



# Fayette County Public Schools

## Executive Summary Fayette County Public Schools Board Meeting Agenda Item

**MEETING:** Regular

**DATE:** 8/28/2023

**TOPIC:** Award of Bids/Proposals

**PREPARED BY:** Matt Moore, Logistical Services & Purchasing

**Recommended Action on:** 8/28/2023

Action Item for Vote (REGULAR MEETING)

**Superintendent Prior Approval:** Yes

**Recommendation/Motion:** Approve the award recommendations for the listed bids, proposals and extensions

**Background/Rationale:** A summary of bids/proposals submitted Logistical Services/Purchasing for approval

**Strategic Priority:**

- Student Achievement     Diversity, Equity, Inclusion & Belonging
- Highly Effective & Culturally Responsive Workforce
- Stakeholder Engagement & Outreach     Organizational Health & Efficiency

**Data Considerations:** NA

**Policy:** KRS 45A.365, KRS 45A.370

**Fiscal Impact:** Included in attachment

**Attachments(s):** Award of Bids/Proposals

## AWARD OF BIDS/PROPOSALS

The following is a summary of bids/proposals submitted from the Purchasing Department for approval.

### BIDS/PROPOSALS

BID	MAILING ROSTER	DEPARTMENT	RESPONSE – NUMBER RECEIVED
1. Bid 38-23 Refuse Dumpster Service	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Grounds & Custodial Support	2
2. RFP 39-23 Promotional Apparel	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Logistical Services/ Purchasing	15
3. Bid 40-23 Construction Dumpster Services	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Grounds & Custodial Support	1
4. RFP 42-23 Heavy Truck Simulator	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Eastside Technical Center	3

CONTRACT EXTENSIONS	VENDOR	DEPARTMENT	YEAR OF CONTRACT RENEWAL
1. RFP 31-20 Library Books/Pre-bound Library Books/e-books	Mackin Educational Resources ABDO Publishing Company Follett School Solutions Cengage Learning Junior Library Guild Gumdrop Books Bound to Stay Bound Books OverDrive INc Capstone Perma-Bound Books	Technology	3

**AWARD OF BIDS/PROPOSALS**

**1. BID 38-23 – Refuse Dumpster Service**

**BACKGROUND AND RATIONALE:**

FCPS owns dumpsters located at all schools and administrative buildings. It is important to have a contract that allows a company to empty, clean and maintain the dumpsters. The bid is awarded to the lowest price per pick up. The bid includes the option to renew on an annual basis upon Board approval.

**Key to Markings**

**### - Recommended Award**

Bidder	Price per pick up
Republic Services	\$27.54
Rumpke of Kentucky Inc###	\$26.00

**Contract Period: September 1, 2023 through August 31, 2024 with optional annual renewal**

**PROPOSAL:**

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Refuse Dumpster Services	FY 2023 amount spent is \$390,000.00	001 1 853 0421	Recurring	Allows for timely removal of refuse from FCPS dumpsters.

**Funding Key:** 001- District Wide, 1 – General Fund, 853 – District Wide Financial Services, 0421 – Sanitation Services

**STAFF CONTACT:** Susan Holcomb, Grounds and Custodial Support

**POLICY REFERENCE:** KRS 45A.365

**RECOMMENDATION:** A motion is in order to:  
“Award the contract for one year with Rumpke of Kentucky Inc”.





**2. RFP 39-23 Promotional Apparel**

**BACKGROUND AND RATIONALE:**

This contract is for schools and departments to purchase promotional apparel such as t-shirts. This bid is necessary to ensure the best price for these items and to comply with the KY Model Procurement Code. The RFP was evaluated on cost, discount, variety of items and other items of added value to the district. It is recommended to award contracts to vendors that scored 400 or higher. The RFP includes the option to renew on an annual basis upon Board approval.

**Key to Markings**

**### - Recommended RFP Award (multiple award)**

**MBE Minority owned business**

**WBE Woman owned business**

<b>Vendor</b>	<b>Cost Score</b>	<b>Technical Score</b>	<b>Total Score</b>
Varsity Print ###	415	425	840
10th Planet ###	395	380	775
Hands On Originals ###	145	480	625
H2 Promotions Inc ###	235	375	610
<b>JAM Sports MBE ###</b>	100	450	550
<b>Francis Screen Printing MBE ###</b>	40	460	500
<b>CT Marketing Solutions WBE ###</b>	44	450	494
BSN Sports ###	53	415	468
Southeast Printing and Mail ###	38	425	463
Surge Promotions ###	70	375	445
Game One ###	45	395	440
NPACT Apparel ###	45	375	420
International Promotional Ideas	47	225	272
Bordova Innovations	40	225	265
Empire Printing	148	50	198

**Contract Period: September 1, 2023 – August 31, 2024 with option for annual renewal**

**PROPOSAL:**

<b>Item</b>	<b>Amount</b>	<b>Funding Source</b>	<b>Recurring/ Nonrecurring</b>	<b>Measurable Expected Impact and Timeline</b>
Apparel / Screen Printing	Last year's expenditure was approximately \$181,000.00	Schools and departments	Recurring	Immediate impact to enable FCPS to continue to purchase apparel/ screen printing as needed and at the best price to prevent a disruption in the educational process.

**Funding Key:** Schools and Departments

**STAFF CONTACTS:** Dan Sawyers, Director of Logistical Services/Purchasing

**POLICY REFERENCE:**

KRS 45A.370.

**RECOMMENDATION:**

A motion is in order to:

“Award contracts to Varsity Print, 10<sup>th</sup> Planet, Game One, Francis Screen Printing, Hands On Originals, JAM Sports, Southeast Printing and Mailing, CT Marketing Solutions, H2 Promotions Inc, NPACT Apparel, BSN Sports and Surge Promotions for one year.”



THE GENERAL TERMS AND CONDITIONS, THE RFP DOCUMENT, AND A SUCCESSFUL OFFEROR'S RESPONSE CONSTITUTE THE FINAL CONTRACT/AGREEMENT BETWEEN FCPS AND OFFEROR. NO CONTRACT/AGREEMENT TERMS REQUIRED BY BIDDER WILL BE CONSIDERED BY FCPS THAT ARE NOT SUBMITTED WITHIN THE RESPONSE. A SUCCESSFUL OFFEROR UNDERSTANDS AND ACCEPTS THIS AS ESSENTIAL TO THE AWARD OF THE RFP. A SUCCESSFUL OFFEROR WHO SUBMITS ANY SUBSEQUENT DOCUMENT FOR FCPS TO ACCEPT/SIGN UNDERSTANDS AND AGREES THAT THIS WILL NOT BE CONSIDERED OR ACCEPTED BY FCPS.

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**CERTIFICATE MUST BE EXECUTED BY OFFEROR/ PROPOSING FIRM**

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Contractor agrees to furnish and deliver all items/services set forth or otherwise identified in document and on any additional sheets subject to the terms and conditions herein.

**To be signed by offeror:**

Company Name Dexarco LLC dba Varsity Print  
Name Angela Howard Title Partner  
Signature Angela Howard

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent

\_\_\_\_\_  
Date



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**To be signed by offeror:**

Company Name HANDS ON ORIGINALS

Name DEREK WRIGHT Title ACCOUNT EXECUTIVE

Signature 

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Acceptance (to be signed if awarded contract)

**Board of Education of Fayette County Kentucky**

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Dr. Demetrus Liggins, Superintendent

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**To be signed by offeror:**

Company Name H2 PROMOTIONS INC

Name JEREMY M HELLARD Title PRESIDENT

Signature *Jeremy Hellard*

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**Acceptance (to be signed if awarded contract)**

**Board of Education of Fayette County Kentucky**

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Dr. Demetrus Liggins, Superintendent

\_\_\_\_\_  
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**To be signed by offeror:**

Company Name The 10<sup>th</sup> Planet, LLC  
Name Cliff Hellyer Title Owner  
Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

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Dr. Demetrus Liggins, Superintendent

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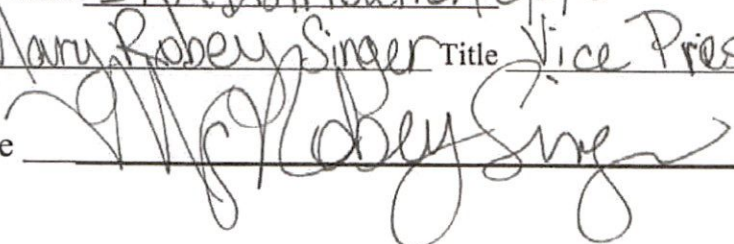
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**To be signed by offeror:**

Company Name JAM Distribution d/b/a JAM Sports  
Name Mary Robey Singer Title Vice President  
Signature 

**Acceptance (to be signed if awarded contract)**

**Board of Education of Fayette County Kentucky**

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent

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**To be signed by offeror:**

Company Name Francis Screen Printing

Name Kurt Francis Title Owner

Signature Kurt Francis

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**Acceptance (to be signed if awarded contract)**

**Board of Education of Fayette County Kentucky**

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent

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Date



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**To be signed by offeror:**

Company Name CT Marketing Solutions powered by Proforma

Name Lisa Coots Title Co-owner

Signature 

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**Acceptance (to be signed if awarded contract)**

**Board of Education of Fayette County Kentucky**

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent      \_\_\_\_\_  
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**To be signed by offeror:**

Company Name BSN Sports, LLC

Name Frank White Title Bid Specialist

Signature 

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Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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**To be signed by offeror:**

Company Name Southeast Mail Service, LLC  
Name Clark Nichols Title Bus. Development Mgr.  
Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent      06-28-2023  
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**To be signed by offeror:**

Company Name Surge Screen Printing & Embroidery

Name Matthew Browning Title Owner

Signature



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Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent

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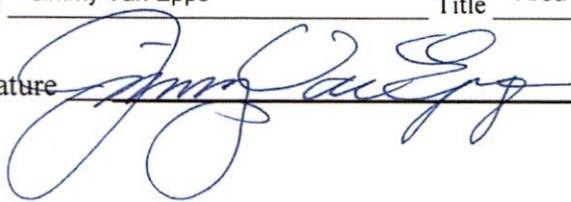
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**To be signed by offeror:**

Company Name Game One

Name Jimmy Van Epps Title Area VP of Sales

Signature  \_\_\_\_\_

**Acceptance (to be signed if awarded contract)**

**Board of Education of Fayette County Kentucky**

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent

\_\_\_\_\_  
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**To be signed by offeror:**

Company Name NPACT APPAREL

Name BRIAN WALTERS Title PRESIDENT/CEO

Signature 

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**Acceptance (to be signed if awarded contract)**

**Board of Education of Fayette County Kentucky**

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent

\_\_\_\_\_  
Date



**3. Bid 40-23 Construction Dumpster Services**

**BACKGROUND AND RATIONALE:**

This contract provides service to FCPS for construction dumpsters for the Division of Physical Support Services. Dumpsters are used daily for disposal of construction debris, auto parts from the bus garage and grounds maintenance debris, etc. Blaze Enterprises was the only response to the bid and is recommended for award.

**Key to Markings**  
**### - Recommended Bid Award**  
**WBE Woman owned business**

Bidder	Blaze Enterprises ### WBE
	Price
20 Cubic Yard per haul	\$615.00
35 estimated hauls	\$21,525.00
30 Cubic Yard per haul	\$645.00
15 estimated hauls	\$9,675.00
40 Cubic Yard per haul	\$675.00
95 estimated hauls	\$64,125.00
Total	\$95,325.00

**Contract Period: September 1, 2023 through August 31, 2024**

**PROPOSAL:**

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Construction Dumpster Services	FY 2023 amount spent is \$140,000.00	001 1 853 0421	Recurring	Will permit the District to continue operation without unacceptable disruption to the services required to support the educational process

**Funding Key:** 001- District Wide, 1 – General Fund, 853 – District Wide Financial Services, 0421 – Sanitation Services

**STAFF CONTACT:** Susan Holcomb, Grounds and Custodial Support

**POLICY REFERENCE:** KRS 45A.365

**RECOMMENDATION:** A motion is in order to:  
 "Award the contract for one year to Blaze Enterprises."





**4. RFP 42-23 Heavy Truck Simulator**

**BACKGROUND AND RATIONALE:**

Eastside Technical Center has a new program starting in the fall and is in need of a heavy truck simulator for the program. The simulator will allow students to train in driving large trucks and other vehicles. Due to the cost of the simulator an RFP was sent out to meet KY Model Procurement regulations. The RFP was evaluated by a three person committee on price, references and features of the simulator.

**Key to Markings  
### - Recommended RFP Award**

Vendor	Total Average Score
Advanced Training Systems LLC ###	675
L3 Technologies dba D.P. Associates	475
Doron Precision Systems	392

**Contract Period: One time purchase**

**PROPOSAL:**

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Truck Simulator	\$190,410 for 2 simulators	ESSER	Recurring	Immediate impact to enable Eastside to move forward with the new program.

**Funding Key:** ESSER

**STAFF CONTACTS:** Tracy Parks, Principal Eastside Technical Center

**POLICY REFERENCE:** KRS 45A.370.

**RECOMMENDATION:** A motion is in order to:  
"Award contract to Advanced Training Systems."

THE GENERAL TERMS AND CONDITIONS, THE RFP DOCUMENT, AND A SUCCESSFUL OFFEROR'S RESPONSE CONSTITUTE THE FINAL CONTRACT/AGREEMENT BETWEEN FCPS AND OFFEROR. NO CONTRACT/AGREEMENT TERMS REQUIRED BY BIDDER WILL BE CONSIDERED BY FCPS THAT ARE NOT SUBMITTED WITHIN THE RESPONSE. A SUCCESSFUL OFFEROR UNDERSTANDS AND ACCEPTS THIS AS ESSENTIAL TO THE AWARD OF THE RFP. A SUCCESSFUL OFFEROR WHO SUBMITS ANY SUBSEQUENT DOCUMENT FOR FCPS TO ACCEPT/SIGN UNDERSTANDS AND AGREES THAT THIS WILL NOT BE CONSIDERED OR ACCEPTED BY FCPS.

FOLLOWING THE SUBMISSION OF A RESPONSE AND THE AWARD OF THE RFP SHOULD A SUCCESSFUL OFFEROR TAKE THE POSITION THAT AN ADDITIONAL DOCUMENT WITH ADDITIONAL TERMS IS REQUIRED FOR A SUCCESSFUL OFFEROR TO COMPLY WITH TERMS OF THE RFP, THE RFP AWARD SHALL BE CONSIDERED VOID AND OFFEROR MAY BE DEBARRED FROM FUTURE WORK WITH FCPS.

**CERTIFICATE MUST BE EXECUTED BY OFFEROR/ PROPOSING FIRM**

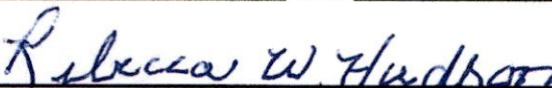
In compliance with this Request for Proposals (RFP), in consideration of the detailed description attached hereto and subject to all conditions thereof, the undersigned agrees, if this bid is accepted, to furnish any or all of the items and services upon which prices are quoted in accordance with the specifications listed herein.

Contractor agrees to furnish and deliver all items/services set forth or otherwise identified in document and on any additional sheets subject to the terms and conditions herein.

**To be signed by offeror:**

Company Name Advanced Training Systems LLC

Name Rebecca W Hudson Title Vice President

Signature 

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Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

\_\_\_\_\_  
Dr. Demetrus Liggins, Superintendent

\_\_\_\_\_  
Date



**APPROVAL FOR CONTRACT EXTENSIONS**

**1. RFP 31-20 Library Books/ Pre-bound Library Books/E-books**

**BACKGROUND AND RATIONALE:**

A large amount of funds are allocated to replace lost titles, as well as purchase new fiction and non-fiction titles. Library books and pre-bound library books are bid so school libraries may receive a discounted price in merchandise, database records, processing and shipping. An RFP was sent out in 2020 to establish an approved list of vendors. The RFP included the option to renew the contract on an annual basis upon Board approval for up to a total of 5 years. This would be the third renewal.

**Vendor**

- Follett School Solutions
- Junior Library Guild
- Mackin Educational Resources
- Gale Cengage Learning
- Bound to Stay Bound Books
- Capstone, Gumdrop Books
- OverDrive Inc
- ABDO Publishing Group
- Permabound Books

**Contract Term: October 1, 2023 through September 30, 2024**

**PROPOSAL:**

<b>Item</b>	<b>Amount</b>	<b>Funding Source</b>	<b>Recurring/ Nonrecurring</b>	<b>Measurable Expected Impact and Timeline</b>
Library Books	Last year's Expenditure was approximately \$400,000.00	Individual School Accounts; Title 1 Funding	Recurring	Contract to provide library books to school libraries to continue the educational process without interruption

**Funding Key:** Individual School Accounts

**STAFF CONTACT:** Amy Johns –Director of Technology

**POLICY REFERENCE:** KRS 45A.370

**RECOMMENDATION:** A motion is in order to:  
"Extend the current contract for an additional year with Follett School Solutions, Junior Library Guild, Mackin Educational Resources, Gale Cengage Learning, Bound to Stay Bound Books, Capstone, Gumdrop Books, Overdrive, ABDO Publishing Group and Permabound Books."