

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

**RFP TITLE:** Coffee, Tea, and Related Goods and Services – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 17-7223  
**RFP OPENING DATE:** October 27, 2016  
**CONTRACT TERM:** Date of award until October 31, 2017 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor  
**(Extended by Region 19 until October 31, 2018)**  
**(Extended by Region 19 until October 31, 2019)**  
**(Extended by Region 19 until October 31, 2020)**  
**(Extended by Region 19 until October 31, 2021)**  
**(Extended by Region 19 until December 31, 2021)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 40  
**RESPONSES:** 4  
**ADVERTISEMENT DATES:** El Paso Times – September 19, 2016 & September 26, 2016  
Washington Post– September 19, 2016 & September 26, 2016  
**BOARD MEETING DATE:** December 15, 2016  
**RECOMMENDED FOR AWARD** **2Ten Coffee Roasters**  
**TOTAL (estimated)** **\$300,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative members and ESC Region 19 to purchase coffee, tea products and related services during the contract period. Award basis for this contract was 50% overall pricing, 25% references and past performance, and 25% overall quality of goods and services as well as the quality of the overall proposal in regards to Region 19 and its Cooperative members. The awarded vendor total overall score for awarded vendor was 9.3; the price of coffee is lower priced the yield for the awarded vendor was equal based on the same quantity of coffee used.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland - ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Royce Cleveland - ESC Region 19 Allied States Cooperative

Martin Camacho - ESC Region 19 Allied States Cooperative

Debra Oropeza - ESC Region 19 Allied States Cooperative

**Contact Information:**

**2Ten Coffee Roasters**

Steven Svoboda / Kimberly Closser (added December 2016) Mario Sobal-Varro (updated 8/31/21)  
3007 Montana Ave.  
El Paso, TX 79903  
915-562-8200

[www.2tencoffee.roasters.com](http://www.2tencoffee.roasters.com) / [ssvoboda@entrepglobal.com](mailto:ssvoboda@entrepglobal.com) / [kclosser@entrepglobal.com](mailto:kclosser@entrepglobal.com)  
[steven@2tencoffee.roasters.com](mailto:steven@2tencoffee.roasters.com) [mario@2tencoffee.roasters.com](mailto:mario@2tencoffee.roasters.com)

**PROPOSAL RESPONSE FORM:**

5- lb. bags or canisters of 100% Pure Arabica Coffee **\$28.00**  
(Price with no equipment provided)  
Brand/ Code **Watermark Coffee**  
Pack Size **5 lb.**  
Per pound price **\$5.60**

Vendor must provide sample of coffee, data and specifications for coffee

5- lb. bags or canisters of 100% Pure Arabica Coffee **\$31.00**  
(Price with commercial equipment provided)  
Brand/ Code **Watermark Coffee**  
Pack Size **5 lb.**  
Per pound price **\$5.60**

Vendor must provide sample of coffee, data and specifications for coffee and coffee making equipment to be considered for award

20 oz. Sugar canisters	<b><u>\$13.24</u></b>	Pack size	<b><u>22 oz. / 8 ct.</u></b>
12 oz. Powdered Creamer canisters	<b><u>\$15.73</u></b>	Pack Size	<b><u>16 oz. / 8 ct.</u></b>
PC Sugar	<b><u>\$16.18</u></b>	Pack Size	<b><u>2000 / ct.</u></b>
PC Equal or Generic	<b><u>\$11.35</u></b>	Pack Size	<b><u>Equal 800 / ct.</u></b>
PC Sweet & Low or Generic	<b><u>\$12.30</u></b>	Pack Size	<b><u>Sweet &amp; Low 1500 /ct.</u></b>
PC Powdered Creamer	<b><u>\$16.32</u></b>	Pack Size	<b><u>1000 / ct.</u></b>
Stir Sticks	<b><u>\$19.45</u></b>	Pack Size	<b><u>5000 /ct.</u></b> Sizes <b><u>7"</u></b>
PC Hot Chocolate	<b><u>\$9.47</u></b>	Pack Size	<b><u>50 /ct.</u></b>
PC Tea Bags	<b><u>\$16.01</u></b>	Pack Size	<b><u>312 /ct.</u></b>
PC Liquid Creamer - Original	<b><u>\$15.21</u></b>	Pack Size	<b><u>192 /ct.</u></b>
PC Liquid Creamer - Flavored	<b><u>\$26.56</u></b>	Pack Size	<b><u>192 /ct.</u></b>
PC Splenda	<b><u>\$21.00</u></b>	Pack Size	<b><u>1200 /ct.</u></b>
Filters	<b><u>\$16.36 per carton</u></b>	Pack Size	<b><u>500 per carton</u></b> (added as of December 2016)

**PROPOSAL RESPONSE FORM:**

Please attach a Price List of any other related Items vendor sells, as it will become part of the final award such as powered or lemonade concentrate, instant tea, decaf coffee etc. (as pertaining to scope of proposal)

Price List Attached? **Yes**

Wholesale pricing on all coffee bean orders is offered to approved wholesale providers. Prices are on-average 40% below retail and fluctuate each month based on the current market value. We value our wholesale providers and strive to offer a premium product at a fair price.

Roast Dates Are As Follows: **Mondays, Wednesdays, Fridays**

<u>Product</u>	<u>Description</u>	<u>Pricing</u>
Breakfast Blend Frac Pack	Watermark breakfast blend 42ct (1.5 oz.)	\$26.50
100% Colombian Frac Pack	Watermark Colombian 42 ct. (1.5 oz.)	\$29.50
Decaf Frac Pack	Watermark Decaf 42 ct. w/machine (1.5 oz.)	\$28.25
100% Arabica Blend Frac Pack	100% Arabica Blend 42 ct. (1.5 oz.)	\$26.00
100% Arabica Blend Frac Pack	100% Arabica Blend 42 ct. (1.75 oz.)	\$28.00

**\*\*Commercial equipment that will be utilized will fit the needs of Region 19 or any of its affiliates. Wilbur Curtis coffee company will be the manufacturer of the coffee equipment. \*\***

**All Coffee is Roasted Locally by: 2Ten Coffee Roasters**

You can place your order by phone or email. Once your order is placed, it will be roasted & delivered to you within 72 hours or less (excluding weekends). For email orders: [ssvoboda@entrepglobal.com](mailto:ssvoboda@entrepglobal.com) / [info@entrepglobal.com](mailto:info@entrepglobal.com)

Provide specifications on commercial equipment proposed that would be utilized in the event your company was awarded the contract?

Provided? **Yes**

Will Vendor deliver to other ESC Region Allied States Cooperative members? **Yes**

If so provide details, costs, delivery type, etc.; **2Ten Coffee Roasters will deliver to all El Paso Counties as well as Las Cruces; In addition 2Ten Coffee Roasters is a local coffee roaster and will provide drop ship services to other areas.**

Provide number of sales/ service vehicles in the market area vendor wishes to provide goods and services. **(1) One delivery vehicles**

Provide number of employees working and living in the area vendor wishes to provide goods and services. **8**

Provide number of years in business. **6**

Approved by: \_\_\_\_\_  
**(Armando Aguirre – Executive Director)**  
**(Armando Aguirre – Executive Director)**  
**(Armando Aguirre – Executive Director)**  
**(Sonia Eubanks – (Associate Executive Director)**  
**(Sonia Eubanks – (Associate Executive Director)**

Date: \_\_\_\_\_  
**(November 11, 2016)**  
**(August 15, 2017)**  
**(August 1, 2018)**  
**(August 8, 2019)**  
**(August 11, 2020)**