

Pilot Point
Independent School District

All questions must be submitted via email to Dr. Brant Perry by 5/15/2026. Responses will be posted as an addendum on the district website at the following site [RFP PPISD-2026-001 Questions and Answers \(Addendum #1\)](#).

Q1: I noted there will not be a pre-proposal meeting included. Can you share the reasoning behind that decision?

A1: Due to the shortened timeline after approval to release the RFP, the District did not include a pre-proposal meeting in order to preserve the full response window for vendors. Instead, we are using a formal written Q and A process so that all vendors receive the same information at the same time, ensuring fairness and transparency.

Q2: Can you provide insight into what prompted the district to go out to bid at this time? Is this tied to a scheduled contract cycle, or are there material changes the district is looking to address?

A2: The District initiated this RFP to evaluate service options and ensure alignment with current operational and program goals. The District determined that a competitive process was the most appropriate next step at this time.

Q3: If a formal meeting is not planned, would you be open to allowing interested companies to schedule a time to visit the facilities to better understand the operation and prepare a more informed proposal?

A3: The District will offer scheduled site walks for interested vendors. Participation must be coordinated through the [RFP 2026-001 Site Walk Sign-Up Form](#).

All site walks will begin promptly at the designated time at the Early Childhood Center, 829 South Jefferson Street, Pilot Point, Texas 76258.

These visits are for facility observation only. District staff will not respond to questions during the site walk. All vendor questions must be submitted through the official RFP FAQ process and will be answered in writing and shared with all prospective proposers.

Q4: Would it be possible for me to schedule a time with you where I could send a person from Operations to give a quick look at your kitchen facilities and equipment since you are not having a formal pre-bid?

A4: The District will offer scheduled site walks for interested vendors. Participation must be coordinated through the [RFP 2026-001 Site Walk Sign-Up Form](#).

All site walks will begin promptly at the designated time at the Early Childhood Center, 829 South Jefferson Street, Pilot Point, Texas 76258.

These visits are for facility observation only. District staff will not respond to questions during the site walk. All vendor questions must be submitted through the official RFP FAQ process and will be answered in writing and shared with all prospective proposers.

Q5: Is the last site visit on a Saturday as April 18th is a Saturday

A5: Our current site visits are scheduled as follows: April 13, 2026 at 4:00 PM, April 15, 2026 at 4:00 PM, and April 18, 2026 at 12:00 PM. We will meet at the Early Childhood Center, located at 829 South Jefferson Street, Pilot Point, Texas 76258, promptly at the designated time, and from there travel to all four buildings. The April 18 date is a Saturday option scheduled at noon for those who may find that more convenient.

Q6: I'm reaching out in regards to an RFP. Is Pilot Point ISD currently looking for food services management companies? If so, I would love to be involved in the RFP. I went to the school website, but I was not able to find where the RFP is posted. Also, are you allowing site visits?

A6: Yes, all information can be found at the forms located on the attached webpage. This includes the original RFP, a question and answer addendum, and the sign-up form for our site walk visits, of which we are offering three options.

https://www.pilotpointisd.com/apps/pages/index.jsp?uREC_ID=408863&type=d

Q7: To ensure that projected food service program growth is consistent, can the district provide actual USDA Meal Claims by school for the 2025–2026 school year-to-date? This should include all meals served under the National School Lunch Program, School Breakfast Program, SFSP or SSO, and CACFP.

A7: This information is located in Exhibit B of the RFP. Please also refer to the screenshot provided below for additional reference.

Exhibit B: Budget

Projected Revenue: Based on 165 (Number) days of meal service in the School Year 2026-2027 and using 2025-2026 reimbursement rates, the SFA shall multiply the rates by the actual meals served from School Year 2024-2025. If there is a projected decrease or increase in enrollment expected for school year 2026-2027. The budget should be adjusted to reflect the anticipated change in projected revenue.

Consolidated Food Service Budget School Year 2026-2027

Revenue:

Local

Student Breakfast Sales Revenue	\$ 49,222.00
Student Lunch Sales Revenue	\$ 108,911.00
Adult & À la carte Sales Revenue	\$ 89,670.00
Catering & Other Non-Program Revenue	\$ 0.00
Total Sales	\$ 247,803.00

Reimbursement

School Breakfast Program	\$ 326,397.76
National School Lunch Program	\$ 344,891.37
After-school/At-Risk Snack Program	\$ 0.00
CACFP Meals Program	\$ 28,528.12
SSO/SFSP Meals Program	\$ 26,927.00
State Matching Reimbursement	\$ 3,000.00
Other Federal/State Reimbursement	\$ 0.00
Total Reimbursement	\$ 729,744.25

Total Revenue: (Total Sales + Total Reimbursement) \$ 977,547.25

Expenses:

Projected Total Expenses	\$ 644,879.62
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Estimated Budget Projection:

Total Revenue (Sales + Reimbursement)-Expenses	\$ 332,667.63
USDA Foods Entitlement Allocation Estimate:	\$ 57,992.17

Q8: Can the district provide the number of corresponding operating days for each program if those days are not listed on the claim sheets?

A8: This information is located in Exhibit B of the RFP. Please also refer to the screenshot provided below for additional reference. 2026-27 School Calendar link is posted in this response.

https://drive.google.com/file/d/1MOgaM2wKJ0jaUqEAT0Wmr3_LrZsQI13b/view

Exhibit B: Budget

Projected Revenue: Based on 165 (Number) days of meal service in the School Year 2026-2027 and using 2025-2026 reimbursement rates, the SFA shall multiply the rates by the actual meals served from School Year 2024-2025. If there is a projected decrease or increase in enrollment expected for school year 2026-2027. The budget should be adjusted to reflect the anticipated change in projected revenue.

Q9: Chart 3 provides program participation data by school and indicates that the data is based on prior year claims. However, these figures do not match Texas Department of Agriculture claims from the 2024–2025 school year. Can the district clarify whether this participation data reflects anticipated participation due to enrollment growth?

A9: Yes, this represents anticipated participation data based on projected enrollment growth.

Q10: Can the district provide projected student enrollment data by school for the 2027, 2028, 2029, and 2030 school years? Additionally, does the district anticipate an increase, decrease, or neutral change in overall enrollment during this period?

A10: The district anticipates continued enrollment growth over the coming years. Projected enrollment is estimated at 1,831 students for the 2026–2027 school year, 1,951 students for 2027–2028, 2,100 students for 2028–2029, 2,253 students for 2029–2030, and 2,430 students for 2030–2031. Based on these projections, the district does anticipate an increase in overall enrollment during this period.

Q11: Pilot Point Intermediate School is anticipated to open for the 2027–2028 school year with an expected enrollment of approximately 300 students. Will this represent a shift in enrollment from the existing elementary school, or is the district anticipating overall enrollment growth?

A11: When and if finalized, the intermediate school will represent a shift of fourth and fifth grade students from the elementary campus to the intermediate campus on a temporary basis until all campuses are built.

Q12: If this represents a shift in enrollment, will the employees identified in the RFP for Pilot Point Intermediate transfer from the current elementary campus to the new intermediate school upon opening, or does the district expect that additional staff will need to be hired?

A12: It will most likely represent both a transfer of existing employees and the potential for additional employees to be hired.

Q13: Can the district provide a copy of the current, state-approved Food Service Management Company renewal document?

A13: Not Available

Q14: Please provide the district's overall Average Daily Attendance (ADA) percentage that all FSMCs will use for proforma development.

A14: The district's Average Daily Attendance (ADA) as of March 2024 is as follows: Early Childhood 92.50%, Elementary 94.14%, Middle School 94.53%, and High School 93.12%, with an overall district ADA of 93.76%. These figures should be used by FSMCs for proforma development.

Q15: Exhibit B lists \$89,670 in adult and à la carte sales. Please provide a breakdown of revenue between adult sales and student à la carte sales.

A15: The district does not currently have this information broken down. Under the current FSMC agreement, adult and à la carte sales are billed together and not tracked separately; therefore, a detailed revenue breakdown is not available.

Q16: If catering or vending programs are offered, please provide an annual revenue total for all FSMCs to use in developing a proforma.

A16: The district does not currently utilize catering or vending services with Taher during the 2025–2026 school year; therefore, no annual revenue report is available.

Q17: Please provide the current vacancy rate for hourly worker positions that have not been consistently filled.

A17: The district does not currently track the vacancy rate for hourly worker positions. This information would be maintained by the current food service management company.

Q18: Does the district permit any students at any schools to eat off campus? If so, which campuses or schools and what grade levels?

A18: No campuses are currently permitted to allow students to eat off campus. The only exceptions would be during field trips or district-sponsored events.

Q19: Is there any current equipment from the existing FSMC that will be removed in the event there is a change in FSMCs?

A19: All current equipment will remain in the district's kitchens. No equipment will be removed from district facilities.

Q20: How many digital menu screens are currently installed in all cafeterias?

A20: The district currently has no digital menu screens installed in its cafeterias; however, this is an option the district is interested in pursuing.

Q21: Please provide information on which schools use hard, washable, and reusable serving trays for meals versus which schools use disposable items.

A21: The district currently uses disposable items for meal service.

Q22.

In the FSMC RFP you checked SFSP Breakfast & Lunch. However, you did not indicate in the bonding requirements section any amounts: N. Summer Food Service Program (SFSP) Choose One:

SFA does or plans to participate in the SFSP [SFA must complete the entire section] SFA does not participate in the SFSP [If this answer is chosen, then Section VI, Subsection N does not apply] 1. SFA shall be responsible for determining the eligibility of all SFSP sites. 2. SFA, as a sponsor, shall be responsible for all management responsibilities of the SFSP, as described in 7 CFR §225.15 (a)(3). 3. Bonding requirements. a. Bid guarantee: Bids that exceed \$100,000 (the State's small purchase threshold) shall include a bid guarantee in the amount of \$ 0.00 [Enter an amount less than 5% nor more than 10% of the total estimated value of the contract]. Bid guarantees will be returned (a) to unsuccessful Offerors as soon as practicable after the opening of proposals and (b) to the successful Offeror upon execution of such further contractual documents (i.e., insurance coverage) and bonds as may be required by the bid (reference: 7 CFR §225.15(m)(5)). b. Performance bond (required when the value of the Contract exceeds \$100,000, the State's small purchase threshold): Within ten (10) days of the awarding of the contract, the successful Offeror shall provide SFA with a performance bond in the amount of \$ 0.00 [Enter an amount not less than 10% nor more than 25% of the estimated value of the Contract]. Performance bonds shall be in effect for the life of the Contract or renewed annually (reference: 7 CFR §225.15(m)(6)). Can you please provide your bonding parameters so we can make an accurate and responsive bond submission?

A22.

Pilot Point ISD confirms that the expenditure basis and calculation being used for this procurement are correct. For the 2024–2025 school year, total food service expenditures were \$632,272.25. Ten percent of that amount, rounded to the nearest cent, is \$63,227.23.

Q23.

Please provide a breakdown for the breakfast reimbursement. What is provided in the RFP budget does not tie to the district claim data provided for breakfast.

A23.

Please see links below:

https://drive.google.com/file/d/11K4BWprojLP-N0YBx9L-EjpVDiLT_7ku/view?usp=sharing
<https://drive.google.com/file/d/1OEVFuLzLawL1R3gdlGRtEV9S9GBhSW5I/view?usp=sharing>

Q24.

Is your high school campus an open campus?

A24.

No.

Q25.

Are all of your campuses fully staffed? If not, which campuses and how many openings?

A25.

No. We currently have two vacancies.

Q26.

Can you please provide your current contract since it is public record?

A26.

Pilot Point ISD has been advised by Region 11 Education Service Center not to provide the current contract as part of this RFP process.

Q27.

Has your current provider had staffing issues?

A27.

Nothing out of the ordinary.

Q28.

Are you pleased with the number of offerings currently provided and their quality?

A28.

Pilot Point ISD, like many school districts, is always looking for ways to improve the number, variety, and quality of services offered to students. This includes food service, as well as other programmes that support the student experience.

Q29.

Are all sites using disposable trays?

A29.

Yes.

Q30.

What is the number one goal of your Child Nutrition Program?

A30.

The number one goal of Pilot Point ISD's Child Nutrition Program is to provide students with safe, nutritious, appealing meals that support student health, learning, and overall success while maintaining strong customer service and operational efficiency.

Q31: For operational efficiency and consistency, many districts align daily menu offerings across grade groups while adjusting portion sizes and options as appropriate. The 21-day cycle menus provided appear to list fully distinct menus by grade group. Can the SFA confirm whether this is intentional, or if aligned menus across grade groups are permissible?

A31: Possibly

Example (Day 14 NSLP Lunch Menus as listed in the RFP):

Grades 9–12:

- Chicken Nuggets
- Hot Dog
- Pizza
- Ham & Cheese Wrap

Grades 6–8:

- Chicken Spaghetti with Garlic Toast
- Cheeseburger

Grades K–5:

- Chicken Nuggets
- Chicken Fried Chicken Steak
- Grilled Cheese Sandwich

Q32: On the 21-day cycle menus provided, some days do not appear to list a vegetable component. Can the SFA please clarify whether the vegetable offering for those days is to be determined by the FSMC, or if additional specifications will be provided?**A32:** There are both fruit and vegetable components included within the menu. The FSMC does not determine these components. The 21-day cycle menu must be followed as provided.

Q32: Please provide a copy of your 2026-2027 commodity allocation total and what foods were ordered including DOD, Brown Box and NOI Pounds allocated for processing.

A32: The District declines to provide this information. Historical commodity allocation data is available through prior year records already accessible to vendors.

Q33: Please provide the total a la carte and adult sales for the current year through March.

A33: The District declines to provide this information. Historical sales information has previously been made available to vendors.

Q34: Please give a brief explanation of how breakfast is served in each school. For instance, where the students receive the meal and eat the meal and whether there is dedicated time for students to eat breakfast in the morning.

A34: Breakfast service procedures are outlined within the RFP documents. No additional information will be provided at this time.

Q35: Does the current FSMC have any vehicles and if so how many and what kind?

A35: The District declines to provide this information.

Q36: Is the FSMC required to follow the 21-day cycle menu provided for the duration of the contract or can they propose their own menus after the first 21 days?

A36: The awarded FSMC will be required to follow the approved 21-day cycle menu initially. Subsequent menu modifications may be proposed by the FSMC and are subject to District approval and all applicable federal and state regulations.

Q37: Please share if current food service department employees participate in a collective bargaining agreement and if so, please provide the name of the union and a copy of the most recent CBA.

A37: The District declines to provide this information.

Q38: Please provide each position's pay, PTO time (sick, vacation and holiday), and total days worked per year.

A38: The District declines to provide this information. Relevant staffing positions and work schedules are included within the RFP documents and District calendar.

Q39: Which schools offer summer feeding?

A39: This information is included within the RFP documents.

Q40: How many service days are there for summer feeding?

A40: This information is included within the RFP documents.

Q41: Will the District accept electronic signatures or are wet signatures required?

A41: Electronic signatures will be accepted.

