SWEET HOME CENTRAL SCHOOL DISTRICT
OF AMHERST AND TONAWANDA

M E M O R A N D U M

TO: Michael Ginestre, Superintendent of Schools

FROM: Donald G. Feldmann, Assistant Superintendent for Finance & Plant Services

DATE: May 28, 2026

RE: Milk and Juice Products Bid 2026-27-9

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 fifteen (15) 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 # 2026-27-9 to InstantWhip - Buffalo for the school year 2025-26 in the amount of $306,651.42 in its entirety. **The Sweet Home portion of this recommendation is $191,136.84.** 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):

		Unit Price		
Bid Year	Vendor	1% Milk	Fat Free Chocolate Milk	Skim Milk
2026-27	InstantWhip - Buffalo	$0.3954	$0.4118	$0.379
2025-26	InstantWhip – Buffalo	$0.369	$0.388	$0.349
2024-25	InstantWhip – Buffalo	$0.350	$0.357	$0.330

Overall 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	153,000	$0.3954	$60,496.20
2	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	350,000	$0.4118	$144,130.00
3	Fat free strawberry milk w/vitamin A&D, 1/2 pint	Each	Upstate	1,000	$0.4118	$411.80
4	Skim Milk fortified with vitamin A&D, 1 gallon	Each	Upstate	50	$3.7900	$189.50
5	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	27,800	$0.3790	$10,536.20
6	Assorted flavors of yogurt, 4oz.	Each	Upstate	113,000	$0.4184	$47,279.20
7	Assorted UF Greek Yogurt, plain or flavored, 5.3 oz	Each	Upstate	50	$0.8900	$44.50
8	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	900	$23.040	$20,736.00
9	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	550	$25.200	$13,860.00
10	Orange juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	250	$29.520	$7,380.00
11	Pure orange juice, gallon	Each	Sun Cup	20	$7.490	$149.80
12	Heavy cream, qt.	Each	Sun Cup	10	$4.4900	$44.90
13	Sour cream, 5 LB tub	Each	Upstate	120	$9.9040	$1,188.48
14	Half & Half, qt	Each	Upstate	10	$2.9842	$29.84
15	String Cheese,1 oz each	Each	Upstate	500	$0.350	$175.00
	Grand Totals				**15 total items**	**$306,651.42**

Sweet Home Portion

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	100,000	$0.3954	$39,540.00
2	Fat free chocolate milk w/vitamin A&D, 1/2 pint	Each	Upstate	350,000	$0.4118	$144,130
3	Fat free strawberry milk w/vitamin A&D, 1/2 pint	Each	Upstate	1,000	$0.4118	$411.80
4	Skim Milk fortified with vitamin A&D, 1 gallon	Each	Upstate	50	$3.7900	$189.50
5	Skim milk fortified with vitamin A&D, 1/2 pint	Each	Upstate	20,000	$0.3790	$7,580.00
6	Assorted flavors of yogurt, 4oz.	Each	Upstate	100,000	$0.4184	$41,840.00
7	Assorted UF Greek Yogurt, plain or flavored, 5.3 oz	Each	Upstate	50	$0.8900	$44.50
8	Apple juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	400	$23.040	$9,216.00
9	Grape juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	50	$25.200	$1,260.00
10	Orange juice, 72 ct., 4 oz., foil top cup	Case	Sun Cup	250	$29.520	$7,380.00
11	Pure orange juice, gallon	Each	Sun Cup	10	$7.4900	$74.90
12	Heavy cream, qt.	Each	Sun Cup	10	$4.4900	$44.90
13	Sour cream, 5 LB tub	Each	Upstate	100	$9.9040	$990.40
14	Half & Half, qt	Each	Upstate	10	$2.9842	$29.84
15	String Cheese,1 oz each	Each	Upstate	500	$0.350	$175.00
	Grand Totals				**15 total items**	**$191,136.84**