The Accelerated School Vended Meals Food Service Proposal

Mr. Andrew Robles
116 East Martin Luther King, Jr. Blvd,
Los Angeles, CA 90011

June 9, 2021
Cover Letter

June 9, 2021

Dear Mr. Robles,

On behalf of Better 4 You Meals Inc., please allow us to express our gratitude for the opportunity to submit this Proposal for Vended Meal Food Services.

Through the productive and collaborative partnership that B4YM and The Accelerated School has enjoyed over the sixteen months, we are confident that Better 4 You Meals will prove to be the ideal meal provider to continue meeting the needs of The Accelerated School. As we hope we have demonstrated, we have the strongest team, resources, menu, and customer service plan of any meal vendors in all of California. Our continued growth and 99% renewal rate for this coming school year prove our commitment and delivery to all schools we serve.

As a social venture launched by actual public-school leaders, B4YM’s performance, growth, retention, and school feedback prove we know school meals like no other. We are committed to providing your scholars with fresh, tasty, and 100% compliant meals every day.

Should you or your staff have any questions or require additional information, please do not hesitate to contact us. Proprietary documents are clearly marked “Proprietary” in the upper right corner.

Thank you again for this opportunity. We look forward to continuing our long-standing partnership with The Accelerated School and believe we can further build a relationship that can grow and thrive for many years to come.

Sincerely,

Fernando Castillo
Chief Executive Officer
Authorized Corporate Officer for Binding Contract
fcastillo@better4youmeals.com
(323) 838-5555

By signing this cover letter, I (we) certify that the information contained in this proposal is accurate, and that all attachments required to be submitted as part of the proposal, are certified to be true and binding upon our company.

Federal Tax ID: 90-0657788
SFA Liaison: Steven A Holguin sholguin@better4youmeals.com
Mailing Address: 5743 Smithway Street, Los Angeles, CA 90040
Contact Numbers: Office (323) 838-5555 Fax (323) 838-5419
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About Us

Founded in 2011 Better 4 You Meals (B4YM) is the direct product of local California school leaders listening to the voices of their very own students and parents who wanted “better” food at their schools. After years of unsuccessfully working with existing meal vendors to improve meals and student participation, our founders decided to become part of the solution and offer a new option for school meals.

Serving school districts, charter schools, private schools, summer camps, and after-school care providers, B4YM has helped drive major increases in school meal participation throughout California. In ten short years, B4YM has grown from an idea of social change to the one of the most impactful members of the California school meal community.

We have no predefined values on food that we try and impose on schools. We do not jump on the latest food craze and shock students with food they cannot pronounce or have never seen or heard of. Simply put, we are a young organization with a cultural blend of confidence and craziness to believe that our small social venture will one day positively impact the school meal experience of every student in California.

We know a hungry child cannot learn. We know that behavior issues increase when children are hungry. We know there is still a perceptual stigma to receiving “free” meals at school. We know that for some of your kids, the meals they receive at school may be the only nutritious meals they receive all day. And at B4YM, we cannot and will not be part of a society that accepts this as norm. We believe that we can be a partner to schools all across California in helping to alleviate these issues and that starts with working with you.

School meals must be fresh, healthy, visual appealing, tasty, compliant, and most importantly, not something that is going to fill up trash cans. Together we can shake up the school meal world by bringing new comfort food style recipes, working with food makers manufacturers that have never made food for schools before, and consistently employing innovation and honest ideas in our work.

Providing school meals isn’t a complicated business, but it is an extremely difficult one. Your schools have strict budgets for the meal program, and you’ve expressed that you want and need your kids to eat. We absolutely agree and are committed to spending all our time working with the diverse communities in your school to create meals, menus, and service models that you and your stakeholders can be proud to offer.

With decades of combined school operation and food service experience, Better 4 You Meals is uniquely positioned to meet the needs of your school and your students. Our team looks forward to speaking with you soon and wish you a year of many great meals!

We look forward to working with your school and we thank you for the opportunity to submit this proposal.
Vendor Contact Information

Better 4 You Meals
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Commerce, CA 90040
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www.better4youmeals.com

Primary Proposal Contact
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Vice President of Sales & Marketing
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Senior Regional Director – Northern CA
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jdiaz@better4youmeals.com

Better 4 You Meals Company Service Profile

250,000 – Average number of lunches served by B4YM every week
150,000 – Average number of breakfasts served by B4YM every week
145,000 – Total number of students enrolled in schools served by B4YM
70,000 – Square feet at the B4YM kitchen and distribution facilities in the
City of Commerce and Millbrae
35,000 – Average number of suppers served by B4YM every week
596 – Employees currently on the B4YM team
350 – Current number of school sites B4YM delivers
64 – Number of School Food Authorities B4YM supports
B4YM Experience & Capacity Overview

Better 4 You Meals has grown to become one of California's leading providers of school meal services because of our commitment to finding appropriate and creative solutions for each school. Below is a bit of key information on Better 4 You Meals.

- Serving 550 school and organization sites in 2021-22, of which over 300 sites are in the Greater LA area
- We are currently serving schools through the following models
  - Ready to Eat hot pre-packed meals
  - Ready to Serve hot family style meals
  - Ready to Heat cold pre-packed meals heated on site
  - Day prior cold delivery and overnight storage pre-packed meals
- 85 total SFAs supported throughout California
- 135 schools heat our meals at their sites
- 28 schools currently operate on Prop 39 shared campuses

2021-22 Projected Daily Service Volumes in Greater Los Angeles Area
- Breakfast – 28,000 servings per day
- Lunch – 50,000 servings per day
- Supper – 10,000 servings per day
- Snack – 13,000 servings per day

Initial Years of Administering Food Service Programs
- School Breakfast Program – August 2011
- National School Lunch Program – August 2013
- Child and Adult Care Food Program – August 2013

Current Charter Management Organizations served by Better 4 You Meals
- Alliance College-Ready Public Schools
- Aspire Public Schools
- PUC Schools
- ICEF Public Schools
- Camino Nuevo Academy
- ISANA Academies
- Green Dot Public Schools
- Downtown Value Schools
- LA Leadership Academies
- STEM Public Schools
- Today’s Fresh Start
- Richmond College Prep Schools
- TEACH Public Schools
- Endeavor College Prep
- Ednovate Schools
- Amethod Public Schools

Non-Charter School Organizations Served
- Archdiocese of Los Angeles – 68 schools
- Compton Unified School District – all 34 schools
- Roseland School District – all 5 schools
- Cabrillo Unified School District – all 5 schools
- Glendale Unified School District – 12 campuses
COVID-19 School Service Support

Since the statewide school closures were announced on March 13th, 2020, B4YM has been at the forefront of supporting schools through non congregate and atypical serving methods. With our in-depth experience and knowledge of CDE and USDA standards and regulations, we were able to quickly escort schools through an altered style of service. On Monday, March 16th, 2020, B4YM delivered and helped serve over 22,000 meals.

Depending on how your school elects to provide instruction within your reopening period, B4YM can collaborate with you on a solution that can best fit your community and stakeholders. Final meal service protocols and levels of service will be dictated by State and Local health officials, the CA Department of Education, and in conjunction with approved USDA meal pattern waivers.

Some of the models that B4YM can help implement at your site include:

- “Heat at home” meal delivery: In this model students received any series of 1 to 7 fully cooked, frozen or cold temperature meals at your school to take home to heat on site.

- Combo of “Ready to eat” and “Heat at home”. In this model a school could have a split schedule of students where they attend only on specific days. On their attendance days those students could have a meal set to be consumed on campus and also provided with a cold meal or multiple meals to be taken home and heated at home.

- All cold meals – sandwich, wraps, or salads that are designed to take home or eaten on site daily.

- Multiple day meal service: In this style could deliver multiple days’ worth of meals and students could take them home should they only be attending school zero or limited amount of days per week.

- Designated day for meal pick up: In this manner, should schools not open at all, we can help coordinate a day or days for students to still come and pick up meals to be heated at home.

- Delivery to alternate location: Should a school want to consolidate operations to other school sites within the SFA, B4YM could deliver meals to alternative school sites and have them identified under their proper school if needed.
B4YM Collaboration with BRIGAID and Chef Dan Guisti

In June 2020, while hoping that school would reopen in the Fall, B4YM partnered with Dan Guisti and the team from BRIGAID. Since day one, the idea behind Brigaid has been to assemble a team of talented and motivated chefs who would apply their culinary expertise to improve the offerings of institutional food service operations.

That intention was first aimed at school food—in 2016, led by founder Dan Giusti, the former head chef of Noma, Brigaid launched in New London, Connecticut. Five professional chefs were placed into New London Public Schools' kitchens to train and work with the existing food service staff to cook fresh, wholesome food from scratch. The success of the New London pilot led New York City Public Schools, the nation's largest public school district, to launch its own Brigaid program in the Bronx in the fall of 2018. These positive collaborations have modeled our approach to engaging with institutional food service programs of all kinds around the country – and the unexpected next phase was to head out West and collaborate with B4YM.

Having never before operated out of such a big central kitchen and prepared so many meals per day, the BRIGAID Chefs came to B4YM and evaluated operations, recipes, menus, and ingredients. This collaboration was such an amazing experience for both sides as we each provided each other with ideas, recipes, and best practices that each organization had never really undertaken before.

COVID kept B4YM from rolling out our new recipes and offerings, but we are VERY excited to showcase our new meals and specials, inspired directly by our collaboration of with BRIGAID.

B4YM & BRIGAID Value System

Be Accountable: If internally, B4YM can confidently and honestly answer the question “how was the food today?”, then B4YM can begin to build a culture of accountability within the entire organization. It's important to have good ingredients, recipes, menus, and most importantly a strong production team. Even when all of this is in place, without a system of checks and balances, there is no way to identify where a process may have gone wrong and how to fix it in the future. Ideas like tasting teams and more consistent assembly line checks are great first steps in this process.
B4YM Collaboration with Acclaimed Chef Antonia Lofaso

Better 4 You Meals is proud to continue our exclusive partnership with Celebrity Chef Antonia Lofaso. In Fall 2019, Chef Antonia began a line of monthly lunch specials for B4YM schools, inspired by the same passion and creativity that has propelled her to become one of the most sought-after chefs in America.

While Chef Antonia is recognized for her memorable performances on Top Chef: Chicago and Top Chef: All Stars, she continues to shine in front of the camera as a judge on CNBC’s Restaurant Startup, along with recurring roles on The Food Network’s Cutthroat Kitchen, Guy’s Grocery Games, Tournament of Champions.

In 2011, Chef Antonia launched her first Los Angeles restaurant, Black Market Liquor Bar. Since then, Chef Antonia has gone on to launch wildly successful California restaurants Scopa – Italian Roots, The Local Peasant, and Dama.

Throughout the years of raising her own daughter Xea, Chef Antonia has been very interested in what kids are eating and what schools are serving. This partnership is with B4YM is a great opportunity for Chef Antonia to begin positively impacting the perception of school meals and the cafeteria experience for K-12 students across America.
Fee Proposal

The Accelerated School

Individually wrapped meals model

<table>
<thead>
<tr>
<th>Meal Type</th>
<th>Meal Rate</th>
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<tr>
<td>Breakfast</td>
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<tr>
<td>Lunch w/ Milk</td>
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<tr>
<td>Snack</td>
<td>$.90</td>
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<tr>
<td>Nonreimburseable Meals</td>
<td>Same as Above</td>
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</table>

Pricing Disclosures for Additional or Upgrade Options

1. Salad Bar is available in lieu of daily vegetable serving
2. Special Therapeutic Meals (medically requested/required):
   - Breakfast: $ No Additional Price
   - Lunch: $ No Additional Price
3. Vegan Meals
   - Breakfast: $ 5.50
   - Lunch: $ 7.50
4. School can choose from at least 2 breakfast items and 4 lunch items each day.

Service Type & Meal Inclusions

All meals are available as family style or pre-pack, based on school request. All meals are served complete and fully reimbursable by USDA & NSLP standards. Included with every meal:

- Full serving of vegetable
- Full serving of fruit or fruit juice if requested
- Plates, trays, sporks, napkins
- Milk – 1%, Fat Free, & Chocolate options
- Meal appropriate condiments
- Transportation costs

* USDA/DOD Foods Credit ((Commodities)

All B4YM supported schools that properly file the necessary paperwork for their USDA and DOD Foods Entitlements, and order usable food items, generally receive a monthly credit equal to about $23 per lunch, taken directly off their invoice. Total credit issued is dependent on actual usage, menu selection, and entitlements awarded. While all schools are eligible for USDA and DOD Foods Entitlements, eligibility and timing to access entitlements are based on the proper document submission and filing by the SFA.
Service Style Options

B4YM can accommodate any set-up and serving situation. We currently serve indoors, outdoors, in cafeterias, in parking lots, in areas with permanent covers, and also in areas with pop up tents. Our model can be adapted to meet the needs of any site.

Style of service available to The Accelerated School include:

1. Ready to Heat or Heat on Site
   a. Prepackaged or Family Style Meals are delivered either day before or on the morning and heated on site.
   b. This model produces the highest level of meal quality for students as students are often eating the meal within 20-30 minutes of heating in the oven.
   c. Creates a model of stability for the school as the timeliness of deliveries is almost never a concern.
   d. This model does require refrigeration and heating capability on site.

2. Ready to Eat
   a. In this model your meals are heated in our kitchen and transported to your school sites hot and ready to eat in commercial grade insulated food containers.
   b. This model requires little to no refrigeration and warming capability. Many schools will elect to still have a warmer and refrigerator on site for convenience, but it is not required.
   c. Food is delivered an average of ninety minutes prior to serving time.

We have over 50 refrigerated delivery trucks and 1,000 commercial grade Cambro insulated food carriers in rotation and used each day for hot and cold meal delivery. We offer hot breakfast at least two times per week and hot lunch is available daily in at least 2 featured meals and also in our vegetarian lunch. With our fleet of delivery trucks and vans, there are no challenges to sustaining high quality, consistent, and on time meal delivery.

Each school currently has the daily option of at least 4 hot or cold lunch items to order from. Schools are encouraged to mix up their orders to provide their students with the greatest amount of variety possible. Each day we offer a hot featured dish, a hot vegetarian dish, a cold full meal salad, and cold freshly made sandwich meal.

Daily Salad Bar

Salad bars give students a choice in what foods they select without the pressure of someone telling to do so. B4YM work with your team to create rotating options and create a fun and engaging school-wide activity as a way to motivate children to try new foods and make more conscious decisions about their nutrition. Students may even discover that the fruits and veggies they select make them feel more energized, refreshed, and ready to take on the rest of their day. The more opportunities that students have to make positive and informed choices regarding their own health, the better equipped they are for developing lifelong healthy habits.
Order & Service Control

With B4YM, you have a tremendous amount of control in the food and drinks that you receive. B4YM is not the type of vendor to impose any predetermined values or food views on your stakeholders. We believe that you know your students best and you know what their needs, goals, and likes are. It's that reason that B4YM provides you control over a number of your ordering processes and will always work with you to assure that your sites order at the optimal levels to ensure student satisfaction and maximum participation.

Milk Options

B4YM provides you full control within our ordering system to create the exact milk type ratio that works for your school. Want only white milk, no chocolate? No problem! Want chocolate milk only on Fridays? Easy!

As you can see in the images below, you can pick the exact percentages of your order for each type of milk. Once you preset your ratios, your milk orders will auto populate into the ordering system without you having to tally them up each time.

*Milk Ordering Option with 40% - 30% - 30% ratio allocation*

Education for Change Lazear

<table>
<thead>
<tr>
<th>Milk Percentage</th>
<th>Breakfast</th>
<th>Snack</th>
<th>Lunch</th>
<th>Snack Lunch</th>
<th>Supper</th>
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<tbody>
<tr>
<td>Note: Each day cannot exceed 100%</td>
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<table>
<thead>
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<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
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<tr>
<td>Fat White Milk</td>
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<td>10%</td>
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</tr>
<tr>
<td>Fat Milk White Milk</td>
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<td>30%</td>
<td>30%</td>
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<tr>
<td>Fat Free Chocolate Milk</td>
<td>50%</td>
<td>50%</td>
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<td>50%</td>
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</tbody>
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*Milk Ordering Option with Chocolate on Friday only allocation*

Education for Change Lazear

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<tr>
<th>Milk Percentage</th>
<th>Breakfast</th>
<th>Snack</th>
<th>Lunch</th>
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<td>0%</td>
<td>0%</td>
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<td>0%</td>
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</table>
Meal Ordering
Every day, B4YM provides you with the option to order from at least two (2) breakfast meals and from at least three (4) lunch meals. Your daily options include:

Breakfast
1. Featured Entrée of the Day
2. Cereal
3. Vegetarian Entrée in cases where the Featured contains meat

Lunch
1. Daily Selection from the “Fave 5” Menu
2. Featured Hot Entrée of the Day
3. Hot Vegetarian Entrée of the Day
4. Featured Sandwich, Salad, or Soup Entrée of the Day
5. Monthly Special option

Juice Options
Some schools elect not to use 100% fruit juice as a fruit option within the meal pattern. This is yet another area where B4YM provides you with full control. You can have your site set as a “No Juice” or “Juice only 1x per week” school. In that manner B4YM will provide your students with an additional serving of fresh fruit in lieu of juice. This setup isn’t preset in the ordering system, rather it’s simply an arrangement between your Account Manager and the school site.

Online Meal Ordering
How frequently are orders submitted?
Menus for the subsequent month are released by the 5th of each month. The Accelerated School assigned Account Manager would collaborate with school site staff to go over the menu and use the feedback along with hard POS data to drive the monthly order. Orders would be fully submitted by the 15th of each month and the Accelerated School staff would be provided a copy of the menu along with exact amounts for each item ordered. The Accelerated School staff can also request specific changes to the order as needed up to 4 business days from serving.

How can schools modify their orders? How close to the service date can school modify their orders?
School site staff can collaborate with their Account Manager and modify the orders up to 3 business days prior to serving. Options to modify include changing the item ordered, increasing or decreasing orders, adding sack lunches, and more. At 4 business days from serving, the system locks the order in. In cases of emergency, we are usually able to increase or decrease orders with 24-hour notice by calling the B4YM Ordering Manager.

Special Therapeutic and Disability Related Meal Requirements
Special or therapeutic meals are a service that B4YM is very proud to provide in greater depth than most vended meal or FSMC companies do in California. All special meal requests must be completed on the
CDE Special Therapeutic Meal Needs form and signed by a license medical physician.  

Once the medical statement is submitted to B4YM, on average it takes 1-3 weeks to begin meal service, depending on the allergy profile or meal needs. Special meals must be prepared with extreme care as to not cross contaminate the food with potential allergens so the ingredients are sourced through personal B4YM shoppers and prepared in a special area of the kitchen separate from all other food preparation.  

Once the menu is prepared for that student, it will continue on a monthly cycle and meals will be sent daily for that student; ordering is not required by school staff. Meals are sent separately from regular meals and therefore must be sent cold with on-site microwavable heating instructions. School staff are responsible for heating the meal on-site according to stated directions.  

**Field Trip and Special Activity Meals**  
B4YM has a simple 1-page request form for field trip sack lunches. That form is sent to B4YM's special "fieldtrip" email address, and then confirmed by our in-house ordering manager. Field trip requests generally require a 1-2 week notice and special services such as separating the meals by bus count or site can be provided at no additional charge. Sack lunches are then delivered to the school at the requested time. Sack lunches for those students that receive special meals must be identified on the Field Trip request form.
Equipment Options

B4YM has no specific equipment or facility requirements for our service other than an area with enough space suitable for proper serving and line management. For schools that need or request them, we provide tables and pop-up tents at wholesale prices. In those cases, the schools are expected to handle the set-up, storage, and take-down of the tables and tents if needed.

For school requesting equipment for purchase, B4YM can provide new equipment at wholesale discount prices, delivered direct from our vendors.

Schools can also elect to lease equipment from B4YM at ten (10) monthly billing cycles per year, which are added to the monthly meal invoice.

Current Lease Rates – as of April 2021:

<table>
<thead>
<tr>
<th>Item</th>
<th>Lease Rate per Month</th>
<th>Estimated Wholesale Price (w/o tax)</th>
</tr>
</thead>
<tbody>
<tr>
<td>CresCor QuickTherm Oven</td>
<td>$200</td>
<td>$11,800</td>
</tr>
<tr>
<td>Metro C5 Holding Warmer</td>
<td>$45</td>
<td>Starting at $1,850</td>
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<tr>
<td>Metro C5 Insulated Holding Warmer</td>
<td>$55</td>
<td>Starting at $2,650</td>
</tr>
<tr>
<td>Product Description</td>
<td>Starting Price</td>
<td>Price Range</td>
</tr>
<tr>
<td>----------------------------------------------------------</td>
<td>----------------</td>
<td>-------------</td>
</tr>
<tr>
<td>36&quot; - 54&quot; Milk Cooler, Single &amp; Double Sided Options Available</td>
<td>Starting at $45</td>
<td>Starting at $1,800</td>
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<tr>
<td>2 Door Reach In Refrigerator</td>
<td>Starting at $60</td>
<td>Starting at $2,400</td>
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<tr>
<td>Single Door Reach In Refrigerator</td>
<td>Starting at $45</td>
<td>Starting at $1,800</td>
</tr>
<tr>
<td>Cambro Salad / Cold Food Bar Single or Double Sided</td>
<td></td>
<td>Starting at $500</td>
</tr>
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</table>
Frequently Asked Questions

Frequently Asked Question #1

*Please provide us with more information about your company’s history, service capacity, and customer service.*

Our company leadership has helped launch charter schools, operated within the back offices of public schools, started food programs at charters, and also operated general businesses over the last 25 years. Each year since 2014, we have met all targeted meal service and revenue goals and have grown from 30,000 meals per day to 100,000. We have maintained a laser like focus on customer service and overall product satisfaction. While not always achieving the daily goal of zero errors and 100% satisfaction, the entire B4YM team is dedicated to learning, growing, and improving every day and in every way.

Financially the company is very sound with a strong projected net income and access to capital. We have no liens, bankruptcies, or judgments against us.

Better 4 You Meals is holding our 2021-22 growth target to a modest projected growth rate, focusing on increasing customer satisfaction, creating model systems for replication, processes for optimal efficiency and meal consistency, and expanding our San Diego and Las Vegas area services.

**Better 4 You Meals Experience**

As the only school meal vendor founded by individuals with actual public school operational leadership experience, our entire model was designed to better serve the schools throughout California. The positive response and encouragement from the school community has been resounding and very humbling.

In Fall 2014, the first year of expansion from breakfast service to full meal operation, 120 charter schools approved Better 4 You Meals as their vendor of choice. That year, serving an average of 30,000 meals per day, we quickly developed the infrastructure and procedures to best serve our schools.

From there the request for service has continued to increase dramatically. In the Summer of 2015, we were awarded to be the vendor for 80 Los Angeles Archdiocese K-8 schools, while also contracting with an additional 25 schools for full service. In January 2016, we began service for Compton Unified, which employs a cold delivery and heat on site model. In August 2017, we launched our Northern California kitchen to great acclaim.

Even with our rapid growth, we have continued to keep laser focus on what has helped our meal service endeavor grow so significantly - our commitment to our schools and to our customer service. No other vendor retains the wide array of services that Better 4 You Meals has such as:

- Therapeutic Meals for students with special meal needs
- On site BBQ's for special event days or to reward students for performance
- Partnership with popular known brands such as Pick Up Stix, Dominos Pizza, & Pizza Hut
- Catering for school special events, training, meetings, and more
- Approved USDA Foods Commodities processor – helping schools save thousands each year

Customer Service
Better 4 You Meals has also recently updated many features of our customer service model. Our online ordering system has been updated and improved to allow for ordering features such as milk type ratios, field trip lunches, therapeutic meals. Many technological upgrades have gone into, and will continue going into, our ordering system to make ordering faster and to reduce errors.

We have also changed our school support model to make it easier for schools to interact with the exact Better 4 You Meals team member that they need. Our customer service line is open every morning at 6:30am until 5:00pm to help with any immediate issues such as meal changes, missing items and delivery changes. Every school is also assigned a dedicated Account Manager to help with their student engagement, participation, troubleshooting, training, and more.

Client satisfaction is at the forefront of every decision and task that we take on. You have our commitment to continue to lead the path to providing your students with healthy and delicious meal options.

Buy American
B4YM is 100% compliant with the USDA Buy American provision and has had zero negative findings related to buying American products in our past 50 Administrative Reviews over the last 4 years.
Frequently Asked Question #2

Provide us a statement indicating the year your company was founded; what the primary business(es) of the company is (are); the length of time the company has been providing vended meals, and related services described in this RFP. In addition, provide the duration and extent of experience the company has with similar SFA services.

Better 4 You Meals was founded as Better for You Breakfast in 2011 with the primary business goal of serving breakfast meals to charter and private schools throughout Southern California. In 2013, we became Better 4 You Meals and began bidding for lunch, snack, and supper meals. Almost 100% of all business that Better 4 You Meals performs is related to meal service for one of the following federally funded programs, School Breakfast Program, National School Lunch Program, Seamless Summer, Child & Adult Care Food Program, or the Summer Food Service Program.

- Began serving a full menu (Breakfast, Lunch, snack, & Supper) of meal options to charter schools in August 2013.
- Became an approved processor of USDA Foods/Commodities in 2014
- Began serving the Archdiocese of Los Angeles under the NSLP in August 2015.
- Began serving Compton Unified School District as our first public school district in January 2016.

Initial Years of Administering Food Service Programs

<table>
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<tr>
<th>Program</th>
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<tbody>
<tr>
<td>School Breakfast Program</td>
<td>August 2011</td>
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<tr>
<td>National School Lunch Program</td>
<td>August 2014</td>
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<tr>
<td>Afterschool Meal Supplement (Snack)</td>
<td>August 2014</td>
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<tr>
<td>Child and Adult Care Food Program</td>
<td>August 2014</td>
</tr>
<tr>
<td>Seamless Summer Feeding Option</td>
<td>June 2015</td>
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From the very beginning of our full meal service in 2014, B4YM became entrenched in supporting SFA’s through the vended meal route and also through the FSMC agreement. Current and past large Charter Management Organization and District clients that B4YM supports include:

- Alliance College Ready Public Schools
- Green Dot Public Schools
- Aspire Public Schools
- Amethod Public Schools
- PUC Schools
- Compton Unified School District
- ICEF Public Schools
- Downtown Value Charter Schools
- Archdiocese of Los Angeles
- ISANA Academies
- Camino Nuevo Charter Academy
- Los Angeles Leadership Academy
- Roseland Unified School District
- Voices College Bound Learning
- SOAR Charter Academy

In addition to our meal preparation and delivery to our FSMC and Vended Meal clients, we have contracted to assume roles such as ordering meals, serving meals, heating meals on site, employing waste management methods, delivering cold meals for heat on site, and much more.
Frequently Asked Question #3

Provide a general description of how your company will be able to provide the experience, ability, and financial stability necessary to meet the requirements set forth in this RFP.

B4YM has become California area leader in FSMC and Vended Meal service, supporting an average of 274 sites every day. In our short time since being founded, B4YM has recruited and tapped into extensive expertise from school business operations, school nutrition, food production, and logistics professionals. B4YM was not founded on any preset personal values or food beliefs that we have imposed on our schools. Rather we listen to school leaders and students and strive to attain a strong understanding of what their goals, wishes, and challenges are for their food program. We have worked tirelessly to create a service model that is easy to work with, culturally relevant, and affordable to schools.

The founders of B4YM have worked in public education for over a combined 30 years and have been influential in helping other food vendors grow and refine their product and service model over the years. But despite all these years of helping other vendors, there was still significant short comings in the day to day service and that was the initial driver to launch B4YM.

Production Capacity:

a. B4YM has one central kitchen and distribution center in Los Angeles, located at Smithway St, in the City of Commerce and additional production and distribution facilities in San Francisco and Las Vegas. Our Commerce facility covers about 60,000 square feet, and all meal preparation is performed on site such as food receiving, refrigerated and frozen storage, meal preparation, meal heating/sorting, and loading for delivery.

b. B4YM's current average daily breakfast volume in California is about 31,000 cold and hot meals. We have current capacity to support an additional 25,000 daily cold or hot breakfast.

c. B4YM's current average daily lunch volume is about 50,000 cold and hot meals with an additional 10,000 daily average supper meals. We have current capacity to support an additional 35,000 daily cold or hot lunch and supper meals.

Transportation Capacity:

a. B4YM currently has a fleet of 80 delivery trucks and vans. In San Diego area, we have 2 daily routes that bring all meals for cold delivery.

Efforts to ensure all meals are compliant with USDA weekly and daily requirements.

The monthly menu build-out is a very in-depth process that involves 6-10 individuals each month. We begin working on menus 2-3 months in advance and out a cycle that provides for ample variety of flavors, proteins, ingredients, and cultural inspirations. We solicit school information and send out proposed menus to selected schools for input and feedback. We strive to not repeat any dishes throughout the month. From there we input each meal selection in to NutriKids Software for meal component balance and to assure that each week meets the target USDA NSLP nutrition and component requirements. Once each week is verified balanced and approved, then the meal is locked.
in and then the menu is then shared around various departments for approval and recipe training if needed.

**B4YM’s ability to assure on-time deliveries and successful program implementation.**

With over 500 meal sites in current operation and a 99% on-time delivery rate in 2019-20, B4YM has proven we meet the stringent delivery demands of our clients. Our kitchen operates on very strict schedules to assure that each meal is prepped, heated, and set for safe transportation. From there our Transportation team sets up each route schedule and departure to assure for on-time delivery at each school on the route. Our fleet of delivery trucks have sophisticated GPS tracking data software installed to provide real time and usable data. We are able to track route paths, speed traveled, parking time, projected delivery ETA’s and more.

**How does B4YM work with the school on its orders to reduce or minimize food waste?**

Various B4YM staff are involved in assisting schools to reduce food waste. Account managers will view and evaluate food service and provide tips on how to increase participation, speed the line up, and reduce overall waste. Every aspect will be evaluated included consumption of milk, fruit, vegetable, and disposables.
Frequently Asked Question #4

Provide a complete list of SFAs that have discontinued or terminated your company’s services in the last four years and the reason(s) why.

April 2021
No SFAs have notified B4YM of their intention to not renew their agreement

June 2020
No SFAs elected to leave B4YM

June 2019
1. Watts Learning Center – SFA went to bid and chose to go with another vendor

June 2018
1. TEACH LA – SFA chose to go with another vendor (returned to B4YM in June 2019)
2. Para Los Niños - SFA went to bid and chose to go with another vendor
3. Escuela Popular – SFA chose to take food services in-house
4. The Primary School – SFA went to bid and chose to go with another vendor
5. Inyo County Office of Education Youthbuild Charter Schools – B4YM opted not to renew vended meals contract

June 2017
1. Synergy Academy – SFA went to bid and chose to go with another vendor
2. Equitas Academy – SFA went to bid and chose to go with another vendor
3. Academy of Science & Engineering – School ceased all operations & closed
# Respondent References

## Reference 1

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Compton Unified School District</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact Person</td>
<td>Ms. Antoinette Pearce</td>
</tr>
<tr>
<td>Title</td>
<td>Assistant Director of Nutrition Services</td>
</tr>
<tr>
<td>Mailing Address</td>
<td>2300 West Caldwell Ave. Compton, CA 90220</td>
</tr>
<tr>
<td>Phone Number</td>
<td>(310) 639-4321 ext. 56674</td>
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<tr>
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<td><a href="mailto:apearce@compton.k12.ca.us">apearce@compton.k12.ca.us</a></td>
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<td>Contact Person</td>
<td>Rose Mary Garcia</td>
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<tr>
<td>Title</td>
<td>Operations Analyst</td>
</tr>
<tr>
<td>Mailing Address</td>
<td>38601 S Figueroa St, Los Angeles, CA 90017</td>
</tr>
<tr>
<td>Phone Number</td>
<td>213-943-4930 x1101</td>
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<tr>
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<td><a href="mailto:rmgrcia@laalliance.org">rmgrcia@laalliance.org</a></td>
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<tbody>
<tr>
<td>Contact Person</td>
<td>Lilia Chavez</td>
</tr>
<tr>
<td>Title</td>
<td>Director, Externally Funded Programs</td>
</tr>
<tr>
<td>Mailing Address</td>
<td>3424 Wilshire Blvd., Sixth Floor, Los Angeles, CA 90010</td>
</tr>
<tr>
<td>Phone Number</td>
<td>(213) 637-7915</td>
</tr>
<tr>
<td>Email Address</td>
<td><a href="mailto:lschavez@la-archdiocese.org">lschavez@la-archdiocese.org</a></td>
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<tr>
<td>Contact Person</td>
<td>Esperanza Bacilio</td>
</tr>
<tr>
<td>Title</td>
<td>Operations Specialist</td>
</tr>
<tr>
<td>Mailing Address</td>
<td>3435 W. Temple Street, Los Angeles, CA 90026</td>
</tr>
<tr>
<td>Phone Number</td>
<td>(213) 417-3400</td>
</tr>
<tr>
<td>Email Address</td>
<td><a href="mailto:esperanza.bacilio@caminonuevo.org">esperanza.bacilio@caminonuevo.org</a></td>
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<tr>
<td>Contact Person</td>
<td>Beverly Thompson</td>
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<tr>
<td>Title</td>
<td>Operations Coordinator</td>
</tr>
<tr>
<td>Mailing Address</td>
<td>3580 Wilshire Blvd, Ste 1130, Los Angeles 90010</td>
</tr>
<tr>
<td>Phone Number</td>
<td>323.291.1211</td>
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<tr>
<td>Email Address</td>
<td><a href="mailto:bthompson02@isanaacademies.org">bthompson02@isanaacademies.org</a></td>
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<tr>
<td>Contact Person</td>
<td>Mariela Garcia</td>
</tr>
<tr>
<td>Title</td>
<td>Operations Manager</td>
</tr>
<tr>
<td>Mailing Address</td>
<td>1001 22nd Ave, Suite 200, Oakland, CA 94606</td>
</tr>
<tr>
<td>Phone Number</td>
<td>510-434-5000 x 5062</td>
</tr>
<tr>
<td>Email Address</td>
<td><a href="mailto:Mariela.garcia@aspirepublicschools.org">Mariela.garcia@aspirepublicschools.org</a></td>
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Letter of Recommendation – Roses in Concrete Community School

February 23, 2019

To Whom It May Concern:

This year it has been a pleasure to work with Better 4 You Meals, Jonathan Diaz and his incredible team to support our meal program here at Roses in Concrete Community School. We have gone through a total of three meal vendors in the past four years and I am pleased with the level of satisfaction the partnership with Better 4 You Meals has brought to our school, students and families.

Better 4 You Meals has incredible customer service. We have invited them out to our family welcome events, back to school nights, and they are consistently showing up and showcasing their program to increase our participation. They are quick to reply to our needs and concerns. When orders need to be adjusted or any errors on our end, their team is available to support us and get us what we need correctly. They are constantly providing updates and stopping by to ensure the program is running smoothly. This is not only in concern to the food tasting good and being delivered as needed, but all the forms and records needed as part of NSLP. Better 4 You Meals is more than a vended meal provider for us, they are partners in rolling out our National School Lunch Program.

For our students, our partnership with Better 4 You Meals has given them a great food option at school for breakfast, lunch & snack. Students are participating in our meal program at a higher rate than previous year. Our families are happy that their students are eating and enjoying their meals at school. We have increased breakfast participation by 20% this year. Our students are extremely happy with Better 4 You Meals. The increase in our breakfast participation do not only benefit the students eating the breakfast but have made an impact on our playground with decrease conflict due to students being hungry at recess. All in all, it has been a win overall on our campus.

Please feel free to reach out to me if you have any questions or concerns.

Sincerely,

Leslye Salinas - Business Manager

Roses in Concrete Community School
4551 Steele Street
Oakland, CA 94619
510-698-3794
www.rosesinconcrete.org
community@rosesinconcrete.org
Letter of Recommendation – Compton Unified School District

Compton Unified School District
Student Nutrition Services
2300 West Caldwell Street, Room K1
Compton, CA 90220
Phone (310) 639-4321, Ext. 56673  Fax (310) 635-7740

July 12, 2018

To Whom It May Concern:

I first began working with Better 4 You Meals during the 2015/2016 school year.

Our goal in working with Better 4 You Meals (B4YM) was to have meals ready to eat that were hearty and provided some of the components of a reimbursable meal. We also wanted to increase student participation in our secondary schools where we were only serving a third of the school’s enrollment due to time constraints. The students only had 30 minutes for lunch.

When my team and I met with B4YM, we were able to design our menu to offer meals that were hearty and would resonate with our student population. The Cheese Tamale and Carne Asada Fries are two favorites.

During the past school year, we begin using Better 4 You Meals exclusively in our Child and Adult Care Food Program (CACFP) to serve supper meals. This enables us to offer hot meals in addition to sandwiches, salads and shelf stable meals for supper. We saw a significant increase in student participation when we introduced hot supper meals like the BBQ Meatball Sandwich with Cheesy Mashed Potatoes.

During our most recent menu engineering session, we introduced several new items including Upside Down Chicken and Vegetable Pot Pie, Baked Ziti with Meat Sauce and Penne Alfredo with Broccoli. That is the most exciting thing about working with B4YM, designing our menu and trying new entrees.

I greatly value our menu engineering sessions that my team and I have had with Better 4 You Meals and I feel very comfortable giving a solid recommendation.

Sincerely,

Antoinette Pearce
Assistant Director of Student Nutrition
Student Nutrition Services
(310) 639-4321 ext. 56674
(310) 635-8268 (fax)
Email: mailto:apearce@compton.k12.ca.us
NSLP & CACFP Administrative Review Schools – Past 4 Years

2020 – 2021
1. Amethod Public Schools
2. Ednovate, Inc.
3. Elite Public Schools
4. ISANA Academies
5. Latino College Prep Academy
6. Resolute Academy Inc
7. Woodward Leadership Academy Inc.
8. Our Little Helpers
9. Learning Enrichment Afterschool Program (LEAP)
10. Compton Unified School District

2019 – 2020
1. Endeavor College Prep Charter School
2. Los Feliz Charter for the Arts
3. Today's Fresh Start
4. Watts Learning Center
5. Invictus Academy of Richmond
6. James Jordan Middle School
7. Kairos Public Schools
8. Elite Public Schools

2018 – 2019
1. Life Source International Charter School
2. Inner City Ed Foundation (ICEF) Public Schools
3. Para Los Niños
4. New Academy (NASA)
5. Archdiocese Los Angeles
6. Compton Unified School District
7. Oakland Military Institute
8. The Primary School
9. Magnolia Public Schools
10. Today's Fresh Start
11. Downtown Value Schools
12. Youth Policy Institute Charter Schools
13. Public Safety Academy
14. Schools in Action

2017 – 2018
1. Academy of Science and Engineering
2. Apple Academy Charter Public School
3. Camino Nuevo Charter Academy
4. Soar Charter Academy
5. Casa Ramona Charter School Inc.
6. Celerity Charter School
7. Endeavor College Preparatory Charter School
8. Libertas College Preparatory
9. Resolute Academy Inc.
10. Synergy Academy
11. The Guidance Charter School
12. The Palmdale Aerospace Academy
13. The School of Art and Enterprise
14. Woodward Leadership Academy, Inc.
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<td>KIPP San Francisco College Prep</td>
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<tr>
<td>Animo Jackie Robinson HS</td>
<td>De Marillac Academy</td>
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<td>Temecula Valley Charter School</td>
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<td>Endeavor College Preparatory</td>
<td>Today's Fresh Start Charter Schools</td>
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<tr>
<td>Animo Ralph Bunche</td>
<td>Global Education Academy</td>
<td>Value Schools - All Sites</td>
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<tr>
<td>Animo South LA Charter High School</td>
<td>ICEF Public Schools - All Sites</td>
<td>Voices College Bound Academies - All Sites</td>
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<td>California Charter Schools Served in 2018-19</td>
<td>Proprietary</td>
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<td>Alliance O'Donovan Middle Academy</td>
<td>ISANA Executive Prep</td>
<td>Magnolia Science Academy 7</td>
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<td>Alliance College Ready Middle #4</td>
<td>ISANA Himalia</td>
<td>Magnolia Science Academy Santa Ana</td>
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<td>ISANA Octavia</td>
<td>New Academy of Science &amp; Arts</td>
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<td>ISANA Palmita Charter</td>
<td>Palmdale Aerospace Academy</td>
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<td>Alliance Environmental Science &amp; Tech HS</td>
<td>ISANA Rolas</td>
<td>Para Los Niños Elementary</td>
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<tr>
<td>Alliance Leadership Middle Academy</td>
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<td>SOAR Academy</td>
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<tr>
<td>Alliance Renee &amp; Meyer Luskin</td>
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<td>The Guidance Charter</td>
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<td>ICEF View Park High School</td>
<td>The School of Arts &amp; Enterprise</td>
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<td>ICEF View Park Prep Middle School</td>
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<tr>
<td>Alliance Ted Tajima HS</td>
<td>ICEF Vista Academy Middle School</td>
<td>Today's Fresh Start Inglewood</td>
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<td>Alliance William &amp; Carol Ouchi HS</td>
<td>ICEF Vista Elementary</td>
<td>Today's Fresh Start Vernon</td>
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<td>ICEF Vista Elementary K-2 Stoner</td>
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<td>Animo Jackie Robinson</td>
<td>Ideal Program Services</td>
<td>Value Schools - Downtown Value School</td>
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<td>James Jordan Middle School</td>
<td>Value Schools - Everest School</td>
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<td>Libertas College Prep</td>
<td>Value Schools Central City High School</td>
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<td>Watts Learning Center Charter School Elementary</td>
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<td>Lifeline Charter Middle &amp; High School</td>
<td>Watts Learning Center Middle School</td>
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<td>Woodward Leadership Academy</td>
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<td>YPI - Bert Corona HS</td>
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<td>Arts in Action Middle School</td>
<td>Los Feliz Charter School for the Arts</td>
<td>YPI - Bert Corona MS</td>
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<td>Camino Nuevo High School</td>
<td>Magnolia Science Academy 1</td>
<td>YPI - Monseñor Oscar Romero</td>
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<td>Camino Nuevo Jane B. Eisner Middle</td>
<td>Magnolia Science Academy 2</td>
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<td>Camino Nuevo Jose Castellanos</td>
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<tr>
<td>ISANA Achenar</td>
<td>Magnolia Science Academy 4</td>
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<td>ISANA Cardinal</td>
<td>Magnolia Science Academy 6</td>
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California District Schools Served in 2019-21

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<thead>
<tr>
<th>Compton Unified School District</th>
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<tbody>
<tr>
<td>Compton High School</td>
<td>Dominguez High School</td>
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<tr>
<td>Centennial High School</td>
<td>Compton Early College High School</td>
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<tr>
<td>Bunche Middle School - Compton</td>
<td>Davis Middle School</td>
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<tr>
<td>Enterprise Middle School</td>
<td>Roosevelt Middle School</td>
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<tr>
<td>Walton Middle School</td>
<td>Willowbrook Middle School</td>
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<tr>
<td>Whaley Middle School</td>
<td>Bunch Elementary School</td>
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<tr>
<td>Anderson Elementary School</td>
<td>Carver Elementary School</td>
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<td>Bursch Elementary School</td>
<td>Dickison Elementary School</td>
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<tr>
<td>Clinton Elementary School</td>
<td>Foster Elementary School</td>
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<td>Emerson Elementary School</td>
<td>Kelly Elementary School</td>
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<tr>
<td>Jefferson Elementary School</td>
<td>King Elementary School</td>
</tr>
<tr>
<td>Kennedy Elementary School</td>
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<td>Laurel Elementary School</td>
<td>McNair Elementary School</td>
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<td>Longfellow Elementary School</td>
<td>McKinley Elementary School</td>
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<tr>
<td>Roosevelt Elementary School</td>
<td>Rosecrans Elementary School</td>
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<tr>
<td>Tibby Elementary School</td>
<td>Washington Elementary School</td>
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<table>
<thead>
<tr>
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<tr>
<td>Balboa Elementary School</td>
<td>Cerritos Elementary School</td>
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<tr>
<td>Columbus Elementary School (K-5th)</td>
<td>Dunsmore Elementary School</td>
</tr>
<tr>
<td>Thomas A. Edison Elementary School</td>
<td>Benjamin Franklin Elementary School</td>
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<tr>
<td>John C. Fremont Elementary School</td>
<td>Glenoaks Elementary School</td>
</tr>
<tr>
<td>Thomas Jefferson Elementary School</td>
<td>Mark Keppel Elementary School (K-5th)</td>
</tr>
<tr>
<td>La Crescenta Elementary School</td>
<td>Abraham Lincoln Elementary School</td>
</tr>
<tr>
<td>Horace Mann Elementary School</td>
<td>John Marshall Elementary School</td>
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<tr>
<td>Monte Vista Elementary School</td>
<td>Mountain Avenue Elementary School</td>
</tr>
<tr>
<td>John Muir Elementary School</td>
<td>Verdugo Woodlands Elementary School</td>
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<tr>
<td>Valley View Elementary School</td>
<td>Richardson D. White Elementary School</td>
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<table>
<thead>
<tr>
<th>Cabrillo Unified School District</th>
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<tbody>
<tr>
<td>El Granada Elementary School</td>
<td>Farallone View Elementary School</td>
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<tr>
<td>Hatch Elementary School</td>
<td>King's Mountain Elementary School</td>
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<tr>
<td>Manuel Cunha Intermediate School</td>
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<tr>
<td>Roseland Public Schools</td>
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<td>-----------------------------------------</td>
<td></td>
</tr>
<tr>
<td>Roseland College Prep</td>
<td>Roseland University Prep</td>
</tr>
<tr>
<td>Roseland Accelerated Middle School</td>
<td>Roseland Elementary</td>
</tr>
<tr>
<td><strong>Newark Unified School District</strong></td>
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</tr>
<tr>
<td>Birch Grove Elementary</td>
<td>Lincoln Elementary</td>
</tr>
<tr>
<td>Graham Elementary</td>
<td>Musick Elementary &amp; Preschool</td>
</tr>
<tr>
<td>Kennedy Elementary</td>
<td></td>
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<tr>
<td><strong>West Covina Unified School District (Pick Up Stix Meals)</strong></td>
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<tr>
<td>Edgewood Middle School</td>
<td>Hollencrest Middle School</td>
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<tr>
<td>West Covina High School</td>
<td>Walnut Grove Intermediate</td>
</tr>
<tr>
<td>Edgewood High School</td>
<td></td>
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</table>
Evidence of B4YM Financial Strength

Budget Narrative

Better 4 You Meals (B4YM) is a growing company with strong financial stability. Our stability is demonstrated by the continuing capital investment in our 60,000 square foot kitchen and distribution facility, our increase in staffing levels, and the growth of synergistic brands like Balance Foods and Romero Bros Distributing. We added a 3rd facility in the city of Las Vegas to support Nevada charter schools and are already serving almost 15,000 meals per day in Nevada.

As requested, please find the Better 4 You Meals balance statements for the past three-year end closures. Since our inception, Better 4 You Meals’ revenue has grown consistently and witnessed a 325% growth rate from 2014. In 2021-22 we will be serving an average of 110,000 meals per day, reflecting a tremendous growth from previous year, thus allowing the company to focus on quality, processes and procedures, and new market evaluation.

Some key points about Better 4 You Meals growth and stability:

- Currently employing 365 employees
- Fleet of 100 delivery trucks and vans
- Purchased Balance Foods and began making our own line of NSLP compliant chips
- Awarded 100% of fresh meal delivery contract for Compton Unified School District, Roseland Public Schools, Archdiocese of Los Angeles, and all Academica sites in Nevada.
- Zero vendor or client collections, lawsuits, judgments, or liens.

The following pages include the Balance Sheets and Income Statements covering the previous three years of operation. They demonstrate our continued growth and fiscal ability as an organization to meet all of the operational needs of The Accelerated School.
# Better 4 You Breakfast, Inc. (dba Better 4 You Meals)

## Consolidated Balance Sheet

**June 30, 2020**

<table>
<thead>
<tr>
<th>Assets</th>
<th>B&amp;A Foods, LLC</th>
<th>Moreno Bros Distributing, LLC</th>
<th>PRE CONSOLIDATED</th>
<th>ELIMINATING ENTRIES</th>
<th>AMOUNTS</th>
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</thead>
<tbody>
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<td>Cash</td>
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<td>-</td>
<td>152,754</td>
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<td>Due to/from subsidiary</td>
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<td>Prepaids</td>
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<td>-</td>
<td>3,012,201</td>
<td>3,012,201</td>
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<td>-</td>
<td>-</td>
<td>641,264</td>
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<td>Prepaids - Phoenix Expansion</td>
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<td>-</td>
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<td>197,615</td>
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<tr>
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<td>Leasehold Improvements, net</td>
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<td>682,352</td>
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<table>
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<th>Liabilities</th>
<th>B&amp;A Foods, LLC</th>
<th>Moreno Bros Distributing, LLC</th>
<th>PRE CONSOLIDATED</th>
<th>ELIMINATING ENTRIES</th>
<th>AMOUNTS</th>
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<td>Loan - Better 4 You Meals</td>
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<td>B4TM</td>
<td>Balance Foods, LLC</td>
<td>Moreno Bros Distributing, LLC</td>
<td>PRE CONSOLIDATED</td>
<td>ELIMINATING ENTRIES</td>
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<td>Common Stock</td>
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<td>533,817</td>
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<td>1,524,585</td>
<td>400,000</td>
<td>1,924,585</td>
<td>1,524,585</td>
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<td>Current Earnings/(Loss)</td>
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<td>161,517</td>
<td>(4,882)</td>
<td>4,117,813</td>
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<td>$3,821</td>
<td>10,961,814</td>
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<td><strong>TOTAL LIABILITIES &amp;</strong></td>
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<tr>
<td><strong>STOCKHOLDERS’ EQUITY</strong></td>
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<td>324,896</td>
<td>682,552</td>
<td>34,826,759</td>
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The Accelerated School – Vended Meals RFP 2021-22
### Better 4 You Breakfast, Inc.

#### Consolidated Balance
#### Sheet 6/30/2019

**CONSOLIDATED**

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<th>ASSETS</th>
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<tr>
<td>Prepaids</td>
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<tr>
<td>Prepaids - Moreno Bros. Distribution</td>
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<td>Acq. Prepaids - Phoenix Expansion</td>
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<tr>
<td>Prepaid Transportation</td>
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<tr>
<td>Machinery &amp; Equipment, net</td>
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<td>Leasehold Improvements, net</td>
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<td>Other</td>
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<td>Intangibles</td>
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<td><strong>TOTAL ASSETS</strong></td>
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<table>
<thead>
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<th>LIABILITIES</th>
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<tbody>
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<td>Other Accruals</td>
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<td>Accrued Taxes</td>
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<td>Note Payable - Line of Credit</td>
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<tr>
<td>Notes Payable - Long Term Bank</td>
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<td>Notes Payable - Subordinate Loan Payable - RDS Ventures, LLC Notes Payable - Subordinate Loan Payable - FC, JDC</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$ 18,030,936.00</strong></td>
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<table>
<thead>
<tr>
<th>STOCKHOLDERS'</th>
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</thead>
<tbody>
<tr>
<td>EQUITY Common</td>
<td>$ 16,000.00</td>
</tr>
<tr>
<td>Stock Preferred Stock</td>
<td>$ 4,369,600.00</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>$ 201,735.00</td>
</tr>
<tr>
<td>Current Earnings/(Loss)</td>
<td>$ 1,819,946.00</td>
</tr>
<tr>
<td><strong>Total Stockholders' Equity</strong></td>
<td><strong>$ 6,407,281.00</strong></td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; STOCKHOLDERS' EQUITY</strong></td>
<td><strong>$ 24,438,217.00</strong></td>
</tr>
</tbody>
</table>
# BETTER 4 YOU BREAKFAST, INC. (dba Better 4 You Meals)  
Consolidated Statement of Income  
July 2018 - June 2019

<table>
<thead>
<tr>
<th>Income</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>3100-40 Breakfast Sales</td>
<td>8,858,913.93</td>
</tr>
<tr>
<td>3125-40 Lunch Sales</td>
<td>23,667,812.58</td>
</tr>
<tr>
<td>3150-40 Dinner Sales</td>
<td>2,694,409.17</td>
</tr>
<tr>
<td>3175-40 Snack Sales</td>
<td>1,110,409.83</td>
</tr>
<tr>
<td>3180-40 Catering Revenue</td>
<td>125,480.57</td>
</tr>
<tr>
<td>3800-00 Sales Discounts - Breakfast</td>
<td>-7,869.60</td>
</tr>
<tr>
<td>3805-40 Sales Discounts - Lunch</td>
<td>-36,768.34</td>
</tr>
<tr>
<td>3815-40 Trade Discounts</td>
<td>-65,215.38</td>
</tr>
<tr>
<td>3900-00 Billable Expense Reimbursements</td>
<td>123,522.80</td>
</tr>
<tr>
<td>4000 BF LLC Income</td>
<td>458,936.20</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>37,129,673.76</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cost of Goods Sold</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>4100-40 Cost of Food Sales</td>
<td>15,488,590.97</td>
</tr>
<tr>
<td>4105-40 Cost of Meals - Other (Non Fishbowl Expenses)</td>
<td>116,241.81</td>
</tr>
<tr>
<td>4106-40 Kitchen Labor - COS</td>
<td>2,751,520.56</td>
</tr>
<tr>
<td>4200-00 Distribution Costs - Freight/Delivery</td>
<td>243,677.54</td>
</tr>
<tr>
<td>4350-40 Packaging Costs - COS</td>
<td>1,061,506.16</td>
</tr>
<tr>
<td>5000-00 BF LLC Cost of Goods Sold</td>
<td>404,354.21</td>
</tr>
<tr>
<td><strong>Total Cost of Goods Sold</strong></td>
<td><strong>20,866,100.25</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Gross Profit</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td><strong>16,463,573.51</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>5001-00SELLING EXPENSE</td>
<td></td>
</tr>
<tr>
<td>4115-40 Server Labor</td>
<td>2,277,548.31</td>
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<tr>
<td>4120-40 Server Labor Payroll Tax</td>
<td>266,935.01</td>
</tr>
<tr>
<td>4150-40 Truck Rental</td>
<td>968,248.23</td>
</tr>
<tr>
<td>4155-40 Transportation Fuel</td>
<td>469,524.29</td>
</tr>
<tr>
<td>4205-40 Transportation Labor</td>
<td>1,008,582.69</td>
</tr>
<tr>
<td>4210-40 Transportation Labor Payroll Tax</td>
<td>173,772.22</td>
</tr>
<tr>
<td>6100-40 Advertising &amp; Marketing</td>
<td>78,849.27</td>
</tr>
<tr>
<td>6200-40 Commissions &amp; Fees</td>
<td>61,963.02</td>
</tr>
<tr>
<td><strong>Total 5001-00 SELLING EXPENSE</strong></td>
<td><strong>6,265,223.64</strong></td>
</tr>
</tbody>
</table>

| 5002-00 GENERAL & ADMINISTRATIVE EXPENSES    |            |
| 5010-40 Administrative Labor Payroll Taxes   | 229,621.47  |
| 5015-40 Maintenance Labor                    | 103,059.29  |
| 5020-40 Maintenance Labor Payroll Taxes      | 8,749.57    |
| 5025-00 Accounting Department Wages          | 448,377.58  |
| 5030-40 Administrative Department Wages      | 1,557,077.72 |
| 5035-00 Catering Department Wages            | 66,916.47   |
| 5040-40 Nutrition Department Wages           | 149,198.73  |
| 5045-40 Purchasing Wages                     | 337,661.71  |
| 5050-00 Record Department Wages              | 231,638.30  |
| 5055-40 Sales Department Wages               | 583,372.84  |
| 6120-00 Bank Charges                         | 81,943.77   |

1 of 2
<table>
<thead>
<tr>
<th>Category</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>623040 Consultants</td>
<td>104,905.37</td>
</tr>
<tr>
<td>630080 Insurance</td>
<td>561,463.90</td>
</tr>
<tr>
<td>631040 Legal &amp; Professional Fees</td>
<td>82,844.14</td>
</tr>
<tr>
<td>632040 Meals and Entertainment</td>
<td>16,794.00</td>
</tr>
<tr>
<td>633040 Auto Expense</td>
<td>26,762.00</td>
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<tr>
<td>635040 Office / Computer Supplies</td>
<td>233,420.19</td>
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<tr>
<td>640040 Rent - Facility</td>
<td>998,290.32</td>
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<tr>
<td>651040 Rent - Equipment/Other</td>
<td>134,231.64</td>
</tr>
<tr>
<td>652040 Repair &amp; Maintenance</td>
<td>511,630.05</td>
</tr>
<tr>
<td>652140 Equipment Repair &amp; Maintenance</td>
<td>40,666.51</td>
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<tr>
<td>665040 Other Tax &amp; License</td>
<td>14,680.26</td>
</tr>
<tr>
<td>670040 Travel</td>
<td>54,769.78</td>
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<tr>
<td>680040 Telephone</td>
<td>89,859.79</td>
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<tr>
<td>681040 Utilities (Other)</td>
<td>520,991.45</td>
</tr>
<tr>
<td><strong>Total 5002-00 GENERAL &amp; ADMINISTRATIVE EXPENSES</strong></td>
<td><strong>$ 7,557,336.85</strong></td>
</tr>
<tr>
<td>Total 6305-00 Interest Expense</td>
<td>959,347.66</td>
</tr>
<tr>
<td><strong>60000 - G&amp;A Expenses</strong></td>
<td><strong>$ 88,338.83</strong></td>
</tr>
<tr>
<td>60020 - Automobile Expense</td>
<td>214.36</td>
</tr>
<tr>
<td>60050 - Bank Service Charges</td>
<td>1,132.00</td>
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<tr>
<td>60080 - Dues and Subscriptions</td>
<td>12,224.29</td>
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<tr>
<td>60200 - G&amp;A Employee Expenses</td>
<td>22,915.56</td>
</tr>
<tr>
<td>60420 - Meals &amp; Entertainment - G&amp;A</td>
<td>277.03</td>
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<tr>
<td>60440 - Office Supplies</td>
<td>5,250.38</td>
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<tr>
<td>60450 - Payroll Preparation Expenses</td>
<td>1,564.19</td>
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<tr>
<td>60570 - Postage and Delivery</td>
<td>127.13</td>
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<tr>
<td>60650 - Professional Fees</td>
<td>29,443.09</td>
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<tr>
<td>60720 - Repairs and Maintenance</td>
<td>14,671.49</td>
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<tr>
<td>60750 - Travel - G&amp;A</td>
<td>720.31</td>
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<tr>
<td><strong>Total 60000 - G&amp;A Expenses</strong></td>
<td><strong>$ 88,338.83</strong></td>
</tr>
<tr>
<td>Total 61000 - MANUFACTURING Expenses</td>
<td>13,929.06</td>
</tr>
<tr>
<td>Total 62000 - MARKETING Expenses</td>
<td>1,454.41</td>
</tr>
<tr>
<td>Total 63000 - R&amp;D Expenses</td>
<td>-1,500.00</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$ 14,624,130.85</strong></td>
</tr>
<tr>
<td>Net Operating Income</td>
<td><strong>$ 1,639,442.66</strong></td>
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<tr>
<td>Other Income</td>
<td>8.29</td>
</tr>
<tr>
<td>7100-40 Interest Earned</td>
<td>5,206.74</td>
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<tr>
<td><strong>Total Other Income</strong></td>
<td><strong>$ 5,215.03</strong></td>
</tr>
<tr>
<td>Total Other Expenses</td>
<td>385,082.32</td>
</tr>
<tr>
<td>Net Other Income</td>
<td>-379,867.25</td>
</tr>
<tr>
<td>Net Income</td>
<td>1,259,575.37</td>
</tr>
</tbody>
</table>
Evidence of Permits, Licenses, & Health Inspection Report

Current Business License & Health Permit

CITY OF COMMERCE
BUSINESS LICENSE
"For Services Provided in the City of Commerce, California Only"

Business Name: BETTER 4 YOU MEALS
Business Location: 5743 SMITHWAY ST # 103
                   COMMERC, CA 90040-1548
Business Owner(s): FERNANDO CASTILLO

JASON ROBERTS
BETTER 4 YOU MEALS
5743 SMITHWAY ST # 103
COMMERC, CA 90040-1548

CITY OF LOS ANGELES
Public Health
PUBLIC HEALTH PERMIT
FY 2020/2021
Valid Until 6/30/2021

Facility Owner - Mail Address
BETTER 4 YOU MEALS
Oscar Valenzuela
5743 Smithway St Ste 103
Commerce, CA 90040

PR Number: PR2155068
Program ID: SCHOOL LUNCH CATERER
Description: CATERER (2,000 + SQ. FT)
Facility Location: BETTER 4 YOU MEALS
5743 SMITHWAY ST STE 103
COMMERC, CA 90040

2021
TO BE POSTED IN A CONSPICUOUS PLACE
AND
NOT TRANSFERABLE OR ASSIGNABLE.

Business Type: FOOD STORES
NON-GROCERY
Description: PROVIDE SCHOOL MEALS BY
STORING, REHEATING,
License Number: 08921313
Effective Date: January 01, 2021
Expiration Date: December 31, 2021

For all inquiries regarding this license, contact H&Q,
Business Tax Support Center at 323-328-5776.
Los Angeles County Health Department Inspection Report

RETAIL FOOD OFFICIAL INSPECTION REPORT
COUNTY OF LOS ANGELES • DEPARTMENT OF PUBLIC HEALTH
OFFICE: SPECIALIZED FOOD • CHEF: JESS BARROS
5060 COMMERCE DR, BALDYRN PARK, CA 91706 • Phone: (626) 430-5421
WWW.PUBLICHEALTH.LACOUNTY.GOV/HE

Facility Name: BETTER 4 YOU MEALS
Owner/Permittee: BETTER 4 YOU MEALS
Facility Address: 5743 SMTTHWAY ST 103
City/Zip: COMMERCE, CA 90040
Phone #: (323) 383-5555
Email Address: OVALENZUELA@BETTER4YOMEALS.COM
EH#: LOURDES BILEZAR
Mailing Address: 5743 SMTTHWAY ST STE 103, COMMERCE, CA 90040
Time In: 08:00 AM
Time Out: 08:00 AM

Eh Office Number: (626) 430-5421
Program乙方ter: SCHOOL LUNCH CATERER

Certified Food Protection Manager: Oscar Valenzuela
Expiration Date: 1/14/2024

FA: FA0165889
PR: PR0165889
SR: N/A
PE: 1903

Facility Status
Score: 98
Grade: A

CRITICAL RISK FACTORS
(The following poses a threat to public health and may result in immediate closure.)

<table>
<thead>
<tr>
<th>EMPLOYEE HEALTH, HYGIENE &amp; KNOWLEDGE</th>
<th>IN</th>
<th>NIA</th>
<th>NFO</th>
<th>COS</th>
<th>OUT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Demeanor of knowledge</td>
<td>✓</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Food safety certification</td>
<td>✓</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Communicable disease, reporting, restrictions &amp; exclusions</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. No discharge from eyes, nose and mouth</td>
<td>✓</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Proper eating, drinking, or tobacco use</td>
<td>✓</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PREVENT CONTAMINATION BY HANDS</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>6. Adequate hand washing facilities, supplied and accessible</td>
<td>✓</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TIME AND TEMPERATURE RELATIONSHIP</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>7. Proper hot and cold holding temperatures</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>8. Time as a public health control procedures &amp; records</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9. Proper cooking methods</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>10. Proper cooling time and temperature</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11. Proper reheating procedures for hot holding</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>PROTECTION FROM CONTAMINATION</td>
<td>✓</td>
<td>1</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>12. Returned and unopened of food</td>
<td>✓</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13. Food in good condition, safe and unadulterated</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>14. Food contact surfaces; clean and sanitized</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>FOOD PROMISED SOURCES</td>
<td>✓</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
</tr>
</tbody>
</table>

ADDITIONAL CRITICAL RISK FACTORS

| 15. Compliance with federal standards & HACCP | ✓  | 2   |     |     |     |
| 16. Consumer advisories for raw / undercook food | ✓  | 2   |     |     |     |
| 17. Licensed health care facilities/public & private schools: prohibited foods not offered | ✓  | 4   |     |     |     |
| 18. Water available                      | ✓  | 1   |     |     | 2   |
| 19. Sewage and wastewater properly disposed | ✓  | 1   |     |     | 2   |
| 20. No insects, rodents, birds or animals present | ✓  | 1   |     |     | 2   |

GOOD RETAIL PRACTICES

| 21. Food storage, food containers identified | ✓  | 1   |     |     |     |
| 22. Consumer self service                   | ✓  | 1   |     |     |     |
| 23. Food properly labeled & honestly presented | ✓  | 1   |     |     |     |
| EQUIPMENT/UTENSILS/LINENS                  | ✓  | 1   |     |     |     |
| 24. Protection of foods                        | ✓  | 1   |     |     |     |
| 25. Cleanliness of equipment                 | ✓  | 1   |     |     |     |
| 26. Physical facilities                        | ✓  | 1   |     |     |     |
| 27. Planning, reviewing, bar/food service     | ✓  | 1   |     |     |     |
| 28. File non-posit [last inspection report available] | ✓  | 1   |     |     |     |
| 29. Permit suspended                          | ✓  | 1   |     |     |     |
| 30. Permit renewed                           | ✓  | 1   |     |     |     |

COMPLIANCE ENFORCEMENT

| 48. Plan review                              | ✓  |     |     |     |     |
| 49. Samples Collection                       | ✓  |     |     |     |     |

PI/Owner Signature
LOURDES BILEZAR

EHS Signature

Page 1 of 2

The Accelerated School – Vended Meals RFP 2021-22

40
# Evidence of Insurance Coverage

**ACORD Certificate of Liability Insurance**

**Client #: 1080394**

**Date:** 02/23/2021

## Important
- If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed.
- If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

### Contacts
- **Contact:** Analisa Angeles
  - **Phone:** 618-251-3004
  - **Fax:** 610-537-2526
  - **Email:** Analisa.Angeles@usi.com
- **Insurer:** Regent Insurance Company
  - **Insured:** Better 4 You Breakfast, Inc.
  - **Address:** Commerce, CA 90040

## Coverages

<table>
<thead>
<tr>
<th>Type of Insurance</th>
<th>Description</th>
<th>Policy Number</th>
<th>Policy Exp.</th>
<th>Limits</th>
</tr>
</thead>
<tbody>
<tr>
<td>A X</td>
<td>Commercial General Liability</td>
<td>CC11379499</td>
<td>10/28/2020</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>D X</td>
<td>Automobile Liability</td>
<td>CBA1379499</td>
<td>10/28/2020</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>A X</td>
<td>Umbrella Liability</td>
<td>CUC1379499</td>
<td>10/28/2020</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>B X</td>
<td>Excess Liability</td>
<td>ZUP81N356720NF</td>
<td>10/28/2020</td>
<td>$3M x $2M</td>
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<tr>
<td>C Y/N</td>
<td>Workers Compensation and Employers Liability</td>
<td>WCV550330801</td>
<td>01/01/2021</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>D C</td>
<td>Auto Physical Damage</td>
<td>CBA1379499</td>
<td>10/28/2021</td>
<td>ACV less $2,000 Ded.</td>
</tr>
</tbody>
</table>

### Description of Operations / Locations / Vehicles
- **6155 S. Sandhill Rd. Suite 400 Las Vegas, NV 89120**
- **Cer-Prolitis LP and its Affiliates and Property Manager are included as Additional Insureds per NonContractor's Additional Insureds Endorsement form #CGB1151(03/08). Waiver of Subrogation applies per attached form #CG8214(05/12).**
- **ADDITIONAL INSURED STATUS IS VALID ONLY IF A WRITTEN CONTRACT IS REQUIRED OF THE INSURED AND IT'S IN EFFECT**

### Certificate Holder
- **Prologis**
  - **Address:** 3800 Howard Hughes Parkway, Suite 1250, Las Vegas, NV 89169

### Cancellation
- **Authorized Representative:**
- **Should any of the above described policies be cancelled before the expiration date thereof, notice will be delivered in accordance with the policy provisions.**

---

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The ACORD name and logo are registered marks of ACORD AXAJA
Evidence of Safe Serve Certification

ServSafe® CERTIFICATION
OSCAR VALENZUELA
10716
11/4/2024
DATE OF EXPIRATION

EEXAM NO. MONTE
11/4/2019
DATE OF EXPIRATION

Certified through the Food Manager Certification Program, which is supported by the National Restaurant Association Educational Foundation.

 ServSafe

The Accelerated School – Vended Meals RFP 2021-22
# USDA Foods/Commodities Processor Agreement

**LICENSE CERTIFICATE**  
(Issued Under the Perishable Agricultural Commodities Act - 7 U.S.C. 499a - 499s)

<table>
<thead>
<tr>
<th>License No.</th>
<th>Issue Date</th>
<th>Type of Business</th>
<th>Nature of Business</th>
<th>Ownership Type</th>
<th>Branches</th>
</tr>
</thead>
<tbody>
<tr>
<td>20141267</td>
<td>03-10-2016</td>
<td>BOTH FRESH &amp; PROD</td>
<td>FOOD SERVICE</td>
<td>CORPORATION</td>
<td>1</td>
</tr>
</tbody>
</table>

**LICENSEE:**  
Please examine this Certificate for accuracy.  
Report errors to P.A.C.A. Office at above address

**BUS.:** 9643 COYCRROFT AVE  
**CHATSWORTH, CA 91311-5103**  
**Phone:** (818) 341-1147  
**Fax:** (818) 341-8454  
**Email:** INFO@BETTER4YOUMEALS.COM

**EIN:**  
**STATE IN WHICH INCORPORATED OR FORMED:**  
**DATE INCORPORATED:** 02-10-2011

<table>
<thead>
<tr>
<th>NAME (LAST - FIRST - MIDDLE INITIAL)</th>
<th>TITLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAPITAL STONE HOLDING INC</td>
<td>SH</td>
</tr>
<tr>
<td>DUVIVIER JACQUELINE</td>
<td>CFO</td>
</tr>
<tr>
<td>CASTILLO FERNANDO</td>
<td>CEO</td>
</tr>
<tr>
<td>ROBERTS JASON</td>
<td>COO</td>
</tr>
</tbody>
</table>

**MULTIPLE TRADE NAMES AND BRANCHES:**  
**BETTER 4 YOU MEALS**

This certifies that the above is licensed under the Perishable Agricultural Commodities Act, 1939, to handle fresh and frozen fruits and vegetables as a commission merchant and/or dealer, and/or broker as defined in said Act and such time as this license is suspended, revoked or terminated.

FV, 21  
DC, HFDO  
DEPUTY ADMINISTRATOR, FRUIT & VEGETABLE PROGRAMS
USDA Foods Direct Deliver and DOD Fresh Allowable Items

**USDA Foods Direct Delivery “Brown Box” and DOD Fresh**

Better 4 You Meals is registered as a processor of the following USDA Foods direct delivery (aka brown box) foods for 2021 SY

<table>
<thead>
<tr>
<th>#</th>
<th>ITEM</th>
<th>LBS per Case</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>100365</td>
<td>Pinto Beans, Can</td>
<td>40.5#</td>
<td>$14.31</td>
</tr>
<tr>
<td>100361</td>
<td>Applesauce 96/4.5 OZ</td>
<td>27#</td>
<td>$16.11</td>
</tr>
<tr>
<td>100101</td>
<td>Beef Crumbles</td>
<td>40#</td>
<td>$136.66</td>
</tr>
<tr>
<td>110322</td>
<td>Beef Patty 2.2z</td>
<td>40#</td>
<td>$136.46</td>
</tr>
<tr>
<td>100101</td>
<td>Chicken, Diced</td>
<td>40#</td>
<td>$74.22</td>
</tr>
<tr>
<td>110624</td>
<td>Blueberry, Highbush Frozen</td>
<td>30#</td>
<td>$30.40</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>#</th>
<th>ITEM</th>
<th>LBS per Case</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>100362</td>
<td>Refried Beans, Can</td>
<td>42#</td>
<td>$19.56</td>
</tr>
<tr>
<td>100119</td>
<td>Turkey Taco</td>
<td>30#</td>
<td>$47.64</td>
</tr>
<tr>
<td>110921</td>
<td>Grilled Chicken Fillet</td>
<td>30#</td>
<td>$70.70</td>
</tr>
<tr>
<td>101031</td>
<td>Rice, Brown</td>
<td>25#</td>
<td>$9.28</td>
</tr>
<tr>
<td>100357</td>
<td>Potatoes, Fries</td>
<td>30#</td>
<td>$24.73</td>
</tr>
<tr>
<td>110462</td>
<td>Chicken, Strips</td>
<td>30#</td>
<td>$56.48</td>
</tr>
<tr>
<td>110860</td>
<td>Strawberry Slices, Unsweetened Frozen</td>
<td>30#</td>
<td>$36.65</td>
</tr>
</tbody>
</table>

Per the USDA national price file, Better 4 You Meals will credit the above average national prices per case. That full file and associated regulation and information can be found here:


These prices will be utilized for SY 2020-21, per USDA processor regulation, to allow for consistent crediting and inventory valuation. It is important for a school to note that each truckload of items requested on survey and subsequently received by the state on various shipments may vary. The state may list differing survey, allocation, and entitlement values order values as the product moves through the USDA Foods supply chain. Cases will be credited based on the schools monthly usage from menu orders at the above value for all of SY 2020-21, and credits will post to the schools invoices at the above amount per case.

It is the schools’ responsibility to make payment direct to the state for any admin fees for utilization of this program directly to its state agency.

Schools must place on surveys in accordance with the menu use of above featured items to ship DIRECTLY to Better 4 You Meals facility, in the manner approved by the state agency, not to exceed annual usage. Better 4 You Meals will provide an annual estimate of maximum menu usage estimates based on existing contracted meals to help guide school survey requests.

Truckload completion is dependent upon state agency ability to coordinate the availability and shipping of the USDA foods direct to Better 4 You Meals by the appropriate vendor in the volume necessary to complete the school request during the school year.

Better 4 You Meals is responsible for receiving and utilizing the truckloads of the above foods and will substitute commercial and USDA Foods goods of equal or better quality and domestic origin in compliance with USDA regulation on substitution in order to practice FIFO and ensure safe, high quality, fresh foods through the entire school year.

Better 4 You Meals cannot take possession nor use in its menus any Items it is not registered to process for that school year, nor which arrive to the school location or state warehouse rather than direct to their production facilities.

For any program administration questions and coordination of Better 4 You Meals utilizing USDA foods listed above or coordinating fresh produce usage via FAVORS DOD Ordering direct to Better 4 You Meals, please reach out to Riva Figuera, Senior Director of Operations, rfigueroa@better4youmeals.com

*School Year 2021*
Required Certifications

Certifications Regarding Lobbying, Debarment, Suspension, and Other Responsibility Matters

Applicants should refer to the regulations cited below to determine the certification to which they are required to attest. Applicants should also review the instructions for certification included in the regulations before completing this form. Signature of this form provides for compliance with certification requirements under 7 CFR, Part 3018, “New Restrictions on Lobbying,” 7 CFR, Part 3017, “Government-wide Debarment and Suspension (Nonprocurement)” and 7 CFR, Part 3021, “Government-wide Requirements for Drug-Free Workplace (Grants).” The certification shall be treated as a material representation of fact upon which reliance will be placed when the SFA determines to award the covered transaction, grant, or cooperative agreement.

1. Lobbying

   As required by Title 31, U.S. Code (U.S.C.) Section 1352, and implemented at 7 CFR, Part 3018, for a person entering into a grant or cooperative agreement over $100,000, as defined at 7 CFR, Section 3018.105, the applicant certifies that:

   (a) No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the making of any federal grant, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any federal grant or cooperative agreement;

   (b) If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form - LLL “Disclosure Form to Report Lobbying,” in accordance with these instructions; and

   (c) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subgrants, contracts under grants and cooperative agreements, and subcontracts) and that all subrecipients shall certify and disclose accordingly.

   Steven A. Holguin

   Signature

   6/9/2021

   Date
# Disclosure of Lobbying Activities

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352
(See next page for public burden disclosure)

<table>
<thead>
<tr>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>b. Grant</td>
<td>b. Initial Award</td>
<td>b. Material change</td>
</tr>
<tr>
<td>c. Cooperative agreement</td>
<td>c. Post-Award</td>
<td>For Material Change Only: Year ___</td>
</tr>
<tr>
<td>d. Loan</td>
<td></td>
<td>Quarter ___ Date of last report ___</td>
</tr>
<tr>
<td>e. Loan guarantee</td>
<td></td>
<td></td>
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<tr>
<td>f. Loan insurance</td>
<td>N/A</td>
<td>N/A</td>
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<table>
<thead>
<tr>
<th>4. Name and Address of Reporting Entity</th>
<th>5. 5. If Reporting Entity in No. 4 is Subawardee, Enter Name and Address of Prime:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>Congressional District, if known</td>
</tr>
<tr>
<td>Subawardee</td>
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</tr>
<tr>
<td>Tier, if known</td>
<td></td>
</tr>
</tbody>
</table>

Congressional District, if known:

<table>
<thead>
<tr>
<th>6. Federal Department Agency</th>
<th>7. 7. Federal Program Name/Description:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>CFDA Number, if applicable</td>
</tr>
</tbody>
</table>

| 8. 8. Federal Action Number, if known: | 9. Award Amount, if known                                                        |
|                                        |                                                                                  |

| 10. A. Name and Address of Lobbying     | c. Individuals Performing Services (including address if different from 10A (last name, first name, MI) |
| Registrant (if individual, last name, first name, MI): |                                                                                   |

11. Information requested through this form is authorized by Title 31 U.S.C. Section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be reported to the Congress semi-annually and will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

**Signature:**

**Steven A. Holguin**

Print Name: Steven Holguin
Title: Vice President, Sales & Marketing
Telephone Number: (323) 838-5555
Date: 6/9/21

**Authorized for Local Reproduction Standard Form LLL**
(Rev. 7-97)
Certification Regarding Lobbying

The undersigned certifies, to the best of his or her knowledge and belief, that:

1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment or modification of any Federal contract, grant, loan, or cooperative agreement.

2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

3) The undersigned shall require that the language of this certification be included in the award documents of all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub- recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, United States Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

Organization: Better 4 You Meals
Address: 5743 Smithway St, Commerce, CA 90040

Certified By: Steven A. Holguin, Vice President of Sales & Marketing

Signature: [Signature]

6/9/21
Debarment, Suspension, and Other Responsibility Matters

As required by Executive Order 12549, Debarment and Suspension, and implemented at 7 CFR Part 3017, Section 3017.510, for prospective participants in primary covered transactions, as defined at 7 CFR Part 3017.200:

A. The contractor certifies that it and its principals:

a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;

b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or Local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or Local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification: and

d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or Local) terminated for cause or default.

B. Where the applicant is unable to certify to any of the statements in this certification, he or she shall attach an explanation to this application.

<table>
<thead>
<tr>
<th>Better 4 You Meals</th>
<th>The Accelerated School</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contractor/Company Name</td>
<td>PR/Award Number or Project Name</td>
</tr>
</tbody>
</table>

Steven A. Holguin – Vice President of Sales & Marketing
Name and Title of Authorized Representative

Steven A. Holguin
Signature

6/9/21
Date
Certificate of Independent Price Determination

Both the SFA and Meal Vendor shall execute this Certificate of Independent Price Determination

**Better 4 You Meals**  
Name of Meal Vendor

**The Accelerated School**  
Name of School Food Authority

A. By submission of this offer, the offeror (Meal Vendor) certifies and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:

1. The prices in this offer have been arrived at independently, without consultation, communication or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other offeror or with any competitor;

2. Unless otherwise required by law, the prices which have been quoted in this offer have not been knowingly disclosed by the offeror and will not knowingly be disclosed by the offeror prior to opening the case of an advertised procurement, directly or indirectly to any other offeror or to any competitor; and

3. No attempt has been made or will be made by the offeror to induce any person or firm to submit or not to submit, an offer for the purpose of restricting competition.

B. Each person signing this offer on behalf of the offeror certifies that:

1. He or she is the person in the offeror’s organization responsible within the organization for the decision as to the prices being offered herein and has not participated, and will not participate, in any action contrary to (A)(1) through (A)(3) above; or

2. He or she is not the person in the offeror’s organization responsible within the organization for the decision as to the prices being offered herein, but that he or she has been authorized in writing to act as agent for the persons responsible for such decision in certifying that such persons have not participated and will not participate, in any action contrary to (A)(1) through (A)(3) above.

To the best of my knowledge, this vendor and its affiliates, subsidiaries, officers, directors and employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by state or federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract, except as follows (provide detail):

**Steven A. Holguin**  
Signature of Vendor’s Authorized Representative

**Vice President, Sales & Marketing**  
Title  
6/9/21  
Date

In accepting this offer, the SFA certifies that no representative of the SFA has taken any action that may have jeopardized the independence of the offer referred to above

**Signature of SFA’s Authorized Representative**  
Title  
Date

**NOTE:** Accepting a Respondent’s offer does not constitute award of the contract.
Byrd Anti Lobbying Amendment Certification

The undersigned, Better 4 You Breakfast, dba Better 4 You Meals, certifies, to the best of his or her knowledge, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form - LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

4. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

5. The Contractor, [Company], certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 etseq., apply to this certification and disclosure, if any.

Steven A. Holguin  
Signature of Vendor's Authorized Representative

Vice President, Sales & Marketing  
6/9/21

Title  
Date
Buy American Provision Compliance

BUY AMERICAN PROVISION CERTIFICATION FORM FOR FOOD PURCHASES
Not all items are purchased for ALL SFA's Depending on Contract and
School Preferences as of June 2018

SFA Names: The Accelerated School

The Buy American Provision (7 CFR Part 210.21(d)) requires School Food Authorities to purchase, to the
maximum extent practical, domestically grown and processed foods. "Domestic" is defined as a
product that is grown in the United States, or with processed food items, the product must be
processed in the United States of food that is produced and grown domestically in the United States.
Any product processed by a responsive vendor must contain over 51% of the food component, by
weight or volume, from U.S. origin.

<table>
<thead>
<tr>
<th>VENDORS MUST CERTIFY EITHER: (CHECK NUMBER 1 OR 2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>□ 1. I certify that all food products bid by my company are 100% produced in the U.S., or processed in the U.S. with the final processed product including over 51% of food that was grown in the U.S.</td>
</tr>
<tr>
<td>✔ 2. I certify that all food products bid by my company are 100% produced in the U.S., or processed in the U.S. with the final processed product including over 51% of food that was grown in the U.S. with the EXCEPTION of the following items listed below.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NAME OF FOOD ITEM</th>
<th>COMPLETE BELOW AND CHECK THE APPROPRIATE REASON THE NON-DOMESTIC PRODUCT IS BID FOR EACH ITEM.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bananas</td>
<td>This product includes □ % U.S. Content. The product is grown in ☒ The product is not produced or manufactured in the U.S. in sufficient and reasonably available quantities of a satisfactory quality. OR □ The cost of the U.S. product is significantly higher than the non-domestic product.</td>
</tr>
<tr>
<td></td>
<td>List prices and unit pack size below for item to be considered:</td>
</tr>
<tr>
<td></td>
<td>$ N/A / N/A Price of Domestic or U.S. Grown Product Per Unit</td>
</tr>
<tr>
<td></td>
<td>$.25 / N/A Price of Non-Domestically Grown Product Per Unit</td>
</tr>
</tbody>
</table>

Signature of Authorized Company Representative: Steven A. Holguin
Title: Vice President, Sales & Marketing
Date: 6/9/21
Name of Company: Better 4 You Meals
Address: 5743 Smithway Street, Commerce, CA 90040
# 21 Day Cycle Menu Sample

## Breakfast - Sample Menu

*Pork items will always be substituted for or removed from any menu per school request*

<table>
<thead>
<tr>
<th>Monday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yogurt Granola Apple Juice Fruit Milk</td>
<td>Red Mill Buttermilk Pancakes Whole Grain Biscuits 100% Fruit Juice</td>
<td>Red Mill Buttermilk Waffles Whole Grain Biscuits Fruit Milk</td>
<td>Breakfast Cheese Tamales Fruit Milk</td>
</tr>
<tr>
<td>Pancake &amp; Sausage Veggies Apple Sauce Fruit Milk</td>
<td>Mini Loaf &amp; String Cheese Apple Sauce Fruit Milk</td>
<td>Reduced Sugar WG Fruit Loops Whole Grain Biscuits Fruit Milk</td>
<td>Breakfast Cheese Tamales Fruit Milk</td>
</tr>
<tr>
<td>Strawberry Cream Cheese Bagel Fruit Juice Milk</td>
<td>Mini Cornflakes Bran Cakes 100% Fruit Juice Fruit Milk</td>
<td>Almond Yogurt &amp; Fruit Granola Bowl Apple Sauce Fruit Milk</td>
<td>French Toast Sticks Fruit Milk</td>
</tr>
<tr>
<td>Blueberry Muffin Plain</td>
<td>Brown Sugar &amp; Raisin Oatmeal Fruit Juice Fruit Milk</td>
<td>Reduced Sugar WG Apple Jacks Whole Grain Biscuits Fruit Milk</td>
<td>Chicken &amp; Waffles Waffle Syrup Fruit Milk</td>
</tr>
<tr>
<td>Breakfast Chicken Salad Strawberry Yogurt 100% Fruit Juice Fruit Milk</td>
<td>Brown Sugar &amp; Raisin Oatmeal Fruit Juice Fruit Milk</td>
<td>Reduced Sugar WG Chocolate Mini Waffles Whole Grain Biscuits Fruit Milk</td>
<td>WG Peach Cobbler Fruit Milk</td>
</tr>
<tr>
<td>Breakfast Chicken Salad Strawberry Yogurt 100% Fruit Juice Fruit Milk</td>
<td>Reduced Sugar WG Chocolate Mini Waffles Whole Grain Biscuits Fruit Milk</td>
<td>Reduced Sugar WG Chocolate Mini Waffles Whole Grain Biscuits Fruit Milk</td>
<td>Reduced Sugar WG Cinnamon Toast Whole Grain Biscuits Fruit Milk</td>
</tr>
</tbody>
</table>

**Breakfast Menu**

**Sample Menu**

**Monday**

<table>
<thead>
<tr>
<th>29</th>
<th>29</th>
</tr>
</thead>
</table>

**Tuesday**

<table>
<thead>
<tr>
<th>30</th>
<th>30</th>
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</thead>
</table>

**Wednesday**

<table>
<thead>
<tr>
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**Thursday**

<table>
<thead>
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**Friday**

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**Saturday**

<table>
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</table>

**Sunday**

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<thead>
<tr>
<th>35</th>
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</table>

**Memorial Day**

<table>
<thead>
<tr>
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</table>

**Monday**

<table>
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**Tuesday**

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</table>

**Wednesday**

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**Thursday**

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**Friday**

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**Saturday**

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**Sunday**

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**Memorial Day**

<table>
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</table>

**Monday**

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**Tuesday**

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</table>

**Wednesday**

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**Thursday**

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**Friday**

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**Saturday**

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**Sunday**

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<th>51</th>
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**Memorial Day**

<table>
<thead>
<tr>
<th>52</th>
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</tr>
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</table>
### Lunch - Sample Menu

>*Pork items will always be substituted for or removed from any menu per school request*

<table>
<thead>
<tr>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
</tr>
</thead>
<tbody>
<tr>
<td>29</td>
<td>30</td>
<td>31</td>
<td>32</td>
<td>33</td>
</tr>
<tr>
<td>Chicken Fajitas Rice &amp; Beans 100% Fruit &amp; Juice &amp; Milk</td>
<td>Cheeseburger Fries Side Salad 100% Fruit &amp; Juice &amp; Milk</td>
<td>Chicken Alfredo Steamed Broccoli 100% Fruit &amp; Juice &amp; Milk</td>
<td>Turkey Chili Corn Muffin Popcorn 100% Fruit &amp; Juice &amp; Milk</td>
<td>Spaghetti &amp; Meatballs 100% Fruit Juice &amp; Fruit Milk</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>Chicken Tajadas Rice &amp; Beans 100% Fruit &amp; Juice &amp; Milk</td>
<td>Cheeseburger Fries Side Salad 100% Fruit &amp; Juice &amp; Milk</td>
<td>Turkey Chili Corn Muffin Popcorn 100% Fruit &amp; Juice &amp; Milk</td>
<td>Turkey Chili Corn Muffin Popcorn 100% Fruit &amp; Juice &amp; Milk</td>
<td>Chicken Nuggets Crunchy Mini-Stripes 100% Fruit &amp; Juice &amp; Milk</td>
</tr>
<tr>
<td>13</td>
<td>14</td>
<td>15</td>
<td>16</td>
<td>17</td>
</tr>
<tr>
<td>Chicken Teriyaki w/ Rice Fried Rice 100% Fruit Juice &amp; Fruit Milk</td>
<td>Corn Dog Fries Side Salad 100% Fruit Juice &amp; Fruit Milk</td>
<td>Chicken Parmy Burger Fries Side Salad 100% Fruit Juice &amp; Fruit Milk</td>
<td>Ground Turkey Taco Nachos Baby Carrots 100% Fruit Juice &amp; Fruit Milk</td>
<td>Pick-Up STIX Premium Fruit Day Milk</td>
</tr>
<tr>
<td>28</td>
<td>29</td>
<td>30</td>
<td>31</td>
<td>32</td>
</tr>
<tr>
<td>Cheeseburger Dinner Bowl Baby Carrots 100% Fruit Juice &amp; Fruit Milk</td>
<td>Cheeseburger Fries Side Salad 100% Fruit &amp; Juice &amp; Milk</td>
<td>Turkey Chili Corn Muffin Popcorn 100% Fruit &amp; Juice &amp; Milk</td>
<td>Chicken Teriyaki w/ Rice Fried Rice 100% Fruit Juice &amp; Fruit Milk</td>
<td>Chicken Tender w/ Mac &amp; Cheese Side Salad Orange Wedges Milk</td>
</tr>
</tbody>
</table>

**Note:** Menu subject to change without notice.
# Weekly Lunch Specials – Sample Menu

*Pork items will always be substituted for or removed from any menu per school request*

<table>
<thead>
<tr>
<th>Lunch Specials Menu</th>
<th>Sample Menu</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Wednesday</strong> May 25th</td>
<td>Mexican Chicken Tortilla Soup</td>
<td>A tangy and flavorful soup broth mixed with chicken, beans, vegetables and brown rice. Served with a side of tortilla chips.</td>
</tr>
<tr>
<td><strong>Monday</strong> May 20th</td>
<td>Meaty Potato Pie with Dinner Roll</td>
<td>A twist on a traditional shepherd's pie. A mixture of seasonings, ground beef and vegetables, topped with cheesy mashed potatoes. Served with a whole grain dinner roll.</td>
</tr>
<tr>
<td><strong>Wednesday</strong> May 15th</td>
<td>Chicken Burrito Bowl</td>
<td>Grilled chicken seasoned with our house taco seasoning, brown rice, pinto beans, and corn, with a scoop of mild salsa.</td>
</tr>
<tr>
<td><strong>Friday</strong> May 10th</td>
<td>Breaded Chicken Leg w/ Mashed Potatoes &amp; Gravy</td>
<td>Our popular breaded drumstick served with mashed potatoes, topped with brown gravy. Served with a whole grain dinner roll.</td>
</tr>
<tr>
<td><strong>Tuesday</strong> May 7th</td>
<td>Spicy Chicken Patty Sandwich w/ Baked Fries</td>
<td>A spicy twist on our traditional chicken patty burger! Served with a side of oven-baked French fries.</td>
</tr>
</tbody>
</table>

*Menu subject to change without notice.*

Lunch includes a minimum of 2.0 cups of fruit or vegetables per week. 

THE ACCELERATED SCHOOL – VENDED MEALS RFP 2021-22
# Lunch Cold Sandwich - Sample Menu

*Pork items will always be substituted for or removed from any menu per school request

<table>
<thead>
<tr>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
</tr>
</thead>
<tbody>
<tr>
<td>25</td>
<td>30</td>
<td>1</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Turkey Ham &amp; Cheese Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
<td>Whole Wheat Sandwich</td>
<td>Whole Wheat Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
</tr>
<tr>
<td>Baby Carrots</td>
<td>Baby Carrots</td>
<td>Side Salad</td>
<td>Side Salad</td>
<td>Side Salad</td>
</tr>
<tr>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>Turkey Pastanini &amp; Cheese Sandwich</td>
<td>Roast Beef Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
</tr>
<tr>
<td>Baby Carrots</td>
<td>Oven Baked Fries</td>
<td>Baby Carrots</td>
<td>Baby Carrots</td>
<td>Baby Carrots</td>
</tr>
<tr>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>Milk</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
</tr>
<tr>
<td>13</td>
<td>14</td>
<td>15</td>
<td>16</td>
<td>17</td>
</tr>
<tr>
<td>Turkey &amp; Cheese Sandwich</td>
<td>Deli Chicken &amp; Cheese Sandwich</td>
<td>Ham &amp; Cheese Sandwich</td>
<td>Club Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
</tr>
<tr>
<td>Edamame Beans</td>
<td>Oven Baked Fries</td>
<td>Baby Carrots</td>
<td>Club Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
</tr>
<tr>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>Milk</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>Side Salad</td>
<td>Side Salad</td>
</tr>
<tr>
<td>20</td>
<td>21</td>
<td>22</td>
<td>23</td>
<td>24</td>
</tr>
<tr>
<td>Turkey Pastanini &amp; Cheese Sandwich</td>
<td>Roast Beef Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
<td>Turkey Ham &amp; Cheese Sandwich</td>
</tr>
<tr>
<td>Baby Carrots</td>
<td>Oven Baked Fries</td>
<td>Baby Carrots</td>
<td>Baby Carrots</td>
<td>Baby Carrots</td>
</tr>
<tr>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>Fruit Cup &amp; Fruit Mix</td>
<td>100% Fruit Juice &amp; Fruit Mix</td>
<td>Milk</td>
<td>Milk</td>
</tr>
<tr>
<td>27</td>
<td>28</td>
<td>29</td>
<td>30</td>
<td>31</td>
</tr>
<tr>
<td>Deli Chicken &amp; Cheese Sandwich</td>
<td>Memorial Day</td>
<td>Deli Chicken &amp; Cheese Sandwich</td>
<td>Memorial Day</td>
<td>Memorial Day</td>
</tr>
<tr>
<td>Side Salad</td>
<td>Fruit</td>
<td>Side Salad</td>
<td>Fruit</td>
<td>Fruit</td>
</tr>
<tr>
<td>Dried Fruit</td>
<td>Milk</td>
<td>Dried Fruit</td>
<td>Milk</td>
<td>Milk</td>
</tr>
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</table>

**Menu Subject to Change Without Notice**

This schedule is subject to change without notice. Due to the nature of the food service, any changes will be announced before implementation.
<table>
<thead>
<tr>
<th>Day</th>
<th>Meal</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday</td>
<td>1</td>
<td>Plant-based &quot;Butter&quot; 24-oz Sushi Rice</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>Plant-based Chicken Tenders</td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>Cheese Spaghetti w/Plant-based &quot;Beef&quot;</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>Bean &amp; Cheese Burrito</td>
</tr>
<tr>
<td></td>
<td>5</td>
<td>Plant-based BBQ, Chicken Tenders</td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>Cheese Tamale</td>
</tr>
<tr>
<td></td>
<td>7</td>
<td>Green Chile Enchiladas</td>
</tr>
<tr>
<td></td>
<td>8</td>
<td>Vegetable Cheeseburger</td>
</tr>
<tr>
<td></td>
<td>9</td>
<td>Open Baked Fries</td>
</tr>
<tr>
<td></td>
<td>10</td>
<td>Open Baked Fries</td>
</tr>
<tr>
<td></td>
<td>11</td>
<td>Open Baked Fries</td>
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<tr>
<td></td>
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<td>25</td>
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<tr>
<td></td>
<td>26</td>
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<tr>
<td></td>
<td>27</td>
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<tr>
<td></td>
<td>28</td>
<td>Open Baked Fries</td>
</tr>
<tr>
<td></td>
<td>29</td>
<td>Open Baked Fries</td>
</tr>
<tr>
<td></td>
<td>30</td>
<td>Open Baked Fries</td>
</tr>
</tbody>
</table>

**Notes:**
- Vegetarian Lunch Menu
- All meals include 12 cups of milk per week and at least 5 cups of fruit and vegetable per week.
- Menu subject to change without notice.
### Lunch Entrée Salad – Sample Menu

*Pork items will always be substituted for or removed from any menu per school request*

<table>
<thead>
<tr>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mexican Chicken Salad</td>
<td>Popped Corn Chips</td>
<td>Dinner Roll</td>
<td>Baby Greens</td>
<td>100% Fruit Juice &amp; Fruit Milk</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>29</td>
<td>30</td>
<td>2</td>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>

**Sample Menu**

**Main Menu**

**Lunch includes one 8 oz. salad, vegetable, 1/2 cup fruit (diced), and a rice white, milk or 1% white milk.**

---

**MEMO TO CHANCE WITHOUT NOTICE**
# Afterschool Snack - Sample Menu

<table>
<thead>
<tr>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chocolate Granola 100% Fruit Juice (6 oz)</td>
<td>Baked BBQ Chips 100% Fruit Juice (6 oz)</td>
<td>Animal Crackers Fruit (B/A-c)</td>
<td>Cinnamon Grps Fruit (B/A-c)</td>
<td>Corn Pouch 100% Fruit Juice (6 oz)</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>Baked BBQ Chips 100% Fruit Juice (6 oz)</td>
<td>Cheese Puffs 100% Fruit Juice (6 oz)</td>
<td>Multi-Grain Bar Fruit (B/A-c)</td>
<td>Baked Sour Cream Chips Fruit (B/A-c)</td>
<td>Rice Krispies Treats 100% Fruit Juice (6 oz)</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>Mini Blueberry Muffin Fruit (B/A-c)</td>
<td>Chestnuts 100% Fruit Juice (6 oz)</td>
<td>Goldfish Pritzel 100% Fruit Juice (6 oz)</td>
<td>Whole Grain Pop-Tart Fruit (B/A-c)</td>
<td>Bug Bites Crackers 100% Fruit Juice (6 oz)</td>
</tr>
<tr>
<td>18</td>
<td>19</td>
<td>20</td>
<td>21</td>
<td>22</td>
</tr>
<tr>
<td>Baked Churro Chips 100% Fruit Juice (6 oz)</td>
<td>Presidents Day</td>
<td>President's Day</td>
<td>Bug Bites Crackers 100% Fruit Juice (6 oz)</td>
<td>Whole Grain Pop-Tart Fruit (B/A-c)</td>
</tr>
<tr>
<td>24</td>
<td>25</td>
<td>26</td>
<td>27</td>
<td>28</td>
</tr>
</tbody>
</table>

*Menu Subject to Change Without Notice*  
Shake includes a Pecan Granola Fruit Mix from R.M. The Accelerated School - Vended Meals RFP 2021-22
Description of How Meals Comply with NSLP & SBP

Better 4 You Meals uses Food Based Menu Planning (FBMP) approach for all meals in accordance with NSLP and SBP guidelines established in 2012 and updated in subsequent years. Every meal that B4YM serves follows the meal pattern as outlined in Attachment I. All meal requirements such as Meat/Meat Alternative, Fruit, Vegetable, Grain, and Milk meet or exceed the standard requirements.

Below are four main dietary specifications as outlined by SBP and NSLP and the standards by which all meals served by B4YM abide.

**Minimum and maximum calorie (kcal) daily averages over course of the week**

<table>
<thead>
<tr>
<th></th>
<th>Breakfast</th>
<th>Lunch</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grades K-5</td>
<td>350-500</td>
<td>550-650</td>
</tr>
<tr>
<td>Grades 6-8</td>
<td>400-500</td>
<td>600-700</td>
</tr>
<tr>
<td>Grades 9-12</td>
<td>450-600</td>
<td>750-850</td>
</tr>
</tbody>
</table>

**Daily Sodium Limits SY 2014-15**

<table>
<thead>
<tr>
<th></th>
<th>Breakfast</th>
<th>Lunch</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grades K-5</td>
<td>≤540mg</td>
<td>≤1230mg</td>
</tr>
<tr>
<td>Grades 6-7</td>
<td>≤6000mg</td>
<td>≤1360mg</td>
</tr>
<tr>
<td>Grades 9-12</td>
<td>≤640mg</td>
<td>≤1420mg</td>
</tr>
</tbody>
</table>

**Saturated Fats** – Limit Saturated Fats
- Less than 10 percent of total calories

**Trans Fats**
- Nutrition label or manufacturer’s specifications must specify zero grams of trans fat per serving (less than 0.5 grams per serving)
Better 4 You Meals
TRANSPORT/DAILY PRODUCTION RECORD

Time of Departure: Temp. of Milk: Cold: Bot: Signature: GRADE
LUNCH MENU 9-12 Students:370 Adults:0 Total:370

Site # 037 ALLIANCE TED

<table>
<thead>
<tr>
<th>Recipe &amp; Ingredients (offered)</th>
<th>M/A OZ</th>
<th>Gm OZ</th>
<th>Fruit Cup</th>
<th>Veg Cup</th>
<th>Milk Cup</th>
<th>Planned Reimbursable</th>
<th>Planned Ala Carte</th>
<th>Planned Total</th>
<th>Actual Total</th>
<th>Over/Shorts</th>
<th>Temp</th>
</tr>
</thead>
<tbody>
<tr>
<td>002659 CHICKEN PATTY BURGER/CROIS SERVING</td>
<td>903473 BUN HAMBURGER 4&quot; FRIEND</td>
<td>903620 CHICKEN PATTY BREADED 3</td>
<td>(R) 002990 POTATO CRINKLES 3/4 VEGETABLE SUBGROUPS Vegetable, Starchy</td>
<td>2</td>
<td>3</td>
<td>3/4</td>
<td>350</td>
<td>350</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>00222 KETCHUP PACKET 9 GM--------</td>
<td>1 EACH</td>
<td>903627 KETCHUP (BEINE)---------</td>
<td>700</td>
<td>700</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>00242 JICAMA (1/4 c)------------</td>
<td>1/4 CUP</td>
<td>011603 YAMBEAN (JICAMA),RAW----</td>
<td>1/4</td>
<td>1/4</td>
<td>88</td>
<td>88</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>000494 TAJIN SEASONING----------</td>
<td>PACKET</td>
<td>902693 TAJIN SEASONING LS 1.5</td>
<td>88</td>
<td>88</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>003076 V. CHEESE BURGER/CRINKLES</td>
<td>1 EACH</td>
<td>903646 VEGGIE PATTY DL 10325-903473 BUN HAMBURGER 4&quot; FRIEND</td>
<td>903130 CHEESE AMERICAN SLICED (R) 002990 POTATO CRINKLES 3/4 VEGETABLE SUBGROUPS Vegetable, Starchy</td>
<td>2</td>
<td>1/2</td>
<td>2</td>
<td>3/4</td>
<td>5</td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>00222 KETCHUP PACKET 9 GM--------</td>
<td>1 EACH</td>
<td>903627 KETCHUP (BEINE)---------</td>
<td>10</td>
<td>10</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>00242 JICAMA (1/4 c)------------</td>
<td>1/4 CUP</td>
<td>011603 YAMBEAN (JICAMA),RAW----</td>
<td>5</td>
<td>5</td>
<td></td>
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</tr>
<tr>
<td>000494 TAJIN SEASONING----------</td>
<td>PACKET</td>
<td>902693 TAJIN SEASONING LS 1.5</td>
<td>5</td>
<td>5</td>
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</tr>
</tbody>
</table>

Received By:___________________ Temp. at receipt: Milk:_____ Cold:_____ Bot:_____ Time of receipt:________
### Better 4 You Meals
#### TRANSPORT/ DAILY PRODUCTION RECORD

**Time of Departure:** 
**Temp. of Milk:** Cold: _ **Hot:** Signature: 

<table>
<thead>
<tr>
<th>Recipe &amp; Ingredients (Offered)</th>
<th>Servings</th>
<th>Meal Size</th>
<th>Fruit Cup</th>
<th>Veg Cup</th>
<th>Milk Cup</th>
<th>Planned Reimbursements</th>
<th>Planned Al Items</th>
<th>Planned Total</th>
<th>Actual Total</th>
<th>Over/Shorts</th>
<th>Temp.</th>
</tr>
</thead>
<tbody>
<tr>
<td>00250 SALAD TREE 14-16-----</td>
<td>SERVING</td>
<td>2 1/2</td>
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<td>15</td>
<td>15</td>
<td></td>
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</tr>
<tr>
<td>(R) 900032 TUNA SALAD MIX (SOB)</td>
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<tr>
<td>011252 LETTUCE, ICEBERG (INCL C)</td>
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<tr>
<td>903132 CHEESE CHEDDAR DRIED</td>
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<td></td>
<td></td>
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<tr>
<td>00205 CUCUMBER, WITH PEAR, RAIN</td>
<td></td>
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<td></td>
<td></td>
<td><strong>VEGETABLE SUBGROUPS</strong></td>
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Additional Documents – Non-Required

Student Engagement & Participation for All

Better 4 You Meals is so much more than just your everyday lunch provider. We know that fun activities, special events, and on-site food preparation can help engage your scholars at a much greater level.

Therapeutic Meals

Very few meal vendors meet the unique and often challenging needs of those students who require therapeutic meals. Working with our in-house nutritionist, we create a menu plan that will be enjoyable and hopefully increase the variety of tailored offerings available to your students with the need for therapeutic meals.

BBQs at Your School

B4YM can bring out the BBQ team to your school and prep an amazing and NSLP reimbursable lunch right in front of your students. B4YM team members can tow our state of the art BBQ trailer directly to your school, or if space is a challenge, we can bring one of our mobile BBQs. Schools enjoy our BBQs for special events like jog-a-thons, grade promotions, testing completion, and many other activities. If parents or community guests are going to be attending your special events, schools can order meals for those guests as well at a minimal cost.

Catering for Staff and Parent Special Events

Oftentimes schools host meetings and events such as Professional Development Training, Parent Appreciation Nights, Recognition Breakfasts, Board Meetings, and much more. Searching for a caterer that can provide an enjoyable and affordable meal for your events can be difficult and time consuming when you factor all your normal day-to-day duties. B4YM helps to take the burden off of your staff by serving as a one-stop shop for catering support.

We have provided special event meal services for groups as small as 10 and as large as 1,500. Along with the meals we are able to prepare in our 50,000 square foot kitchen facility, we have a large
number of catering partnerships that allow us the opportunity to create many different varieties of menus at an affordable and often below market cost.

**Ticket 2 Wellness**
Ticket 2 Wellness is B4YM's daily game to get students excited about participating in the school meal program. At the start of each month, schools are given posters announcing the T2W prize for the month. Each day, a winning ticket is taped the bottom of a meal. One lucky student will receive a ticket each day entering them into the drawing for the monthly prize. Students can receive more than one ticket per month and the more often they participate in the meal program, the greater their chances of entering the drawing. Announcing and then placing “winning” tickets under random school meals resulted in many schools increasing overall participation by over 4%.

B4YM encourages a focus on health and wellness by providing prizes that are significant, desirable and promote student physical activity and fun. Past prizes have included bicycles, skateboards, scooters, Beasts Headphones, waterproof Bluetooth speakers, A's & Kings tickets, and more.

**Field Trips & Learning Opportunities**
We are very proud of our kitchen and distribution facility. Schools that have attended our recent Open Houses have expressed a desire to bring their students to our facility so they can see first-hand how their food is stored, prepared, packaged, and distributed to their schools. Daily work at B4YM is a great opportunity to engage students on health, nutrition, math, engineering, technology, safety, science, and much more. We encourage you to visit your current vendor's facility and compare it to the first-rate food-only center that we operate in. Our facility shares Millbrae facility was the former headquarters and sole production facility for Casa Sanchez Salsas & Chips.
Methods to Help Increase Student Participation

Targeted Increase
Based on an evaluation of the current participation rates at each of the various schools, it’s is Better 4 You Meals’ goal to increase overall participation by a minimum of 8%.

Enjoyable Meals
The B4YM team is constantly working on new meals that are designed with our end consumer in mind, your student. 90% of all the meals that B4YM serves end up in the hands of student who qualifies for a free or reduced lunch. Our team has deep roots in the communities we serve and every meal we test or place on our menu is designed to meet the likes of our local students.

Ticket 2 Wellness
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B4YM encourages a focus on health and wellness by providing prizes that are significant, desirable and promote student physical activity and fun. Past prizes have included bicycles, skateboards, scooters, Beasts Headphones, waterproof Bluetooth speakers, MLB baseball tickets, and more.

Focus Groups & Engagement
B4YM staff members are trained and experienced at engaging with students and parents. We will conduct meetings at schools with student groups to gauge preferences and solicit feedback regarding the meals they would like to have. Tasting can be set-up at school request to go over multiple items from the menu to gauge preferences and overall student food likes. We also provide parent informational sessions with training on NSLP standards and requirements.

Marketing & Awareness
B4YM staff can collaborate with school staff to help create school centric branded marketing materials for school nutrition program. Our outreach team can help design and create posters, flyers, and informational materials that can be given out or placed around the school. We can also work with the various school marketing or communication committees to draft newsletter articles for web or print.

Improved Packaging
One area we consistently solicit feedback on each year is packaging design. Schools have provided tremendously favorable and beneficial feedback on how it can be improved. This school year we changed the overwrap to more heat-sealed plastic with less waste and sturdier bowls. We also rolled out a new clear plastic bowl for our salads. Combined, these changes make for a better presentation of the meals. Responses to those changes was very positive!
Compliance & Training Assistance

At Better 4 You Meals, we understand the many daily demands faced by school leaders. From the day you open your doors, you are often the principal, the nurse, the receptionist, the IT tech, and now the State even expects you to be a food service expert. B4YM is confident we can take at least one of those items off of your plate. We believe your main focus should be on expanding the learning and engagement opportunities for you students.

For this reason, the B4YM team is committed to supporting your school with a wide range of food compliance services, allowing you the freedom to concentrate on what’s most important, educating your students. Our team is fully versed in State and Federal food program mandates and will assist you with meeting all of the day-to-day compliance obligations.

B4YM can provide your school with:
- Best practice operating procedures
- Nutritional analysis support using NutriKids software
- Production and transportation records
- Therapeutic menus
- Analysis of your food program
- Waste management tools
- Hazard Analysis & Critical Control Points (HACCP)

We can also guide you through the process of:
- Administrative reviews (Audits)
- Enrollment in the USDA Commodities Co-Op for greater cost savings
- Health inspections
- Developing a Wellness Policy
- Opportunities to participate in grant funding

Workshops that Better 4 You Meals provides include:
- Offer vs Serve Requirements & Best Practices
- Preparing for your Administrative Review
- Accessing CDE Equipment Grants for your school
- Marketing your meal program to parents & students
- Parent & student workshops on NSLP and Nutrition
Name Brand Partnerships

B4YM is committed to be a life-long learner of food services. We know we must consistently create new menu items, recipes, and improved methods of service to keep your students actively engaged in the meal program. A significant part of our drive is to stay fresh and innovative by seeking new and unique meal offerings.

Pick Up Stix
B4YM is currently the only vendor with a direct partnership with Pick Up Stix to serve Southern California charter schools. Based on Pick Up Stix's wildly popular NSLP compliant meals, B4YM is the first licensee approved to cook students in our own kitchen. In 2018-19, B4YM will have served over 500,000 Pick Up Stix meals and our schools increase their lunch order by an average of 15% on Pick Up Stix days.

Domino’s Pizza Smart Slice
Better 4 You Meals currently is the only 3rd party meal vendor providing schools with Domino’s Pizza for lunch and supper. Domino’s Pizza has a NSLP compliant and reimbursable Smart Slice pizza that your students are sure to love. Compared with the standard Domino’s pizza, the Smart Slice uses a whole grain crust, 1/3 less fat in the pepperoni, 1/3 less salt in the sauce, and cheese with just half the usual fat — all changes made to fit the new NSLP standards.

Pizza Hut A+ Pizza
Also joining the National School Lunch Program pizza party is Pizza Hut with their A+ Pizza. With a crust consisting of 18 grams of Whole Grain and 3 grams of fiber, Pizza Hut is working to help change the way school pizza is viewed. Featured A+ Pizzas also include toppings with 30% less fat and 55% less sodium. Pizza days at B4YM have become very popular and they can be the draw that excites your students too!

Ramona’s Burritos
Making some of the freshest and tastiest burritos in Los Angeles since 1954, Ramona’s Burritos is a family tradition and institution for many South Los Angeles and South Bay residents. In 2015, Better 4 You Meals partnered with Ramona’s to create a line of preservative free, NSLP compliant burritos based on their widely popular existing burrito menu line.

Carmelita Chorizo
Founded in 1934 in East Los Angeles, Carmelita Chorizo is the oldest chorizo manufacturer in California. With a new line of clean label, no filler chorizo, made entirely of chicken, Carmelita exclusively provides Better 4 You Meals with the best chorizo product in the school meal industry.
Sample Breakfast Items Served

Below is a list of the wide array of products we serve throughout the school year. Every meal is served with 8 ounces of rBST-free non-fat or reduced fat milk. We are constantly evaluating our menu, testing new recipes, and sampling new products at schools. To better serve our students, we encourage schools to provide us feedback regularly and engage their parents and students on favorite healthy foods.

<table>
<thead>
<tr>
<th>Sausage and Cheese Bagel</th>
<th>Mini Maple Corn Dogs</th>
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<tbody>
<tr>
<td>Green Chile &amp; Potato Burrito</td>
<td>Sausage Croissant Sandwich</td>
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<tr>
<td>Cheese &amp; Green Chile Tamale</td>
<td>Mini Cinnamon Buns</td>
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<tr>
<td>Chicken &amp; Waffle</td>
<td>Reduced Sugar Frosted Mini-Wheats</td>
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<tr>
<td>Whole Grain French Toast Sticks</td>
<td>Reduced Sugar Frosted Flakes</td>
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<tr>
<td>Whole Wheat Coffee Cake</td>
<td>Reduced Sugar Cinnamon Toast Crunch</td>
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<td>Apple Cinnamon Chewy Breakfast Bar</td>
<td>Whole Grain Mini Pancakes</td>
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<td>Whole Grain Pan Dulce</td>
<td>Blueberry/Apple Mini Loafs</td>
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<td>Whole Wheat Grilled Cheese Sandwich</td>
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<tr>
<td>Bagel-Ful Fruit Bars</td>
<td>Whole Grain Mini Pancake</td>
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<tr>
<td>Egg &amp; Sausage Burrito</td>
<td>Whole Wheat Bagel with SunButter and Jelly</td>
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<td>Turkey Sausage &amp; Cheese Croissant</td>
<td>Whole Wheat Bean and Cheese Burrito</td>
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<tr>
<td>Low Fat Yogurt &amp; Nut Free Granola</td>
<td>Whole Wheat Blueberry Muffin</td>
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<td>Country Biscuit w/ Turkey Sausage Gravy</td>
<td>Proball and String Cheese</td>
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<tr>
<td>Apple Oatmeal Bar</td>
<td>Whole Wheat Round - Oatmeal Raisin Flavor</td>
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Sample Lunch Items Served

Below is a list of the wide array of products we serve throughout the school year. Every meal is served with 8 ounces of rBST-free non-fat or reduced fat milk. We are constantly evaluating our menu, testing new recipes, and sampling new products at schools. To better serve our students, we encourage schools to provide us feedback regularly and engage their parents and students on favorite healthy foods.

Chicken & Cheese Tamales
Diced Pollo Bowl w/ Beans & Mexican Brown Rice
Ground Turkey & Cheese Lasagna
Ground Turkey & Cheese Nachos
Red or Green Chicken Enchiladas
Chicken Chile Verde
Pick Up Stix House Chicken & Veggies
Domino’s Pizza School Smart Slice
Beef Hamburger w/ Lettuce, Tomato and Pickle
Cheese Ravioli
Teriyaki Chicken & Noodles
Beef & Cheese Nachos
Orange Chicken & Chow Mein Noodles
Pizza Calzone
Country “Fried” Pork Chop w/ Gravy
Baked Fish Patty Burgers
Sloppy Joe Burgers
Bean & Cheese Burrito w/ Salsa
Green Chile & Cheese Pupusas
Chicken Fajitas & Beans
Baked Breaded Chicken Patty Burgers
Beef/Chicken & Bean Burritos
Chicken & Cheese Burrito

Chicken Fettuccini Alfredo
Chicken Teriyaki w/ Vegetables and Brown Rice
Sweet & Sour Chicken w/ Chow Mein Noodles
Pizza Hut A+ School Slice
Breaded Chicken Bites w/ Mashed Potatoes
Chicken Fajitas w/ Spanish Brown Rice
Beef & Bean Chili Bowl
Chicken Italian Sandwich
Beef & Vegetable Picadillo w/ Spanish Brown Rice
Ham/Turkey & Cheese Sandwich
Cajun Chicken Wrap
BBQ Riblet Sandwich
Chinese Chicken Salad
Penne Pasta w/ Meat Sauce
Philly Cheese Steak Sandwich
Rotini Pasta w/ Meat Sauce
Chicken Taquitos w/ Refried Beans
Spaghetti w/ Ground Turkey Marinara
Tuna Salad Sandwich
Turkey Steak w/ Mashed Potatoes
Turkey/Beef Hot Dog
Macaroni & Cheese
Hot Roast Beef Sandwich
USDA Commodities

Almost every week, a B4YM team member hears a school leader say, "I've heard about commodities, but what exactly are they and how do they work?" Helping schools understand how to participate in and utilize USDA Commodities, in their meal program, is something the team at B4YM takes great pride in.

What is the USDA Commodities Program?
Every year, with funding from the Federal Government, the USDA purchases 100% American grown foods from local farmers and growers. The USDA then makes those products available to community organizations and educational institutions at drastic discounts compared to the retail market.

USDA Commodities, also known as USDA Foods, currently account for 15%-20% of all food served to schools across the country. Until recently, only large school districts with significant storage capabilities participated in the Commodities Program because the purchases are so large. Based on your enrollment and lunches served the previous year, each of your schools will be issued an amount of eligible monetary credits to purchase USDA Commodities.

How Can Charters Take Maximum Advantage of Their USDA Entitlements?
In 2011, charter school leaders throughout Southern California created a Co-Op and requested the State approve them as eligible to access USDA Commodities. The California Charter School Commodities Co-Op is available to schools statewide and they meet annually to decide what products they'd like purchased with their USDA credits.

There is no cost to join the Co-Op, so there is no up-front money needed from your school. Items are purchased on your behalf by the Co-Op and transported to your food vendor for proper storage. Your vendor then incorporates those foods into meals for your students. Your food vendor must be an approved processor of USDA Commodities and must be willing to use the commodities of your choosing. The Co-Op retains a small administrative fee for the processing and oversight to offset the costs involved in the program.

What Are the Fiscal Benefits of Using USDA Commodities?
The savings to charter schools that use commodities are huge! On average, a charter school in the Co-Op can receive enough credits to offset a significant amount of their daily lunch cost. Over an entire year, schools can reduce their total lunch costs by 6%-8%, which can be translated into your school saving about $.23 per lunch per day.

Imagine you are a school of 500 students and serve 400 lunches per day. If you were participating in the USDA Commodities Charter School Co-Op you could be eligible to receive
annual credits totaling around $14,500. Those credits would be taken right off of your food vendor's invoice which helps your school's monthly cash flow output. Could your school use an additional $14,500 per year?

**What Kinds of Foods Does B4YM Make with USDA Commodities?**
B4YM has become an expert in utilizing the commodities chosen by the Co-Op and turning them into meals that are extremely popular with students. Products eligible to be purchased through USDA Commodities include:

- Grilled chicken fajitas strips
- Lean ground beef & turkey
- Sliced turkey
- Sliced chicken breast
- Hamburger patties
- Fresh produce
- Frozen vegetables
- Whole grain tortillas & pasta
- Brown rice
- Low sodium cheese

Popular meals that B4YM makes with commodities food are:

- Chicken Fajitas w/ Rice & Beans
- Cheeseburgers
- Turkey & Hummus Pitas
- Rotini with Marinara Meat Sauce
- Chipotle Chicken Sandwich
- Cranberry Chicken Sandwich
- Chicken Fettuccine Alfredo
- Chicken Quesadilla
- Turkey Submarine Sandwich
- Chicken Chile Verde & Beans
- BBQ Chicken Sandwich
- Chicken & Veggie Stir-fry

**What Can Your School Do with Savings from USDA Foods?**
Federal and State law requires that all NLSP related reimbursements go directly to support the meal program at the school. If your school has significant cost savings from participating in the USDA Commodities Program, what can you spend those funds on? Some examples of allowable use of surplus meal funds are:

- Purchasing covered structures for the eating area
- New lunch benches
- Tables and chairs for eating area
- Serving carts for meal distribution
- Technology for operating the meal program (laptop, scanner, keypad)
- Insulated bags for food transporting
- Offsetting the cost of employees directly supporting the meal program

There are numerous ways to effectively use your surplus meal funds, but should you be unsure or question whether a purchase or use of funds is an allowable expense, we recommend that you contact the CDE for further clarification.
Commitment to Ensuring Healthy Food Options

Everyday, the Better 4 You Meals team is working tirelessly to ensure that every meal we serve is tasty, fresh, healthy, and is in line with all requirements of the Healthy, Hunger-Free Kids Act and the Let's Move Initiative of the White House. While definitely stringent, the new standards and initiatives of the USDA have placed students on a path to a healthier and more food conscience future.

Better 4 You Meals dietitians and culinary professionals have been working to develop menu strategies and systems that will help your school meet the new standards efficiently and cost-effectively, while maintaining student participation in, and satisfaction with, their school meal programs.

- Our menus feature low and non-fat dairy options; lean protein choices; access to a wide variety of fruits and vegetables; assorted whole grain products; and 100 percent fruit juice.
- We continue to reduce added fats, sugar, and salt while promoting and expand the availability of breakfast.
- Our recipes are designed to meet the nutritional standards, but also to focus on student acceptability, so students will participate in a healthy school food service program.

Expanded Vegetable & Fruit Option

In line with the USDA’s initiative to increase the variety of fruits and vegetables that is offered to students, Better 4 You Meals has employed strategies to increase your student satisfaction and consumption of fresh fruit and vegetables.

- Offering a Salad Bar with a variety of fresh vegetables and salsa
- Providing Low Sodium Tajin with fresh vegetables
- Providing schools with food service tools like the Sunkist Sectionizer for easy and safe fruit cutting at the school site
- Offering schools a cut fruit and premium fruit upgrade to expand the current fruit rotation

Whole Grain Foods

All breads, pasta, tortillas, baked goods, other grain based items that Better 4 You Meals serves are Whole Grain rich and meet all USDA NSLP requirements. Whole grains contain fiber, vitamins, minerals, and antioxidants. Fiber helps children feel full longer. Whole grains may reduce the risk of several chronic diseases including coronary heart disease, and may help maintain a healthy weight.

Decreasing Sodium in All Meals

Sodium, also known as salt, is often added to foods during processing, cooking, or at the table. While the body needs some sodium, almost everyone eats more than the body needs. Too much sodium plays a role in high blood pressure, which makes it harder for the heart to do its job. By offering lower sodium versions of popular menu items and recipes at the beginning of a school year, students' tastes can change. Adding less or no salt and using tasty sodium-free alternatives, such as herbs and spices,
can help students learn to like foods with a less salty flavor. Our goal is that they will not even notice the difference!

**Enjoyable & Culturally Relevant Meal Options**

As the push to improve school meals grows, it’s important to never lose focus that the student is the ultimate consumer of the meal. If the meal is not fresh, tasty, visually appealing, and overall enjoyable to your students, then the likelihood they will take and eat the meal decreases substantially. And those students who never take a meal or immediately throw it in the trash, the likelihood they go without food for the day or reach for the first junk food option in site rises very dramatically.

Better 4 You Meals seeks to find that elusive perfect balance of fresh, healthy, and tasty meals that speaks to the students and creates an enjoyable meal experience. Using meals that students recognize, associate good feelings with, and are interested in trying has been a significant factor in our rapid growth throughout Southern California.

We seek ways to replicate those meals that the students may have grown up with and that they love, but in a healthier version. This shows students that the extra salt, oil, fat, and grease is not needed to have a delicious meal.

Some meals that that Better 4 You Meals has recreated into a healthier version and have proven to be very popular with students include:

- Chicken chorizo & potato taco
- Baked breaded chicken nuggets
- Baked breaded orange chicken
- Baked sopes with refried beans and diced chicken breast
- Baked Pupusas with green chile and cheese
- Chicken and cheese tamales made without manteca (lard)
- Burritos in whole grain tortillas
- Whole grain rich croissants and bagels
- Whole grain breakfast coffee cake – reminiscent of the famous LAUSD coffee cake
Meal Transportation and Holding – Procedures & Equipment

Meal Transportation Procedures:

Meals are transported in fully enclosed delivery trucks or vans, which are free of odors and maintained clean at all times. Our fleet is covered by a complete pest control system that is conducted by a professional pest management company which specifically works in the food production industry. The vehicles are maintained by a Preventative Maintenance Program that is organized to prevent cross-contamination.

Specific equipment used for meal transport:

For schools with ready to eat meal delivery, transportation equipment may include, but is not limited to: ice chests for beverages, industrial transport tubs for items at room temperature and Cambro units (hot boxes) of various sizes. These units are used with the addition of Cam Chillers, Cam Warmers, and Ice Blankets, depending on the meal item temperature.

Additional equipment can consist of:
- Cam-Dollies
- Cam-Chillers
- Beverage Caddies
- Harnessing Equipment
- Delivery Trucks with Safety Lift-Gates
- Load Baring Bracers
- Hand Truck

Sample Holding Procedures:

Meal temperature should be taken at time of delivery and recorded on the Transportation Record. They should then be monitored once every two hours until food is served to assure that hot food is held above 135°F and cold foods are held below 41°F. Temperature control does not apply to whole fruit or packaged shelf stable items.

When meals are waiting to be served, Cambros and Coolers must be kept at least 6 inches off the ground/floor on tables, crates, hand trucks or counters. They can also be left on their Cambro Dollies.