



**Santa Clarita Valley School Food Services Agency
RFP No. 1801 Addendum A
Processed USDA Foods Products and Commercial Equivalents
for Super Co-Op Member Districts**

**Addendum A: Questions and Answers from Bidder's Conference Webinar and
Miscellaneous Document Corrections
RFP No. 1801**

February 9, 2018

To Whom It May Concern;

Santa Clarita Valley School Food Services Agency on behalf of the member districts of the Super Co-Op is issuing this Addendum A to the existing RFP No. 1801 Processed USDA Foods Products and Commercial Equivalents for Super Co-Op Member Districts.

This Addendum shall be considered part of the bid documents for the above-mentioned project as though it had been issued at the same time and shall be incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original bid documents, this Addendum shall govern and take precedence. Bidders must sign this Addendum document and submit this signature page only with their bids.

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

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

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

Signed: _____
(Original signature of company authorized agent)

Print Name: _____

Title: _____ Date: _____

Company Name: _____

**Addendum A: Questions and Answers from Bidder's Conference Webinar and
Miscellaneous Document Corrections**
RFP No. 1801

Miscellaneous Document Corrections:

Page 13

Paragraph #1 – In the second line correct “February 6, 2017” to “February 6, 2018”

Paragraph #1 – in the ninth line correct “February 10, 2017” to “February 9, 2018”

Page 15

Question #6 – Correct “Paragraph 24” to “Paragraph 23”

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No.	First Name	Last Name	Question(s)	Response
1	tom	amberger	How do I find how much of a particular product is used annually by the Super Coop?	I am not able to provide purchase volume by item.
2	Lauren	Ares	Are samples required?	No.
3	Adriana	Briones	Good morning, will you be able to provide estimated allocations for the commodity materials used in SY17-18?	I have attached a report of USDA Foods raw product (in pounds) by manufacturer for SY2017-18. There may have been carry-over pounds available at manufacturers not reported here.
4	Adriana	Briones	Can you confirm that column M of the pricing spreadsheet "Net Off Invoice Discount off Commercial Price" is asking for the donated food value per case?	The instruction on the second tab of the Information Submission Worksheet describes this column as "Total VPT discount for one case of end product. Should be equal to Column L." Column L is the USDA Foods Value per Case. So the answer to your question is Yes.
5	Adriana	Briones	Can you confirm that column U "Commercial Price FOB Manufacturer Case Price" is asking the price per case for product picked up from the manufacturer's location by your distributor?	Yes, that is correct.
6	Adriana	Briones	For page 25 of the RFP documents "Certification Regarding Lobbying", can you confirm that bidders should leave the gray box blank and only complete the box at the very bottom of the document?	Yes, this is correct. Only complete the bottom box that is not grayed-in.
7	Adriana	Briones	In other words, the pricing entered on column N "Fee for Service Price per Case" should be net of the donated food value, correct?	The instruction on the second tab of the Information Submission Worksheet describes this column as "Cost of end product per case."
8	Adriana	Briones	I apologize if you already answered this question, but will you be answering all the questions asked in this webinar in writing on Addenda A?	Yes.
9	Adriana	Briones	Is it mandatory to offer the lowest pricing available in CA to Super Coop?	This is not stated in the bid, rather you should respond honestly to Question 1 on page 15, yes or no.
10	Fernanda	Fernandes	can you confirm if Super Co-op reports to AwardsBids.com	We do not report to AwardsBids.com.
11	Olivia	Kan	Estimated Quantity - how can we get the estimated quantity. we need the info so that we can respond to question #2. thanks	I have attached a report of truckloads ordered of USDA Foods raw product by manufacturer for SY2017-18.
12	Olivia	Kan	Cert regarding lobbying - it asked for agreement number. Where can we find it?	This is page 25 of the RFP document, do not fill in the grayed in box, that's where it asks for an agreement number, just complete the white box at the bottom.
13	Olivia	Kan	are you going to upload this webinar presentation to the Super Co-Op web site?	Yes.
14	Olivia	Kan	can we take pics or take notes at the bid opening?	Yes, you can take photos of documents and/or take notes at the bid opening.
15	Deniece	Ledin	Thank you for your time and walking us through the bid	you're welcome.
16	Olishua	McClain	Can we make copies of anything back and front of paper even for the original? To save on paper cost...	Yes.
17	Olishua	McClain	When is the absolute last day for questions?	February 6, 2018 – 5:00 PM Pacific Time
18	Olishua	McClain	For non-commodity items not on the market basket, if a district wants that item...is that to be handled on a case by case basis?	Non-commodity purchases not on this RFP are to be handled by member districts using appropriate local procurement methods (Eg., Bid, RFP, quote)
19	Benita	Moser	Are Nutritional information sheets and copies of labels to be submitted?	No.
20	Marianne	Orr	If they choose to do direct delivery, are they still able to utilize their entitlement dollars that are in Super Coop?	Yes, districts will be able to use their entitlement dollars through Super Co-Op for product ordered direct delivery. Manufacturers are then responsible to report sales to K12 Foodservice, ProcessorLink, or private firm.
	Shirley	Ouverson	Can you please confirm - NO school is allowed to use the Super Coop pricing for direct delivery "unless" they do their own RFP.	Districts were notified at our annual meeting that this solicitation does not provide pricing for direct delivery and that they must use appropriate local procurement methods (Eg., RFP, quotes, etc) for direct delivery pricing.
22	Michael	Schodorf	If we have nothing to disclose on the Lobbying Activities Form, what fields are we required to fill out to complete the form properly?	You must return the Disclosure of Lobbying Activities form for the bid package to be considered complete. If you have nothing to report, please write that on the form, sign, and complete the information required under the signature.
23	LEIGH	SHELTON	will this presentation be available for download?	This presentation will be posted at http://www.super-coop.org/rfp.html on Friday February 9, 2018.

No.	First Name	Last Name	Question(s)	Response
24	LEIGH	SHELTON	i withdraw last questions posted on end date to submit further Qs. thankyou	Thank you.
25	LEIGH	SHELTON	is SUPER COOP direct DEL or will groceries flow thru local distributor	Both, but the pricing on this RFP is for distributor delivery.
26	Brian	Starr	please confirm. Only commodity processed items and no commercial items not offered for processing	Yes, correct.
27	Vanessa	Tagle	We have some items that are only available as a commodity and their commercial equivalent is only available commercially -- can we submit pricing for both codes?	if the commercial item is equivalent, you would list it on the right side of the spreadsheet (orange colored column headers) next to the commodity item.
28	Vanessa	Tagle	Will you be publishing a list of approved distributors?	The list of approved distributors for 2018-19 will be published sometime in April. The 2017-18 distributor list is on the Super CO-Op website now at http://www.super-coop.org/ under the heading <i>Lead Agency Updates</i> .

The following questions were received via email following the webinar.

29	Leigh	Shelton	Can you confirm the attached XL (for SY 17 18) from your site is the same set of USDA tomato products to be considered for SY 18 19? It shows 14 tomato skus. Would these be the skus to submit for in SY 18 19? a. If not, where are the skus found?	I reviewed the Excel spreadsheet included with your email, it was the award sheet for our 2017-18 RFP 1703, which was for potato, tomato, and cheese products. As I said on the webinar, we are not using that separate RFP this year and pricing for all products is being solicited in this single RFP. There are no specific SKU's requested, you may provide manufacturer to distributor pricing on any processed USDA Foods items you would like to provide for consideration to Super Co-Op members.
30	Leigh	Shelton	How are products awarded within a product category? A. All or nothing? b. Sub categories? Like ketchup, marinara, cut tomatoes, all other... c. Line item?	There are no product award categories, per Paragraph 13 on page 10 of the RFP document, "13. AWARD OF PROPOSAL: The award of this bid shall be made to all responsive and responsible bidders who meet the terms and conditions of the bid. A bidder must deliver the items within the required delivery date in order to be declared responsive to this bid. Super Co-Op Member Districts will utilize the pricing obtained as a result of this Proposal for delivery through a distributor selected using appropriate procurement methods at the district level. The Agency reserves the right to make no award at all, reserves the right to reject any and all bids and to waive any irregularity or discrepancy associated with this bid. Unsolicited services or incentives offered as part of the bid response will NOT be evaluated or considered in the award process."
31	Leigh	Shelton	We don't have any Lobbying activities to report. we signed page 25 and with lack of activities, we understood that we didn't need to fill out page 26. Please confirm	You must return the Disclosure of Lobbying Activities form for the bid package to be considered complete. If you have nothing to report, please write that on the form, sign, and complete the information required under the signature.
32	Tom	Amberger	What is the annual number of pounds of all beef hot dogs used by Super Co-op?	I do not have this information.
33	Tom	Amberger	What is the annual number of pounds of turkey franks used by Super Co-op?	I do not have this information.
34	Tom	Amberger	Does Super Co-op use only natural, non cured franks or are cured franks acceptable?	This is the decision of the individual member districts.
35	Tom	Amberger	Is a CN labeled frank required?	This RFP is for processed USDA Foods (commodities) only and their respective commercial equivalents. CN labels are not required.
36	Tom	Amberger	Is delivery to one distributor (Gold Star Foods)?	Each member district solicits a distributor using local procurement methods.
37	Tom	Amberger	What city is distributor located in?	Each member district solicits a distributor using local procurement methods.
38	Yvonne	Moreno	Question on the Market Basket Worksheet --we have an item available in commodity only and not offered in commercial, do I leave column M blank? The item will only be available FFS only.	Yes, you would leave column M blank.
39	Tony	Roberts	In lieu of a separate volume discount on additional rows, would it be acceptable to have a blanket discount schedule that can be listed at the bottom of the spreadsheet? Example - 10 to 20 pallets - Less \$1 per case or 500 to 1000 cases less 50 cents per case and 1000 to 1800 cases less \$1.00.	No, please use the columns as provided to offer bracket pricing. It is difficult to effectively provide a separate discount schedule to distributors and member districts.
40	Tony	Roberts	Will the Super Coop be checking with K-12 and Processor Link directly to see if distributors applying to be approved distributors are indeed working in a satisfactory manner with them before being approved?	We have what we call a "distributor efficacy report" that assists me in monitoring distributor reporting to K12 and PL on a monthly basis and before approval for subsequent years.

USDA No	Item Description	Manufacturer Name	SY2017-18 Requested USDA Foods LBS
100003	CHEESE CHED YEL SHRED BAG-6/5	ELEMENTS FOOD GROUP, INC.	76,800
100021	CHEESE MOZ LM PART SKM SHRD FR	BUENA VISTA FOOD PRODUCTS	40,320
100022	Cmdy - Cheese R-Mozz	ARDELLAS	524,160
100036	Cmdy - Cheese Blend Sliced	DON LEE FARMS	39,600
100036	Cmdy - Cheese Blend Sliced	INTEGRATED FOOD SERVICE	792,000
100036	Cmdy - Cheese Blend Sliced	ROSE & SHORE, INC	79,200
100046	EGGS WHOLE FRZ CTN-6/5 LB	ARIZONA GOLD/ VELMAR DIST.	40,020
100047	Cmdy - Eggs	SUNNY FRESH EGGS - CARGILL	144,000
100100	CHICKEN SMALL CHILLED -BULK	PILGRIM'S PRIDE (GOLD KIST CMDY)	1,008,000
100103	CHICKEN LARGE CHILLED -BULK	ADVANCE-PIERRE FOODS	612,000
100103	CHICKEN LARGE CHILLED -BULK	PILGRIM'S PRIDE (GOLD KIST CMDY)	2,268,000
100103	CHICKEN LARGE CHILLED -BULK	RICH CHICKS LLC	1,440,000
100103	CHICKEN LARGE CHILLED -BULK	TYSON COMMODITY/COMMERCIAL	9,180,000
100113	CHICKEN LEGS CHILLED -BULK	CHEF'S CORNER	252,000
100113	CHICKEN LEGS CHILLED -BULK	YANGS 5TH TASTE	3,564,000
100121	Cmdy - Turkey Deli Breast	ROSE & SHORE, INC	120,000
100124	TURKEY CHILLED -BULK	CARGILL MEAT SOLUTIONS CORP	36,000
100124	TURKEY CHILLED -BULK	JENNIE-O TURKEY STORE	2,124,000
100125	TURKEY ROASTS FRZ CTN-32-48 LB	ROSE & SHORE, INC	92,000
100126	Cmdy - Turkey Ham	ROSE & SHORE, INC	160,000
100154	Cmdy - Beef Coarse Bulk	ADVANCE-PIERRE FOODS	2,898,000
100154	Cmdy - Beef Coarse Bulk	DON LEE FARMS	2,814,000
100154	Cmdy - Beef Coarse Bulk	INTEGRATED FOOD SERVICE	294,000
100154	Cmdy - Beef Coarse Bulk	J.T.M. FOODGROUP	378,000
100156	BEEF BNLS SPECIAL TRM FRZ CTN-	J.T.M. FOODGROUP	84,000
100193	Cmdy - Pork Boneless Picnic	ADVANCE-PIERRE FOODS	280,140
100193	PORK PICNIC BNLS FRZ CTN-60 LB	BROOKWOOD FARMS, INC	80,040
100193	Cmdy - Pork Boneless Picnic	DON LEE FARMS	200,100
100193	Cmdy - Pork Boneless Picnic	ROSE & SHORE, INC	280,140
100225	Cmdy - PEARS DICED CAN	NATIONAL FOOD GROUP INC	36,024
100258	Cmdy - Apples FRZ IQF	HORIZON SNACK FOODS	39,600
100332	Cmdy - Tomato Paste Bulk	RED GOLD INC	319,200
100383	BEANS PINTO DRY BAG-25 LB	ARIZONA GOLD/ VELMAR DIST.	65,450
100397	Cmdy - Peanut Butter Drum	ADVANCE-PIERRE FOODS	420,000
100418	FLOUR BAKER HARD WHT UNBLCH-BU	SCHWAN'S FOOD SERVICE, INC.	135,000
100443	OIL VEGETABLE-BULK	GARDEN BANNER	38,952
100506	POTATO BULK FOR PROCESS FRZ	J.R. SIMPLOT COMPANY	400,000
100506	Cmdy - Potato Raw Bulk	McCain Foods Inc	8,960,000
100883	Cmdy - Turkey Thighs Bulk	J.T.M. FOODGROUP	36,000
100883	Cmdy - Turkey Thighs Bulk	JENNIE-O TURKEY STORE	72,000
100912	FLOUR BREAD-BULK	RICH PRODUCTS CORPORATION	180,000
100980	Cmdy - Potato Sweet Bulk	McCain Foods Inc	80,000
110138	PORK BNLS LEG ROASTS - BULK CT	J.T.M. FOODGROUP	168,000
110149	APPLES FOR FURTHER PROCESSING	FARMINGTON FRESH	158,400
110149	SLICED APPLE FOR FURTHER PROC	FRESH INNOVATIONS	1,267,200
110149	SLICED APPLE FOR FURTHER PROC	NATIONAL FOOD GROUP INC	594,000
110227	Cmdy - Potato Dehydrated	BASIC AMERICAN FOODS	212,524
110227	Cmdy - Potato Dehydrated	IDAHOAN FOODS, LLC	200,000

USDA No	Item Description	Manufacturer Name	SY2017-18 Requested USDA Foods LBS
110242	Cmdy - Cheese Barrel	EASTSIDE ENTREES aka E S FOODS	40,800
110242	Cmdy - Cheese Barrel	FOSTER FARMS	81,600
110242	CHEESE NAT AMER FBD BARREL-500	J.T.M. FOODGROUP	81,600
110242	Cmdy - Cheese Barrel	LAND O'LAKES, INC	3,060,000
110242	CHEESE NAT AMER FBD BARREL-500	MICHAEL FOODS INC	40,800
110242	CHEESE NAT AMER FBD BARREL-500	MICHAEL B'S FOOD PRODUCTS	40,958.90
110242	Cmdy - Cheese Barrel	TASTY BRANDS LLC.	163,200
110244	CHEESE MOZ LM PT SKM UNFZ PROC	BOSCO'S PIZZA CO.	329,000
110244	Cmdy - Cheese Mozzarella (Unf	CONAGRA (GILARDI FOODS)	164,500
110244	Cmdy - Cheese Mozzarella (Unf	EASTSIDE ENTREES aka E S FOODS	41,125
110244	CHEESE MOZ LM PT SKM UNFZ PROC	FATHERS TABLE PTS WST	41,125
110244	CHEESE MOZ LM PT SKM UNFZ PROC	GIORGIO FOODS, INC.	41,125
110244	Cmdy - Cheese Mozzarella (Unf	INTEGRATED FOOD SERVICE	185,063
110244	CHEESE MOZ LM PT SKM UNFZ PROC	MICHAEL FOODS INC	41,125
110244	CHEESE MOZ LM PT SKM UNFZ PROC	MICHAEL B'S FOOD PRODUCTS	41,125
110244	Cmdy - Cheese Mozzarella (Unf	PIAZZA PIZZA	308,437
110244	Cmdy - Cheese Mozzarella (Unf	RICH PRODUCTS CORPORATION	61,687
110244	Cmdy - Cheese Mozzarella (Unf	ROSE & SHORE, INC	493,500
110244	Cmdy - Cheese Mozzarella (Unf	SCHWAN'S FOOD SERVICE, INC.	1,686,125
110244	Cmdy - Cheese Mozzarella (Unf	TONY ROBERT'S COMPANY	246,750
110254	CHEESE CHED YEL BLOCK-40 LB (4	ARIZONA GOLD/ VELMAR DIST.	102,000
110254	Cmdy - Cheese Y-Cheddar	MCI FOODS/LOS CABOS	142,800
110254	Cmdy - Cheese Y-Cheddar	ROSE & SHORE, INC	40,800
110381	Cmdy - BEAN, PINTO, DRY	BASIC AMERICAN FOODS	88,000
110601	FISH AK PLCK FRZ BULK CTN-49.5	FISHERY PRODUCTS/HIGH LINER	39,600
110601	FISH AK PLCK FRZ BULK CTN-49.5	TRIDENT SEAFOODS	39,600