



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

FROM: Lisa Abell, Assistant Director and Director of Cooperative Purchasing

DATE: May 21, 2021

RE: Awarding of Dairy Proposals

Proposals for milk and dairy products were due on April 22, 2021. The Wabash Valley Education Center, the Northwest Educational Service Center, the East Central Education Center, and NIESC combined our dairy volume into one RFP. The consortium of member food service directors and ESC Team Leaders met on May 10, 2021 in Plymouth, May 11, 2021 via Zoom, and May 12, 2021 at East Central ESC to review pricing, proposal details, and to evaluate and score their vendor submissions.

Proposals were received from Dairy Farmers of America, DBA Schenkel Dairy, Clovercrest 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. The dairy proposal contract will run from July 1, 2021-June 30th 2022 with an option to renew.

DFA/ D.B.A. Schenkel’s Dairy submitted a proposal on all districts in the consortium with the exception of the East Central Education Center Members. When contacted for clarification of this exception, they noted they do not include vendor supplied coolers in their proposal. East Central Members do not own their own dairy coolers.

Prairie Farms Dairy submitted a proposal on all districts in all regions. Prairie Farms noted multiple exceptions for delivery and districts were required to review these as part of their proposal. Prairie Farms still offers pricing on vendor supplied coolers.

Clover Crest Dairy did not submit any proposals for the ECESC Members. They submitted a proposal on all participating districts from the NWIESC. The following districts from NIESC received proposals: East Porter, Knox, LaPorte Schools, MSD of New Durham, North Judson-San-Pierre, Oregon Davis, South Central, St. John LaPorte, and Tri-Township. For WVEC, they submitted a proposal on North Newton and South Newton. For all districts with the exception of St. John LaPorte, they proposed a two-day a week delivery and did not offer vendor supplied coolers. St. John was given a one-day a week delivery option.

Pleasant View Dairy did not submit any proposals for the ECESC Members. They submitted a proposal on the following districts from NIESC and NWIESC: East Porter, Griffith, Hanover, Porter Township, River Forest, School City of Hobart, School City of Whiting, and Union Township. From the WVEC: North Newton and South Newton.

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 DFA, Schenkel’s as their milk and dairy distributor for the 2021-2022 School Year under the “Escalator/De-Escalator” pricing structure:*

WVEC Members

Clinton Central

- The following ESC Members awarded to **DFA, Schenkel's** as their milk and dairy distributor for the 2021-2022 School Year under the "**Firm**" pricing structure:

NIESC Members

Concord
Culver
Fairfield
Goshen
Plymouth
Rochester

NWIESC Members

School City of Whiting

WVEC Members

Logansport
North White
Pioneer

- The following ESC Members awarded to **Prairie Farms** as their milk and dairy distributor for the 2021-2022 School Year under the "Escalator/De-Escalator" pricing structure:

NIESC Members

Argos

- The following ESC Members awarded to **Prairie Farms** as their milk and dairy distributor for the 2021-2022 under the "Firm" pricing structure:

NIESC Members

Baugo
Bremen
Caston
East Porter
Eastern Pulaski
John Glenn
Knox
Lakeland
LaPorte
Middlebury
New Prairie
North Judson
Prairie Heights
School City of Mishawaka
St. John LaPorte
St. Pius

Tippecanoe Valley
Tri-Township
Triton
Union North
Wa-Nee
Wawasee
West Central
Westview

WVEC Members

Covington
Eastern Howard
Frontier
Lewis Cass
North Montgomery
Rossville
Sheridan
Western

ECESc Members

Alexandria
Dalsville
Eastern Hancock
Edinburgh
Greensburg
Liberty Perry
Monroe Central
Yorktown
Northern Rush
*Randolph Central**
Randolph Eastern
Randolph Southern
Rush County
St. Gabriel
Union County
Yorktown

- **Clover Crest Dairy** was awarded the following ESC Members as their milk and dairy distributor for the 2021-2022 School Year under the "Firm" pricing structure:

NIESC Members

MSD of New Durham
Oregon-Davis
South Central

NWIESC Members

Duneland
Griffith
Lake Station
Porter Township

WVEC Members

South Newton

- **Pleasant View Dairy** was awarded the following ESC Members as their milk and dairy distributor for the 2021-2022 School Year under the “Escalator/De-Escalator” pricing structure:

NWIESC Members

Hanover

- **Pleasant View Dairy** was awarded the following ESC Members as their milk and dairy distributor for the 2021-2022 School Year under the “Firm” pricing structure:

NWIESC Members

River Forest

School City of Hobart

Union Township

WVEC

North Newton

**Award Pending:* Randolph Central School District is currently out for bid for a Food Service Management Company. The award above is pending the outcome of their board accepting or rejecting the bids on June 8, 2021. Vendors will accept this as a condition of the award and will be notified by June 10, 2021 if this award is cancelled.

Pricing, scoring and additional information will be sent to the corporations and to the vendors. Vendors will need to contact the schools to make final arrangements and to establish delivery start dates. Please call me at 800-326-5642 or e-mail me at: labell@niesc.k12.in.us with any questions or concerns. Thank you for participating in this proposal!