

RFP 23FS1
PROCESSED COMMODITIES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract with USDA commodity processors who have an approved processing agreement with Maryland State Department of Education (MSDE). Proposals were opened on July 18, 2022.

1. **RFP Participation:**

28 proposals downloaded
13 companies submitted a proposal

2. **Proposals were received from:**

Brookwood Farms, Inc. (Siler City, NC)
Conagra Brands, Inc. (Troy, OH)
ES Foods (Woodbury, NY)
International Food Solutions, Inc. dba: Asian Food Solutions / Comida Vida (Oviedo, FL)
Jennie-O Turkey Store Sales, LLC (Willmar, MN)
JTM Provisions Co., Inc. dba: JTM Food Group (Harrison, OH)
Land O Lakes (Arden Hills, MN)
Maid-Rite Specialty Foods, Inc. (Dunmore, PA)
Nardone Bros Baking Co., Inc. (Barre, PA)
Pilgrim's Pride Corporation (Greeley, CO)
Rich Holdings, Inc. dba: Rich Products Corporation (Buffalo, NY)
Schwan's Food Service, Inc. (Marshall, MN)
Out of the Shell, LLC dba: Yangs 5th Taste (South El Monte, CA)

3. **Other facts:**

- The initial contract term shall be effective from date of award through July 31, 2027, with one two-year renewal term available.
- To maximize competition and flexibility, all vendors are recommended for award. 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.
- 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 RFP has a yearly open enrollment period to allow Maryland State approved processors the opportunity to become commodity providers for FCPS.
- Approximately \$807,744 was spent for processed commodities in FY21 and approximately \$1,148,656 was spent in FY22.
- The contract will be administered by Joshua Keilson, Procurement Coordinator, Food and Nutrition Services.

4. **Source of Funding:** FY23 Approved Food and Nutrition Services Operating budget and contingent upon FY24, FY25, FY26, FY27 and FY28 Food and Nutrition Services Operating budgets.

B. **Recommendation:** Staff recommends award of the contract for RFP 23FS1, Processed Commodities to the all vendors listed on the attached bid tabulation.

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

_____ Approved _____ Denied _____ Deferred _____ Other RM/kl

_____ Date _____ Date _____ Date _____ Date BOE Meeting: 08.10.22

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Vendor Name	Manufacturer Name	Product Description	Finished Case Weight (LB)	Servings Per Case	Commercial Code Number	Commercial Price per Case	Commercial Cost per Serving	Commodity Code Number	Commodity Value	The Fee for Service per case	Commodity Price per Case	Commodity Cost per Serving
Brookwood Farms, Inc.	Brookwood Farms	Pork Carnita	20#	128	15006 (10# cs) 64 servings/cs	\$50.70/cs	\$ 0.792	12303	DF value/cs \$53.02	\$39.20/cs	Total cs cost w/ DF value \$92.22	\$.306/serving Total cost/serv including DF value \$.720
Brookwood Farms, Inc.	Brookwood Farms	Pork BBQ low sodium Texas Western Sauce	20#	80	12013(10# cs) 40 servings/cs	\$39.50/cs	\$ 0.988	12307	DF value/cs \$37.78	\$32.00/cs	Total cs cost w/ DF value \$69.78	\$.40/serving Total cost/serv including DF value \$.872
ConAgra Brands, Inc.	The MAX	Stuff Crust	Net	72	12616	\$ 56.04	\$ 0.7783	12616	\$16.77 per case	\$ 39.27	\$ 39.27	\$ 0.05454
		Pizza 100% mozz cheese	22.50									
		51% Whole Grain						Mozz	110244			
		meets 2G/2mma/ 1/8c veg						9.13 lbs per case				
ES Foods	ES Foods	WG reduced fat reduced sodium Mac & Cheese pouch, 5/6 lbs per case. Each serving 6 oz. Total 80 servings per case	30 lbs	80	05915	\$ 53.15	\$ 0.66	05915	\$11.56/case	\$ 30.03	\$ 41.59	\$ 0.52
International Food Solutions, Inc. dba: Asian Food Solutions / Comida Vida	Asian Food Solutions	General Tso's Chicken	42.90 lb Net 44.55 lb Gross	176	72003	\$ 165.00	\$ 0.9375	72003	\$ 0.4967	\$ 147.79	\$ 17.21	\$ 0.8397
Jennie-O Turkey Store Sales, LLC	Jennie-o	Italian Combo	12	64	209612	\$ 3.64	\$ 0.68	209612	\$ 1.3614	\$ 2.37	\$ 2.37	\$ 0.44
Jennie-O Turkey Store Sales, LLC	Jennie-o	Sliced Turkey Brst	18	96	23818	\$ 4.55	\$ 0.85	231818	\$ 1.3614	\$ 2.85	\$ 2.85	\$ 0.53
Jennie-O Turkey Store Sales, LLC	Jennie-o	Turkey Ham	18	96	256818	\$ 3.68	\$ 0.69	256818	\$ 1.3614	\$ 2.21	\$ 2.21	\$ 0.41
Jennie-O Turkey Store Sales, LLC	Jennie-o	Turkey Patty	30	175	616630	\$ 4.22	\$ 0.72	616630	\$ 1.3614	\$ 2.90	\$ 2.90	\$ 0.50

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Jennie-O Turkey Store Sales, LLC	Jennie-o	Turkey Frank	20	160	612620	\$ 3.36	\$ 0.42	612620	\$ 1.3614	\$ 1.93	\$ 1.93	\$ 0.24
JTM Provisions Co., Inc. dba: JTM Food Group	JTM	Signature Beef Taco Filling	30	151	5250CE	\$ 76.81	\$ 0.51	CP5250	\$ 48.09	\$ 32.73	\$ 32.73	\$ 0.22
JTM Provisions Co., Inc. dba: JTM Food Group	JTM	Premium Beef Spaghetti Sauce	30	85	5578CE	\$ 72.84	\$ 0.86	CP5578	\$ 42.58	\$ 32.97	\$ 32.97	\$ 0.39
JTM Provisions Co., Inc. dba: JTM Food Group	JTM	Rotini w/Italian Meat Sauce	11.25	30	N/A	N/A	N/A	CP5501	\$ 16.17	\$ 35.88	\$ 35.88	\$ 1.20
JTM Provisions Co., Inc. dba: JTM Food Group	JTM	County Breakfast Scramble	30	131	5164	\$ 62.73	\$ 0.48	5164	\$ 7.51	\$ 55.22	\$ 55.22	\$ 0.42
JTM Provisions Co., Inc. dba: JTM Food Group	JTM	Three Cheese Cavatappi	30	80	5773	\$ 52.49	\$ 0.66	5773	\$ 12.51	\$ 39.98	\$ 39.98	\$ 0.50
Land O Lakes	Land O Lakes	Shredded Mozzarella Cheese	21.5	320	41698	\$ 50.46	\$ 0.1577	41698	\$34.75/cs	\$ 15.71	\$ 15.71	\$ 0.05
Land O Lakes	Land O Lakes	RS, RF WG Mac and Cheese	32.5	80	43274	\$ 62.10	\$ 0.7763	43274	\$11.57/cs	\$ 50.53	\$ 50.53	\$ 0.63
Land O Lakes	Land O Lakes	160-slice RF Pasteurized Process American Cheese (Yellow)	31	480	46253	\$ 68.45	\$ 0.1426	46253	\$39.06/cs	\$ 29.39	\$ 29.39	\$ 0.06
Land O Lakes	Land O Lakes	Mozzarella String Cheese	11.5	168	59701	\$ 35.02	\$ 0.2085	59701	\$18.24/cs	\$ 16.78	\$ 16.78	\$ 0.10
Maid-Rite Specialty Foods, Inc.	Maid-Rite	75156-93322 FC beef burger 2.5oz	30	192 2.5oz	75156-03322	\$ 142.20	\$ 0.74	75156-93322	\$126.58/cs	\$ 35.40	\$ 35.40	\$ 0.1844

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Nardone Bros Baking Co., Inc.	Nardone Bros	16" whole wheat self rising 4 cheese	23.50 lbs	64	16wsrfc	\$ 60.00	\$ 0.9375	16wsrfc	\$ 14.70	\$ 45.30	\$ 45.30	\$ 0.7078
Nardone Bros Baking Co., Inc.	Nardone Bros	Whole Wheat french bread	22.63	60	60wum2	\$ 51.00	\$ 0.85	60wum2	\$ 13.78	\$ 37.22	\$ 37.22	\$ 0.6203
Pilgrim's Pride Corporation	Pilgrim's	CN WG Homestyle Brd Chicken Patty w/ISP	31.95#	156/3.05oz	665400	\$ 85.20	\$ 0.55	665400	\$ 18.03	\$ 67.17	\$ 67.17	\$ 0.43
Pilgrim's Pride Corporation	Pilgrim's	Chris P WG Whole Muscle Breast Chicken Fillets	32.02#	104/4.3oz	7516	\$ 151.80	\$ 1.265	7516	\$ 29.62	\$ 122.18	\$ 122.18	\$ 1.02
Pilgrim's Pride Corporation	Pilgrim's	CN WG Breaded Chicken Large Popcorn Smackers	31.95#	104/4.3oz	110452	\$ 87.00	\$ 0.837	110452	\$ 25.62	\$ 61.38	\$ 61.38	\$ 0.59
Pilgrim's Pride Corporation	Pilgrim's	CN WG Breaded DARK MEAT Chicken Smackers	31.95#	104/4.3oz	110458	\$ 84.90	\$ 0.52	110458	\$ 31.08	\$ 53.82	\$ 53.82	\$ 0.518
Pilgrim's Pride Corporation	Pilgrim's	FC Diced Chicken Strips	31.73#	194/2.72oz	1230	\$ 120.90	\$ 0.62	1230	\$ 31.99	\$ 88.91	\$ 88.91	\$ 0.458
Pilgrim's Pride Corporation	Pilgrim's	CN Unbreaded Chicken Fajita Strips	31.73#	194/2.47oz	1250	\$ 167.10	\$ 0.86	1250	\$ 31.99	\$ 135.11	\$ 135.11	\$ 0.70
Pilgrim's Pride Corporation	Pilgrim's	CN WG Homestyle Brd Chicken Strips w/lsp	31.95#	156/3.06oz	625300	\$ 86.40	\$ 0.55	525300	\$ 18.03	\$ 68.37	\$ 68.37	\$ 0.44
Pilgrim's Pride Corporation	Pilgrim's	Chris P WG Whole Muscle Breast Chicken Bites	32.02#	102/4.75oz	7518	\$ 120.60	\$ 1.18	7518	\$ 29.62	\$ 90.98	\$ 90.98	\$ 0.89
Pilgrim's Pride Corporation	Pilgrim's	CN WG Homestyle Brd Chicken Nuggets w/ISP	31.87#	156/3.04oz	615300	\$ 83.40	\$ 0.54	615300	\$ 18.03	\$ 65.37	\$ 65.37	\$ 0.42
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR 5" Sheeted Dough	23.4	150	577	\$ 33.70	\$ 0.2247	577	\$ 3.03	\$ 30.67	\$ 30.67	\$ 0.2045
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR 4" Round Mini Flatbread	15.6	192	828	\$ 34.12	\$ 0.1777	828	\$ 1.85	\$ 32.27	\$ 32.27	\$ 0.1681
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Donut Holes (6 piece serv)	11.4	64	2725	\$ 29.33	\$ 0.4583	2725	\$ 1.14	\$ 28.19	\$ 28.19	\$ 0.4405

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Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Triple Chocolate Cookies w/Fudge Filling	14.9	120	3593	\$ 52.00	\$ 0.4333	3593	\$ 1.04	\$ 50.96	\$ 50.96	\$ 0.4247
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	Cinnamon UBR dough	23.1	140	7816	\$ 39.31	\$ 0.2808	7816	\$ 1.48	\$ 37.83	\$ 37.83	\$ 0.2702
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Confetti Cookies w/ frosting filling	14.9	120	8202	\$ 52.00	\$ 0.4333	8202	\$ 1.17	\$ 50.83	\$ 50.83	\$ 0.4236
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	UBR Cinnamon IW (nut free facility)	19	126	8733	\$ 53.77	\$ 0.4267	8733	\$ 1.13	\$ 52.64	\$ 52.64	\$ 0.4178
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR 12" Sub Roll Dough	29.5	120	8763	\$ 39.35	\$ 0.3279	8763	\$ 3.63	\$ 35.72	\$ 35.72	\$ 0.2977
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Dinner Roll Dough	23.5	288	10988	\$ 27.43	\$ 0.0952	10988	\$ 2.61	\$ 24.82	\$ 24.82	\$ 0.0862
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Rip Stick Breadstick dough (proof & bake)	20	250	12194	\$ 28.82	\$ 0.1153	12194	\$ 2.44	\$ 26.38	\$ 26.38	\$ 0.1055
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	Oatmeal Chocolate Chip dough	23	140	13709	\$ 41.40	\$ 0.2957	13709	\$ 1.44	\$ 39.96	\$ 39.96	\$ 0.2854
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	UBR Oatmeal Chocolate Chip IW (nut free facility)	19	126	13862	\$ 54.00	\$ 0.4286	13862	\$ 1.14	\$ 52.86	\$ 52.86	\$ 0.4195
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Roll Dough	26.2	160	13918	\$ 25.41	\$ 0.1588	13918	\$ 3.04	\$ 22.37	\$ 22.37	\$ 0.1398
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Cinnamon Roll Dough	24	140	13940	\$ 38.96	\$ 0.2783	13940	\$ 2.59	\$ 36.37	\$ 36.37	\$ 0.2598

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Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR 6x6 Flatbread	28.1	192	14010	\$ 40.23	\$ 0.2095	14010	\$ 3.94	\$ 36.29	\$ 36.29	\$ 0.1890
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Ring Donut	14.5	84	14839	\$ 31.31	\$ 0.3727	14839	\$ 1.47	\$ 29.84	\$ 29.84	\$ 0.3552
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR 6" Round Flatbread	19.8	144	15191	\$ 36.45	\$ 0.2531	15191	\$ 2.85	\$ 33.60	\$ 33.60	\$ 0.2333
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Hawaiian Roll Dough	22.2	240	16206	\$ 27.70	\$ 0.1154	16206	\$ 2.41	\$ 25.29	\$ 25.29	\$ 0.1054
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR 16" FNR Oven Rising Pizza Dough (1/8 dough)	28.9	160	17015	\$ 46.44	\$ 0.2903	17015	\$ 3.28	\$ 43.16	\$ 43.16	\$ 0.2698
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Round Waffle Maple Flatbreads	16.7	192	17279	\$ 40.54	\$ 0.2111	17279	\$ 1.63	\$ 38.91	\$ 38.91	\$ 0.2027
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	16" FNR Oven Rising Pizza Dough w/Ring (1/8 dough)	36.3	160	17673	\$ 51.33	\$ 0.3208	17673	\$ 5.04	\$ 46.29	\$ 46.29	\$ 0.2893
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Cornbread Poppers (6 piece serv)	13.6	64	18510	\$ 30.00	\$ 0.4688	18510	\$ 1.01	\$ 28.99	\$ 28.99	\$ 0.4530
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Chocolate Chip Cookies IW NUT FREE-NEW	13.7	126	19402	\$ 45.11	\$ 0.3580	19402	\$ 1.29	\$ 43.82	\$ 43.82	\$ 0.3478
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Spicy Jalapeno Cheese Bites NEW	25.5	78	19864	\$ 64.10	\$ 0.8218	19864	\$ 21.31	\$ 42.79	\$ 42.79	\$ 0.5486
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Flatbread Stackables (1 oz eq. grains)	37.8	576	20215	\$ 68.73	\$ 0.1193	20215	\$ 5.15	\$ 63.58	\$ 63.58	\$ 0.1104

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Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Cinnamon Chip Scone Dough NEW	18.1	108	21410	\$ 44.73	\$ 0.4142	21410	\$ 1.82	\$ 42.91	\$ 42.91	\$ 0.3973
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Mixed Berry Scone Dough NEW	18.1	108	21411	\$ 44.73	\$ 0.4142	21411	\$ 1.76	\$ 42.97	\$ 42.97	\$ 0.3979
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Reduced Sodium Cheese Sticks (5 pc serv)	25.3	85	65219	\$ 61.46	\$ 0.7231	65219	\$ 19.86	\$ 41.60	\$ 41.60	\$ 0.4894
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Breaded Mozzarella Cheese Sticks (6 piece serv)	25.5	92	65220	\$ 61.85	\$ 0.6723	65220	\$ 21.82	\$ 40.03	\$ 40.03	\$ 0.4351
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	WGR Pizza Cheese Cruncher (4 piece Serving)	26.5	73	65225	\$ 67.24	\$ 0.9211	65225	\$ 16.90	\$ 50.34	\$ 50.34	\$ 0.6896
Rich Holdings, Inc. dba: Rich Products Corporation	Rich Products	Seasoned Hand-Pulled Pork	10.7	152				87067	\$ 62.44	\$ 41.75	\$ 41.75	\$ 0.2740
Schwan's Food Service, Inc.	Schwan's Food Service, Inc.	TONY'S French Bread 6" 51% WG cheese/cheese Sub Pizza	20.38 - Gross 18.52 - Net	60	78356	\$ 50.94	\$ 0.85	78356	\$ 5.69	\$ 45.25	\$ 45.25	\$ 0.75
Schwan's Food Service, Inc.	Schwan's Food Service, Inc.	BIG DADDY'S Primo 16" 51% WG Four Cheese Pizza	20.38 - Gross 18.52 - Net	72	78637	\$ 70.47	\$ 0.98	78637	\$ 16.53	\$ 53.94	\$ 53.94	\$ 0.76
Out of the Shell, LLC dba: Yangs 5th Taste	Yangs 5th Taste	General Tso's Chicken	43.5 lbs Net	192	8-52724-15563-0	\$ 169.59	\$ 0.88	8-52724-15563-0	\$ 18.90	\$ 150.69	\$ 150.69	\$ 0.78