

**Region One Education Service Center**  
**Region One Purchasing Cooperative Meal Catering and Services RFP 19-AGENCY-000047-E3**  
**Effective: September 1, 2021 - August 31, 2022 with no additional extension options**

**Questions and Answers / Pricing**

Questions	Coastal Deli Inc d.b.a. Jason's deli	EPL Ventures dba EI Pollo Loco	Mario's Banquet and Conference Center - <b>NO LONGER</b> <b>AWARDED as of 9/1/2021</b>
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

Questions	Coastal Deli Inc d.b.a. Jason's deli	EPL Ventures dba El Pollo Loco	Mario's Banquet and Conference Center - <b>NO LONGER AWARDED as of 9/1/2021</b>
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 deliivery, 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.

*\*Effective September 1, 2021, Mario's Banquet and Conference Center is no longer an awarded vendor.*

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Evaluation Criteria and Scoring**

Criteria	Notes	Maximum Points	Coastal Deli, Inc. dba Jason's Deli	EPL Ventures El Pollo Loco dba	JJRGV Holdings, LLC dba Jimmy John's Gourmet Sandwiches	* Mario's Banquet and Conference Center
(1) Purchase Price*	Price list submitted	45	45.00	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	5.00	9.69
(3) The quality of the vendor's service(s)/good(s)	Reference Form (Question #2)	10	6.67	3.33	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	10
(5) The vendor's past relationship with Region One ESC and/or its cooperative members, if any	Reference listing	2	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	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	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	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	1	2
	b) Discounts for large volume orders-2 points		2	2	2	2
	c) Minimum order requirements-2 points		1	1	2	1
	d) Proof of insurance-1 point		1	1	1	1
	e) Certifications / Licenses, as applicable-1 point		0	0	0	0
	f) Financial Health / Stability-1 point		0	0	1	0
	g) Free of bankruptcy, legal claims and/or judgements-1 point		1	1	1	1
	<b>TOTAL:</b>	<b>100</b>	<b>87.67</b>	<b>78.33</b>	<b>80.33</b>	<b>77.52</b>

\* 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.

**\* No longer awarded as of 9/1/2021.**

Vendor	District / Vendor	Name	Email address	Phone #
Coastal Deli, Inc. dba Jason's Deli	San Benito CISD	Leticia De La Fuente	<a href="mailto:ldelafuente@sbcisd.net">ldelafuente@sbcisd.net</a>	956-361-6173
	McAllen ISD	Mary Lopez	<a href="mailto:mary.lopez@mcallenisd.net">mary.lopez@mcallenisd.net</a>	956-618-6034
	Edinburg CISD	Dolores Molina	<a href="mailto:dolores.molina@ecisd.us">dolores.molina@ecisd.us</a>	956-289-2300
EPL Ventures dba El Pollo Loco	McAllen ISD	Alejandra Gonzalez	<a href="mailto:alejandra.gonzalez@mcalleisd.net">alejandra.gonzalez@mcalleisd.net</a>	956-632-3241
	Sharyland ISD	Dalila Ovando	<a href="mailto:dovando@sharylandisd.org">dovando@sharylandisd.org</a>	956-580-5200
	Mission CISD	Erica Cruz	<a href="mailto:ytramo69@mcisd.org">ytramo69@mcisd.org</a>	956-323-5524
JJRGV Holdings, LLC dba Jimmy John's Gourmet Sandwiches	PSJA ISD	Erica Martinez	<a href="mailto:erica.martinez@psjaisd.us">erica.martinez@psjaisd.us</a>	956-354-2492
	South Texas ISD	Rey Munoz	<a href="mailto:reynaldo.munoz@stisd.net">reynaldo.munoz@stisd.net</a>	956-383-1684
	PSJA ISD	Mark Lopez	<a href="mailto:mark.lopez@psjaisd.us">mark.lopez@psjaisd.us</a>	956-354-2300
Mario's Banquet and Conference Center	City of Misson	Aida Lerma	<a href="mailto:alrerma@missiontexas.us">alrerma@missiontexas.us</a>	956-580-8650
	Mission CISD	Craig Verley	<a href="mailto:cverley@mcisd.org">cverley@mcisd.org</a>	956-323-5500
	La Joya ISD	Lori Alaniz	<a href="mailto:l.loya@lajoyaisd.net">l.loya@lajoyaisd.net</a>	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
<b>Average Score:</b>	<b>16.67</b>		<b>2.67</b>	<b>2.67</b>	<b>2.67</b>	<b>2.67</b>	<b>2.67</b>		
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							
<b>Average Score:</b>	<b>8.33</b>		<b>1.33</b>	<b>1.33</b>	<b>1.33</b>	<b>1.33</b>	<b>1.33</b>		
JJRGV Holdings, LLC dba Jimmy John's Gourmet Sandwiches	25.00	PSJA ISD	4	4	4	4	4	Owner is very helpful and is willing to work with the schools price points. Customer service at store is excellent as well. Highly likely we will continue using them	2018/05/15 10:44:42 AM EST
JJRGV Holdings, LLC dba Jimmy John's Gourmet Sandwiches	0.00	South Texas ISD							
JJRGV Holdings, LLC dba Jimmy John's Gourmet Sandwiches	0.00	PSJA ISD							
<b>Average Score:</b>	<b>8.33</b>		<b>1.33</b>	<b>1.33</b>	<b>1.33</b>	<b>1.33</b>	<b>1.33</b>		
Mario's Banquet and Conference Center	0.00	City of Mission							
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
<b>Average Score:</b>	<b>15.57</b>		<b>2.67</b>	<b>2.33</b>	<b>2.67</b>	<b>2.67</b>	<b>2.33</b>		

**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	<a href="mailto:robert.becquet@jasonsdeli.com">robert.becquet@jasonsdeli.com</a>	879386753	No	Yes, 3	Yes	Yes - no exceptions	Yes	Yes - Acknowledged 05/15/2018	No	No	Yes,02-28-2019	
EPL Ventures dba El Pollo Loco	<a href="mailto:wayne@eplv.net">wayne@eplv.net</a>	066186763	No	Yes, 3	Yes	Yes - no exceptions	Yes	Yes - Acknowledged 05/15/2018	No	No	Yes,12-14-2018	
JJRGV Holdings, LLC dba Jimmy John's Gourmet Sandwiches	<a href="mailto:jjrgv1@gmail.com">jjrgv1@gmail.com</a>	080611477	No	Yes, 3	Yes	Yes - no exceptions	Yes	Yes - Acknowledged 05/15/2018	No	No	Yes,01-06-2019	
*Mario's Banquet and Conference Center	<a href="mailto:mariosbanquetandconferencecenter@yahoo.com">mariosbanquetandconferencecenter@yahoo.com</a>	005113464	No	Yes, 3	Yes	Yes - no exceptions	No	Yes - Acknowledged 05/15/2018	No	Yes	Yes,04-15-2019	

\* No Longer awarded as of 9/1/2021