

Request for Proposals No. 2025-14

Amended

Local Food for Washington Schools

STATE OF WASHINGTON
OFFICE OF SUPERINTENDENT OF PUBLIC INSTRUCTION
OLYMPIA, WASHINGTON

PROJECT TITLE: Local Food for Washington Schools

PRE-BID CONFERENCE:

OSPI plans two pre-bid conferences at Pacific Time (PT). Respondents may join the conference that best meets their availability.

- October 9, 2024, at 12 pm PT (New zoom link below)
 - Join Zoom Meeting
 - <https://us02web.zoom.us/j/82820837701>
- October 14, 2024, at 7 pm PT (New zoom link below)
 - Join Zoom Meeting
 - <https://us02web.zoom.us/j/83069834969>

PROPOSAL DUE DATE: 3:00 p.m., Pacific Time (PDST) on November 12, 2024

ESTIMATED CONTRACT PERIOD: . July 1, 2025 through June 30, 2026. Amendments extending the period of performance, if any, shall be at the sole discretion of OSPI.

CONSULTANT ELIGIBILITY: **This** solicitation is open to those Consultants who satisfy the minimum qualifications stated herein and that are available for work in Washington State.

SUBMIT PROPOSAL TO: Proposal Delivered by Email:
Brenda.Merritt@k12.wa.us

All communications concerning this RFP must be directed only to the RFP Coordinator via email. Any other communication will be considered unofficial and non-binding on OSPI. Consultants are to rely on written statements issued by the RFP Coordinator. Communication directed to parties other than the RFP Coordinator may result in disqualification of the Consultant.

This RFP is available at the [Office of Superintendent of Public Instruction \(OSPI\) website](#) and at the Department of Enterprise Services, [Washington Electronic Business Solution \(WEBS\) Procurement website](#). All RFP amendments and/or Consultant questions and OSPI answers will be posted to these sites. All interested



Washington Office of Superintendent of
PUBLIC INSTRUCTION

Consultants must be registered with WEBS under the following commodity codes in order to receive automatic notifications: **019-21** Berry Crops; **019-30** Corn; **019-42** Fruits, Deciduous Tree; **019-47** Grapes; **019-58** Oats; **019-90** Vegetables; **385-96** Vegetables, Frozen; **019-94** Wheat; **040-42** Fish (Not otherwise classified); **385-68** Seafood, Wild and Farm Raised, Fish and Shellfish

OSPI, and its contractors and subcontractors, must not discriminate in any programs or services based on sex, race, creed, religion, color, national origin, age, marital status, honorably discharged veteran or military status, sexual orientation, gender expression, gender identity, disability, or the use of a trained dog guide or service animal by a person with a disability, and must comply with state and federal nondiscrimination laws, including Section 504 of the Rehabilitation Act of 1973, Title IX of the Education Amendments of 1972, the Americans with Disabilities Act, and Title VI of the Civil Rights Act of 1964. Questions and complaints of alleged discrimination should be directed to the Equity and Civil Rights Director at 360-725-6162/TTY: 360-664-3631; or P.O. Box 47200, Olympia, WA 98504-7200; or equity@k12.wa.us.

Table of Contents

Section A. INTRODUCTION	6
A.1. DEFINITIONS	6
A.2. PURPOSE OF REQUEST FOR PROPOSALS	9
A.3. BACKGROUND	9
A.4. OBJECTIVE AND SCOPE OF WORK	10
A.5. BIDDER QUALIFICATIONS	12
A.6. PERIOD OF PERFORMANCE	13
A.7. FUNDING	13
A.8. AMERICANS WITH DISABILITIES ACT	14
Section B. GENERAL INFORMATION FOR BIDDERS	15
B.1. RFP COORDINATOR	15
B.2. QUESTIONS & ANSWERS	15
B.3. ESTIMATED SCHEDULE OF PROCUREMENT ACTIVITIES	15
B.4. LETTER OF INTENT	16
B.5. PRE-BID CONFERENCE	16
B.6. COMPLAINT PROCEDURE	16
B.7. SUBMISSION OF PROPOSALS	17
B.8. PROPRIETARY INFORMATION/PUBLIC DISCLOSURE	18
B.9. ADDENDUMS AND AMENDMENTS TO THE RFP	19
B.10. SMALL BUSINESS, MINORITY & WOMEN’S BUSINESS ENTERPRISES (MWBE), AND VETERAN-OWNED BUSINESS PARTICIPATION	19
B.11. ETHICS, POLICIES, & LAW	20
B.12. ACCEPTANCE PERIOD	20
B.13. RESPONSIVENESS	20
B.14. MOST FAVORABLE TERMS	21
B.15. CONTRACT AND GENERAL TERMS & CONDITIONS	21
B.16. COSTS TO PROPOSE	21

B.17.	NO OBLIGATION TO CONTRACT	21
B.18.	REJECTION OF PROPOSALS	23
B.19.	COMMITMENT OF FUNDS.....	23
B.20.	STATEWIDE VENDOR PAYMENT REGISTRATION.....	23
B.21.	INSURANCE COVERAGE.....	23
Section C.	PROPOSAL CONTENTS	24
C.1.	PROPOSAL OVERVIEW	24
C.2.	LETTER OF SUBMITTAL.....	24
C.3.	VENDOR QUESTIONNAIRE	24
C.4.	MANAGEMENT PROPOSAL (Maximum 3 Pages).....	24
C.5.	TECHNICAL PROPOSAL (Maximum 3 Pages)	27
C.6.	COST PROPOSAL.....	27
Section D.	EVALUATION AND AWARD	30
D.1.	EVALUATION PROCEDURE.....	30
D.2.	EVALUATION AND SCORING.....	30
D.3.	SELECTION OF APPARENT SUCCESSFUL BIDDER.....	31
D.4.	NOTIFICATION TO BIDDERS	33
D.5.	DEBRIEFING OF UNSUCCESSFUL BIDDERS	33
D.6.	PROTEST PROCEDURE.....	33
Section E.	RFP EXHIBITS.....	36
	EXHIBIT A	37
	EXHIBIT B	39
	EXHIBIT C.....	40
	EXHIBIT D	Error! Bookmark not defined.
	EXHIBIT E.....	55
	EXHIBIT F.....	57
	EXHIBIT G	
	
	...45	

EXHIBIT H

.....
...49

EXHIBIT I66

EXHIBIT J **Error! Bookmark not defined.**

Section A. INTRODUCTION

A.1. DEFINITIONS

Definitions for the purposes of this RFP include:

Agency or OSPI – The Washington State Office of Superintendent of Public Instruction; the entity issuing this RFP.

Aggregator – a third party that works with producers to gather the same or reasonably similar food products.

Amendment – A unilateral change to the Solicitation that is issued by OSPI at its sole discretion and posted on WEBS and OSPI’s website.

Apparent Successful Bidder (ASB) – A Bidder submitting a response to this Solicitation that is evaluated and is identified and announced by OSPI as providing the best value to the Agency. Upon execution of a Contract, the ASB is referred to as the successful Bidder or the Contractor.

Bid – An offer, proposal, or quote for goods or services submitted in response to this RFP.

Bidder – Individual organization, public or private agency submitting a proposal in order to attain a contract with OSPI. For purposes of this Solicitation, the terms Bidder, Consultant, and Vendor are interchangeable.

Competitive Solicitation – A documented formal process providing an equal and open opportunity to Bidders or Consultants culminating in a selection based on predetermined criteria.

Complaint – A process that may be followed by a Bidder prior to the deadline for bid submission to alert OSPI of certain types of asserted deficiencies in the Solicitation.

Consultant – Individual organization, public or private agency submitting a proposal in order to attain a contract with OSPI. For purposes of this Solicitation, the terms Bidder, Consultant, and Vendor are interchangeable.

Contractor – Individual or company whose proposal has been accepted by OSPI and is awarded a fully executed, written contract.

Debriefing – A short meeting an unsuccessful Bidder may request with the Coordinator following the announcement of the Apparent Successful Bidder for the purpose of receiving information regarding the review and evaluation of that Bidder’s Response.

Distributor – An agent that supplies goods to other businesses or sells to consumers.

Domestic Food – An agricultural grown, processed, and otherwise prepared for sale or distribution exclusively in the United States or its territories, except with respect to minor ingredients. Minor ingredients from nondomestic sources will be allowed to be utilized as a United States product if such ingredients are not otherwise produced in the United States, available in the United States at fair and reasonable prices from domestic sources.

Local or Regional Food – Locally and regionally produced food means a food that is raised, produced, aggregated, stored, processed, and distributed in the locality or region where the final product is marketed to consumers, so that the distance that the product travels between the farm or ranch where the product originates and the point of sale to the end consumer is at most 400 miles, or both the final market and the original of the product are within the same state or territory. This RFP uses the contracted Spokane, Grandview, and Algona Warehouses as the final destination.

Local or Regional Producer – Farmers, Ranchers, Producer, Processor or distributor and other businesses involved in food production or distribution that are located within the state or within 400 miles of the delivery destination.

Minimally Processed Food - Minimal processing means that the product was processed in a manner that does not fundamentally alter the product. Examples of allowable food products that OSPI will procure include fruits and vegetables; grain products like flour; meats (whole, pieces, or food items such as ground meats); meat alternates such as beans or legumes. Foods in a wide variety of minimal processing states (e.g., whole, cut, pureed, etc.) and/or forms (e.g., fresh, frozen, canned, dried, etc.) are also allowable.

National School Lunch Program – A U.S. Department of Agriculture Child Nutrition Program that provides lunch to school age students at school.

Proposal – A formal offer submitted in response to this RFP.

Proprietary Information – Information such as patents, technological information, or other related information that the Bidder or Consultant does not want released or shared with the public.

Protest – A process that may be followed by a Bidder after the announcement of the Apparent Successful Bidder to alert OSPI to certain types of alleged errors in the evaluation of the Solicitation.

Request for Proposals (RFP) – Formal procurement document in which a service or need is identified but no specific method to achieve it has been chosen. The purpose of an RFP is to permit the consultant community to suggest various approaches to meet the need at a given price.

RCW – The Revised Code of Washington.

Responsible Bidder – An individual, organization, public or private agency, or other entity that has demonstrated the capability to meet all the requirements of the Solicitation and meets the elements of responsibility. (See RCW 39.26.160 (2))

Responsive Bidder – An individual, organization, public or private agency, or other entity who has submitted a Bid that fully conforms in all material respects to the Solicitation and all its requirements, in both form and substance.

RFP Coordinator – An individual or designee who is employed by OSPI and who is responsible for conducting this Solicitation.

Socially Disadvantaged Producers – Socially disadvantaged Farmer or Rancher is a farmer or rancher of a socially disadvantaged group. A Socially Disadvantaged Group is a group whose members have been subject to discrimination on the basis of race, color, national origin, age disability, and, where applicable sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or a part of an individual's income is derived from any public assistance program.

Solicitation – A formal process providing an equal and open opportunity for Bidders culminating in a selection based upon predetermined criteria.

Subcontractor – An individual or other entity contracted by a Consultant to perform part of the services or to provide goods under the Contract resulting from this Solicitation. Subcontractors, if allowed, are subject to the advance approval of OSPI.

Vendor – Individual organization, public or private agency submitting a proposal in order to attain a contract with OSPI. For purposes of this Solicitation, the terms Bidder, Consultant, and Vendor are interchangeable.

WEBS – Washington's Electronic Business Solution, the Consultant notification system found at [Washington Electronic Business Solution \(WEBS\) Procurement website](#) and maintained by the Washington State Department of Enterprise Services.

A.2. PURPOSE OF REQUEST FOR PROPOSALS

The purpose of this Competitive Procurement is to receive competitive bids to evaluate and, as appropriate, award Contracts for the Office of Superintendent of Public Instruction (OSPI) to procure goods and/or services as set forth herein. Pursuant to Washington's Procurement Code for Goods and Services, RCW chap. 39.26, state agency purchases of goods and services must be based on a competitive solicitation.

Therefore, OSPI is initiating this Request for Proposals (RFP) to solicit proposals from Consultants interested in participating on a project to supply Child Nutrition Services with locally sourced, minimally processed agricultural products for use in Washington state schools participating in the United States Department of Agriculture (USDA) National School Lunch Program (NSLP).

A.3. BACKGROUND

Led by Superintendent Chris Reykdal, OSPI is the primary agency charged with overseeing public K–12 education in Washington state. Working with the state's two hundred ninety-five (295) public school districts, seven (7) state-tribal education compact schools, and public charter schools, OSPI allocates funding and provides tools, resources, and technical assistance so every student in Washington is provided a high-quality public education.

OSPI Child Nutrition Services (CNS) administers the USDA Child Nutrition Programs for the state of Washington. The mission of Child Nutrition Services is to assist school districts and other institutions in providing high quality nutrition programs that promote life-long healthful living while providing nutritious meals each day that prepare children for learning. Through training/technical assistance, relationship building, and nutrition promotion, CNS ensures nutritious foods are provided to children each day at school.

In October 2022, OSPI CNS received federal funding from the USDA Agricultural Marketing Service for the Local Food for Schools Cooperative Agreement Program (LFS). Federal level goals of this project were to:

- Provide an opportunity for states to strengthen their local and regional food system.
- Help support local and socially disadvantaged farmers/producers and small business through building and expanding economic opportunities.
- Establish, strengthen, and broaden partnerships with farmers/producers and schools to ensure distribution of fresh and nutritious foods.

[Local Food for Schools Cooperative Agreement Program | Agricultural Marketing Service \(usda.gov\)](https://www.usda.gov/local-food-for-schools-cooperative-agreement-program-agricultural-marketing-service)

USDA funding has ended, but we aim to continue centralized purchasing and distribution of local products to support use of local agriculture and fisheries products in Washington State

Child Nutrition Programs. With the current solicitation, we seek to fulfill the LFS goals by purchasing locally sourced foods directly or through a distributor from Washington farmers, ranchers, fishers, producers, and small businesses. No grant funding currently supports this project. School districts will reimburse OSPI for local purchases made under the contracts awarded from this RFP. Our goals for this work are to develop mutually beneficial and sustainable partnerships that build Farm to School Programs and increase student consumption of local nutritious foods in the school meal programs.

OSPI intends to award one or multiple contracts to provide the goods and services described in this RFP. Bidders may be farmers, ranchers, fishers, or other local food producers or organizations that have the connections and ability to aggregate and deliver like products.

A.4. OBJECTIVE AND SCOPE OF WORK

A. Objective:

The purpose of this solicitation is to establish a contract for purchase of locally sourced, minimally processed dry and frozen goods. OSPI is procuring local minimally processed agricultural and fisheries products on behalf of school districts in Washington. School districts will reimburse OSPI for foods purchased. No additional funding supports this project.

The overarching objective is to establish relationships for the purchase of Washington grown foods that maximize the value for the farmer or local food producer and to place those foods in schools for service to students in the state.

OSPI intends to contract with one or multiple Consultants responding to this RFP.

B. Scope of Work:

It is expected that contracts that result from this solicitation will be finalized in December 2024 for products delivered from July 2025 through March 2026. School districts and other NSLP sponsors will pre-order products in February 2025 for School Year (SY) 2025-2026. OSPI will estimate the total quantity of product needed during the contracting process. We will communicate monthly pre-order quantities to contractors in March 2025. Pre-orders are an estimate for planning purposes; they are not a guarantee of final orders. Final orders will be determined on a month-to-month basis during the 2025-2026 school year.

OSPI may award contracts to multiple contractors under this single solicitation. Based on past contracts, we estimate NSLP sponsors desire the following products and quantities. This is not an exhaustive list. Bids for additional local, minimally processed products are welcome. Bids from contractors that cannot provide the full estimated number of cases are also welcome.

Product	Target Pack Size	Approximate Amount Needed
----------------	-------------------------	----------------------------------

Bison, ground, frozen	10 lb. packages, 40 lb. case	21,000-23,000 lbs.
Salmon, boneless fillet, frozen	2 lb. Fillet, 15 ea. / 30 lb. case	19,000-21,000 lbs.
Flour, whole wheat	50 lb. bag or 2 ea. 25 lb. bag	10,000-15,000 lbs.
Lentils, whole, dry	25 lb. bag	7,000-9,000 lbs.
Fruit, IQF or frozen (berries, tree fruit, etc.) Strawberries, whole, tops removed Blackberries Blueberries Raspberries Cherries, pitted Peaches, pitted, sliced	Bulk or 5 lb. packages, 20-25 lb. case	26,000-28,000 lbs. 24,000-26,000 lbs. 49,000-51,000 lbs. 43,000-45,000 lbs. 21,000-23,000 lbs. 24,000-26,000 lbs.
Fruit, dried Cherries, pitted	Bulk or individual packages, 20-25 lb. case	6,000-8,000 lbs.
Beef, stew meat, frozen	10 lb. Packages, 40lb. case	22,000-24,000 lbs.
Beef, shaved/sliced, frozen	10 lb. packages, 40 lb. case	23,000-25,000 lbs.
Pork, shoulder roast, frozen	5-10 lb. Packages, 40 lb. case	8,000-10,000 lbs.
Pork, ground, frozen	10 lb. packages, 40 lb. case	15,000-17,000 lbs.

The product quantity needed is an estimate based on previous years' quantities. These products provide value to schools because OSPI will handle the procurement, ordering, and transportation logistics for these locally sourced products. School districts are familiar with the products listed above. However, we welcome bids for products not included on the list above. Order quantities for new products may be lower, as it will take time for schools and students to become accustomed to the products. Should demand for products surpass initial purchases, OSPI may purchase additional quantities before the end of the contract term.

The target pack size represents the typical pack size used by schools. These pack sizes are encouraged but not required. Consultants are asked to list their available pack sizes in Exhibit J – Bid Pricing Worksheet.

Consultants can propose other minimally processed locally grown frozen or dry products not included on the list above. OSPI is interested to learn about other available food options. Other options will be reviewed and considered for purchase.

Examples of additional items that could be useful are:

Product
Winter Squash, peeled, cubed, frozen
Kale, chopped, frozen
Halal Certified Meat, frozen

Upon execution of the contract, contractor will deliver product to OSPI warehouses located in Grandview, Washington (freezer storage), Spokane, Washington (dry storage), and Algona, Washington (freezer and dry storage) according to agreed-upon delivery dates between July 2025 – March 2026. Product will be packaged in new case boxes according to specifications set forth in the contractor’s bid. Cases will be clearly labeled with the product name, case count and weight, lot code (for traceability), producer/manufacturer name and location, product origin (city and state), and assigned product code. Pallets delivered to the warehouses need to be palletized, securely wrapped, and separately labeled with the assigned product code. Mixed product pallets are acceptable. All deliveries need to be accompanied by a packing slip or delivery receipt that itemizes the products delivered. Delivery will occur at standard receiving bay height. The contractor will be responsible for scheduling deliveries with the warehouses after receiving an OSPI purchase order. After delivery is made, the contractor will send an invoice to OSPI.

A.5. BIDDER QUALIFICATIONS

Minimum Qualifications:

Licensed to do business in the State of Washington. If not licensed, provide a written intent to become licensed in Washington within thirty (30) calendar days of being selected as an Apparent Successful Bidder.

Desired Qualifications:

The Technical Proposal must demonstrate the respondent's ability to:

- Ensure all products offered are produced under the appropriate state and federal processing licenses. This could include Washington State Department of Agriculture (WSDA) food processor license or USDA processing license.
- Deliver product in boxed cases on wrapped pallets at standard receiving bay height to one or more warehouse locations in Algona WA, Grandview WA, and/or Spokane WA.
- Clearly label product cases with descriptive product name, case count and weight, business name, business address, lot code (or other code for product traceability), and assigned product ID code.

- Maintain product under proper storage and transportation conditions to maintain food safety, including proper temperature control and ability to provide temperature logs.
- Document product traceability and origin.

Consultants who do not meet the minimum qualifications will be rejected as non-responsive and will not receive further consideration. Any proposal that is rejected as non-responsive will not be evaluated or scored.

Contracts shall be awarded to farmers, producers, processors, or distributors of local domestic products that meet the definition of a local or regional producer.

A.6. PERIOD OF PERFORMANCE

The period of performance of any contract resulting from this RFP is tentatively scheduled to begin on or about July 1, 2025, and end on or about June 30, 2026. The option to extend any contract resulting from this procurement shall be at the sole discretion of OSPI.

As such, OSPI reserves the right to amend to extend the contract for additional purchases during the contract period and/or for two additional contract years through June 30, 2028. Decision to amend shall be based on: 1) school interest in the products and desire to purchase foods using the school food service account; 2) sustained satisfactory performance as decided by the Contract Manager, 3) successful completion of project objectives, and 4) availability of funding. If OSPI requests a renewal notice to the Contractor, the Contractor shall have the option to enter into a contract with the same fiscal obligations as the previous Contract year, provided that OSPI and Contractor shall negotiate any revision of additional services or goals beyond those encompassed in the previous Contract.

Additional services that are appropriate to the scope of this RFP, as determined by OSPI, may be added to the resulting contract by a written amendment mutually agreed to and executed by both parties.

A.7. FUNDING

OSPI has budgeted an approximate amount not to exceed two million five hundred thousand dollars (\$2,500,000) as the total of all contracts awarded. This amount is based on expenditures over two separate years on previous Local Food for Washington Schools projects. Proposals in excess of this amount will be rejected as non-responsive and will not be evaluated.

The exact financial terms shall be determined during contract negotiations. Proposals shall include the Consultant's most favorable and competitive cost estimate to perform the work. One

hundred percent (100%) of the funds proposed for this contract will be provided by school districts participating in the USDA NSLP in Washington state, specifically the non-profit school food service account. School districts will provide funds to OSPI. OSPI will make payment directly to the contractor. The selected contractor must therefore comply with *Federal Grant Terms and Conditions*.

PAYMENT TERMS

Payment terms shall not be less than 30 days net (once product and invoice is received) unless prompt payment discount is offered and accepted. Proposals shall include Vendor's most favorable and competitive cost estimate.

A.8. AMERICANS WITH DISABILITIES ACT

OSPI complies with the Americans with Disabilities Act (ADA). Consultants may contact the RFP Coordinator to receive this Request for Proposals in an alternative format.

A.9. BUY AMERICAN

Bidder will comply with the Buy American requirement, which dictates that School's participating in the federal school meal programs are required to purchase domestic commodities and products for school meals to the maximum extent practicable. Domestic commodity or product means an agricultural commodity that is produced in the US and a food product that is processed in the US substantially (at least 51 percent) using agricultural commodities that are produced in the US (7 CFR 250.23 (a)(b), 250.17 (e)), (7CFR 210.21 (d)).

A.10. FEDERAL RESTRICTIONS ON LOBBYING

The Bidder must certify by signing and submitting the Bidder's Authorized Offer page of this RFP with submission of its Proposal, that under the requirements of Lobbying Disclosure Act, 2 U.S.C., Section 1601 et seq., (2CFR 200.326 (i)), no Federal appropriated funds have been paid or will be paid, by or on behalf of the contractor, 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 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.

A.11. DEBARMENT AND SUSPENSION

The Bidder certifies, by submission of this Proposal, that neither it nor its "principals" (as defined in 49 CFR 29.105 (p), 2 CFR 200.326 (h), and RCW 39.26.200) is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal Agency or State of Washington agency.

Section B. GENERAL INFORMATION FOR BIDDERS

B.1. RFP COORDINATOR

The RFP Coordinator is the sole point of contact in OSPI for this procurement. All communication between the Consultant and OSPI upon receipt of this RFP shall be with the RFP Coordinator, as follows:

Contact Information	
Name:	Brenda Merritt
Address:	600 Washington Street South PO Box 47200 Olympia, WA 98504-7200
Email Address:	Brenda.Merritt@k12.wa.us

B.2. QUESTIONS & ANSWERS

Any questions or communications concerning this RFP must be directed only to the RFP Coordinator noted in Section B.1. Questions and/or inquiries must be sent via email and should include the RFP number. Consultants are to rely on written statements issued by the RFP Coordinator. Communication directed to parties other than the RFP Coordinator will be considered unofficial and non-binding on OSPI, and may result in disqualification of the Consultant.

B.3. ESTIMATED SCHEDULE OF PROCUREMENT ACTIVITIES

1.	OSPI issues RFP	September 26, 2024
2.	Letter of Intent due	October 8, 2024
3.	Question and Answer period	Sept. 26 – Oct. 15, 2024
4.	OSPI hosts Pre-bid Conference Use the Zoom Meeting link on page 1	Oct. 9, 2024 at 12pm and Oct. 14, 2024 at 7 pm
5.	Last date for questions regarding RFP	October 16, 2024
6.	Complaints due	October 28, 2024
7.	OSPI posts final Question and Answer Addendum or Amendment (if necessary)	October 21, 2024
8.	Proposals due	Nov. 12, 2024
9.	OSPI conducts evaluation of written proposals	Nov. 12-27, 2024
11.	OSPI announces "Apparent Successful Bidder" and sends notification to unsuccessful Bidder(s)	Dec. 3, 2024

12.	OSPI conducts debriefing conferences (if requested)	As requested, per debriefing instructions
13.	Contract negotiation begins	Dec. 3, 2024
14.	Anticipated contract start date	July 1, 2025

OSPI reserves the right to revise the above schedule.

B.4. LETTER OF INTENT

It is recommended that Consultants intending to submit a proposal provide a Letter of Intent to propose no later than 3 pm on October 8, 2024. The letter must be submitted via email to the RFP Coordinator.

B.5. PRE-BID CONFERENCE

The purpose of the pre-bid conference is to clarify the Competitive Solicitation as needed and raise any issues or concerns that bidders may have. OSPI will hold two (2) pre-bid conferences for interested bidders. The conferences are intended to be the same. Bidders may attend one or both conferences. Conferences will be held virtually via Zoom Meeting. Contact the RFP Coordinator at least 24 hours in advance of the conference if accommodations are needed.

- See Zoom Meeting Links on Page 1 of the RFP
- October 9, 2024 at 12 pm PST
- October 14, 2024 at 7 pm PST

All prospective Consultants are encouraged to attend; however, attendance is not mandatory. Written questions may be submitted in advance to the RFP Coordinator. OSPI shall be bound only to written answers to questions. Any oral responses given at the pre-bid conference shall be considered unofficial until OSPI releases a written copy of the questions and answers from the pre-bid conference. A copy of the questions and answers in the form of an Addendum will be published on the [OSPI website](#) and released on WEBS under the commodity code(s) listed on the cover page of this RFP within five (5) business days of the pre-bid conference.

Assistance for disabled, blind, or hearing-impaired persons who wish to attend the pre-bid conference is available with prior arrangement by contacting the Procurement Coordinator.

OSPI has the right to cancel or stop the pre-bid conference if no interested bidders join within thirty (30) minutes of the start.

B.6. COMPLAINT PROCEDURE

The complaint process is available to Consultants interested in this RFP. The complaint process allows Consultants to focus on the Solicitation requirements and evaluation process and raise issues with these processes early enough in the process to allow OSPI to correct a problem before proposals are submitted and time expended on evaluations.

A Consultant may submit a complaint based on any of the following:

- The Solicitation unnecessarily restricts competition.
- The Solicitation evaluation or scoring process is unfair or flawed; or
- The Solicitation requirements are inadequate or insufficient to prepare a proposal.

Consultants may submit complaints up to five (5) business days prior to the proposal due date noted in the Estimated Schedule of Procurement Activities. However, Consultants are encouraged to submit complaints as soon as possible so OSPI can rectify the issue(s) early in the process. Complaints must be submitted to the RFP Coordinator. To be considered a valid complaint, the complaint must meet the following requirements:

- Must be in writing.
- Should clearly articulate the basis for the complaint.
- Should include a proposed remedy.

Complaints not received by the deadline noted in the Estimated Schedule of Procurement Activities will not be reviewed by OSPI. Failure by the Bidder to raise a complaint at this stage may waive its right for later consideration.

The OSPI Contracts Administrator or an employee delegated by the Contracts Administrator will review valid complaints and respond to the submitter in writing. OSPI will consider all complaints but is not required to adopt a complaint, in part or in full. OSPI's response to the complaint is final and not subject to administrative appeal. The response, and any changes to the RFP, will be posted as an amendment to WEBS prior to the proposal due date. Any complaint addressed during the complaint process cannot be raised during the protest process.

B.7. SUBMISSION OF PROPOSALS

Consultants shall submit proposals as an attachment to an email to the RFP Coordinator noted in Section B.1. **Proposals must arrive by 3:00 p.m. PT on November 12, 2024.** The RFP number must be noted in the email subject line. Attachments to the email shall be Microsoft Word format or in Portable Document Format (PDF), or a zipped file. The maximum file size that can be received via email at OSPI is 35MB. Bidders should also be aware of their own service provider's limits which may be more restrictive. Proposals that exceed such limits may be submitted via OneDrive. OSPI does not assume responsibility for any problems with the electronic delivery of materials.

Proposals not received by the deadline will not be reviewed. Late proposals will not be accepted and will be automatically disqualified from further consideration. Proposals must respond to the

procurement requirements. Do not respond by referring to material presented elsewhere. The proposal must be complete and must stand on its own merits.

Failure to respond to any portion of the procurement document may result in rejection of the proposal as non-responsive. All proposals and any accompanying documentation become the property of OSPI and will not be returned.

B.8. WITHDRAWAL/MODIFICATION

Vendors are liable for all errors or omissions contained in their Responses. The Vendor may modify or withdraw his/her Proposal at any time prior to the due date and time set for Proposal opening by providing a written request to the Procurement Coordinator from an authorized representative of the Vendor.

After Proposal opening: No Proposal shall be altered or amended. OSPI may allow a Proposal to be withdrawn if the Vendor demonstrates that the prices were miscalculated. A low Proposer, who claims error and fails to enter into a contract with the OSPI, may not participate in proposing on the same commodity or service if the solicitation is subsequently reissued by OSPI.

OSPI reserves the right to contact Proposer for clarification of Response contents.

Failure to respond to any portion of the procurement document may result in rejection of the proposal as non-responsive. All proposals and any accompanying documentation become the property of OSPI and will not be returned.

B.9. PROPRIETARY INFORMATION/PUBLIC DISCLOSURE

Your entire response to this RFP is a public record and will be disclosed consistent with the Public Records Act, Chapter 42.56 RCW. Bid submissions and evaluations are temporarily exempt from public disclosure until announcement of the ASB(s).

B.8.i. CONFIDENTIAL DOCUMENTS

For the purposes of this RFP, do not include confidential or proprietary information unless specifically requested by OSPI.

If OSPI requests confidential or proprietary information, you must clearly print the word "Confidential" on the lower right-hand corner of each page containing the confidential or proprietary information.

B.8.ii. PUBLIC RECORDS REQUESTS

If a public records request seeks your proposal and the proposal contains pages clearly marked "Confidential", OSPI will take the following steps:

- i. We will notify you. We will identify the requestor and the date that OSPI will disclose the requested records.
- ii. We will give you an opportunity to seek a court order to stop OSPI from disclosing the records.
- iii. We will not evaluate or defend your claim of confidentiality. We will not withhold or redact your documents without a court order.

If you have any questions, refer to the [OSPI Public Records Office](#).

B.10. ADDENDUMS AND AMENDMENTS TO THE RFP

In the event it becomes necessary to revise any part of this RFP, an addendum or an amendment will be published on the [OSPI website](#). For this purpose, the published Consultant questions and Agency answers, and any other pertinent information, shall be considered an addendum to the RFP. Additionally, all addenda referred to above will be released on WEBS under the commodity code(s) listed on the cover page of this RFP. Only consultants who have properly registered in WEBS will receive automatic notification of amendments or other correspondence pertaining to this RFP. For those not registered in [WEBS](#), it will be the responsibility of interested Consultants to check the website periodically for addenda and amendments to the RFP.

B.11. SMALL BUSINESS, MINORITY & WOMEN'S BUSINESS ENTERPRISES (MWBE), AND VETERAN-OWNED BUSINESS PARTICIPATION

In accordance with the legislative findings and policies set forth in chapter [39.19 RCW](#), the State of Washington encourages participation in all of its contracts by firms certified by the Office of Minority and Women's Business Enterprises (OMWBE). Participation may be either on a direct basis in response to this RFP or on a subcontractor basis. For more information on certification, contact the [Washington Office of Minority and Women's Business Enterprises](#).

43.60A.200 encourages the participation of Veteran and Service Member Owned Businesses certified by the Washington State Department of Veterans Affairs RCW [43.60A.195](#). For more information on certification, contact [Washington State Department of Veteran Affairs](#).

Additionally, per Department of Enterprise policy, agencies are encouraged to buy from in-state small business, including microbusinesses and mini-businesses.

However, no preference will be included in the evaluation of proposals, no minimum level of MWBE participation shall be required as a condition for receiving an award, and proposals will not be rejected or considered non-responsive on that basis. Any affirmative action requirements

set forth in federal regulations or statutes included or referenced in the contract documents will apply.

Vendors who meet criteria set forth in chapter [39.19 RCW](#), should complete and submit the *Business Enterprise Certification Form* with the *Contractor Intake Form*.

B.12. ETHICS, POLICIES, & LAW

This RFP, the evaluation of proposals, and any resulting contract shall be made in conformance with applicable Washington State laws and Policies.

Specific restrictions apply to contracting with current or former state employees pursuant to RCW 42.52. Bidders should familiarize themselves with the requirements prior to submitting a proposal. Bidders shall indicate on their *Contractor Intake Form* any current or former state employees who are employed by, or subcontracted with, Bidder.

B.13. ACCEPTANCE PERIOD

Proposals must provide ninety (90) business days for acceptance by OSPI from the due date for receipt of proposals.

B.14. RESPONSIVENESS

All proposals will be reviewed by the RFP Coordinator to determine compliance with administrative and minimum requirements and instructions specified in this RFP. OSPI may reject a Proposal as nonresponsive at any time for any of the following reasons:

- Incomplete Response
- Submission of a Response that proposes services that deviate from the scope and technical requirements set forth in this document and Exhibit B, Sample Contract, except as permitted in an amendment to this Solicitation.
- Failure to meet the minimum Bidder qualifications or to comply with any requirement set forth in this RFP, including Attachments.
- Submission of incorrect, misleading, or false information.
- History of prior unsatisfactory contractual performance.

The RFP Coordinator may contact any Bidder for clarification of the proposal. If a proposal is deemed non-responsive, it shall be removed from further consideration. Bidders whose proposals are found to be non-responsive shall be disqualified from further evaluation and shall be notified in writing.

If a proposal meets all administrative and Bidder qualification requirements and submittal instructions, OSPI shall continue with the written evaluation and, if applicable, the oral evaluation.

OSPI reserves the right at its sole discretion to waive informalities. An informality is an immaterial variation from the exact requirements of the Competitive Solicitation, having no effect or merely a minor or negligible effect on quality, quantity, or delivery of the goods or the quality, capability, or performance of the services being procured, and the correction or waiver of which would not affect the relative standing of, or be otherwise prejudicial, to bidders.

B.15. MOST FAVORABLE TERMS

OSPI reserves the right to make an award without further discussion of the proposal submitted. Therefore, the proposal should be submitted initially on the most favorable terms which the Bidder can propose. There will be no best or final offer procedure. OSPI does reserve the right to contact a Bidder for clarification of its proposal.

The Bidder should be prepared to accept this RFP for incorporation into a contract resulting from this RFP. Contract negotiations may incorporate some or all of the Bidder's proposal. It is understood that the proposal will become a part of the official procurement file on this matter without obligation to OSPI.

B.16. CONTRACT AND GENERAL TERMS & CONDITIONS

The Apparent Successful Bidder will be expected to enter into a contract which is substantially the same as the sample contract and its General Terms and Conditions. In no event is a Bidder to submit its own standard contract terms and conditions in response to this RFP. The Bidder may submit exceptions as allowed in the Certifications and Assurances section. OSPI will review requested exceptions and accept or reject the same at its sole discretion.

Should contract negotiations fail to be completed within two (2) weeks after initiation, the Agency may immediately cease contract negotiations, declare the Bidder with the second highest score as the new Apparent Successful Bidder, and enter into contract negotiations with that Vendor. This process will continue until the Contracts are signed or no qualified Bidders remain.

B.17. COSTS TO PROPOSE

OSPI will not be liable for any costs incurred by the Consultant in preparation of a proposal submitted in response to this RFP, in conduct of a presentation, or any other activities related to responding to this RFP.

B.18. NO OBLIGATION TO CONTRACT

This RFP does not obligate the State of Washington or OSPI to contract for services specified herein. OSPI also reserves the right to cancel or to reissue the RFP in whole or in part, prior to execution of a contract without penalty.

B.19. REJECTION OF PROPOSALS

OSPI reserves the right at its sole discretion to reject any and all proposals received without penalty and not to issue a contract as a result of this RFP.

B.20. COMMITMENT OF FUNDS

Only an authorized representative of OSPI may legally commit OSPI to the expenditures of funds for a contract resulting from this RFP. No cost chargeable to the proposed contract may be incurred before receipt of a fully executed contract.

B.21. STATEWIDE VENDOR PAYMENT REGISTRATION

Consultants awarded contracts as a result of this RFP will be required to register as a Statewide Vendor (SWV). The SWV file is a central vendor file maintained by the Office of Financial Management for use by Washington State agencies in processing vendor payments. This allows vendors to receive payments from all participating state agencies by direct deposit, the State's preferred method of payment. All OSPI Contractors are required to register as a Statewide Vendor; however, participation in direct deposit is optional. For online registration, visit the [Office of Financial Management website](#).

B.22. WASHINGTON STATE BUSINESS REGISTRATION

Consultants awarded contracts as a result of this RFP will be required to register with the Washington Secretary of State and/or Washington State Department of Revenue if registration requirements set forth by the [Department of Revenue](#) apply.

B.23. INSURANCE COVERAGE

The Apparent Successful Bidder must comply with the insurance requirements identified in the General Terms and Conditions.

The Contractor shall, at its own expense, obtain and keep in force insurance coverage which shall be maintained in full force and effect during the term of the Contract. The Contractor shall furnish evidence in the form of a Certificate of Insurance that insurance shall be provided, and a copy shall be forwarded to OSPI within fifteen (15) days of the contract effective date.

Section C. PROPOSAL CONTENTS

C.1. PROPOSAL OVERVIEW

Electronic submission:

Proposals must be formatted to print on eight and one-half by eleven (8 ½ x 11) inch paper size with individual sections clearly identified. The Letter of Submittal, excluding the signed *Certifications and Assurances* and *Contractor Intake Form*, shall be a maximum of one (1) page.

The five (5) major sections of the proposal are to be submitted in the order noted below:

1. Letter of Submittal including signed certifications, as applicable
2. Vendor Questionnaire
3. Management Proposal
4. Technical Proposal
5. Cost Proposal
6. Contractor Intake Form (Exhibit F)

Proposals must provide information in the same order as presented in this document with the same headings. This will not only be helpful to the evaluators of the proposal but should assist the Consultant in preparing a thorough response.

C.2. LETTER OF SUBMITTAL

The Letter of Submittal shall include introductory remarks, contact information for the Bidder's point of contact for the proposal, and applicable certifications must be signed and dated by a person authorized to legally bind the Consultant to a contractual relationship, (e.g., the President or Executive Director if a corporation, the managing partner if a partnership, or the proprietor if a sole proprietorship).

C.3. VENDOR QUESTIONNAIRE

The Vendor Questionnaire must be completed and will help OSPI understand the consultant's business and agricultural practices including mission and philosophy, business size, sustainability practices, and local sourcing. Be sure to complete the correct questionnaire:

- Vendor Questionnaire – Farmer/Rancher/Producer/Fisher (Exhibit G)
- Vendor Questionnaire – Aggregator/Distributor (Exhibit H)

C.4. MANAGEMENT PROPOSAL (Maximum 3 Pages)

The management proposal shall be a written document no more than 3 pages in length and address the following topics.

Administrative/Organizational Capacity

Consultants should outline their business and organizational structure including key personnel. Connect your organization’s structure to your ability to provide good internal controls and customer service. Consultants should reference their current customer base, and as applicable, participation in similar projects including work with OSPI, school districts, and school food service.

Consultant should also address the following:

A. Project Management/Team Structure/Internal Controls

Provide a description of the proposed management team structure and internal controls to be used during the course of the potential contract term.

B. Relevant Experience

Describe how the Consultant meets the minimum qualifications and, if applicable, the desired qualifications. Include other relevant experience that indicates the qualifications of the Consultant, and any subcontractors, for the performance of the potential contract.

Describe food safety practices, relevant certifications, and inspections from production through delivery. Include product traceability information showing ability to identify a specific product from origin through delivery, including the use of lot codes, labeling, procedures, and records management. Include product recall procedures.

Bidder shall also affirm minimum qualifications on Exhibit B *Qualification Affirmations Form*.

C. Related Contracts

Include a list of contracts the Consultant has had during the last five (5) years that relate to the Consultant’s ability to perform the services needed under this RFP. List contract reference numbers, contract period of performance, contact persons, phone numbers, and email addresses.

D. References

List names, addresses, telephone numbers, and fax numbers/email addresses of three (3) business references for whom work has been accomplished and briefly describe the type of service provided for them. By submitting a proposal in response to this RFP, the vendor and team members grant permission to OSPI to contact these references and others, who from OSPI’s perspective, may have pertinent information.

OSPI may or may not, at OSPI's discretion, contact these references or others. Do not include current OSPI staff as references.

E. Past Performance

Provide information regarding past performance by indicating if the Vendor has received notification of contract breach in the past five (5) years. This does not lead to automatic disqualification. However, OSPI reserves the right to disqualify Vendor proposals based on the Vendor's historical performance.

C.5. TECHNICAL PROPOSAL (Maximum 3 Pages)

The technical proposal shall be a written document no more than 3 pages in length and address each criterion below. Be sure to address each one. To help with evaluation, we recommend using a heading to clearly identify the criterion being addressed.

1. For each product proposed, describe the production practices, certifications, licensing, and/or inspections performed (USDA, WSDA, third party certification, etc.). Bidder must have all required federal and state licenses for growing, harvesting, processing, and selling food products in Washington State.
2. Use the Bid Pricing Worksheet (Exhibit J) to provide a description of each product, including:
 - Complete product specifications, including state of product (e.g., frozen, dried), size and/or cut of product (e.g., sliced, 1/2-inch cubed, halved), modifications made to raw product (e.g., skinless, boneless), specialty characteristics (e.g., certified organic, pasture-raised), etc.
 - Total amount of product available during contract period, months product available during contract period, and minimum order quantity.
 - Product origin, including city and state. Include origin or raw product and location of minimal processing as applicable.
 - Packaging, unit size, case size/weight.
3. Describe procedures for:
 - Labeling product cases with product name, unit weight and count, case weight, producer name, origin (closest municipality/town/city and state), and ability to add OSPI-designated product code to cases and pallets. (Aggregator/Distributor should indicate if different or same for all like aggregated products.)
 - Preparation of product for delivery (pallet height, number of cases per pallet, pallet wrapping, pallet labeling)
 - Delivery truck type (freezer or refrigerated truck, size, etc.) and maximum travel miles and time
 - Food safety practices through delivery (product temperature maintenance and monitoring, temperature of delivery truck, etc.)
 - Describe ability to adjust case size and unit size to meet OSPI desired specifications

Note: OSPI will use the Bid Pricing Worksheet (Exhibit J) to evaluate the consultant's ability to meet product specifications and targeted pack sizes referenced in the Scope of Work.

C.6. COST PROPOSAL

The evaluation process is designed to award this procurement not necessarily to the Consultant of least cost, but rather to the Consultant whose proposal best meets the requirements of this RFP. However, Consultants are encouraged to submit proposals that are consistent with state government efforts to conserve state resources. Consultants must use Exhibit J Bid Pricing Worksheet.

In the event that bidder is awarded a Contract, the total price for the goods and/or services shall be bidder's price as submitted. Except as provided in the Contract, there shall be no additional costs of any kind.

Identification of Costs

Identify all costs including expenses to be charged for performing the services necessary to accomplish the objectives of the Contract. Costs proposed for food products should be a fixed product price. Consultants should indicate if price proposal will be available 60-90 days (about 3 months) from proposal.

A. Proposal Pricing

Proposal prices must include all cost components needed for the delivery of the bid products. All proposal pricing is to include FOB Destination (freight prepaid) to any location within the State of Washington.

Failure to identify all costs in a manner consistent with the instructions in this RFP is sufficient grounds for disqualification.

OSPI makes no volume commitment in this solicitation. The proposed pricing levels should reflect the market provided by the Contract resulting from this solicitation.

B. Price Sheet (SCORED)

Vendor shall extend unit pricing (cost per pound) as required. In the event of an error in the extension of prices, the unit pricing (cost per serving) shall prevail. Prices shall include all associated costs (e.g., brokerage, freight, or other fees, etc.) Prices are in US dollars. Vendor must complete Exhibit J Bid Pricing Worksheet.

C. Price Adjustments

Contractor requests for adjustments in pricing will be considered at the sole discretion of OSPI and must be documented and referenced to Producer's Price Index increases. Anticipated pricing adjustment requests must be submitted prior to July 1, 2025.

D. Shipping Terms

All goods will be shipped Freight on Board (FOB) destination, freight prepaid and included in unit pricing. **If delivered product temperature is in question, temperature logs will be requested and presented to OSPI contract manager. Load**

may be refused at no cost to OSPI. All truck seals must be in place to receive product, or explanation as to why no seal in place.

E. Samples

OSPI reserves the right to ask for samples at Vendor's expense.

All samples provided to OSPI shall be identical to products quoted by Vendor and shall be labeled with Vendor's name, stock number, proposal number, and solicitation line-item number. All samples are an express warranty, which shall also apply to all products provided under this contract. Vendors failing to comply with this requirement may have their proposal rejected or contract terminated.

Samples will be requested for taste testing after proposal opening and prior to contract award. Samples are to be shipped and received within five (5) working days of OSPI notification. Failure to provide requested samples within five (5) working days after request may result in proposal rejection. Samples will be considered property of the state and will not be returned.

Section D. EVALUATION AND AWARD

D.1. EVALUATION PROCEDURE

Responsive proposals will be evaluated strictly in accordance with the requirements stated in this RFP and any addenda issued. The evaluation of proposals shall be accomplished by an evaluation team, to be designated by OSPI, which will determine the ranking of the proposals. Each product will be scored independently.

For responsive bids, OSPI will determine whether the bidder is a “responsible bidder.” Accordingly, OSPI may make reasonable inquiry to determine bidder responsibility on a pass/fail basis. In determining bidder responsibility, OSPI may consider the following statutory elements:

- Bidder’s ability, capacity, and skill to perform the contract or provide the service required;
- Bidder’s character, integrity, reputation, judgment, experience, and efficiency;
- Bidder’s ability to perform the contract within the time specified;
- Bidder’s performance quality pertaining to previous contracts or services;
- Bidder’s compliance with laws relating to the contract or services;
- Whether, within the three-year period immediately preceding the date of the Competitive Solicitation, bidder has been determined by a final and binding citation and notice of assessment issued by the Washington State Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of chapter 49.46, 49.48, or 49.52 RCW; and
- Such other information as may be secured having a bearing on the decision to award the Contract.

In accordance with RCW 39.26.160(2)(a)-(g), OSPI may request financial statements, credit ratings, references, record of past performance, clarification of bidder’s bid, on-site inspection of bidder’s or subcontractor’s facilities, or other information as necessary to determine bidder’s capacity to perform and the enforceability of bidder’s contractual commitments. Failure to respond to these requests may result in a bid being rejected as non-responsive.

D.2. EVALUATION AND SCORING

The following points will be assigned to the proposals for evaluation purposes:

Category	Maximum Points Possible
Responsive to Minimum Qualifications and Requirements	Pass/Fail
Responsible Bidder	Pass/Fail
Proposed Product meets definition of local	Pass/Fail

Vendor Questionnaire	25 points
Mission, Philosophy, Vision Alignment	5
Time in Business	5
Annual Revenue	5
Local Foods Focus (Distributor) or Sustainable Growing Practices (Producer)	5
Value-Added Education	5
Management Proposal	20 points
Project Team Structure/Internal Controls	5
Traceability Practices	5
Food Safety Practices	5
Experience of the Consultant	5
Technical Proposal	25 points
Required Licenses	Pass/fail
Product Specifications	5
Product Availability	5
Washington Grown	5
Adequacy of Internal Procedures	5
Ability to Adjust Unit/Case Sizes to Meet Need	5
Cost Proposal	30 points
Lowest Cost	
Subtotal	100 points
TOTAL POINTS POSSIBLE	100 points

The scores from the Vendor Questionnaire, Management Proposal, Technical Proposal, and Cost Proposal will determine the apparent successful vendor(s).

D.3. SELECTION OF APPARENT SUCCESSFUL BIDDER

OSPI reserves the right to award the contract to the Bidder whose proposal is deemed to be in the best interest of and most advantageous to OSPI and the state of Washington. The selected bidder will be declared the Apparent Successful Bidder (ASB).

The date of announcement of the ASB will be the date the announcement is emailed. The State will enter into contract negotiations with the ASB. Should contract negotiations fail to be completed within two (2) weeks after initiation, the State may immediately cease contract negotiations, declare the Bidder with the second highest score as the new ASB, and enter into

contract negotiations with that Bidder. This process will continue until the Contracts are signed or no qualified Bidders remain. Alternatively, OSPI reserves the right to cancel this solicitation and not award a contract to any Bidder.

Upon OSPI's announcement of ASB, all bid submissions and all bid evaluations are subject to public disclosure pursuant to Washington's Public Records Act.

Following announcement of ASB, the agency will publicly post awarded bid(s) and bid award documents to its [website](#).

D.4. NOTIFICATION TO BIDDERS

Proposals that have not been selected for further negotiation or award will be notified via email by the RFP Coordinator.

D.5. DEBRIEFING OF UNSUCCESSFUL BIDDERS

At the Bidder's request, an individual debriefing conference will be scheduled with an unsuccessful Bidder. The request for a debriefing conference must be received by the RFP Coordinator within three (3) business days following announcement of the ASB. The debriefing must be held within three (3) business days of the request, unless otherwise agreed upon by OSPI and Bidder.

Discussion will be limited to a critique of the requesting Bidder's proposal. Comparisons between proposals or evaluations of the other proposals will not be allowed. Debriefing conferences may be conducted in person or on the telephone and will be scheduled for a maximum of one (1) hour.

Since debriefing conferences pertain to the formal evaluation process, Bidders who were disqualified as non-responsive and therefore did not go through the formal evaluation process, are not entitled to a debriefing conference.

Please note, because the debrief process must occur before making an award, OSPI likely will schedule the Debrief Conference shortly after the announcement of the ASB and the Bidder's request for a Debrief Conference. OSPI will not allow the debrief process to delay the award. Therefore, Bidders should plan for contingencies and alternate representatives; Bidders who are unwilling or unable to attend the Debrief Conference will lose the opportunity to protest.

D.6. PROTEST PROCEDURE

This protest procedure is available to Bidders who submitted a response to this RFP document and who have participated in a debriefing conference. Upon completion of the debriefing conference, the Consultant is allowed five (5) business days to file a protest of the procurement with the RFP Coordinator. Protests shall be submitted to the RFP Coordinator via email.

Consultants protesting this procurement shall follow the procedures described below. Protests that do not follow these procedures shall not be considered. This protest procedure constitutes the sole administrative remedy available to Bidders under this procurement.

The protest must state:

1. The RFP number.
2. The grounds for the protest including specific facts and complete statements of the action(s) being protested. The protesting party may submit with the protest any documents or information deemed relevant.

3. A description of the relief or corrective action being requested should also be included.

Only protests stipulating an issue of fact concerning the following subjects shall be considered:

- A matter of bias, discrimination or conflict of interest on the part of the evaluator/evaluation team;
- Errors in computing the score; and/or
- Non-compliance with procedures described in the procurement document or OSPI policy.

Protests not based on procedural matters will not be considered. Protests will be rejected as without merit if they address issues such as: 1) an evaluator's professional judgment on the quality of a proposal, 2) OSPI's assessment of its own and/or other agencies needs or requirements, or 3) a complaint raised during the Complaint Procedure.

Upon receipt of a protest, a protest review will be held by OSPI.

1. The agency will assign a Protest Officer who had no involvement in the evaluation and award process to investigate and respond to the protest.
2. The Protest Officer will consider the available facts and issue a written response to the Bidder within ten (10) business days after receipt of the protest, unless additional time is needed. OSPI will notify the protesting bidder in writing if additional time is needed.
3. A copy of the protest and the agency's written decision will be provided to the Superintendent of Public Instruction and the Director of DES.

In the event a protest may affect the interest of another Bidder that submitted a proposal, such Bidder will be given an opportunity to submit its views and any relevant information on the protest to the Protest Officer.

The final determination of the protest shall either:

- Find the protest lacking in merit and uphold OSPI's action; or
- Find only technical or harmless errors in OSPI's procurement process and determine OSPI to be in substantial compliance and reject the protest; or
- Find merit in the protest and provide OSPI options which may include:
 - Correct the errors and re-evaluate all proposals, and/or
 - Reissue the RFP document and begin a new process, or
 - Make other findings and determine other courses of action as appropriate.

If OSPI determines that the protest is without merit, OSPI will enter into a contract with the Apparent Successful Bidder, assuming the parties reach agreement on the contract's terms. If the protest is determined to have merit, one of the alternatives noted in the preceding paragraph will be taken. All decisions made by OSPI relating to the protest shall be final.

D.7. ADDITIONAL AWARDS

OSPI reserves the right, during the resulting Contract term, to make additional Contract awards to responsive, responsible bidders who provided a bid but who were not awarded a Contract under this RFP. Such awards would be on the same or substantially similar terms and conditions and would be designed to address an awarded Contractor vacancy (e.g., an awarded contractor is terminated or goes out of business) or be in the best interest of the State of Washington.

Section E. RFP EXHIBITS

- Exhibit A** Certifications and Assurances
- Exhibit B** Qualification Affirmations
- Exhibit C** Sample Contract
- Exhibit D** General Terms and Conditions
- Exhibit E** Federal Grant Terms and Conditions
- Exhibit F** Contractor Intake Form
- Exhibit G** Vendor Questionnaire – I am a Farmer/Rancher/Fisher/Producer
- Exhibit H** Vendor Questionnaire – I am an Aggregator/Distributor
- Exhibit I** Proposal Checklist
- Exhibit J** Bid Pricing Worksheet

EXHIBIT A

CERTIFICATION AND ASSURANCES

Bidder must sign and include the full text of this Exhibit A with their proposal.

Bidder makes the following certifications and assurances as a required element of the proposal to which it is attached, understanding that the truthfulness of the facts affirmed here and the continuing compliance with these requirements are conditions precedent to the award or continuation of the related contract(s):

1. Bidder declares that all answers and statements made in the proposal are true and correct.
2. The prices and/or cost data have been determined independently, without consultation, communication, or agreement with others for the purpose of restricting competition. However, Bidder may freely join with other persons or organizations for the purpose of presenting a single proposal.
3. The attached proposal is a firm offer for a period of ninety (90) business days following receipt, and it may be accepted by OSPI without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the ninety (90) business-day period.
4. In preparing this proposal, Bidder has not been assisted by any current or former employee of the state of Washington whose duties relate (or did relate) to this proposal or prospective contract, and who was assisting in other than his or her official, public capacity. (Any exceptions to these assurances are described in full detail on a separate page and attached to this document.)
5. Bidder understands that OSPI will not reimburse Bidder for any costs incurred in the preparation of this proposal. All proposals become the property of OSPI, and Bidder claims no proprietary right to the ideas, writings, items, or samples, unless so stated in this proposal.
6. Unless otherwise required by law, the prices and/or cost data which have been submitted have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by Bidder prior to opening, directly or indirectly, to any other Bidder or to any competitor.
7. Bidder agrees that submission of the attached proposal constitutes acceptance of the solicitation contents and the attached sample contract and general terms and conditions. If there are any exceptions to these terms, Bidder has described those exceptions in detail on a page attached to this document.

8. No attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not to submit a proposal for the purpose of restricting competition.
9. Bidder grants OSPI the right to contact references and others, who may have pertinent information regarding the Bidder's prior experience and ability to perform the services contemplated in this procurement.
10. Bidder acknowledges that if awarded a contract with OSPI, Bidder is required to comply with all applicable state and federal civil rights and other laws. Failure to comply may result in Contract termination. Bidder agrees to submit additional information about its nondiscrimination policies, at any time, if requested by OSPI.
11. Bidder certifies that Bidder has not, within the three-year period immediately preceding the date of release of this competitive solicitation, been determined by a final and binding citation and notice of assessment issued by the Department of Labor and Industries or through a civil judgment to have willfully violated state minimum wage laws (RCW 49.38.082; Chapters 49.46 RCW, 49.48 RCW, or 49.52 RCW).
12. Bidder has not been debarred or otherwise restricted from participating in any public contracts.
13. Bidder certifies that Bidder has not willfully violated Washington State's wage payment laws within the last three years.
14. Bidder acknowledges its obligation to notify OSPI of any changes in the certifications and assurances above.

I certify under penalty of perjury of the laws of the State of Washington that the foregoing is true and correct.

Signature of Bidder	Date	Place Signed (City, State)
Print Name	Title	Organization Name

EXHIBIT B QUALIFICATION AFFIRMATIONS

CONSULTANT INFORMATION	
Bidder:	

MINIMUM QUALIFICATIONS
<p><i>Please check all boxes that apply.</i></p> <p><input type="checkbox"/> Licensed to do business in the State of Washington. If not licensed, provide a written intent to become licensed in Washington within thirty (30) calendar days of being selected as the Apparently Successful Contractor.</p>

Consultants who do not meet the minimum qualifications noted above will be rejected as non-responsive and will not receive further consideration. Any proposal that is rejected as non-responsive will not be evaluated or scored.

I certify under penalty of perjury of the laws of the State of Washington that the foregoing is true and correct.

Signature of Bidder	Date	Place Signed (City, State)
---------------------	------	----------------------------

Print Name	Title	Organization Name
------------	-------	-------------------

EXHIBIT C
SAMPLE CONTRACT

Contract No. _____

between

**SUPERINTENDENT OF PUBLIC INSTRUCTION,
STATE OF WASHINGTON**

(hereinafter referred to as Superintendent)
Old Capitol Building, P.O. Box 47200
Olympia, WA 98504-7200

w
and

>CONTRACTOR<

(hereinafter referred to as Contractor)

>ADDRESS<

>Federal Identification #<
>Unified Business Identifier #<

In consideration of the promises and conditions contained herein, Superintendent and Contractor do mutually agree as follows:

I. DUTIES OF THE CONTRACTOR

A. The general objective of this Contract is as follows:

Contractor shall ship frozen, boneless, wild-caught Salmon Fillets as described in Contractor proposal (Attachment C) on a monthly basis to Washington (WA) State warehouse locations in for distribution to Local Education Agencies (LEAs).

B. In order to accomplish the general objective of this Contract, Contractor shall perform the following specific duties to the satisfaction of the Contract Manager, Wendy Barkley:

- Contractor will provide:

Description & Product Identification #	Unit Size/Case Weight (pounds)	FFS cost per case	Approximate minimum cases over contract period	Total
Frozen Salmon Fillet, Boneless	30 lb.	\$XXX.XX	800	\$XXX,XXX

- Contractor will ensure timely delivery of above products within fourteen (14) calendar days after receipt of order (ARO) with number of cases per Attachment D – Schedule, to designated WA warehouse sites.
 - Damaged product received at WA warehouse will be credited to OSPI within the following 30-day billing cycle.
 - Incorrect or missing product will be remedied to OSPI's satisfaction within the following 30-day billing cycle.
 - Product delivered to the incorrect WA warehouse location will be the fiscal responsibility of the Contractor.
- Contractor payment terms of Net 30 days for direct deliveries to WA state warehouse locations.

Further information is included in the Superintendent's Request for Proposals No. RFP 2023-14 attached as Attachment B, and the Contractor's proposal dated April 11, 2023, attached as Attachment C.

II. CONDITIONS OF COMMENCEMENT OF PERFORMANCE AND SCHEDULE OF PERFORMANCE

No costs shall be incurred under this Contract until fully executed and subsequent to the termination date.

The schedule of performance of Contractor's duties is as follows:

Date of execution, whichever is later, through March 31, 2024.

III. DUTIES OF THE SUPERINTENDENT

A. Payment shall be made to the Contractor as follows:

In consideration of Contractor's satisfactory performance of the duties set forth herein, Superintendent shall compensate Contractor in an amount not to exceed a total of XXXXXX dollars (\$XXXX), per Section I.B., solely dependent upon number of cases ordered by OSPI, per table in Section I. Duties of Contractor. Total payment(s) for satisfactory performance shall not exceed this amount. Invoices shall not be submitted more often than monthly, based on invoices submitted by the Contractor for actual costs incurred to date based on receipts or other documentation and acceptance of services provided. The invoice(s) shall include the contract number, and document to the Superintendent designee's satisfaction, the quantity of cases at contracted price, description of product delivered, delivery location and the payment amount expected. Invoices shall be emailed to the USDAFDD@K12.WA.US mailbox. Within approximately thirty (30) calendar days of the Superintendent's designee receiving and approving the

invoice, payment will be mailed or electronically transferred to the Contractor by Agency Financial Services, OSPI.

- B. Final payment shall be made after acceptance by the Superintendent's Contract Manager or Designee if received by the Superintendent within ninety (90) days after the Contract expiration date, unless negotiated with the Contract Manager or Designee and the Fiscal Budget Analyst.

IV. CONTRACT MANAGEMENT

The following shall be the contact person for all communications and billings regarding the performance of this contract. Any changes to this information shall be communicated to the other party in writing as soon as reasonably possible.

Vendor	Superintendent
Contract Manager	Wendy Barkley, Director
Address	CNS Operations and Administration Old Capitol Building PO Box 47200 Olympia, WA 98504-7200
Phone: (XXX) XXX-XXXX	Phone: 360-725-0433
Email:	Email: Wendy.Barkley@k12.wa.us

V. INCORPORATION OF ATTACHMENTS AND ORDER OF PRECEDENCE

Each of the attachments listed below is by this reference hereby incorporated into this Contract. In the event of an inconsistency in this Contract, the inconsistency shall be resolved by giving precedence in the following order:

- Applicable Federal and state of Washington statutes and regulations
- Special Terms and Conditions as contained in this basic contract instrument
- Attachment A – Contract for Services, General Terms and Conditions
- Attachment A1 – Federal Grant Terms and Conditions
- Attachment B – RFP 2025-13 Local Food for Washington Schools
- Attachment C – Contractor Proposal dated November 12, 2024
- Attachment D - Schedule
- Any other provision, term or material incorporated herein by reference or otherwise incorporated.

VI. APPROVAL

This Contract shall be subject to the written approval of the Superintendent's authorized representative and shall not be binding until so approved. The Contract may be altered, amended, or waived only by a written amendment executed by both parties.

We the undersigned agree to the terms of the foregoing Contract.

Vendor Name

Superintendent of Public Instruction
State of Washington

Signature

Title

Kyla L. Moore, Contracts Administrator

Print Name

Date

Date

Who certifies that he/she is the Contractor identified herein, OR a person duly qualified and authorized to bind the Contractor so identified to the foregoing Agreement.

Approved as to FORM ONLY
by the Assistant Attorney General

Non-profit organization? yes* no
*If yes, under what IRS section? Please attach a copy.

EXHIBIT D

GENERAL TERMS AND CONDITIONS

Attachment A

Contract for Services

GENERAL TERMS AND CONDITIONS

DEFINITIONS

As used throughout this Contract and General Terms and Conditions, the following terms shall have the meaning set forth below:

"Superintendent" shall mean the Office of Superintendent of Public Instruction (OSPI) of the State of Washington, any division, section, office, unit or other entity of the Superintendent, or any of the officers or other officials lawfully representing the Superintendent.

"Contractor" shall mean that firm, provider, organization, individual, or other entity performing service(s) under this Contract, and shall include all employees of the Contractor.

"Subcontractor" shall mean one not in the employment of the Contractor, who is performing all or part of those services under this Contract under a separate contract with the Contractor. The terms " Subcontractor" and " Subcontractors" means Subcontractor(s) in any tier.

1. **Alterations and Amendments.** This Contract may be amended only by mutual agreement of the parties. Such amendments shall not be binding unless they are in writing and signed by personnel authorized to bind each of the parties.
2. **Americans with Disabilities Act (ADA) of 1990, Public Law 101-336, also referred to as the "ADA" 28 CFR Part 35.** The Contractor must comply with the ADA, which provides comprehensive civil rights protection to individuals with disabilities in the areas of employment, public accommodations, state and local government services, and telecommunications.
3. **Assignment.** Neither this Contract, nor any claim arising under this Contract, shall be transferred or assigned by the Contractor without prior written consent of the Superintendent.
4. **Assurances.** The Superintendent and the Contractor agree that all activity pursuant to this Contract will be in accordance with all applicable current federal, state and local laws, rules and regulations.
5. **Attorney's Fees.** In the event of litigation or other action brought to enforce contract terms, each party agrees to bear its own attorney's fees and costs.
6. **Audit Requirements.** If the Contractor is a Subrecipient of federal awards as defined by the Office of Management and Budget (OMB) CFR, Part 200, Subpart F, and expends seven hundred and fifty thousand dollars (\$750,000) or more in federal awards (does not apply to contracts for goods and services) from all federal sources in any fiscal year beginning on or after December 26, 2014, the Contractor shall procure at their expense a single or program-specific audit for that year. The Contractor shall incorporate OMB CFR, Part 200, Subpart F audit requirements into all contracts between the Contractor and its Subcontractors who are Subrecipients of federal awards. The Contractor shall comply with any future amendments to OMB and any successor or replacement Circular or regulation.

7. **Budget Revisions.** Any monetary amount budgeted by the terms of this Contract for various activities and line-item objects of expenditure may be revised without prior written approval of Superintendent, so long as the revision is no more than ten percent (10%) of the original line item amount and the increase in an amount is offset by a decrease in one or more other amounts equal to or greater than the increase. All other budget revisions exceeding ten percent (10%) shall only be made with the prior written approval of the Superintendent.
8. **Certification Regarding Debarment, Suspension, and Ineligibility.** The Contractor certifies that neither it nor its principals are debarred, suspended, proposed for debarment, or voluntarily excluded from participation in transactions by any federal department or agency. The Contractor further certifies that they will ensure that potential subcontractors or any of their principals are not debarred, suspended, proposed for debarment, or voluntarily excluded from participation in covered transactions by any federal department or agency. "Covered transactions" include procurement contracts for goods that are expected to equal or exceed twenty-five thousand dollars (\$25,000). Contractor may do so by obtaining a certification statement from the potential subcontractor or subrecipient or by checking online at the System for Award Management (SAM), Excluded Parties List. The Contractor shall immediately notify the Superintendent if, during the term of this contract, Contractor becomes debarred. The Superintendent may immediately terminate this Contract by providing Contractor written notice if Contractor becomes debarred during the term of this Contract.

The Contractor also certifies that neither it nor its principals are debarred, suspended, or proposed for debarment from participation in transactions by any state department or agency. The Contractor further certifies that they will ensure that potential subcontractors or any of their principals are not debarred, suspended, or proposed for debarment from participation in covered transactions by any state department or agency.

9. **Certification Regarding Lobbying.** The Contractor certifies that Federal-appropriated funds will not be used to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress or an employee of a member of Congress in obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Contractor must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Contractor shall require its subcontractors to certify compliance with this provision.
10. **Certification Regarding Wage Violations.** The Contractor certifies that within three (3) years prior to the date of execution of this Contract, Contractor has not been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW chapters 49.46, 49.48, or 49.52.

The Contractor further certifies that it will remain in compliance with these requirements during the term of this Contract. Contractor will immediately notify the Superintendent of any finding of a willful violation entered by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction entered during the term of this Contract.

11. **Change in Status.** In the event of substantive change in the legal status, organizational structure, or fiscal reporting responsibility of the Contractor, Contractor agrees to notify the

Superintendent of the change. Contractor shall provide notice as soon as practicable, but no later than thirty (30) days after such a change takes effect.

- 12. Covenant Against Contingent Fees.** The Contractor warrants that no person or selling agent has been employed or retained to solicit or secure this Contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, excepting bona fide employees or bona fide established agent maintained by the Contractor for the purpose of securing business. The Superintendent shall have the right, in the event of breach of this clause by the Contractor, to annul this Contract without liability or, in its discretion, to deduct from the contract price or consideration or recover by other means the full amount of such commission, percentage, brokerage or contingent fees.
- 13. Disputes.** In the event that a dispute arises under this Contract, it shall be determined by a Dispute Board in the following manner: (1) The Superintendent shall appoint a member to the Dispute Board; (2) the Contractor shall appoint a member to the Dispute Board; (3) the Superintendent and the Contractor shall jointly appoint a member to the Dispute Board; (4) the Dispute Board shall evaluate the dispute and make a determination of the dispute; and, the determination of the Dispute Board shall be final and binding on the parties hereto.

As alternatives to the above Dispute Board process: (1) if the dispute is between two or more state agencies, any one of the agencies may request intervention by the Governor, as provided by 43.17.330 RCW, in which event the Governor's process shall control; and, (2) if the dispute is between a non-state agency and another state agency or non-state agency party to this Contract, all the disputing parties may mutually agree to mediation prior to submitting the dispute to a Dispute Board in the event the dispute is not resolved pursuant to mediation within an agreed-upon time period.

- 14. Duplicate Payment.** The Superintendent shall not pay the Contractor, if the Contractor has charged or will charge the state of Washington or any other party under any other contract or agreement, for the same services or expenses.
- 15. Electronic signature.** Any signature page delivered via fax machine or electronic image scan, receipt acknowledged in each case, shall be binding to the same extent as an original, wet ink signature page. Any Party who delivers such a signature page agrees to later deliver an original counterpart to any Party which requests it.
- 16. Entire Agreement.** This Contract contains all the terms and conditions agreed upon by the parties. No other understandings, oral or otherwise, regarding the subject matter of this Contract shall be deemed to exist or to bind any of the parties hereto.
- 17. Ethical Conduct.** Neither the Contractor nor any employee or agent of the Contractor shall participate in the performance of any duty or service in whole or part under this Contract in violation of, or in a manner that violates any provision of the Ethics in Public Service law at Chapter 42.52 RCW, RCW 42.17A.550, RCW 42.17A.555, and 41.06.250 prohibiting the use of public resources for political purposes.
Contractor represents and warrants that it complies fully with all applicable procurement ethics restrictions including, but not limited to, restrictions against Contractor providing gifts or anything of economic value, directly or indirectly, to the Superintendent's employees.
- 18. Governing Law and Venue.** This Contract shall be construed and interpreted in accordance with the laws of the State of Washington and the venue of any action brought hereunder shall be in Superior Court for Thurston County.
- 19. Indemnification.** To the fullest extent permitted by law, Contractor shall indemnify, defend and hold harmless the Superintendent and all officials, agents, and employees of the Superintendent, from and against all claims for injuries or death arising out of or resulting from the performance of this Contract. "Claim" as used in this Contract, means any financial loss, claim, suit, action, damage, or expense, including but not limited to attorney's fees,

attributable for bodily injury, sickness, disease, or death, or injury to or destruction of tangible property including loss of use resulting therefrom. Additionally, "claims" shall include but not be limited to, assertions that the use or transfer of any software, book, document, report, film, tape or sound reproduction or material of any kind, delivered hereunder, constitutes an infringement of any copyright, patent, trademark, trade name, or otherwise results in an unfair trade practice or in unlawful restraint of competition. Contractor's obligation to indemnify, defend and hold harmless includes any claim by Contractor's agents, employees, representatives, or any subcontractor or its employees.

Contractor expressly agrees to indemnify, defend, and hold harmless the Superintendent for any claim out of or incident to Contractor's or subcontractor's performance or failure to perform the Contract. Contractor's obligation to indemnify, defend, or hold harmless the Superintendent shall not be eliminated or reduced by any actual or alleged concurrent negligence by Superintendent or its agents, employees, or officials.

Contractor waives its immunity under Title 51 RCW to the extent it is required to indemnify, defend and hold harmless Superintendent and its agents, employees, or officials.

20. Independent Capacity of the Contractor. The parties intend that an independent Contractor relationship will be created by this Contract. The Contractor and his/her employees or agents performing under this Contract are not employees or agents of the Superintendent. The Contractor will not hold himself/herself out as nor claim to be an officer or employee of the Superintendent or of the state of Washington by reason hereof, nor will the Contractor make any claim or right, privilege, or benefit which would accrue to such employee under law. Conduct and control of the work will be solely with the Contractor.

21. Insurance.

a. **Worker's Compensation Coverage.** The Contractor shall at all times comply with all applicable worker's compensation, occupational disease, and occupational health and safety laws, statutes, and regulations to the fullest extent applicable. This requirement includes the purchase of industrial insurance coverage for the Contractor's employees, as may now hereafter be required of an "employer" as defined in Title 51 RCW. Such worker's compensation and occupational disease requirements shall include coverage for all employees of the Contractor, and for all employees of any subcontract retained by the Contractor, suffering bodily injury (including death) by accident or disease, which arises out of or in connection with the performance of this Contract. Satisfaction of these requirements shall include, but shall not be limited to:

- 1) Full participation in any required governmental occupational injury and/or disease insurance program, to the extent participation in such a program is mandatory in any jurisdiction;
- 2) Purchase worker's compensation and occupational disease insurance benefits to employees in full compliance with all applicable laws, statutes, and regulations, but only to the extent such coverage is not provided under mandatory governmental program in "a" above, and/or;
- 3) Maintenance of a legally permitted and governmentally approved program of self-insurance for worker's compensation and occupational disease.

Except to the extent prohibited by law, the program of the Contractor's compliance with worker's compensation and occupational disease laws, statutes, and

regulations in 1), 2), and 3) above shall provide for a full waiver of rights of subrogation against the Superintendent, its directors, officers, and employees.

If the Contractor, or any subcontractor retained by the Contractor, fails to effect and maintain a program of compliance with applicable worker's compensation and occupational disease laws, statutes, and regulations and the Superintendent incurs fines or is required by law to provide benefits to such employees, to obtain coverage for such employees, the Contractor will indemnify the Superintendent for such fines, payment of benefits to Contractor or subcontractor employees or their heirs or legal representatives, and/or the cost of effecting coverage on behalf of such employees. Any amount owed the Superintendent by the Contractor pursuant to the indemnity may be deducted from any payments owed by the Superintendent to the Contractor for the performance of this Contract.

- b. **Proof of Insurance.** Certificates and or evidence satisfactory to the Superintendent confirming the existence, terms and conditions of all insurance required above shall be delivered to the Superintendent within five (5) days of the Contractor's receipt of Authorization to Proceed.
- c. **General Insurance Requirements.** Contractor shall, at all times during the term of the Contract and at its cost and expense, buy and maintain insurance of the types and amounts listed above. Failure to buy and maintain the required insurance may result in the termination of the Contract at the Superintendent's option. By requiring insurance herein, Superintendent does not represent that coverage and limits will be adequate to protect Contractor and such coverage and limits shall not limit Contractor's liability under the indemnities and reimbursements granted to the Superintendent in this Contract.

Contractor shall include all subcontractors as insureds under all required insurance policies, or shall furnish proof of insurance and endorsements for each subcontractor. Subcontractor(s) must comply fully with all insurance requirements stated herein. Failure of subcontractor(s) to comply with insurance requirements does not limit Contractor's liability or responsibility.

22. Licensing and Accreditation Standards. The Contractor shall comply with all applicable local, state, and federal licensing, accreditation and registration requirements/standards, necessary to the performance of this Contract.

23. Limitation of Authority. Only the Superintendent or the Superintendent's delegate by writing (delegation to be made prior to action) shall have the express, implied, or apparent authority to alter, amend, modify, or waive any clause or condition of this Contract. Furthermore, any alteration, amendment, modification, or waiver or any clause or condition of this Contract is not effective or binding unless made in writing and signed by the Superintendent.

24. Non-Discrimination. The Contractor shall comply with all the federal and state non-discrimination laws, regulations and policies, which are otherwise applicable to the Superintendent. Accordingly, no person shall, on the ground of sex, race, creed, religion, color, national origin, marital status, families with children, age, veteran or military status, sexual orientation, gender expression, gender identity, disability, or the use of a trained dog guide or service animal, be unlawfully excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any activity performed by the

Contractor and its agents under this Contract. The Contractor shall notify the Superintendent immediately of any allegations, claims, disputes, or challenges made against it under non-discrimination laws, regulations, or policies, or under the Americans with Disabilities Act. In the event of the Contractor's noncompliance or refusal to comply with this nondiscrimination provision, this Contract may be rescinded, cancelled or terminated in whole or part, and the Contractor may be declared ineligible for further contracts with the Superintendent.

25. Overpayments. Contractor shall refund to Superintendent the full amount of any overpayment under this Contract within thirty (30) calendar days of written notice. If Contractor fails to make a prompt refund, Superintendent may charge Contractor one percent (1%) per month on the amount due until paid in full.

26. Payments. No payments in advance or in anticipation of services or supplies to be provided under this Contract shall be made by the Superintendent. All payments to the Contractor are conditioned upon (1) Contractor's submission of a properly executed and supported voucher for payment, including such supporting documentation of performance and supporting documentation of costs incurred or paid, or both as is otherwise provided for in the body of this Contract under Duties of the Superintendent, and (2) Acceptance and certification by the Superintendent or designee of satisfactory performance by the Contractor.

Except as otherwise provided in this Contract, (1) All approvable vouchers for payment due to the Contractor shall be paid within thirty (30) calendar days of their submission by the Contractor and acceptance and certification by the Superintendent or designee, and (2) All expenses necessary to the Contractor's performance of this Contract not specifically mentioned in the Contract shall be borne in full by the Contractor.

27. Public Disclosure. Contractor acknowledges that the Superintendent is subject to the Washington State Public Records Act, Chapter 42.56 RCW, and that this Contract shall be a public record as defined in RCW 42.56. Any specific information that is claimed by the Contractor to be confidential or proprietary must be clearly identified as such by the Contractor. To the extent consistent with chapter 42.56 RCW, the Superintendent shall maintain the confidentiality of all such information marked confidential or proprietary. If a request is made to view the Contractor's information, the Superintendent will notify the Contractor of the request and the date that such records will be released to the requester unless Contractor obtains a court order enjoining that disclosure. If the Contractor fails to obtain the court order enjoining disclosure, the Superintendent will release the requested information on the date specified.

28. Publicity. The Contractor agrees to submit to the Superintendent all advertising and publicity matters relating to this Contract which in the Superintendent's judgment, Superintendent's name can be implied or is specifically mentioned. The Contractor agrees not to publish or use such advertising and publicity matters without the prior written consent of the Superintendent.

29. Registration with Department of Revenue. The Contractor shall complete registration with the Department of Revenue and be responsible for payment of all taxes due on payments made under this Contract.

30. Records Maintenance. The Contractor shall maintain all books, records, documents, data and other evidence relating to this Contract and performance of the services described herein, including but not limited to accounting procedures and practices which sufficiently and properly reflect all direct and indirect costs of any nature expended in the performance of this Contract. Contractor shall retain such records for a period of six years following the date of final payment. At no additional cost, these records, including materials generated under the Contract, shall be

subject at all reasonable times to inspection, review or audit by the Superintendent, personnel duly authorized by the Superintendent, the Office of the State Auditor, and federal and state officials so authorized by law, regulation or agreement.

If any litigation, claim or audit is started before the expiration of the six (6) year period, the records shall be retained until all litigation, claims, or audit findings involving the records have been resolved.

- 31. Right of Inspection.** The Contractor shall provide right of access to its facilities to the Superintendent or any of its officers at all reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance under this Contract on behalf of the Superintendent. All inspections and evaluations shall be performed in such a manner that will not unduly interfere with the Contractor's business or work hereunder.
- 32. Severability.** The provisions of this Contract are intended to be severable. If any term or provision is illegal or invalid for any reason whatsoever, such illegality or invalidity shall not affect the validity of the remainder of the Contract.
- 33. Subcontracting.** Neither the Contractor nor any subcontractor shall enter into subcontracts for any of the work contemplated under this Contract without obtaining prior written approval of the Superintendent. Contractor is responsible to ensure that all terms, conditions, assurances and certifications set forth in this Contract are included in any and all Subcontracts. In no event shall the existence of the subcontract operate to release or reduce liability of the Contractor to the Superintendent for any breach in the performance of the Contractor's duties. This clause does not include contracts of employment between the Contractor and personnel assigned to work under this Contract.

If, at any time during the progress of the work, the Superintendent determines in its sole judgment that any subcontractor is incompetent, the Superintendent shall notify the Contractor, and the Contractor shall take immediate steps to terminate the subcontractor's involvement in the work. The rejection or approval by the Superintendent of any subcontractor or the termination of a subcontractor shall not relieve the Contractor of any of its responsibilities under the Contract, nor be the basis for additional charges to the Superintendent.

- 34. Taxes.** All payments accrued on account of payroll taxes, unemployment contributions, any other taxes, insurance or other expenses for the Contractor or its staff shall be the sole responsibility of the Contractor.
- 35. Termination for Convenience.** Except as otherwise provided in this Contract, the Superintendent or Superintendent's Designee may, by ten (10) days written notice, beginning on the second day after the mailing, terminate this Contract in whole or in part. The notice shall specify the date of termination and shall be conclusively deemed to have been delivered to and received by the Contractor as of midnight the second day of mailing in the absence of proof of actual delivery to and receipt by the Contractor. If this Contract is so terminated, the Superintendent shall be liable only for payment required under the terms of the Contract for services rendered or goods delivered prior to the effective date of termination.
- 36. Termination for Default.** In the event the Superintendent determines the Contractor has failed to comply with the conditions of this Contract in a timely manner, the Superintendent has the right to suspend or terminate this Contract. The Superintendent shall notify the Contractor in writing of the need to take corrective action. If corrective action is not taken within thirty (30) days, the Contract may be terminated. The Superintendent reserves the right to suspend all or part of the Contract, withhold further payments, or prohibit the

Contractor from incurring additional obligations of funds during investigation of the alleged compliance breach and pending corrective action by the Contractor or a decision by the Superintendent to terminate the Contract. In the event of termination, the Contractor shall be liable for damages as authorized by law including, but not limited to, any cost difference between the original Contract and the replacement or cover Contract and all administrative costs directly related to the replacement Contract, e.g., cost of the competitive bidding, mailing, advertising and staff time. The termination shall be deemed to be a "Termination for Convenience" if it is determined that the Contractor: (1) was not in default; or (2) failure to perform was outside of his or her control, fault or negligence. The rights and remedies of the Superintendent provided in this Contract are not exclusive and are in addition to any other rights and remedies provided by law.

37. Termination Due to Funding Limitations or Contract Renegotiation, Suspension. In the event funding from state, federal, or other sources is withdrawn, reduced, or limited in any way after the effective date of this Contract and prior to normal completion of this Contract, with the notice specified below and without liability for damages:

- a. At Superintendent's discretion, the Superintendent may give written notice of intent to renegotiate the Contract under the revised funding conditions.
- b. At Superintendent's discretion, the Superintendent may give written notice to Contractor to suspend performance when Superintendent determines there is reasonable likelihood that the funding insufficiency may be resolved in a timeframe that would allow Contractor's performance to be resumed.
 - (1) During the period of suspension of performance, each party will inform the other of any conditions that may reasonably affect the potential for resumption of performance.
 - (2) When Superintendent determines that the funding insufficiency is resolved, it will give the Contractor written notice to resume performance, and Contractor shall resume performance.
 - (3) Upon the receipt of notice under b. (2), if Contractor is unable to resume performance of this Contract or if the Contractor's proposed resumption date is not acceptable to Superintendent and an acceptable date cannot be negotiated, Superintendent may terminate the Contract by giving written notice to the Contractor. The parties agree that the Contract will be terminated retroactive to the date of the notice of suspension. Superintendent shall be liable only for payment in accordance with the terms of this Contract for services rendered prior to the retroactive date of termination.
- c. Superintendent may immediately terminate this Contract by providing written notice to the Contractor. The termination shall be effective on the date specified in the termination notice. Superintendent shall be liable only for payment in accordance with the terms of this Contract for services rendered prior to the effective date of termination. No penalty shall accrue to Superintendent in the event the termination option in this section is exercised.
- d. For purposes of this section, "written notice" may include email.

38. Termination Procedure. Upon termination of this Contract the Superintendent, in addition to other rights provided in this Contract, may require the Contractor to deliver to the Superintendent any property specifically produced or acquired for the performance of such part of this Contract as has been terminated. The provisions of the "Treatment of Assets" clause shall apply in such property transfer.

The Superintendent shall pay to the Contractor the agreed upon price, if separately stated, for completed work and services accepted by the Superintendent and the amount agreed upon by the Contractor and the Superintendent for (a) completed work and services for which no separate price is stated, (b) partially completed work and services, (c) other property or services which are accepted by the Superintendent, and (d) the protection and preservation of the property, unless the termination is for default, in which case the Superintendent shall determine the extent of the liability. Failure to agree with such determination shall be a dispute within the meaning of the "Disputes" clause for this Contract. The Superintendent may withhold from any amounts due to the Contractor such sum as the Superintendent determines to be necessary to protect the Superintendent against potential loss or liability.

The rights and remedies of the Superintendent provided in this section shall not be exclusive and are in addition to any other rights and remedies provided by law under this Contract.

After receipt of a notice of termination, and except as otherwise directed by the Superintendent, the Contractor shall:

- a. Stop work under this Contract on the date and to the extent specified, in the notice;
- b. Place no further orders or subcontractors for materials, services or facilities except as may be necessary for completion of such portion of the work under the Contract that is not terminated;
- c. Assign to the Superintendent, in the manner, at the times, and to the extent directed by the Superintendent, all rights, title, and interest of the Contractor under the orders and subcontracts in which case the Superintendent has the right, at its discretion, to settle or pay any or all claims arising out of the termination of such orders and subcontracts;
- d. Settle all outstanding liabilities and all claims arising out of such termination of orders and subcontracts, with the approval or ratification of the Superintendent to the extent the Superintendent may require, which approval or ratification shall be final for all the purposes of this clause;
- e. Transfer title to the Superintendent and deliver, in the manner, at the times and to the extent as directed by the Superintendent, any property which, if the Contract had been completed, would have been required to be furnished to the Superintendent;
- f. Complete performance of such part of the work not terminated by the Superintendent; and
- g. Take such action as may be necessary, or as the Superintendent may direct, for the protection and preservation of the property related to this Contract which, in is in the possession of the Contractor and in which the Superintendent has or may acquire an interest.

39. Treatment of Assets. Except as otherwise provided for in the Contract, the ownership and title to all real property and all personal property purchased by the Contractor in the course of performing this Contract with moneys paid by the Superintendent shall vest in the Superintendent, except for supplies consumed in performing this Contract. The Contractor shall (1) maintain a current inventory of all the real and personal property; (2) label all the property "State of Washington, Superintendent of Public Instruction"; and, (3) surrender property and title to the Superintendent without charge prior to settlement upon completion, termination or cancellation of this Contract.

Any property of the Superintendent furnished to the Contractor shall, unless otherwise provided herein, or approved by the Superintendent, be used only for the performance of the Contract.

The Contractor shall be responsible for any loss or damage to property of the Superintendent which results from the negligence of the Contractor which results from the failure on the part of the Contractor to maintain and administer that property in accordance with sound management practices.

If any property is lost, destroyed, or damaged, the Contractor shall notify the Superintendent and take all reasonable steps to protect the property from further damage.

All reference to the Contractor under this clause shall include Contractor's employees, agents and subcontractors.

40. Waiver. A failure by either party to exercise its rights under this Agreement shall not preclude that party from subsequent exercise of such rights and shall not constitute a waiver of any other rights under this agreement. Waiver of any default or breach shall not be deemed to be a waiver of any subsequent default or breach. Any waiver shall not be construed to be a modification of the terms of this Agreement unless stated to be such in writing and signed by personnel authorized to bind each of the parties.

EXHIBIT E

FEDERAL GRANT TERMS AND CONDITIONS

PROHIBITION OF TEXT MESSAGING AND EMAILING WHILE DRIVING DURING OFFICIAL FEDERAL GRANT BUSINESS

Federal grant recipients, sub recipients and their grant personnel are prohibited from text messaging while driving a government owned vehicle, or while driving their own privately owned vehicle during official grant business, or from using government supplied electronic equipment to text message or email when driving.

Recipients must comply with these conditions under Executive Order 13513, "Federal Leadership on Reducing Text Messaging While Driving," October 1, 2009.

MEMORANDUM to ED GRANTEES REGARDING THE USE OF GRANT FUNDS FOR CONFERENCES AND MEETINGS

You are receiving this memorandum to remind you that grantees must take into account the following factors when considering the use of grant funds for conferences and meetings:

- Before deciding to use grant funds to attend or host a meeting or conference, a grantee should:
 - Ensure that attending or hosting a conference or meeting is consistent with its approved application and is reasonable and necessary to achieve the goals and objectives of the grant;
 - Ensure that the primary purpose of the meeting or conference is to disseminate technical information, (e.g., provide information on specific programmatic requirements, best practices in a particular field, or theoretical, empirical, or methodological advances made in a particular field; conduct training or professional development; plan/coordinate the work being done under the grant); and
 - Consider whether there are more effective or efficient alternatives that can accomplish the desired results at a lower cost, for example, using webinars or video conferencing.
- Grantees must follow all applicable statutory and regulatory requirements in determining whether costs are reasonable and necessary, especially the Cost Principles for Federal grants set out at 2 CFR Part 200 Subpart E of the, "Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards." In particular, remember that:
 - Federal grant funds cannot be used to pay for alcoholic beverages; and
 - Federal grant funds cannot be used to pay for entertainment, which includes costs for amusement, diversion, and social activities.

- Grant funds may be used to pay for the costs of attending a conference. Specifically, Federal grant funds may be used to pay for conference fees and travel expenses (transportation, per diem, and lodging) of grantee employees, consultants, or experts to attend a conference or meeting if those expenses are reasonable and necessary to achieve the purposes of the grant.
 - When planning to use grant funds for attending a meeting or conference, grantees should consider how many people should attend the meeting or conference on their behalf. The number of attendees should be reasonable and necessary to accomplish the goals and objectives of the grant.
- A grantee hosting a meeting or conference may not use grant funds to pay for food for conference attendees unless doing so is necessary to accomplish legitimate meeting or conference business.
 - A working lunch is an example of a cost for food that might be allowable under a Federal grant if attendance at the lunch is needed to ensure the full participation by conference attendees in essential discussions and speeches concerning the purpose of the conference and to achieve the goals and objectives of the project.
- A meeting or conference hosted by a grantee and charged to a Department grant must not be promoted as a U.S. Department of Education conference. This means that the seal of the U.S. Department of Education must not be used on conference materials or signage without Department approval.
 - All meeting or conference materials paid for with grant funds must include appropriate disclaimers, such as the following:
The contents of this (insert type of publication; e.g., book, report, film) were developed under a grant from the Department of Education. However, those contents do not necessarily represent the policy of the Department of Education, and you should not assume endorsement by the Federal Government.
- Grantees are strongly encouraged to contact their project officer with any questions or concerns about whether using grant funds for a meeting or conference is allowable prior to committing grant funds for such purposes.
 - A short conversation could help avoid a costly and embarrassing mistake.

Grantees are responsible for the proper use of their grant awards and may have to repay funds to the Department if they violate the rules on the use of grant funds, including the rules for meeting and conference-related expenses.

EXHIBIT F
CONTRACTOR INTAKE FORM

Available as an editable Word document on [OSPI's procurement website](#).

EXHIBIT G

VENDOR QUESTIONNAIRES

I AM A FARMER/RANCHER/FISHER/PRODUCER

Producer Name:	Click or tap here to enter text.
Producer Address(es) (include all):	Click or tap here to enter text.
Location Product(s) Is/Are Grown/Harvested:	
Farm Philosophy, Mission, Vision, and/or Goals (1-2 paragraphs) (5 pts):	Click or tap here to enter text.
How long has your farm/ranch been in business? (5 pts)	Click or tap here to enter text.
What range describes your annual revenue? (5 pts)	<input type="checkbox"/> ≤\$350,000 per year <input type="checkbox"/> >\$350,000-≤\$675,000 per year <input type="checkbox"/> >\$675,000-≤\$1,000,000 per year <input type="checkbox"/> >\$1,000,000 per year

LOCAL SOURCING & PRODUCT ORIGIN

Bids for products not meeting the definition local, as defined in this RFP, will be determined to be non-responsive and will not be considered for contract award. The products I’m proposing are grown/produced in:

Name of Product	Grown/Produced in (City/State)	Can this information be placed on invoices for OSPI and/or on packaging/cases? (Y/N)
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

Click or tap here to enter text.

SUSTAINABILITY (5 PTS)

Describe your business’s sustainability practices, including sustainable growing and/or harvesting methods, and any related practices or certifications.

Click or tap here to enter text.

VALUE ADDED (5 PTS)

Can you provide a farmer profile, marketing material, or agricultural education in any of the following ways (check all that apply)?

- Photos or images of the farm or product
- Information about the farm/producer and growing/production practices
- Farm history and/or local connections
- Host a school field trip to the farm/production facility
- Visit a local school for "Meet Your Farmer" day or similar
- Other _____

VENDOR REFERENCES

Provide at least 3 references that we may contact.

Name	Contact Information	Brief Description of Services Provided/Project
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

EXHIBIT H
VENDOR QUESTIONNAIRES

I AM AN AGGREGATOR/DISTRIBUTOR

Name:	Click or tap here to enter text.
Business Address(es) (include all locations):	Click or tap here to enter text.
Business Philosophy, Mission, Vision, and/or Goals (1-2 paragraphs) (5 pts):	Click or tap here to enter text.
How long have you been in business? (5 pts)	Click or tap here to enter text.
What percentage of the producers represented in	Click or tap here to enter text.

<p>this bid response report an annual gross revenue of \$350,000 or less? (Please collect revenue information directly from the producers represented in this bid.) (5 pts)</p>	
--	--

LOCAL SOURCING AND PRODUCT ORIGIN

The products I’m proposing are grown/produced in:

Name of Product	Grown/Produced in (City/State) (5 pts)	Can this information be placed on invoices for OSPI and/or on packaging/cases? Y/N (5 pts)
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

LOCAL FOODS (5 PTS)

Describe your experience with sourcing, distributing, and promoting local foods and your relationship(s) with local food producers (or specifically, the producers who would be providing the products listed on the bid pricing worksheet).

Click or tap here to enter text.

VALUE ADDED (5 PTS)

Can you provide a farmer profile or marketing materials in any of the following ways (check all that apply)?

- Photo or image of the farm or product
- Information about the farm/producer production
- Farm history and/or local connections
- Host a school field trip to the farm/production facility
- Visit a local school for "Meet Your Farmer" day or similar
- Other _____

VENDOR REFERENCES

Provide at least 3 references that we may contact.

Name	Contact Information	Brief Description of Services Provided/Project
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

EXHIBIT I PROPOSAL CHECKLIST

Please use the checklist below to ensure that you have submitted all required materials in the required format. This checklist does not need to be submitted with your proposal.

Included in Proposal	Component
<input type="checkbox"/>	Letter of Submittal
<input type="checkbox"/>	Vendor Questionnaire – Use either Farmer/Rancher/Producer/Fisher or-Aggregator/Distributor
<input type="checkbox"/>	Management Proposal
<input type="checkbox"/>	Technical Proposal
<input type="checkbox"/>	Cost Proposal – Use Bid Pricing Worksheet (Exhibit J)
<input type="checkbox"/>	Certifications and Assurances
<input type="checkbox"/>	Qualification Affirmations <i>(optional)</i>
<input type="checkbox"/>	Contractor Intake Form Download an editable version from OSPI's website
<input type="checkbox"/>	Washington State Business License, if applicable (see Contractor Intake Form) For more information about this, visit the Department of Revenue website.
<input type="checkbox"/>	Business Enterprise Certification Form, if applicable (see Contractor Intake Form) For more information about certification, visit the Office of Minority and Women's Business Enterprises website or Department of Veterans Affairs website .

EXHIBIT J

BID PRICING WORKSHEET

Bidder Name: Click or tap here to enter text.

Bidder Address: Click or tap here to enter text.

Instructions: Bidders must fill out completely the bid worksheet and submit with proposal. Prices must include all associated costs including delivery fees.

Please refer to the RFP for the products OSPI intends to purchase when completing the bid pricing worksheet. If you have other products for OSPI's consideration, please use this bid pricing worksheet to present them.

Incomplete bid pricing worksheets will not be accepted.

Product/ Specifications	Total Qty Available	Product Origin City/State	Unit Size/ Weight	No. Units per Case	Case Weight (lbs.)	Price per Case (w/ case size)	Months Product is Available for Delivery (e.g. October – June)	Minimum Order Qty	Total Cost
Local Bison, ground, raw, frozen, <10% fat, 10 lb. packages, 4 per case									
Local Salmon, [designate species], wild caught, fillets, frozen, skin on, boneless									

Local Flour, Whole Wheat, 25 lb. or 50 lb. bags									
Local Lentils, Dry, [specify type], 10 or 25 lb. bags									
Local Fruit, IQF, [specify type, sweetened/unsweetened, cut (if applicable)], bulk or individually packaged, case not to exceed 40 lb.									
Local Fruit, dried, [specify type, sweetened/unsweetened, cut (if applicable)], bulk or individually packaged], case not to exceed 40 lb.									
Local Beef Stew Meat, raw, frozen, without bone, practically free of fat, 1" x 1" pieces, 5-10 lb. packages, case not to exceed 40 lbs.									
Local Beef, Shaved or thin sliced, raw, frozen, without bone, practically free of fat,									

5-15 lb. packages, case not to exceed 40 lbs.									
Local Pork, Ground, raw, frozen, no more than 30% fat, 5-10 lb. packages, case not to exceed 40 lbs.									
Local Pork, Shoulder or Butt Roast, raw, frozen, without bone, 5-15 lb. packages, case not to exceed 40 lbs.									