits efficiently. The USDA and DoD's reporting requirements classify offsite FSMC as a pre-plating style of processor, meaning that recording keeping, and credits must only be done by the truckload of USDA foods directly delivered to the Better 4 You culinary center. Credits can only be issued as SFA's use up pounds of their chosen product, ordered on their menu, based on cases of those products sent on truckloads for the year. For many small schools, it would take multiple months to use an entire case and any product not used by the end of year would be carried over and be unpaid to the SFA if not utilized.

To sign up for Schools in Action Co-Op for 2022-23, please contact Ms. Besy Monterroza at (323) 597-4341 or email besy.monterroza@schoolsinaction.com.

Proposal Questionnaire #10

A. Describe the FSMC's ability to deliver and/or prepare hot meals for breakfast and lunch service. Include a description of how the FSMC would deliver hot meals for second chance breakfast if requested.

B4YM is a specialist in the hot meal delivery service. While flexible and able to adapt to almost any service style requested, our primary model is built on hot meal delivery. Our Los Angeles kitchen is outfitted with 11 large industrial ovens and we have the capacity to heat an average of 15,000 meals per hour. We have over 1,000 commercial grade Cambro insulated food carriers in rotation and used each day for hot and cold meal delivery. We support hot breakfast at least two times per week and hot lunch is available daily in our featured meal or 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.

For schools needing support on a second chance breakfast, the ideal setting would be to provide cold breakfast for the mornings in the amounts typically needed, then hot meal service being delivered closer to actual 2nd breakfast serving time.

B. Describe the FSMC's ability to operate in different school environments and settings and to meet different meal requirements (e.g., indoors vs. outdoors, prepackaged vs. bulk service). Please describe any limitations the FSMC may have in these areas.

With over 550 meal sites in current operation, 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 in areas with pop up tents.

Our model can be adapted to meet the needs of any site. We currently employ family style serving, pre-pack serving, a blended version of the two, ready to eat (hot meal delivery), and ready to heat (cold meal delivery with heat on site).

We currently have not experienced a limitation to service that we could not overcome.

C. Describe the FSMC's requirements for meal storage, preparation, and serving equipment at the school site (e.g., ovens, refrigerators, storage space, tents, tables).

B4YM has no specific 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. In those cases, the schools are expected to handle the set-up, storage, and take-down of the tables and tents if needed.

Heating on-site with either school owned or B4YM loaned ovens is an option for schools, but not required. B4YM needs access for parking and unloading, and then an agreed upon staging area for the food containers, assuming the servers are not yet there to begin set-up.

D. Describe B4YM's ordering process including how orders are submitted.

i. How frequently are orders submitted?

Menus for the subsequent month are released by the 5th of each month. Los Angeles Leadership Academy's assigned Account Manager would collaborate with school site staff to go over the menu and use the feedback along with hard POS data to build the order. Orders would be fully submitted by the 15th of each month and Los Angeles Leadership Academy staff would be provided a copy of the menu along with exact amounts for each item ordered. Los Angeles Leadership Academy staff can also request specific changes to the order as needed up to 3 business days from serving.

ii. 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 Wednesday for the following school week. Options to modify include changing the item ordered, increasing or decreasing orders, adding sack lunches, and more. Each Wednesday, the system locks the order in for the subsequent week. In cases of emergency, we are usually able to increase or decrease orders with 24-48 hour notice by calling the B4YM Ordering Manager.

iii. 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.

E. Describe the FSMC's invoicing and billing process. How will the FSMC work with LALA for invoicing and billing?

Better 4 You Meals currently invoices schools by the 5th of each subsequent month, with payment due by the end of the new month. Invoices are now available on our online ordering system for direct download. B4YM already works closely with LALA Accounting staff to assure we are submitting all invoices in the correct timeframes and in the correct manner for system to work most effectively.

F. What is the reconciliation process and timeline for reconciliation if invoices are incorrect?

For all invoices deemed to be incorrect, it is B4YM commitment to try and resolve each matter within 24 hours from when identified. In certain cases, documentation retrieval from the school or B4YM may require bit more time, but we believe that to resolve all matters as quickly as possible is in the best interest of both our organizations.

Initial steps are for LALA school site staff or Home office staff to identify the discrepancy and notify our Accounting team via either direct email to them or to accounting@better4youmeals.com. From there B4YM Accounting will review the discrepancy with our Order Management team and also with the Sales team. Once the issue and proper solution is identified B4YM Accounting will reconnect with LALA staff with either the necessary documentation or make the needed adjustments to the invoice.

Proposal Questionnaire #11

Describe the FSMC'S annual training program for SFA and FSMC's staff (including servers).

B4YM Serving Staff Annual Training

Each summer, all B4YM servers are brought in for a full day of training. That training covers areas such as:

- County Health regulations,
- proper food handling techniques and requirements,
- B4YM company policies for attendance, expectations, appearance, job, performance, and rules,
- serving portion size guidance for family style serving
- and proper lifting techniques,

Throughout the year, servers are monitored by our Server Supervisors, Account Managers, and Server Leads and provided with additional training, feedback on job performance, and recommendations for improved overall service. Small local group "cafecitos" are also hosted by our Server Supervisors and Leads to discuss ideas for improvement, current issues, and more.

B4YM Nutritional Staff & Account Managers

Each summer all key B4YM staff participate in the server training that covers all of the areas above. In addition to that training, each key staff member is provided with in house training that covers:

- NSLP and SBP new regulations and directions
- CACFP new regulations and directions
- Offer vs Serve Requirements
- Processes for special events, catering, field trips, and therapeutic meals
- Customer service expectations and best practices

Better 4 You Meals is also a member of National and California School Nutrition Association and the Institute of Child Nutrition. Continuing Education Courses are provided by all three organizations and provide our staff with excellent in-person and online education opportunities focused on School Nutrition. Each key staff member is required to complete at least 6 Continuing Education courses each year.

Production/Kitchen Staff Annual Training

Production and Kitchen staff are provided training throughout the year focused on:

- Food production regulations and best practices
- Healthy and safety requirements
- Food borne illness prevention
- First aid safety

Drivers Annual Training

All B4YM drivers receive extensive training over the summer to assure they are ready to provide our schools with excellent delivery service. Multiple day trainings cover topics such as:

- Driving safety and proper lifting techniques
- Understanding county health food requirements
- Transportation paperwork and proper documentation



Proposal Questionnaire #12

Describe any past audit findings and/or corrective action the FSMC has had to take with any SFA or customer (in California) over the past five (5) years.

- a. Describe your level of involvement and support to SFAs for external audits/inspections.*
- b. Has the FSMC had any findings/corrective action from health inspector reports, California Department of Education Administrative Reviews, or other external audits/reviews? What was the resolution required (if any)?*

A meal vendor is often in a very unique position in regard to State Audits, Health Inspections and Internal School Audits. When looking at one typical school, they may be audited internally or by LAUSD once per year or once every couple years, have a health inspection once per semester at most, and a State audit once every three to five years. When you are a meal vendor serving hundreds of school sites every day, you are faced with some form of audit almost on a weekly basis. B4YM encounters a site-based health inspection often on a weekly basis, a few internal and/or LAUSD audits monthly, and 10 – 20 state administrative reviews yearly. Our staff is highly trained and experienced in dealing with all types of auditors and we have always helped our schools be successful.

B4YM is proud to say that none of our schools have ever received a fiscal finding regarding nutritional requirements on their State Administrative Review. Below are a few key descriptions of how we uniquely support the Admin Reviews.

- **Clarifying Questions:** Due to complexities of food service at charter schools and how different service can look from a traditional district school, some auditors have presented corrective action items in cases where clarification was needed. For example, there is often a lot of confusion around how charter schools meet and implement the requirements of Offer vs. Serve, and how they make sure that all students can receive the same or similar vegetables each day. We have often had to explain in detail via phone to the individual auditors how our menus work and the challenges that charter schools have in meeting the NSLP requirements. This has always resulted in a positive understanding and has created a good working relationship with our Nutrition Team and many State Auditors.
- **Detailed Documentation:** The nutritional analysis documents piece of the audit can consist of hundreds of documents. In the past five years, we have gone from providing printed documentation to emailing information, to now providing links to online document sharing.
- **Timelines & Documentation Turnarounds:** Generally, we request 24-48 hour notification from the SFA when they are notified of any details related to their Admin Review. This includes weeks of review, visit dates, document submission dates and more. Very frequently the SFA is provided short notice regarding their specifics and our Nutrition and Kitchen is always ready to provide support when needed. Most documentation requests can be compiled and submitted with in 10 business days.



Involvement & Support for Administrative Reviews

We understand how complex and intimidating auditors and inspectors can be. That is why we offer several ways to help schools navigate their audits and inspections.

Workshops:

Every year we offer free workshops to all our customers. Some examples are an Administrative Review workshop reviews best practices, what to expect, and common pitfalls, a National School Lunch Program Overview, and how to Implement Offer vs. Serve.

Training:

In addition to workshops, we offer individual schools many training opportunities. Many of our staff members have come out of the charter school industry and hold expertise in various areas of the lunch program, from program implementation to reporting best practices. Our Nutrition Team is available for workshops for students, staff and parents. Schools who contract for an on-site Meal Service Aide, have an experienced team member at their service daily. Meal-Aides are given company trainings twice yearly as well as several on the job training visits by our Meal-Aide Supervisors.

Support:

B4YM has a great support team available to all our customers. Our founders and executive team are current and former charter school leaders which gives them a unique perspective to help in many situations. Each school has a designated Account Manager who is available to school staff for any need or concern they may have. Additionally, we have an extremely knowledgeable kitchen and safety staff. Our Quality Assurance Manager can help assess a school's serving area and identify potential health inspection violations.

No FSMC Related Fiscal Findings

B4YM is extremely proud of our state-of-the-art facility where we produce all our meals daily. We receive a 3-4 health inspections per year and our score has never been below a 95, in fact we regularly score 99 or 100.

Every site we serve is also subject to health inspections and often we receive great scores in the field as well. Because there are outside elements and unforeseen circumstances with vended meals there have been some instances where corrective action was needed. The following are examples of the most common.



NSLP & CACFP Administrative Review Schools – Past 4 Years

2020-21

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

2019-20

11. Endeavor College Prep Charter School
12. Los Feliz Charter for the Arts
13. Today's Fresh Start
14. Watts Learning Center
15. Global Education Academy
16. James Jordan Middle School
17. Lifeline Education Center
18. Children of Promise Preparatory Academy

2018-19

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. Citizens of the World Charter Schools

2017-18

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.



Proposal Questionnaire #13

Provide a copy of current health permits, FDA, and CDE/USDA certifications.

Current Business License & Health Permit



THIS PERMIT MUST BE CONSPICUOUSLY DISPLAYED ON THE PREMISES

PUBLIC HEALTH PERMIT FY 2021/2022 Valid Until 6/30/2022


PR Number: PR0156068
Program ID: SCHOOL LUNCH CATERER
Description: CATERER (2,000 + SQ. FT.)

Facility Owner - Mail Address
BETTER 4 YOU MEALS
c/o OSCAR VALENZUELA
5743 SMITHWAY ST STE 103
COMMERCE, CA 90040

Facility Location
BETTER 4 YOU MEALS
5743 SMITHWAY ST STE 103
COMMERCE, CA 90040

SFI



CITY OF COMMERCE			2022
BUSINESS LICENSE			TO BE POSTED IN A CONSPICUOUS PLACE AND NOT TRANSFERABLE OR ASSIGNABLE.
<i>"For Services Provided in the City of Commerce, California Only"</i>			
Business Name	BETTER 4 YOU MEALS	Business Type	FOOD STORES NON-GROCERY
Business Location	5743 SMITHWAY ST # 103 COMMERCE, CA 90040-1548	Description	PROVIDE SCHOOL MEALS BY STORING, REHEATING,
Business Owner(s)	FERNANDO CASTILLO	License Number	08921313
JASON ROBERTS BETTER 4 YOU MEALS 5743 SMITHWAY ST # 103 COMMERCE, CA 90040-1548		Effective Date	January 01, 2022
		Expiration Date	December 31, 2022
THIS BUSINESS LICENSE DOES NOT PERMIT A BUSINESS THAT IS OTHERWISE PROHIBITED.		For all inquiries regarding this license, contact HdL Business Tax Support Center at 323-329-5778.	



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 91706 - Phone: (626) 430-5421
 WWW.PUBLICHEALTH.LACOUNTY.GOV/EH



Facility Name: BETTER 4 YOU MEALS			Inspection Date: 1/8/2022	
Owner/Permittee: BETTER 4 YOU MEALS			Re-inspection Date: N/A	
Program Identifier: SCHOOL LUNCH CATERER		Time In: 07:15 AM	Time Out: 09:00 AM	
Facility Address: 5743 SMITHWAY ST 103 City/State/Zip: COMMERCE, CA 90040		Service: ROUTINE INSPECTION Result: CORRECTIVE ACTION NOT REQUIRED Action: NO FURTHER ACTION REQUIRED		
FA: FA0165889	PR: PR0158068	PE: 1603		

Facility Status
Score: 97
Grade: A

IN = In compliance N/A = Not applicable N/O = Not observed COS = Corrected on-site
 Out = Items not in compliance MAJ = Major Violation MIN = Minor Violation

CRITICAL RISK FACTORS						
The following pose a threat to public health and must be corrected immediately.						
EMPLOYEE HEALTH, HYGIENE & KNOWLEDGE	IN	N/A	N/O	COS	OUT	
					Maj	Min
1a. Demonstration of knowledge	✓					2
1b. Food safety certification	✓					2
2. Communicable disease; reporting, restrictions & exclusions	✓				4	
3. No discharge from eyes, nose and mouth	✓					2
4. Proper eating, drinking, or tobacco use	✓					2
PREVENT CONTAMINATION BY HANDS						
5. Hands clean and properly washed; proper glove use	✓				4	2
6. Adequate hand washing facilities: supplied and accessible						Ⓜ
TIME AND TEMPERATURE RELATIONSHIP						
7. Proper hot and cold holding temperatures	✓				4	2
8. Time as a public health control; procedures & records		✓			4	2
9. Proper cooling methods	✓				4	2
10. Proper cooking time and temperature	✓				4	
11. Proper reheating procedures for hot holding	✓				4	
PROTECTION FROM CONTAMINATION						
12. Returned and re-service of food	✓					2
13. Food in good condition, safe and unadulterated	✓				4	2
14. Food contact surface; clean and sanitized	✓				4	2
FOOD FROM APPROVED SOURCES						
15. Food obtained from approved source	✓				4	2
16. Compliance with shell stock tags, condition, display		✓				2
17. Compliance with Gulf Oyster Regulations		✓				2
ADDITIONAL CRITICAL RISK FACTORS						
18. Compliance with variance, specialized process & HACCP		✓				2
19. Consumer advisory provided for raw/undercook food		✓				2
20. Licensed health care facilities/public & private schools: prohibited foods not offered	✓				4	
21a. Hot water available	✓				4	2
21b. Water available	✓				11	
22. Sewage and wastewater properly disposed	✓				11	2
23. No insect, rodent, birds or animals present	✓				11	2

GOOD RETAIL PRACTICES	
Preventive measures that can reduce food borne illness.	
SUPERVISION	OUT
24. Person in charge present and performs duties	1
25. Personal cleanliness and hair restraints	1
GENERAL FOOD SAFETY REQUIREMENTS	
26. Approved thawing methods used, frozen food	1
27. Food separated and protected	1
28. Washing fruits and vegetables	1
29. Toxic substances properly identified, stored and used	1
FOOD STORAGE/DISPLAY/SERVICE	
30. Food storage; food storage containers identified	1
31. Consumer self service	1
32. Food properly labeled & honestly presented	1
EQUIPMENT/UTENSILS/LINENS	
33. Nonfood-contact surfaces clean	1
34. Warewash 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
PHYSICAL FACILITIES	
40. Plumbing: fixtures, backflow devices, drainage	Ⓜ
41. Garbage and refuse properly disposed; facilities maintained	1
42. Toilet facilities: properly constructed, supplied, cleaned	1
43. Premises: personal/cleaning items; vermin proofing	1
44. Floors, walls and ceiling: properly built, maintained and clean	1
45. No unapproved sleeping quarters	1
SIGNS/REQUIREMENTS	
46. Signs posted: last inspection report available	1
47. Permits available	1

COMPLIANCE & ENFORCEMENT	
	OUT
48. Plan review	
49. Samples Collection	
50. Impoundment/VC&D	
51. Permit Suspension	
52. Multiple Major Critical Risk Violations / Increased Risk to Public Health	3

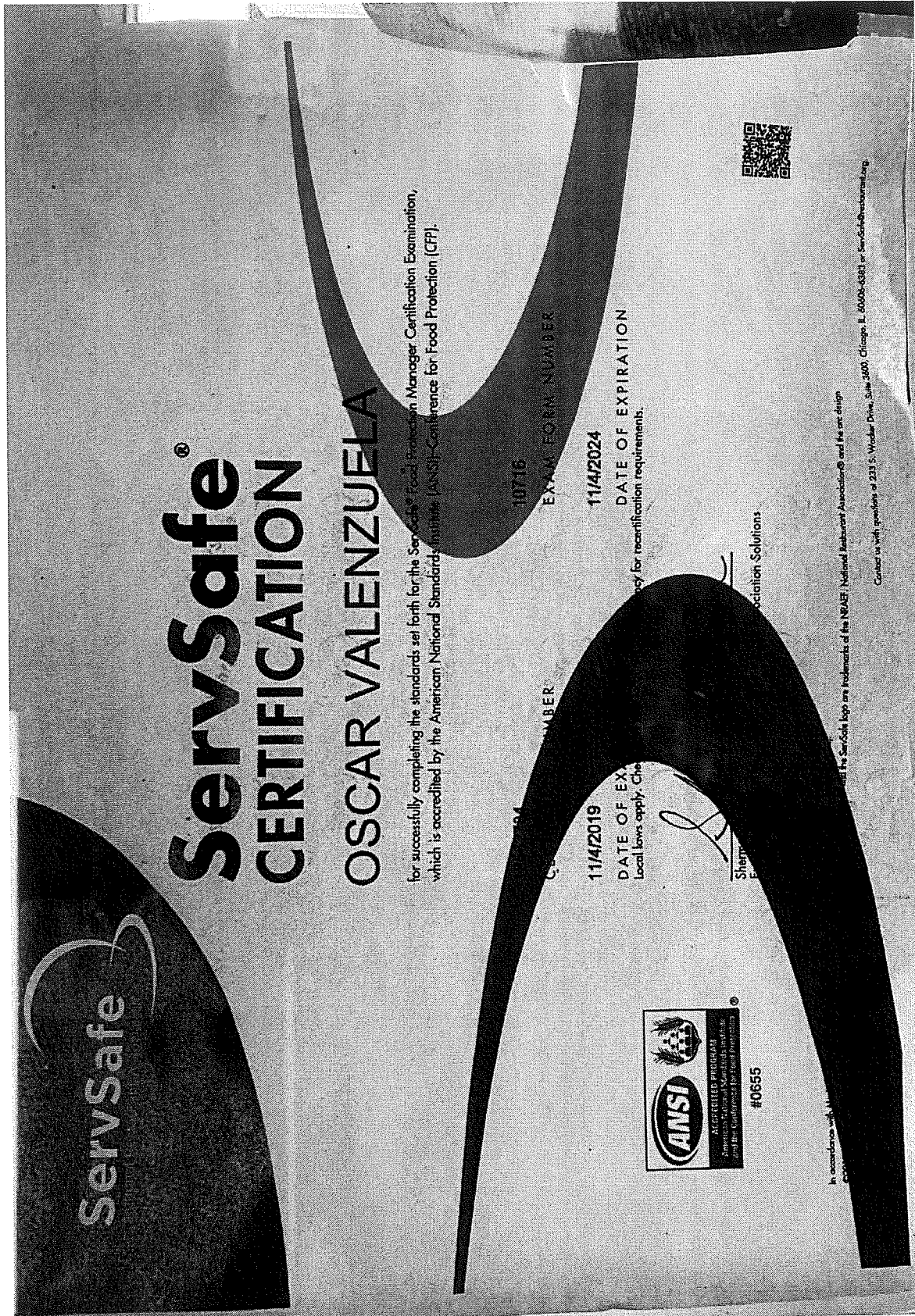
PIC/Owner Signature

LOURDES SILIEZAR

EHS Signature

Help us serve you better by completing a short survey. Visit our website at <http://publichealth.lacounty.gov/eh/about/customer-service.htm>.

Evidence of Safe Serve Certification



Attachment F – Respondent References

Reference 1

Contact Per	Ms. Antoinette Pearce
Email Addr	apearce@compton.k12.ca.us
Meals Serv	Breakfast <input checked="" type="checkbox"/> Lunch <input checked="" type="checkbox"/> Snack <input type="checkbox"/> Supper <input checked="" type="checkbox"/>

Reference 2

Organization	Compton Unified School District
Meals Serv	Breakfast <input checked="" type="checkbox"/> Lunch <input checked="" type="checkbox"/> Snack <input checked="" type="checkbox"/> Supper <input checked="" type="checkbox"/>

Reference 3

Organizatic	Archdiocese of Los Angeles Education & Welfare Corp.
Phone Numr	(213) 637-7915
EMPLOYMENT	12,000+



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"/>



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,

Leslye Salinas - Business Manager

Roses in Concrete Community School

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

www.rosesinconcrete.org
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 began 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.

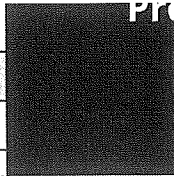
I greatly value our menu engineering sessions that my team and I have had with Better 4 You Meals and I feel very comfortable giving a solid recommendation.

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>

California District Schools Served in 2019-20

Proprietary



Centennial High School	Compton Early College High School
Whaley Middle School	Bunche Elementary School
Clinton Elementary School	Foster Elementary School
Laurel Elementary School	McNair Elementary School
Hobby Elementary School	Washington Elementary School
Roseblau Accelerated Middle School	Roseblau Elementary

Attachment G – Authorization Agreement

Request for Proposal for Food Service Management Company
RFP Number: #LALA2023

We, Better 4 You Meals, by our signature on this document certify the following:

1. That we will operate in accordance with all applicable California state and federal laws, regulations, and statutes.
2. That the terms, conditions, warranties, and representations made within this RFP and our proposal shall be binding upon us and shall be considered a part of the Contract as if incorporated therein.
3. That the proposal submitted is a firm and irrevocable offer good for one (1) year.
4. That we have carefully examined all terms and conditions set forth in the Model Fixed-price Contract issued by Los Angeles Leadership Academy.
5. That we have made examinations and verifications, and are fully conversant with all conditions under which services are to be performed for Los Angeles Leadership Academy.
6. That negligence in the preparation or presentation of errors in, or omissions from proposals, shall not relieve us from fulfillment of any and all obligations or requirements in the resulting contract.

website.	www.better4youmeals.com
Date Signed:	4/30/22



Attachment H – Fee Proposal

Los Angeles Leadership Academy

All costs are based on the average daily participation of 730 number of meals served on 189 number of school days.

COST BREAKDOWN			
Item #	Description <i>(Include All Goods and Services included in the Fixed Price)</i>		Annual Cost (x189 days)
1.	Breakfast Meals -equipment, delivery, & disposable goods		\$324,229.50
2.	Lunch Meals -equipment, delivery, & disposable goods		\$469,098.00
3.	Snack		\$37,800.00
Sub Total			\$831,127.50
	Personnel Costs	Rate	Annual Cost
4.	Site Based Servers est: (12hrs a day x 189days) = 2,268	\$20.00	\$45,360.00
5.	Consultant Fee Per Meal	\$0.00	\$0.00
Personnel Sub Total			\$45,360.00
2022-23 CONTRACT GRAND TOTAL			\$876,487.50
Less estimated USDA Foods Credit			(\$41,391.00)

FIXED COST PER MEAL (Meal Price Only)

1. Line Item	2. Units	3. Rate	Estimated USDA Foods Credit	4. Total
Breakfast	730	\$2.35	\$0.00	\$1,715.50
Lunch	730	\$3.40	(\$0.30)	\$2,482.00
Snack	200	\$1.00	\$0.00	\$200.00
2022-23 MEAL ONLY TOTAL			\$4,397.50	
Less estimated USDA Foods Credit			(\$41,391.00)	

*USDA Foods Credit (Commodities)

All B4YM supported schools that properly file the necessary paperwork for their USDA Foods Entitlements, and order usable food items, generally receive a **monthly credit equal to about \$.30**



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 Foods Entitlements, eligibility and timing to access entitlements are based on the proper document submission and filing by the SFA. The estimated USDA Foods Credit listed above was not calculated into the meal or total cost and is displayed for reference purposes only.

Pricing Disclosures for Additional or Upgrade Options

1. Special Therapeutic Meals – 7 major food allergens covered -milk, eggs, fish, shellfish, tree nuts, peanuts, wheat, and soybeans¹

Breakfast: \$ No Additional Price Lunch: \$ No Additional Price

2. Vegan Meals

Breakfast: \$ 6.50 Lunch: \$ 7.50

3. Salad Bar as Vegetable Side (price per meal): \$ No Additional Price

4. School can choose from 2 breakfast items each day, and up to 4 lunch items.

Service Type

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:

- Meals delivered at proper serving temp, no equipment needed
- Full serving of vegetable
- Full serving of fruit or fruit juice
- Plates, trays, sporks, napkins
- Milk – 1%, Fat Free, & Chocolate options
- Meal appropriate condiments
- Transportation costs
- Site based employee costs

¹ Special meals needed outside of the 7 major food allergens may result in a higher price, based on medical need.

Equipment Options

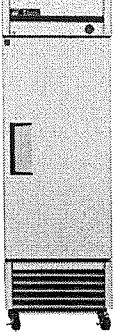
B4YM has no specific equipment or facility requirements for our service other than an area with enough space suitable for proper serving and line management.

B4YM does not provide equipment free of charge as part of the meal service program. Schools are encouraged to purchase their own equipment as it represents significant savings over renting.

Schools can also elect to rent 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 2022:

	Item	Est Re Ord 1	Lease Rate per Month	Estim Wholesale (w/o
	CresCc QuickThe Oven	20	\$500	\$12,
	metro CS H1 Warmer	81	\$150	Starti \$2,
	metro Insulate Holding Wa	81	\$200	Starti \$3,

	<p>36" - 54" Milk Cooler, Single & Double Sided Options Available</p>	<p>5 Weeks</p>	<p>Starting at \$150</p>	<p>Starting at \$2,200</p>
	<p>2 Door Reach In Refrigerator</p>	<p>5 Weeks</p>	<p>Starting at \$200</p>	<p>Starting at \$2,900</p>
	<p>Single Door Reach In Refrigerator</p>	<p>5 Weeks</p>	<p>Starting at \$150</p>	<p>Starting at \$1,800</p>
	<p>Cambro Salad / Cold Food Bar <i>Single or Double Sided</i></p>	<p>4 Weeks</p>	<p>Starting at \$600</p>	

Attachment I – 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.



Signature

4/30/22

Date

Disclosure of Lobbying Activities

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

--

<p>1. Type of Federal Action:</p> <ul style="list-style-type: none"> a. Contract b. Grant c. Cooperative agreement d. Loan e. Loan guarantee f. Loan insurance 	<p>2. Status of Federal Action:</p> <ul style="list-style-type: none"> a. Bid/Offer/App b. Initial Award c. Post-Award 	<p>3. Report type:</p> <ul style="list-style-type: none"> a. Initial filing b. Material change <p>For Material Change Only: Quarter ____ Date of last report ____</p>
--	---	---

<input type="checkbox"/> Prime <input type="checkbox"/> Subawardee <input type="checkbox"/> Tier, if known	Enter Name and Address of Prime: Congressional District, if known:
10. Name and address of Lobbying Registrant (if individual, last name, first name, MI):	10. Individuals performing services (including address if different from 10A (last name, first name, MI)
<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>Signature:</p> <p>Print Name: Steven Morgan</p>
FEDERAL USE ONLY	<i>Reproduction Standard Form 278-101 (Rev. 10-2008)</i>

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:  _____ 4/30/22

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

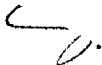
Contractor/Company Name

Los Angeles Leadership Academy FY2023-01

PR/Award Number or Project Name

Steven A. Holguin – Vice President of Sales & Marketing

Authorized Representative



4/30/22

Date

Attachment J - 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

Los Angeles Leadership Academy

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):



Vice President, Sales & Marketing

4/30/22

Title

Date

In acceptance of the terms and conditions of the RFP, I hereby certify that no representative of the SFA has taken any action that may have jeopardized the independence of the process.

I hereby certify that no representative of the SFA has taken any action that may have jeopardized the independence of the process.

Signature of SFA's Authorized Representative

Title

Date

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

Attachment K - 21 Day Cycle Menu Sample

Breakfast - Sample Menu

Breakfast Menu Sample Menu		Monday	Tuesday	Wednesday	Thursday	Friday
29		30	1	2	3	
6	Pan Dulce Fruit Milk	7 Pancake & Chicken Sausage Patty V: Pancakes Syrup 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	Strawberry Cream Cheese Bagelful Fruit Cup Fruit Milk	14 Mini Confetti Pancakes 100% Fruit Juice Fruit Milk	15 Acai 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	Blueberry Muffin Flat Fruit Milk	21 Brown Sugar & Raisin Oatmeal 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	Memorial Day	28 Breakfast Chicken Slider Sandwich V: Cheesy Biscuit Strawberry Jelly 100% Fruit Juice Fruit Milk	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 entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
 This institution is an equal opportunity provider.

*Pork items can always be substituted or removed from menus per school request

Lunch - Sample Menu²

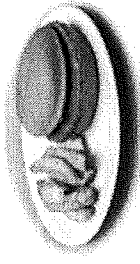
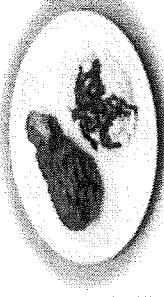
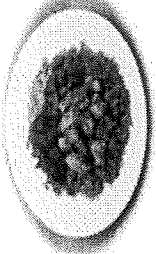

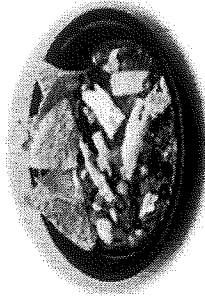
Featured Lunch Menu Sample Menu				
Monday	Tuesday	Wednesday	Thursday	Friday
29 Chicken Fajitas Spanish Rice Baby Carrots 100% Fruit Juice & Fruit Milk	30 Cheeseburger Lettuce & Tomato Oven Baked Fries Fruit Milk	1 Turkey Chili Corn Muffin Baby Carrots 100% Fruit Juice & Fruit Milk	2 Beef Hot Dog Oven Baked Fries Side Salad Orange Wedges & Fruit Milk	3 Spaghetti & Meatballs Baby Carrots 100% Fruit Juice & Fruit Milk
6 Chicken Teriyaki w/ Not So Fried Rice Edamame Beans 100% Fruit Juice & Fruit Milk	7 Cheeseburger Lettuce & Tomato Oven Baked Fries Fruit Milk	8 Chicken Alfredo Steamed Broccoli Baby Tomatoes 100% Fruit Juice & Fruit Milk	9 Nacho Beef & Potato Burrito Side Salad Premium Fruit Day Milk	10 Chicken Nuggets Cheesy Mashed Potatoes Dinner Roll Baby Carrots 100% Fruit Juice & Fruit Milk
13 Chicken Teriyaki w/ Not So Fried Rice Edamame Beans 100% Fruit Juice & Fruit Milk	14 Corn Dog Oven Baked Fries Dried Fruit & Fruit Milk	15 Baked Ziti w/ Meat Sauce Baby Carrots 100% Fruit Juice & Fruit Milk	16 PICK UP STIX Pick Up Stix Chicken Bowl Steamed Brown Rice & Veggies Fruit Milk	17 Ground Turkey Taco Nachos Tortilla 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	24 Chicken Tamale Mixed Vegetables Baby Carrots 100% Fruit Juice & Fruit Milk
27 Memorial Day	28 Cheeseburger Oven Baked Fries Fruit Milk	29 Turkey Chili Bowl Tortilla 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



MENU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit-serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

² Pork items can always be substituted for or removed from any menu per school request

Weekly Lunch Specials - Sample Menu

Lunch Specials Menu Sample Menu		better 4 you MEALS	
Tuesday May 7th	Spicy Chicken Patty Sandwich w/ Baked Fries	Friday May 10th	Breaded Chicken Leg w/ Mashed Potatoes & Gravy
A spicy twist on our traditional breaded chicken patty burger! Served with a side oven baked French fries.		Our popular breaded drumstick served with mashed potatoes topped with brown gravy. Served with a whole grain dinner roll.	
			
Wednesday May 15th	Chicken Burrito Bowl	Monday May 20th	Meaty Potato Pie w/ Dinner Roll
Grilled chicken seasoned with our in-house taco seasoning, brown rice, pinto beans and corn, with a scoop of mild salsa.		A twist on a traditional Shepard's Pie. A mixture of seasonings, ground beef and vegetables, topped with cheesy mashed potatoes. Served with a whole grain dinner roll.	
			
Wednesday May 29th	Mexican Chicken Tortilla Soup		
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 WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

Lunch Cold Sandwich - Sample Menu

Sandwich Entree Menu Sample Menu		better 4 you MEALS		
Monday	Tuesday	Wednesday	Thursday	Friday
29	30	1	2	3
Turkey Pastrami & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk	Roast Beef Sandwich Oven Baked Fries Fruit Milk	Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk	Wowbutter Sandwich Side Salad Orange Wedges & Fruit Milk	Turkey Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk
6	7	8	9	10
Turkey Pastrami & Cheese Sandwich Edamame Beans 100% Fruit Juice & Fruit Milk	Roast Beef Sandwich Oven Baked Fries Fruit Milk	Turkey Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk	Club Sandwich *Contains Pork* Side Salad Premium Fruit Day & Fruit Milk	Build Your Own Tuna Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk
13	14	15	16	17
Turkey & Cheese Sandwich Edamame Beans 100% Fruit Juice & Fruit Milk	Deli Chicken & Cheese Sandwich Oven Baked Fries Dried Fruit & Fruit Milk	Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk	Wowbutter Sandwich Side Salad Fruit Milk	Turkey Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk
20	21	22	23	24
Turkey Pastrami & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk	Roast Beef Sandwich Oven Baked Fries Fruit Cup & Fruit Milk	Turkey Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk	Club Sandwich *Contains Pork* Side Salad Fruit Milk	Build Your Own Tuna Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk
27	28	29	30	31
Memorial Day	Deli Chicken & Cheese Sandwich Oven Baked Fries Dried Fruit Milk	Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk	Wowbutter Sandwich Side Salad Fruit Milk	Turkey Ham & Cheese Sandwich Baby Carrots 100% Fruit Juice & Fruit Milk



MEMORIAL DAY

MEMU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

Vegetarian Lunch - Sample Menu

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



MENU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

Lunch Entrée Salad - Sample Menu

Salad Entrée Menu		better 4 you MEALS		
Monday	Tuesday	Wednesday	Thursday	Friday
29	30	1	2	3
Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots 100% Fruit Juice & Fruit Milk	Buffalo Chicken Salad Dinner Roll Ranch Dressing Oven Baked Fries Fruit Milk	Cobb Salad *Contains Pork* Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk	Chicken Taco Salad Popped Corn Chips Ranch Dressing Side Salad Orange Wedges & Fruit Milk	Southwest Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk
6	7	8	9	10
Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots 100% Fruit Juice & Fruit Milk	Buffalo Chicken Salad Dinner Roll Ranch Dressing Oven Baked Fries Fruit Milk	Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk	Chicken Taco Salad Popped Corn Chips Ranch Dressing Side Salad Premium Fruit Day & Fruit Milk	Southwest Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk
13	14	15	16	17
Mexican Chicken Salad Popped Corn Chips Hot Sauce Edamame Beans 100% Fruit Juice & Fruit Milk	Chicken Taco Salad Popped Corn Chips Ranch Dressing Oven Baked Fries Dried Fruit & Fruit Milk	NEW Italian Pasta Salad Baby Carrots 100% Fruit Juice & Fruit Milk	Buffalo Chicken Salad Dinner Roll Ranch Dressing Side Salad Fruit Milk	Southwest Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk
20	21	22	23	24
Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots 100% Fruit Juice & Fruit Milk	Tuna Salad Wheat Crackers Ranch Dressing Oven Baked Fries Fruit Cup & Fruit Milk	Buffalo Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk	Southwest Chicken Salad Dinner Roll Ranch Dressing Side Salad Fruit Milk	Chicken Taco Salad Popped Corn Chips Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk
27	28	29	30	31
Memorial Day	Chicken Taco Salad Popped Corn Chips Ranch Dressing Oven Baked Fries Fruit Milk	NEW Italian Pasta Salad Baby Carrots 100% Fruit Juice & Fruit Milk	Southwest Chicken Salad Dinner Roll Ranch Dressing Side Salad Fruit Milk	Buffalo Chicken Salad Dinner Roll Ranch Dressing Baby Carrots 100% Fruit Juice & Fruit Milk



MENU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.



Sample Transportation/Production Record

Better 4 You Meals TRANSPORT/ DAILY PRODUCTION RECORD

Time of Departure: _____ Temp. of Milk: _____ Cold: _____ Hot: _____ Signature: _____ GRADE _____
 Z: LUNCH MENU 9-12 Students(370) _____ Adults(0) _____ Total(370) _____

Site # 037 ALLIANCE TED

recipe & ingredients (offered)

Tue - 05/21/2019

	M/A OZ	Gm OZ	Fruit Cup	Veg Cup	Milk Cup	Planned Reimbursable	Planned Ala Carte	Planned Total	Actual Total	Over/Shorts	Temp
<u>002859 CHICKEN PATTY BURGER /CRIN SERVING</u>	2	3		3/4		350		350			
903473 BON HAMBURGER 4" FREUND											
903620 CHICKEN PATTY BREADED 3											
(R) 002990 POTATO CRINKLES 3/4											
VEGETABLE SUBGROUPS				3/4							
Vegetable, Starchy											
<u>000222 KETCHUP PACKET 9 GM----- 1 EACH</u>						700		700			
903627 KETCHUP (HEINZ)-----											
<u>000642 JICAMA (1/4 c)----- 1/4 CUP</u>				1/4		88		88			
011603 YAMBEAN (JICAMA),RAW----											
VEGETABLE SUBGROUPS				1/4							
Vegetable, Starchy											
<u>000494 TAJIN SEASONING----- PACKET</u>						88		88			
902693 TAJIN SEASONING LS 1.5											
<u>003026 V- CHEESE BURGER/CRINKLES3 1 Each</u>	2 1/2	2		3/4		5		5			
903646 VEGGIE PATTY DL 10325-											
903473 BON HAMBURGER 4" FREUND											
903130 CHEESE AMERICAN SLICED											
(R) 002990 POTATO CRINKLES 3/4											
VEGETABLE SUBGROUPS				3/4							
Vegetable, Starchy											
<u>000222 KETCHUP PACKET 9 GM----- 1 EACH</u>						10		10			
903627 KETCHUP (HEINZ)-----											
<u>000642 JICAMA (1/4 c)----- 1/4 CUP</u>				1/4		5		5			
011603 YAMBEAN (JICAMA),RAW----											
VEGETABLE SUBGROUPS				1/4							
Vegetable, Starchy											
<u>000494 TAJIN SEASONING----- PACKET</u>						5		5			
902693 TAJIN SEASONING LS 1.5											

Received By: _____ Temp. at receipt: Milk: _____ Cold: _____ Hot: _____ Time of receipt: _____



Better 4 You Meals

TRANSPORT/ DAILY PRODUCTION RECORD

Time of Departure: _____ Temp. of Milk: _____ Cold: _____ Hot: _____ Signature: _____ GRADE _____
 Students(370) _____ Adults(0) _____ Total(370) _____

Z: LUNCH MENU 9-12

recipe & ingredients (offered)	M/A OZ	Gm OZ	Fruit Cup	Veg Cup	Milk Cup	Planned Reimburs able	Planned Ala Carte	Planned Total	Actual Total	Over/ Shorts	Temp
<u>002225 SALAD TUNA 18-19</u> ----- (R) 900032 TUNA SALAD MIX (SUB 011252 LETTUCE,ICEBERG (INCL C 903132 CHEESE CHEDDAR SHREDDED 011205 CUCUMBER,WITH PEEL,RAW- VEGETABLE SUBGROUPS Vegetable, Other	2 1/2		1			15		15			
<u>00194E RANCH DRESSING</u> ----- 902695 RANCH DRESSING MARZETTI 902694 RANCH DRESSING 12 GM AM 903628 RANCH DRESSING SYSCO 45						15		15			
<u>001996 CRACKERS WHEAT BASICS 2MG</u> ----- 903404 CRACKERS WHEAT BASIC B2		2				15		15			
<u>002990 POTATO CRINKLES 3/4 CUP***</u> 903351 POTATO, CRINKLE COT SIM (R) 001957 SEASONING PAPRIKA-- VEGETABLE SUBGROUPS Vegetable, Starchy				3/4		15		15			
<u>000222 KETCHUP PACKET 9 GM</u> ----- 903627 KETCHUP (BEINZ)-----						15		15			
<u>001961 FRUIT SHOT CHOICE</u> ----- 903115 FRUIT SHOT PEACH NU-BEA 903353 FRUIT SHOT PINEAPPLE NU			1/2			370		370			
<u>000313 APPLE FRESH 163 COUNT</u> ----- 009003 APPLES,RAW,WITH SKIN---			3/4			93		93			
<u>000026 MILK 1 1/2 LOW FAT UNFLAVORED</u> 902435 MILK 1 1/2 LOW FAT UNFLAVO					1	56		56			
<u>001812 MILK FAT FREE CHOCOLATE</u> ----- 903201 MILK FAT FREE CHOCOLATE					1	222		222			
<u>001838 --- SNACK</u> ----- (R) -----						100		100			
<u>003017 WG BANANA MINI LOAF GTB</u> ----- 903782 WG BANANA MINI LOAF GTB		1				100		100			

Received By: _____ Temp. at receipt: Milk: _____ Cold: _____ Hot: _____ Time of receipt: _____



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)

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.

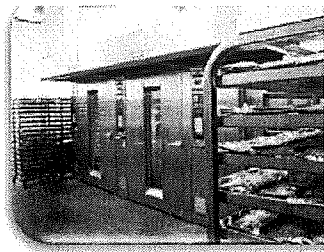
Therapeutic Meals

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.



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 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, Clippers & Dodgers 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.

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:

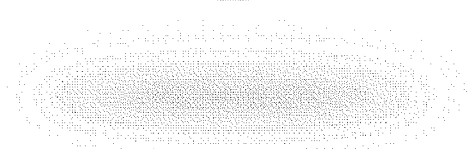
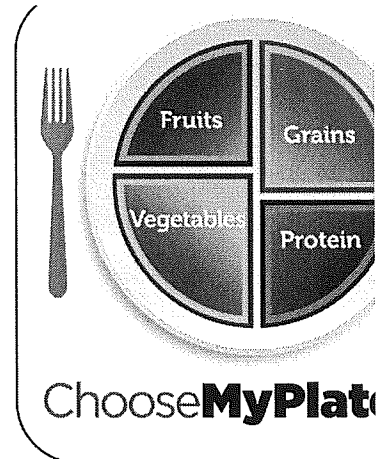
- Best practice operating procedures
- Nutritional analysis support using Nutrikids software
- Production and transportation records
- Therapeutic menus
- Analysis of your food program
- Waste management tools
- Hazard Analysis & Critical Control Points (HACCP)

We can also guide you through the process of:

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

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 s
- Marketing your meal program to parents & students
- Parent & student workshops on NSLP and Nutrition

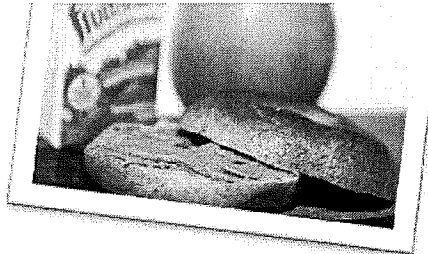


Sample Breakfast Items Served

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

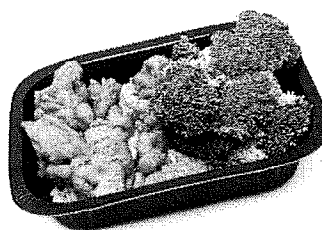
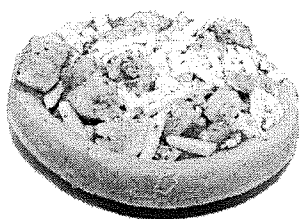
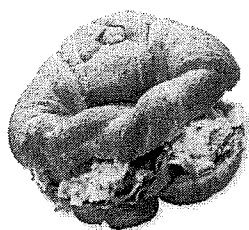


Sample Lunch Items Served

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 \$.20 - \$.25 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 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 & Veg

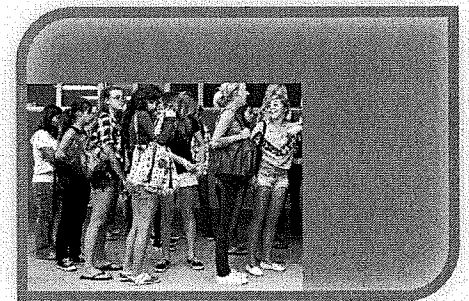
What Can Your School Do with Savings from USDA?

Federal and State law requires that all NLSP related

the school. If your school has significant cost savings participating in the USDA Commodities Program, where do you spend those funds on? What are the uses 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

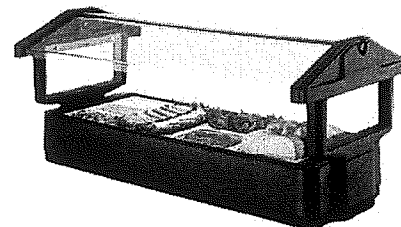
Everyday, the Better 4 You Meals team is working tirelessly to ensure that every meal we serve is tasty, fresh, healthy, and is in line with all requirements of the Healthy, Hunger-Free Kids Act and the Let's Move Initiative of the White House. While definitely stringent, the new standards and initiatives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

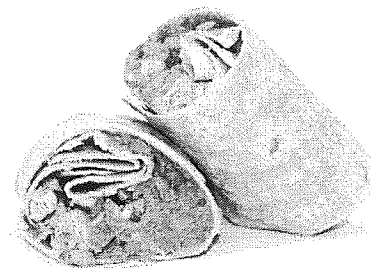
Sodium, also known as salt, is often added to foods during processing, cooking, or at the table. While the body needs some sodium, almost everyone eats more than the body needs. Too much sodium plays a role in high blood pressure, which makes it harder for the heart to do its job. By offering lower sodium 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.

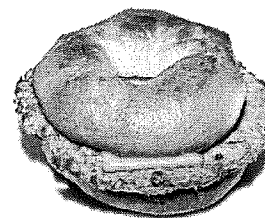
Better 4 You Meals seeks to find that allusive perfect balance of fresh, healthy, and tasty meals that speaks to the students and creates an enjoyable meal experience. Using meals that students recognize, associate good feelings with, and are interested in trying has been a significant factor in our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

The 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.