



## State of New Jersey

DEPARTMENT OF AGRICULTURE  
DIVISION OF FOOD AND NUTRITION  
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To: School Business Administrators, Charter School Leads;  
Non Public School Administrators; Food Service Directors

From: Arleen Ramos-Szatmary, Coordinator *Arleen Ramos-Szatmary*  
School Nutrition Programs

Date: October 12, 2018

Subject: Fixed Price Meal Contract Advantages

**Please share this memo with the appropriate personnel.**

The Division of Food and Nutrition will be conducting a webinar for School Food Authorities (SFAs) responsible for procurement of food services from a Food Service Management Company. All school personnel responsible for food contracts are **strongly** urged to register.

This concise webinar will introduce SFAs to the advantages of a Fixed Price Contract and include a comparison of the similarities and differences in a Fixed Price and Cost Reimbursable Request for Proposal (RFP).

More comprehensive trainings for SFAs including procurement requirements, timelines for submission of FSMC Contracts and the updated State Agency RFP/Contracts for FSMCs will be provided in January and February 2019.

The Fixed Price Meal Contract Advantages webinar will be conducted on November 27, 2018 from 10:00 a.m. to 12:00 p.m. To register for the webinar, click on the following link:

<https://attendee.gotowebinar.com/register/7434120666308848387>

After registering, you will receive a confirmation email containing information about joining the webinar. The webinar will be recorded and available to view in SNEARS, under the tab labeled "Training".

Questions or concerns can be directed to Karla Holt at [Karla.Holt@ag.nj.gov](mailto:Karla.Holt@ag.nj.gov) or Nani Lepicard at [Nani.Lepicard@ag.nj.gov](mailto:Nani.Lepicard@ag.nj.gov).