



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Michael J. Woodall, CPPO, Purchasing Agent
813/794-2221 Fax: 813/794-2111
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352/524-2221 e-mail: mwoodall@pasco.k12.fl.us

October 16, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

RE: Request Dollar Approval for Additional Expenditures
Bid 12-043-DR Farm-To-School Fresh Produce
Fresh Point of West Coast Florida

Food and Nutrition Services request a \$525,000 increase in the total bid award for fresh produce. The Farm-To-School Fresh Produce Bid #12-043-DR (attached) was awarded to Fresh Point of West Coast Florida on December 20, 2011. The original \$829,867.20 award was calculated using pricing from the December bid opening and purchase amounts from the previous 12 month period. The requested increase includes \$135,000 to cover payments retroactively to September 27, 2012.

Several factors have contributed to the significant increase in total dollars required for fresh produce. First, all school cafeterias began marketing a "Fresh-From Florida" produce item on a monthly basis resulting in more students choosing the featured fruit or vegetable with their meals. Second, the drought this summer has resulted in increased prices of up to 35% on staple produce items. Lastly, in March of 2012 the final version of the new meal pattern for the Healthy Hunger-Free Kids Act of 2012 was released by the United States Department of Agriculture. Effective July 1, 2012, each student receiving a reimbursable meal is required to select either a fruit or vegetable with each meal. As a result, fresh produce purchases have increased from a weekly average of \$30,000 to \$42,000. See attached memo from Julie Hedine for additional information.

Estimated annual purchases are anticipated to change the total bid award to \$1,354,867.20, Special Revenue Funds. Food and Nutrition Services requests this update to our Farm-To-School Fresh Produce bid.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

MJW/dr

Attachment



District School Board of Pasco County

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Food and Nutrition Services

Julie Hedine, Supervisor

813/794-2435 Fax: 813/794-2118

727/774-2435 TDD: 813/794-2484

352/524-2435 jhedine@pasco.k12.fl.us

MEMORANDUM

FNS-032-13

September 17, 2012

TO: Mike Woodall, Purchasing Agent

FROM: Julie Hedine, Supervisor, Food and Nutrition Services
Richard Kurtz, Director, Food, Nutrition and Distribution Services

SUBJECT: Farm-To-School Fresh Produce Bid Increase Request

Food and Nutrition Services requests a \$525,000.00 increase in the total bid award for fresh produce. The Farm-To-School Fresh Produce Bid #12-043-DR was awarded to Fresh Point of West Coast Florida on December 20, 2011. The original \$829,867.20 awarded was calculated using pricing from the December bid opening and purchase amounts from the previous 12 month period. The requested increase includes \$135,000.00 to cover payments retroactively to September 27, 2012.

Several factors have contributed to the significant increase in total dollars required for fresh produce. Firstly, all school cafeterias begun marketing a "Fresh-From Florida" produce item on a monthly basis resulting in more students choosing the featured fruit or vegetable with their meal. Secondly, the draught this summer has resulted in increased prices of up to 35% on staple produce items such as apples and carrots.

Lastly, in March of 2012 the final version of the new meal pattern for the Healthy Hunger-Free Kids Act of 2012 was released by the United States Department of Agriculture. Effective July 1, 2012, each student receiving a reimbursable meal is required to select either a fruit or vegetable with their meal. As a result, fresh produce purchases have increased from a weekly average of \$30,000.00 to \$42,000.00.

Estimated annual purchases are anticipated to change the total bid award to \$1,354,867.20 Special Revenue Funds. Food and Nutrition Services requests this update to our Farm-To-School Fresh Produce bid.

Thank you for your assistance with this matter.

District School Board of Pasco County Bid Recommendation

Bid Title	Farm-To-School Fresh Produce	Number of Vendors Notified	47
Bid Number	12-043-DR	Number of Bids Distributed	10
Date Solicited	10/3/2011	Number of Vendors Bidding	2
Date Opened	12/01/2011	Number of Formal "No Bid" Responses	No
Date Board Presentation	12/20/2011	Funding Source	Special Revenue
Total Savings	\$83,290.30	Grand Total of Bid	\$829,867.20

Recommendation: Recommend acceptance of bid from FreshPoint of West Coast Florida as the primary vendor and acceptance of secondary award to Weyand Food Distributors, Incorporated as lowest and best bid meeting written specifications. The District reserves the right to use the secondary lowest bidder in the event the original awardee of the bid cannot fulfill the contract. The secondary vendor must use the same criteria with the AMS as the guideline for Invoice Sell Price to include Product Cost plus Delivery. This is an all-or-none bid as specified in bid document.

Term of Contract: This bid is for Farm-To-School Fresh Produce to serve locally grown, healthy foods in K-12 school settings, improve student nutrition, educate students about food and health, and support local and regional farmers. This is the first year of a five-year bid, renewable annually by written consent of both parties. The first year of the contract is effective January 1, 2012 through December 31, 2012.

Notations and Exceptions: Total savings were determined by averaging all prices and deducting awarded bid.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By: Julie Hedine, Supervisor for Director, Food & Nutrition Services

Bids Prepared By: Debra Reaves, Buyer Assistant

Reviewed and Authorized By: Kendra D. Goodman, CPPO, CPPB, Purchasing Agent



District School Board
of Pasco County

DEC 20 2011

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: December 1, 2011 2:30 PM		FreshPoint of West Coast Florida				
BID TITLE: Farm-To-School Fresh Produce		5445 Bonacker Drive				
BID #: 12-043-DR		Tampa, FL 33610				
	<u>Product</u>	<u>Bidder Count/ Pack</u>	<u>Invoice Sell Price per Case (a)</u>	<u>Unit Price (lb or each)</u>	<u>Evaluation Total Price</u>	<u>Evaluation Price per lb / each</u>
1	APPLES: 100 count, crisp, flavorful with firm smooth skins. Red Delicious, Gala, Fuji, Granny Smith	125 ct	\$26.25	\$0.21	\$5,250.00	\$8.40
2	APPLES: 125 - 138 count, crisp, flavorful with firm smooth skins. Red Delicious, Gala, Fuji, Granny Smith	138 ct	\$19.25	\$0.14	\$23,100.00	\$5.60
3	APPLE SLICES: Individually Packaged, 13 lb. min., no sulfites	100/2oz	\$23.75	\$0.24	\$213,750.00	\$3.12
4	BANANAS, SMALL: 100-200 Count, single, green with trace of yellow color (#2) or more yellow than green color (#4) or as ordered, 40 lb. min. per container. Non-Domestic OK	150 ct	\$18.83	\$0.13	\$48,958.00	\$5.20
5	BROCCOLI FLORETS: Fresh, 1/3 lb packages	4/3#	\$17.37	\$1.45	\$12,159.00	\$17.40
6	CABBAGE, SLAW MIX: Shredded for cole slaw with grated carrot	5#	\$4.54	\$0.91	\$681.00	\$4.55
7	CANTALOUPE: 15-18 count, creamy yellow thick rind covered with yellow "netting", peach-colored flesh, juicy, sweet flavor.	15 ct	\$18.35	\$1.22	\$20,185.00	\$51.24
8	HONEYDEW: 8 count, smooth creamy yellow rind, light green flesh, juicy, sweet flavor.	8 ct	\$14.90	\$1.86	\$8,195.00	\$55.80
9	CARROTEENIES: Individually Packaged, 1.6 - 2 oz. packages	200/1.5 oz	\$24.55	\$0.12	\$68,740.00	\$2.40
10	CARROTS, BABY-CUT: Firm, vibrant orange color, peeled and cut to size.	5#	\$5.86	\$1.17	\$11,134.00	\$5.85
11	CARROTS, STICKS: Firm, vibrant orange color, crisp, peeled, cut in strips.	4/5#	\$25.72	\$1.29	\$18,004.00	\$6.45
12	CAULIFLOWER FLORETS: Creamy white, compact curds	3#	\$6.38	\$2.13	\$1,276.00	\$6.39
13	CELERY STICKS: Fresh, washed, cut, ready-to-eat, strips should snap crisply when bent.	4/5#	\$33.95	\$1.70	\$18,672.50	\$34.00

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BID #: 12-043-DR		Tampa, FL 33610				
	<u>Product</u>	<u>Bidder Count/ Pack</u>	<u>Invoice Sell Price per Case (a)</u>	<u>Unit Price (lb or each)</u>	<u>Evaluation Total Price</u>	<u>Evaluation Price per lb / each</u>
14	CUCUMBERS: Medium, firm, well-shaped, even dark green color and uniform size, 6 " minimum.	5#	\$7.54	\$1.51	\$18,096.00	\$7.55
15	GRAPES, RED: In season, seedless, firm, well colored with plump berries firmly attached to green pliable stems	Lug	\$20.50	\$0.93	\$41,000.00	\$20.46
16	GREEN BEANS: Fresh, snapped ends, cut	4/5#	\$31.65	\$1.58	\$15,825.00	\$31.60
17	PEPPERS, GREEN: Fresh, firm flesh, brightly colored, uniform shape and size, minimum 2.5 inches	5#	\$5.95	\$1.19	\$4,462.50	\$5.95
18	PEPPERS, RED SWEET: Fresh, firm flesh, brightly colored, uniform shape and size, minimum 2.5 inches	2#	\$3.98	\$1.99	\$3,184.00	\$3.98
19	PEPPERS, YELLOW SWEET: Fresh, firm flesh, brightly colored, uniform shape and size, minimum 2.5 inches	2#	\$4.40	\$2.20	\$2,200.00	\$4.40
20	LETTUCE, ROMAINE: Chopped, washed, sulfite-free, packaged in gas permeable package.	6/2#	\$15.76	\$1.31	\$157,600.00	\$15.72
21	LETTUCE, GREEN LEAF: Crisp, green leaf fillet, 300 leaves per 10 lb case.	10#	\$18.82	\$1.88	\$3,011.20	\$18.80
22	LETTUCE: Romaine, shredded 1/8", 5 lb	4/5#	\$19.50	\$0.98	\$15,112.50	\$19.60
23	ORANGES: 113-125 count, Florida, firm, fine textured skin, Hamlin or Navel	40#	\$15.05	\$0.38	\$22,575.00	\$15.20
24	LEMONS: 140-200 count, smooth firm skin, juicy flesh.	Dozen	\$3.84	\$0.32	\$2,112.00	\$3.84
25	MUSHROOMS: Fresh, firm texture, closed veils.	10#	\$13.05	\$1.31	\$3,588.75	\$3.93
26	ONIONS, RED: Dry, medium size.	5#	\$3.19	\$0.64	\$797.50	\$3.20
27	ONIONS, SPANISH: Dry, large size.	5#	\$1.99	\$0.40	\$398.00	\$2.00
28	LETTUCE, SPRING MIX: Baby lettuces, washed, sulfite -free, well-colored leaves.	3#	\$9.23	\$3.08	\$2,538.25	\$9.24

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BID #: 12-043-DR		Tampa, FL 33610				
	<u>Product</u>	<u>Bidder Count/ Pack</u>	<u>Invoice Sell Price per Case (a)</u>	<u>Unit Price (lb or each)</u>	<u>Evaluation Total Price</u>	<u>Evaluation Price per lb / each</u>
29	POTATOES, RUSSET: 70 count, fresh, firm, smooth.	Carton	\$17.72	\$0.35	\$4,873.00	\$17.50
30	SPINACH: Fresh, stemmed and washed, ready to eat, sulfite-free, packaged in gas permeable package, code dated.	12/10 oz	\$14.46	\$1.93	\$9,399.00	\$11.58
31	SQUASH, YELLOW: Medium, creamy yellow rind, white flesh and seeds.	5#	\$6.08	\$1.22	\$2,736.00	\$6.10
32	SQUASH, ZUCCHINI: Medium, 6-7", dark green shiny rind with some spots, white flesh and seeds.	5#	\$5.22	\$1.04	\$2,349.00	\$5.20
33	STRAWBERRIES: Fresh, in season, plump, firm, bright red color.	8/1#	\$22.07	\$2.76	\$11,035.00	\$22.08
34	TANGERINES: 100 Count, Florida. Sunburst or Murcott	38#	\$17.05	\$0.45	\$5,115.00	\$17.10
35	TOMATOES, GRAPE: Grape, Clam Shell Containers, Shiny red skin and firm flesh.	12 pint	\$18.40	\$1.53	\$20,240.00	\$18.36
36	TOMATOES: Round/Globe, Bulk 6x6 shiny red skin and firm flesh.	25#	\$17.75	\$0.71	\$21,300.00	\$8.88
37	TOMATOES: In Season, Bulk, red skin and firm flesh.	22#	\$10.70	\$0.49	\$4,815.00	\$10.78
38	WATERMELON: Whole, seedless, dark green rind, red crisp flesh, 15 - 18 lb	each	\$6.00	\$6.00	\$5,400.00	\$108.00
	Total:				\$829,867.20	
	Fixed Delivery Fee Per Full Unbroken Case Included in the Invoice Sell price (See Section 2.21):				\$1.75	
	Fixed Delivery Fee Per Full Broken Case (to be pro-rated according to delivery size) Included in the Invoice Sell price (See Section 2.21):				\$0.69	
	Fixed Delivery Fee Per Full Unbroken Case of Farm-to-School items including Farmer Delivered to the Warehouse and Vendor Pick up (See section 2.20):				\$1.75	

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Fixed Delivery Fee Per Full Broken Case (to be pro-rated according to delivery size) of Farm to school items including Farmer Delivered to the Warehouse and Vendor Pick Up (See Section 2.20):				\$0.69		
Fixed Delivery Fee Per Full Unbroken Case of Opportunity Buy Items including Delivered to the Warehouse and Vendor Pick Up (See Section 2.08):				\$1.75		
Fixed Delivery Fee Per Full Broken Case (to be prorated according to delivery size) of Opportunity Buy Items including Delivered to the Warehouse and Vendor Pick Up (See Section 2.08):				\$1.75		
Fixed Delivery Fee Per Full Unbroken Case for USDA Fresh Produce Pilot Program Items (See Section 2.09):				\$1.75		
Fixed Delivery Fee Per Full Broken Case (prorated to delivery size) for USDA Fresh Produce Pilot Program Items (See Section 2.09):				\$0.69		
Fixed Fee Surcharge for Special Small Volume Deliveries Under \$100 in Total Invoice Cost (See Section 2.21):				\$0.00		

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

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BID #: 12-043-DR		Tampa, FL 33610				
	<u>Product</u>	<u>Bidder Count/ Pack</u>	<u>Invoice Sell Price per Case (a)</u>	<u>Unit Price (lb or each)</u>	<u>Evaluation Total Price</u>	<u>Evaluation Price per lb / each</u>
1	APPLES: 100 count, crisp, flavorful with firm smooth skins. Red Delicious, Gala, Fuji, Granny Smith	100	\$27.00	\$0.68	\$5,400.00	\$27.00
2	APPLES: 125 - 138 count, crisp, flavorful with firm smooth skins. Red Delicious, Gala, Fuji, Granny Smith	125-138	\$27.00	\$0.68	\$32,400.00	\$27.00
3	APPLE SLICES: Individually Packaged, 13 lb. min., no sulfites	100/2 oz.	\$27.00	\$2.08	\$243,000.00	\$27.00
4	BANANAS, SMALL: 100-200 Count, single, green with trace of yellow color (#2) or more yellow than green color (#4) or as ordered, 40 lb. min. per container. Non-Domestic OK	150 ct	\$21.00	\$0.53	\$54,600.00	\$21.00
5	BROCCOLI FLORETS: Fresh, 1/3 lb packages	4/3 lb	\$18.25	\$1.52	\$12,775.00	\$18.25
6	CABBAGE, SLAW MIX: Shredded for cole slaw with grated carrot	5 lb	\$5.10	\$1.02	\$765.00	\$5.10
7	CANTALOUPE: 15-18 count, creamy yellow thick rind covered with yellow "netting", peach-colored flesh, juicy, sweet flavor.	15-18 ct	\$19.00	\$0.45	\$20,900.00	\$19.00
8	HONEYDEW: 8 count, smooth creamy yellow rind, light green flesh, juicy, sweet flavor.	8 ct	\$18.00	\$0.60	\$9,900.00	\$18.00
9	CARROTEENIES: Individually Packaged, 1.6 - 2 oz. packages	200/1.6 - 2 oz.	\$22.50	\$1.13	\$63,000.00	\$22.50
10	CARROTS, BABY-CUT: Firm, vibrant orange color, peeled and cut to size.	1/5 lb.	\$4.95	\$0.99	\$9,405.00	\$4.95
11	CARROTS, STICKS: Firm, vibrant orange color, crisp, peeled, cut in strips.	1/5lb	\$7.85	\$1.57	\$5,495.00	\$7.85
12	CAULIFLOWER FLORETS: Creamy white, compact curds	1/3 lb.	\$9.25	\$3.08	\$1,850.00	\$9.25
13	CELERY STICKS: Fresh, washed, cut, ready-to-eat, strips should snap crisply when bent.	4/5 lb.	\$36.50	\$1.83	\$20,075.00	\$36.50

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	<u>Product</u>	<u>Bidder Count/ Pack</u>	<u>Invoice Sell Price per Case (a)</u>	<u>Unit Price (lb or each)</u>	<u>Evaluation Total Price</u>	<u>Evaluation Price per lb / each</u>
14	CUCUMBERS: Medium, firm, well-shaped, even dark green color and uniform size, 6 " minimum.	1/5 lb.	\$3.00	\$0.60	\$7,200.00	\$3.00
15	GRAPES, RED: In season, seedless, firm, well colored with plump berries firmly attached to green pliable stems	Lug	\$28.00	\$1.27	\$56,000.00	\$28.00
16	GREEN BEANS: Fresh, snapped ends, cut	4/5 lb.	\$38.00	\$1.90	\$19,000.00	\$38.00
17	PEPPERS, GREEN: Fresh, firm flesh, brightly colored, uniform shape and size, minimum 2.5 inches	5 lb.	\$4.75	\$0.95	\$3,562.50	\$4.75
18	PEPPERS, RED SWEET: Fresh, firm flesh, brightly colored, uniform shape and size, minimum 2.5 inches	2 lb	\$3.50	\$1.75	\$2,800.00	\$3.50
19	PEPPERS, YELLOW SWEET: Fresh, firm flesh, brightly colored, uniform shape and size, minimum 2.5 inches	2 lb	\$3.75	\$1.88	\$1,875.00	\$3.75
20	LETTUCE, ROMAINE: Chopped, washed, sulfite-free, packaged in gas permeable package.	6/2 lb	\$21.00	\$1.75	\$210,000.00	\$21.00
21	LETTUCE, GREEN LEAF: Crisp, green leaf fillet, 300 leaves per 10 lb case.	10 lb	\$23.00	\$2.30	\$3,680.00	\$23.00
22	LETTUCE: Romaine, shredded 1/8", 5 lb	4/5 lb	\$16.00	\$0.80	\$12,400.00	\$16.00
23	ORANGES: 113-125 count, Florida, firm, fine textured skin, Hamlin or Navel	40 lb min	\$23.00	\$0.58	\$34,500.00	\$23.00
24	LEMONS: 140-200 count, smooth firm skin, juicy flesh.	Dozen	\$2.75	\$0.23	\$1,512.50	\$2.75
25	MUSHROOMS: Fresh, firm texture, closed veils.	3 lb	\$9.00	\$3.00	\$2,475.00	\$9.00
26	ONIONS, RED: Dry, medium size.	5 lb	\$3.50	\$0.70	\$875.00	\$3.50
27	ONIONS, SPANISH: Dry, large size.	5 lb	\$2.50	\$0.50	\$500.00	\$2.50
28	LETTUCE, SPRING MIX: Baby lettuces, washed, sulfite-free, well-colored leaves.	3#	\$9.50	\$3.17	\$2,612.50	\$9.50

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29	POTATOES, RUSSET: 70 count, fresh, firm, smooth.	Carton	\$21.00	\$0.42	\$5,775.00	\$21.00
30	SPINACH: Fresh, stemmed and washed, ready to eat, sulfite-free, packaged in gas permeable package, code dated.	6/10 oz	\$10.00	\$1.67	\$6,500.00	\$10.00
31	SQUASH, YELLOW: Medium, creamy yellow rind, white flesh and seeds.	5 lb	\$4.50	\$0.90	\$2,025.00	\$4.50
32	SQUASH, ZUCCHINI: Medium, 6-7", dark green shiny rind with some spots, white flesh and seeds.	5 lb	\$4.00	\$0.80	\$1,800.00	\$4.00
33	STRAWBERRIES: Fresh, in season, plump, firm, bright red color.	8/1 lb	\$19.00	\$2.38	\$9,500.00	\$19.00
34	TANGERINES: 100 Count, Florida. Sunburst or Murcott	38 lb min	\$20.00	\$0.53	\$6,000.00	\$20.00
35	TOMATOES, GRAPE: Grape, Clam Shell Containers, Shiny red skin and firm flesh.	12 pint	\$20.00	\$1.67	\$22,000.00	\$20.00
36	TOMATOES: Round/Globe, Bulk 6x6 shiny red skin and firm flesh.	12.5 lb	\$10.00	\$0.80	\$12,000.00	\$10.00
37	TOMATOES: In Season, Bulk, red skin and firm flesh.	22 lb	\$10.00	\$0.45	\$4,500.00	\$10.00
38	WATERMELON: Whole, seedless, dark green rind, red crisp flesh, 15 - 18 lb	each	\$5.00	\$0.28	\$4,500.00	\$5.00
	Total:				\$913,157.50	
	Fixed Delivery Fee Per Full Unbroken Case Included in the Invoice Sell price (See Section 2.21):				\$2.00	
	Fixed Delivery Fee Per Full Broken Case (to be pro-rated according to delivery size) Included in the Invoice Sell price (See Section 2.21):				\$1.00	
	Fixed Delivery Fee Per Full Unbroken Case of Farm-to-School items including Farmer Delivered to the Warehouse and Vendor Pick up (See section 2.20):				\$2.00	

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Fixed Delivery Fee Per Full Broken Case (to be pro-rated according to delivery size) of Farm to school items including Farmer Delivered to the Warehouse and Vendor Pick Up (See Section 2.20):				\$1.00		
Fixed Delivery Fee Per Full Unbroken Case of Opportunity Buy Items including Delivered to the Warehouse and Vendor Pick Up (See Section 2.08):				\$2.00		
Fixed Delivery Fee Per Full Broken Case (to be prorated according to delivery size) of Opportunity Buy Items including Delivered to the Warehouse and Vendor Pick Up (See Section 2.08):				\$1.00		
Fixed Delivery Fee Per Full Unbroken Case for USDA Fresh Produce Pilot Program Items (See Section 2.09):				\$2.00		
Fixed Delivery Fee Per Full Broken Case (prorated to delivery size) for USDA Fresh Produce Pilot Program Items (See Section 2.09):				\$1.00		
Fixed Fee Surcharge for Special Small Volume Deliveries Under \$100 in Total Invoice Cost (See Section 2.21):				\$25.00		

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