



Fayette County Public Schools

Executive Summary Fayette County Public Schools Board Meeting Agenda Item

MEETING: Regular

DATE: 7/22/2024

TOPIC: Award of Bids/Proposals

PREPARED BY: Rodney Jackson, Executive Director of Financial Accounting & Benefits Services

Recommended Action on: 8/26/2024
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 through a competitive solicitation to the Purchasing Department for approval

Strategic Priority:

- Student Achievement
- Unity, Belonging & Student Efficacy
- Highly Effective, Culturally Responsive Workforce
- Outreach & Engagement
- Organizational Health & Effectiveness

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 44-24 Promotional Apparel	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Purchasing	34
2. Bid 45-24 Refuse Dumpster Service	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Grounds and Custodial Support	2

CONTRACT EXTENSIONS	VENDOR	DEPARTMENT	YEAR OF CONTRACT RENEWAL
1. RFP 31-20 Library Books/ Prebound Library Books	Follett School Solutions Cengage Learning Junior Library Guild ABDO Publishing Gumdrop Books Bound to Stay bound Books Overdrive Capstone Mackin Library Media Perma Bound Books	Technology	4
2. Bid 40-23 Construction Dumpster Service	Blaze Enterprises LLC	Grounds and Custodial Support	1
3. Bid 40-22 Food Products for Child Nutrition	Clem's Refrigerated Foods	Child Nutrition	2
4. Bid 17-21 Hydroponic Lettuce	KY Hydro Farm	Child Nutrition	3

AWARD OF BIDS/PROPOSALS

1. RFP 44-24 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 location to give preference to local vendors. It is recommended to award contracts to vendors that scored 300 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

Vendor	Cost Score	Technical Score	Total Score	
Hands On Originals	345	425	770	###
Custom Logoware	280	375	655	###
Cassity Sign Company	275	376	651	###
JAM Sports MBE	178	375	553	###
Perfect Choice Marketing	252	300	552	###
Varsity Print	177	375	552	###
H2 Promotions Inc	230	310	540	###
Ad-Venture Promotions WBE	149	376	525	###
Progressive Marketing	74	445	519	###
10th Planet	209	301	510	###
Cole's Screen Printing MBE	381	125	506	###
Big Bang Customs WBE	31	405	436	###
Francis Screen Printing MBE	31	395	426	###
CT Marketing Solutions WBE	30	375	405	###
Southeast Printing and Mail	30	375	405	###
Four15 MBE	26	375	401	###
BSN Sports	26	365	391	###
Logo Warehouse MWBE	114	275	389	###
Surge Promotions	46	300	346	###
A'Maysing Custom Designs MBE	31	300	331	###
Positive Promotions	25	250	275	
Lasting Impressions Inc WBE	48	205	253	
Educational Products Inc	25	185	210	
Champion Teamwear	25	165	190	
Impact Specialties & Promotions MWBE	48	125	173	
City Apparel WBE	31	130	161	
Concept Print WBE	6	155	161	
Replica Screen Printing WBE	6	150	156	
Smart Print Creations MBE	31	125	156	

VetFriends VBE	31	125	156
Promo Solutions WBE	30	125	155
Virtual One Branding WBE	25	126	151
Fyre Marketing	25	125	150
Seaside Companies WBE	25	125	150

Contract Period: September 1, 2024 – August 31, 2025 with option for annual renewal

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Apparel / Screen Printing	Last year's expenditure was approximately \$600,000.00	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: Matt Moore, Purchasing

POLICY REFERENCE: KRS 45A.370.

RECOMMENDATION: A motion is in order to:
 "Award contracts to Varsity Print, 10th Planet, Francis Screen Printing, Hands On Originals, JAM Sports, Southeast Printing and Mailing, CT Marketing Solutions, H2 Promotions Inc, BSN Sports, Custom Logoware, Cassity Sign Company, Perfect Choice Marketing, Ad-venture Promotions, Progressive Marketing, Cole's Screen Printing, Big Bang Customs, Four15, Logo Warehouse, A'Maysing Custom Designs 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

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 HANDS ON ORIGINALS

Name DEREK WRIGHT 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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To be signed by offeror:

Company Name Custom Logo Ware
Name Jesse Cayler Title Owner
Signature Jesse Cayler 7/5/24

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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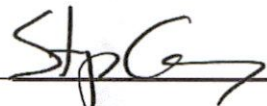
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To be signed by offeror:

Company Name Cassity Sign Company, Inc

Name Stephen Cassity 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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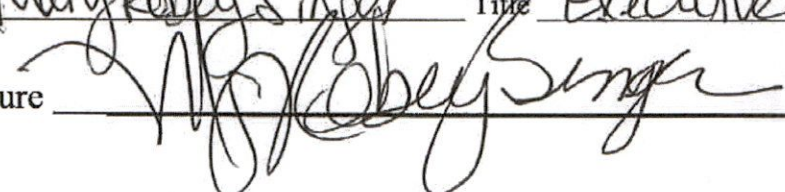
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To be signed by offeror:

Company Name JAM Distribution d/b/a JAM Sports
Name Mary Robey Singer Title Executive 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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To be signed by offeror:

Company Name Perfect Choice Marketing

Name Lon D Crum Jr Title Owner

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 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

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To be signed by offeror:

Company Name H2 PROMOTIONS INC

Name JEREMY M HELLARD Title PRESIDENT

Signature *Jeremy Hellard*

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 Ad-Venture Promotions

Name Cathy Stafford Title 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 Ja Pro Marketing, Inc. d/b/a Progressive Marketing

Name Seth Kelly Title Director of Operations

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 The 10th Planet

Name Cliff Hellyer Title Owner

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

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To be signed by offeror:

Company Name Cole's Screen Printing

Name Brian Cole Title Owner

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

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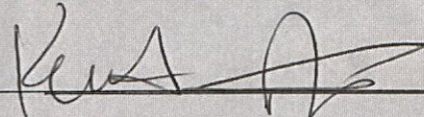
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To be signed by offeror:

Company Name Big Bang Customs

Name Kenitha Proctor Title 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 Bridgett Francis Title Co-owner
Signature Bridgett Francis

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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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 CT Marketing Solutions powered by Proforma

Name Lisa Coots Title Co-owner

Signature *Lisa Coots* Type text here _____

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 Business Development Mgr.

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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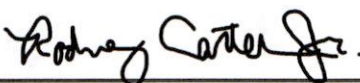
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To be signed by offeror:

Company Name 1027 Management, LL dba Four15

Name Rodney Carter Jr. Title Owner

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 BSN SPORTS

Name Eric Windell Title Sales Manager

Signature *Eric Windell*

Alicia James-Bid Specialist 

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 Surge Promotions

Name Casey McKean Title General Manager

Signature Casey McKean

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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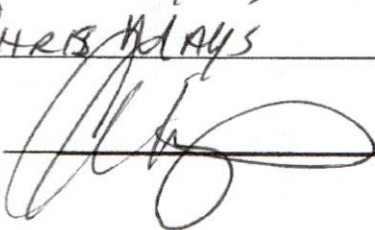
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To be signed by offeror:

Company Name AMAYSING CUSTOM DESIGNS
Name CHRIS MAYS Title OWNER / OPERATOR
Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

2. BID 45-24 – 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	\$25.97	###
Rumpke	\$27.00	

Contract Period: September 1, 2024 through August 31, 2025 with optional annual renewal

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Refuse Dumpster Services	FY 2024 amount spent is \$511,000.00	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: Angela Hermes, Grounds and Custodial Support

POLICY REFERENCE: KRS 45A.365

RECOMMENDATION: A motion is in order to:
 “Award the contract for one year with Republic Services”.

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 fourth 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, 2024 through September 30, 2025

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
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.”

2. 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 awarded the contract last year. The bid 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 first renewal.

Vendor

Blaze Enterprises **WBE**

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

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Construction Dumpster Services	FY 2024 amount spent is \$89,000.00	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: Angela Hermes, Grounds and Custodial Support

POLICY REFERENCE: KRS 45A.365

RECOMMENDATION: A motion is in order to:
“Extend the current contract for an additional year with Blaze Enterprises.”

3. Bid 40-22 Food Products for Child Nutrition

BACKGROUND AND RATIONALE:

Food Service has used the HPS School Food Purchasing Program bid through GFS to insure they receive the best pricing for the products they serve. This bid is for specific items that are not available through the HPS bid. 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:

Clem's Refrigerated Foods

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

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Food Products	Year to date expenditure is approximately \$3,400,000.00	Food Service Accounts	Recurring	Will provide food products 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 Clem's Refrigerated Foods."

4. RFP 17-21 Hydroponic Lettuce

BACKGROUND AND RATIONALE:

This contract is used by Child Nutrition for purchasing fresh/local Hydroponic Lettuce for the high school cafeterias for their salad bars. This was sent out in 2021 and KY Hydro Farm was the only response. The contract has the option to be renewed on an annual basis pending Board approval for up to five years. This would be the third renewal.

Vendors:

KY Hydro Farm LLC (WBE)

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

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Hydroponic Lettuce	FY to date amount is approximately \$6,000.00	0630	Recurring	Will provide hydroponic lettuce to school cafeterias for the 2024/2025 school year

Funding Key: Food Service Accounts

STAFF CONTACTS: Gwen Medley, Child Nutrition Purchasing

POLICY REFERENCE: KRS 45A.370.

RECOMMENDATION: A motion is in order to:
"Extend the contract for one year with KY Hydro Farm."