

REGULAR MEETING~BOARD OF TRUSTEES

June 01, 2017 7:00 PM

170 Chess Drive  
Foster City, CA 94404

Agenda Item: **6.2.8. Bay Area School Nutrition Collaborative Request for Proposal (RFP)**

Rationale: Child Nutrition Services, through public contract code, solicited a Request for Proposal (RFP) for Food and Nutrition Products, Paper Supplies, and Delivery Services for the 2017-2018 school year. The RFP was issued on behalf of the Bay Area School Nutrition Collaborative which represents twenty (20) school districts throughout the San Francisco Bay Area. San Mateo-Foster City School District – Child Nutrition Services served as the lead district for this proposal. The participating districts, including San Mateo-Foster City School District are:

Alum Rock Union Elementary School District, Antioch Unified School District, Benicia Unified School District, Berryessa Union School District, Brentwood Union School District, Byron Union School District, Cupertino Union School District, Fremont Union High School District, Liberty Union High School District, Milpitas Unified School District, Mountain View-Los Altos Union High School District, Mount Diablo Unified School District, New Haven Unified School District, Oakley Union School District, Old Adobe Union School District, Petaluma City Schools, Sonoma Valley Unified School District, South San Francisco Unified School District, and Wright Elementary School District

Pricing was requested for items broken down into ten food categories (Beverages-Shelf Stable; Bread Products; Cereals; Snacks; Dry Goods; Dairy Products; Lunch: Center of the Plate; Assorted Frozen & Refrigerated Items; Potatoes, Frozen; and Breakfast: Center of the Plate). Paper Supplies were categorized into seven categories (Paper; Plastic; Aluminum Foil and Trays; Film: Overwrap and Lidding; Biodegradable and Compostable Products; Food Service Preparation & Other Supplies; and Cleaning Supplies).

Proposals were received from eight companies: Athens Baking Company, The Danielsen Company, Gold Star Foods, Hayes Distributing, P&R Paper Supply Co., The Platinum Packaging Group, Pressed Paperboard Technologies, and Sysco San Francisco. Proposals were considered by a group of 10 individuals from the participating Member Districts on May 16, 2017.

The evaluation criteria and vendor awards are attached.

Recommended  
Motion:

IT IS RECOMMENDED THAT THE BOARD OF TRUSTEES APPROVE VENDORS TO SUPPLY FOOD AND NUTRITION PRODUCTS, PAPER SUPPLIES, AND DELIVERY SERVICES FOR THE 2017-2018 SCHOOL YEAR TO THE PARTICIPATING DISTRICTS.

The award was determined based on the following criteria:

Part 1:	Evaluation Criteria	Maximum Points
	Small business and minority, woman, and disabled veteran business enterprise	5
	Customer service and references	25
	Experience and competence	20
	Sustainability	20

Athens Baking Company was determined to be nonresponsive in their proposal as they only wanted to provide services for four school districts in the Collaborative, not all twenty district members.

The following scores were received on Part 1 by the proposing companies:

Bidder	Part 1 Score
The Danielsen Company	55.3
Gold Star Foods	55.8
Hayes Distributing	55.8
P&R Paper Supply Co.	62.5
The Platinum Packaging Group	58.3
Pressed Paper Board Technologies	56.1
Sysco San Francisco	48.2

Vendors receiving 52.5 points or more on the above rubric forwarded to Part 2.

Part 2:	Evaluation Criteria
	Price

As Sysco San Francisco did not receive 52.5 points or more, their pricing was not considered in the final award. The remaining vendors pricing was evaluated, and the Administration recommends awarding items in the various categories based on the dollar value outlined below.

Dollar award per vendor:

	Food	Paper	Total
Danielsen	\$3,436,973.17	\$251,261.98	\$3,688,235.15
Gold Star	1,760,536.05		1,760,536.05
Hayes	691,912.68		691,912.68
P&R		597,939.50	597,939.50
Platinum		483,640.90	483,640.90
Pressed Paper		107,313.90	107,313.90
	\$5,889,421.90	\$1,188,894.30	\$7,329,578.18