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May 26, 2020

To All Proposers:

Attached is the award recommendation for BID #20-52, Fresh Juice and Dairy Products. It is tentatively scheduled to be taken to the Board of Education on June 10, 2020. Staff recommends award to Producers Dairy Foods Inc.

Protest on a bid must be filed in writing with the Executive Director of Purchasing within two working days after receipt of the recommendation. Failure to file a timely bid protest shall constitute a bidder's waiver of the right to have the bid award reviewed. The District's Formal Bid/Proposal Procedure is attached.

Thank you for your interest in doing business with Fresno Unified School District.

Sincerely,

Edward Collins
Executive Director of Purchasing

Amanda Harvey
Bid file
attachments

Formal Bid/Proposal Protest Procedure

This district review procedure must be followed by any bidder who believes that a bid award recommendation is not consistent with district regulations, the bid specifications, or in compliance with law.

1. Protest on a bid must be filed in writing with the Executive Director of Purchasing within two working days after receipt of the bid summary and its recommendations are sent to the bidders. Failure to file a timely bid protest shall constitute a bidder's waiver of the right to have the bid award reviewed.
2. The Executive Director of Purchasing will convene a meeting with the review requestor to attempt to resolve the problem.
3. In the event the protest is not resolved, the protest will be referred to the Superintendent or his designee, normally the Chief Financial Officer.
4. Should the protest not be resolved at this level, it shall be referred to the Board along with all documentation regarding the protest and the responses at each level.
5. The Board will not act upon a protest until each of the proceeding steps has been exhausted.

Please Note:

- Bid Tabulations will be made available with the Bid Agenda.
- RFP (Request for Proposal) notes and scores will be made available after the Board Award.

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**FRESNO UNIFIED SCHOOL DISTRICT
 BID 20-52, FRESH JUICE AND DAIRY PRODUCTS
 BID TABULATION**

Bid Opening Date: 2:00 PM, May 21, 2020 / Buyer: Esther Mouttrie

Line No.	Estimated Annual Usage	Unit of Measure	PRODUCT SPECIFICATIONS	Crystal Creamy Inc Unit Price	Crystal Creamery Inc Extended Price	Producers Dairy Unit Price	Producers Dairy Extended Price
1	2,250,000	EACH	APPLE JUICE, 100% FRUIT JUICE FROM CONCENTRATE, NO ADDED SWEETENERS, 4.0 FL OZ UP TO 4.25 FL OZ. PRODUCERS #296 OR EQUAL	\$0.20	\$450,000.00	\$0.1605	\$361,125.00
2	20	CASE	BUTTER, SALTED, SOLID GRADE AA, 36/LB/CASE, GLENVIEW #894019 or Equal	\$96.00	\$1,920.00	\$67.25	\$1,345.00
3	300	CASE	BUTTER, UNSALTED GRADE AA, 36/1LB/CASE, SWEET CREAM, LENVIEW FARMS #3942446 OR EQUAL	\$115.20	\$34,560.00	\$67.61	\$20,283.00
4	2,200	EACH	BUTTERMILK, HALF-GALLON. PRODUCERS #234 OR EQUAL	\$1.99	\$4,378.00	\$2.0705	\$4,555.10
5	10,000,000	EACH	CHOCOLATE MILK, FAT FREE, NO HIGH FRUCTOSE CORN SYRUP, 8 OZ CARTON. PRODUCERS #231 OR EQUAL	\$0.29	\$2,850,000.00	\$0.2519	\$2,519,000.00
6	30,000	EACH	LACTAID, FAT FREE, 8 OZ. PRODUCERS #375 OR EQUAL	\$0.74	\$22,200.00	\$0.7324	\$21,972.00
7	2,300	LBS	MARGARINE, TRANS FAT FREE, LB. PRODUCERS #633 OR EQUAL	No Bid	No Bid	\$1.1963	\$2,751.49
8	2,106,000	EACH	MILK, 1% LOWFAT, 8 OZ CARTON. PRODUCERS #179 OR EQUAL	\$0.30	\$621,270.00	\$0.2483	\$522,919.80
9	15,000	EACH	MILK, HOMOGENIZED, 8 OZ CARTON. PRODUCERS #119 OR EQUAL	\$0.29	\$4,275.00	\$0.2406	\$3,609.00
10	20	CASE	MILK, WHOLE WHITE, HALF-GALLON, 6/5 GALLON/CASE, GLENVIEW FARMS #4948306 OR EQUAL	\$11.94	\$238.80	\$9.45	\$189.00
11	1,600,000	EACH	MIX BERRY JUICE, 100% FRUIT JUICE FROM CONCENTRATE, NO ADDED SWEETENERS, 4.0 FL OZ UP TO 4.25 FL OZ. PRODUCERS #272 OR EQUAL	No Bid	No Bid	\$0.1605	\$256,800.00
12	3,000,000	EACH	ORANGE JUICE, 100% FRUIT JUICE FROM CONCENTRATE, NO ADDED SWEETENERS, 4.0 FL OUNCE UP TO 4.25 FL OZ. PRODUCERS #458 OR EQUAL	\$0.20	\$600,000.00	\$0.1817	\$545,100.00
13	20	CASE	SOUR CREAM, CULTURED ALL NATURAL, GRADE A, 4/5LB/CASE, GLENVIEW #2810125 OR EQUAL	\$29.28	\$585.60	\$25.99	\$519.80
14	1,600	CASE	SOY MILK, PS ORG, MINIMUM 8 GRAMS OF PROTEIN, 24/8 OZ/CASE. PRODUCERS #301 OR EQUAL	No Bid	No Bid	\$18.6718	\$29,874.88
15	3,200	CASE	YOGURT, GREEK STRAWBERRY, 24/4 OZ/CASE, DANNON OR EQUAL	No Bid	No Bid	\$15.9533	\$51,050.56
16	3,000	CASE	YOGURT, GREEK VANILLA 24/4 OZ/CASE, DANNON OR EQUAL	No Bid	No Bid	\$15.9533	\$47,859.90
17	4,500	CASE	YOGURT, LOW FAT, 48/4 OZ/CASE, VARIOUS FLAVORS, UP TOWN OR EQUAL	\$21.60	\$97,200.00	\$16.5858	\$74,636.10
18	3,200	CASE	YOGURT, STRAWBERRY/BANANA 24/4 OZ/CASE, DANNON OR EQUAL	\$21.60	\$69,120.00	\$12.9770	\$41,526.40

TOTAL BID AMOUNT: \$4,755,747.40

Low bid for determined combined total of all bid items.

Staff recommends award of \$4,505,117.03 to Producers Dairy, the lowest responsive, responsible bidder for all items.

Crystal Creamery, Inc. bid is deemed non-responsive. Special Condition, Article 7 Item C.1- Miscellaneous Bid Instructions requires all bid items to be bid in order to be responsive.

\$4,505,117.03