SCHOOL CITY OF HOBART

Department of Food Services

200 South Hobart Road Hobart, IN 46342 219-947-2413

Nancy Smith Director of Food Services

Patrick Ryba Administrative Assistant

TO:

Dr. Peggy Buffington

FROM:

Nancy Smith

RE:

Milk and Dairy bid 2024-2025

DATE:

June 13, 2024

Please find included with this memo, documentation for the 2024-2025 milk and dairy bid compiled for us by the Northern Indiana Educational Service Center. The documentation shows that the contract terms and conditions DFA, Schenkel's will offer School City of Hobart-Food Services an excellent choice for our dairy needs.

I am recommending that the superintendent and the school board accept the bid submitted by DFA, Schenkel's for the 2024-2025 school year.



TO:

Participating Educational Service Centers, Member SFA, and Participating Dairy Vendors

FROM:

Sara Williams, Assistant Director of Food Procurement

DATE:

June 5, 2024

RE:

Dairy Proposal Awards

The proposals for milk and dairy products were due on April 25, 2024. The Wabash Valley Education Center, the Northwest Educational Service Center, the East Central Education Center, Region 8 ESC, and NIESC combined our dairy volume into one RFP. The consortium of member food service directors and ESC Team Leaders met on May 15, 2024 in Plymouth, May 16, 2024 via Zoom, and May 21, 2024 via Zoom to review pricing, proposal details, and to evaluate and score their vendor submissions.

Proposals were received from Dairy Farmers of America, DBA Schenkel's Dairy, Pleasant View Dairy, and Prairie Farms Dairy. Vendors were asked to supply a "firm" price and an "escalator/de-escalator" price with school owned coolers and vendor owned coolers. The dairy contract will run from July 1, 2024-June 30, 2025.

None of the participating vendors requested a fuel surcharge, offered a quick pay discount, or required a minimum order for delivery.

 The following ESC Members awarded to <u>DFA, Schenkel's</u> as their milk and dairy distributor under the "Firm" pricing structure:

ulver School City of Hobart School City of Whiting Logishawaka Catholic School No.	North White	Region 8 Eastbrook Madison-Grant Marion North Adams St. Jude School Whitko
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• The following ESC Members awarded to <u>DFA, Schenkel's</u> as their milk and dairy distributor under the "Escalator/De-Escalator" pricing structure:

NIESC

Michigan City Plymouth Rochester The following ESC Members awarded to <u>Prairie Farms</u> as their milk and dairy distributor under the "Firm" pricing structure: *Pending NIESC Board Approval

structure: Terrame	i NIESC Board Approvai			T
<u>NIESC</u>	<u>NWIESC</u>	Wabash Valley EC	Region 8	East Central EC
Bremen	Duneland	Attica	Bluffon-Harrison	Daleville
Caston	Griffith	Benton	St. Charles Borromeo	Eastern Hancock
Concord	Hammond Academy	Covington	South Adams	Greensburg
East Porter	Hanover	Frontier	Southern Wells	Liberty-Perry
Eastern Pulaski	Lake Station	Lewis Cass		Northern Rush
John Glenn	MSD of Boone Twp	MSD of Warren		County
Knox	Portage Twp	Rossville Cons.		Rush County
Lakeland	Porter Twp	Sheridan		St. Gabriel School
LaPorte	River Forest	South Newton		Union County College
Middlebury	Union Twp	St. James Lutheran		Union School Corp
MSD of New Durham		Western		
New Prairie United				
North Judson-San Pierre				
Oregon-Davis				
Prairie Heights				
St. Joseph High School*				
SC of Mishawaka				
South Central				
St. Pius Catholic School				
Tippecanoe Valley				
Triton				
Tri-Township Cons.				
Union-North United				
Wa-Nee				
West Central				
Westview				

 The following ESC Members awarded to <u>Prairie Farms</u> as their milk and dairy distributor under the "Escalator/De-Escalator" pricing structure:

<u>NIESC</u>	Wabash Valley EC	Region 8	East Central EC
Argos	Clinton Central	Bishop Dwenger	Edinburgh
Baugo	Eastern Howard	Oak-Hill United	Randolph Southern
St. John Lutheran	North Montgomery	St. John Lutheran	
(LaPorte)	100	(Kendallville)	

 The following ESC Members awarded to <u>Pleasant View Dairy</u> as their milk and dairy distributor under the "Firm" pricing structure:

<u>NWIESC</u>	Wabash Valley EC
School Town of Highland	North Newton

Vendors will need to contact the schools to make final arrangements and to establish delivery start dates. Please email me at swilliams@niesc.k12.in.us with any questions or concerns. Thank you for participating in this proposal!

	Kankakee Valley, Hobart, Whiting, East Porter, Hanover, MSD of Boone Township, Porter Township, Union Township																					
:	2024-2025 ESC Dairy RFP	Vendor Name:			Prairie Farms	- School Owr	s Coolers			Pleasant View- School Owns Coolers					DFA - School Owns Coolers							
NIESC Item #	ltem	Estimated Quantities Needed:	Vendor Item Number	Firm Cost (School Owns Coolers)	EXTENDED TOTAL/ Firm (School Owns Coolers)	Esc/De-Esc Cost (School Owns Coolers)	EXTENDED TOTAL Esc/ De-Esc (School Owns Coolers)	MEETS BUY AMERICA N? Y/N	VENDO R COMM ENTS	Vendor Item Number	Firm Cost (School Owns Coolers)	EXTENDED TOTA Firm (School Ov Coolers)		EXTENDED TOTAL Esc/ De-Esc (School Owns Coolers)	MEETS BUY AMERIC AN? Y/N VENDOR COMME NTS	Vendor Item Number	Firm Cost (School Owns Coolers)	EXTENDED TOTAL/ Firm (School Owns Coolers)	Esc/De- Esc Cost (School Owns Coolers)	EXTENDED TOTAL Esc/ De-Esc (School Owns Coolers)	MEETS BUY AMERICA N? Y/N	VENDOR COMMENTS
	*REQUIRED ITEMS-SKIM MILK-HALF PINTS																					
M1	*Half Pint Cartons, Skim Chocolate Milk	4,570,736	6926		\$ 1,197,532.83	0.250	\$ 1,142,684.00			N/A		\$ -		\$ -		45837	0.252	\$ 1,151,825.47	0.232	\$ 1,060,410.75		
M2	*Half Pint Cartons, Skim White Milk	71,150	5404	0.229	\$ 16,293.35	0.214	\$ 15,226.10			22	0.254	\$ 18,072.		+,)	65381	0.234	\$ 16,649.10	0.214			
M3	*Half Pint Cartons, 1% White Milk	2,796,844	4752	0.238	\$ 665,648.87	0.231	\$ 646,070.96			16	0.262			\$ 699,211.00)	65380	0.244	\$ 682,429.94	0.235	\$ 657,258.34		
M4	*Half Pint Cartons, 1% Chocolate Milk	11,160,046	1555	0.266	\$ 2,968,572.24	0.261	\$ 2,912,772.01			49	0.268	\$ 2,990,892.	33 0.257	\$ 2,868,131.82	2	47282	0.259	\$ 2,890,451.91	0.249	\$ 2,778,851.45		
	*REQUIRED OTHER HALF PINT ITEMS																					
M5	*Half Pint Cartons, Skim Strawberry	508,256			\$ -		\$ -			N/A		\$ -		\$ -		46073	0.252	\$ 128,080.51	0.232	\$ 117,915.39		
M6	*Half Pint Cartons, 1% Strawberry	793,432	13887	0.200	\$ 211,052.91	0.261	\$ 207,085.75			42	0.268	\$ 212,639.						\$ -		\$ -		n/a
M7	* Half Pint Cartons, 1% Lactose Free	8,108	34518	0.741	\$ 6,008.03	0.717	\$ 5,813.44	F100450181000101000		31	0.660	\$ 5,351.	28 0.660	5,351.28	3			\$ -		\$ -	AND DESCRIPTION OF THE PERSON	n/a
	GALLONS																					
M8	Gallon, 1 pct, White milk 4/cs	550	1350	3.616	\$ 1,988.80	3.565	\$ 1,960.75			15	2.950					66353			3.313			
M9	Gallon, 2 pct. White Milk	700	1229	3.616	\$ 2,531.20	3.565	\$ 2,495.50			10	2.950			-		66352			3.586			
M10	Gallon, Whole white milk	82	1060	3.690	\$ 302.58	3.760				1	3.750	\$ 307.	50 3.750	\$ 307.50)	66351			3.937			
M11	GAL CHOCOLATE 2%	116	1518	4.360	\$ 505.76	4.260	\$ 494.16	100000000000000000000000000000000000000	Separate Separate	N/A	STATE OF THE PARTY	\$ -		\$ -		47421	4.176	\$ 484.42	3.717	\$ 431.17		1% Chocolate
	OTHER DAIRY ITEMS																					
M12	Cottage Cheese, 4 pct. Milkfat, 5 .lb Carton-Sm. Curd	434	1669	8.852	\$ 3,841.77	9.820	\$ 4,261.88			64	11.250	\$ 4,882.	50 11.250	\$ 4,882.50		71122	11.735	\$ 5,092.99	10.668	\$ 4,629.91		
M13	4 oz Orange Juice	78,900	1977	0.326	\$ 25,737.18	0.316	\$ 24,932.40			N/A		\$ -		\$ -		19356	0.265	\$ 20,908.50	0.245	\$ 19,330.50		
M14	Half Gallon Buttermilk, Whole PLST	66	5684	2.290	\$ 151.14	2.250	\$ 148.50			N/A		\$ -		\$ -		69124	2.996	\$ 197.74	2.560	\$ 168.96		
M15	5 lb Sour Cream	42	1600	10.660	\$ 447.72	10.600	\$ 445.20			48	10.750	\$ 451.	50 10.750	\$ 451.50		70263	11.070	\$ 464.94	10.064	\$ 422.69		1 22
M16	5 lb Strawberry Yogurt	4	1838	7.950	\$ 31.80	7.900	\$ 31.60			N/A		\$ -		\$ -				\$ -		\$ -		n/a
M17	5 lb Vanilla Yogurt	530	16093	7.950	\$ 4,213.50	7.900	\$ 4,187.00			N/A		\$ -		\$ -				\$ -		\$ -		n/a
M18	4 oz Yogurt FF Vanilla	1,776	30585	0.335	\$ 594.96	0.362	\$ 642.91			N/A		\$ -		\$ -				\$ -		\$ -		n/a
M19	Pint, Chocolate Premium, PLST	2,424	5855	0.943	\$ 2,285.83	0.935	\$ 2,266.44			N/A		\$ -		\$ -		50872	0.975	\$ 2,363.40	0.794	\$ 1,924.66		
M20	Pint, Strawberry Whole, PLST	684	34226	0.943	\$ 645.01	0.951	\$ 650.48			N/A		\$ -		\$ -				\$ -		\$ -		n/a
M21	Pint, Chocolate 1%, PLST	432	6203	0.942	\$ 406.94	0.910	\$ 393.12			N/A		\$ -		\$ -		62749	0.885	\$ 382.32	0.703	\$ 303.70		Whole Chocolate
	TOTALS	19,995,312												View of the second								