



*Our Mission... "Make Their Day"*

*Since 1978*

Ms. Kristen Woodbury  
Director of Business Services  
USD 202 Turner  
800 S. 55<sup>th</sup> St.  
Kansas City, KS 66106

April 20, 2025

Dear Ms. Woodbury,

In response to the Request for Proposal for USD 202, we have prepared a bid book to outline our approach to improving your food service program. In this letter, we will reference sections of the book that respond to the Selection Criteria in Exhibit F. This will ensure the district that Opaa! has met the necessary requirements and have a plan to support your community. Opaa! has partnered with USD 202 for 10 years and we look forward to another five years.

Our Executive Summary will outline how Opaa! intends to meet the needs of the district as requested in the scoring rubric. Each section of the bid book will provide you with details on Opaa!'s programs and plans to establish a partnership for the next five years. Opaa! will support your district with our Director Suzanne Alston, an Operations Manager, Rachel Hankins, a Director of Operations, Nicole Devlin, and a Business Development Associate, David Howard.

#### Price/Cost

The proposed fixed meal rates for the 2025-26 school year are inserted in the Price/Cost tab of the bid book. Opaa!'s meal rates were thoughtfully calculated using the Lunch, Breakfast and A la Carte programs. We have provided rates with the current kitchen staff being employed by Opaa! and three district paid kitchen staff. We have increased the wage rates for the hourly employees to improve employee retention and provide Suzanne the ability to source quality staff for your district. Current employees will be given a merit increase and a \$3.00 pay increase. Future hires for Kitchen Staff will be hired at \$15.00 and Kitchen Managers will be hired at \$18.00.

The student lunch rate for 2025-26 is \$3.5755 and the breakfast rate is \$2.7600. Opaa! plans to continue to improve the lunch and breakfast program and increase participation. Increasing meals will improve the district's financial standing in the food service fund. Increasing the CACFP At-Risk After School Supper Program will also improve the district's financial position while feeding students a free meal after school. There are opportunities to expand this to all Elementary students and then to Middle and High School students as well. This would provide a great service to the community and to the students in need of a nutritious meal before they leave the school campus.

***Opaa! Food Management, Inc.***

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[www.opaafood.com](http://www.opaafood.com)



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#### Service Capability Plan

The Service Capability Plan will provide the district with our menu plans and the support team for the district. Opaa! will continue to market the program to the community and partner with the district to continuously improve our program. We have provided plans for enhancing the program and improving the participation in our Lunch and Breakfast programs. We will also expand the Concessions services and partner with the district to provide the best Concessions services in the area.

#### Support for Turner USD 202

Opaa! is a Missouri based company with local support for the kitchen staff and for the administration team. We have sixty-three districts in Kansas that have found Opaa! to be the premier food service company in the state. Suzanne will help elevate the program and provide expertise in food production and presentation. Opaa! will continue to provide regional support from local Directors, Operations Managers, our Regional Chef, Joe Pruitt, and our home office in Chesterfield.

Opaa!'s mission to Make Their Day aligns with the district's commitment to achieve success by expecting the best from everyone. Opaa! will help market to the community the impact that nutritious meals have on education and attendance. Opaa! will partner with the district to develop relationships with the community. Opaa! will look for opportunities to expand our farm to school initiatives and market local foods to the students and staff.

We look forward to serving your district for the next five years. Opaa! wants to meet and exceed the needs of the community and ensure the safety and well-being of the students and staff. We appreciate the district's consideration of our proposal and are available to answer any questions.

Sincerely,

OPAA! FOOD MANAGEMENT, INC.

Neil Broderick  
Director of Strategic Growth  
nbroderick@opaafood.com

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