

FirstLine Schools Overview

Food Service RFP

Mandatory Pre-Bid Meeting

April 19, 2018



Introductions

- Rebekah Cain
- Director of Operations, FirstLine Schools
- Kerrie Partridge
- Program Director, Edible Schoolyard New Orleans



Mission and Vision

- The mission of FirstLine Schools is to create and inspire great open admissions public schools in New Orleans.
- Our schools will prepare students for college, fulfilling careers, and a healthy life by nurturing students in mind, body, and spirit.

FIRSTLINE VISION:



Mind



Body



Spirit

AGENDA

- **Who We Are**
- **Academic Results**
- **Operations Role in our Schools**
- **Partners & Consultation Structure**
- **RFP Details**



WHO WE ARE:

HISTORY OF FIRSTLINE SCHOOLS

1990 – Summerbridge is Founded

Summerbridge (now Breakthrough) is a program designed to help 5th and 6th grade students gain acceptance into top middle schools, often private or selective public magnet

1992 – James Lewis Extension School

Due to a lack of quality open-enrollment public schools, Jay Altman and the Summerbridge team founded James Lewis Extension School (JLES).

1998 – New Orleans Charter Middle School (NOCMS)

JLES became the first charter school in the city, NOCMS. Run by Middle School Advocates (MSA), NOCMS was the top performing open admissions middle school in NOLA.

2005-2006 – S.J. Green Charter School

The state approached MSA and requested they take over the failing Green Middle School. Green opened as a charter school one week before Katrina hit.

2007 – Arthur Ashe Charter School and transition to FirstLine name

In 2007, MSA used the NOCMS charter to open Arthur Ashe Charter School. MSA changed its name to FirstLine Schools in 2008.

2010-2011 – FirstLine Grows to Five Schools

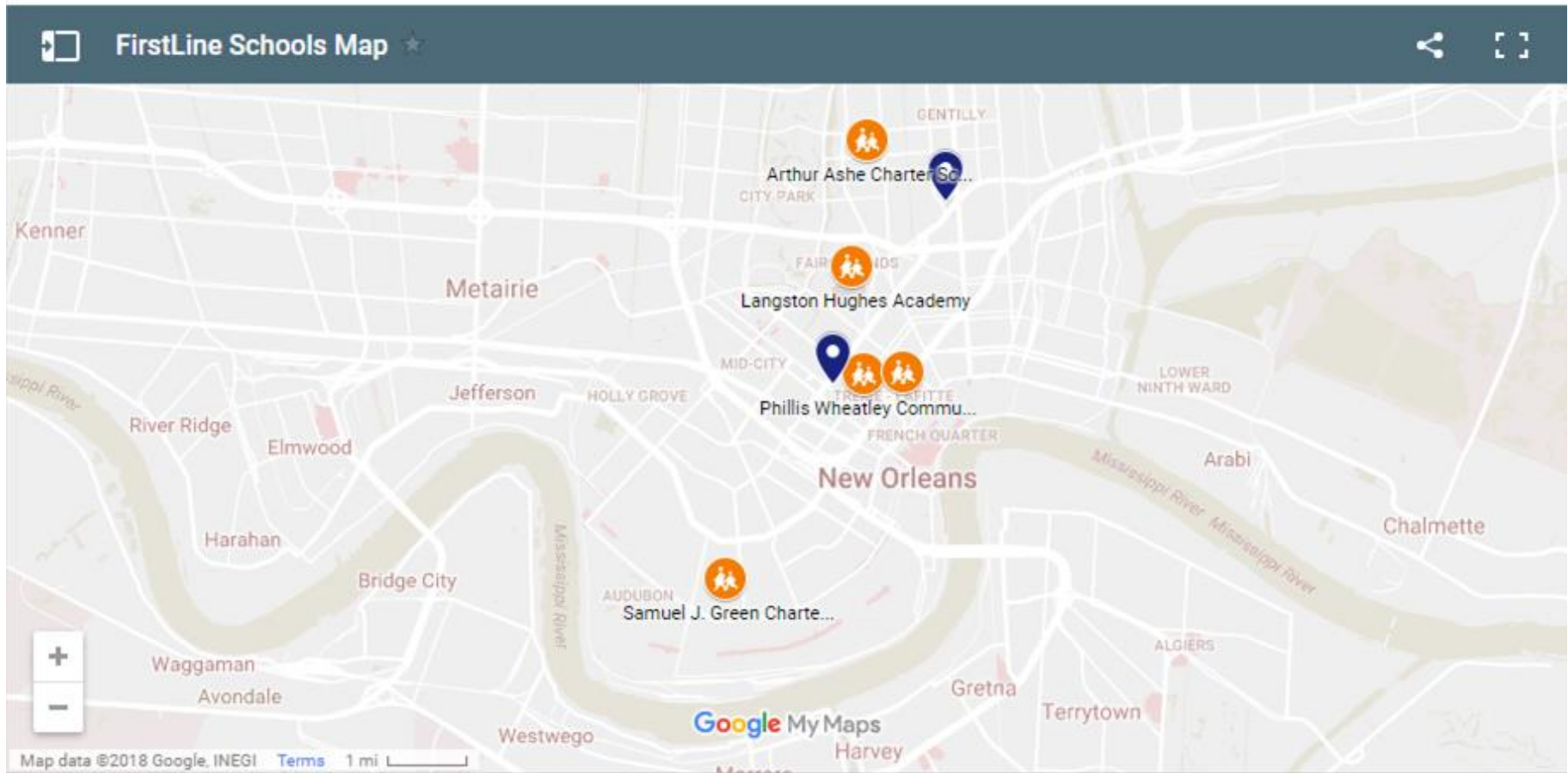
FirstLine expands in size as it transitions John Dibert School as a turn-around school and begins managing Langston Hughes Academy in 2010. In 2011 Joseph S Clark High School becomes FirstLine's first high school as a turn-around school.

2018-2019 - FirstLine Grows to Six Schools

The Live Oak Facility becomes FirstLine's fifth K-8 school in the 2018-19 school year.



WHO WE ARE: OUR SCHOOLS



**Coming in 2018-19: Live Oak Facility, Constance Street
(Uptown/Irish Channel)**

Sites included in the RFP

- Samuel J. Green Charter School (PreK-8) (500 students) - 2319 Valence Street, NOLA 70115
- Arthur Ashe Charter School (K-8) (800 students) - 1456 Gardena Drive, NOLA 70122
- Phillis Wheatley Community School (PreK-8) (790 students) - 2300 Dumaine Street, NOLA 70119
- Langston Hughes Academy (PreK-8) (800 students) - 3519 Trafalgar Street, NOLA 70119
- FirstLine Live Oak (PreK-8) (approx 630 students) – 3128 Constance Street, NOLA 70115
- The NET Charter High School (9-12) (160 students) - 1614 Oretha Castle Haley Boulevard, NOLA 70113
- The NET: Gentilly (9-12) (160 students) – 6601 Franklin Ave, NOLA 70122



FIRSTLINE VALUES

- Service
- Results
- Learning
- Collaboration
- Fun



FirstLine's Academic Growth

School	SPS Letter Grade	Growth rank citywide	Growth score
Arthur Ashe	C	9	97.8
Samuel J Green	C	3	102.9
Langston Hughes	C	4	101.3
Phillis Wheatley	C	19	92.3

- 3 of the top 10 K-8 Schools by Growth in New Orleans are FirstLine Schools
- Green is the third highest performing school in the city in terms of growth and the highest performing open admissions school

CENTRAL OFFICE FUNCTIONS- THEORY OF ACTION

To take as many operational responsibilities off the principals, without loss of decision making autonomy, so that they can focus on school culture, curriculum, instruction, and relationships with students, parents, and teachers.



OPERATIONS ROLE IN THE FIRSTLINE RENAISSANCE

- Ensure our students arrive on-time, ready to learn
 - How was their experience getting to school?
 - Low stress?
 - How long did it take?
- Ensure our students have adequate nutrition to be able to learn
 - Many are from high poverty households
 - We provide 3 meals a day at most of our schools: breakfast, lunch and snack/supper
 - Most of our students' calories come from school!
- **Ensure our buildings are clean, fully operational, and ready to provide learning experiences for our students**



Core Belief - Vendor Partnerships

Creating, nurturing and developing mutually beneficial relationships with vendor partners and their employees will improve the effectiveness of school operations.

Vendors vs. Partners

Shifting from transactional and tactical vendor relationships to strategic and purposeful partnerships provides tangible business benefits. Among them are:

- Mission and vision alignment
- Improved communications
- Improved effectiveness of service delivery
- Reduced adjustment and recovery time
- Greater service accuracy
- Lower attrition of key employees

Consultation Structure

Why have a formalized structure?

Consultation Structure

School-based

- Daily (15 mins)
 - [Link to sample dialogue](#)
- Weekly (30-60 mins)
 - [Link to sample notes](#) and dialogue

Network

- Weekly to Monthly
 - [Sample check in notes](#) and dialogue
 - May have both weekly and Monthly - with different attendees
- Quarterly
 - [Sample check in notes](#) and dialogue

Points from the RFP to Highlight

- Food Specifications
- Vended Sites
 - The NET and The NET2 are fully vended – currently The NET is satellited from another school site.
 - We are open to Live Oak being vended, depending on kitchen equipment.
- FSMC Training Requirements
 - All FSMC should receive ServSafe Training in addition to other required trainings.
 - Food Handler for all kitchen staff
 - Food Manager for kitchen lead



Points from the RFP to Highlight

- FirstLine’s Consultation Structure
- RFP Scoring Rubric

Maximum Points		Criteria
30	points	Cost (FSMC with the lowest price receives the maximum points. The other vendors receive points equal to the lowest price divided by their meal price x maximum points. Do not round).
25	points	Service Capability Plan Proposal Quality and Innovation (Award of a purchase order or contract is based on the best value to FirstLine: quality, availability, delivery, specifications, terms, conditions, and fitness for the particular purpose. When a solicitation requires an oral presentation, submission of test samples, or inspection of facilities, these factors are part of the component evaluation. Proposal demonstrates innovative means and methods.)
10	points	Years of Experience in working with Child Nutrition Programs 10+ years=10 points 5 years=5 points 9 years=9 points 4 years=4 points 8 years=8 points 3 years=3 points 7 years=7 points 2 years=2 points 6years=6 points 1 year=1 point
15	points	Financial Conditions/Stability, Business Practices Company Financials and Executive Resumes (Three years of most recent audited company financials are requested. The audited financial reports will be reviewed to determine if the company has the financial capacity to perform the work outlined in the contract. Consideration is also given to the applicants’ potential ability to perform successfully under the terms and conditions and their past performance record.)
10	points	Accounting and Reporting Systems
10	points	Promotion of the Child Nutrition Program (FSMCs should be very specific as to their plans for promoting the Child Nutrition Programs. The SFA will rate the FSMC based on the specific plan proposed).
100	points	Total Points



RFP Page of the FirstLine Website



- www.firstlineschools.org/rfps
 - (Next slide is a picture of that page.)
- This is where any/all updates will be posted.
- Any new document (like answers to questions) will be posted here and an email will go out to attendees of this meeting, alerting you to the new document.
- Any questions about this?



2017-18 RFPs

Food Service Management Company RFP

- **Proposals for all three RFPs are due by 10am on Friday, March 31, 2017**
- **Questions for all three RFPs are due by Friday, March 17th, 2017**
- **The mandatory pre-bid meeting for all three RFPs will be held on Thursday, March 9, 2017 at 9am in the **FirstLine Schools Central Office, 300 N. Broad Street, Ste. 207, New Orleans, LA 70119** with site visits to follow.**
- **Addendum 1 – This addendum is applicable to all RFP Groups Below:**
- Request for proposal for RFP Group A – **Food Service Management Company RFP – Group A**
- Request for proposal for RFP Group B – **Food Service Management Company RFP – Group B**
- Request for proposal for RFP Group C – **Food Service Management Company RFP – Group C**

If you have any questions regarding FirstLine Schools' RFP process, please contact Rebekah Cain, Director of Operations at (504) 267-9038 or by [email](#).

RFP BY FISCAL YEAR

2017-2018

2016-2017

2015-2016

2014-2015

2013-2014

ADDRESS:

300 N. Broad Street, Suite 207
New Orleans, LA 70119

EMAIL INQUIRIES:

General: info@firstlineschools.org
Media/Tours: dharris@firstlineschools.org

PHONE NUMBERS:

Phone: (504) 267-9038
Fax: (504) 287-0019

FOLLOW US:



How Questions will work

- Questions are due on Monday, April 23 by 3pm.
- Please send them in as you have them, no need to wait for the deadline. If we have quite a few questions ahead of time, we will post an answer document prior to that date.
- Answers will be posted (to the RFP page of the FirstLine website) no later than Wednesday, April 25 at 5pm.



PROPOSAL SUBMISSION

- Proposals are due by 10am on Wednesday, May 2, 2018 (This is also when the bid opening will occur.)
- If you are late (even by 1-5 minutes), we will NOT accept your proposal. There are no exceptions.
- Be ensure you have all required documents as part of your submission.



Today's Site Visits

- Site visits (not mandatory) will take place immediately following this meeting. This is the only chance for you to visit the sites, we will not be conducting site visits at any other time.
- We do have a planned lunch break.



Today's Site Visits

•The schedule will be as follows (and is also on the agenda):

- Samuel J Green Charter School
- FirstLine Live Oak (currently ReNEW Cultural Arts Academy)
- The NET Charter High School
- Lunch Break
- Phillis Wheatley Community School
- Langston Hughes Academy Charter School
- Arthur Ashe Charter School
- The NET: Gentilly



Questions?

- Any additional questions right now?

