

## Neighborhood Care Network 2022 RFP-006-22 Bid Questions

Pre-submission conference 4/18/2022 9:00 AM via Zoom

**Caterers in attendance:**

Scott Ball - Trio Community Meals  
 Chris Novak - Metz Culinary  
 Ken Crisafio - Metz Culinary  
 Brandon Assaf - Rebuilt Meals  
 Dan Burton - Corporate Catering of Palm Harbor

Date Received	Question or Comment Description	Answer
4/17/2022	1. What would be the difference between the hot meals mentioned as roughly 45% of the home delivered meals and congregate hot dining meals? I'm trying to understand a little bit more about the requirements for those meals. Do the meals have to be delivered to the home hot and daily? Or can they be non-frozen meals that are able to be heated at the individuals home?	The hot meals for congregate and home delivered clients are the same. I differentiated the numbers of hot meals going to congregate vs. home delivered clients. Hot meals are delivered daily to our sites, which are then delivered to clients by volunteers and paid nutrition drivers. They can also be chilled meals, but many clients choose a hot meal because they are too frail to reheate a meal.
4/17/2022	2. Is there any possibility of waiving the Performance Bond as a requirement?	Neighborhood will waive the performance bond requirement.
4/17/2022	3. Regarding the Term of Contract and related pricing per meal. To confirm, the price per meal that we would submit for the duration of 2023 would be the same exact price per meal that would be received with the two potential annual renewals? So one price for three years of meals rather than a price for year 1, year 2, and year 3?	Submit a 2023 price per meal and then estimate the 2024 and 2025 prices per meal based on inflation or the consumer price index.
4/18/2022	Can you please confirm that the hot, ppm of \$4.24, is the same price as the frozen meals?	Yes, it is the same.
4/18/2022	What are the delivery schedules, types of meals, and locations of where the meals are delivered for congregate/home delivered meals? Do we as a company deliver these meals to the clients directly to their door?	The hot, daily meals are delivered to our 10 nutrition sites and 3 adult day centers across the county. Which we have volunteers and paid staff that then deliver the meals to the clients.
4/18/2022	Regarding the term of contract in relating to pricing per meal, to confirm the price per meal that we would submit for the duration of 2023 will be the same price per meal would be the same price per meal that would be received with the 2 potential annual renewals per year. So, one price for 3 years of meals rather than a price for year one, year two, and year three?	With the pricing we expect that you will give us an estimated unit price for 2023 and then project what you think it will be in 2024 and 2025. Typically based on inflation. It could be a different rate for the subsequent years of the contract.
4/18/2022	Is the bid meal rate a projection for each of the years and then evaluated by Neighborhood and the winner of the bid each year?	Generally it is but given the changing cost of everything, we are open to negotiating this each year. We are limited in how much negotiation however because the re-imbursment rates we get from DOEA are difficult to change year to year.
4/18/2022	What is the current rate of the meals?	We are currently paying \$4.24 per meal for our hot and frozen meals and \$4.57 (per) our shelf stable meals.
4/18/2022	Are frozen meal price the same as hot meals?	Yes
4/18/2022	The meal volume annually, you listed 61,000 for congregate and 600,000 for home delivered meals?	Yes, that is based on the last couple of years numbers.
4/18/2022	Are the frozen meals also delivered to the sites daily as the hot meals are?	No, all of our frozen 5 and 7 pack meals leave from our admin office and are delivered on our refrigerated trucks. Then we have single frozen meals for the weekend which we deliver from our nutrition sites with volunteers.
4/18/2022	What is your Admin address?	13945 Evergree Ave, 4th fl, Clearwater, FL 33762
4/18/2022	Are the congregate meals delivered in bulk or are they preplated?	As of right now they are pre-plated. We have not started bulk service per clients' preference
4/18/2022	Do you plan on doing bulk meals when the sites open?	Our congregate sites are open. We are slow to introduce bulk per our client feedback which stated they are not ready for the meals to be opened and plated.
4/18/2022	The [congregate] price you want from us is for the cost of preplated meals?	Yes, You can also include the bulk prices because we will likely return to congregate bulk plating. Please include pricing for all possible meal types.

4/18/2022	Do you have a break down of annual numbers of the 5 and 7 pack meals	Hot 265,000 Frozen-5 meals 61,000 (12,200 boxes) Frozen-7 meals 106,000 (15188 boxes) Frozen weekend 60,000 Holiday 6000 (frozen or SS meal for a holiday closure) Shelf-stable meals 92,500
4/18/2022	Should the milk for hot meals be delivered to the site?	We would prefer that it be delivered daily to the nutrition sites. A lot of our sites are limited on storage ability.
4/18/2022	Could we bid on certain locations?	You can specify specific locations in the bid.
4/18/2022	Do we need to provide any equipment required for the sites?	Yes, we would need some type of equipment that will keep - the food hot and or cold at required food-safe temps, depending on meal type, before serving. Such as steam tables(for bulk serving), preferably a waterless steam table and coolers. We currently receive CresCor units for hot meals.
4/18/2022	How long have the current price points of \$4.24 for hot and \$4.57 for shelf stable, been in place?	They have been in place since the beginning of 2022.
4/18/2022	Is there adequate electricity at the sites?	Yes
4/18/2022	Who is the current meal provider?	GA Foods, we have also worked with other caterers in the area for our non-OAA funding sources.
4/18/2022	Does the 5 and 7 pack frozen meals come with DRI milk or fresh milk?	Typically fresh milk. It can be UHT milk too as long as it stays sealed when frozen.