

EXECUTIVE SUMMARY

Recommendation for Renewal 15-051T – Healthy Vending Program – Pre-Approval of Vendors

The School Board of Broward County, Florida, (SBBC) awarded Invitation to Bid (ITB) 15-051T - Healthy Vending Program - Pre-Approval of Vendors on September 16, 2014, for a period of three (3) years and three (3) months from September 17, 2014 through December 31, 2018. This ITB provides a pool of pre-approved vendors that are able to supply vending machine services to various District locations. Awardees furnish, install, stock and maintain campus drink and snack vending machines for Elementary, Middle, High, Technical Schools, and Administrative sites. Schools and District locations receiving vending machine services are paid fixed commissions on gross product sales. These commissions benefit and enrich the location's student-oriented programs.

The commission rates were awarded in five (5) categories based on location type. The categories and their respective commission rates are as follows:

Elementary Schools:	twenty – five (25) percent
Middle Schools:	thirty-two (32) percent
High Schools:	thirty-six (36) percent
Centers/Technical Schools:	thirty-six (36) percent
Administrative Sites:	thirty-two (32) percent

The awardees and their respective awarded locations are:

VENDOR NAME	LOCATION AWARDED
All Stop Vending, LLC	Elementary, Middle, High, Centers, Administrative Sites
Bettoli Trading, Corp. d/b/a Bettoli Vending	Middle, High, Centers, Administrative Sites
Compass, USA, Inc., a.k.a. Canteen Refreshment Services (Formerly Family Vending)	Elementary, Middle, High, Centers, Administrative Sites
Double R Vending Corp.	Elementary, Middle, High, Centers, Administrative Sites
Fresh Start Vending, Inc.	Elementary, Middle
Gilly Vending, Inc.	Elementary, Middle, High, Centers, Administrative Sites

Administration at the various locations may contact any of the Awardees in the pool to request or change vending services.

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Through this ITB, healthy snacks are available in vending machines located in student areas throughout the District. Items available to the students meet the USDA’s Smart Snacks in School guidelines. These snacks contain no more than 200 calories with limited amounts of sodium, fat, and sugar. Food & Nutrition Services reviews the nutritional profiles for these items and approve those which meet the guidelines. The USDA Smart Snacks in School guidelines remain unchanged since their inception in 2014. USDA Federal Guidelines can be viewed on the USDA Smart Snacks webpage at <https://www.fns.usda.gov/school-meals/tools-schools-focusing-smart-snacks>. Additional information can be viewed on the Florida Department of Agriculture and Consumer Services (FDACS) <http://www.freshfromflorida.com/Divisions-Offices/Food-Nutrition-and-Wellness/National-School-Lunch-Program/Smart-Snacks>. The lists of items approved at Broward Schools are available on the Food & Nutrition Services website.

This is a request for the School Board’s approval to exercise the ITB’s first contract renewal for an additional one (1) year period from January 1, 2018 through December 31, 2018. This ITB includes an option to renew the contract term per Section 4, Special Condition 6, contract renewal: “The term of the bid shall be for three year(s), and may, by mutual agreement between SBBC and the Awardee, be renewed for two additional one-year periods and, if need, 90 days beyond the expiration date of the final renewal period.” The bid’s awarded vendors have accepted the request to renew the contract.

Procurement & Warehousing Services (PWS) benchmarked the current contract with West Palm Beach Schools (WPBS). The contract with WPBS has a total of nine (9) awardees of which three (3) are also in District’s vendor pool. The District compared the commissions offered to WPBS by the following three (3) vendors listed in the chart; the commissions offered to SBBC are higher than the commissions offered to WPBS as seen below:

	BCPS Commission Rates	West Palm Beach Schools (WPBS)		
		Bettoli Vending	Compass Group/Canteen	Gilly Vending
Elementary Schools:	twenty – five (25) percent	five (5) percent	ten (10) percent	No Bid
Middle Schools:	thirty-two (32) percent	fourteen (14) percent	ten (10) percent	twenty-three (23) percent
High Schools:	thirty-six (36) percent	twenty-six (26) percent	ten (10) percent	twenty-three (23) percent
Centers/Technical Schools:	thirty-six (36) percent	Not Available	Not Available	Not Available
Administrative Sites:	thirty-two (32) percent	twenty-six (26) percent	ten (10) percent	twenty – five (25) percent

Based on the above, it is in the District’s best interest to renew ITB 15-051T, rather than re-solicit.

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PWS sent surveys to District Staff which are included for perusal. Seventy-three (73) percent of respondents indicated that they would continue doing business with their current vendor; however, PWS has increased its efforts to reach out to schools and vendors to communicate expectations and improve services where needed. Additionally, and in an effort to increase the number of vendors that can be utilized by locations, the WPBS contract has been identified as an opportunity to access these additional vendors for Vending Machine Services. WPBS's commission structure is very similar to SBBC and, for the majority of the vendors not in the current contract, commissions offered are comparable with SBBC's. PWS is in the process of preparing the materials to request School Board approval to Piggyback the WPBS contract during the period of this first renewal. PWS also intends to advertise a competitive solicitation for vending machines before the expiration date of December 31, 2018.