

Financial Services
Richard H. Hinds, Chief Financial Officer

**SUBJECT: REQUEST AUTHORIZATION TO ENTER INTO
CONTRACTUAL SERVICES AGREEMENTS BETWEEN THE
SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA, AND
ADVANCEPIERRE FOODS; CARGILL MEAT SOLUTIONS
CORPORATION; CHINESE FOOD SOLUTIONS, INC., D.B.A.
ASIAN FOOD SOLUTIONS; CONAGRA FOODS, INC.;
ES FOODS; JENNIE-O TURKEY STORE SALES, LLC;
J.R. SIMPLOT COMPANY; JTM PROVISIONS CO., INC.;
LAND O'LAKES, INC.; MCCAIN FOODS USA; MICHAEL
FOODS, INC.; NARDONE BROS.; PILGRIM'S PRIDE
CORPORATION; QUANTUM FOODS, LLC; SCHWAN'S
FOOD SERVICE, INC.; TASTY BRANDS; AND TYSON
PREPARED FOODS, INC., PURSUANT TO REQUEST FOR
PROPOSALS NO. 004-NN03 – MANUFACTURER DIRECT
COMMODITY PROCESSING**

**COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL
RELATIONS**

**LINK TO STRATEGIC
FRAMEWORK: FINANCIAL EFFICIENCY/STABILITY**

Request For Proposals No. 004-NN03 – MANUFACTURER DIRECT COMMODITY PROCESSING, is to enter into a cooperative purchasing agreement between Miami-Dade County Public Schools and Broward County Public Schools, to seek qualified manufacturers, to process bulk USDA commodity foods into finished products, for use in the National School Lunch and School Breakfast programs. Twenty-eight (28) proposers responded to this advertised solicitation.

This is a term proposal. The term of the proposal shall be for two (2) years and may, by mutual agreement between the School Board and awardees, be extended for three (3) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

The Evaluation Committee met on January 24, 2013, to evaluate proposals received in response to the Request For Proposals. Twenty-six (26) proposals were presented for consideration: AdvancePierre Foods; American Foods Group/American Prepared Foods; Cargill Kitchen Solutions; Cargill Meat Solutions Corporation; Chinese Food Solutions, Inc., d.b.a. Asian Food Solutions; ConAgra Foods, Inc.; Don Lee Farms (A Division of Goodman Food Products, Inc.) ES Foods; Giorgio Foods, Inc., Idahoan Foods, LLC; Jennie-O Turkey Store Sales, LLC; J.R. Simplot Company; JTM Provisions Co., Inc.; Lamb Weston Sales, Inc.; Land O'Lakes, Inc.; Maid-Rite Steak Company, Inc.; McCain Foods USA; Michael Foods, Inc.; Nardone Bros.; Omnibus Trading Corporation d.b.a., Chef's Corner Foods; Pilgrim's Pride Corporation; Quantum Foods, LLC; Schwan's Food Service, Inc.; Tasty Brands; Tyson Prepared Foods, Inc; and UNO Foods, Inc.

After considerable deliberation and based on scoring criteria, the Committee recommended the following agencies: AdvancePierre Foods; Cargill Meat Solutions Corporation; Chinese Food Solutions, Inc., d.b.a. Asian Food Solutions; ConAgra Foods, Inc.; ES Foods; Jennie-O Turkey Store Sales, LLC; J.R. Simplot Company; JTM Provisions Co., Inc.; Land O'Lakes, Inc.; McCain Foods USA; Michael Foods, Inc.; Nardone Bros.; Pilgrim's Pride Corporation; Quantum Foods, LLC; Schwan's Food Service, Inc.; Tasty Brands; and Tyson Prepared Foods, Inc.

Procurement Management negotiated additional cost reductions, resulting in savings of approximately \$20,590. Additionally, a cost avoidance in the amount of approximately \$100,000 will be realized, in the event USDA commodities are received and processed by the District.

Inasmuch as no proposals were received for Group A – Items 1.13 and 1.14 - Cheese and milk products; Group C – Items 2.21 through 2.24 - Chicken products; and no responsive proposals were received for Group D – Items 1.3 and 1.4 - Pork products, the recommendation reflects that these items be rejected. These items will be obtained through the use of other contracts.

Strategies were employed to increase M/WBE participation, however, the list of registered vendors with the District does not reflect certified minority firms for this category.

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AUTHORIZE** the Superintendent of Schools to enter into contractual services agreements with the following firms, pursuant to Request For Proposals No. 004-NN03 – MANUFACTURER DIRECT COMMODITY PROCESSING, to enter into a cooperative purchasing agreement between Miami-Dade County Public Schools and Broward County Public Schools, to seek qualified manufacturers, to process bulk USDA commodity foods into finished products, for use in the National School Lunch and School Breakfast programs, effective May 8, 2013, through May 7, 2015, including extensions thereto, as follows:

HIGHEST RANKED PROPOSALS

1. ADVANCEPIERRE FOODS
9990 PRINCETON-GLENDALE ROAD
CINCINNATI, OH 45246
DREW DOZIER, VICE PRESIDENT SCHOOLS

Group B: Items 1.3, 1.4, 1.11 and 1.12 - Beef products.
Group G: Items 1 through 8 - Peanut butter products.

2. CARGILL MEAT SOLUTIONS CORPORATION
151 N. MAIN STREET
WICHITA, KS 67202
PETER BROWN
VICE PRESIDENT OF BUSINESS MANAGEMENT

Group E: Items 4.5 and 4.6 -Turkey products.

3. CHINESE FOOD SOLUTIONS, INC.
D.B.A. ASIAN FOOD SOLUTIONS
2572 W. STATE ROAD 426, SUITE 2016
OVIEDO, FL 32765
ALLAN LAM, C.O.O.

Group C: Items 3.7 and 3.8 - Chicken products.

4. CONAGRA FOODS, INC.
801 DYE MILL ROAD
TROY, OH 45373
CHUCK GENTILE, SENIOR BID MANAGER

Group A: Items 3.1 and 3.2 - Cheese and milk products.

5. ES FOODS
20 CROSSWAYS PARK NORTH
WOODBURY, NY 11797
JEFF ROWE, CHIEF OPERATING OFFICER

Group A: Items 1.11 and 1.12 - Cheese and milk products.

6. JENNIE-O TURKEY STORE SALES, LLC
P.O. BOX 778
WILLMAR, MN 56201
MARK NELLERMOE
VICE PRESIDENT OF FOODSERVICE

Group E: Items 1.1 through 1.12, 2.1 through 2.4, 3.3, 3.4,
and 4.1 through 4.4 - Turkey products.

7. J.R. SIMPLOT COMPANY
6360 SOUTH FEDERAL WAY
BOISE, ID 83716
MEGHAN SWAN, DIRECTOR CUSTOMER MARKETING

Group H: Items 2.9 through 2.12 - Potato products.

8. JTM PROVISIONS COMPANY, INC.
200 SALES DRIVE
HARRISON, OH 45030
BRIAN HOFMEIER
VICE PRESIDENT OF EDUCATION SALES

Group B: Items 3.1 and 3.2 - Beef products.

9. LAND O'LAKES, INC.
1200 COUNTY ROAD F WEST
ARDEN HILLS, MN 55112
ALETHIA C. SCHEETT, K12 SPECIALIST
- Group A: Items 1.1 through 1.10, 1.15 through 1.18, 2.1
and 2.2 - Cheese and milk products.
10. MCCAIN FOODS USA
2275 CABOT DRIVE
LISLE, IL 60532
PATRICK DAVIS
SENIOR DIRECTOR NATIONAL NON COM SALES
- Group H: Items 1.1, 1.2, 2.1 through 2.8, 2.13, 2.14,
and 3.1 through 3.4 - Potato products.
11. MICHAEL FOODS, INC.
301 CARLSON PARKWAY, SUITE 400
MINNETONKA, MN 55305
TOM O'KANE
SENIOR DIRECTOR, FOODSERVICE FINANCE
- Group F: Items 1 through 8 - Egg products.
12. NARDONE BROS.
420 NEW COMMERCE BOULEVARD
WILKES-BARRE, PA 18706
VINCENT NARDONE, PRESIDENT
- Group A: Items 3.3, 3.4, 4.1 through 4.10, and 4.15 through
4.18 - Cheese and milk products.
13. PILGRIM'S PRIDE CORPORATION
4067 NORTHLAKE CREEK COVE
TUCKER, GA 30084
MICHAEL RIOUX, COMMODITY MANAGER
- Group C: Items 2.1, 2.2, and 2.9 through 2.18 - Chicken
products.

14. QUANTUM FOODS, LLC
750 SOUTH SCHMIDT ROAD
BOLINGBROOK, IL 60440
ED BLEKA, PRESIDENT

Group D: Items 1.1 and 1.2 - Pork products.
15. SCHWAN'S FOOD SERVICE, INC.
115 WEST COLLEGE DRIVE
MARSHALL, MN 56258
BRIAN RADEMACHER, VICE PRESIDENT FINANCE

Group A: Items 4.1 through 4.18 - Cheese and milk products.
Group C: Items 3.1 through 3.6 - Chicken products.
16. TASTY BRANDS
77 NEWBRIDGE ROAD
HICKSVILLE, NY 11801
DAVID HOROWITZ, PRESIDENT

Group A: Items 5.1 and 5.2 - Cheese and milk products.
Group E: Items 3.1 and 3.2 - Turkey products.
17. TYSON PREPARED FOODS, INC.
2200 DON TYSON PARKWAY
SPRINGDALE, AR 72762
RANDALL H. COLLINS, DIVISION MANAGER

Group B: Items 1.1, 1.2, 1.5 through 1.10, 2.1 and 2.2 - Beef products.
Group C: Items 1.1 through 1.4, 2.3 through 2.8, 2.19 and 2.20 - Chicken products.
18. Reject Group A: Items 1.13 and 1.14 - Cheese and milk products; Group C: Items 2.21 through 2.24 - Chicken products; and Group D: Items 1.3 and 1.4 - Pork products.
19. Authorize Procurement Management Services to purchase up to the total estimated amount of \$13,000,000, for the initial contract term, and an amount not to exceed \$6,500,000, for each additional one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.