

TO: Board of Commissioners
 FROM: Andy Bendy, Director of Special Facilities
 Eric McBride, Executive Chef
 THROUGH: Michael Benard, Executive Director
 RE: Arrowhead Food Supply Bid 2020-2021
 DATE: October 21, 2020



SUMMARY:

Arrowhead’s 2020-21 Food Supplies Bid document was available to vendors Monday, August 24, 2020 with bids officially opened Wednesday, September 09, 2020.

This year, 10 of the 12 categories were available for bidding. Meat is a two-year fixed pricing and Bread is a three-year fixed pricing.

Bids were submitted for commodity pricing as well as fixed. The following companies were sent bid packets but did not submit a bid: Boston Fish Market and R.L. Schreiber Inc. Bid submitted by the following.

Bid Category:	Bids Received From:
Appetizers	Van-Lang Foods
Dairy	Sysco Chicago Gordon Food Service Get Fresh RFD Chicago US Foods
Seafood	Fortune Fish Sysco Chicago RFD Chicago US Foods
Poultry	Gordon Food Service Sysco Chicago Consumer Meat Packing Co. US Foods
General/Frozen	Gordon Food Service Sysco Chicago RFD Chicago US Foods
Dry Goods	Sysco Chicago Gordon Food Service RFD Chicago US Foods
Paper & Disposable	TriMark Marlin Gordon Food Service Sysco Chicago RFD Chicago US Foods
Smallwares	TriMark Marlin Sysco Chicago RFD Chicago US Foods
Produce	Get Fresh Sysco Chicago RFD Chicago US Foods
Beverages	Gordon Food Service Sysco Chicago US Foods

Implementation:

This contract will begin December 1, 2020 and will run through November 30, 2021. After Board approval, award letters will be distributed confirming length and dates of contract as well as Arrowhead’s right to terminate, at any time, for convenience and without cause upon seven days prior written notice.

Impact:

Fixed pricing for certain volatile items such as produce, sugar, flour and coffee is viewed as extremely valuable. Fixed pricing for those items will keep our costs and margins predicable and avoid unexpected product increases.

PREVIOUS COMMITTEE/BOARD ACTION:

Arrowhead’s Food Supply Bid 2019-2020 awarded the following vendors for the categories so noted.

Appetizers:	Van Lang Foods	\$ 91,130.00	Fixed Pricing- 1 year
Dairy:	Sysco Chicago	\$114,656.45	Commodity Pricing- 1 year
Bread:	Highland Baking	\$64,812.50	Fixed Pricing- 3 years
Seafood:	Fortune Fish	\$ 93,489.50	Commodity Pricing- 1 year
Meat:	Consumers Meat	\$238,260.80	Fixed Pricing- 2 years
Poultry:	Gordon Food	\$116,630.00	Commodity Pricing- 1 year
General/Froz.	Gordon Food	\$192,263.30	Commodity Pricing- 1year
Dry Goods:	Sysco Chicago	\$124,010.62	Fixed Pricing- 1 year
Paper/Disp.:	TriMark	\$ 38,936.75	Commodity/Fixed Pricing- 1year
Smallwares:	TriMark	\$ 11,626.20	Commodity/Fixed Pricing- 1 year
Produce:	Get Fresh	\$161,258.75	Fixed Pricing- 1 year
Beverages:	Gordon Food	\$ 22,700.60	Fixed Pricing- 1 year

REVENUE OR FUNDING IMPLICATIONS:

Expenses will be covered by related revenues and are specified in the 2020 operating budget as well as the 2021 proposed operating budget and appropriation.

RECOMMENDATION:

Staff Recommendation and commentary:

Appetizers: Van-Lang Foods \$90,170.00 Fixed Pricing
 Van Lang bid \$91,170.00 (1-year fixed). Van-Lang can provide fixed pricing for one year and are able to provide our current appetizers which are on the banquet menu. Staff recommends Van-Lang Foods for the appetizer category

Dairy: Sysco Chicago \$102,956.00 Commodity Pricing
 Five bids were placed for the Dairy category: Sysco Chicago bid \$102,956.00 (commodity), RFD bid \$12,960.00 (fixed), Gordon Food Service bid \$111,411.00 (commodity), Get Fresh Produce bid \$111,804.00 (commodity), and US Foods bid \$113,744.52 (commodity). RFD is unable to provide all the line items. Sysco Chicago is the lowest price and they can provide all specific line items. Staff recommends Sysco Chicago for the Dairy category.

Seafood: Fortune Fish \$ 89,915.50 Commodity Pricing
 Four bids were received for the Seafood category: Fortune Fish bid \$89,915.50 (commodity), RFD bid \$12,720 (fixed), Sysco Chicago bid \$89,077.50 (commodity) and US Foods bid \$139,141.59 (commodity). Sysco Chicago is unable to provide 5 days a week delivery and their line items are all frozen. RFD is unable to provide all line items. Fortune Fish can supply fresh fish for every line item in the bid and is able to provide delivery 6 days a week. Staff recommends awarding Fortune Fish the Seafood category.

Poultry: Consumer Meat Packing Co. \$98,960.00 Commodity Pricing

Four commodity bids were placed for the Poultry category: Consumer Meat Packing Co. bid \$98,960.00, Gordon Foods bid \$90,030.00, US Foods \$114,624.57, and Sysco Chicago bid \$64,220.00. Gordon Food Service is unable to provide 6oz chicken breast. Sysco Chicago entered no bid for an essential line items they cannot supply: 4oz special trimmed, deboned, skinless chicken breasts. Consumer Meat packing entered a lower commodity increase and can provide all line items. Staff recommends Consumer Meat Packing Co. for the Poultry category.

General Grocery/Frozen: Sysco Chicago \$ 126,566.40 Fixed Pricing

Four bids were received for General Grocery/Frozen: Sysco Chicago bid \$126,566.40 (fixed), RFD bid \$20,776.00 (fixed), US Foods bid \$122,979.03 (commodity) and Gordon Food Service bid \$125,303.80 (commodity). Gordon entered a lower bid and sits at 3% potential increase on their commodity items and US Food sits at a 9.15% potential increase. Which puts them over Sysco's fixed pricing. RFD is unable to provide all line items. Staff recommends Sysco Chicago for General Grocery/Frozen category.

Dry Goods: Sysco Chicago \$107,089.18 Fixed Pricing

Four bids were received for Dry Goods category: Sysco Chicago bid \$107,089.18 (fixed), RFD bid \$25,325.00 (fixed), US Foods \$104,850.89 (commodity) and Gordon Food Services bid \$113,945.78 (commodity). RFD is unable to provide all line items. US Foods entered a lower bid but sits at an 8.15% (commodity) potential increase which puts them over Sysco's fixed price. Staff recommends Sysco Chicago for the Dry Goods category award.

Paper & Disposables: TriMark Marlin \$64,755.78 Commodity Pricing

Five bids were received for Paper & Disposables category: TriMark Marlin bid \$64,755.78 (commodity), Sysco Chicago bid \$68,215.05 (commodity/fixed), Gordon Food Service bid \$39,043.55 (fixed), RFD bid \$52,724.20 (fixed), and US Foods \$66,652.50 (commodity). Gordon and RFD are unable to provide all bid items. US Food requires a mandatory \$600 delivery minimum per order. Sysco Chicago is at a 7% potential commodity increase and is unable to provide our to-go food containers. Staff recommends TriMark Marlin for the Paper and Disposables category.

Smallwares: Sysco Chicago \$12,672.42 Fixed Pricing

Four bids were received for the Smallwares category: Sysco Chicago bid \$12,672.42 (fixed), RFD bid \$59.90 (fixed), TriMark Marlin bid \$12,753.98 (commodity), and US Foods bid \$13,179.16. RFD is unable to provide all items. Sysco Chicago is the lower of the bids and can provide all bid lines. Staff recommends Sysco Chicago for Smallwares category.

Produce: Sysco Chicago \$143,267.37 Commodity Pricing

Four bids for the Produce category were received; Sysco Chicago bid 143,267.37 (commodity), RFD bid \$154,207.73 (fixed), Get Fresh bid \$161,479.10 (fixed), and US Foods bid \$190,585.70 (commodity). Sysco is the lowest bid and can provide all line items. Staff recommends Sysco Chicago for the Produce Category.

Beverages: Gordon Food Service \$24,921.60 Fixed Pricing

Three bids were received for Beverages: Gordon Food Service bid \$24,921.60 (fixed), Sysco Chicago bid \$26,105.65 (fixed) and US Foods \$5,221.96 (commodity). US Foods is unable to provide all line items. Gordon Food Service has fixed pricing and is the lowest bid. Staff recommends Gordon Food Service for the beverage category.

In conclusion, staff respectfully request board approval to accept the following 2020-2021 Food bids:

Appetizers:	Van Lang Foods	\$ 90,170.00	Fixed Pricing- 1 year
Dairy:	Sysco Chicago	\$102,956.00	Commodity Pricing- 1 year
Seafood:	Fortune Fish	\$ 89,915.50	Commodity Pricing- 1 year
Poultry:	Consumers Meat	\$ 98,960.00	Commodity Pricing- 1 year
General/Froz.	Sysco Chicago	\$126,566.40	Fixed Pricing- 1 year
Dry Goods:	Sysco Chicago	\$107,089.18	Fixed Pricing- 1 year
Paper/Disp.:	TriMark Marlin	\$ 64,755.78	Commodity Pricing- 1year
Smallwares:	Sysco Chicago	\$ 12,672.42	Fixed Pricing- 1 year
Produce:	Sysco Chicago	\$143,267.37	Commodity Pricing- 1 year
Beverages:	Gordon Food	\$ 24,921.60	Fixed Pricing- 1 year