

**BID 24FS1**  
**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. Bids were opened on June 27, 2023.

1. **Bid Participation:**

10 bids downloaded  
1 company submitted a bid

2. **Proposals were received from:**

**Dairy Maid Dairy, LLC (Frederick, MD)**

3. **Other Facts:**

- The contact term will be effective from the date of award through July 31, 2025, with two additional two-year renewal options.
- Approximately \$1,354,384 was spent for milk and dairy products in FY22 and approximately \$1,114,590 was spent in FY23.
- As an approximate \$120,140 cost avoidance, Frederick County Public Schools has chosen to recommend Proposal 2, Pick-Up of Milk at Dairy by FCPS Drivers.
- The contract will be administered by Robert Kelly, Director, Food and Nutrition Services.

4. **Source of funding:** FY24 Approved Food and Nutrition Services Operating budget and contingent upon FY25 and FY26 Food and Nutrition Services Operating Budgets.

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B. **Recommendation:** Staff recommends that Bid 24FS1, Milk and Dairy Products, be awarded to Dairy Maid Dairy, LLC, per the attached tabulation.

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

_____ Approved	_____ Denied	_____ Deferred	_____ Other	RM/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Mtg.: 08.09.23

**BID 24FS1, MILK AND DAIRY PRODUCTS  
BID TABULATION**

<b>PROPOSAL 1: FULL SERVICE DELIVERY OF MILK TO ALL SCHOOL LOCATIONS</b>				<b>DAIRY MAID DAIRY, LLC</b>	
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>UOM</b>	<b>EST QTY</b>	<b>UNIT \$</b>	<b>TOTAL \$</b>
1	Low Fat Milk 1%	8 Fluid ounces	1,000,000	\$0.3562	\$356,200.00
2	Fat Free Chocolate Milk	8 Fluid ounces	3,000,000	\$0.3595	\$1,078,500.00
3	Orange Juice	4 ounces	1,000,000	\$0.2557	\$255,700.00
4	Apple Juice	4 ounces	500,000	\$0.2557	\$127,850.00
	<b>Miscellaneous Products Available:</b>				
5	Milk 1% Fat, Chocolate	One Gallon	200	\$3.8300	\$766.00
6	Yogurt, Vanilla	5 pounds	100	\$8.2500	\$825.00
7	Sour Cream	5 pounds	400	\$11.46	\$4,584.00
	<b>TOTAL</b>				<b>\$1,824,425.00</b>

<b>PROPOSAL 2: PICK-UP OF MILK AT THE DAIRY BY FCPS DRIVERS</b>				<b>DAIRY MAID DAIRY, LLC</b>	
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>UOM</b>	<b>EST QTY</b>	<b>UNIT \$</b>	<b>TOTAL \$</b>
1	Low Fat Milk 1%	8 Fluid ounces	1,000,000	\$0.3262	\$326,200.00
2	Fat Free Chocolate Milk	8 Fluid ounces	3,000,000	\$0.3445	\$1,033,500.00
3	Orange Juice	4 ounces	1,000,000	\$0.2257	\$225,700.00
4	Apple Juice	4 ounces	500,000	\$0.2257	\$112,850.00
	<b>Miscellaneous Products Available:</b>				
5	Milk 1% Fat, Chocolate	One Gallon	200	\$3.6300	\$726.00
6	Yogurt, Vanilla	5 pounds	100	\$8.0500	\$805.00
7	Sour Cream	5 pounds	400	\$11.2600	\$4,504.00
	<b>TOTAL</b>				<b>\$1,704,285.00</b>