



**LOWELL PUBLIC SCHOOLS**  
**Henry J. Mroz Administration Office**  
**155 Merrimack Street**  
**Lowell, Massachusetts 01852**

**Billie Jo Turner**  
**Assistant Superintendent for Finance**  
**and Operations**

**Tel: (978) 674-4325**  
**Fax: (978) 937-7620**  
**E-Mail: bturner@lowell.k12.ma.us**

**TO:** Jeannine Durkin, Acting Superintendent of Schools  
**FROM:** Billie Jo Turner, Assistant Superintendent of Finance and Operations  
**DATE:** March 15, 2019  
**RE:** Food Service Management Contract – Authorize RFP

**Background:**

The Contract with Aramark Educational Services, LLC will expire at the close of this fiscal year. Therefore a Request for Proposal (RFP) was developed to solicit proposals for a new one year contract with four, one year options for the operation and management of the district food service program.

The RFP was written in conformance with applicable statutes of the Commonwealth of Massachusetts. The RFP was made available beginning February 5<sup>th</sup>, 2019. A mandatory pre-bid conference took place on **Tuesday February 12, 2019**, at 10:00 a.m. Three companies attended the pre bid conference, Aramark, Sodexo and Whitsons. The RFP was opened on February 25<sup>th</sup>, 2019. Aramark was the sole provider of a response to the RFP Process:

The Evaluation of the proposals was completed in a two-step process as shown below:

1. Review the 17 comparative evaluation criteria and rank each one: Highly Advantageous, Advantageous, Not Advantageous, and Unacceptable.
2. Review the cost of the proposals

Before the cost proposals were reviewed the committee was required to rank the proposals on the comparative evaluation criteria.

For the first step, a Food Service Evaluation Criteria Committee was formed composed of a Principal, School Business Administrator and the Assistant Business Manager for Transportation.

The committee ranked Aramark Highly Advantageous in all categories. One of the quality criteria that Aramark excelled in was regarding the qualifications and experience of the Food Service Director. With Aramark, we are retaining an excellent Food Service Director that has built relationships with the schools and community, improved the participation of the program and has a good reputation.

The recommendation of the Food Service Committee was to retain Aramark. At this point the costs of the proposal were reviewed and summarized below:

Five Year Proposal	
Aramark	\$44,922,703

After considering both quality and the costs, it is requested that the school committee vote at the regular meeting of March 20, 2019 to accept the proposal from Aramark Educational Services, LLC.