



December 4, 2023

To: Ms. Carla L. Smith  
 Dekalb County School District  
 1701 Mountain Industrial Blvd.  
 Stone Mountain, GA 30083  
[Carla\\_Smith@dekalbschoolsga.org](mailto:Carla_Smith@dekalbschoolsga.org)  
 678-676-0110

Re: Yang's 5<sup>th</sup> Taste SY24-25 Price Increase Justification  
 Renewal of Bid #22-18 USDA Product Processing  
 Contract Terms: July 1, 2024-June 30, 2025

Dear Ms. Smith,

We are providing the information that follows in support of our price increase request for products awarded to us as a result of Bid #22-18, USDA Product Processing. This price increase request is a result of supply chain issues. We are experiencing higher operating costs as well as significant price increases for raw materials due to market conditions.

The table below summarizes evidence of increased costs for relevant commodities on the attached Consumer Price Index reports from the United States Department of Labor, Bureau of Labor Statistics:

Commodity:	October 2022	October 2023	Index Change	Percent Change
Poultry processing in U.S. city average	305.016	308.281	+3.265	1.07%
Flour and prepared flour mixes in U.S. city average	311.388	321.342	+9.954	3.20%
Sugar and sugar substitutes in U.S. city average	245.175	266.733	+21.558	8.79%

The table below summarizes evidence of increased employment costs found on the attached Employment Cost Index report from the United States Department of Labor, Bureau of Labor Statistics:

Commodity:	2022 Quarter 3	2023 Quarter 3	Index Change	Percent Change
Total compensation for Private industry workers in Manufacturing	149.2	154.6	+5.4	3.62%

**Below is our SY24-25 Fee for Service pricing reflecting the following price increase:**

<b>Product Name</b>	<b>Product Code</b>	<b>SY23-24 Fee for Service Price per Case</b>	<b>Requested SY24-25 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	\$141.29	\$3.44	2.50%
Lemongrass Chicken	8-52724-15553-1	\$150.69	\$154.53	\$3.84	2.55%

**Below is our SY24-25 Commercial pricing reflecting the following price increase:**

<b>Product Name</b>	<b>Product Code</b>	<b>SY23-24 Commercial Price per Case</b>	<b>Requested SY24-25 Commercial Price per Case</b>	<b>Dollar Increase per Case</b>	<b>Percent Price Increase</b>
Mandarin Orange Chicken JR	8-52724-15555-5	\$161.76	\$162.69	\$0.93	0.57%
Lemongrass Chicken	8-52724-15553-1	\$174.60	\$175.93	\$1.33	0.76%

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

Sincerely,

*Stacy Smith*

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