



March 8, 2023

To: Ms. Sierra M. Adams  
DeKalb County School District  
1701 Mountain Industrial Blvd.  
Stone Mountain, GA 30083  
[Sierra\\_McGhee-Adams@dekalbschoolsga.org](mailto:Sierra_McGhee-Adams@dekalbschoolsga.org)  
678-676-0110

Re: Yang's 5<sup>th</sup> Taste SY23-24 Price Increase Justification  
Renewal of Bid# 22-18 USDA Product Processing  
Contract Terms: July 1, 2023-June 30, 2024

Dear Ms. Jones,

During the COVID-19 pandemic, Yang's 5<sup>th</sup> Taste has remained committed to maintaining the safety of our employees and their families while continuing to provide quality products to all of our school customers. The pandemic has financially impacted businesses such as ours worldwide. While demand in the United States for foodservice continues to recover, we are experiencing higher operating costs as well as significant price increases in raw material due to market conditions. These costs include the costs of sourcing poultry raised in the United States to remain compliant with the Buy American Act.

As a result of the unforeseen circumstances brought by the COVID-19 pandemic, Yang's 5<sup>th</sup> Taste is implementing a price increase for the products awarded in response to Renewal of Bid# 22-18 USDA Product Processing. This price increase will not produce a higher profit margin for our company, rather, this price increase will account for industry increases supported by Consumer Price Index (CPI) industry data from the United States Department of Labor, Bureau of Labor Statistics (BLS). This price increase will also help account for increased labor, transportation, and material costs due to the current pandemic.

The attached BLS Series Report for the CPI series titled "Poultry," with Series ID CUUR0000SEFF, provides justification for up to a 11.23% price increase. This report was downloaded from the online BLS CPI database. Our calculations for this percent increase are as follows:

January 2022 Index: 269.905  
January 2023 Index: 300.213  
Change: + 30.308  
Percent Change:  $(30.308 \div 269.905) \times 100\% = 11.23\%$  increase

**Below is our SY23-24 Fee for Service pricing reflecting the following price increase:**

<b>Product Name</b>	<b>Product Code</b>	<b>SY22-23 Fee for Service Price per Case</b>	<b>Requested SY23-24 Fee for Service Price per Case</b>	<b>Dollar Increase per Case</b>	<b>Percent Price Increase</b>
Mandarin Orange Chicken JR	8-52724-15555-5	\$137.85	\$137.85	\$0	0%
Lemongrass Chicken	8-52724-15553-1	\$150.69	\$150.69	\$0	0%

**Below is our SY23-24 Commercial pricing reflecting the following price increase:**

<b>Product Name</b>	<b>Product Code</b>	<b>SY22-23 Commercial Price per Case</b>	<b>Requested SY23-24 Commercial Price per Case</b>	<b>Dollar Increase per Case</b>	<b>Percent Price Increase</b>
Mandarin Orange Chicken JR	8-52724-15555-5	\$156.75	\$161.76	\$5.01	3.20%
Lemongrass Chicken	8-52724-15553-1	\$169.59	\$174.60	\$5.01	2.95%

We thank you for your patience and understanding. If you have any questions or concerns about this price increase, please contact me directly.

Sincerely,



Brenda Guzman  
 Bid Manager  
 Out of the Shell, LLC d.b.a. Yangs 5<sup>th</sup> Taste  
 Phone: (909) 451-6565  
 Brenda@Yangs5thTaste.com