

Financial Services  
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT:                   AWARD INVITATION TO BID NO. ITB-20-020-HR - MILK AND DAIRY PRODUCTS**

**COMMITTEE:               FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS**

**LINK TO STRATEGIC  
BLUEPRINT:               EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of Food and Nutrition, released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to establish a contract, at firm, fixed pricing, for the purchase and delivery of milk and dairy products, for Miami-Dade County Public Schools. This is a term bid which states that the Board may purchase services, as may be needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services website, as well as Periscope and DemandStar. The solicitation was shared with the District's Office of Economic Opportunity (OEO) for additional community outreach.

The initial term of the bid shall be for a period of three (3) years, commencing April 21, 2021, through June 30, 2024, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year periods.

The Goal Setting Committee recommended that this solicitation be open.

Three (3) vendors responded to this advertised bid, one of which was a no-bid. Based on the criteria listed in the solicitation, the contract will be awarded to a Primary and Alternate vendor.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the firm(s).

In Fiscal Year 2018-2019, the District spent \$6,537,885 on milk and dairy products.

Fund Source

Various

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD INVITATION TO BID NO. ITB-20-020-HR – MILK AND DAIRY PRODUCTS**, to establish a contract, at firm, fixed pricing, for the purchase and delivery of milk and dairy products for Miami-Dade County Public Schools, during the term of the bid, with an effective date of April 21, 2021 through June 30, 2024, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year extension periods thereto, as follows:

**PRIMARY –**

- A. **NEW DAIRY FLORIDA, LLC**  
DBA BORDEN DAIRY (a subsidiary of New Dairy Holdco, LLC)  
501 NE 181st STREET  
MIAMI, FL 33162  
OWNER/OFFICER: GREGG ENGLER

Total Low Meeting Specifications Groups 1 through 4:

Group 1 – ½ Pint Milk

- Item 1: Milk, low-fat, 1% @ \$0.19 per ½ pint
- Item 2: Milk, chocolate, fat-free @ \$0.19 per ½ pint
- Item 3: Milk, strawberry, fat-free @ \$0.18 per ½ pint
- Item 4: Milk, skim @ \$0.19 per ½ pint
- Item 5: Milk, whole @ \$0.19 per ½ pint

Group 2 – Gallon Milk

- Item 6: Milk, low-fat, 1% @ \$2.63 per gallon
- Item 7: Milk, whole @ \$2.93 per gallon

Group 3 – Specialty Items

- Item 8: Buttermilk, low-fat, cultured @ \$1.68 per ½ gallon
- Item 9: Sour Cream, low-fat @ \$6.20 per 5-pound container
- Item 10: Cottage Cheese, low-fat 1% @ \$7.01 per 5-pound container

Group 4 – Non-Dairy Milk Substitute

- Item 11: Milk, lactose-free @ \$4.62 per ½ gallon
- Item 12: Soy Milk, Plain @ \$2.77 per ½ gallon

## ALTERNATE

- B. FOOD FANTASIES, INC.  
DBA FROZEN TREATS  
18770 NE 6<sup>TH</sup> AVENUE  
MIAMI, FL 33179  
OWNER/OFFICER: JAMES CRAVEN

Second Total Low Meeting Specifications Groups 1 through 4:

### Group 1 – ½ Pint Milk

- Item 1: Milk, low-fat, 1% @ \$0.22 per ½ pint
- Item 2: Milk, chocolate, fat-free @ \$0.21 per ½ pint
- Item 3: Milk, strawberry, fat-free @ \$0.21 per ½ pint
- Item 4: Milk, skim @ \$0.20 per ½ pint
- Item 5: Milk, whole @ \$0.22 per ½ pint

### Group 2 – Gallon Milk

- Item 6: Milk, low-fat, 1% @ \$3.96 per gallon
- Item 7: Milk, whole @ \$4.50 per gallon

### Group 3 – Specialty Items

- Item 8: Buttermilk, low-fat, cultured @ \$3.75 per ½ gallon
- Item 9: Sour Cream, low-fat @ \$8.00 per 5-pound container
- Item 10: Cottage Cheese, low-fat 1% @ \$8.00 per 5-pound container

### Group 4 – Non-Dairy Milk Substitute

- Item 12: Soy Milk, Plain @ \$4.50 per ½ gallon

2. **AUTHORIZE** Procurement Management Services to purchase up to the total estimated amount of \$22,500,000 for the initial 3-year contract term and an amount not to exceed \$7,500,000 for each subsequent one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.