

## EXECUTIVE SUMMARY

### **Bid Recommendation of \$500,000 or Greater 17-014H - Fruit Juices for Cafeterias**

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This request is to approve the recommendation to award Bid 17-014H – Fruit Juices for Cafeterias for a three (3) year contract from August 1, 2016, through July 31, 2019. This Bid will be used to purchase one hundred percent (100 %) juice products to meet the United States Department of Agriculture (USDA) meal pattern requirements for the National School Lunch Program (NSLP). The aforementioned programs must meet meal pattern and nutrition standards based on the latest USDA regulations for meal reimbursement.

Funding for this Bid will come from the Food and Nutrition Services operating budget. The amount requested was determined based on the material requirements to satisfy the needs of the district utilizing historical and forecasted expenditures reflected in the Financial Analysis Worksheet.

Bid 17-014H was issued to replace the current bid, 12-010N – Fruit Juices for Cafeterias which expires July 31, 2016. The solicitation period for the new bid was April 11, 2016, through May 9, 2016. The bid was awarded to Frozen Treats who met all specifications, terms, and conditions of the bid. Procurement & Warehousing Services (PWS) received bids from three (3) respondents, one of which was a Minority/Women Business Enterprise vendor, Olive Branch Product and Packaging. Olive Branch did not submit samples as required, therefore their bid was rejected.

The recommended vendor shall provide services to all Broward County Public Schools. The process, for these services during the school year, requires Food and Nutrition Services managers at each school to order juice products to meet menu requirements and student demand.

In December, 2014, ITB 15-100V Fruit Juices for Cafeteria was released. The District received only one (1) response. The School Board approved on April 21, 2015, to reject all bids and exercise the option on the existing bid 12-010N Fruit Juices for Cafeteria to renew for one additional year. Last year, PWS contacted other vendors to inquire as to their interest in bidding this commodity. Mac Edwards Produce and The Produce Connection indicated that they would be interested if juice products conformed into their future business model. Both companies were notified of the current bid and both companies declined to bid.

Feedback surveys were compiled with responses from Food and Nutrition Services Managers all of whom deal directly with the awarded vendor Frozen Treats. A total of 106 responses were received. Ninety-five percent (95%) rated the vendor performance as excellent, very good or good. Ninety-five and one-half (95-1/2) rate the product quality as excellent, very good or good.

#### **Benchmark for the Purchase One-Hundred Percent Fruit Juice**

The School District of Palm Beach County's (SDPBC) current provider for fruit juice is M & B Products. The bid was awarded June 15, 2015 for one (1) year with the option to renew for (4) additional one-year periods. SDPBC has exercised its first option to renew for the period June 16, 2016, through June 15, 2017. A total of one (1) vendor responded to the bid solicitation in April, 2015.

Miami-Dade County Public Schools (MDCPS) is piggybacking on Broward County Public Schools' current bid 12-010N Fruit Juices for Cafeteria which expires July 31, 2016. They have released an Invitation to Bid which is under the cone of silence.