

## REGION ONE EDUCATION SERVICE CENTER CHILD NUTRITION PROGRAM - SOUTH TEXAS COOPERATIVE SCHOOL YEAR 2024-2025 KICK OFF MEETING

WORKSHOP # 288344 HIDALGO CO. ROOM MONDAY, JULY 22, 2024



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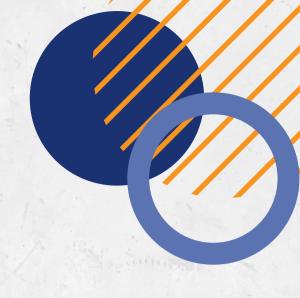
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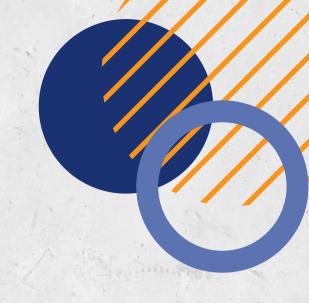
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## Agenda At A Glance

- Networking Breakfast
- Welcome -Meet and Greet CNP-STC
  - Team
  - Members
  - Vendors
- Vendor Presentations
- Networking Lunch
- Child Nutrition Program South Texas
   Cooperative Updates
- Adjourn



## MEET THE TEAM



## Lori Atwood Ramos Purchasing Director

Kristina C. Escobar Cooperative Specialist

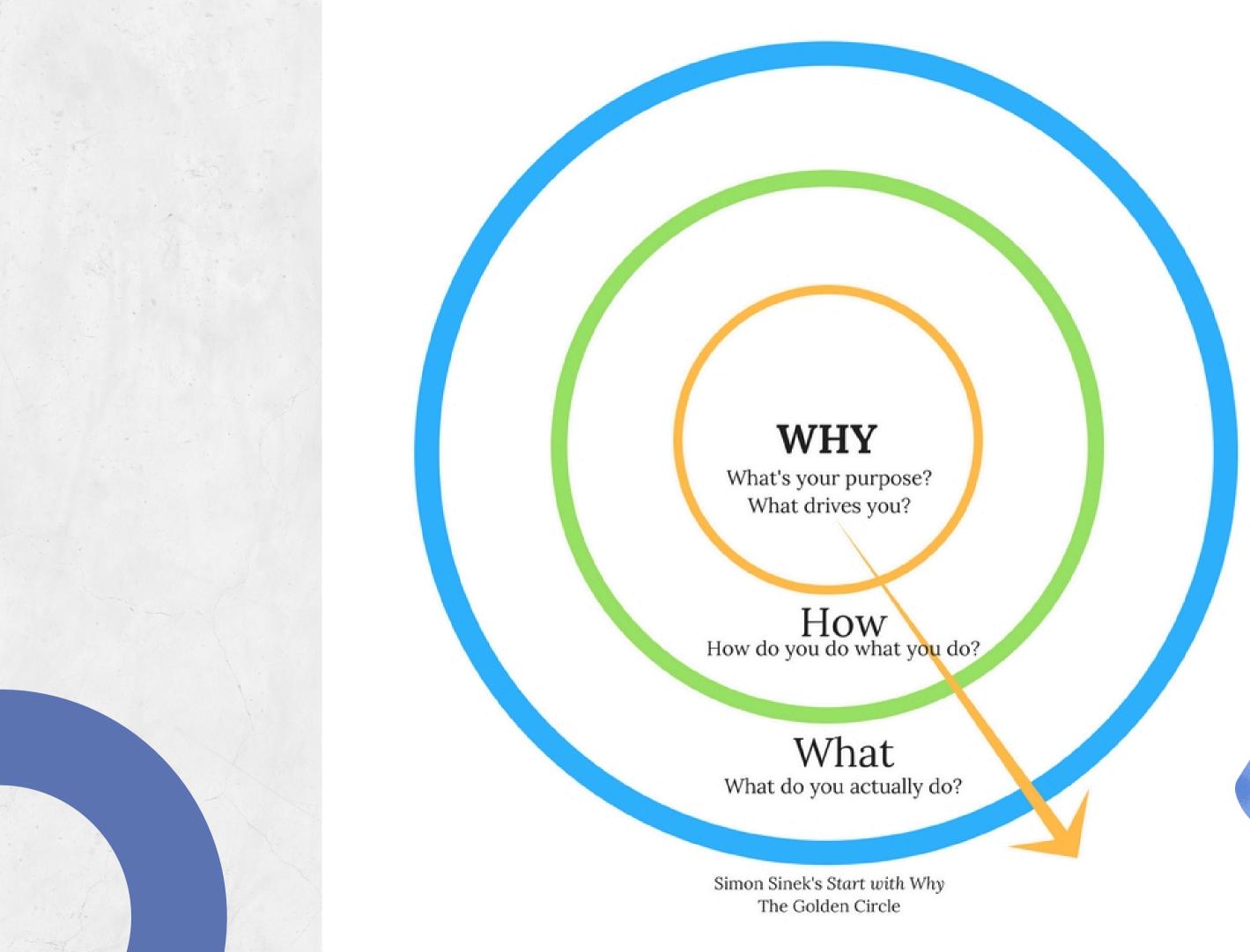
> Daisy Cuevas Cooperative Specialist

Roberto Meave Cooperative Specialist

Idania Gonzalez
Cooperative Technician

# COOPERATIVE MEMBERS INTRODUCTION







#### New message









To... CNP-STC Members

Subject... Member Contact Information

Provide a department staff list of individuals who should receive cooperative email updates include names, emails, phone number and title. Food Service Director will always be our primary contact, please provide a secondary contact.

SEND



### **Vendor Presentations**

Take a moment to hear from our newly awarded vendors. Topics of discussion may include product availability, supply chain issues (if any), lead times, best practices for ordering, and ordering minimums.

9:20 AM

Labatt Food Service

9:50 AM

Enterprise Air Conditioning

10:00 AM

**S&R** Tropics

10:15 AM

Hiland Dairy

10:30 AM

Valley Ice Cream

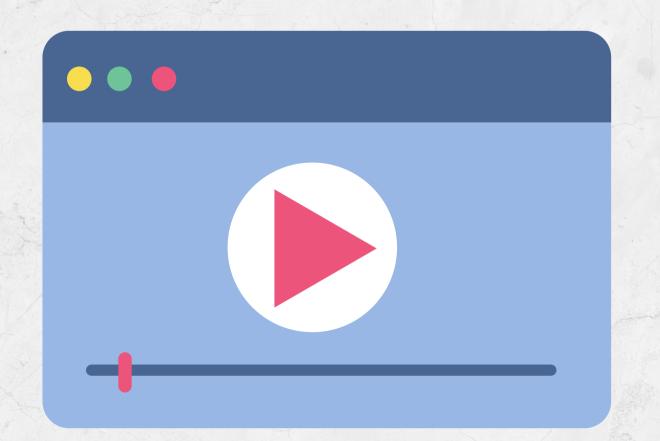
10:45 AM

Dairy Farmers of America

11:00 AM

J P Ice Cream

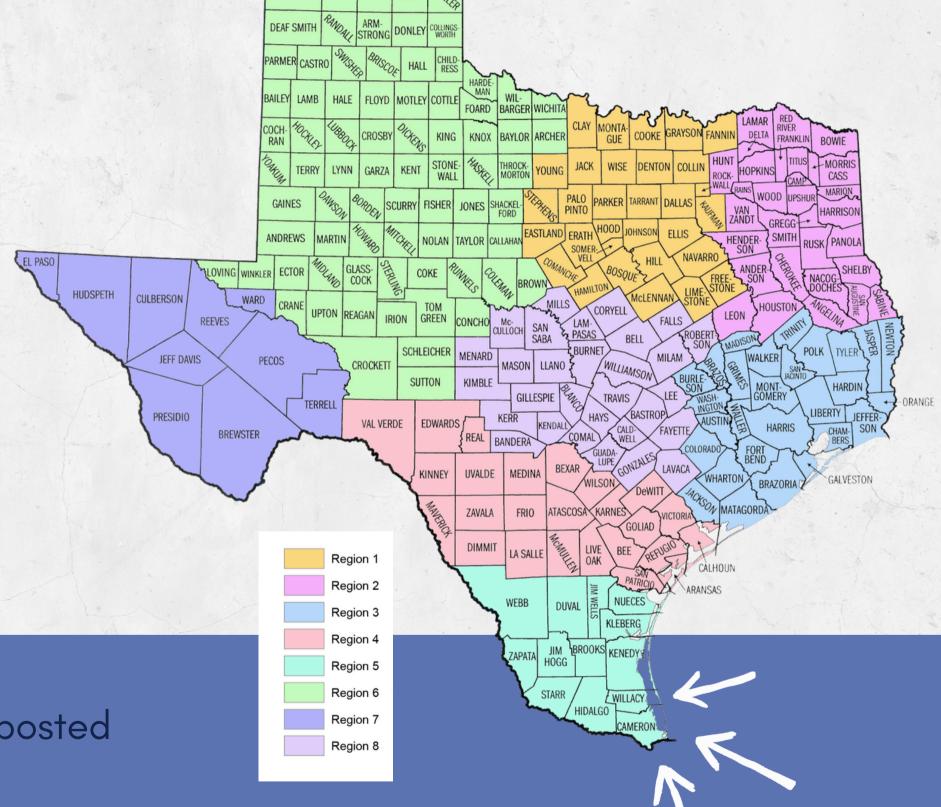
## FRESH BEVERAGE CO a division of S&R Tropic Juices, LLC



## Valley Ice Cream LLC



# USDA Foods SY24 Contracted Warehouse Rates



School Year 2024–2025 delivery and private storage fee schedules are posted to SquareMeals

CLICK HERE FOR MORE INFORMATION

## Contracted Warehouse Delivery Rates at a Glance



FDP REGION 5 SY2023-2024

	Schedule	of Rates fo	or Delivery	Service		
Rate Schedule Chart			Warehouse: Gold Star Foods			
Case(s)	Delivery Rate	Cases	Delivery Rate	Cases	Delivery Rate	
1	189.16	43	7.20	85	6.62	
2	94.59	44	7.20	86	6.63	
3	63.05	45	7.20	87	6.6	
4	47.29	46	7.20	88	6.63	
5	37.84	47	7.20	89	6.6	
6	31.53	1.53 48	7.20	90	6.6	
7	27.03	49	7.20	91	6.6	
8	23.64	50	7.20	92	6.6	
9	21.02	51	7.02	93	6.6	
10	18.92	52	7.02	94	6.6	
11	17.19	53	7.02	95	6.6	
12	15.77	54	7.02	96	6.6	
13	14.55	55	7.02	97	6.6	
14	13.51	56	7.02	98	6.6	
15	12.62	57	7.02	99	6.63	

Schedule of Rates for Delivery Service								
Exhibit C1		RATE SCHEDULE CHART 2024 -2025						
Schedule	0	Co. Nai	me: C	old Star	Foods R	egion #5		
Case (s)	Delivery Rates						_	
1	16.13	43	7.18		85	6.60		
2	16.13	44	7.18		86	6.60		
3	16.13	45	7.18		87	6.60		
4	16.13	46	7.18		88	6.60		
5	16.13	47	7.18		89	6.60		
6	16.13	48	7.18		90	6.60		
7	16.13	49	7.18		91	6.60		
8	16.13	50	7.18		92	6.60		
9	16.13	51	7.00		93	6.60		
10		52			94	6.60		
11					95	6.60		
12					96	6.60		
13			_		97	6.60		
14					98	6.60		
15	11.86	57	7.00		99	6.60		

\*Minimum 15 case delivery requirement

## Contracted Warehouse Private Storage Rates

#### SY 2023 -2024

#### Private Storage and Pick-Up Fees

<ul> <li>a. Per case price for Dry Storage at Contractor's</li> <li>Warehouse (after 45 days) of USDA Foods and</li> <li>Processed Commodities</li> </ul>	\$1.75/per month
<ul> <li>b. Per case price for Chilled Storage at Contractor's</li> <li>Warehouse (after 45 days) of USDA Foods and</li> <li>Processed Commodities</li> </ul>	\$1.85/per month
c. Per case price for Frozen Storage at Contractor's Warehouse (after 45 days) of USDA Foods and Processed Commodities	\$2.50/per month
d. Per case price for pick-up by a Recipient Agency (also known as CE) at Contractor's Warehouse	\$2.00

#### SY 2024-2025

a. Per case price for Dry Storage at Contractor's Warehouse (after 45 days) of USDA Foods and Processed commodities	\$_1.25*
<b>b.</b> Per case price for Chilled Storage at Contractor's Warehouse (after 45 days) of USDA Foods and Processed commodities	\$_1.25*
c. Per case price for Frozen Storage at Contractor's Warehouse (after 45 days) of USDA Foods and Processed commodities	\$_1.25*
d. Per case price for pick-up by a Recipient Agency (also known as CE) at Contractor's Warehouse	\$_2.19**
e. Per case price for handling USDA Foods Delivered	\$_INCLUDED IN DELIVERY RATES

# Further Processing of USDA Foods School Year 2024-2025



O1 Review WBSCM

Any canceled requests under the Requisition Status Report?
Were requests filled using TDA State Account?

O2 PL & K12
Delivery

Ensure all delivery methods are correct.

O3 Pound Usage

Follow TDA's recommended monthly drawdown.

\*Additional TDA Resources

## SY25 PROCESSING OF USDA FOODS VERIFY PL DELIVERY METHOD SELECTION



Bid Code	Processor	Product Nbr	Product Name	Bill Type
13908	Alpha Foods	SD164WS- SL	Alpha Simply Delicious Pre-Sliced 16" Whole Grain Pepperoni Pizza with Skinny Crust	NOI
14066	Butterball, LLC	2265589206	Turkey Frank All-Natural Uncured CN 8:1	NOI
14072	Cargill Kitchen Solutions	10085	SUNNY FRESH LIQUID WHOLE EGG WITH CITRIC, FZ, BAG	NOI
14084	Cargill Kitchen Solutions	40710	SUNNY FRESH GRILLED SCRAMBLED EGG PATTIE 1.25 OZ, FZ, BULK	NOI
14215	Don Lee Farms	CNQ163003	FULLY COOKED CHAR-BROILED 100% BEEF STEAK BURGER	FFSDD
14212	Don Lee Farms	CNQ15401	LOW SODIUM, FULLY COOKED 100% BEEF CRUMBLE, UNSEASONED	FFSDD
	Cold Crook Foods			

## SY25 PROCESSING OF USDA FOODS VERIFY K12 DELIVERY METHOD SELECTION



Customer Nbr TX031012

Regional Humberto Cardenas

**Brokerage** LAKELAND MARKETING - TEXAS

**Distributors** 

LABATT (TX) ACTIVE

Commodity	Allocation #	Allocation \$	Usage #
100154 - BEEF COARSE GROUND FRZ CTN-60 LB	1,315.6500	\$4,081.67	-1,315.6500
100193 - PORK PICNIC BNLS FRZ CTN-60 LB	1,336.5000	\$2,072.24	-1,336.5000
110242 - CHEESE NAT AMER FBD BARREL-500 LB	4,949.3500	\$9,639.35	-4,949.3500



**Customer Nbr** 

Regional Jim Cook Brokerage NONE

**Distributors** 

DIRECT SHIP / NONE

Commodity	Allocation #	Allocation \$	Usage #
110149 - BULK APPLES FOR PROCESSING	36,323.9800	\$17,235.73	-36,323.9800

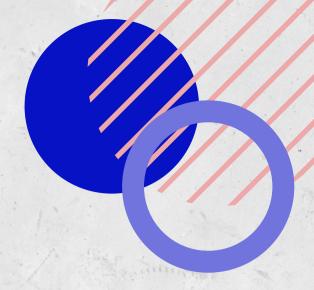
# SY25 PROCESSING OF USDA FOODS VERIFY ProcessorLink DELIVERY METHOD SELECTION

Request History				Show Detail		
Processor	Sales Channel	Material Nbr	Name	Available <sup>1</sup>	Shipped	Balance <sup>2</sup>
Alpha Foods Co.	Labatt	110244	Mozzarella Unfrz	29,647.00	0.00	29,647.00
Butterball, LLC	Labatt	100124D	Turkey Bulk	6,695.00	0.00	6,695.00
	Labatt	100124W	Turkey Bulk	6,695.00	0.00	6,695.00
Cargill Kitchen Solutions	Labatt	100047	Whole Eggs Bulk	3,340.00*	0.00	3,340.00
Don Lee Farms	Labatt	100154	Beef, Coarse FRZ Grd	70,246.00	0.00	70,246.00
Gold Creek Foods, LLC	Note	100103D	Chix Chill LG	29,852.10	0.00	29,852.10
	Note	100103W	Chix Chill LG	69,654.90	0.00	69,654.90

#### Ensure you select the correct delivery option for each item.

- NOI Net Off Invoice is delivered by our distributor (Labatt)
- FFSD Fee for Service through Distributor is delivered by our distributor (Labatt)
- FFSDD Fee for Service Direct to District is delivered by the processor directly to the school district/charter in truckloads (Direct Delivery)
- FFSCW Fee for Service to Contracted Warehouse is delivered by the state contracted warehouse (Gold Star Foods)

## Further Processing of USDA Foods - Contract Information



Further Processing of USDA Foods RFP 23-0145

Effective Date: July 1, 2024 - June 30, 2025, with 4 one-year extension options remaining

Award Letter

Evaluation and Tabulation - Effective 7.1.2024

Processor Contact and Delivery Information

New addendum to be released within the coming weeks to include price and drawdown changes.



Evaluation Committee: La Feria ISD - Cynthia Casas, McAllen ISD - Scott Nelson, Donna ISD - Nancy Ortiz, Harlingen CISD - Vanessa Canales, Rio Grande City Grulla ISD - Patsy Ramirez, Santa Rosa - Michelle Barrera, and San Isidro ISD - Laura Villarreal

## Commodity Processing School Year 2025-2026



Forecasting for School Year 2025-2026 October 2024

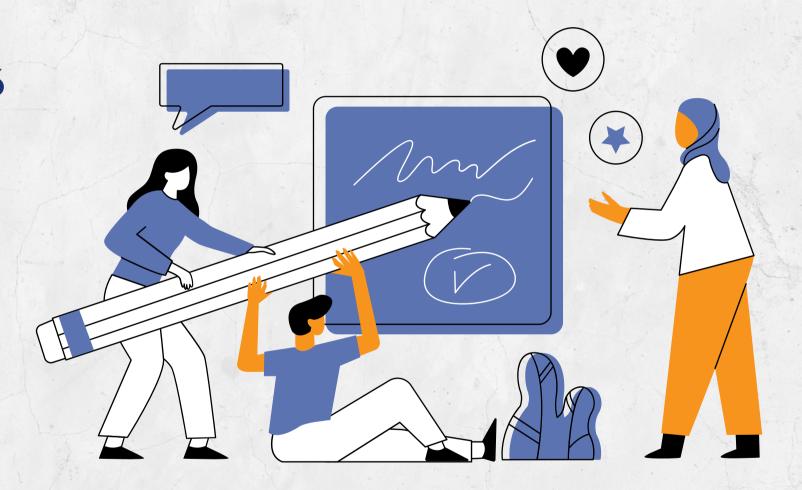


Pricing Solicitation/Submission
January 2025



ProcessorLink Pre-Order and WBSCM
Orders

\*February 2025
Meeting dates include February 6, 13 and 18.
Deadline to submit all WBSCM requests is
March 1st.





## Review of NEW Cooperative Contracts

Dive into awarded vendors, order guides, awarded items and any important details.

Bread & Tortilla Products
RFP 24-0152

Dispensed Products RFP 24-0156

Frozen Dessert Products RFP 24-0157

Equipment Repairs & Preventative Maintenance RFP 23-0137

Promotional Merchandise RFP 24-0154

## Equipment Repairs and Preventative Maintenance RFP 23-0137

- •April 17, 2024, the Region One ESC Board of Directors met to review and approve the recommendations of ROPC Janitorial Supplies, Paper, and Plastic Products.
- •Award effective April 17, 2024, through December 31, 2024, with four (4) one-year extension options.
- •1st one-year extension participation notification will be sent out to awarded vendors
- •Utilized to (1) perform service and repairs to existing equipment and HVAC systems and (2) replace worn or damaged parts and minor equipment with equal grade and quality parts and equipment.
- •Diagnostic/assessment fees (Questionnaire tab).

https://www.esc1.net/services/operations/purchasing

## Award Letter



Executive Director

#### **Region One Education Service Center**

1900 W. Schunior, Edinburg, TX 78541 + Ph (956) 984-6000 + Fax (956) 984-7655

TO: Region One Purchasing Cooperative (ROPC) Members

FROM: Lori Atwood Ramos, Purchasing Director

SUBJECT: Region One Purchasing Cooperative Equipment Repairs & Preventative Maintenance

RFP 23-0137

**DATE:** April 17, 2024

This request for proposal (RFP) allows Region One Education Service Center and its Region One Purchasing Cooperative (ROPC) members the opportunity to contract with qualified vendors to provide Equipment Repairs & Preventative Maintenance, such as, but not limited to, Equipment, Controls, Software Monitoring Systems, Air Handling Products, Supplies, Filters, Indoor Air Quality Products, Repair Parts, Refrigerants, UVC Emitters, UVC Lamps, Insulation Products, Installation, Repairs, and Filter Change Service. Item descriptions, specifications and/or technical requirements and estimated quantities are provided for items. ROPC members are required to conduct a cost or price analysis for the procurement of goods and/or services not listed in the items tab, and within the scope of services offered with this bid solicitation. ROPC members are responsible for the selection of goods and/or services available to meet their needs.

On December 20, 2023, the Region One ESC Purchasing Department received ten (10) responses to ROPC Equipment Repairs & Preventative Maintenance RFP 23-0137. Proposals were evaluated to select the best qualified vendor(s) based on the established criteria. Seven (7) vendors are recommended for award with complete request for proposal submissions and an evaluation score of 70 or greater. The following three (3) vendors are not recommended for award due to incomplete submissions and/or an evaluation score less than 70: Aircool Tech – ACT Corp. – Alamo, TX; Arnold Refrigeration, Inc. dba ARI – San Antonio, TX; and Nicolas Montanez DBA Clean Cut Co – Donna, TX.

The term of this proposal is effective upon board approval through December 31, 2024, with the option to extend up to four (4) additional one-year periods if all parties are in agreement. The tabulation and evaluation summary are enclosed for your review and consideration.

On April 17, 2024, the Region One ESC Board of Directors met to review and approve the recommendations of the Region One Purchasing Cooperative, acting on behalf of its members, for award of ROPC Equipment Repairs & Preventative Maintenance RFP 23-0137. The term of this proposal is effective upon board approval through December 31, 2024, with four (4) one-year extension options if all parties are in agreement: The following vendors were awarded:

- Gilbert Soto DBA Service Pro Refrigeration, LLC Weslaco, TX
- 2. Greenwich LLC. DBA Commercial Kitchen Parts & Services San Antonio, TX
- 3. G&R Air Conditioning and Refrigeration, LLC Harlingen, TX
- 4. Maryann Quiroz DBA Enterprise Air Conditioning & Refrigeration Mercedes, TX
- 5. PROTEX Restaurant Services, LLC Corpus Chrisi, TX
- 6. RMZ Kleaning Zolutions, LLC Mission, TX
- 7. Terra Cooling, LLC DBA Terra Cooling Harlingen, TX

For your convenience, the order guide has been revised on posted on the Region One Purchasing Cooperative webpage at <a href="https://www.esc1.net/ROPC">www.esc1.net/ROPC</a>, Awarded Bids & Proposals.

PLEASE NOTE: Cooperative members will be utilizing the services of the vendor(s) to (1) perform service and repairs to existing equipment and HVAC systems; and (2) replace worn or damaged parts and minor equipment with equal grade and quality parts and equipment. Vendors awarded under this RFP will not be permitted to install new systems or previous existing equipment, nor will they be permitted to perform large-scale replacement of systems or upgrades to existing systems.

For additional information or questions, please contact the Region One Purchasing Cooperative at eBuyOne@esc1.net:

Region One Education Service Center does not discriminate on the basis of age, race, color, national origin, gender or disability.

## Kitchen Equipment & Small Kitchen Wares RFP 23-0133-E1-Addendum 5

- •June 18, 2024, the Region One ESC Board of Directors met to review and approve the recommendations of CNP-STC Kitchen Equipment & Small Kitchen Wares RFP 23-0133, Extension 1 of 4.
- •Award effective August 1, 2024, through July 31, 2025, with three (3) one-year extension options.
- •Award letter and Extension 1 bid tabulation posted on Region One ESC website before August 1, 2024
- •Seven vendors agreed to the extension, awarded. Pyramid Paper Company dba Pyramid School Products removed as awarded vendor.
- •Contract dollar value, 10% maximum capacity. New equipment requests
- •Current contract dollar value \$3,154,518.48. 8.74% out of 10% maximum allowance
- https://www.esc1.net/services/operations/purchasing

## Award Letter



#### Region One Education Service Center

1900 W. Schunior, Edinburg, TX 78541 • Ph (956) 984-6000 • Fax (956) 984-7655

TO: Child Nutrition Program - South Texas Cooperative (CNP-STC) Members

FROM: Lori Atwood Ramos, Purchasing Director

SUBJECT: Child Nutrition Program-South Texas Cooperative - Kitchen Equipment & Small Kitchen Wares

RFP 23-0133, Extension 1 of 4, Addendum 5

**DATE:** June 18, 2024

This request for proposal (RFP) allows Region One Education Service Center and its Child Nutrition Program - South Texas Cooperative (CNP-STC) members the opportunity to purchase from Vendors, known as a company or firm, whose purpose is to provide kitchen equipment and small wares and related goods such as convection ovens, combi ovens, refrigerators, milk coolers, ice makers, freezers, heated cabinets, braising pans, microwave ovens, food dispensers, beverage dispensers, dishwashers, food storage containers, steam table pans, oven mitts, measuring cups, dishers, spatulas. Item descriptions, specifications and estimated quantities are provided for items. CNP-STC members are required to conduct a cost or price analysis for the procurement of goods not listed in the items tab, and within the scope of services offered with this bid solicitation. CNP-STC members are responsible for the selection of goods and/or services available to meet their needs, nutrition goals, storage capabilities, and student preferences.

On June 7, 2023, the Region One Education Service Center Purchasing Department, acting on behalf of its CNP-STC members, received eight (8) responses to Kitchen Equipment & Small Kitchen Wares RFP 23-0133.

On August 17, 2023, the Region One ESC Board of Directors met to review and approve the recommendations of the CNP-STC, acting on behalf of its members, for award of Kitchen Equipment & Small Kitchen Wares RFP 23-0133. Proposals were evaluated to select the best qualified vendors based on the established criteria. Eight (8) vendors were recommended for award. Vendors recommended for awarded had complete request for proposal submissions with an evaluation score of 70 or greater. CNP-STC Kitchen Equipment & Small Wares RFP 23-0133 effective August 1, 2023 through July 31, 2024, with the option to extend up to four (4) additional one-year periods if all parties are in agreement

On behalf of the CNP-STC membership, the current awarded vendors were offered the opportunity to utilize the first of four (4) one-year extension options for Kitchen Equipment & Small Kitchen Wares RFP 23-0133, effective August 1, 2024, through July 31, 2025 with three (3) one-year extension options remaining if all parties are in agreement. One (1) vendor, Pyramid Paper Company dba Pyramid School Products submitted a No Bid. Seven (7) vendors agreed to the extension option and were recommended for award.

On June 18, 2024, the Region One ESC Board of Directors met to review and approve the recommendations of the CNP-STC, acting on behalf of its members, for award of Kitchen Equipment & Small Kitchen Wares RFP 23-0133, Extension 1 of 4, effective August 1, 2024 through July 31, 2025 with three (3) one-year extension options remaining, if all parties are in agreement. The following vendors were awarded.

- Ace Mart Restaurant Supply Co. San Antonio, TX.
- ATex Restaurant Supply, Inc. San Angelo, TX.
- Tari Inc. dba Jeans Restaurant Supply Corpus Christi, TX.
- Johnson-Lancaster and Associates, Inc. Clearwater, FL.
- Mission Restaurant Supply McAllen, TX.
- Pollock Investments, Inc. Grand Prairie, TX.
- Pueblo Hotel Supply dba Grady's Food Service Equipment & Supply Pueblo, CO.

Please note the following revisions to the CNP-STC Kitchen Equipment & Small Kitchen Wares RFP 23-0133-E1; supporting documentation is enclosed:

Region One Education Service Center does not discriminate on the basis of age, race, color, national origin, gender or disability.



Fresh Is Everything

# CNP-STC Fresh Produce RFP 23-0136 Extension 1 of 4

## CNP-STC Fresh Produce RFP 23-0136 Extension 1 of 4

- •June 18, 2024, the Region One ESC Board of Directors met to review and approve the recommendations of the CNP-STC Fresh Produce RFP 23-0136, Extension 1 of 4
- •September 1, 2024, through August 31, 2025, with three (3) one-year extension options.
- •Award effective September 1, 2024, through August 31, 2025, with three (3) one-year extension options .
- •Award letter posted on Region One ESC website and sent out to CNP-STC members and vendor June 24, 2024
- •Three vendors agreed to the extension and were awarded. One (1) vendor, Lopez Vera Produce LLC was unresponsive to the extension request therefore, removed from contract.
- https://www.esc1.net/services/operations/purchasing

## Award Letter



#### Region One Education Service Center 1900 W. Schunior, Edinburg, TX 78541 • Ph (956) 984-6000 • Fax (956) 984-7655

TO: Child Nutrition Program - South Texas Cooperative (CNP-STC) Members

FROM: Lori Atwood Ramos, Purchasing Director

SUBJECT: Child Nutrition Program-South Texas Cooperative – Fresh Produce RFP 23-0136,

Extension 1 of 4

DATE: June 18, 2024

This request for proposal (RFP) allows Region One Education Service Center and its Child Nutrition Program - South Texas Cooperative (CNP-STC) members the opportunity to purchase fresh produce and products. Item descriptions, specifications and/or technical requirements and estimated quantities and pricing have been competitively solicited and awarded. CNP-STC members are required to conduct a cost or price analysis for the procurement of goods and/or services not listed in the items tab, and within the scope of services offered with this bid solicitation. CNP-STC members are responsible for the selection of goods and/or services available to meet their needs.

On October 4, 2023, the Region One Education Service Center Purchasing Department, acting on behalf of its CNP-STC members, received four (4) responses to CNP-STC Fresh Produce RFP 23-0136. On November 16, 2023, the Region One ESC Board of Directors met to review and approve the recommendations of the CNP-STC, acting on behalf of its members, for award of CNP-STC Fresh Produce RFP 23-0136. Proposals were evaluated to select the best qualified vendors based on the established criteria. Four (4) vendors were recommended for award based on the proposals received, including pricing and services that best meet the needs of the cooperative members; effective upon board approval through August 31, 2024, with the option to extend up to four (4) additional one-year periods if all parties are in agreement.

On behalf of the CNP-STC membership, the current awarded vendors were offered the opportunity to utilize the first of four (4) extension options CNP-STC Fresh Produce RFP 23-0136 effective September 1, 2024 through August 31, 2025 with three (3) one-year extension options remaining if all parties are in agreement. One (1) vendor, Lopez Vera Produce LLC was unresponsive to the extension request despite multiple attempts to contact the vendor via email and phone. Three (3) vendors agreed to the extension option and are recommended for award. The tabulation and evaluation summary are enclosed for your review and consideration.

On June 18, 2024, the Region One ESC Board of Directors met to review and approve the recommendations of the CNP-STC, acting on behalf of its members, for award of CNP-STC Fresh Produce RFP 23-0136, Extension 1 of 4, effective September 1, 2024 through August 31, 2025 with three (3) one-year extension options remaining, if all parties are in agreement. The following vendors were awarded.

- Aspire Staffing Incorporated dba Verdant Exchange (former dba Institute for Ecology Scholarship and Health) —
  McAllen. TX.
- Labatt Food Service, LLC San Antonio, TX.
- Nicho Produce Company, Inc. Edinburg, TX.

Bid item awards are subject to change monthly due to the fluctuation of fresh produce prices and availability. For your convenience, the order guide has been revised and posted on the Child Nutrition Program – South Texas Cooperative webpage at <a href="https://www.esc1.net/SouthTexasCoop">www.esc1.net/SouthTexasCoop</a> Awarded Bids & Proposals.

For additional information or questions, please contact the Region One Purchasing Cooperative at <a href="mailto:eBuyOne@esc1.net">eBuyOne@esc1.net</a>:

Lori Atwood Ramos, Purchasing Director, Phone: 956.984.6123
Kristina Carrizales, Cooperative Procurement Specialist, Phone: 956.984.6012
Roberto Meave, Cooperative Procurement Specialist, Phone: 956.984.6249
Daisy Cuevas, Cooperative Procurement Specialist, Phone 956.984.6217
Idania Gonzalez, Cooperative Procurement Technician, Phone: 956. 984.6204

Region One Education Service Center does not discriminate on the basis of age, race, color, national origin, gender or disability.

## Recion Purchasina Cooperative ROPC

# Region One Purchasing Cooperative (ROPC)

#### **New Contracts:**

- Janitorial Supplies, Paper, and Plastic Products
  - ➤ Effective September 1, 2024

#### **Upcoming Contracts:**

- Event Services: Décor, AV/Lighting, and Floral
- **❖** Job Order Contract
- Fleet Vehicles

# Award Letter



#### Region One Education Service Center

1900 W. Schunior, Edinburg, TX 78541 • Ph (956) 984-6000 • Fax (956) 984-7655

Executive Director

TO: Region One Purchasing Cooperative (ROPC) Members

FROM: Lori Atwood Ramos, Purchasing Director

SUBJECT: Region One Purchasing Cooperative Janitorial Supplies, Paper, and Plastic Products

RFP 23-23-0134, Extension 1 of 4

DATE: June 18, 2024

This request for proposal (RFP) allows Region One Purchasing Cooperative (ROPC) members the opportunity to procure goods and/or services on an as-needed basis from a pre-qualified list of responsive and responsible vendors, known as company or firm whose purpose is to provide janitorial supplies, as well as paper and plastic products on an as-needed basis, this includes, but is not limited to: cleaning and sanitizing chemicals/supplies, hair nets, disposable gloves and aprons, trash can liners, trays, plates, cups, food containers, flatware, straws and napkins. Item descriptions, specifications and/or technical requirements and estimated quantities and pricing, and/or price lists and/or catalogs have been provided by each vendor enclosed. ROPC members are required to conduct a cost or price analysis for the procurement of goods and/or services not listed in the items tab, and within the scope of services offered with this bid solicitation. Cooperative members are responsible for the selection of goods and/or services available to meet their needs.

On May 31, 2023, the Region One Education Service Center Purchasing Department received fourteen (14) proposals for Janitorial Supplies, Paper, and Plastic Products RFP 23-0134. Proposals were evaluated to select the best qualified vendors based on the established criteria. School Specialty LLC was not awarded due to incomplete submissions as well as delivery minimum requirements, and unable to meet the needs of ALL of the ROPC cooperative members. Thirteen (13) vendors are being recommended for award. Vendors recommended for awarded had complete request for proposal submissions with an evaluation score of 70 or greater.

On August 17, 2023, the Region One ESC Board of Directors met to review and approve the recommendation of the ROPC Janitorial Supplies, Paper, and Plastic Products, Request for Proposal 23-0134. The term of this proposal is effective September 1, 2023, through August 31, 2024, with four (4) one-year extension options if parties agree.

On May 16, 2024, the Region One ESC Board of Directors met to review and approve the recommendation of ROPC Janitorial Supplies, Paper, and Plastic Products RFP 23-0134, Extension 1 of 4, effective September 1, 2024 through August 31, 2025, with three (3) one-year extension options remaining if all parties are in agreement. Hollywood Janitorial and Restroom Supplies, LLC – Dallas, TX and Safeway Supply, Inc – San Antonio, TX did not respond to the extension emails therefore was removed.

The following vendors were awarded:

- Amano Pioneer Eclipse Corporación Carol Stream, IL.
- Devin Distributing & Packaging Inc. Palmhurst, TX
- Gateway Printing & Office Supply Inc dba Liberty Office Products, Daniel Office Products, Gorilla Office Supplies - San Antonio, TX (formerly as Liberty Office Products)
- Gulf Coast Paper Co. Victoria, TX
- . Interboro Packaging Cor Montgomery, NY
- Labatt Food Service, LLC San Antonio, TX
- Oliver Packaging & Equipment Walker, MI
- 8. Pyramid School Products Tampa, FL
- 9. Sysco Central Texas New Braunfels, TX
- 10. Unipak Corp. West Long Branch, NJ
- 11. Valley Grocers, LLC Brownsville, TX

- #0-15
  - o Bags, Food Storage, snack size bags to fit half sandwich, re-closeable
    - Sysco lowed price
    - Sysco primary
- #0-17
  - o Bags, Freezer, Gallon Size 10
    - Sysco increase price
    - Valley Grocers primary
- #0-75
  - o Plastic Angle Lobby Broom, for use with Lobby Dust-Pan, black, synthetic bristles approximately 8" wide
    - Sysco changed to No Bid
    - Valley Grocers primary
- #0-87
  - Microfiber, Yellow Pad, 20" x 5 1/2" x 1/2"
    - Gulf Coast changed to No Bid
    - Valley Grocers primary
- #0-93
  - o Cook Chill Bags, 2-gallon, 10"x30", 4.5 mil, used for cook-chill systems, non-shrinkable
    - Gulf Coast change to No Bid
    - Sysco primary
- #0-170
  - o Pot & Pan Liquid Pink Lotion Detergent Concentrate, for use in 3 compartment sinks and manual foodservice dishwashing
    - Hollywood no extension
    - Sysco primary

- #0-135
  - O Disinfectant Cleaner, kills 99.9% of bacteria in 5 seconds, one-step disinfecting, 128 fl. oz spray
    - Gulf Coast changed to No Bid
    - Labatt primary
- #0-146
  - Food Service Sanitizer: Broad Range Sanitizer 150-400 ppm, Sanitizer, Disinfectant and Deodorizer, Ready to Dispense (RTD)
     concentrate, to be used with dispenser for filling spray bottles, mop buckets or automatic scrubbers
    - Hollywood no extension
    - Gulf Coast primary
- #0-143
  - Floor Cleaner Closed-loop type; Floor cleaner and shine preserver. To be used on ceramic tile, vinyl tile, terrazzo, varnished hardwood and variety of other surfaces
    - Hollywood no extension
    - Gulf Coast primary
- #0-165
  - o Optifill TM/MC Sanitizer Containers 1 x 2.5 L / 2.64 Qt. yields 200 ppm
    - Hollywood no extension
    - Gulf Coast primary
- #0-173
  - Purell Instant hand sanitizer 4 -2 Liter Pump bottle
    - Gulf Cost change to No Bid
    - No Bid

- #00-139
  - o Degreaser Power Cleaner 12/32 oz per case Leaves no Residue Spray and wipe
    - Hollywood no extension
    - Gulf Coast primary
- #0-175
  - Restroom Cleaner: Acid free, disinfects and cleans, Ready to Dispense (RTD) concentrate, to be used with dispenser for filling spray bottles, mop buckets or automatic scrubbers
    - Hollywood no extension
    - Gulf Coast primary
- #0-176
  - Sanitizer Concentrate .25-2 oz/gal, for use on food and non-food contact surfaces in foodservice establishments where sanitation is of prime importance
    - Hollywood no extension
    - Gulf Coast primary
- #0-179
  - o Sanitizing Spray, hard surfaces, kills 99.9% of bacteria, sanitizes in 1 minute, eliminates odors, kills odor-causing bacteria
    - Hollywood no extension
    - Gulf Coast primary
- #0-114
  - o Antimicrobial Wipers, white with red stripe, Reusable, resists stains
    - Labatt replaced with Tuff-Job W923
    - Labatt primary
    - Devin secondary

- #0-209
  - Lid to fit 12 oz Foam Drink Cup listed above, white, with Sip Thru vent
    - Gulf Coast change to No Bid
    - Devin primary
- #0-256
  - 3-Compartment food container, made from Polypropylene injection molded, black color, rectangular, 32 oz., food safe, dishwasher and microwave safe
    - Sysco increase price
    - Gulf Coast primary
- #0-269
  - Lid to Fit 24 oz Burrito Bowl, Clear, 8.25"x5.5"x 1.5"
    - No Bid to Devin primary
- #0-278
  - Nacho Tray Container, 3 Cavity, No lid, Black plastic, 8-9/16"x6-15/16"x1-3/16"
    - Sysco primary
    - Valley Grocers secondary
- #0-284
  - Lunch box w/handle, Plastic, clear; 18 mil; 7.73 x 7.48 x 3.62, PET
    - Incorrect manufacturer and product number updated to Atruim
    - Valley Grocers primary
    - Sysco secondary
- #0-341
  - o Gloves Small, food handling, single use, clear, plastic, poly textured, wrist length
    - Interboro primary

- #0-345
  - Oloves, Large, food handling, single use, clear, plastic, poly textured, wrist length
    - Interboro primary
- #0-370
  - o Bio-Therm OF to 220F Dial Pocket Thermometer, 1" Dial x 5" Stem, Polycarbonate, Stainless Steal
    - Gulf Coast change to No Bid
    - Sysco primary
- #0-468
  - Straw, Jumbo, Individually Wrapped, 7-3/4", free of colorants, 100% biodegradable, made from polypropylene or polystyrene plastic
    - Sysco primary
    - Valley Grocers secondary
- #0-494
  - o Toilet Tissue, 2-Ply, approximately 3.75"x 4", 865 sheets/roll
    - No Bid
- #0-510
  - o Trash Receptacle, round, 55-gal capacity, round, 26.5"x33", gray color
    - Gulf Coast change to No Bid
    - Valley Grocers secondary
- #0-511
  - o Trash Receptacle Lid, round, to fit above 44-gal capacity trash receptacle, gray color
    - Gulf Coast change to No Bid
    - Valley Grocers secondary

#### Changes to Bid

- #0-512
  - o Trash Receptacle Lid, round, to fit above 55-gal capacity trash receptacle, gray color
    - Gulf Coast change to No Bid
    - Valley Grocers primary
- #0-518
  - Trash Can MS Bags Clear Heavy 43x47.9mi
    - Valley Grocers primary
    - Interboro secondary
- #0-524
  - o Trash Liner, 32-gal capacity, 33"x44", minimum .62 mil, clear/natural color
    - Valley Grocers primary
    - Interboro secondary
- #0-530
  - o Trash Liner, 55-60-gal capacity, approximately 38"x58", minimum 1.5 mil, black color
    - Valley Grocers primary
    - Interboro secondary

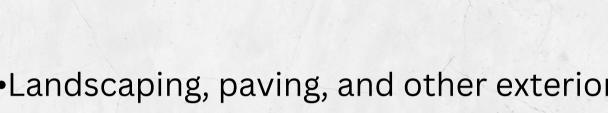
#### New Items

- #0-552
  - Plate, 7" x 9" Oval Foam Platter, white, sturdy and strong, cut-resistant, break resistant
    - Sysco primary
- Upcoming New Items
- #0-553
  - 1 Compartment Tray, dual-ovenable plastic 40oz, 368 trays in a case, Oliver item #60888
- #0-554
  - Film Roll 8.75" 650' 100 RL43T Oliver item #62062
- #0-555
  - 2 Compartment Tray, dual-ovenable plastic 23/12oz, 560 trays in a case, Oliver item #61798
- #0-556
  - Film Roll 8.75" 1461' 50 10.63HTAF, Oliver item #62124
- #0-557
  - Film Roll 8.75" 370' 50 OCLF MP, Oliver item #63131
- #0-558
  - Film Roll 8.75" 1461' 50 OCLF, Oliver item #62098

## Job Order Contract

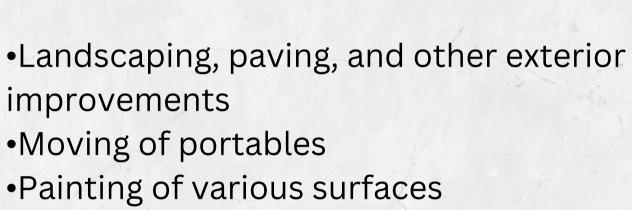
#### General Contractor Services:

- Asbestos abatement
- Asphalt repair
- Carpentry installation and repair
- •Concrete, brick, granite, and stone installation and repair
- Demolition and site clearance
- Doors, hardware, windows, and finishings
- •Electrical services
- •Hazardous material handling
- Heating ventilation and air conditioning (HVAC) installation and repair



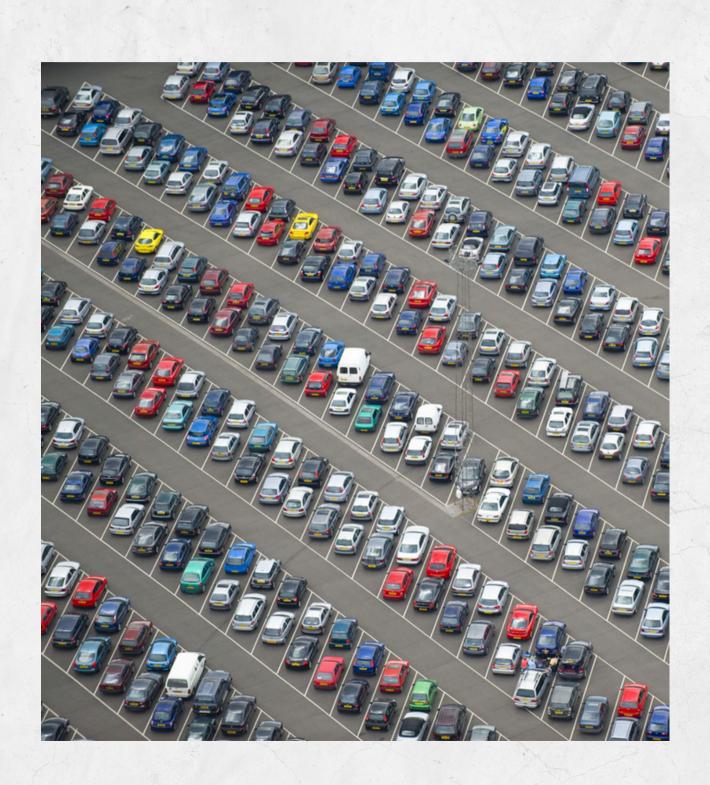
- Moving of portables
- Piping and plumbing
- •Roofing installation and repairs of different material
- •Sports field maintenance and repair -Synthetic or natural fields/courts/track
- •Steel and sheet metal, welding
- •Structural repair and reinforcement
- •Telecommunications cabling services
- •Water damage, waterproofing, and sealing





## Fleet Vehicles





- Midsize Cars
- Midsize SUV
- Mini Van
- Cargo Van
- Truck
- Truck with Extended Cab
- Truck with Dry Cargo Container
- Etc.
- Specifications

#### NEW - Post Award Meetings

Recommended for Awarded Vendors to attend. We will discuss awarded items, vendor service fees, cooperative members and required reporting.

## July 30th

- Janitorial
- Classroom &Office Furniture
- Promotional Merch.



- DispensedProducts
- Frozen Desserts
- Bread and Tortilla Products



- Cafeteria DiningDecor
- Fresh Produce
- Equipment & Small Kitchen Wares

#### Requesting NEW Items

- January 31st, yearly deadline to submit any NEW item requests to any existing contracts. Requests will reopen July 1st.
- Exceptions include:
  - Commodity Processed Items
  - Permanently discontinued items that don't already have a substitute awarded on bid
- Implementation will allow cooperative enough time to collect all items, review for approval/denial and request pricing from vendors.
- Smoother transition into next extension period

From the Maestro website: Maestro Forecasting

- Supply Issues, Shortages, and Substitutions
  - Communicate any supply issues, shortages, or substitutions with your Coop
  - Coop will coordinate with vendor to provide substitute item
  - Coop will send email and/or generate an addendum
- Issues or Concerns
  - Any issues or concerns you experience with CNP-STC vendors or products, submit a Problems & Concerns Form, located in the South Texas Cooperative landing page >forms tab> <u>CNP-STC Problems & Concerns e-Form - NEW</u>
  - o If we are not aware there is an issue, we don't know it needs to be addressed
  - Also discuss the problem with your sales representative they need to be informed there is a problem that needs to be addressed.

#### Recalls

- Ensure you are signed up to receive recall notifications, go to recalls.gov
- Read and follow instructions in the recall notice
- Reach out to vendor, provide information on item being recalled; case quantities, item number
- Set cases aside in storage warehouse to be picked up by vendor
- Communicate potential recall to your coop so we can ensure all coop members receive notification and the coop can follow-up with vendor for further instructions.
  - Follow-up with credit being issued for cases returned

- New Item Request:
  - Must be entered into Maestro
  - Confirmation email will be sent to requested party with pricing or No Bid
  - Formal addendum to follow
- Product changes
- Price increases
  - Must be substantiated by supporting documentation
  - Triggers an addendum
  - Addendums are tracked to monitor change in contract value

- 38. PRICE CHANGES: All pricing submitted with Proposal shall be considered firm, except as noted in the Deviations and Exceptions accepted as part of the contract award.
  - a. Prices will be considered firm through the Contract term; however, adjustments to pricing may be allowed at midterm (effective January 1) and upon renewal of each contract term, unless otherwise quantified in the Proposal. Only those items qualifying for price adjustments due to market factors will be considered.
    - i. United States Department of Agriculture (USDA) uses the Food Away from Home, Consumer Price Index (CPI), Table 2 as published by the Bureau of Labor and Statistics each May to calculate the percentage difference in the index from the prior year in order to adjust the free, reduced-price, and paid meal rates beginning July 1. Region One ESC reserves the right to restrict any price adjustments to not exceed the annual percentage used by USDA in order to maintain pricing and stability, therefore proportionate increases to program revenue increases provided by USDA.
    - ii. Furthermore, Region One ESC may also use the *Producer Price Index (PPI)* as a more accurate index for basing product price escalations and de-escalations. More specifically, the monthly *PPI Detailed Report, Table 9: Producer Price Indexes and percent changes for commodity and service groupings and individual items, not seasonally adjusted will be used as the reference guide when approving price adjustments both up and down. (This table begins roughly on page 29 of the monthly report.)*

The base price from which all adjustments will be considered will be the currently awarded price. Because the Bureau of Labor and Statistics releases the detailed report monthly, the most current published version will be used for

- analysis purposes. The report will indicate the percent change from the same month the prior year and this will serve as the basis for requested adjustment allowances.
- iv. Additionally, the index has categories for the various types of products. The comparison will be made using the category that is of the closest match to the item requested for adjustment.
- v. Any adjustment approved shall not exceed the total annual percentage increase/decrease for said item.
- b. All original Proposal pricing will remain firm for the contract term and any renewals that a justifiable price change is not submitted and approved.
- c. Price changes, and supporting documentation for each item, must be provided to Region One ESC for review a minimum of thirty (30) days before the requested implementation.
- Region One ESC will accept or reject proposed price increases after receipt of a properly submitted request from the Vendor, which includes documentation as to the nature of the change substantiated by the CPI and PPI, but not limited to additional consideration of the following indexes: The Food Institute Report, Urner Barry Market Indexes, Federal Market Order (FMO), and any other relevant commodity price indexes.
- e. A description of the measurement device (i.e.- index) and the "trigger" to cause the escalation must be submitted at time of price adjustments.
- f. Region One ESC will respond to such requests by: 1) granting the request; 2) reassigning the item(s) to another awarded vendor; 3) rebidding the item(s); 4) taking any other action as deemed necessary.
- g. If a properly submitted increase is rejected, the vendor may cancel such items from the contract by giving Region One ESC written notice. Cancellation will not go into effect for thirty (30) business days after receipt of the written request. Old prices must be honored on orders dated up to the official date of cancellation or contract term, whichever comes first.
- h. Vendors are required to immediately implement any industry wide price decreases that become available. Region One must be notified in writing of any decrease for file updating purposes and notice to cooperative members.
- i. Vendor(s) that adjust prices without prior written consent of Region One ESC will be required to issue credits to each affected Member District until allowable adjustment period and consent is provided.

## Contracts Up for Discussion to Re-Bid



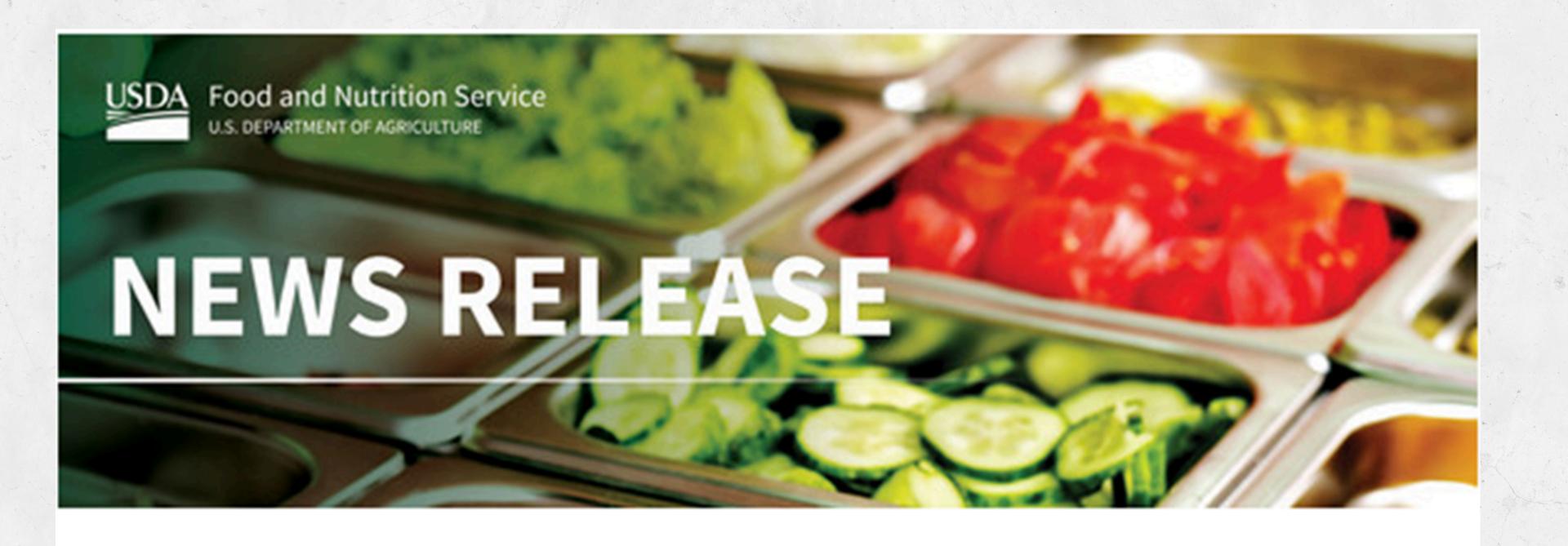
Dairy &
Juice
Products

Equipment and Small Kitchen Wares

Fresh Produce SNP Food Items

Janitorial Items Cooperative Member Action Items for New Request for Proposals





Biden-Harris Administration Announces New School Meal Standards to Strengthen Child Nutrition

#### Limited Exceptions to Buy American

Adds limited exceptions to the Buy American requirements related to product availability and/or cost

Must maintain documentation to demonstrate use of exceptions

Must include Buy American requirements when making purchases and entering into contracts for food used in NSLP and SBP, effective July 1, 2024

Cap on non-domestic food purchases:

Effective July 1, 2025 10% cap Effective
July 1, 2028
8% cap

Effective
July 1, 2031
5% cap

## Current Non-Domestic Standings on Food Items Contract



196 of 2207 items identified as Non-Domestic

\$3,860,298.96 of total contact value \$113,744,759.61

3.39%

## SNA - NUTRITION STANDARDS FINAL RULE FEEDBACK

SNA invites your questions and comments on the <u>Final Rule</u> released in April 2024, establishing long term nutrition standards for school meals. Your input will be kept anonymous, and shared with USDA.





## Importance of CNP-STC Member Satisfaction Surveys

- •Yearly survey responses guide the actions of your co-op
- •Cooperative can address any issues or potential risks
- •Feedback allows for cooperative growth
- •Survey will go out on or about early December
- •Responses reviewed at January South Texas Coop Meeting
- •Are there questions you would like added to the survey?

# Interlocal Agreement (ILA) & CNP-STC COMMITMENT FORM

Region One Education Service Center Interlocal Agreement (ILA) and Catalog of Services: <a href="https://www.esc1.net/services">www.esc1.net/services</a>

Ensure you have a current fully executed ILA

Master ILA - Region One updated 06.25.2024

CNP-STC Commitment Form will allow Cooperative Member to delegate authority to the South Texas Cooeprative





#### Planning for upcoming Procurement Review

All documents requested for review by TDA were submitted on Friday, June 6th.

Contracts under review includes:

- Bread and Tortilla Products 21-AGENCY-000080-E3
- Dairy and Juice Products Region 1 RFP 23-0135
- Dairy and Juice Products Region 2 RFP 23-0132
- Food Items RFP 23-AGENCY-000106-E1
- Fresh Produce 23-0136
- Processing of USDA Foods 21-AGENCY-000077-E3

# School Year 2024-2025 AR & PR Selection List for Regions 1 and 2

School Year 2024-2025 Administrative Reviews and Procurement Reviews		
CE ID -	Contracting Entity Name	Regio
00875	BANQUETE ISD	2
07134	BRILLANTE ACADEMY	1
00870	DRISCOLL ISD	2
04129	EXCELLENCE IN LEADERSHIP ACADEMY	1
00321	FREER ISD	2
00965	GREGORY-PORTLAND ISD	2
00698	KINGSVILLE ISD	2
01122	LAREDO ISD	1
01144	Lyford CISD	1
00967	Mathis Independent School District	2
01216	Nueces County Juvenile Justice Center	2
00155	POINT ISABELL ISD	1
00699	RICARDO ISD	2
00873	Robstown ISD	2
01146	SAN PERLITA ISD	1
00701	SANTA GERTRUDIS ISD	2
00560	SOUTH TEXAS EDUCATIONAL TECH	1
00970	Taft ISD	2











#### **TDA Takeaways**

- National School Lunch Program Equipment Grants
  - o 2023-2024 Grant on Hold Until 2022-2023 Reallocations completed
  - Total Annual Funds NSLP Equipment Grants
    - 21-22: \$3.81 million
    - 22-23: \$3.95 million (additional \$6.42 million provided by the American Rescue Plan Act (ARPA) total of \$10.3 million
    - 23-24: \$3.74 million
- Farewell TX-UNPS, Welcome Texas Automated Nutrition System (TANS)
  - Beginning program year 2026, program sponsors, ESC users, and TDA staff will administer nutrition programs through TANS and TX-UNPS simultaneously based on the program until the transition is fully implemented
    - School Nutrition Programs
    - Child and Adult Care Food Programs
    - Summer Meal Programs
    - Fresh Fruit and Vegetable Program
    - Special Milk Program
    - Food Distribution Program

- TDA Takeaways, cont.
  - Applications and Eligibility
  - Claiming and Reimbursements
  - Compliance Reviews & Corrective Actions
  - Reporting and Forms
- Texas Automated Nutrition System (TANS)
  - Web-based system
  - Directly managed by TDA, flexibility to adapt to regulatory changes more easily
- School Timeline
  - April 1, 2025 Applications
  - July 1, 2025 Claims
  - August 1, 2025 Compliance

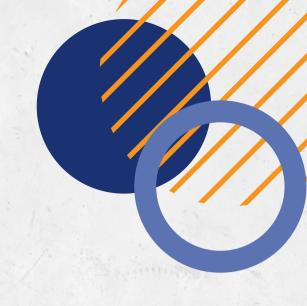
#### TDA Takeaways, cont.

- Excess Net Cash Resources Threshold (New)
- Not to exceed six months expenditures
- Expanded from three months
  - Begins 2024-2025
  - Not retroactive
  - New form to be released in mid-July
- USDA Foods Inventory Processors
  - Requests for State Account pounds will be accepted once the CE has 1 month or less inventory at the processor for that material
  - No transfers after April 20 annually



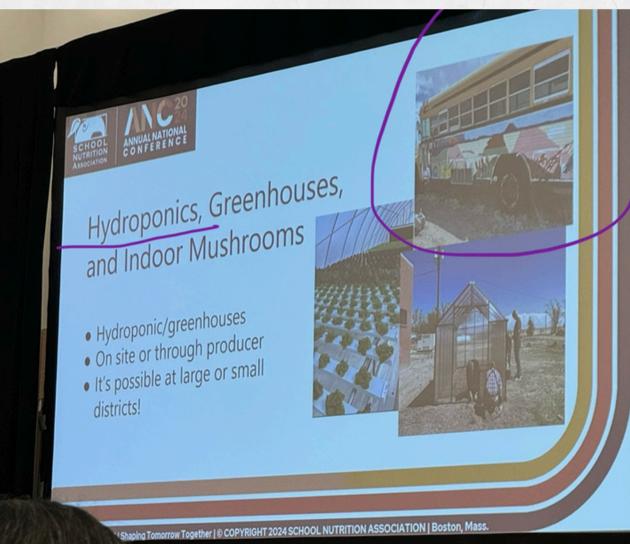
Region One ESC Representing at TASN 2024 San Antonio













## School Nutrition Association Annual National Conference 2024

#### **Takeaways**

- How to Become Health Infused, Anti-Aging Wellness Machines & Be Fortified Against Stress and Anxiety
  - o Internal flaws focus on the cause of the flaw and not on the flaw itself
    - For example: stress, fear of failure, poor communication, resistance to change
  - Take 5 minutes to encourage YOURSELF
  - Take 5 minutes to strengthen your physical health

#### Strategies for Recruiting & Retaining Great Employees

- Always look for great talent
  - Job fair or open department for a walk through
- Invest in your employees
  - Incentives, certifications

#### Narrowing the Communication Barrier

- Diverse languages
  - Speak in a manner that your employees will understand
  - Patience and be respectful
  - Use visuals
  - Body contact

#### School Nutrition Association Annual National Conference 2024

#### **Takeaways**

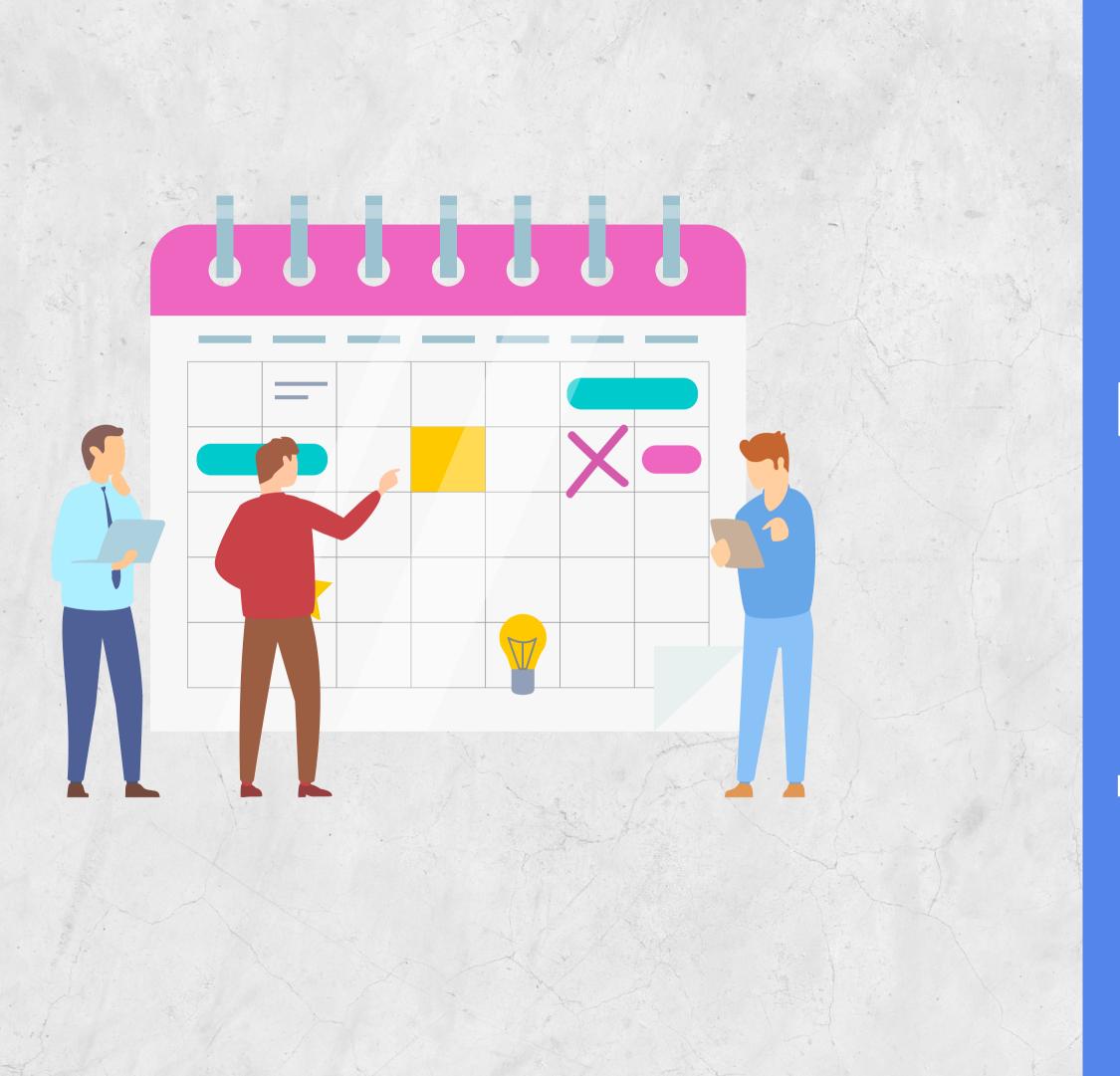
- Fostering Positive Communication: Keys to Effective and Empathetic Interaction
  - Understanding WHY
  - Full attention and eye contact
    - Ask questions
    - Respond thoughtfully NOT emotionally
- Growing Program Support Through Collaborative Leadership
  - Reach out to campus Principals to address questions that may help to improve your department
    - Understand the role you take
    - Invite them to eat a few meals to provide feedback
    - Share upcoming CNP events to get obtain knowledge

UPCOMING

20 21 22 23 24 25 24 20

Calendar

MONDAY TUESDAY WEDNESDAY THURSDAY FROM SATURDAY



# CNP-STC Monthly Meetings & Purchasing Advisory Council Meetings

\*Topics of discussion may include changes to policy, rules and regulations, action items, changes to cooperative contracts and much more. Attendance is not required but highly encouraged.



#### SCORE BIG WITH SCHOOL NUTRITION

#### FOOD SHOW

Hosted by Region One ESC

Child Nutrition Program - South Texas Cooperative

Workshop #324736
OCTOBER 2, 2024
8:00 AM - 4:00 PM



Workshop #331307 OCTOBER 3, 2024 8:00 AM - 2:00 PM

#### SOUTH PADRE ISLAND CONVENTION CENTER 7355 PADRE BLVD. SOUTH PADRE ISLAND, TX



For more information contact:
Idania Gonzalez, Purchasing Technician
(956) 984-6204
idgonzalez@esc1.net

Scan the QR Code to register today!







#### Region One ESC Purchasing Cooperative

## 2024 PRODUCT

Showcase your non-food products and services.

Audience: Purchasing Directors, Administrators, and Personnel

#### **DECEMBER 4-5, 2024**



- 9:00AM 4:30PM
- Learning Sessions
- Metworking Events
  @ 5:00PM



- 9:00AM 3:00PM
  - Purchasing Advisory Council Meeting
- Exhibits

#### HARLINGEN CONVENTION CENTER

701 Harlingen Heights Dr. Harlingen, TX

For more information, contact or visit our website:
Idania Gonzalez, 956.984.6204, idgonzalez@esc1.net www.esc1.net/productshow

## Vendor Outreach Events

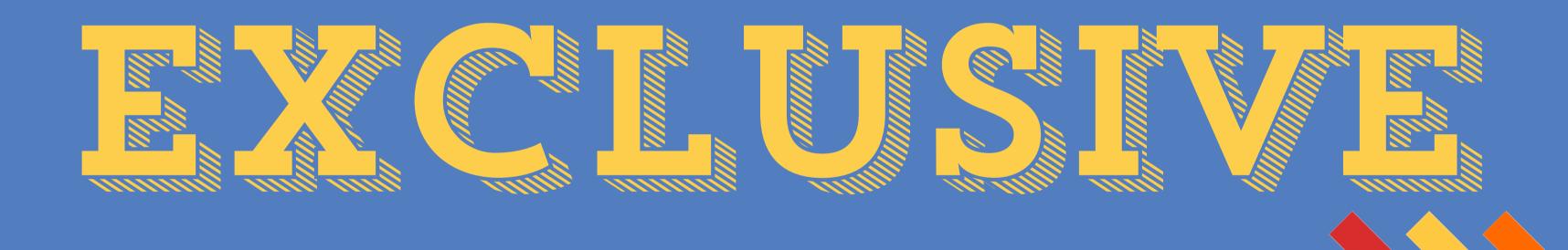


# Certified Texas Contract Manager



Hosted at Region One Education Service Center

### SOUTH TEXAS COOPERATIVE MEMBER



The Child Nutrition Program -South Texas Cooperative will be sending a cooperative member to the 2025 School **Nutrition Association - Annual** National Conference.



San Antonio, TX July 13-15, 2025

#### Workshop Key Takeaways



Vendor Presentations: Orders and Lead Times

## MY WHY!

## Buy American

Contract Management

South Texas Coop is here to support your program!



