

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

**SUBJECT: AWARD INVITATION TO NEGOTIATE NO. ITN-25-027-VF
- MAINLINE FOOD AND DISTRIBUTION SERVICE**

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

**LINK TO STRATEGIC
PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL
PRACTICES**

Procurement Management Services, at the request of the Department of Food and Nutrition, released the above-referenced solicitation on March 18, 2026, with the bid opening subsequently held on April 21, 2026. The purpose of this Invitation to Negotiate (ITN) is to establish a contract with a qualified distributor to provide comprehensive food service logistics, including the ordering, receiving, storage, and delivery of food and supply products. This includes, but is not limited to: main entrées, beverages, and grocery/staple items, USDA Commodity foods and commodity-processed products, fresh produce, paper products, and "special buy" opportunities. These services support the National School Lunch Program, School Breakfast Program, and other federal Child Nutrition Programs across approximately 375 District sites in Miami-Dade County Public Schools. This ITN was advertised on the Procurement Management Services website and Euna OpenBids (formerly DemandStar). This contract impacts all District students, which breaks down to an annual amount of approximately \$190.48 per student based on the annual contract amount of \$60,000,000. The solicitation was shared with the District's Office of Community Partnerships, Education and Business Access (OCPEBA) for additional community outreach.

The initial term of the bid shall be for a three (3) year period, commencing upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for three (3) additional one (1) year periods, and if needed, an additional ninety (90) days beyond the expiration of the renewal period.

Four (4) vendors responded to this advertised bid, one (1) of which was deemed non-responsive. Based on the criteria listed in the solicitation and the Selection Committee's scoring, two (2) vendors are being recommended for award.

The Selection Committee initially reviewed three (3) firms, two (2) of which were selected to move forward to the oral presentations stage. Following these presentations, the Selection Committee recommended, by consensus vote, to move forward to execute a contract with US Foods, Inc. In the event that contract execution with US Foods, Inc. is unsuccessful, the Selection Committee recommended to proceed with final negotiations

and contract execution with the second most responsive and qualified proposer, Sysco Southeast Florida, LLC.

Furthermore, the Selection Committee based its final determination on the oral presentations from the short-listed firms, who provided critical clarifications on areas where the committee required further information, as well as Best and Final Offers (BAFOs). Through this process, US Foods, Inc. was able to successfully reduce its initial pricing submittal by an estimated annual amount of \$211,500.

In Fiscal Year 2024-2025, the District spent \$59,801,644 on mainline food and distribution services.

This item and all related solicitation components fully comply with all applicable federal, state and local laws.

Fund Source

Federal

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

1. **AWARD** INVITATION TO NEGOTIATE NO. ITN-25-027-VF - MAINLINE FOOD AND DISTRIBUTION SERVICE, to establish a contract with a qualified distributor to provide comprehensive food service logistics, including the ordering, receiving, storage, and delivery of food and supply products. This includes, but is not limited to: main entrées, beverages, and grocery/staple items, USDA Commodity foods and commodity-processed products, fresh produce, paper products, and "special buy" opportunities. These services support the National School Lunch Program, School Breakfast Program, and other federal Child Nutrition Programs in Miami-Dade County Public Schools, for an initial term of three (3) years effective upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for three (3) additional one (1) year renewal periods thereto and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations as follows:

Most Responsive and Qualified Proposer:

US FOODS, INC.
9399 WEST HIGGINS ROAD, SUITE 100
ROSEMONT, IL 60018
OFFICER: DAVID E. FLITMAN

Second Most Responsive and Qualified Proposer:

SYSCO SOUTHEAST FLORIDA, LLC
1999 MARTIN LUTHER KING BOULEVARD
RIVIERA BEACH, FL 33404
OFFICER: MICHAEL GOLDER

2. **AUTHORIZE** the Superintendent to purchase up to a total estimated amount of \$180,000,000, for the initial contract term of three (3) years, and an amount not to exceed \$60,000,000, for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amounts shown will be expended.