BOARD AGENDA ITEM

TO: Dr. Michael Schumacher, Superintendent

FROM: Dr. Christy Ziegler, Chief of Student Services/Diversity, Equity, Inclusion, and Belonging

SUBJECT: BOE Agenda Item – April 28, 2025
Authorization to Contract with Hiland Dairy for the Purchase and Delivery of Milk Products

DATE: April 17, 2025

Overview

District staff recommend contracting with vendor Hiland Dairy for the purchase and delivery of milk products for an estimated annual cost of $809,716.00, with final costs contingent upon the monthly costs of milk supplies and student participation/demand for milk.

In March 2025, the District issued a Request for Proposal (RFP) for the purchase and delivery of milk products; the RFP was posted on the District's website and the national online bid platform Public Purchase; the RFP opportunity was advertised in the *Kansas City Star*, and the District contacted three vendors directly with information regarding the RFP. The District received one proposal from Hiland Dairy. Staff reviewed the proposal to confirm it met the District's needs, and staff recommend contracting with Hiland Dairy.

The initial contract term would run from August 1, 2025 through July 31, 2026, with the District having annual renewal options for up to four (4) additional years, for a total potential contract term of five (5) years.

The cost of milk products from suppliers fluctuates up and down each month based on the cost changes for raw milk, according to USDA Federal Milk Market Price Announcements and the Dairy Farmers of America. Any price changes will become effective the first day of the month following the pricing adjustment, and Hiland Dairy will provide supporting documentation for any monthly price adjustments to the District upon request.

Founded in 1938 and based in Kansas City, Missouri, Hiland Dairy has dairy processing plants located in Kansas City, Missouri, Omaha, Nebraska, Wichita, Kansas, and Springfield, Missouri. Hiland Dairy's clients include the Kansas City, Kansas School District,, Gardner Edgerton School District, and Independence School District, among others; Hiland Dairy has provided products and services to the District since 2017.

This expense would be funded from the Food Service Fund.