



To: **Darin Crawford**
 Assistant Superintendent for Support Services

From: **Suzy Hunter**
 Nutrition Services Director

Date: **May 14, 2025**

Re: **Milk and Juice for Nutrition Services**
 Annual Contract #25-07-3580

The following bids were received and opened at 1:00 p.m., Friday, March 21, 2025, as advertised and specified in documents concerning **Annual Contract #25-07-3580 Milk and Juice for Nutrition Services**. The bids received are located on page 2-4.

- ^a Overall best value to the District.
- ^b Does not offer best value to the District.
- ^c No award.
- ^d Does not meet District bid specifications.

Recommendation: **Hiland Dairy Foods Company LLC**

Estimated Expenditure: **\$6,772,609.60**

Contract Term: **July 1, 2025 - June 30, 2026**

Renewal: **2 Years**

sm

Line 1 20661 - Cottage Cheese, Low Fat 5lb

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland 5763 4pk</u> | <u>500</u> | <u>EA</u> | <u>\$9.7500</u> | <u>\$39.0000</u> | a |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 69453 2pk | 500 | EA | \$11.2500 | \$22.5000 | |

Line 2 20700 - Sour Cream, 32lb

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER EACH</u> | |
|---------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 9223</u> | <u>60</u> | <u>EA</u> | <u>\$59.7800</u> | <u>\$59.7800</u> | a |

Line 3 20690 - Sour Cream, 5lb

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------------------------|------------------------------|------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 9224 4pk</u> | <u>600</u> | <u>EA</u> | <u>\$9.6800</u> | <u>\$38.7200</u> | a |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 70058 2pk | 600 | EA | \$11.2500 | \$22.5000 | |

Line 4 20690 - Sour Cream 1lb

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER EACH</u> | |
|---------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 14791</u> | <u>200</u> | <u>EA</u> | <u>\$2.2500</u> | <u>\$2.2500</u> | a |

Line 5 20670 - Half and Half

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 13557</u> | <u>700</u> | <u>EA</u> | <u>\$2.3500</u> | <u>\$28.2000</u> | a |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 68987 | 700 | EA | \$2.6200 | \$31.4400 | |

Line 6 20680 - Heavy Cream 1 Quart

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------------------------|-----------------------------|------------|--------------|-------------------|-----------------------|---|
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 68988 | 500 | Quart | \$5.6000 | \$67.2000 | b |
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 8151</u> | <u>500</u> | <u>Quart</u> | <u>\$7.1500</u> | <u>\$85.8000</u> | a |

Line 7 20506 - Juice, Apple, 4 oz

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|---------------------------------------|-----------------------------|--------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 9504</u> | <u>35000</u> | <u>CS</u> | <u>\$0.1900</u> | <u>\$14.2500</u> | a |

Line 8 20506 - Juice, Grape, 4 oz

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|---------------------------------------|---------------------------------------------------|--------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 24363, Apple Cherry</u> | <u>13000</u> | <u>CS</u> | <u>\$0.2200</u> | <u>\$16.1300</u> | a |
| Cool Tropics | Welch's by Cool Tropics 17001 Concord Grape Apple | 13000 | CS | \$0.3495 | \$33.5500 | |

Line 9 20499 - Juice, Orange, 4 oz

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|---------------------------------------|------------------------------------|--------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 9508</u> | <u>27000</u> | <u>CS</u> | <u>\$0.2800</u> | <u>\$21.0000</u> | a |
| Cool Tropics | Cool Tropics 17004 Rockin' Rio Red | 27000 | CS | \$0.3495 | \$33.5500 | |

Line 10 20605 - Milk, 1%, Non-Flavored, 1/2 Gallon

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 8074</u> | <u>400</u> | <u>EA</u> | <u>\$2.2000</u> | <u>\$19.8000</u> | a |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Oak Farms 21255 | 400 | EA | \$2.3000 | \$20.7000 | |

Line 11 20605 - Milk, Non-Fat, Non-Flavored, 1/2 Gallon

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy1433</u> | <u>400</u> | <u>EA</u> | <u>\$2.1500</u> | <u>\$19.3500</u> | a |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Oak Farms 21281 | 400 | EA | \$2.3000 | \$20.7000 | |

Line 12 20590 - Milk, Whole, Non-Flavored, 1/2 Gallon

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------------------------|-----------------------------|-------------|------------|-------------------|-----------------------|---|
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 1111</u> | <u>2000</u> | <u>EA</u> | <u>\$2.3000</u> | <u>\$20.7000</u> | a |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Oak Farms 21253 | 2000 | EA | \$2.3000 | \$20.7000 | b |

Line 13 20613 - Milk, 1%, Non-Flavored, Gallon

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy 1346 | 400 | EA | \$4.3000 | \$17.2000 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Oak Farms 21260 | 400 | EA | \$4.8000 | \$19.2000 |

a

Line 14 20612 - Milk, Non-Fat, Non-Flavored, Gallon

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy 1413 | 400 | EA | \$4.2000 | \$16.8000 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Oak Farms 21237 | 400 | EA | \$4.8000 | \$19.2000 |

a

Line 15 20611 - Milk, Whole, Non-Flavored, Gallon

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|-------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy1031 | 2000 | EA | \$4.5000 | \$18.0000 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Oak Farms 21252 | 2000 | EA | \$4.8000 | \$19.2000 |

a

Line 16 Milk, 1% White, 1/2 Pint - Fixed

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|--------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy 9171 | 60000 | CS | \$0.3448 | \$17.2400 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 52129 | 60000 | CS | \$0.3548 | \$17.7400 |

a

Line 17 20550 - Milk, 1% White, 1/2 Pint - Escalating

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy 9171 | 60000 | CS | \$0.3348 | \$16.7400 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 52129 | 60000 | CS | \$0.3466 | \$17.3300 |

Line 18 Milk, Non-Fat Chocolate, 1/2 Pint - Fixed

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|---------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy | 174000 | CS | \$0.3448 | \$17.2400 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | TruMoo 48116 | 174000 | CS | \$0.3548 | \$17.7400 |

a

Line 19 20560 - Milk, Non-Fat Chocolate, 1/2 Pint - Escalating

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy 9178 | 174000 | CS | \$0.3348 | \$16.7400 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | TruMoo 48116 | 174000 | CS | \$0.3466 | \$17.3300 |

Line 20 Milk, Non-Fat Strawberry, 1/2 Pint - Fixed

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy 9177 | 375 | CS | \$0.3448 | \$17.2400 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | TruMoo 48143 | 375 | CS | \$0.3548 | \$17.7400 |

a

Line 21 20570 - Milk, Non-Fat Strawberry, 1/2 Pint - Escalating

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| Hiland Dairy Foods Company LLC | Hiland Dairy 9177 | 375 | CS | \$0.3348 | \$16.7400 |
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | TruMoo 48143 | 375 | CS | \$0.3466 | \$17.3300 |

Line 22 Milk, Whole, 1/2 Pint - Fixed

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 52127 | 20 | CS | \$0.3548 | \$17.7400 |
| Hiland Dairy Foods Company LLC | Hiland Dairy 9165 | 20 | CS | \$0.3648 | \$18.2400 |

b

a

Line 23 20610 - Milk, Whole, 1/2 Pint - Escalating

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> |
|--------------------------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|
| DFA Dairy Brands Fluid LLC dba Oak Farms Houston | Dairy Pure 52127 | 20 | CS | \$0.3466 | \$17.3300 |
| Hiland Dairy Foods Company LLC | Hiland Dairy 9165 | 20 | CS | \$0.3548 | \$17.7400 |

Line 24 Milk, 1% White, 11 Ounce PET - Fixed

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|----------------------------------------------|------------------------------------------|---------------------|------------------|------------------------|-------------------------|---|
| The Masters Distribution Systems Company | Diversified Marcel's 1% White Milk 10459 | 13750 | CS | \$0.4870 | \$13.1500 | d |
| The Masters Distribution Systems Company | Diversified Marcel's FF White Milk 10473 | 13750 | CS | \$0.4870 | \$13.1500 | d |
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 35148</u> | <u>13750</u> | <u>CS</u> | <u>\$0.6300</u> | <u>\$25.2000</u> | a |

^c **Line 25 Milk, 1% White, 11 Ounce PET - Escalating**

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|--|
| Hiland Dairy Foods Company LLC | Hiland Dairy 35148 | 13750 | CS | \$0.6200 | \$24.8000 | |

Line 26 Milk, Non-Fat Chocolate, 11 Ounce PET - Fixed

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|----------------------------------------------|----------------------------------------------|---------------------|------------------|------------------------|-------------------------|---|
| The Masters Distribution Systems Company | Diversified Marcel's FF Chocolate Milk 10457 | 42500 | CS | \$0.5130 | \$13.8500 | d |
| The Masters Distribution Systems Company | Diversified Marcel's 1% Chocolate Milk 10456 | 42500 | CS | \$0.5241 | \$14.1500 | d |
| <u>Hiland Dairy Foods Company LLC</u> | <u>Hiland Dairy 35149</u> | <u>42500</u> | <u>CS</u> | <u>\$0.6300</u> | <u>\$25.2000</u> | a |

^c **Line 27 Milk, Non-Fat Chocolate, 11 Ounce PET - Escalating**

| <u>SUPPLIER</u> | <u>BRAND / PRODUCT CODE</u> | <u>QTY</u> | <u>UOM</u> | <u>UNIT PRICE</u> | <u>PRICE PER CASE</u> | |
|--------------------------------|-----------------------------|------------|------------|-------------------|-----------------------|--|
| Hiland Dairy Foods Company LLC | Hiland Dairy 35149 | 42500 | CS | \$0.6200 | \$24.8000 | |



**Cypress-Fairbanks Independent School
District**

Nutrition Services Department

11355 Perry Road
Houston, Texas 77064
281-897-4543

TO: James Briscoe, Director of Procurement Services
FROM: Suzy Hunter, Nutrition Services Director
DATE: 5/14/2025
RE: Milk and Juice for Nutrition Services 25-07-3580

The purpose of this memo is to explain the evaluation scoring for the Milk and Juice for Nutrition Services 25-07-3580 bid. The vendor awarded has the highest scores per line based on the weighted criteria included in the solicitation. The weighted criteria were developed to maintain compliance with the United States Department of Agriculture regulations for federal programs.

Weighted criteria include purchase price, reputation of the vendor and vendor's goods or services, quality of the vendor's goods or services, extent to which the goods or services meet the needs of the District, and any other relevant factors specifically listed in the request for bid or proposal. The evaluating committee was comprised of our own internal procurement professionals and other relevant Nutrition Services staff.

The estimated spend for this contract was determined using the most recent contract term, current contract term's monthly average to calculate projected total, plus current inflation rate. The estimated spend was approximately \$6,642,102. The estimated expenditure for Milk and Juice for Nutrition Services 25-07-3580 is approximately \$6,772,609. The estimated spend did not consider new items, and a 20% increase in apple juice which allot for approximately \$130,507 for this bid award.

If you have any questions, please contact the Nutrition Services Department.

Sincerely,

A handwritten signature in cursive script that reads "Suzy Hunter".

Suzy Hunter

Nutrition Services Director