

TO: Board of Commissioners

FROM: Andy Bendy, Director of Special Facilities  
Russ Hillard, Food & Beverage Director  
Alan Pirhofer, Executive Chef

THROUGH: Michael Benard, Executive Director

RE: Arrowhead Food Supply Bid 2019-2020

DATE: October 16, 2019




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**SUMMARY:**

Arrowhead's 2019-20 Food Supplies Bid document was available to vendors Monday, August 26, 2019 with bids officially opened Wednesday, September 11, 2019.

This year, 12 of the 12 categories were available for bidding.

Bids were submitted for commodity pricing as well as fixed. The following companies were sent bid packets but did not submit a bid: Edward Don, Charles McRae Produce, Premier Produce, and Performance Foodservice.

The following is a list of vendors who submitted bids.

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

**Implementation:**

This contract will begin December 1, 2019 and will run through November 30, 2020. 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. Both Bread and Meat categories were submitted and awarded multiple year fixed pricing.

The 2019 bid asked if a vendor was chosen for four or more categories, would they offer any other possible discounts. Bidders were also asked for any applicable discounts towards ACH (Electronic Transfer) payments or payment made within 25 days, donations to fundraising events and/or donation of a refrigerated truck at fundraising events. The following is a list of details offered.

- **Fortune Fish:** offered a \$200 donation towards a fundraising event and next day delivery, six days a week.
- **Sysco:** Use of a refrigerated truck, twice a year with a \$200 charge of drop off and pick up. We would be responsible to fuel the truck.
- **Get Fresh:** offered a donation to park district fundraising events as well as fixed pricing on produce
- **Gordon Foods:** offered \$500 towards a fundraising events, delivery 5 days a week with a mix of commodity and fixed pricing. Gordon Foods offered use of a refrigerated truck if awarded three or more categories
- **TriMark:** next day delivery two days a week.
- **Consumers Meat Packing Co:** offered a donation towards a fundraising event and next day delivery 5 days a week. They bid a fixed price for two years.
- **Van-Lang Foods:** offered five days a week delivery with next day delivery and fixed pricing.
- **Highland Bread:** offered \$500 towards a fundraising event, 7 days a week, next day delivery and fixed pricing for 3 years.

**PREVIOUS COMMITTEE/BOARD ACTION:**

Arrowhead’s Food Supply Bid 2018 awarded the following vendors for the categories so noted.

Appetizers:	Fortune Fish	\$ 34,356.00	Commodity Pricing
Dairy:	Get Fresh	\$105,221.65	Commodity Pricing
Seafood:	Fortune Fish	\$ 81,677.50	Commodity Pricing
Poultry:	Gordon Food Service	\$281,560.00	Commodity Pricing
General/Froz.	Sysco Chicago	\$127,964.90	Fixed Pricing
Dry Goods:	Sysco Chicago	\$124,520.39	Fixed Pricing
Paper/Disp.:	Gordon Food Service	\$ 35,515.95	Fixed Pricing
Smallwares:	Gordon Food Service	\$ 13,734.04	Commodity Pricing
Produce:	Get Fresh	\$146,895.85	Fixed Pricing
Beverage:	Sysco Chicago	\$25,562.00	Fixed Pricing
Bread:	Highland Baking	<i>Second year of 2-year pricing bid in effect.</i>	
Meat:	Consumers Meat	<i>Second year of 2-year pricing bid in effect.</i>	

**REVENUE OR FUNDING IMPLICATIONS:**

Expenses will be covered by related revenues and are specified in the 2019 operating budget as well as the 2020 proposed operating budget and appropriation.

## **RECOMMENDATION:**

### **Staff Recommendation and commentary:**

**Appetizers: Van-Lang Foods \$91,130.00 Fixed Pricing**

Van Lang bid \$91,130.00 (1-year fixed) and Fortune Fish bid \$108,520 (commodity). Van-Lang is able to provide fixed pricing for one year Van-Lang is able to provide our current appetizers which are on the banquet menu. Staff recommends Van-Lang Foods for the appetizer category

**Dairy: Sysco Chicago \$114,656.45 Commodity Pricing**

Three commodity bids were placed for the Dairy category: Sysco Chicago bid \$114,656.45, Get Fresh Produce bid \$122,429.70 and Gordon Food Service bid \$124,098.70. Sysco is the lowest price and they can provide all specific line items. Staff recommends Sysco for the Dairy category.

**Bread: Highland Baking \$64,812.50 Fixed Pricing 3-years**

Highland bid \$64,812.50 (3-year fixed pricing) and Turano Baking bid \$59,790.50 (1-year fixed). Highland is able to provide fixed pricing for 3 years and are able to provide all bid items as listed. Turano is unable to provide our pretzel bread which is offered in the restaurant. Staff recommends Highland Baking for the bread category

**Seafood: Fortune Fish \$ 93,489.50 Commodity Pricing**

Two commodity bids were received for the Seafood category: Fortune Fish bid \$93,489.50 and Sysco Chicago bid \$84,719.00. Sysco Chicago is unable to provide 5 days a week delivery and their line items are all frozen. 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.

**Meat: Consumer Meat Packing Co. \$238,260.80 Fixed Pricing 2-years**

Consumer Meat Packing Co. bid \$238,260.80 (2-year fixed) and Sysco Chicago bid \$233,664.50 (commodity). Sysco Chicago is unable to provide the specified brand of hot dog we currently serve. Sysco's commodity percentage sits at 7% which has a potential to raise pricing higher than Consumer's fixed prices for 2 years. Staff recommends Consumer Meat Packing Co. for the Meat category.

**Poultry: Gordon Food Service \$116,630.00 Commodity Pricing**

Three bids were placed for the Poultry category: Gordon Foods bid \$116,630.00 (commodity), Consumer Meat Packing Co. bid \$151,800.00 (1-year fixed) and Sysco Chicago bid \$75,740.00 (commodity). Sysco Chicago entered no bid for two essential line items they cannot supply: 4 and 6 oz. special trimmed, deboned, skinless chicken breasts. These items saves time and labor in our kitchen. Gordon Foods is able to provide these line items and their commodity percentage is up to a 5% increase which is still less than Consumer's fixed rate price. Staff recommends Gordon Food Service for the Poultry category.

**General Grocery/Frozen: Gordon Food Service \$ 192,263.30 Commodity Pricing**

Two bids were received for General Grocery/Frozen: Gordon Food Service bid \$192,263.30 (commodity) and Sysco Chicago bid \$205,810.00 (1-year fixed). Gordon entered a lower bid and sits at 3% potential increase on their commodity items. This keeps them under Sysco's fixed pricing. Staff recommends Gordon Food Service for General Grocery/Frozen category.

**Dry Goods: Sysco Chicago \$124,010.62 Fixed Pricing**

Two bids were received for Dry Goods category: Sysco Chicago bid \$124,010.62 (1-year fixed) and Gordon Food Services bid \$123,781.87 (commodity). Sysco Chicago is able to provide all bid items,

while Gordon is not and is based on Fixed Pricing versus Commodity Pricing from Gordon Foods. Staff recommends Sysco Chicago for the Dry Goods category award.

**Paper & Disposables:            TriMark Marlinn            \$38,936.75            Commodity/Fixed Pricing**

Three bids were received for Paper & Disposables category: TriMark Marlin bid \$38,936.75 (commodity/fixe), Sysco Chicago bid \$45,829.40 adjusted 2 line items based on miss entry by Sysco (1-year fixe), and Gordon Food Service bid \$16,407.70 (1-year fixe). Gordon is unable to provide all bid items. Even though Sysco is at a fixe rate, TriMark entered a lower bid and sits at 4% potential increase on their commodity items. This still keeps them under Sysco's fixe price. Staff recommends TriMark Marlinn for the Paper and Disposables category.

**Smallwares:                            TriMark Marlinn            \$11,626.20            Commodity/Fixed Pricing**

Two bids were received for the Smallwares category: TriMark Marlinn bid \$11,626.20 (1-year fixe/commodity), and Sysco Chicago bid \$12,899.06 (1-year fixe). TriMark Marlinn is the lower of the two bids and is able to provide all bid items. Sysco Chicago is unable to provide all items. Staff recommends TriMark Marlinn for Smallwares category.

**Produce:                                    Get Fresh                            \$161,258.75            Fixed Pricing**

One bid for the Produce category was received; Get Fresh bid \$161,258.75 (1-year fixe). Get Fresh Produce has provided Arrowhead Golf Club with quality produce and customer service for the last 4 years. Staff recommends Get Fresh for the Produce category.

**Beverages:                                Gordon Food Service            \$22,700.60            Fixed Pricing**

Three bids were received for Beverages: Gordon Food Service bid \$22,700.60 (1-year fixe), Sysco Chicago bid \$27,506 (1-year fixe) and Get Fresh \$39,313.40 (commodity). Gordon Food Service has fixe 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 2019 Food bids:**

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- 1 year
Dry Goods:	Sysco Chicago	\$124,010.62	Fixed Pricing- 1 year
Paper/Disp.:	TriMark	\$ 38,936.75	Commodity/Fixed Pricing- 1 year
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

Wheaton Park District 2019 Food Supply Bid Opening: Tuesday, September 11, 2019 11 a.m.

Vendor	Appetizers	Dairy	Bread	Seafood	Meat	Poultry	Genl/Frn	Dry Goods	Paper&Disp	Smallwares	Produce	Beverage
VAN LANG	Fixed 91,130											
FORTUNE	Commodity 108,520			Commodity 93,489.50								
GET FRESH	Commodity 122,429.70									Fixed 161,258.75	Commodity 39,313.40	
GORDON	Commodity 124,098.70				Commodity 116,630	Commodity 192,263.30	Commodity 123,781.87	Fixed 16,407.70			Fixed 22,700.60	
HIGHLAND		3 Yr. Fixed 64,812.50										
TURANO		1 Yr. Fixed 59,790.50										
CONSUMERS				2 Yr. Fixed 238,260.80	Fixed 151,800							
TRIMARK								Comm/Fixed 38,936.75	Comm/Fixed 11,626.20			
SYSCO	Commodity 114,656.45		Commodity 84,719	Commodity 233,664.50	Commodity 75,740.00	Fixed 205,810.00	Fixed 124,010.62	Fixed adjusted 45,829.40	Fixed 12,899.06		Fixed 27,506.20	