

BID 18FS1
MILK AND DAIRY PRODUCTS

FACT SHEET

A. **Overview:** This recommendation is to establish a contract to provide milk, juice and dairy products to be served/utilized by the Food Services Department. Frederick County Public Schools (FCPS) accepted pricing proposals for milk products and juices to be packaged in paperboard and plastic containers. Bids were received on June 26, 2017.

1. **Bid participation:**

6 bids downloaded
1 company submitted a bid

2. **Bids were received from:**

Dairy Maid Dairy, LLC (Frederick, MD)

3. **Other facts:**

- The contract term will be effective from August 1, 2017 through July 31, 2019, with two two-year renewal options available.
- Approximately \$743,277 was spent in FY17 for these products.
- As an approximate \$175,000 cost avoidance, FCPS has chosen to recommend Proposal 2, Pick-Up of Milk at Dairy by FCPS Drivers.
- This contract will be administered by Robert Kelly, Senior Manager, Food and Nutrition Services.

4. **Source of funding:** FY18 Approved Food and Nutrition Services Budget and contingent upon Board approval of FY19 and FY20 Food and Nutrition Services Budgets.

B. **Recommendation:** Staff recommends the contract for Bid 18FS1, Milk and Dairy Products, be awarded to Dairy Maid Dairy, LLC (Frederick, MD), per the attached bid tabulation.

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

_____ Approved	_____ Denied	_____ Deferred	_____ Other	SR/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting 07.12.17

BID 18FS1, MILK AND DAIRY PRODUCTS
BID TABULATION

PROPOSAL 1: FULL SERVICE DELIVERY OF MILK TO ALL SCHOOL LOCATIONS					DAIRY MAID DAIRY, LLC	
ITEM	DESCRIPTION	UOM	EST QTY	UOM	UNIT \$	TOTAL \$
1	Skim Milk	FLUID OZ	135,000	8 Fluid ounces	\$0.19	\$25,650.00
2	Low Fat Milk 1%	FLUID OZ	380,000	8 Fluid ounces	\$0.22	\$83,600.00
3	Fat Free Chocolate Milk	FLUID OZ	2,250,000	8 Fluid ounces	\$0.21	\$472,500.00
4	Plastic Milk Bottle	EA	3,095,000	8 ounce Plastic Bottle	\$0.07	\$216,650.00
5	Orange Juice	Plastic Bottle	235,000	4 ounces		
		Paper Carton			\$0.19	\$44,650.00
6	Apple Juice	Plastic Bottle	50,000	4 ounces		
		Paper Carton			\$0.17	\$8,500.00
List	Miscellaneous Products Available:					
7	Milk 1% Fat	EA	75	One Gallon	\$3.05	\$228.75
8	Yogurt, Vanilla	EA	100	5 pounds	\$5.20	\$520.00
9	Sour Cream	EA	400	5 pounds	\$10.26	\$4,104.00
	TOTAL					\$856,402.75

PROPOSAL 2: PICK-UP OF MILK AT THE DAIRY BY FCPS DRIVERS					DAIRY MAID DAIRY, LLC	
ITEM	DESCRIPTION	UOM	EST QTY	UOM	UNIT \$	TOTAL \$
1	Skim Milk	FLUID OZ	135,000	8 Fluid ounces	\$0.13	\$17,550.00
2	Low Fat Milk 1%	FLUID OZ	380,000	8 Fluid ounces	\$0.16	\$60,800.00
3	Fat Free Chocolate Milk	FLUID OZ	2,250,000	8 Fluid ounces	\$0.15	\$337,500.00
4	Plastic Milk Bottle	EA	3,095,000	8 ounce Plastic Bottle	\$0.07	\$216,650.00
5	Orange Juice	Plastic Bottle	235,000	4 ounces		
		Paper Carton			\$0.15	\$35,250.00
6	Apple Juice	Plastic Bottle	50,000	4 ounces		
		Paper Carton			\$0.14	\$7,000.00
List	Miscellaneous Products Available:					
7	Milk 1% Fat	EA	75	One Gallon	\$2.85	\$213.75
8	Yogurt, Vanilla	EA	100	5 pounds	\$4.90	\$490.00
9	Sour Cream	EA	400	5 pounds	\$9.96	\$3,984.00
	TOTAL					\$679,437.75