

**SWEET HOME CENTRAL SCHOOL DISTRICT
OF AMHERST AND TONAWANDA**

M E M O R A N D U M

MB
6/3/24

AK

TO: Michael Ginestre, Superintendent of Schools
FROM: Donald G. Feldmann, Assistant Superintendent for Finance & Plant Services
DATE: May 30, 2024
RE: Milk and Juice Products Bid 2024-25-9

Background:

Bid specifications for milk and juice were developed by the Amherst and Sweet Home School Districts. The specifications call for beverages to be packaged in ½ pint containers and include an escalator clause for price adjustments in the event of a change in the cost of skim milk and butterfat content of the products consistent with Federal Milk Order #1. Federal Milk Order #1 assures dairy farmers a reasonable minimum price for their milk, assures consumers of an adequate supply of milk to meet their needs throughout the year and helps prevent wild fluctuations in price through periods of heavy and light milk production. In addition to being posted in the Amherst and Ken-Ton Bees, bid documents containing a detailed listing of fourteen (14) products were mailed to five (5) potential vendors and proposals were received from one (1).

Bid Recommendation:

After reviewing the available information, we are awarding the milk and juice bid # 2024-25-9 to InstantWhip - Buffalo for the school year 2024-25 in the amount of \$397,206.15 in its entirety. **The Sweet Home portion of this recommendation is \$386,843.00.** This year again we have increased our volume of lunches within our District which increased our numbers for milk products. A complete bid tabulation is on the second page of this memorandum.

Below is a listing of the award amounts for the last three years (Including the current year award):

Bid Year	Vendor	Unit Price		
		1% Milk	Fat Free Chocolate Milk	Skim Milk
2024-25	InstantWhip – Buffalo	\$0.350	\$0.357	\$0.330
2023-24	InstantWhip – Buffalo	\$0.335	\$0.335	\$0.315
2022-23	InstantWhip – Buffalo	\$0.29	\$0.30	\$0.28

Overall Bid Results

Item #	Description & Size	Unit	Name Brand	Est. Quantity	InstantWhip Price Each	Total Price
1	Milk, 1 gallon	Each	Upstate	1	\$4.380	\$4.38
2	1% milk fortified with A&D. 1/2 pint	Each	Upstate	224,313	\$0.350	\$78,509.55
3	1% chocolate milk with A&D. 1/2 pint	Each	Upstate	5,000	\$0.357	\$1,785.00
4	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	505,896	\$0.357	\$180,604.87
5	Fat free strawberry milk w/vitamin A&D, 1/2 pint	Each	Upstate	3,658	\$0.380	\$1,390.04
6	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	30,688	\$0.330	\$10,127.04
7	Plain or flavored, regular or Greek yogurt, 5lb.	Each	Upstate	559	\$7.850	\$4,388.15
8	Assorted flavors of yogurt, 4oz.	Each	Upstate	83,784	\$0.390	\$32,675.76
9	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	3,013	\$20.160	\$60,742.08
10	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	704	\$23.040	\$16,220.16
11	Orange juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	2,060	\$28.080	\$57,844.80
12	Heavy cream, qt.	Each	Upstate	1	\$2.850	\$2.85
13	Sour cream, 5 LB tub	Each	Upstate	213	\$9.750	\$2,076.75
14	String Cheese, 1 oz each	Each	Upstate	70,000	\$0.350	\$24,500.00
	Grand Totals					\$470,871.43

Sweet Home Portion – Bid Results

Item #	Description & Size	Unit	Name Brand	Est. Quantity	InstantWhip Price Each	Total Price
1	1% milk fortified with A&D. 1/2 pint	Each	Upstate	175,000	\$0.350	\$61,250.00
2	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	350,000	\$0.357	\$124,950.00
3	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	25,000	\$0.330	\$8,250.00
4	Plain or flavored, regular or Greek yogurt, 5lb.	Each	Upstate	500	\$7.850	\$3,925.00
5	Assorted flavors of yogurt, 4oz.	Each	Upstate	75,000	\$0.390	\$29,250.00
6	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	3,000	\$20.160	\$60,480.00
7	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	700	\$23.040	\$16,128.00
8	Orange juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	2,000	\$28.080	\$56,160.00
9	Sour cream, 5 LB tub	Each	Upstate	200	\$9.750	\$1,950.00
10	String Cheese, 1 oz each	Each	Upstate	70,000	\$0.350	\$24,500.00
	Grand Totals					\$386,843.00