

**RFP 15FS3**  
**PROCESSED COMMODITIES**

**FACT SHEET**

A. **Overview:** This recommendation is to establish a contract for the purchase and delivery of processed commodities to Frederick County Public Schools (FCPS). Proposals were opened on April 29, 2015.

1. **Request for Proposals:**

27 companies notified  
17 companies submitted a RFP

2. **Proposals were received from:**

**AdvancePierre Foods (Blue Ash, OH)**  
**Chinese Food Solutions, Inc. dba: Asian Food Solutions, Inc. (Oviedo, FL)**  
**ConAgra Foods, Inc. (Troy, OH)**  
**East Side Entrees [ES Foods] (Woodbury, NY)**  
**Giorgio Foods, Inc. (Temple, PA)**  
**Goodman Food Products dba: Don Lee Farms (Inglewood, CA)**  
**JTM Provisions Company Inc. dba: JTM Food Group (Harrison OH)**  
**Land O'Lakes (Plymouth Meeting, PA)**  
**Maid-Rite Specialty Foods (Dunmore, PA)**  
**Mickey's Wholesale Pizza (York, PA)**  
**Nardone Bros. Baking Co. (Wilkes-Barre, PA)**  
**Omnibus Trading Corp. dba: Chefs Corner Foods (Hayward, CA)**  
**Out of the Shell, LLC, dba: Ling's (South El Monte, CA)**  
**Pilgrim's Pride Corporation (Tucker, GA)**  
**Rich Products Corporation [RPC] (Buffalo, NY)**  
**Silver Springs Farm, Inc. (Harleysville, PA)**  
**Tyson Prepared Foods, Inc. (Springdale, AR)**

3. **Other Facts:**

- This contract shall be effective from August 1, 2015 through July 31, 2020, with one additional two-year renewal option.
- To maximize competition and flexibility, multiple vendors are recommended for award, for each commodity category. This will allow Food and Nutrition Services the ability to utilize their USDA commodity allotment in the most effective manner, with respect to selecting commodity items that provide the best overall value (i.e. student input, taste, nutritional value, cost, and appearance).
- Each year approved vendors will provide their Fee for Service and Commercial "School Year Price Lists" for all Commodity items under their awarded category(ies) for competitive evaluation.
- The Food and Nutrition Services conducted taste testing with the samples provided by each vendor, at various schools throughout the county. Food and Nutrition Services staff and students evaluated these samples based on nutritional values, appearance when cooked, texture/flavor, and overall student acceptance.
- The USDA allocates raw commodities to FCPS based on the number of lunches served during the previous year, which has an approximate value of \$648,912. FCPS then uses this allotment to divert commodities to Maryland State approved USDA authorized processors.
- The RFP has a yearly open enrollment period to allow Maryland State approved processors the opportunity to become commodity providers for FCPS.
- Rich Products Corporation is not being recommended for award because they do not provide the commodity items requested.
- Tyson Prepared Foods is not being recommended for approval of the Beef category. The samples were not given an overall rating of acceptable or higher by the students. Tyson also did not submit School Year beef pricing.

- This contract will be administered by Robert Kelley, Senior Manager of Food and Nutrition Services.

4. **Source of Funding:** Contingent upon FY16, FY17, FY18, FY19 and FY20 Food and Nutrition Services Budget Board approvals.

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B. **Recommendation:** Staff recommends that the contract for RFP 15FS3, Processed Commodities, be awarded to various vendors for a five year period, per the attached Vendor Approved Categories, in an unspecified dollar amount.

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C. **Action taken by the Board (Purchasing use only):**

SB/kap	Approved	_____	Denied	_____	Deferred	_____	Other	SB/kap
05.28.15	Date	_____	Date	_____	Date	_____	Date	BOE Mtg.: 05.27.2015

**RFP 15FS3, PROCESSED COMMODITY- SAMPLE RESULTS**

Vendor	Beef	Cheese	Chicken	Pizza
AdvancePierre Foods	Approved			
Chinese Food Solutions, Inc. (Asian Food Solutions)			Approved	
ConAgra Foods, Inc.				Approved
East Side Entrees (ES Foods)		Approved		
Giorgio Foods, Inc.				Approved
Goodman Food Products (Don Lee Farms)	Approved			
JTM Provisions Company Inc (JTM Food Group)	Approved	Approved		
Land O'Lakes		Approved		
Maid-Rite Specialty Foods	Approved			
Mickey's Wholesale Pizza				Approved
Nardone Bros. Baking Co.				Approved
Omnibus Trading Corp. (Chefs Corner Foods)			Approved	
Out of the Shell (Ling's)			Approved	
Pilgrim's Pride Corporation			Approved	
Silver Springs Farms, Inc.	Approved			
Tyson			Approved	Approved

**Evaluation Rating**

Exceptional  
Above Average  
Acceptable  
Unacceptable

**Urbana High**

Vendor

Category

	Maid Rite Beef	ES Cheese	Mickeys Pizza	Lings Chicken	Chef's Conter Chicken
Meets Nutritional Requirements:	YES	YES	YES	YES	YES
Appearance when cooked:	ABOVE AVERAGE	ABOVE AVERAGE	EXCEPTIONAL	ABOVE AVERAGE	ABOVE AVERAGE
Texture/Flavor:	ABOVE AVERAGE	ABOVE AVERAGE	EXCEPTIONAL	ABOVE AVERAGE	ABOVE AVERAGE
Students Overall Acceptance Y/N:	YES	YES	YES	YES	YES

**Brunswick Middle**

Vendor

Category

	JTM Cheese	Land O Lakes Cheese	Tyson Chicken	Nardones Pizza	AdvancePierre Beef
Meets Nutritional Requirements:	YES	YES	YES	YES	YES
Appearance when cooked:	ACCEPTABLE	ABOVE AVERAGE	EXCEPTIONAL	ABOVE AVERAGE	ABOVE AVERAGE
Texture/Flavor:	ACCEPTABLE	ABOVE AVERAGE	EXCEPTIONAL	ABOVE AVERAGE	ABOVE AVERAGE
Students Overall Acceptance Y/N:	YES	YES	YES	YES	YES

**Tuscarora High**

Vendor

Category

	Asian Food Solutions Chicken	Pilgrim's Pride Chicken	ConAgra Pizza	KB Pizza Pizza	Don Lee Farms Beef
Meets Nutritional Requirements:	YES	YES	YES	YES	YES
Appearance when cooked:	ABOVE AVERAGE	ABOVE AVERAGE	ACCEPTABLE	ABOVE AVERAGE	ACCEPTABLE
Texture/Flavor:	ABOVE AVERAGE	ABOVE AVERAGE	ACCEPTABLE	ABOVE AVERAGE	ACCEPTABLE
Students Overall Acceptance Y/N:	YES	YES	YES	YES	YES

**TJ High**

Vendor

Category

	Tyson Beef	Giorgio Pizza	Silver Spring Beef	JTM Beef	Tyson Pizza
Meets Nutritional Requirements:	YES	YES	YES	YES	YES
Appearance when cooked:	UNACCEPTABLE	ABOVE AVERAGE	ABOVE AVERAGE	ABOVE AVERAGE	ACCEPTABLE
Texture/Flavor:	UNACCEPTABLE	ABOVE AVERAGE	ABOVE AVERAGE	ABOVE AVERAGE	ACCEPTABLE
Students Overall Acceptance Y/N:	NO	YES	YES	YES	YES