

**Questions & Answers Related to  
20RFP099 Fresh Produce**

1. **Question:** For attachment B, you have listed a different RFP (ending in 003) for tortilla products.

**Answer:** This is a Word Document, please edit the document with the corresponding RFP bid number, 20RFP099 Fresh Produce.

2. **Question:** For the Fresh Produce, Specifications:

On items with cells blacked out? Does that mean we don't bid on those items? Or for green cabbage, do you not want a bid at all or do you want a bid, but not organic green cabbage?

**Answer:** For items with cells blacked out means that we do not want pricing for the corresponding header for the column, for example, Item #3 Avocados the cells under "Organic\*" & Harvested w/in 500 miles", "Organic", and "Harvested w/in 500 miles", the district is not looking for Organic Avocados etc. The district prefers only conventional pricing for that particular item. If you only have pricing for a specific category that is blacked out enter a comment in the Vendor Comments column which category your price reflects.

**INSTRUCTIONS: Enter price per unit in columns E-K, if applicable, AISD is not requesting pricing for cells shaded in black.**

\*Certified U.S.D.A Organic (OR have similar third-party environmental sustainability certifications such as Sustainably Grown Certified, Rainforest Alliance Certified, etc.)

ITEM #	PRODUCT NAME	DESCRIPTION	ESTIMATED USAGE YEAR 1	UNIT	ORGANIC* & HARVESTED W/IN 500 MILES PRICE PER UNIT	ORGANIC* PRICE PER UNIT	HARVESTED W/IN 500 MILES PRICE PER UNIT	CONVENTIONAL PRICE PER UNIT
3	Avocado, Hass	Fresh, mature green, packed to U.S. #1, well formed, clean, free from decay. 6 ct	15	CS				

3. **Question:** Case pack vs. smaller pack?

For example, sweet potatoes. You want a standard case pack, plus 5lb bags. Do you have any idea of the total amount of 34,094 lbs, how many 5lb bags? How many cases?

The same question applies to all items where a case pack and a smaller pack size is requested.

**Answer:** Submit price per unit indicated, i.e. lbs, case, etc, add any additional information to the vendor comments column, such as the pack sizes you can provide. Provide as much information as possible in the vendor comments section.

<p><b>VENDOR COMMENTS</b> INDICATE THE FOLLOWING: MONTHS AVAILABLE/SEASONALITY, CERTIFICATIONS, <u>PACK SIZE OPTIONS</u>, ETC.</p>
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4. **Question:** Distribution Fee: do we have to submit a fee?

**Answer:** No, you do not have to submit a distribution fee, please enter \$0.00 if that is the case. If cells are left blank the district will conclude there is no distribution fee.

- Question:** Seasonal Produce - Considering seasonality and the goal of sourcing produce from within 500 miles, there will be times when produce is in season and thus readily available and times when that item is not available locally.

How would we propose offering produce that fits these conditions? I see there is a place to make notes. Would we simply notate the season in which produce with 500 miles is available and offer it for those seasons? Would we submit the bid for supplying solely for the season of that item or notate additional sources outside the 500 mile range once it is no longer in season?

**Answer:** Yes enter information regarding seasonality in the Vendor Comments column. When there is a line item that you have potentially multiple options for insert a new line and duplicate the description information (column B-E). If you can supply multiple options outside the 500 mile range indicate in the conventional column and provide notes in the vendor comments column.

- Question:** Pricing - This falls in line with seasonality as well. When produce is in season and abundant this drives the prices down. When it is not in season and must be acquired from out of state, this would increase the price. How would we propose offering produce from different sources and with different prices at different times of the year?

**Answer:** Enter these details in the Vendor Comments column or you can insert a new line in the sheet (duplicate information from columns B-E). If the district has a question about your proposal we will reach out to the vendor directly.

<b>INSTRUCTIONS: Enter price per unit in columns E-K, if applicable, AISD is not requesting pricing for cells shaded in black.</b>						
<small>*Certified USDA Organic (OR have similar third-party environmental sustainability certifications such as Sustainably Grown Certified, Rainforest Alliance Certified, etc.)</small>						
ORGANIC* & HARVESTED W/IN 500 MILES PRICE PER UNIT	ORGANIC* PRICE PER UNIT	HARVESTED W/IN 500 MILES PRICE PER UNIT	CONVENTIONAL PRICE PER UNIT	DISTRIBUTION FEE	DISTRIBUTION FEE PER BREAK	VENDOR COMMENTS <small>INDICATE THE FOLLOWING: MONTHS AVAILABLE/SEASONALITY, CERTIFICATIONS, PACK SIZE OPTIONS, ETC.</small>

- Question:** Cross Docking - Notated in the information is that the company awarded the bid must delivery to all school locations. With multiple vendors likely to be awarded bids on various items, is it possible for these winners to consolidate their efforts in making deliveries? Ex. Company A gets the bid for multiple items and Company B gets the bid for a single item, could Company A and B work together, so that Company A makes all the deliveries while Company B sources the product, getting it into Company A's hands? Ultimately reducing emissions and generating greater efficiencies.

**Answer:** Each bidder must include delivery plan in their proposal prior to award.

- Question:** CSA boxes - Blacked out cells lead me to believe that you only want certified organic produce with 500 miles. Would produce that is grown using sustainable and beyond organic practices, although not certified, be considered? Or is it only organic certified produce?

**Answer:** For the CSA boxes, only certified organic produce harvested w.in 500 miles of AISD will be considered. See answer to question 2 for more information regarding black out cells.

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55	Community Supported Agriculture boxes	Large Box with a varitey of 12-14 produce items per box. Seasonally grown,vegetables, fruit, and herbs.	248	CS				

9. **Question:** Organic Not Desired - Using the Bananas as an example, the organic cells are blacked out leading me to assume that only conventional bananas are desired?

**Answer:** Yes, that is correct, see answer to question 2 regarding black out cells. If you only have pricing for a specific category that is blacked out enter a comment in the Vendor Comments column which category your price reflects.

**Note from the district:** If clarification is needed regarding your submission, the district will contact the vendor directly via email provided in the proposal.