

RFP 25FS1
FRESH FARM FOOD PRODUCTS

FACT SHEET

A. **Overview:** This recommendation is to establish a contract to purchase local, fresh produce directly from farms and orchards to be served by the Food and Nutrition Services Department within Frederick County Public Schools. Proposals were opened on July 23, 2024.

1. **Bid participation:**

23 proposals downloaded
4 companies submitted a proposal

2. **Bids were received from:**

Catoctin Mountain Orchard, Inc. (Thurmont, MD)
Class Produce Group, LLC (Jessup, MD)
Moon Valley Farm (Woodsboro, MD)
Seashore Fruit & Produce Company (Vineland, NJ)

3. **Other facts:**

- The contract term will be effective from October 1, 2024 through September 30, 2026, with two additional one-year terms.
- Approximately \$70,456 was spent on fresh farm products during FY23 and approximately \$84,108 was spent in FY24.
- This contract will be administered by Jackson Urie, Procurement Coordinator, Food and Nutrition Services.

4. **Source of funding:** Board of Education of Frederick County FY25 Approved Food and Nutrition Services Operating Budget and contingent upon Board approval of FY26 and FY27 Food and Nutrition Services Operating Budgets.

B. **Recommendation:** Staff recommends that RFP 25FS1, Fresh Farm Food Products, be awarded to Catoctin Mountain Orchard and Moon Valley Farm, per the attached scoring summary and bid tabulation.

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

RM/kl	_____	_____	_____	_____	RM/kl
	Approved	Denied	Deferred	Other	
09.11.24	Date	_____	_____	_____	BOE Mtg.: 09.11.24
		Date	Date	Date	

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Scoring Summary

Vendor	Technical Score (45) Points Maximum	Cost Score (55) Points Maximum	Total Score
Catoctin Mountain Orchard	35.33	55*	90.33
Moon Valley Farm	36.33	35.89*	72.22
Seashore Fruit & Produce Co.	17.67		
Class Produce Group, LLC	10.33		

Scoring Criteria

- Breadth of Product Offering
- Service Capabilities
- Good Agricultural Practices Program (GAP)
- Completeness of Proposal
- References
- Cost Proposal

*Comparable Items

Apples, Nectarines, Peaches, Pears, Plums

Catoctin Mountain Orchard – Primary Vendor
Moon Valley Farm – Secondary Vendor

#Items only bid on by Moon Valley Farm

Watermelons, Cucumbers (whole), Tomatoes (cherry), Tomatoes (Grape)

Moon Valley Farm – Primary Vendor

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BID TABULATION

							CATOCTIN MOUNTAIN ORCHARD		MOON VALLEY FARM	
ITEM	GRADE	PRODUCE	SIZES	PURCHASING UNIT OF MEASURE OR WEIGHT	TOTAL EST. CASES NEEDED	AVG. PURCHASE QTY	PRICE DELIVERY TO WAREHOUSE	PRICE DELIVERY TO SCHOOLS	PRICE DELIVERY TO WAREHOUSE	PRICE DELIVERY TO SCHOOLS
Apples	U.S. Fancy or Better	Fresh, very firm, solid color, 60% not striped, firm bright and crisp - Approved Varieties: Fuji, Goldrush, Gala, Golden Delicious, Red Delicious (east coast only) Jonathon, Empire, Stayman (Winesap), Pink Lady, Granny Smith	Average Size 3" diameter	Bushel : 125 Count	3000	200	\$23.00	NO BID	\$29.00	\$29.00
Nectarines	U.S. #1 or Better	Fresh, mature but not soft or overripe, which are well formed, clean, and free from decay, broken skins which are not healed, worms, worm holes		½ Bushel : 60 Count	80	80	\$28.00	NO BID	\$47.25	\$47.25
Peaches	U.S. Extra #1 or Better	Fresh, mature, but not overripe, thin skinned, peel has a fuzzy smooth texture, juicy sweet	Average Size 2 1/4" diameter	½ Bushel : 70 Count	280	35	\$26.00	NO BID	\$45.00	\$45.00
Pears	U.S. #1 or Better	Fresh, firm, thin skinned, peel is smooth texture, slightly Granular Flesh		Bushel 110 Count	200	50	\$32.00	NO BID	\$70.40	\$70.40
Plums	U.S. #1 or Better	Fresh, firm, medium size, globose to oval, juicy, peel is smooth, with a natural waxy surface that adheres to the flesh	Average Size 2" diameter	½ Bushel : 70 Count	320	40	\$38.00	NO BID	\$45.00	\$45.00
Watermelon	U.S. #1 or Better	Fresh, seedless, picnic variety, whole melons	Approximately 22-26#	20#	800	100	NO BID	NO BID	\$72.00	\$72.00
Cucumbers, Whole	U.S. Extra #1 or Better			25#	500	100	NO BID	NO BID	\$45.00	\$45.00
*Tomatoes, Cherry	U.S. Combination	Fresh, firm, mature, but not overripe, smooth skinned, pink to red, yellow to orange in color		12 pint case	500	50	NO BID	NO BID	\$65.00	\$65.00
Tomatoes, Grape	U.S. Combination	Fresh, firm, mature, but not overripe, smooth skinned, pink to red, yellow to orange in color		12 pint case	500	50	NO BID	NO BID	\$55.00	\$55.00