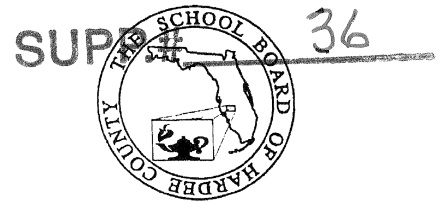


*Hardee County Public Schools
School Board Agenda Analysis*



Author(s): George Kelly, Food Service Director

Date: July 21, 2010

15.05

Subject: Mainline Food & Non-Food Items Bid

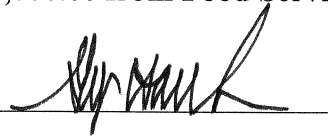
Background Information: The Hardee County School Food Service has been buying food and non-food items from US-Foodservice off of the Martin County bid MCSD RFP 5001-0-2006/JK for food and non-food items with US Foodservice since the 2006-07 school year as a member of the POWER Buying Group. Membership in this consortium and purchasing in this manner affords deep discount pricing unavailable in any other manner.

Administrative Consideration: (include F.S., Rule, Authority, etc.):

State Board of Education Rule 6A-1.012⁽⁶⁾~~(5)~~

Strategic Plan Goal: To promote efficient and effective use of resources to enhance educational opportunity.

Fiscal Impact: Approximately \$525,000.00 from Food Service Funds.

Director of Finance signature: 

Proposed Recommendation to School Board:

Approval to buy Food and Non-Food items from US Foodservice off of the Martin County Bid for 2010-2011 school year.

Action Agenda

Consent Agenda



Memorandum

TO: Martin County School Board Members
FROM: John Klatt, Director of Purchasing and Warehousing
DATE: May 16, 2006
SUBJECT: Request approval to Award Coop RFP # 5001-0-2006/JK
FOOD AND SUPPLIES DISTRIBUTION SERVICE FOR THE P.O.W.E.R. BUYING GROUP

PROPOSALS SOLICITED: 267 PROPOSALS RECEIVED 3 NO BIDS RECEIVED 2

PROPOSALS OPENED: 04/17/06 AWARD RECOMMENDATION POSTED 04/21/06 REMOVED 4/27/06

CONTRACT PERIOD: 7/03/06 thru 6/30/2011 with three potential one year renewals, as Board approved

BUDGET REFERENCE: 0420.7600.0570.all schools.0001 Food Service

ESTIMATED

EXPENDITURES: \$1,500,000.00 annually for the Martin County School District. Approximately \$40,000,000 annually for all member districts of the P.O.W.E.R. Buying Group. Staff will verify availability of budgeted funds prior to make purchase commitments.

SCOPE OF SERVICES: Warehouse, distribute and manage competitive selection of all food supplies and minor equipment included on the approved products list, other incidental food supplies, USDA processed commodities, and equipment that is added to the approved list during six month resolicitation cycles. Provide required reports and services to the MCSD and all other P.O.W.E.R. Buying Group member districts per the terms and conditions of the RFP.

RECOMMENDATION: Award to the highest ranked proposer, US Foodservice, per attached ranking sheet for an initial contract period of five years with options to cancel at six-month resolicitation intervals and options to extend the contract for three additional one year periods under the same terms and conditions as the original award. The second ranked proposal was an offer to supply eight non-food items via freight delivery from New York. Their products may be evaluated by the P.O.W.E.R. Buying Group for purchase through the awarded distributor. Two potential suppliers chose not to submit proposals because they wanted to bid by region. Splitting the award by region would have diluted the economies of scale, could have resulted in higher product costs, and caused some districts to pay higher fees. US Foodservice is our current supplier and the only company to offer a complete proposal. They have performed satisfactorily for the last five years. Their proposal represents a product cost savings of \$2,310,328 compared to current prices, for the products bid. Their per-case service fee of \$1.26 is an increase of only \$.02 from the fee in effect for the last five years and is reported to be the lowest fee for this type of service in the state.

Attachment: Tabulation

c: Rodger Osborne, Executive Director of Operations Services
Rae Hollenbeck, Director of Food and Nutrition Services

klattj/bids/foodservice/mainlinefoods/coop2006/boarditm/awdrec51606.doc

BOARD ACTION
7/26/10
Approved

Evaluation Matrix - RFP 5001-0-2006 Food & Supply Distribution Services for the P.O.W.E.R. Buying Group

Proposer		Amy Food Inc.	Interboro Pkg Co.	US Foodservice	Sysco	SFSS
		Non Responsive Proposal	Committee Scores	Committee Scores	No Bid Scores	
Maximum Score						
Company History 10 Max		NR	10	10	NB	NB
		NR	5	9	NB	NB
		NR	10	10	NB	NB
		NR	10	10	NB	NB
		NR	3	9	NB	NB
		NR	8	10	NB	NB
		NR	6	10	NB	NB
		NR	2	10	NB	NB
		NR	4	10	NB	NB
		NR	5	9	NB	NB
		NR	5	10	NB	NB
		NR	8	10	NB	NB
		NR	8	10	NB	NB
		NR	9	10	NB	NB
Avg Score - Company History		0	6.64	9.7857	0	0
Financial Capability & Stability 30 Max		NR	25	30	NB	NB
		NR	10	27	NB	NB
		NR	15	28	NB	NB
		NR	30	28	NB	NB
		NR	10	27	NB	NB
		NR	20	25	NB	NB
		NR	15	29	NB	NB
		NR	8	30	NB	NB
		NR	3	30	NB	NB
		NR	10	28	NB	NB
		NR	20	29	NB	NB
		NR	20	30	NB	NB
		NR	25	30	NB	NB
		NR	21	27	NB	NB
Avg Score - Financial & Stability		0	14.79	26.286	0	0
Experience & Qualifications 60 Max		NR	30	55	NB	NB
		NR	20	58	NB	NB
		NR	17	56	NB	NB
		NR	30	58	NB	NB
		NR	29	55	NB	NB
		NR	50	55	NB	NB
		NR	30	58	NB	NB
		NR	15	58	NB	NB
		NR	30	58	NB	NB
		NR	40	57	NB	NB
		NR	20	54	NB	NB
		NR	30	53	NB	NB
		NR	20	58	NB	NB
		NR	34	52	NB	NB
Average Score - Experience & Qualifications		0	26.07	52.143	0	0
Price, Including Fixed Fee and Product Cost 100 Max		NR	10	99	NB	NB
		NR	50	98.5	NB	NB
		NR	10	80	NB	NB
		NR	50	100	NB	NB
		NR	30	90	NB	NB
		NR	70	100	NB	NB
		NR	60	98	NB	NB
		NR	25	98	NB	NB
		NR	40	96	NB	NB
		NR	80	99	NB	NB
		NR	20	98	NB	NB
		NR	70	95	NB	NB
		NR	20	100	NB	NB
		NR	50	94	NB	NB
Average Score - Price		0	41.07	89.036	0	0
Total Score 200 Max						
Overall Average Score		0	88.57	177.25	0	0
Rank		NR (3)	2 (2)	1 (1)	N/A (4)	N/A (5)

Comments: (1) US Food Service, the current provider, ranked #1 by a significant margin. Their product costs on over 50% of the dollar value of the contract items is \$2.31 million lower than the current price. Savings are due to market conditions, consolidation of items and the aggregate volume of the P.O.W.E.R. Buying Group. (2) Interboro bid on 8 nonfood items that were not on the list of high expenditure items to be used in the initial price evaluation. Their product prices were lower but their offer could not be evaluated because they submitted samples in lieu of product specifications. Their Fee was \$10-\$15/case compared to US Food Service fee of \$1.26/ case and orders ship from Montgomery NY. (3) Offered 1 product and did not provide a fixed fee for distribution. (4) Sysco wanted to bid by region. They could not serve all districts from one location. (5) School Food Service Systems, SFSS, could not serve all districts from their South Florida location.