

SCHOOL BOARD OF BREVARD COUNTY, FLORIDA

BOARD AGENDA ITEM – July 14, 2020

PROCUREMENT SOLICITATION

ITB 20-595-B-NC: Cafeteria Milk

<input checked="" type="checkbox"/> (ITB) Invitation To Bid	<input type="checkbox"/> (ITN) Invitation To Negotiate	<input type="checkbox"/> (PB) Piggyback
<input type="checkbox"/> (RFP) Request For Proposal	<input type="checkbox"/> (RFQ) Request For Qualifications	<input type="checkbox"/> (SC) State Contract
<input type="checkbox"/> (SS) Sole Source		

REQUESTOR: Food & Nutrition Services

Legal Review Required: Yes No

Standard Template Used with No Changes: Yes No

Standard Template Type: Invitation To Bid

VENDOR NAME	AMOUNT AWARDED	REQUIRED PRODUCTS/SERVICES
Dean Dairy Fluid, LLC (TG Lee)	Variable	Cafeteria Milk
Total	Variable	

<input type="checkbox"/> Contract Renewal	New Contract Amount	Variable
<input type="checkbox"/> Recurring Contract	Previous Contract Amount	Variable
<input checked="" type="checkbox"/> New Contract	Variance	N/A

PRICE INCREASE / DECREASE EXPLANATION: N/A

DISCUSSION:

The purpose of this award is to establish set pricing for cafeteria milk to be utilized on an as needed basis.

The standard Invitation to Bid template has been used, which does not require legal review.

CONTRACT TERM:

The initial contract term shall commence July 15, 2020 and continue until July 14, 2023 with an optional one (1) two (2) year renewal period.

RECOMMENDATION:

It is the recommendation of Robin Novelli, Chief Operating Officer and Kevin Thornton, Director of Food & Nutrition Services to approve the attached agreement with Dean Dairy Fluid, LLC (TG Lee) to purchase on an as needed basis.

AUTHORITY FOR ACTION:

Florida Administrative Code 6A-1.012 (9)

TABSHEET
ITB # 20-595-B-NC
 Cafeteria Milk

June 8, 2020 at 2:00 PM

Opened By: James (Nick) Canjar

Witnessed By: Sean Hynes

This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.

Borden Dairy of Florida
 308 Ave G SW
 Winter Haven, FL 33880

Primary Contact:

Brett Ogle
 brettogle@bordendairy.com
 321-278-3137

Secondary Contact:

Billy Hawkins
 billy.hawkins@bordendairy.com
 813-230-5689

Date Solicited: May 15, 2020

Date Opened: June 8, 2020

Solicited: 89 # MWBE: 0

Planholders: 12 # Submittals : 5 (2 no bids)

Completed Bidder's Acknowledgement	Yes
FL Dept. of State Division of Corporations Number	M00000000270
Litigations/Bankruptcy	No/No
Confidential Materials Enclosed	Yes/Financials
Addenda (if applicable)	Yes
References Form	Yes
Local Business Tax Receipts	Yes
Current W-9	Yes
Proof of Insurance	Yes
Certified Business Program Reciprocity Affidavit (if applicable)	N/A
Bidder's Statement of Principal Place of Business (if applicable)	N/A
Proof of Financial Standing	Yes

ITEM NO.	DESCRIPTION	QUANTITY AND UNIT	PRICE PER CASE	TOTAL COST
----------	-------------	-------------------	----------------	------------

SECTION 1 – "ALL OR NONE" MUST BID ALL ITEMS 1- 5 TO BE CONSIDERED FOR AN AWARD. WILL BE AWARDED TO OVERALL LOW BIDDER.

***ALL PRICES MUST INCLUDE DELIVERY**

1	MILK, LOW FAT WHITE	37,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$12.0550	\$446,035.00
	50/case or State Pack: <u> </u> 50 per Case <u> </u>	W/O Cooler	\$11.2400	\$415,880.00
	State Unit Price: \$0.2411 WC / WOC \$0.2248			
2	MILK, CHOCOLATE FAT- FREE	103,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$12.0350	\$1,239,605.00
	50/case or State Pack: <u> </u> 50 per case	W/O Cooler	\$11.2200	\$1,155,660.00
	State Unit Price:\$0.2407 WC / WOC \$.2244			
3	MILK, STRAWBERRY FAT-FREE	23,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$12.1600	\$279,680.00
	50/Case or State Pack: 50 Per Case <u> </u>	W/O Cooler	\$11.3450	\$260,935.00
	State Unit Price: \$0.2432 WC / WOC \$.2269			
4	MILK, SKIM	1,100 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.6750	\$12,842.50
	50/Case or State Pack: 50 units per case	W/O Cooler	\$10.8600	\$11,946.00
	State Unit Price: \$0.2335 WC /WOC \$.2172			
5	MILK, WHOLE	70 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$13.5900	\$951.30
	50/Case or State Pack:50 per case	W/O Cooler	\$12.7750	\$894.25
	State Unit Price: \$.2718 WC/ \$.2556 WOC			
TOTAL COST* (Items 1-5)		W/Cooler		\$1,979,113.80
		W/O Cooler		\$1,845,315.25

Recommended Award Key: Columns highlighted in yellow identify the recommended award.

All other bidders did not meet the definition of responsive and responsible for this bid as outlined in Section 2.10

**TABSHEET
ITB # 20-595-B-NC**

Cafeteria Milk

June 8, 2020 at 2:00 PM

Opened By: James (Nick) Canjar

Witnessed By: Sean Hynes

**This is the tabsheet showing award recommendation
pending Board Approval July 15, 2020.**

Date Solicited: May 15, 2020

Date Opened: June 8, 2020

Solicited: 89 # MWBE: 0

Planholders: 12 # Submittals : 5 (2 no bids)

Borden Dairy of Florida

308 Ave G SW

Winter Haven, FL 33880

Primary Contact:

Brett Ogle

brettogle@bordendairy.com

321-278-3137

Secondary Contact:

Billy Hawkins

billy.hawkins@bordendairy.com

813-230-5689

SECTION 2 - OPTIONAL ITEMS 6-26 - MAY BE AWARDED ON AN INDIVIDUAL BASIS.

***ALL PRICES MUST INCLUDE DELIVERY**

6	MILK, LOWFAT WHITE OR FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
7	MILK, CHOCOLATE FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
8	MILK, STRAWBERRY FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
9	MILK, VANILLA FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
10	MILK, LOWFAT WHITE FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
11	MILK, CHOCOLATE FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
12	MILK, STRAWBERRY FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
13	MILK, VANILLA FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	40/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
14	MILK, CHOCOLATE, FAT FREE	1,300 Cases or more		
	12 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	16/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			

TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.		Borden Dairy of Florida 308 Ave G SW Winter Haven, FL 33880 Primary Contact: Brett Ogle brettogle@bordendairy.com 321-278-3137 Secondary Contact: Billy Hawkins billy.hawkins@bordendairy.com 813-230-5689		
Date Solicited: May 15, 2020				
Date Opened: June 8, 2020				
# Solicited: 89 # MWBE: 0				
# Planholders: 12 # Submittals : 5 (2 no bids)				
15	MILK, STRAWBERRY, FAT FREE	1,300 Cases or more		
	12 Fluid Ounces, Plastic Bottle	W/Cooler	N/A	N/A
	16/Case or State Pack: _____	W/O Cooler	N/A	N/A
	State Unit Price: _____			
16	BUTTERMILK	5 Cases or more		
	1/2 Gallon Plastic Bottle	W/Cooler	\$21.9789	\$109.89
	9/Case or State Pack: ____ 9 per case ____	W/O Cooler	\$20.8067	\$104.03
	State Unit Price: 2.4421 WC/ \$2.3118 WOC			
17	MILK LIMITED EDITION FLAVORED FAT FREE MILK	5,000 Cases or more		
	Not to exceed 150 calories and 26 grams of sugar.	W/Cooler	N/A	N/A
	8 oz. cartons	W/O Cooler	N/A	N/A
	50 Cases or State Pack : _____			
	State Unit Price:- _____			
18	SOUR CREAM, 5 lb. container	125 Container or more		
	State Pack: ____ 2 tubs per case	W/Cooler	\$21.5158	\$1,344.74
	State Unit Price: \$10.7579 WC/ \$10.4974 WOC	W/O Cooler	\$20.9948	\$1,312.18
19	COTTAGE CHEESE, 5 lb. container	125 Container or more		
	State Pack: __ 2 tubs per case _____	W/Cooler	\$22.1716	\$1,385.73
	State Unit Price: \$11.0858 WC/\$10.8253 WOC	W/O Cooler	\$21.6506	\$1,353.16
20	YOGURT, LOW FAT, 4 oz., ASSORTED	4,800 cases/year or more		
	Must have a minimum of 2 flavors	W/Cooler	\$19.8288	\$23,794.56
	Packed 12/case	W/O Cooler	\$18.7869	\$22,544.29
	State Pack: _ 48 units per case _____			
	State Unit Price: \$0.4131 WC/ \$.3913 WOC			
SECTION 3 - Optional Items 21 - 26 are optional and will not affect the award of the solicitation. "All Prices Must Include Delivery"				
21	APPLE JUICE, 100% (FROZEN)	21,000 cases or more		
	100% apple juice, frozen. No added sugar, preservatives, flavoring or dyes	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			

<p style="text-align: center;">TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.</p>		<p style="text-align: center;">Borden Dairy of Florida 308 Ave G SW Winter Haven, FL 33880 Primary Contact: Brett Ogle brettogle@bordendairy.com 321-278-3137 Secondary Contact: Billy Hawkins billy.hawkins@bordendairy.com 813-230-5689</p>		
Date Solicited: May 15, 2020				
Date Opened: June 8, 2020				
# Solicitated: 89 # MWBE: 0				
# Planholders: 12 # Submittals : 5 (2 no bids)				
22	GRAPE JUICE, 100% (FROZEN)	11,000 Cases or more		
	100% grape juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
23	ORANGE JUICE, 100% (FROZEN)	9,000 Cases or more		
	100% orange juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
24	APPLE JUICE, 100% (FRESH)	21,000 cases or more		
	100% apple juice, frozen. No added sugar, preservatives, flavoring or dyes	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
25	GRAPE JUICE, 100% (FRESH)	11,000 Cases or more		
	100% grape juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
26	ORANGE JUICE, 100% (FRESH)	9,000 Cases or more		
	100% orange juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
Total Cost* (Items 6-20)		W/Cooler	\$26,634.92	
		W/O Cooler	\$25,313.66	
Total Cost (Items 21-26)		W/Cooler	\$ 0.00	
		W/O Cooler	\$ 0.00	

<p style="text-align: center;">TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.</p>	<p style="text-align: center;">Borden Dairy of Florida 308 Ave G SW Winter Haven, FL 33880 Primary Contact: Brett Ogle brettogle@bordendairy.com 321-278-3137 Secondary Contact: Billy Hawkins billy.hawkins@bordendairy.com 813-230-5689</p>	
<p style="text-align: center;">Date Solicited: May 15, 2020</p>		
<p style="text-align: center;">Date Opened: June 8, 2020</p>		
<p style="text-align: center;"># Solicited: 89 # MWBE: 0</p>		
<p style="text-align: center;"># Planholders: 12 # Submittals : 5 (2 no bids)</p>		
<p style="text-align: center;">Total Cost* Sections 1, 2 & 3</p>	<p>W/Cooler</p>	<p style="text-align: right;">\$ 2,005,748.72</p>
	<p>W/O Cooler</p>	<p style="text-align: right;">\$ 1,870,628.91</p>

TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.	Dean Dairy Fluid, LLC (TG Lee) 315 North Bumby Ave Orlando, FL 32803 Primary Contact: David Flagg David_Flagg@deanfoods.com 352-258-4597 Secondary Contact: Meg_Callahan@deanfoods.com 954-325-2853
Date Solicited: May 15, 2020	
Date Opened: June 8, 2020	
# Solicited: 89 # MWBE: 0	
# Planholders: 12 # Submittals : 5 (2 no bids)	

Completed Bidder's Acknowledgement	Yes
FL Dept. of State Division of Corporations Number	M20000004018
Litigations/Bankruptcy	No/No
Confidential Materials Enclosed	No
Addenda (if applicable)	Yes
References Form	Yes
Local Business Tax Receipts	Yes
Current W-9	Yes
Proof of Insurance	Yes
Certified Business Program Reciprocity Affidavit (if applicable)	N/A
Bidder's Statement of Principal Place of Business (if applicable)	N/A
Proof of Financial Standing	Yes

ITEM NO.	DESCRIPTION	QUANTITY AND UNIT	PRICE PER CASE	TOTAL COST
----------	-------------	-------------------	----------------	------------

SECTION 1 – "ALL OR NONE" MUST BID ALL ITEMS 1- 5 TO BE CONSIDERED FOR AN AWARD. WILL BE AWARDED TO OVERALL LOW BIDDER.
***ALL PRICES MUST INCLUDE DELIVERY**

1	MILK, LOW FAT WHITE	37,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.25	\$416,250.00
	50/case or State Pack: 50/case	W/O Cooler	\$11.25	\$416,250.00
	State Unit Price: \$0.225 w/cooler; \$0.225 w/o cooler			
2	MILK, CHOCOLATE FAT- FREE	103,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.375	\$1,171,625.00
	50/case or State Pack: 50/case	W/O Cooler	\$11.25	\$1,158,750.00
	State Unit Price:\$0.2275 w/cooler; \$0.225 w/o cooler			
3	MILK, STRAWBERRY FAT-FREE	23,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.50	\$264,500.00
	50/Case or State Pack: 50/case	W/O Cooler	\$11.25	\$258,750.00
	State Unit Price: \$0.23 w/cooler; \$0.225 w/o cooler			
4	MILK, SKIM	1,100 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.25	\$12,375.00
	50/Case or State Pack: 50/case	W/O Cooler	\$11.25	\$12,375.00
	State Unit Price: \$0.225 w/cooler; \$0.225 w/o cooler			
5	MILK, WHOLE	70 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.50	\$805.00
	50/Case or State Pack: 50/case	W/O Cooler	\$11.50	\$805.00
	State Unit Price: \$0.23 w/cooler; \$0.23 w/o cooler			
TOTAL COST* (Items 1-5)		W/Cooler		\$1,865,555.00
		W/O Cooler		\$1,846,930.00

TABSHEET
ITB # 20-595-B-NC
 Cafeteria Milk
June 8, 2020 at 2:00 PM
 Opened By: James (Nick) Canjar
 Witnessed By: Sean Hynes

This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.

Date Solicited: May 15, 2020

Date Opened: June 8, 2020

Solicited: 89 # MWBE: 0

Planholders: 12 # Submittals : 5 (2 no bids)

Dean Dairy Fluid, LLC (TG Lee)
 315 North Bumby Ave
 Orlando, FL 32803
Primary Contact:
 David Flagg
 David_Flagg@deanfoods.com
 352-258-4597
Secondary Contact:
 Meg_Callahan@deanfoods.com
 954-325-2853

SECTION 2 - OPTIONAL ITEMS 6-26 - MAY BE AWARDED ON AN INDIVIDUAL BASIS.
***ALL PRICES MUST INCLUDE DELEIVERY**

6	MILK, LOWFAT WHITE OR FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
7	MILK, CHOCOLATE FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
8	MILK, STRAWBERRY FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
9	MILK, VANILLA FAT-FREE	5,000 Cases or more		
	8 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
10	MILK, LOWFAT WHITE FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
11	MILK, CHOCOLATE FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
12	MILK, STRAWBERRY FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
13	MILK, VANILLA FAT-FREE	5,000 Cases or more		
	10 Fluid Ounces, Plastic Bottle	W/Cooler		
	40/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
14	MILK, CHOCOLATE, FAT FREE	1,300 Cases or more		
	12 Fluid Ounces, Plastic Bottle	W/Cooler		
	16/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			

<p style="text-align: center;">TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes</p> <p style="color: red; text-align: center;">This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.</p>		<p>Dean Dairy Fluid, LLC (TG Lee) 315 North Bumby Ave Orlando, FL 32803 Primary Contact: David Flagg David_Flagg@deanfoods.com 352-258-4597 Secondary Contact: Meg_Callahan@deanfoods.com 954-325-2853</p>		
Date Solicited: May 15, 2020				
Date Opened: June 8, 2020				
# Solicited: 89 # MWBE: 0				
# Planholders: 12 # Submittals : 5 (2 no bids)				
15	MILK, STRAWBERRY, FAT FREE	1,300 Cases or more		
	12 Fluid Ounces, Plastic Bottle	W/Cooler		
	16/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
16	BUTTERMILK	5 Cases or more		
	1/2 Gallon Plastic Bottle	W/Cooler	\$18.00	\$90.00
	9/Case or State Pack: 9/case	W/O Cooler	\$18.00	\$90.00
	State Unit Price: \$2.00 w/cooler; \$2.00 w/o cooler			
17	MILK LIMITED EDITION FLAVORED FAT FREE MILK	5,000 Cases or more		
	Not to exceed 150 calories and 26 grams of sugar.	W/Cooler		
	8 oz. cartons	W/O Cooler		
	50 Cases or State Pack : _____			
	State Unit Price:- _____			
18	SOUR CREAM, 5 lb. container	125 Container or more		
	State Pack: 4/case	W/Cooler	\$30.00	\$3,750.00
	State Unit Price: \$7.50 w/cooler; \$7.50 w/o cooler	W/O Cooler	\$30.00	\$3,750.00
19	COTTAGE CHEESE, 5 lb. container	125 Container or more		
	State Pack: 4/case	W/Cooler	\$30.00	\$3,750.00
	State Unit Price: \$7.50 w/cooler; \$7.50 w/o cooler	W/O Cooler	\$30.00	\$3,750.00
20	YOGURT, LOW FAT, 4 oz., ASSORTED	4,800 cases/year or more		
	Must have a minimum of 2 flavors	W/Cooler		
	Packed 12/case	W/O Cooler		
	State Pack: _____			
	State Unit Price: _____			
SECTION 3 - Optional Items 21 - 26 are optional and will not affect the award of the solicitation. "All Prices Must Include Delivery"				
21	APPLE JUICE, 100% (FROZEN)	21,000 cases or more		
	100% apple juice, frozen. No added sugar, preservatives, flavoring or dyes	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			

TABSHEET
ITB # 20-595-B-NC
 Cafeteria Milk
June 8, 2020 at 2:00 PM
 Opened By: James (Nick) Canjar
 Witnessed By: Sean Hynes

This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.

Dean Dairy Fluid, LLC (TG Lee)
 315 North Bumby Ave
 Orlando, FL 32803
Primary Contact:
 David Flagg
 David_Flagg@deanfoods.com
 352-258-4597
Secondary Contact:
 Meg_Callahan@deanfoods.com
 954-325-2853

Date Solicited: May 15, 2020

Date Opened: June 8, 2020

Solicited: 89 # MWBE: 0

Planholders: 12 # Submittals : 5 (2 no bids)

22	GRAPE JUICE, 100% (FROZEN)	11,000 Cases or more		
	100% grape juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
23	ORANGE JUICE, 100% (FROZEN)	9,000 Cases or more		
	100% orange juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
24	APPLE JUICE, 100% (FRESH)	21,000 cases or more		
	100% apple juice, frozen. No added sugar, preservatives, flavoring or dyes	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
25	GRAPE JUICE, 100% (FRESH)	11,000 Cases or more		
	100% grape juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
26	ORANGE JUICE, 100% (FRESH)	9,000 Cases or more		
	100% orange juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
Total Cost* (Items 6-20)		W/Cooler	\$7,590.00	
		W/O Cooler	\$7,590.00	
Total Cost (Items 21-26)		W/Cooler	\$ 0.00	
		W/O Cooler	\$ 0.00	
Total Cost* Sections 1, 2 & 3		W/Cooler	\$ 1,873,145.00	
		W/O Cooler	\$ 1,854,520.00	

TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.	Sunny Florida Dairy Inc. 2209 N. 40th Street Tampa, FL 33605 Primary Contact: Sal Guagliardo Jr sguagliardojr@sunnyfloridairy.com 813-248-3151 x128 Secondary Contact: Al Ghorbi aghorbi@sunnyfloridairy.com 813-248-3151 x125
Date Solicited: May 15, 2020	
Date Opened: June 8, 2020	
# Solicited: 89 # MWBE: 0	
# Planholders: 12 # Submittals : 5 (2 no bids)	

Completed Bidder's Acknowledgement	Yes
FL Dept. of State Division of Corporations Number	648955
Litigations/Bankruptcy	No/No
Confidential Materials Enclosed	No
Addenda (if applicable)	Yes
References Form	Yes
Local Business Tax Receipts	Yes
Current W-9	Yes
Proof of Insurance	Yes
Certified Business Program Reciprocity Affidavit (if applicable)	N/A
Bidder's Statement of Principal Place of Business (if applicable)	N/A
Proof of Financial Standing	

ITEM NO.	DESCRIPTION	QUANTITY AND UNIT	PRICE PER CASE	TOTAL COST
----------	-------------	-------------------	----------------	------------

SECTION 1 – "ALL OR NONE" MUST BID ALL ITEMS 1- 5 TO BE CONSIDERED FOR AN AWARD. WILL BE AWARDED TO OVERALL LOW BIDDER.
***ALL PRICES MUST INCLUDE DELIVERY**

1	MILK, LOW FAT WHITE	37,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.42	\$422,355.00
	50/case or State Pack: 50/case	W/O Cooler	\$10.92	\$403,855.00
	State Unit Price: 0.2183			
	Dean Foods - Dairy Pure			
2	MILK, CHOCOLATE FAT- FREE	103,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.420	\$1,176,260.00
	50/case or State Pack: 50/case	W/O Cooler	\$10.92	\$1,124,760.00
	State Unit Price: 0.2184			
	Dean Foods - Trumoo			
3	MILK, STRAWBERRY FAT-FREE	23,000 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$11.75	\$270,135.00
	50/Case or State Pack: 50/case	W/O Cooler	\$11.25	\$258,635.00
	State Unit Price: 0.2249			
	Dean Foods - Trumoo			
4	MILK, SKIM	1,100 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$10.98	\$12,078.00
	50/Case or State Pack: 50/case	W/O Cooler	\$10.48	\$11,528.00
	State Unit Price:0.2096			
	Dean Foods - Dairy Pure			
5	MILK, WHOLE	70 Cases or more		
	8 Fluid Ounces - Cartons	W/Cooler	\$12.56	\$879.20
	50/Case or State Pack: 50/case	W/O Cooler	\$12.06	\$844.20
	State Unit Price: \$0.23 w/cooler; \$0.23 w/o cooler			

TABSHEET
ITB # 20-595-B-NC
 Cafeteria Milk
June 8, 2020 at 2:00 PM
 Opened By: James (Nick) Canjar
 Witnessed By: Sean Hynes

This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.

Sunny Florida Dairy Inc.
 2209 N. 40th Street
 Tampa, FL 33605
Primary Contact:
 Sal Guagliardo Jr
 sguagliardojr@sunnyfloridadairy.com
 813-248-3151 x128
Secondary Contact:
 Al Ghorbi
 aghorbi@sunnyfloridadairy.com
 813-248-3151 x125

Date Solicited: May 15, 2020

Date Opened: June 8, 2020

Solicited: 89 # MWBE: 0

Planholders: 12 # Submittals : 5 (2 no bids)

TOTAL COST* (Items 1-5)

W/Cooler	\$1,881,707.20
W/O Cooler	\$1,799,622.20

SECTION 2 - OPTIONAL ITEMS 6-26 - MAY BE AWARDED ON AN INDIVIDUAL BASIS.
***ALL PRICES MUST INCLUDE DELEIVERY**

#	Item Description	Quantity	W/Cooler	W/O Cooler	
6	MILK, LOWFAT WHITE OR FAT-FREE	5,000 Cases or more			
	8 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____		W/O Cooler		
7	MILK, CHOCOLATE FAT-FREE	5,000 Cases or more			
	8 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				
8	MILK, STRAWBERRY FAT-FREE	5,000 Cases or more			
	8 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				
9	MILK, VANILLA FAT-FREE	5,000 Cases or more			
	8 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				
10	MILK, LOWFAT WHITE FAT-FREE	5,000 Cases or more			
	10 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				
11	MILK, CHOCOLATE FAT-FREE	5,000 Cases or more			
	10 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				
12	MILK, STRAWBERRY FAT-FREE	5,000 Cases or more			
	10 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				
13	MILK, VANILLA FAT-FREE	5,000 Cases or more			
	10 Fluid Ounces, Plastic Bottle		W/Cooler		
	40/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				
14	MILK, CHOCOLATE, FAT FREE	1,300 Cases or more			
	12 Fluid Ounces, Plastic Bottle		W/Cooler		
	16/Case or State Pack: _____		W/O Cooler		
	State Unit Price: _____				

TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.	Sunny Florida Dairy Inc. 2209 N. 40th Street Tampa, FL 33605 Primary Contact: Sal Guagliardo Jr sguagliardojr@sunnyfloridairy.com 813-248-3151 x128 Secondary Contact: Al Ghorbi aghorbi@sunnyfloridairy.com 813-248-3151 x125
Date Solicited: May 15, 2020	
Date Opened: June 8, 2020	
# Solicited: 89 # MWBE: 0	
# Planholders: 12 # Submittals : 5 (2 no bids)	

15	MILK, STRAWBERRY, FAT FREE	1,300 Cases or more		
	12 Fluid Ounces, Plastic Bottle	W/Cooler		
	16/Case or State Pack: _____	W/O Cooler		
	State Unit Price: _____			
16	BUTTERMILK	5 Cases or more		
	1/2 Gallon Plastic Bottle	W/Cooler	\$15.66	\$78.31
	9/Case or State Pack: 9/case	W/O Cooler	\$15.66	\$78.31
	State Unit Price: 1.75			
	Dean Foods - Dairy Pure			
17	MILK LIMITED EDITION FLAVORED FAT FREE MILK	5,000 Cases or more		
	Not to exceed 150 calories and 26 grams of sugar.	W/Cooler		
	8 oz. cartons	W/O Cooler		
	50 Cases or State Pack : _____			
	State Unit Price:- _____			
18	SOUR CREAM, 5 lb. container	125 Container or more		
	State Pack: 4	W/Cooler	\$24.34	\$778.32
	State Unit Price: 6.0838	W/O Cooler	\$24.34	\$778.32
	Daeen Foods - Friendship			
19	COTTAGE CHEESE, 5 lb. container	125 Container or more		
	State Pack: 4	W/Cooler	\$25.45	\$814.42
	State Unit Price: 6.3626	W/O Cooler	\$25.45	\$814.42
	Dean Foods - Friendship			
20	YOGURT, LOW FAT, 4 oz., ASSORTED	4,800 cases/year or more @ 24/Case		at 1,800 cases at 24 u/case
	Must have a minimum of 2 flavors	W/Cooler	\$15.36	\$73,742.40
	Packed 12/case	W/O Cooler	\$15.36	\$73,742.40
	State Pack: 24			
	State Unit Price: 0.6401			

SECTION 3 - Optional
Items 21 - 26 are optional and will not affect the award of the solicitation.

"All Prices Must Include Delivery"

21	APPLE JUICE, 100% (FROZEN)	21,000 cases or more		
	100% apple juice, frozen. No added sugar, preservatives, flavoring or dyes	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			

<p style="text-align: center;">TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes</p> <p style="color: red; text-align: center;">This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.</p>		<p style="text-align: center;">Sunny Florida Dairy Inc. 2209 N. 40th Street Tampa, FL 33605 Primary Contact: Sal Guagliardo Jr sguagliardojr@sunnyfloridadairy.com 813-248-3151 x128</p> <p style="text-align: center;">Secondary Contact: Al Ghorbi aghorbi@sunnyfloridadairy.com 813-248-3151 x125</p>		
Date Solicited: May 15, 2020				
Date Opened: June 8, 2020				
# Solicited: 89 # MWBE: 0				
# Planholders: 12 # Submittals : 5 (2 no bids)				
22	GRAPE JUICE, 100% (FROZEN)	11,000 Cases or more		
	100% grape juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
23	ORANGE JUICE, 100% (FROZEN)	9,000 Cases or more		
	100% orange juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
24	APPLE JUICE, 100% (FRESH)	21,000 cases or more		
	100% apple juice, frozen. No added sugar, preservatives, flavoring or dyes	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
25	GRAPE JUICE, 100% (FRESH)	11,000 Cases or more		
	100% grape juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
26	ORANGE JUICE, 100% (FRESH)	9,000 Cases or more		
	100% orange juice, frozen. No added sugar, preservatives, flavoring or dyes.	W/Cooler	N/A	N/A
	4 fl oz paper carton - square type, gable top, plastic lined disposable and leak proof.	W/O Cooler	N/A	N/A
	70 Cases or State Pack : _____			
	State Unit Price:- _____			
Total Cost* (Items 6-20)		W/Cooler	\$75,413.45	
		W/O Cooler	\$75,413.45	
Total Cost (Items 21-26)		W/Cooler		
		W/O Cooler		

<p style="text-align: center;">TABSHEET ITB # 20-595-B-NC Cafeteria Milk June 8, 2020 at 2:00 PM Opened By: James (Nick) Canjar Witnessed By: Sean Hynes This is the tabsheet showing award recommendation pending Board Approval July 15, 2020.</p>	<p style="text-align: center;">Sunny Florida Dairy Inc. 2209 N. 40th Street Tampa, FL 33605 Primary Contact: Sal Guagliardo Jr sguagliardojr@sunnyfloridadairy.com 813-248-3151 x128 Secondary Contact: Al Ghorbi aghorbi@sunnyfloridadairy.com 813-248-3151 x125</p>	
<p style="text-align: center;">Date Solicited: May 15, 2020</p>		
<p style="text-align: center;">Date Opened: June 8, 2020</p>		
<p style="text-align: center;"># Solicited: 89 # MWBE: 0</p>		
<p style="text-align: center;"># Planholders: 12 # Submittals : 5 (2 no bids)</p>		
<p style="text-align: center;">Total Cost* Sections 1, 2 & 3</p>	<p>W/Cooler</p> <p>W/O Cooler</p>	<p style="text-align: right;">\$1,957,120.65</p> <p style="text-align: right;">\$1,875,035.65</p>