



Executive Memo
Food Service Management Company (FSMC) Contract Award

Following the district’s Food Service Management Company (FSMC) bid process for the 2026–2027 school year, administration reviewed all submitted proposals for responsiveness, service model, operational considerations, and overall cost effectiveness. The district received bids from three qualified vendors:

Vendor	Breakfast Rate	Lunch Rate	Total Contract Cost
Organic Life	\$2.55	\$5.25	\$271,125
Whitson’s Food Service	\$2.60	\$5.71	\$291,759
Quest Food Service	\$2.90	\$5.70	\$296,730

Organic Life submitted the lowest responsible bid, with a total annual contract cost of \$271,125, resulting in an approximate savings of \$20,634 over Whitson’s Food Service and \$25,605 over Quest Food Service. Additionally, Organic Life proposed the lowest meal rates for both breakfast and lunch among all bidders.

Projected federal reimbursement rates for free eligible meals are estimated at \$5.20 per lunch and \$2.46 per breakfast. While reimbursement rates help offset costs, current meal pricing and operational expenses continue to create a financial gap in sustaining the district’s food service program. Organic Life’s proposal presents the narrowest financial gap and offers the most fiscally responsible option for the district while maintaining program quality and service expectations.

Based on the review of all proposals, I recommend that the Board of Education approve Organic Life as the district’s Food Service Management Company for the 2026–2027 school year as the lowest responsible bidder.

We are excited about the opportunity to partner with Organic Life as we expand student meal offerings and launch breakfast service. We believe this partnership positions the district to provide quality meal service while maintaining fiscal responsibility and supporting the needs of our students and families.