

**Region One Education Service Center
Region One Purchasing Cooperative Meal Catering and Services RFP 19-AGENCY-000047-E2**

Questions and Answers / Pricing

| Questions | Coastal Deli Inc d.b.a. Jason's deli | EPL Ventures dba El Pollo Loco | Mario's Banquet and Conference Center |
|---|--|--|---|
| 1. What is the full legal name of the firm? | Coastal Deli, Inc. | EPL Ventures LLC | Mario Alberto Ornelas d/b/a Mario's Banquet and Conference Center |
| 2. Where is the firm located (City, State)? | Corpus Christi, TX | McAllen, Texas | Mission, Texas |
| 3. DUNS#. | 879386753 | 066186763 | 005113464 |
| 4. List all owners of the firm. | Coastal Deli Inc | Wayne Pearson, Mark Wright | Mario A. Ornelas |
| 5. Company website. | jasonsdeli.com | n/a | mariosbanquethall.com |
| 6. Bidder Contact Information. | Robert Becquet, robert.becquet@jasonsdeli.com | Wayne Pearson 956 534-1135 wayne@eplv.net | Mario A. Ornelas 956-583-9730 |
| 7. Sales/Customer Service Contact Information. | Ramon Huerta, ramon.huerta@jasonsdeli.com | Wayne Pearson 956 534-1135 | Mario A. Ornelas 956-583-9730 |
| 8. Number of years the Firm has been in business under the above full legal name? | 23 | 18 | 19 Years |
| 9. What is the firm's number of years of experience providing Meal Catering and Services? | 23 | 18 | 19 Years |
| 10. What is the firms experience serving school districts? | We have been providing meals to schools for 23 years | Been an approved Vendor for McAllen, Mission and Sharyland ISD | 19 Years |
| 11. Does the firm offer additional discounts for large volume/quantity services/purchases? Specify. | yes, based on the needs of each individual order and budget requirements | Yes, Discounts are provided on case by case basis. | Yes, upon further negotiations |
| 12. Are there any order minimums? Specify. | yes, \$20 | Normally for at least 24 people. | No |
| 13. Specify any value added services and/or trainings the firm can offer Region One ESC and its ROPC members. | not sure, but are open to helping in any way we can | Delivery where applicable. | Additional Rental Services/Meeting Space |
| 14. Is the firm free of claims, judgements, arbitration, proceedings or suits pending or outstanding against the Firm, its officers, employees or agents, including bankruptcy? | Yes | Yes | Yes |
| 15. Did you upload in the Attachments tab the firm's entire RFP Response? | Yes | Yes | Yes |
| 16. Did you upload in the Attachments tab the firm's References? | Yes | Yes | Yes |
| 17. Did you upload in the Attachments tab the firm's Form W-9? | Yes | Yes | Yes |
| 18. Did you upload in the Attachments tab the firm's Affidavits and Certifications? | Yes | Yes | Yes |
| 19. Did you upload in the Attachments tab the firm's Form CIQ? | Yes | No | Yes |
| 20. Did you upload in the Attachments tab the firm's Form 1295? | Yes | Yes | Yes |
| 21. Did you upload in the Attachments tab the firm's Deviations and Exceptions Form? | Yes | Yes | Yes |
| 22. Did you upload in the Attachments tab the firm's Attachment B-Menu/Price List/Catalog? | Yes | Yes | Yes |
| 23. Did you upload in the Attachments tab the firm's Proof of Insurance? | Yes | Yes | Yes |
| 24. Did you upload in the Attachments tab the firm's evidence of Financial Health and Stability? | Yes | No | Yes |
| 25. Did you upload in the Attachments tab the firm's Supplement Contract? | Yes | Yes | No |
| 26. Did you upload in the Attachments tab the firm's MWBE, HUB, SBE, LSA Certificates? | Yes | No | Yes |
| 27. Did you upload in the Attachments tab the firm's Certificates/Licenses? | Yes | No | No |
| 28. Did you upload in the Attachments tab the firm's Food Recall HACCP Procedures? | Yes | No | No |
| 29. Did you upload in the Attachments tab the firm's Nutrition Fact Sheets Labels and ingredient statements for all food and beverage items? | Yes | No | No |
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| 30. Did a representative of the firm attend the pre-bid conference on Thursday, April 19, 2018 at 1 PM in the Region One ESC Port Isabel Room? | No | No | No |

| | | | |
|---|--|---|---|
| Describe Menu-Price List-Catalog Detail-% Discount or Fixed Price | In store menu for dine in/pickup, to go orders. Catering guide - for pickup and delivered orders. Community Partners Program - <u>discount pricing</u> on select items listed. Gluten sensitive menu. Vegetarian menu. Catering for Entertainment Guide. | Menu attached. | Customizeable meals. |
| Geographical Areas Served/Convention Centers Served | Rio Grande Valley - Hidalgo, Cameron counties. Delivery fee for Laredo depending on order size. Contact store for details. Corpus Christi area. Coastal Bend. | McAllen, Mission, Edinburg, Pharr, Brownsville. | Catering and ballroom offered inhouse. |
| Delivery Charges/Set-Up Fees | No delivery fee for the Valley and Corpus Christi areas and Coastal Bend. Fees apply for Laredo, depending on order size. | \$0 | Catering beyond Hidalgo County will incur a fuel surcharge. |
| Special Events Catering | Set up/Serve - additional fee of \$10 per server per hour. | Food, plates, plastic silverware, napkins. | Full service including delivery, wait staff, meal set up, complete tableware and glassware, clean up and removal of vendor items. |
| Minimum Meals/Dollar Amount | Minimum amount for delivery in the Valley and Corpus Christi is \$20. | 24 people and up (fewer are also possible) | Discounts available. |
| Full Service Availability | Can be arranged with advance notice and price quoted per event. | All items delivered to site. | Yes. |

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Evaluation Criteria and Scoring**

| Criteria | Notes | Maximum Points | Coastal Deli, Inc. dba Jason's Deli | EPL Ventures dba El Pollo Loco | Mario's Banquet and Conference Center |
|---|---|----------------|--|-----------------------------------|--|
| (1) Purchase Price* | Price list submitted | 45 | 45.00 | 45.00 | 35.00 |
| (2) The reputation of the vendor and of the vendor's goods and services | Reference Form (Questions #1,3-5) | 15 | 10.00 | 5.00 | 9.69 |
| (3) The quality of the vendor's service(s)/good(s) | Reference Form (Question #2) | 10 | 6.67 | 3.33 | 5.83 |
| (4) The extent to which the goods or services meet Region One ESC and its cooperative member's needs | Specification compliance | 10 | 10 | 10 | 10 |
| (5) The vendor's past relationship with Region One ESC and/or its cooperative members, if any | Reference listing | 2 | 2 | 2 | 2 |
| (6) The impact on Region One ESC and its member's ability to comply with laws and rules relating to historically underutilized businesses | HUB Form | 1 | 0 | 0 | 1 |
| (7) The total long-term cost to Region One ESC and its cooperative members to acquire the vendor's service(s)/good(s); | Renewals, Length of time prices are guaranteed | 7 | 7 | 7 | 7 |
| (8) For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor's ultimate parent company or majority owner (a) has its principal place of business in this State, or (b) employs at least 500 persons in this State** | | 0 | 0 | 0 | 0 |
| (9) Any other relevant factor that Region One ESC or its members would consider in selecting a vendor, including: | | 10 | | | |
| | a) Years of Experience / Experience service school districts-2 points | | 2 | 1 | 2 |
| | b) Discounts for large volume orders-2 points | | 2 | 2 | 2 |
| | c) Minimum order requirements-2 points | | 1 | 1 | 1 |
| | d) Proof of insurance-1 point | | 1 | 1 | 1 |
| | e) Certifications / Licenses, as applicable-1 point | | 0 | 0 | 0 |
| | f) Financial Health / Stability-1 point | | 0 | 0 | 0 |
| | g) Free of bankruptcy, legal claims and/or judgements-1 point | | 1 | 1 | 1 |
| TOTAL: | | 100 | 87.67 | 78.33 | 77.52 |

* Catalogs and price lists have been provided by each vendor enclosed; each cooperative member must conduct a cost or price analysis for the procurement of the specific goods and/or services being requested within the scope of services offered with this RFP.

** (NOTE: As a general rule, Region One ESC, and its cooperative members, may not apply geographic preference for procurements involving federal funds. See 2 C.F.R. § 200.319. However, Region One ESC, and its cooperative members, may apply an optional geographic preference in the procurement of unprocessed locally grown or locally raised agricultural products for use in a Child Nutrition Program. See 2 C.F.R. §§ 210 (National School Lunch Program), 215 (Special Milk Program for Children), 220 (School Breakfast Program), 225 (Summer Food Service Program), 226 (Child and Adult Care Food Program).

Evaluated by: Marc David Garcia, Region One ESC; Lori Ramos, Region One ESC. Form CIS will be posted to the webpage if a conflict exists.

| Vendor | District / Vendor | Name | Email address | Phone # |
|---------------------------------------|-------------------|----------------------|--|--------------|
| Coastal Deli, Inc. dba Jason's Deli | San Benito CISD | Leticia De La Fuente | ldelafuente@sbcisd.net | 956-361-6173 |
| | McAllen ISD | Mary Lopez | mary.lopez@mcalleisd.net | 956-618-6034 |
| | Edinburg CISD | Dolores Molina | dolores.molina@ecisd.us | 956-289-2300 |
| EPL Ventures dba El Pollo Loco | McAllen ISD | Alejandra Gonzalez | alejandra.gonzalez@mcalleisd.net | 956-632-3241 |
| | Sharyland ISD | Dalila Ovando | dovando@sharylandisd.org | 956-580-5200 |
| | Mission CISD | Erica Cruz | ytramo69@mcisd.org | 956-323-5524 |
| Mario's Banquet and Conference Center | City of Misson | Aida Lerma | alrerma@missiontexas.us | 956-580-8650 |
| | Mission CISD | Craig Verley | cverley@mcisd.org | 956-323-5500 |
| | La Joya ISD | Lori Alaniz | l.loya@lajoyaisd.net | 956-580-5100 |

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Reference Questionnaire Responses

| Vendor name you are providing a reference for: | Average Total Score (Maximum 25 points): | Company/District/ Organization providing reference: | 1. Rate your level of satisfaction with products, pricing and/or services provided by the vendor: | 2. Rate the quality of the above named Vendor's products, pricing and/or services: | 3. Rate the Vendor's overall customer service and timeliness in response to customer service inquiries, issues and resolutions: | 4. Rate the professional dynamics/ interaction between the Vendor and you/or staff: | 5. Rate the likelihood of your company/district/ organization recommending this vendor others in the future: | Additional Comments: | Timestamp |
|--|--|---|---|--|---|---|--|--|---------------------------|
| Coastal Deli, Inc. dba Jason's Deli | 25.00 | San Benito CISD | 4 | 4 | 4 | 4 | 4 | | 2018/05/14 7:52:12 AM EST |
| Coastal Deli, Inc. dba Jason's Deli | 0.00 | McAllen ISD | | | | | | | |
| Coastal Deli, Inc. dba Jason's Deli | 25.00 | Edinburg CISD | 4 | 4 | 4 | 4 | 4 | we have never had issues with vendor as far as ordering, delivering food on a timely manner. | 2018/05/14 8:26:33 AM EST |
| Average Score: | 16.67 | | 2.67 | 2.67 | 2.67 | 2.67 | 2.67 | | |
| EPL Ventures dba El Pollo Loco | 25.00 | McAllen ISD | 4 | 4 | 4 | 4 | 4 | | 2018/05/15 6:48:33 PM EST |
| EPL Ventures dba El Pollo Loco | 0.00 | Sharyland ISD | | | | | | | |
| EPL Ventures dba El Pollo Loco | 0.00 | Mission CISD | | | | | | | |
| Average Score: | 8.33 | | 1.33 | 1.33 | 1.33 | 1.33 | 1.33 | | |
| Mario's Banquet and Conference Center | 0.00 | City of Misson | | | | | | | |
| Mario's Banquet and Conference Center | 21.71 | Mission CISD | 4 | 3 | 4 | 4 | 3 | They are attentive and the facility is very nice for special banquets | 2018/05/14 8:05:40 AM EST |
| Mario's Banquet and Conference Center | 25.00 | La Joya ISD | 4 | 4 | 4 | 4 | 4 | | 2018/05/15 7:39:40 AM EST |
| Average Score: | 15.57 | | 2.67 | 2.33 | 2.67 | 2.67 | 2.33 | | |

KEY

- 0 - Never
- 1 - Unlikely
- 2 - Likely
- 3 - Highly Likely
- 4 - Will Recommend

| Vendor | Email | DUNS | Suspended/ Debarred | References | W9 | Affidavits & Certifications | FORM CIQ | FORM 1295 | Deviations | HUB | Insurance Expires | Other notes: |
|---|--|-----------|------------------------|------------|-----|--------------------------------|----------|-------------------------------|------------|-----|----------------------|-----------------|
| Coastal Deli, Inc. dba Jason's Deli | robert.becquet@jasonsdeli.com | 879386753 | No | Yes, 3 | Yes | Yes - no exceptions | Yes | Yes - Acknowledged 08/12/2020 | No | No | Yes,02-28-2021 | |
| EPL Ventures dba El Pollo Loco | wayne@eplv.net | 066186763 | No | Yes, 3 | Yes | Yes - no exceptions | Yes | Yes - Acknowledged 08/12/2020 | No | No | Yes,12-14-2020 | |
| Mario's Banquet and Conference Center | mariosbanquetandconferencecenter@yahoo.com | 005113464 | No | Yes, 3 | Yes | Yes - no exceptions | No | Yes - Acknowledged 08/12/2020 | No | Yes | Yes,04-15-2021 | |