



Cooperative Purchasing

AMY S. RHINEHART
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MEMORANDUM

TO: Christopher J. Todd, District Superintendent
FROM: Amy Rhinehart, School Purchasing Officer
SUBJECT: Bid Award B18-8005 USDA Food and Meat Purchases NOI (Net-Off Invoice Program)
DATE: 6/4/2018
CC: Michael Sheperd, Assistant Superintendent for Administrative Services
Gisele Benigno, Coordinator of Business Administration

The Center for Instruction, Technology & Innovation (Citi) coordinated a cooperative bid for USDA Food and Meat Purchases Net-Off Invoice (NOI) Program, for the participation of the following school districts: Altmar-Parish-Williamstown Central School District, Central Square Center School District, Fulton City School District, Mexico Academy & Central School District, Oswego City School District, Phoenix Central School District, and Pulaski Academy & Central School District.

Bid proposals were opened for cooperative bid B18-8005 – USDA Food and Meat Purchases NOI, on April 25, 2018 at 3:30 p.m. In addition to advertising the bid in the Palladium Times and posting the bid opportunity on the Citi website, solicitations were emailed directly to two (2) potential vendors.

Vendors that are registered with the USDA and authorized to participate in the NOI (Net-Off-Invoice) Program qualify to submit bid responses. The following three (3) vendors responded to the bid solicitation – Deli Boy; Renzi Foodservice; and National Food Group. National Food Group submitted Fee For Service (FFS) pricing for items that were erroneously included by districts on their bid solicitation sheets. As such, the FFS items and the bid proposal from National Food Group are not part of this NOI bid award. Tabulations of the other two (s) respondents (registered with the USDA and authorized to participate in NOI) for NOI commodities appear on the chart on the following page.

The bid reserved the right to award in a line-by-line manner, by subcategory or as an aggregate to one vendor. The bid will be awarded in a subcategory manner, by processor.



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					VENDORS (BID RESPONDENTS)	
Processor Group		USDA Group Commodity Code	# of Line Items in Group	Total # of Cases	DELI BOY Bid per Processor <small>Final Case Price (Quote Price minus NOI Discount) x Estimated Case Quantity</small>	RENZI FOODSERVICE Bid per Processor <small>Final Case Price (Quote Price minus NOI Discount) x Estimated Case Quantity</small>
	Asian Food Solutions	100113			FFS Item (No Award) *	
	Brookwood Farms	100193			FFS Item (No Award) *	
1	ConAgra Foods	110244	6	1,260	\$38,513.03	\$39,051.01
	ES Foods	110242			FFS Item (No Award) *	
2	Idahoan Foods	110227	1	25	No Bid	\$898.00
3	Jennie-O Turkey Store**	100124	3	181	No Bid	\$9,720.39**
	JTM	100193			FFS Item (No Award) *	
	JTM	100154			FFS Item (No Award) *	
4	Land O' Lakes	110242	4	959	No Bid	\$17,465.70
5	McCain Foods	100506	5	1,065	\$23,334.20	\$23,654.65
	McCain Foods	100980	1	115	\$1,922.80	\$1,877.95
Subtotal for McCain Foods Group				1,180	\$25,257.00	\$25,532.60
6	Michael Foods	100047	1	80	No Bid	\$2,551.20
	National Food Group	110149			FFS Item (No Award) *	
	Out of the Shell, Yangs 5th Taste	100113			FFS Item (No Award) *	
7	Pilgrims Pride	100103	8	3,345	\$137,332.60	\$134,766.80
8	Red Gold, LLC	100332	4	493	No Bid	\$10,496.64
9	Schwan's Food Service, Inc.	110244	1	300	\$11,733.00	\$11,658.00
	Schwan's Food Service, Inc.	100332	3	800	\$51,031.60	\$52,492.40
	Schwan's Food Service, Inc.	100418	1	180	\$12,042.00	\$12,416.40
Subtotal for Schwan's Food Service, Inc.				1,280	\$74,806.60	\$76,566.80
10	Smucker Foodservice, Inc.	110510	2	100	No Bid	\$6,332.60
11	Tyson Prepared Foods, Inc.	100397	3	1,015	No Bid	\$29,139.35
	Tyson Prepared Foods, Inc.	110244	1	210	No Bid	\$7,522.20
Subtotal for Tyson Prepared Foods, Inc.				1,225	-	\$36,661.55
Total Number of Processor Groups Low Bid					3	8
Total Number of Awarded Cases					3,720	6,408
Total Vendor Award					\$138,576.63	\$218,892.88

A BOARD OF COOPERATIVE EDUCATIONAL SERVICES

179 County Route 64, Mexico, NY 13114
 Christopher J. Todd, District Superintendent/Executive Officer



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**Fee For Service (FFS) items were erroneously included by districts on their bid solicitation sheets. As such, the FFS items are not part of this NOI bid award.*

***Jennie-O items for commodity code 100124 are an average weighted case, as such the total cost is based on the average weight of a case. (Vendor per pound pricing minus the per pound pass through value NOI discount, multiplied by the average estimated weight of a case. Actual case weight may vary upon purchase.)*

CiTi's Participation: CiTi does not participate in this bid.

Analysis: The Net-Off-Invoice (NOI) Program allows school districts an 'Indirect Sales Discount' in the purchase of processed foods. School Districts request that USDA donated commodities be sent to processors (manufacturers) annually approved by state guidelines. The school district informs the processor of the certified distributor they wish to use. NOI allows the distributor (vendor) to pass on federally funded discounts onto the school districts, as many of the items a distributor may carry qualify for the federally funded commodity program.

Award Recommendation: The CiTi Cooperative Bid B18-8005 USDA Food and Meat Purchases NOI, (Net-Off-Invoice) Program with a contract date of July 1, 2018 to June 30, 2019 be awarded as indicated on the table on page 2:

Two (2) vendors, eleven (11) processor groups for a total annual award of \$357,469.51.

- **Deli-Boy:** Three (3) processor groups with an annual award of \$138,576.63.
- **Renzi Foodservice:** Eight (8) processor groups with an annual award of \$218,892.88.