

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

RFP TITLE: Milk, Dairy and Related Products - ESC Region 19 Allied States Cooperative

RFP NUMBER: 17-7242

RFP OPENING DATE: May 25, 2017

CONTRACT TERM: Date of award until June 30, 2018 with the option to extend another three (3) years annually, not to exceed 48 months in the aggregate.
(Extended by Region 19 until June 30, 2019)
(Extended by Region 19 until June 30, 2020)
(Extended by Region 19 until June 30, 2021)

FUNDING SOURCE: Various

RFP's ISSUED: 20

RESPONSES: 2

ADVERTISEMENT DATES: Washington Post- May 1, 2017 & May 8, 2017
El Paso Times- May 1, 2017 & May 8, 2017

BOARD MEETING DATE: July 20, 2017

RECOMMENDED FOR AWARD **Dean Dairy Holdings LLC dba Price's Creameries**

TOTAL (estimated) **\$2,010,000 / year**

EXPLANATIONS:

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to purchase and have delivery to each of its facilities on a regular route schedule for milk, dairy and related food nutritional requirements. The evaluation committee has recommended Price's Creameries who was low bid overall on pricing by \$100,617.30 based on quantities provided by ESC Region 19 members participating in this contract. Both proposals from Dean Foods and GH Dairies agreed to hold firm pricing through July 31, 2018. Additionally, the vendor has agreed to extend this pricing to any ESC Region 19 Purchasing Cooperative members in the El Paso and locally surrounding area. Pricing for additional years will be negotiated annually with the recommended vendor for award and those price increases or decreases will be tied to the National Milk Pricing Index. Both vendors received high references for services provided to clients in the El Paso area. Award basis was 60% pricing, 25% reference checks, and 15% vendor history.

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

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Rebecca Hernandez
ESC Region 19 Allied States Cooperative

Rena Lawrence
ESC Region 19 Allied States Cooperative

Contact Information

Dean Dairy Holdings LLC dba Price's Creameries

Attn: Patricia Ortiz Munoz

600 N. Piedras

El Paso, TX 79903

915-565-2711/ 800-351-1039

Fax: 915-562-8232

www.Pricemilk.com / Patricia_Ortiz@deanfoods.com

Overall Fixed Pricing through July 31, 2018 submitted:

Dean Dairy Holdings LLC dba Price's Creameries	\$1,266,218.40
GH Dairy	<u>\$1,366,835.71</u>
Difference in favor of Price's	\$ 100,617.30

States Serviced: NM, TX

*** In addition to the requested Item List given below, Dean Dairy Holdings LLC dba Price's Creameries also offers half pint 8oz plastic milk bottles:

Fat Free Chocolate & Strawberry Milk-	\$.2141 per bottle
Fat Free Unflavored Milk-	\$.1845 per bottle
1% Low Fat Unflavored Milk-	\$.1939 per bottle
2% Reduced Fat Unflavored Milk-	\$.2019 per bottle
Whole Unflavored Milk-	\$.2099 per bottle

All Pricing Will Remain the Same for the 2018-2019 School Year- As of June 13, 2018

GENERAL CONDITIONS –PLEASE READ CAREFULLY

1. All purchase orders and invoicing will be directly with each district using this contract.
2. All pricing will be effective August 1, 2017 and continue through July 2018 with the option to extend in 12 month increments depending on mutual consent by both the vendor and Region 19 Purchasing Coop Member. Maximum contract period for this contract will be 48 months. ESC Region 19 will consider for award fixed one (1) year pricing.
3. Evaluation and award recommendation will be based on 60% pricing, 25% references and 15% vendor history.
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. Any unacceptable product will be picked up the next business day after original delivery and replaced with acceptable product.
6. Any omitted product from a delivery will be delivered the next business day.
7. All product delivered will be sealed and free from leaks, and be kept at a temperature of 40 degrees Fahrenheit and be delivered in clean sanitary cases.
8. Individual monthly statements will be sent for each campus the vendor has delivered to at the close of each month during the contract period.
9. Vendor will leave two clear legible invoices at each campus location upon each delivery showing the location, unit descriptions, and unit price as well as an invoice total.
10. Deliveries will take place between 6:00 AM and 10:30 AM to the cafeterias.
11. Deliveries will take place four days per week during the contract period.
12. Monthly menus for each campus will be provided to delivery personnel upon request.
13. 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.
14. Vendors are not required to bid on all districts to be considered for award.
15. CN labeling or product nutritional specification sheets to be provided with bids.
16. 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.
17. Each Region 19 Purchasing Cooperative member reserves the option to add locations and quantities during the contract period.
18. All , “qualified” proposals will be considered in the best interest of the ESC Region 19 Purchasing Cooperative members currently participating in this contract as well as future members who may wish to participate and utilize this contract during the performance period.

SPECIAL CONDITIONS- READ CAREFULLY

1. All milk shall be US Grade A, fresh, approved, pasteurized, homogenized and fortified with 400 IU of vitamin D per quart within the limits of good manufacturing practices as per Federal requirements, Title 21 for standards of identity 2000 IU of vitamin A.
2. The milk fat percentages specified shall be in accordance with the Texas Department of Health Milk information Releases 78- 2A from the Division of Milk and Dairy Products.
3. All cartons shall be marked with the date of expiration. Milk shall have a minimum of five (5) days shelf life remaining from the date of delivery.
4. Sufficient inventories to cover the needs of the district are to be carried by the supplier.
5. Unopened products are to be collected and credit by the vendor before or after any school holiday period if they no longer have an acceptable code expiration date. All unopened product must be collected and credited prior to all vacation periods. Credit for such milk shall be designated on a separate credit memo.
6. If Region 19 Purchasing Cooperative member must serve lunches or breakfasts without milk through fault of the awarded vendor, vendor agrees it must provide the reimbursement for those meals at the current regulatory authorized reimbursement rate.
7. Coding information must be furnished by the vendor with its proposal with written procedures for placing and changing orders. Replacement of bad products and hot shot orders will be required along with a case cost and extension.
8. Vendor must keep Region 19 Purchasing Cooperative members informed on the results of tests on half-pint milk products made by the Texas Department of Health or the USDA.

REQUIRED QUESTIONNAIRE

1. Total number of employees living and working in El Paso, Texas?
118
2. Total number of refrigerated milk delivery trucks located in El Paso, Texas?
40
3. Number of years in milk and dairy delivery business for schools and education facilities?
66
4. Size of milk producing facility that the majority of milk will be processed in (sq. feet)?
50,000 Square Feet
5. 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: **Yes**

NOTE: NUTRITION FACTS MUST BE AVAILABLE AT THE TIME OF AWARD READY FOR POSTING ON THE R19 WEBSITE BID CONTRACTS.

Pricing, fixed, effective August 1, 2017 until July 31, 2018. *Extended August 1, 2018-July 31, 2019*

Milk and Dairy Product Requirements

1. Fat Free (Skim) Milk. Unflavored Milk. Grade A Pasteurized, Homogenized ½ pint. 50/8 oz.						Deans Pricing
Anthony ISD	50,350	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$6,646.20
Canutillo ISD	185,658	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$24,506.86
Catholic Diocese	11,050	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$1,458.60
Charter Schools	13,750	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$1,815.00
Clint ISD	148,950	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$19,661.40
Fabens ISD	20,950	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$2,765.40
Region 19-Head Start	8,150	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$1,075.80
San Elizario ISD	9,750	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$1,287.00
Tornillo ISD	300	CARTONS	HP PRICES/DP FF	\$ 0.1320		\$39.60

2. Fat Free (Skim) Milk. Chocolate Flavored Milk. No more than 20 grams of sugar per 8 oz. Grade A Pasteurized, Homogenized ½ pint. 50/8 oz.						
Anthony ISD	127,250	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$19,291.10
Canutillo ISD	902,480	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$136,815.97
Catholic Diocese	115,850	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$17,562.86
Charter Schools	253,400	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$38,415.44
Clint ISD	2,012,250	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$305,057.10
Fabens ISD	363,400	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$55,091.44
Region 19-Head Start	43,800	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$6,640.08
San Elizario ISD	507,163	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$76,885.91
Tornillo ISD	128,900	CARTONS	HP PRICES FF CHOC TRUMOO	\$ 0.1516		\$19,541.24

3. Fat Free (Skim) Milk. Strawberry Flavored Milk. No more than 20 grams of sugar per 8 oz. Grade A Pasteurized, Homogenized ½ pint. 50/8 oz.						
Anthony ISD	32,250	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$4,889.10
Canutillo ISD	138,553	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$21,004.63
Catholic Diocese	11,650	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$1,766.14
Charter Schools	69,350	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$10,513.46
Clint ISD	129,700	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$19,662.52
Fabens ISD	22,350	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$3,388.26
Region 19-Head Start	350	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$53.06
San Elizario ISD	59,600	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$9,035.36
Tornillo ISD	25,800	CARTONS	HP PRICES FF STRW TRUMOO	\$ 0.1516		\$3,911.28

4. Low Fat 1%. Unflavored Milk. Pasteurized, Homogenized ½ pint 50/8 oz.

Anthony ISD	53,400	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$7,550.76
Canutillo ISD	294,604	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$41,657.01
Catholic Diocese	47,050	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$6,652.87
Charter Schools	165,900	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$23,458.26
Clint ISD	1,030,750	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$145,748.05
Fabens ISD	54,500	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$7,706.30
Region 19-Head Start	1,300	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$183.82
San Elizario ISD	312,450	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$44,180.43
Tornillo ISD	64,750	CARTONS	HP PRICES/DP 1% LF	\$ 0.1414	\$9,155.65

Low Fat 1%. Unflavored Milk. Pasteurized, Homogenized 128 fl. oz.

5. (Gallon)

Canutillo ISD	8	GALLONS	GL PRICES 1% LF	\$ 3.0500	\$24.40
Catholic Diocese	627	GALLONS	GL PRICES 1% LF	\$ 3.0500	\$1,912.35
Region 19-Head Start	82	GALLONS	GL PRICES 1% LF	\$ 3.0500	\$250.10
Tornillo ISD	280	GALLONS	GL PRICES 1% LF	\$ 3.0500	\$854.00

6. Reduced Fat 2%. Unflavored Milk. Grade A Pasteurized, Homogenized ½ pint. 50/8 oz.

Catholic Diocese	1,900	CARTONS	HP PRICES/DP 2% RF	\$ 0.1494	\$283.86
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Reduced Fat 2%. Unflavored Milk. Pasteurized, Homogenized 128 fl. oz.

7. (Gallon)

Catholic Diocese	8	GALLONS	GL PRICES 2%	\$ 3.0500	\$24.40
Charter Schools	88	GALLONS	GL PRICES 2%	\$ 3.0500	\$268.40
Region 19-Head Start	30,844	GALLONS	GL PRICES 2%	\$ 3.0500	\$94,074.20

Whole Unflavored Milk. Grade A Pasteurized, Homogenized ½ pint.

8. 50/8 oz.

Catholic Diocese	5,200	CARTONS	HP PRICES/DP WHOLE	\$ 0.1574	\$818.48
Clint ISD	2,300	CARTONS	HP PRICES/DP WHOLE	\$ 0.1574	\$362.02
San Elizario ISD	1,100	CARTONS	HP PRICES/DP WHOLE	\$ 0.1574	\$173.14

9. Whole Unflavored Milk. Pasteurized, Homogenized 128 fl. oz. (Gallon)

Charter Schools	218	GALLONS	GL PRICES WHOLE	\$ 3.0500	\$664.90
Clint ISD	12	GALLONS	GL PRICES WHOLE	\$ 3.0500	\$36.60
Region 19-Head Start	2,034	GALLONS	GL PRICES WHOLE	\$ 3.0500	\$6,203.70

10. Whole Unflavored Milk. Organic. 128 fl. oz. (Gallon)

Region 19-Head Start	108	GALLONS	GLHORIZN ORG WHL PL CS	\$ 5.9200	\$639.36
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11. Butter Milk 1% 64 fl. oz. (½ Gallon)

Charter Schools	126	HALF GALLONS	HG PRICES BTRMLK	\$ 2.0800	\$262.08
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San Elizario ISD	248	HALF GALLONS	HG PRICES BTRMLK	\$ 2.0800	\$515.84
12. Lactose Free Milk. Whole 64 fl. oz. (½ Gallon)					
Clint ISD	27	HALF GALLONS	HG WHL DP LACTOSE FREE	\$ 2.9500	\$79.65
Region 19-Head Start	42	HALF GALLONS	HG WHL DP LACTOSE FREE	\$ 2.9500	\$123.90
13. Lactose Free Milk 1% 64 fl. oz. (½ Gallon)					
Anthony ISD	11	HALF GALLONS	HG 1% DP LACTOSE FREE	\$ 2.9500	\$32.45
Canutillo ISD	39	HALF GALLONS	HG 1% DP LACTOSE FREE	\$ 2.9500	\$115.05
Region 19-Head Start	149	HALF GALLONS	HG 1% DP LACTOSE FREE	\$ 2.9500	\$439.55
14. Lactose Free Milk Skim 64 fl. oz. (½ Gallon)					
Anthony ISD	11	HALF GALLONS	HG SKIM DP LACTOSE FREE	\$ 2.9500	\$32.45
Canutillo ISD	116	HALF GALLONS	HG SKIM DP LACTOSE FREE	\$ 2.9500	\$342.20
Clint ISD	318	HALF GALLONS	HG SKIM DP LACTOSE FREE	\$ 2.9500	\$938.10
Region 19-Head Start	182	HALF GALLONS	HG SKIM DP LACTOSE FREE	\$ 2.9500	\$536.90
Tornillo ISD	6	HALF GALLONS	HG SKIM DP LACTOSE FREE	\$ 2.9500	\$17.70
15. Almond Vanilla Milk 64 fl. oz. (½ Gallon)					
Clint ISD	36	HALF GALLONS	HG SILK ALMOND VANILLA	\$ 3.9500	\$142.20
16. 100% Orange Juice. ½ pint, 50/8 oz.					
Catholic Diocese	6,350	CARTONS	HP PRICES JCE ORNG	\$ 0.2840	\$1,803.40
Charter Schools	13,000	CARTONS	HP PRICES JCE ORNG	\$ 0.2840	\$3,692.00
Clint ISD	1,150	CARTONS	HP PRICES JCE ORNG	\$ 0.2840	\$326.60
Fabens ISD	76,600	CARTONS	HP PRICES JCE ORNG	\$ 0.2840	\$21,754.40
San Elizario ISD	50	CARTONS	HP PRICES JCE ORNG	\$ 0.2840	\$14.20
17. 100% Orange Juice. 128 fl. oz. (gallon)					
San Elizario ISD	4	GALLONS	GL JCE ORNG PRICES ORCHRD PURE	\$ 3.1500	\$12.60
18. Fruit Punch Juice. ½ pint 50/8 oz.					
Catholic Diocese	7,250	CARTONS	HPFRT RUSH DK FRT PUNCH ECO	\$ 0.1640	\$1,189.00
19. Cottage Cheese. 4% 3 lb. Containers					
Canutillo ISD	84	POUNDS	3LB PRICES C CHSE 2PK	\$ 6.3250	\$531.30
Clint ISD	6	POUNDS	3LB PRICES C CHSE 2PK	\$ 6.3250	\$37.95
Fabens ISD	360	POUNDS	3LB PRICES C CHSE 2PK	\$ 6.3250	\$2,277.00

Region 19-Head Start	792	POUNDS	3LB PRICES C CHSE 2PK	\$ 6.3250	\$5,009.40
San Elizario ISD	240	POUNDS	3LB PRICES C CHSE 2PK	\$ 6.3250	\$1,518.00

20. Cottage Cheese. 1.5% 3 lb. Containers

Anthony ISD	198	POUNDS	3LB PRICES C CHSE LF	\$ 6.3250	\$1,252.35
Canutillo ISD	150	POUNDS	3LB PRICES C CHSE LF	\$ 6.3250	\$948.75
Clint ISD	12	POUNDS	3LB PRICES C CHSE LF	\$ 6.3250	\$75.90
Region 19-Head Start	330	POUNDS	3LB PRICES C CHSE LF	\$ 6.3250	\$2,087.25
Tornillo ISD	24	POUNDS	3LB PRICES C CHSE LF	\$ 6.3250	\$151.80

21. Sour Cream. 3 lb. Containers

Canutillo ISD	90	POUNDS	3LB PRICES SR CRM	\$ 4.1750	\$375.75
Clint ISD	582	POUNDS	3LB PRICES SR CRM	\$ 4.1750	\$2,429.85
Fabens ISD	24	POUNDS	3LB PRICES SR CRM	\$ 4.1750	\$100.20
San Elizario ISD	360	POUNDS	3LB PRICES SR CRM	\$ 4.1750	\$1,503.00

22. Vanilla Cup Ice Cream. 12 pack 3 oz.

Catholic Diocese	24	CASES	24PK 3OZ VNLA CUP C CHRM	\$ 6.4100	\$38.46	2-24 pk \$153.84
Fabens ISD	102	CASES	24PK 3OZ VNLA CUP C CHRM	\$ 6.4100	\$163.46	2-24 pk \$653.82

23. 3 Gallon Ice Cream- Vanilla

Canutillo ISD	3	GALLONS	3GL C CHRM VNLA	\$ 16.9400	\$50.82
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24. 3 Gallon Ice Cream- Chocolate

Canutillo ISD	3	GALLONS	3GL MGLD CHOC	\$ 16.9400	\$50.82
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25. 3 Gallon Ice Cream- Strawberry

Catholic Diocese	3	GALLONS	3GL C CHRM STRAWBERRY	\$ 16.9400	\$50.82
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26. Yogurt, Low Fat. Flavored - . 6oz

Fabens ISD	48	CONTAINERS	12/cs Yoplait	\$ 0.8390	\$40.27
Region 19-Head Start	16,080	CONTAINERS	12/cs Yoplait	\$ 0.8390	\$13,491.12

Discount from suggested jobber price list for other commercial accounts for items not identified:

27. (price list to be provided for evaluation purposes) 0 % discount

School Districts and Food Director Contacts:

Independent School Districts:

Anthony ISD	Jesus Carrasco	jcarrasco@anthonyisd.com	(915) 886-6542
Canutillo ISD	Tisha Villalva	tvillalva@canutillo-isd.org	(915) 877-7452
Clint ISD	Julie Delgado	Julia.Delgado@clint.net	(915) 926-4980
Fabens ISD	Gilbert Alarcon	galarcon@fabensisd.net	(915) 765-2616
San Elizario ISD	Raul Jacques	rjacques@seisd.net	(915) 872-3939
Tornillo ISD	Sonia Gomez	GomezS@tisd.us	(915) 765-3175

Charter Schools:

Burnham Woods C.S.	Veronica Hernandez	vhernandez@burnhamwood.org	(915) 584-4024
Harmony Science Academy	Selcuk Bakir	sbakir@harmonytx.org	(915) 859-4620
Harmony School of Excellence	Michelle Melendez	mmelendez@harmonytx.org	(915) 307-4412
Harmony School of Innovation	Riza Gurlek	rgurlek@harmonytx.org	(915) 757-2929
El Paso Leadship Academy	Debra Teasley	dteasley@epleadershipacademy.org	(915) 298-3900
La Fe Preparatory School	Nellie Morales	nmorales@lafeprep.org	(915) 533-3922

Catholic Diocese:

Fr. Yermo C.S.	Rocio Flores	fatheryermocafeteria@yahoo.com	(915) 801-8970
Most Holy Trinity C.S.	James Horan	jhoran@mhtcrusaders.org	(915) 751-2566
Our Lady of Assumption C.S.	Enrique Martinez	henrymtz60@yahoo.com	(915) 494-0934
Our Lady of the Valley C.S.	Rosie Simental	rosaosimental@gmail.com	(915) 872-1509
St. Raphaels C.S.	Martha Jimenez	mjimenez@straphaelel Paso.org	(915) 256-0129

Region 19- Head Start:

Nutritional Program Manager	Gabriela Carrasco	gcarrasco@esc19hs.net	(915) 790-4914
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Approved by: _____
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Armando Aguirre - Executive Director)
(Armando Aguirre - Executive Director)

Date: _____
(June 14, 2017)
(April 11, 2018)
(April 11, 2019)
(March 10, 2020)