



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: Myron Thompson, Chief Operating Officer @ 381-4165

Recommended Action on: 9/25/2023

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 41-23 Janitorial Supplies Catalog Contract	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Grounds & Custodial Support	9
2. RFP 43-23 Athletic Supplies and Equipment Catalog Discount	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Logistical Services	9

CONTRACT EXTENSIONS	VENDOR	DEPARTMENT	YEAR OF CONTRACT RENEWAL
1. RFP 24-21 Motor Coach/ Charter Bus Services	Blue Grass Tours Inc Gold Shield VIP Coach Miller Transportation Taylor Motors Inc Wombles Transportation Martin Tours	Logistical Services	3

AWARD OF BIDS/PROPOSALS

1. Bid 41-23 Janitorial Supplies Catalog Contract

BACKGROUND AND RATIONALE:

This RFP is used to establish a multiple award janitorial supplies contract for Grounds and Custodial Support to use for ordering supplies for all district custodial staff. Proposals were evaluated and scored based on pricing on 79 different items ordered by the district, discount on other items available from the vendors, as well as other things such as references, delivery time and dedicated local sales representatives. After scoring all proposals the Grounds and Custodial Support staff decided to award the RFP to the top 5 scores to provide the best value to the district. Some of the vendors not in the top 5 have contracts with the Kentucky Purchasing Cooperative and can be used if needed. The RFP includes the option to renew on an annual basis upon Board approval.

Key to Markings

Recommended RFP Award
WBE – Woman Owned Business
KPC – KPC contract can be utilized
(Multiple award)

	Cost Discount	Cost Sample Pricing	Technical	Overall Total	
Kelson	50	225	500	775	###
Valley Janitor Supply	50	186	500	736	###
Hillyard-KY	50	185	500	735	###
Baumann Paper Company WBE	50	166	500	716	###
Kenway Distributors Inc	50	156	500	706	###
Norvex Supply WBE	50	148	500	698	KPC
Global Supply & Floor Equipment WBE	50	65	500	615	KPC
Atmosphere Supply	50	21	500	571	
State Industrial Products	50	14	500	564	

Contract Term: Beginning November 1, 2023 and ending October 31, 2024 with option for annual renewal.

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Janitorial Supplies	Last year's expenditure was approximately \$950,000.00	Schools and Departments	Recurring	Will provide Janitorial supplies for the district for the 2023-2024 year as well as fiscal compliance with bid laws

Funding Key: Schools and Departments

STAFF CONTACT: Steve Collins, Grounds and Custodial Support

POLICY REFERENCE: KRS 45A.370

RECOMMENDATION: A motion is in order to: "Award contracts to Kelsan, Valley Janitor Supply, Baumann Paper Company, Hillyard – KY and Kenway Distributors Inc."

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 Kelsan

Name Nikolas Hall Title Business Analyst

Signature 

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 Valley Janitor Supply

Name Jerry L. Gibson Title Account Executive

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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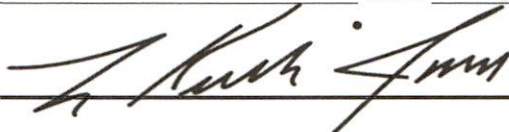
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To be signed by offeror:

Company Name Hillyard - KY

Name Keith Jones Title Regional Sales Manager

Signature 

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 Baumann Paper

Name Mart. Baumann Title CEO

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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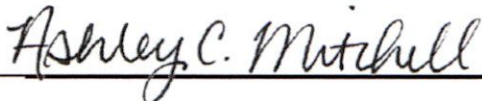
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To be signed by offeror:

Company Name Kenway Distributors, Inc.

Name Ashley C. Mitchell Title Executive Vice President

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

2. RFP 43-23 Athletic/Physical Education Equipment & Related Supplies – Catalog Contract

BACKGROUND AND RATIONALE:

Athletic/Physical Education Equipment & Related Supplies are selected and purchased at each school to support the athletic needs of the individual school. Equipment and supplies are bid in order for the schools to receive discount prices for merchandise and shipping and to comply with KRS 45A. Evaluation was based off of a sample price list of 25 popular items ordered by schools and the athletic department. Award recommendation is for the highest two scores with vendors with cooperative contracts available to utilize if needed.

Key to Markings

Recommended Award

MBE – Minority Owned Business

Omnia – Omnia contract can be utilized

**KPC – KPC contract can be utilized
(Multiple Award)**

Vendor	Cost Discount	Cost Sample Pricing	Technical	Overall Total	
JAM Sports MBE	50	275	500	825	###
Game One	50	245	500	795	###
BSN Sports	50	135	500	685	Omnia
School Specialty	50	125	500	675	KPC
Riddell/All American	50	70	500	620	KPC
Nasco Education	50	20	500	570	KPC
School Health	50	20	500	570	Omnia
MFAC LLC	50	0	500	550	
Wenger	50	0	500	550	Omnia

Contract Term: October 1, 2023 through September 30, 2024 with optional renewal

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Athletic/ Physical Education Equipment & Supplies	Last year's Expenditure was approximately \$200,000.00	Individual School Accounts	Recurring	Catalog Contract to provide athletic/ physical education equipment & supplies to FCPS schools

Funding Key: Individual School Accounts

STAFF CONTACT: Dan Sawyers, Director of Logistical Services/Purchasing

POLICY REFERENCE: KRS 45A.370

RECOMMENDATION: A motion is in order to:
"Award contracts for one year to Game One and JAM Sports."

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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

Date

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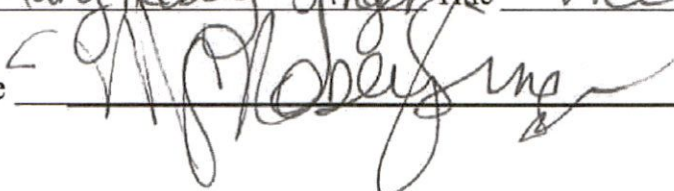
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To be signed by offeror:

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

Date

APPROVAL FOR CONTRACT EXTENSIONS

1. RFP 62-19 Motor Coach Charter Bus Services

BACKGROUND AND RATIONALE:

Schools use motor coach and charter bus services for travel for field trips. This RFP is used to create a list of approved vendors for these services. Proposals were evaluated and scored based on factors including pricing, references, experience, fleet size and policies and procedures. It is recommended to award the RFP to all vendors to allow enough options for schools for all field trips. The RFP includes the option to renew on an annual basis upon Board approval.

Vendor

Bluegrass Tours
Wombles Transportation
Taylor Motors Inc
Gold Shield VIP Coach Inc
Miller Transportation
Martin Tours

Contract Term: October 1, 2023 and ending September 30, 2024

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Motor Coach and Charter Bus Services	Over \$30,000	Individual School Accounts	Recurring	2023/2024 school year

Funding Key: Individual School Accounts

STAFF CONTACT: Dan Sawyers, Director of Logistical Services and Purchasing

POLICY REFERENCE: KRS 45A.370

RECOMMENDATION: A motion is in order to:
"Extend the current contract for an additional year with Blue Grass Tours, Wombles Transportation, Miller Transportation, Martin Tours, Gold Shield Transportation and Taylor Motors Inc."