



December 5, 2024

TO: THE DISTRICT BOARD OF TRUSTEES OF VALENCIA COLLEGE

FROM: DR. KATHLEEN PLINSKE
President

RE: AWARD OF ITN 2024-07, FOOD SERVICES COLLEGEWIDE

On September 1, 2023, the College issued Invitation to Negotiate (ITN) 2024-07, which sought proposals for the management of campus food service on the East, Osceola, and West, Lake Nona and Poinciana Campuses. The provision of affordable food service on campus is consistent with Valencia's policy on affordability and is important given that upward of forty percent of Valencia students experience some level of food insecurity and providing students the opportunity to access meals while remaining on campus contributes to student success and retention.

On October 31, 2023, three (3) firms submitted proposals in response to the solicitation: Compass Group, Global Event Marketplace, Inc., and Metz Culinary Management (Metz). A public evaluation meeting was held on November 30, 2023, to discuss and review proposals. Seven (7) committee members scored and ranked proposals based on the following criteria: company history and background, foodservice/catering operations and customer service, financial projections and financial return, marketing/communications and website/technology, staffing/personnel, and transition plan. Following full discussions and deliberation, two (2) firms were shortlisted and invited to Phase II of the ITN, Presentations and Negotiations: Compass Group and Metz.

On January 11, 2024, Phase II Presentations and Negotiations were held with the shortlisted firms. A public meeting for final evaluation was held on February 7, 2024, during which committee members scored and ranked firms based on best overall value to the College. After careful evaluation, the committee selected Metz based on its financial projections and ability to meet the College's food service needs.

On July 1, 2024, the College and Metz entered into a food service management agreement that includes a set management fee to Metz as the service provider. In order to keep the menu prices below market rates at an affordable level and within most students' financial means, the College desires to offset the full cost of such food and beverage with an allocation of College funds for this specific purpose, not to exceed \$500,000.

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees of Valencia College authorize the College to allocate up to \$500,000 to Metz Culinary Management, as may be needed to reduce menu prices and provide affordable food service on campus, as presented.



President