

TO: Board of Commissioners
 FROM: Dan Novak, Director of Arrowhead Operations
 Kim Prazak, Assistant Director of Arrowhead Operations
 THROUGH: Michael Benard, Executive Director
 RE: Arrowhead Food Supply Bid 2024-2025
 DATE: October 23, 2024



SUMMARY:

Arrowhead’s 2024-25 Food Supply Bid document was available to vendors August 15, 2024, with bids officially opened August 29, 2024. Bid packets were sent to nine vendors with six choosing to submit bid pricing for both commodities as well as fixed pricing. Performance Foodservice, Deltek Inc, and Boston Fish Market didn’t submit a bid.

Below is a list of food categories we sought bids from as well as the vendors who submitted formal bids within these categories:

Bid Category:	Bids Received From:
Dairy	Get Fresh Sysco Chicago
Seafood	Sysco Chicago
Poultry	Get Fresh Consumer Meat Packing Co. Sysco Chicago
Meat	Consumer Meat Packing Co. Sysco Chicago Get Fresh
Bread	Turano Baking Company Sysco Chicago
General/Frozen	Sysco Chicago Get Fresh
Dry Goods	Sysco Chicago
Paper & Disposable	TriMark Marlin Sysco Chicago
Produce	RFD Get Fresh Sysco Chicago
Beverages	Sysco Chicago

Implementation:

Food bid contracts will begin December 1, 2024, and will run through November 30, 2025. After board approval, award letters will be distributed confirming the length and dates of the 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 seafood, meat, sugar, flour, and coffee is viewed as extremely valuable. Fixed pricing for those items will keep our costs and margins predictable and avoid unexpected product increases.

PREVIOUS COMMITTEE/BOARD ACTION:

The SOI was discussed at the October 2, 2024, Building and Grounds / Finance Committee meeting.

Arrowhead’s Food Supply Bid 2023-2024 Results.

Dairy:	Get Fresh	\$ 130,146	Commodity Pricing- 1 year
Seafood:	Fortune Fish	\$ 124,059	Commodity Pricing- 1 year
Poultry:	Consumers Meat	\$ 76,400	Commodity Pricing- 1 year
Meat:	Consumers Meat	\$ 328,499	Fixed Pricing- 1 year
Bread:	Turano Baking	\$ 125,900	Fixed Pricing- 1 year
General/Froz:	Sysco Chicago	\$ 171,976	Fixed Pricing- 1 year
Dry Goods:	Sysco Chicago	\$ 152,767	Fixed Pricing- 1 year
Paper/Disp:	Sysco Chicago	\$ 56,669	Fixed Pricing- 1 year
Produce:	Get Fresh	\$ 164,798	Fixed/Commodity Pricing- 1 year
Beverages:	Sysco Chicago	\$ 27,270	Fixed Pricing- 1 year

REVENUE OR FUNDING IMPLICATIONS:

Expenses will be covered by related revenues and are specified in the 2024 operating budget as well as the 2025 proposed operating budget and appropriation.

RECOMMENDATION:

Staff Recommendation and commentary:

Dairy: Get Fresh \$162,130 Commodity Pricing

Two bids were received for the Dairy category: Get Fresh Produce bid \$162,130 (commodity 15%) and Sysco Chicago bid \$177,510 (commodity 7%). Get Fresh has the lowest price and has a lower commodity rate. They can provide all specific line items. Staff recommends Get Fresh for the Dairy category. *Pricing for 2024 indicates a 19% increase compared to 2023.*

Seafood: Sysco Chicago \$ 68,921 Fixed/Commodity Pricing

One bid was received for the Seafood category: Sysco Chicago bid \$68,921 (fixed/commodity 7%). Sysco Chicago can provide all line items. They have commodity pricing as well as fixed pricing on certain items. Staff recommend awarding Sysco Chicago the Seafood category. *Pricing for 2024 indicates a 1% increase compared to 2023.*

Poultry: Get Fresh \$135,110 Commodity Pricing

Three commodity bids were received for the Poultry category: Get Fresh bid \$135,110 (commodity 7%) Consumer Meat Packing Co. bid \$136,000 (commodity \$0.75 per case) and Sysco Chicago bid \$ 144,200 (commodity 7%). Get Fresh had the lowest bid price and they can supply all line items. Staff recommends Get Fresh for the Poultry category. *Pricing for 2024 indicates a 13% increase compared to 2023.*

Meat: Consumer Meat Packing Co. \$315,253 Fixed Pricing

Three bids were received for Meat: Consumer Meat Packing Co. bid \$315,253 (fixed), Sysco Chicago bid \$301,779 (commodity 7%) and Get Fresh bid \$309,034 (commodity 8%). Sysco’s commodity percentage sits at 7% and Get Fresh is at 8% which has the potential to raise pricing higher than Consumer’s fixed prices. Staff recommends Consumer Meat Packing Co. for the Meat category. *Pricing for 2024 indicates a 4% decrease compared to 2023.*

Bread: Turano Baking Company \$60,110 Fixed Pricing

Two bids were received for bread: Turano Baking Company bid \$60,110 (fixed) and Sysco Chicago bid \$52,428 (fixed). Turano Baking can provide fresh bread 6 days a week. Sysco has frozen products and can only deliver three days a week. Staff recommends Turano Baking Company for the bread category. *Pricing for 2024 indicates a 0% increase compared to 2023.*

General Grocery/Frozen: Sysco Chicago \$172,463 Fixed Pricing

Two bids were received for General Grocery/Frozen: Sysco Chicago bid \$172,463 (fixed) and Get Fresh bid \$230,997 (commodity 15%). Sysco can provide all line items and have a fixed price for one year. Staff recommends Sysco Chicago for General Grocery/Frozen category. *Pricing for 2024 indicates a 1% increase compared to 2023.*

Dry Goods: Sysco Chicago \$149,001 Fixed Pricing

One bid was received for Dry Goods: Sysco Chicago bid \$149,001 (fixed). Sysco can provide all line items and have a fixed price for one year. Staff recommends Sysco Chicago for the Dry Goods category. *Pricing for 2024 indicates a 1% decrease compared to 2023.*

Paper & Disposables: Trimark USA \$66,054 Commodity Pricing

Two bids were received for the Paper & Disposables category: TriMark bid \$66,054 (commodity 10%) and Sysco Chicago bid \$77,869 (fixed). Trimark commodity pricing with the potential 10% market increase is less than Sysco’s annual fixed price. Staff recommends Trimark for the Paper and Disposables category. *Pricing for 2024 indicates a 12% increase compared to 2023.*

Produce: RFD \$156,440 Fixed Pricing

Three bids were received for the Produce category: RFD bid \$156,440 (fixed), Get Fresh bid \$178,824 (fixed and commodity) and Sysco Chicago bid \$205,307 (commodity \$3.75 per case). Sysco and Get Fresh’s commodity rates are higher than RFD’s fixed rate annually. Staff recommends RFD for the Produce Category. *Pricing for 2024 indicates a 1% decrease compared to 2023.*

Beverages: Sysco Chicago \$20,420 Fixed Pricing

One bid was received for Beverages: Sysco Chicago bid \$20,420 (fixed). Sysco Chicago has fixed pricing for one year. Staff recommends Sysco Chicago for the beverage category. *Pricing for 2024 indicates a 33% decrease compared to 2023.*

In conclusion, staff respectfully request board approval to accept the following 2024-2025 Food Supply Bids:

Dairy:	Get Fresh	\$ 162,130	Commodity Pricing- 1 year
Seafood:	Sysco `	\$ 68,921	Fixed/Commodity Pricing- 1 year
Poultry:	Get Fresh	\$ 135,110	Commodity Pricing- 1 year
Meat:	Consumers Meat	\$ 315,253	Fixed Pricing- 1 year
Bread:	Turano Baking	\$ 60,110	Fixed Pricing- 1 year
General/Froz:	Sysco Chicago	\$ 172,463	Fixed Pricing- 1 year
Dry Goods:	Sysco Chicago	\$ 149,001	Fixed Pricing- 1 year
Paper/Disp:	Trimark USA	\$ 66,054	Commodity Pricing- 1 year
Produce:	RFD	\$ 156,440	Fixed Pricing- 1 year
Beverages:	Sysco Chicago	\$ 20,420	Fixed Pricing- 1 year