

SENIOR NUTRITION PROGRAM

INVITATION FOR BID (IFB) Q&A's

February 2023

Q: How many Meals are needed at each location?

A: Each Senior Nutrition Program (SNP) meal site will determine how many meals are needed on a weekly basis. Based on the funding provided of \$350,000 it's a rough estimate of 10,000 entrée servings per month.

Q: Are you seeking frozen individual meals or Frozen?

A: Typically, we have provided frozen entrees both single and multiple steam trays because we are buying in advance sometimes for more than a week. The sites will provide their orders typically about a week in advance.

Q: What is the Term of the Contract?

A: March 1st-June 30, 2023 with the opportunity for renewal for the next fiscal year 2023-2024

Q: Who currently provides these meals?

A: We have several vendors; Jordano's is the main one and also a few restaurants provide some entrees. Additionally, several of the meal sites prepare some of their meal entrees from scratch.

Q: What is the budget for the Senior Nutrition Program?

A: The budget for this portion of the SNP is \$350,000 but the overall base-line budget for the SNP is \$2.6 million annually and this includes the funding for all meal sites, as well as the food purchases, and other SNP expenses.

Q: What is the approximate cost per serving?

A: The cost can be estimated at roughly \$9.00 per serving unit, however, this will vary depending on the individual entrée. For instance, an entrée with beef is likely to be more expensive than a Mac&Cheese entrée. However, the purpose of this IFB is to solicit your best price per serving for your entrees.

Q: Do you have a number of meals for delivery to each of the 11 sites per week/per month?

A: We don't have a set number of meals that might be purchased by each individual site, in part because its constantly changing. Additionally, each site has the option to continue to order from Jordano's and/or also from any of the restaurant vendors. The following chart shows the estimated meals needed at each site, for the twelve months ending 6/30/2022.

Camarillo	50,300
Fillmore	21,700
Moorpark	19,904
Oxnard	39,086
Port Hueneme	8,560
Santa Paula	21,508
Simi Valley	71,654
Ventura	31,340
CRPD	14,298
Help of Ojai	28,772
Piru	12,860
TO/NP AREA	41,366
Totals:	361,348

Q: How many deliveries per day/location? How many drivers?

A: Just because a site is close to a vendor, it might not purchase from that vendor. It is completely up to the site and if they want to purchase from any vendor. So unfortunately, we cannot determine how many deliveries will be required by each site. The meals are drop shipped to each site once a week by each vendor.

Q: What are meal sites? Are the meals delivered to individuals?

A: Meal entrees will be delivered to our Meal Sites (up to 12 throughout the county). The entrees will be used for both the Congregate Meal program and for the Home Delivered Program. (This IFB is requesting meals to be drop shipped at the meal site. No meals will be delivered to the SNP clients' residence under this IFB.).

Q: How early will we get the orders to prepare?

A: Approximately, a week in advance.

Q: Would we know the quantity of how much to order?

A: Yes, you will likely have that information in advance, with approximately a week's notice. Over time, it should become relatively easy to project the demand from the sites.

Q: Are the sites wanting to order off the list of preapproved entrees (single or multiple)?

A: Several of the different entrees may be ordered. Patti Jaeger, R.D., prepares a monthly menu for the meal-sites and Patti can provide additional information on this process. Patti's email address is senior.nutrition@ventura.org – Patti prefers to receive your initial contact, via email.

Q: How do you break it down for the steam trays with a \$9.00 estimated value per entrée?

A: Each entrée is likely to have a different price. (Example: Mac & Cheese vs Steak stew) The price per meal entrée is going to be different.

Q: Who is responsible for the cost per meal?

A: The vendor supplying the entrée will provide a list of entrees/related cost.

Q: Is the \$9.00 inclusive of the packaging, delivering cost, etc?

A: Yes, that's all included in the pricing per meal entree.

Q: Do you have a percentage of how much goes to the vendor versus how much is purchased through Jordano's?

A: Unfortunately, we don't have that total number because Jordano's also provides additional items to the meal sites like; milk, bread, single served meals, bulk items, etc. The current Jordano's FY2022-23 contract is approximately \$1.5 million.

Q: What is the process of the meal sites purchasing your meals/how much?

A: The meal sites will determine if they would like to purchase from any vendor. One-week multiple sites may purchase from a vendor and the next week they might not purchase anything from that vendor. It is solely up to the meal site.

Q: On a weekly basis do we have to commit to a certain number of meals? What if there was a need for a thousand meals?

A: It is unlikely that this quantity of meal entrees will be purchased, however a vendor will have about a weeks' notice for the upcoming meal entrée orders.

Q: What is the point of this IFB?

A: The County of Ventura is looking to move away from ordering from a single source and wishes to support local restaurants, local suppliers, and the local economy as much as possible.

Q: Would the site prefer a hot ready meal daily versus weekly?

A: Hot daily meals are not being requested under this IFB. Each of the meal sites have the capacity to store about two weeks of frozen meals. Flash frozen are typically the entrees purchased by the meal sites.

Q: Do these meals need to meet specific requirements?

A: Yes, the entrees must meet the specific requirements, as listed in the IFB, and go through the dietitian for approval. (Patti Yaeger)

Q: Are you looking for a set vendor to continue for the next fiscal year?

A: We are looking for several vendors to participate in the continued year. We are not looking for a single vendor because we want to increase the local input in our senior nutrition program.

Q: Are you looking at potentially needing to use the vendor as emergency response?

A: We are not looking for emergency response meals now, but that could change when there will be another emergency. During the Pandemic we used 30 restaurants throughout the county that delivered meals to clients at home, 3 times a week.

Q: How many sites are in the county?

A: We have 12 sites.

Q: Was this program just for congregate?

A: Both congregate and home delivered meal entrees will be provided under this IFB. Entrees will be drop shipped at the meal sites once a week.

Q: When should we have the sample of potential menu approved by Patti after the applications are submitted?

A: We would advise you to work with Patti Yaeger for approval before February 22nd. the application due date. She will advise you regarding the entrée approval process and any related sampling.

Q: How do we let them know the price of the meal we offering to the site? What information is shared?

A: The site doesn't get the cost per meal. They can see the cost of items from the Jordano's invoice as it also serves as a delivery/receiver document. In this instance the price isn't an issue for the site's perspective, as they do not pay for the entrees. The goal is to provide a nutritious meal that is appealing to the client.

Q: The frozen meals are the only meals we are serving to the meal sites, correct?

A: Yes, only frozen meal entrees are covered by this IFB. So, you don't have to worry about dairy, fruit, etc. (Protein, Carb & Vegetable)

Q: Will Patti come to our site for sampling the entrees of the menu?

A: Please email Patti and she will contact you to schedule.

Q: Is the budget of \$350,000 include jordano's and the other restaurants already used?

A: This does not include Jordano's, just restaurant suppliers. We are trying to move away from using food that is purchased/shipped from Florida or out of state. Instead, we will help local the local economy and supply better options for our senior Nutrition Program.

Q: How many suppliers can you have for this contract?

A: We could select up to 5 suppliers but not sure how many yet.

Q: Single tray vs steam tray?

A: A single serving is a single entree and multi servings (aka steam trays) have multiple entrée servings. It's a large tray that's frozen and can be warmed up and served to meal site clients.

Q: Is there preapproved meals?

A: Yes, we will send a link to the list. We have possibly as many as a few hundred of pre-approved entrees.

Q: Do we have the ability serve to all sites?

A: Yes, you can serve all the sites if the sites want the entrees.

Regarding Nutritional Requirements: (Fruit & Dairy Requirements)

Q: If we are to provide them, then we have to account for any sodium that these products might have and accordingly calculate for it as part of the 760mg limitation per meal?

A: Most meal sites will continue to provide the fruit and dairy requirements.

Q: If we do not provide them, do we still aim for 760mg for the main dish (protein, grains, vegetables) or do we have to assume that the main dish will be less than 760mg?

A: Most of the meals provided are the 3oz of protein, ½ cup of vegetables and 1 serving of whole grain. Those should be within the range of the sodium range for the meals.

Q: In your table above (within the very last cell) it only mentions the 760mg limitation is relevant to the entree. Just need to make sure this does not include the fruit and dairy/milk alternative.

A: Correct, this doesn't include the fruit and dairy/milk alternative.

PLAN B MEAL PROGRAM

NUTRITIONAL REQUIREMENTS

FOOD GROUP	REQUIRED SERVINGS PER MEAL	DIETARY GUIDELINES
PROTEIN	3 OUNCES	❖ Include a variety of lean meats, poultry, fish, and vegetarian protein sources.
GRAINS	1-2 SERVINGS	❖ 1 serving: 1 slice whole grain bread or whole grain tortilla, ½ cup brown rice, whole grain pasta or other whole grains. ❖ Grains must be whole grains .
VEGETABLES	1-2 SERVINGS	❖ 1 serving: ½ cup cooked or 1 cup fresh. ❖ Include a variety of different colored fresh vegetables. ❖ Serve vegetables high in Vitamin A three to four times per week: spinach, sweet potato, pumpkin, carrots, and red peppers.
FRUIT	1 SERVING	❖ 1 serving: 1 piece of medium-sized fruit or ½ cup chopped. ❖ Include a variety of fresh fruit. ❖ No juice or fruit with added sugar.
DAIRY/MILK ALTERNATIVE	1 SERVING	❖ 1 serving: 8 oz milk (1%), yogurt, calcium fortified milk alternative (unsweetened) or 1 ½ oz cheese
SODIUM	LESS THAN 760MG PER MEAL	❖ All recipes must be approved by a VCAA Registered Dietitian. ○ Entrée recipes and product labels must be provided to determine the total sodium content of each meal. ❖ Use low-sodium sauces and flavorings. ❖ Limit amount of salt added in entrees ❖ Entrees should contain no more than 760mg sodium per meal.

Q: Cost will also affect our pricing if we are to provide them or not.

A: The pricing will exclude the Fruit and Dairy/milk alternative.