

**EDUCATION SERVICE CENTER REGION 19  
RFP AWARD SUMMARY**

**RFP TITLE:** Bread Products and Delivery - ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 14-7039  
**RFP OPENING DATE:** July 1, 2014  
**CONTRACT TERM:** Date of award until July 31, 2015 with the option to extend 12 month increments not to extend beyond 36 months in the aggregate  
**(Extended by Region 19 until July 31, 2016)**  
**(Extended by Region 19 until July 31, 2017)**

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 18  
**RESPONSES:** 2  
**ADVERTISEMENT DATES:** El Paso Times May 14, 2014 & May 21, 2014  
**BOARD MEETING DATE:** August 21, 2014

**RECOMMENDED FOR AWARD**      **Flowers Baking Company of El Paso, LLC**

**TOTAL (estimated)**                      **\$300,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and ESC Region 19 to purchase their specified bread requirements as needed during the contract period. The recommended award vendor agrees to sell other ESC Region 19 Purchasing Cooperative members at the stated pricing during the contract period. Due to the submitted proposals bidding different sizes, the pricing was calculated according to the specifications in the solicitation. In all instances, Flowers Baking Company of El Paso, LLC was the low bidder.

**SPECIFICATIONS PROVIDED BY:**

Aida Salcedo  
Canutillo Independent School District

**EVALUATION COMMITTEE:**

Rachel Frayre  
Anthony Independent School District

Irene Liceaga  
Burnham Wood Charter School District

Rocio Flores  
Father Yermo School

Manuel H. Frausto  
La Fe Preparatory School

Rosa Gallegos  
Most Holy Trinity School

Maria Esparza  
Region 19 Head Start and Early Program

Raul Jacques  
San Elizario Independent School District

Royce Cleveland  
ESC Region 19 Allied States Cooperative

Mary Jane Lopez  
ESC Region 19 Allied States Cooperative

**Contact Information**

**Flowers Baking Company of El Paso, LLC**

Larry Baldwin / Monica Guzman

301 N. Dallas

El Paso, TX 79901

915-533-8434 / 1-800-328-6111

Fax: 915-532-2908

[larry.baldwin@flocorp.com](mailto:larry.baldwin@flocorp.com) / [monica.guzman@flocorp.com](mailto:monica.guzman@flocorp.com)

Overall Fixed Pricing through July 31, 2015 submitted:

<b>Bimbo Bakeries USA, Inc.</b>	<b>\$196,004.54</b>
<b>Flowers Baking Company of El Paso, LLC</b>	<b>\$179,626.00</b>
<b>Difference in favor of Flowers Baking Company</b>	<b><u>\$ 16,378.54</u></b>

## **GENERAL & SPECIAL CONDITIONS –PLEASE READ CAREFULLY**

1. All purchase orders and invoicing will be directly with each district using this contract.
2. All pricing will start August 1, 2014 and continue through July 31, 2015 with the option to extend in 12 month increments depending on mutual consent by both the vendor and Region 19 Purchasing Coop Members.
3. Evaluation and award recommendation will be based on 70% pricing, and 30% of vendor's ability to provide services as specified along with reference checks.
4. Award basis will be "all or none" per district with the option to award each district individually or an "all or none" award for all districts, whatever is determined to be in the best interest of the Purchasing cooperative members.
5. All deliveries will be on clean well-kept racks.
6. Individual monthly statements will be sent for each campus the vendor has delivered to at the close of each month during the contract period.
7. Vendor will leave a clear legible invoice at each campus location upon each delivery showing the location, unit descriptions, and unit price as well as an invoice total.
8. Deliveries will take place between 6:00 AM and 10:30 AM to the cafeterias.
9. Deliveries will take place four days per week during the contract period.
10. Monthly menus for each campus will be provided to delivery personnel upon request.
11. Delivery vendor personnel will check with each cafeteria manager in person one day per week agreed upon mutually so that orders for the following week can be given to the vendor.
12. Escalation in pricing during the contract period will be considered on an individual basis tied to certain commodity fluctuations affecting the overall economy and may or may not be approved at the discretion of the Region 19 Purchasing Cooperative member.
13. **Vendors are not required to bid on all districts to be considered for award.**
14. **CN labeling or product nutritional specification sheets to be provided with bids.**
15. Cafeteria delivery locations, contact personnel, phone numbers, and other specific information will be provided to awarded vendors upon award unless requested prior to bid submissions.
16. Each Region 19 Purchasing Cooperative member reserves the option to add locations and quantities during the contract period.
17. **Vendor agrees to service additional Region 19 Purchasing Cooperative members that may join with comparable requirements during the contract period.**
18. Quantities ordered will be on an as needed basis by the ESC Region Purchasing Cooperative members.

**19. INSURANCE COVERAGES WILL BE SUBMITTED WITH PROPOSALS INCLUDING GENERAL LIABILITY, VEHICLE LIABILITY, AND WORKERS COMPENSATION.**

**20. Vendor should only bid on items they can supply. All bids will be considered regardless of what they can supply.**

**REQUIRED QUESTIONNAIRE**

1. Total number of employees living and working in El Paso, Texas?  
**Flowers Baking Company of El Paso, LLC - 62**
2. Total number of delivery trucks located in El Paso, Texas?  
**Flowers Baking Company of El Paso, LLC - 27**
3. Number of years in delivery business for schools and education facilities?  
**Flowers Baking Company of El Paso, LLC – 20 years**
4. Will vendor deliver to other ESC Region 19 Purchasing Cooperative members?  
**Flowers Baking Company of El Paso, LLC - Yes**
5. If yes, what is the minimum order required for delivery to each site?  
**Flowers Baking Company of El Paso, LLC - None**
6. This bid will be for use by ESC Region 19 and its ESC Purchasing Cooperative members as well as any other members that join during the contract period. While Region 19 Purchasing Cooperative Membership is State-Wide, this contract is intended for use by local agencies participating in the ESC Region 19 Purchasing Cooperative. Will the vendor agree to service other members throughout the period of the contract performance? If not, please explain:  
**Flowers Baking Company of El Paso, LLC – Yes**

**NOTE: The following whole wheat products must list whole wheat as the first ingredient 50% or more. The whole grain must provide at least 8 grams of the whole grain. A nutritional Analysis must accompany each product listing. Whole grain ingredient(s) by weight, fat, sodium grams, vitamins and minerals, other ingredients' and calories.**

**CN labeling or product nutritional specification sheets to be provided with bids.**

**Nutrition Facts Must Be Available At The Time Of Award Ready For Posting On The R19 Website Bid Contracts**

**SPECIFICATIONS FOR BREAD PRODUCTS**

1. Enriched White Sliced Sandwich 1 ½ pound loaf. Each slice to weigh 9 oz. minimum. Nutritional Analysis required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
San Elizario ISD	5,000 packs	20 oz. Flowers White 100-1014	\$0.92

2. Whole Wheat Sliced Sandwich 1 ½ pound loaf. Each slice to weigh 10 oz. minimum. Whole grain ingredient listed first to meet 50% or more, 1 whole grain requirement providing at least 8 grams per slice. Nutritional Analysis required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Anthony ISD	2,300 packs	20 oz. Sunbeam 100% 101-3204	\$1.02
Canutillo ISD	4,000 packs	20 oz. Sunbeam 100% 101-3204	\$1.02
Region 19 Head Start & Early Program	2,000 packs	20 oz. Sunbeam 100% 101-3204	\$1.02
San Elizario ISD	5,000 packs	20 oz. Sunbeam 100% 101-3204	\$1.02

3. Sliced Honey Wheat Sandwich 20 oz. per loaf. Nutritional Analysis required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Clint ISD	8,200 packs	20 oz. Nature's Own Honey 102-1508	\$1.67

4. Whole Wheat Sliced Sandwich 1 ½ pound loaf. Each slice to weigh 9 oz. minimum. Whole grain ingredient listed first to meet 50% or more, whole grain requirement providing at least 8 grams per slice. Nutritional Analysis required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
La Fe Preparatory	2,700 packs	20 oz. Sunbeam 100% 101-3204	\$1.02

5. Whole Wheat Texas Toast Sliced Sandwich 1 ½ pound loaf. Each slice to weigh 9 oz. minimum. Whole grain ingredient listed first to meet 50% or more, whole grain requirement providing at least 8 grams per slice. Nutritional Analysis required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
La Fe Preparatory	500 packs	20 oz. Flowers 100% Texas Toast 100-1886	\$0.85

6. Fresh Whole Wheat Hamburger Buns. Pre-sliced. 2 oz. minimum weight to meet 2 whole grain bread requirements. Whole grain ingredient listed first to meet 50% or more whole grain requirement. Providing at least 16 grams per bun. Nutritional Analysis required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Anthony ISD	1,000 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>
Burnham Wood Charter	1,000 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>
Clint ISD	14,200 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>
Canutillo ISD	4,500 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>
La Fe Preparatory	10,000 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>
Region 19 Head Start & Early Program	500 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>
San Elizario ISD	10,000 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>
Vista Del Futuro Charter School	500 packs	<u>12 ct. Flowers 100% 100-2372</u>	<u>\$1.77</u>

7. Fresh Whole Wheat Hot Dog Buns. Pre-sliced. 2 oz. minimum weight to meet 2 whole grain bread requirements. Whole grain ingredient listed first to meet 50% or more whole grain requirement. Providing at least 16 grams per bun. Nutritional Analysis required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Anthony ISD	500 packs	<u>12 ct. Flowers 100% 100-0199</u>	<u>\$1.77</u>
Burnham Wood Charter School	600 packs	<u>12 ct. Flowers 100% 100-0199</u>	<u>\$1.77</u>
Canutillo ISD	1,000 packs	<u>12 ct. Flowers 100% 100-0199</u>	<u>\$1.77</u>
La Fe Preparatory	650 packs	<u>12 ct. Flowers 100% 100-0199</u>	<u>\$1.77</u>
San Elizario ISD	250 packs	<u>12 ct. Flowers 100% 100-0199</u>	<u>\$1.77</u>
Vista Del Futuro Charter School	300 packs	<u>12 ct. Flowers 100% 100-0199</u>	<u>\$1.77</u>

8. Hot Dog Buns. Pre-sliced, white. 5 1/2 "length, 1.5 oz. G/B. Nutritional Analysis and Trans Fat Information Required. 12 count per package.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Clint ISD	1,600 packs	<u>12 ct. Sunbeam 6" 101-2733-2</u>	<u>\$1.15</u>

9. Fresh Whole Wheat Hoagie Buns. Pre-sliced 2 oz. minimum weight to meet 2 whole grain bread requirements. Whole grain ingredient listed first to meet 50% or more whole grain requirement. Providing at least 16 grams per bun. Nutritional Analysis required. Trans Fat information required. 24 count per package.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Anthony ISD	100 packs	<u>24 ct. Flowers 100% Hoagie</u> 100-2942	<u>\$3.47</u>
Burnham Wood Charter School	400 packs	<u>24 ct. Flowers 100% Hoagie</u> 100-2942	<u>\$3.47</u>
Canutillo ISD	300 packs	<u>24 ct. Flowers 100% Hoagie</u> 100-2942	<u>\$3.47</u>
La Fe Preparatory	300 packs	<u>24 ct. Flowers 100% Hoagie</u> 100-2942	<u>\$3.47</u>
San Elizario ISD	5,000 packs	<u>24 ct. Flowers 100% Hoagie</u> 100-2942	<u>\$3.47</u>
Vista Del Futuro Charter School	200 packs	<u>24 ct. Flowers 100% Hoagie</u> 100-2942	<u>\$3.47</u>

10. Fresh Plain Bagels. Enriched- Pre-sliced 2 oz. minimum weight 2 servings of G/B. Nutritional Analysis and Trans Fat Information Required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
La Fe Preparatory	3,500 packs	<u>6 ct. Nature's Own White Bagels</u> 102-2128	<u>\$2.38</u>

11. Fresh Whole Wheat Bagels. Pre-sliced. 2 oz. minimum weight to meet two whole grain bread requirements. Whole grain ingredient listed first to meet 50% or more whole grain requirement. Nutritional Analysis required. 12 count.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Region 19 Head Start & Early Program	500 packs	<u>6 ct. Nature's Own Wheat Bagels</u> 102-0962	<u>\$2.38</u>

12. English Muffins. Enriched- Pre-sliced 2 oz. minimum weight 2 servings of G/B. Nutritional Analysis and Trans Fat Information Required.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Canutillo ISD	5,000 packs	<u>6 ct. Nature's Own English Muffin</u> 102-2797	<u>\$1.77</u>
La Fe Preparatory	7,000 packs	<u>6 ct. Nature's Own English Muffin</u> 102-2797	<u>\$1.77</u>
Region 19 Head Start & Early Program	1,000 packs	<u>6 ct. Nature's Own English Muffin</u> 102-2797	<u>\$1.77</u>

13. Fresh Whole Wheat Dinner Rolls. Pre-sliced. 2 oz. minimum weight to meet two whole grain bread requirements. Whole grain ingredient listed first to meet 50% or more whole grain requirement. Nutritional Analysis required. 24 count.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Region 19 Head Start & Early Program	1,000 packs	24 ct. Flowers Wheat Dinner Rolls 100-3527	\$1.30

14. Fresh Whole Wheat Garlic Bread. Pre-sliced. 2 oz. minimum weight to meet two whole grain bread requirements. Whole grain ingredient listed first to meet 50% or more 1 whole grain requirement providing at least 8 grams per slice. 24 count.

<u>ISD</u>	<u>ESTIMATED USAGE FOR 2014-2015</u>	<u>PACK SIZE/BRAND/CODE</u>	<u>UNIT PRICE</u>
Region 19 Head Start & Early Program	500 packs	No Bid	N/A

Approved by: \_\_\_\_\_  
 (Armando Aguirre – Executive Director)  
 (Armando Aguirre – Executive Director)  
 (Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
 (July 30, 2014)  
 (June 4, 2015)  
 (June 22, 2016)