



Fayette County Public Schools

Executive Summary Fayette County Public Schools Board Meeting Agenda Item

MEETING: Regular

DATE: 6/24/2024

TOPIC: Award of Bids/Proposals

PREPARED BY: Myron Thompson, Chief Operating Officer @ 381-4165

Recommended Action on: 7/22/2024

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. RFP 43-24 Books, Non-library	1. TSMSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Logistical Services and Purchasing	17

CONTRACT EXTENSIONS	VENDOR	DEPARTMENT	YEAR OF CONTRACT RENEWAL
1. RFP 30-23 Auxiliary Security Services	SMSMC LLC Greenes Investigations	Risk Management, Safety & Security	1
2. Bid 21-20 Smallware Products for Food Service	C Worth Superstore Norvex	Child Nutrition	4
3. Bid 23-20 Food Service Paper Products	Baumann Paper Co	Child Nutrition	4
4. Bid 16-21 Produce	Papania's Produce	Child Nutrition	3
5. Bid 46-22 Ala Carte Beverages and Grab N Go Breakfast Kits for School Cafeterias	Atlantic Foods Corporation	Child Nutrition	2
6. Bid 36-23 Dairy Products	New Dairy Opco LLC dba Borden Dairy	Child Nutrition	1
7. Bid 31-23 Fire Extinguisher and Hood Suppression System Services	Koorsen Fire & Security	Risk Management, Safety & Security	1

AWARD OF BIDS/PROPOSALS

1. RFP 34-23 – Books, Non-Library Catalog Discount

BACKGROUND AND RATIONALE:

This contract is for all schools and departments to utilize for the purchase of books that are not library books which require security and processing. The RFP is evaluated on the following criteria, catalog discount, number and types of books available to order, past experience with the district, availability of sales representatives and local store presence. Proposals receiving a score of 400 or higher are recommended for award. By awarding to multiple vendors, schools and departments have a choice on where to buy books and can check pricing to get the best value on books being purchased.

Key to Markings

- Recommended Award (Multiple Award)
WBE Women Business Enterprise
MBE Minority Business Enterprise

Vendor	Technical Score	Cost Score	Total Score
Barnes & Noble ###	500	225	725
Lehr Book ###	350	295	645
A to Z Books WBE ###	350	220	570
Perma-Bound Books ###	450	115	565
Follett Content Solutions ###	350	185	535
Textbook Warehouse ###	350	170	520
Mackin Educational Resources WBE ###	450	70	520
Lakeshore Learning ###	450	60	510
Ingram Library Services ###	350	120	470
Lectorum Publications MBE ###	250	220	470
Childrens Plus ###	350	90	440
Rainbow Book Company ###	350	90	440
Booksource ###	350	70	420
Superior Text WBE ##	350	70	420
Bound to Stay Bound Books ###	350	55	405
Just Right Reader WBE	250	50	300
Social Studies School Service	250	50	300

Contract Period: August 1, 2024 to July 31, 2025 with optional annual renewal

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Books Non-Library	Last year's expenditure	Individual FCPS	Recurring	Schools will have source(s) to obtain the above listed materials at discounted prices and allow the

	was over \$100,000.00	Schools and Departments		District to continue to operate with the services required to support the educational process.
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Funding Key: General Fund

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

POLICY REFERENCE: KRS 45A.365

RECOMMENDATION: A motion is in order to:
 "Award contracts to Barnes & Noble Booksellers Inc., Lehr Book,
 Follett Content Solutions, Superior Text, A to Z Books, Perma-Bound Books, Textbook
 Warehouse, Mackin Educational Resources, Lakeshore Learning, Childrens plus, Rainbow
 Book Company, Booksource and Bound to Stay Bound Books".

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 Barnes & Noble Booksellers, Inc.

Name Tracy Vidakovich Title Vice President Business Development

Signature *Tracy Vidakovich*

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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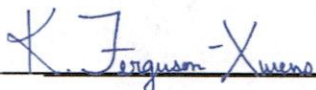
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To be signed by offeror:

Company Name Lakeshore Learning Materials, LLC

Name Kyle Ferguson-Owens Title Bid Analyst

Signature  June 10, 2024

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent Date _____

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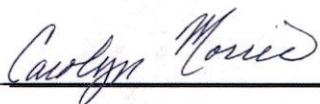
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To be signed by offeror:

Company Name Ingram Library Services LLC

Name Carolyn Morris Title Vice President

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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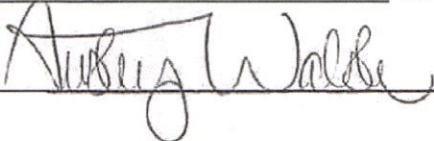
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To be signed by offeror:

Company Name Children's Plus, Inc.

Name Ansley Walsh Title Bid Specialist

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 GL group, Inc., dba Booksource

Name Jennifer Held Title Business Development Specialist

Signature Jennifer Held

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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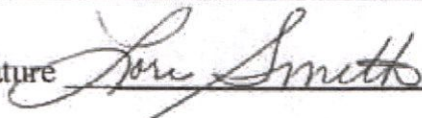
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To be signed by offeror:

Company Name BOUND TO STAY BOUND BOOKS, INC.

Name LORI SMITH Title VICE PRESIDENT/GENERAL 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 Superior Text, LLC.

Name Dennis L Saner Title Dual Education Coordinator/Bid Specialist

Signature *Dennis L Saner*

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 Mackin Educational Resources

Name Mesa Heise Title Director of Contracts & Digital Services

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 30-23 Auxiliary Security Services

BACKGROUND AND RATIONALE:

The Department of Risk Management and Safety sent out an RFP for security ambassadors to work the metal detectors for several schools last year. There were six responses to the evaluation. A committee of 4 staff evaluated and scored each response with the highest two scores being awarded the contract. The RFP had the option to renew the contract on an annual basis pending Board approval for up to five years. This would be the first renewal.

Vendor:

SBSMC
Greene's Investigations

Contract Period: August 1, 2024 to July 31, 2025

PROPOSAL:

Item	Amount	Funding Source	Recurring / Nonrecurring	Measurable Expected Impact and Timeline
Security Services	Year to date expenditure is approximately \$1,578,721.00	SAFE	Recurring	Immediate impact to enable FCPS to have workers at metal detectors at FCPS schools

Funding Key: SAFE

STAFF CONTACT: Jamaica Charters, Associate Director of Safety and Security

POLICY REFERENCE: KRS 45A.370

RECOMMENDATION: A motion is in order to
"Renew the contracts for one year to SBSMC for Bryan Station, Lafayette, The Learning Center, STEAM and Success Academy and Greene's Investigations for Tates Creek, Paul Laurence Dunbar, Frederick Douglass and Henry Clay.

2. Bid 21-20 Smallware Products for Food Service

BACKGROUND AND RATIONALE:

This bid is used by Food Service to purchase small wares that are used in the school cafeterias. The bid is awarded by line item based on the lowest price. The bid included the option to renew on an annual basis pending Board Approval. This would be the fourth renewal.

Vendor:

C-Worth Superstore
Norvex Supply (WBE)

Contract Period: August 1, 2024 through July 31, 2025

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Smallwares	Year to date expenditure is approximately \$43,433.00	Food Service Accounts	Recurring	Will provide small wares to school cafeterias for 2024/2025 school year

Funding key: Food Service Accounts

STAFF CONTACT: Gwen Medley, Child Nutrition

POLICY REFERENCE: KRS 45A.365

RECOMMENDATION: A motion is in order to:
"Extend the contract for a one-year period with C Worth Superstore and Norvex Supply."

3. Bid 23-20 Food Service Paper Products

BACKGROUND AND RATIONALE:

School Lunch Paper Supplies are used in the operation of the National School Lunch and Breakfast programs and are competitively bid. This bid is awarded to one vendor who provides the best value for all items in the bid. Baumann Paper was awarded the contract 2020. The bid included the option to renew on an annual basis pending Board Approval. This would be the fourth renewal.

Vendor:

Baumann Paper (WBE)

Contract Period: August 1, 2024 through July 31, 2025

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Paper Products	Year to date expenditure is approximately \$594,647.00	Food Service Accounts	Recurring	Will provide paper products to school cafeterias for 2024/2025 school year

Funding Key:

Food Service Accounts

STAFF CONTACT:

Gwen Medley, Child Nutrition Purchasing

POLICY REFERENCE:

KRS 45A.365

RECOMMENDATION:

A motion is in order to:

“Extend the contract for a one-year period with Baumann Paper.”

4. RFP 19-21 Produce

BACKGROUND AND RATIONALE:

This contract is used by Child Nutrition for purchasing fresh produce to be used daily in the school lunch program. An RFP was awarded three years ago with the option to renew on an annual basis. This would be the third renewal.

Vendor:

Papanias Produce

Contract Period: August 1, 2024 through July 31, 2025

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Produce	Year to date expenditure is approximately \$1,562,314	Food Service Accounts	Recurring	Will provide produce to school cafeterias for the 2024/2025 school year

Funding Key: Food Service Accounts

STAFF CONTACTS: Gwen Medley, Child Nutrition

POLICY REFERENCE: KRS 45A.370.

RECOMMENDATION: A motion is in order to:
"Extend the contract for a one-year period with Papanias Produce."

5. Bid 46-22 – Ala Carte Beverages and Grab N Go Breakfast Kits for School Cafeterias

BACKGROUND AND RATIONALE:

This bid is for providing beverages and Grab N Go breakfast kits that are sold by Child Nutrition in the ala carte lines at schools. This bid is awarded to the lowest overall price and includes the option to extend the contract on an annual basis for up to five years pending approval by the Board. This would be the second renewal.

Vendor:

Atlantic Foods Corporation

Contract Period: August 1, 2024 through July 31, 2025

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Ala Carte Beverages and Grab N Go Breakfast Kits	Year to date expenditure is approximately \$641,346.00	Food Service Accounts	Recurring	Will provide ala carte beverages and Grab N Go breakfast kits to school cafeterias for 2024/2025 school year

STAFF CONTACT:

Gwen Medley, Child Nutrition Purchasing

POLICY REFERENCE:

KRS 45A.365

RECOMMENDATION:

A motion is in order to:

“Extend the contract for one year with Atlantic Foods Corporation.”

6. Bid 36-23 Dairy Products

BACKGROUND AND RATIONALE:

Dairy Products are used in the operation of the National School Lunch Program and Breakfast Program and are competitively bid. A bid was sent out in 2023 with New Dairy Opco DBA Borden being awarded the contract. The bid included the option to extend the contract on an annual basis for up to five years pending approval by the Board. This would be the first renewal.

Vendor:

New Dairy Opco DBA Borden Dairy

Contract Period: August 1, 2024 and ending July 31, 2025

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Dairy Products	Year to date expenditure is approximately \$1,882,128.00	Food Service Accounts	Recurring	Will provide dairy products to school cafeterias for the 2024/2025 school year

Funding key: Food Service Accounts

STAFF CONTACT: Gwen Medley, Child Nutrition

POLICY REFERENCE: KRS 45A.365

RECOMMENDATION: A motion is in order to:
"Extend the contract for a one-year period with New Dairy Opco DBA Borden Dairy"

7. Bid 31-23 Fire Extinguishers and Hood Suppression System Services

BACKGROUND AND RATIONALE:

The Division of Risk Management is responsible for the state and federal mandates regarding safety regulations and insurance requirements for the protection and safety of FCPS employees, students and buildings. This bid is for servicing the fire extinguishers and hood suppression systems in the district. The bid is awarded to the lowest total price as determined by the unit pricing and estimated quantities to Koorsen Fire & Security last year. The bid included the option to extend the contract on an annual basis for up to five years pending approval by the Board. This would be the first renewal.

Vendor:

Koorsen Fire & Security

Contract Term: August 1, 2024 to July 31, 2025 with option to renew

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Fire extinguisher and hood suppression system services	This fiscal year's expenditure to date is approximately \$95,544.00	920 134 0433	Recurring	Immediate impact as mandated by state and federal regulations and for the protection and safety of FCPS employees, students and buildings

Funding Key:

922 – Physical Support Services, 1 – General Fund, 0349 – Other Professional Services MUNIS ORG Code 0011072

STAFF CONTACTS:

Jeff Harris, Risk Management and Safety

POLICY REFERENCE:

KRS 45A.365.

RECOMMENDATION:

A motion is in order to:
 “Extend the contract for a one-year period with Koorsen Fire and Security.”