



# Fayette County Public Schools

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

**MEETING:** Regular

**DATE:** 9/22/2025

**TOPIC:** Award of Bids/Proposals

**PREPARED BY:** Rodney Jackson, Exec. Dir. Financial Accounting & Benefits Services  
Myron Thompson, Chief Operating Officer

**Recommended Action on:** 9/22/25  
Consent 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 and extensions submitted from the Purchasing Department for approval.

#### **BIDS/PROPOSALS**

<b>BID</b>	<b>MAILING ROSTER</b>	<b>DEPARTMENT</b>	<b>RESPONSE – NUMBER RECEIVED</b>
1. RFP 55-25 Library Books Pre-bound Library Books e-Books	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Bidnet	Technology	11
2. RFP 56-25 Athletic Supplies and Equipment Catalog Discount	1. TSMSSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Bidnet	Purchasing	9

<b>BID/RFP CONTRACT EXTENSIONS</b>	<b>VENDOR</b>	<b>DEPARTMENT</b>	<b>YEAR OF CONTRACT RENEWAL</b>
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	Purchasing	4
2. Bid 17-21 Hydroponic Lettuce	KY Hydro Farm	Child Nutrition	4
3. RFP 49-24 Nurse Coverage for Field Trips	Consolidated Medical Staffing RCM Healthcare Access Healthcare NR Inc	Risk Management, Health and Safety	1
4. RFP 54-22 Furniture, Installation and Related Services	KPC Architectural Products JW Associates	Logistical Services	3

	School Outfitters Lakeshore Learning		
5. RFP 02-23 Graphic Design, Communication, Marketing and Special Event	Impressions Marketing and Events Fieldtrip LLC	Office of Public Engagement	3
6. RFP 28-21 Science Equipment and Supplies Catalog	Carolina Biological Fisher Scientific School Specialty Sargent Welch Ward's Science	Purchasing	4



## **AWARD OF BIDS/PROPOSALS**

### **1. RFP 55-25 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, pre-bound library books are bid so school libraries may receive a discounted price in merchandise, database records, processing and shipping. E-books have been added to the RFP for libraries to have access to them too. Proposals were evaluated and scored based on availability of books, if there was a dedicated sales representative, references, processing for the libraries and the discounts offered with the recommendation to award to multiple vendors to give school libraries multiple options. The RFP has the option to renew on an annual basis upon Board approval.

**Key to Markings**  
**### - RFP Award (multiple award)**  
**WBE Woman Owned Business**  
**MBE Minority Owned Business**

	Discount/Pricing	Technical	Total
Mackin WBE ###	500	500	1000
Follett Content Solutions ###	500	475	975
Gumdrop ###	500	425	925
Perma-Bound ###	450	425	875
Lehr Books* ###	500	325	825
Lectorum MBE ###	375	325	700
Bound to Stay Bound ###	300	375	675
Reading Warehouse ###	300	375	675
Junior Library Guild ###	225	425	650
Overdrive* ###	225	325	550
Barnes and Noble**	225	300	525

\* award ebooks only

\*\*does not meet RFP specifications, no processing on Library books

**Contract Term: October 1, 2025 through September 30, 2026 with optional annual renewal pending Board approval**

#### **PROPOSAL:**

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Library Books	Last year's Expenditure was approximately \$470,000.00	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:

"Award the contracts to Follett Content Solutions, Junior Library Guild, Mackin Educational Resources, Bound to Stay Bound Books, Gumdrop Books, Lectorum, Reading Warehouse, Overdrive, Lehr Books and Perma-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.**

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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 Mackin Educational Resources

Name Kay M. Heise 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

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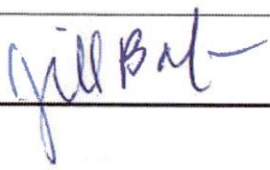
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**To be signed by offeror:**

Company Name Follett Content Solutions, LLC

Name Jill Bab Title SVP Content 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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**To be signed by offeror:**

Company Name Central Programs Inc. d/b/a Gumdrop Books

Name Marcia Meek Title Bid Coordinator

Signature Marcia Meek

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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 Hertzberg-New Method, Inc. d/b/a Perma-Bound Books

Name Rebekah Straka Title Bid Coordinator

Signature Rebekah Straka

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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 LehrBook LLC

Name Dennis Saner Title Bid and Opportunity Analyst

Signature Dennis Saner

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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 Lectorum Publications, Inc.

Name Alex Correa Title President & 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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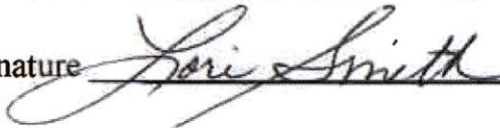
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**To be signed by offeror:**

Company Name Bound to Stay Bound Books, Inc.

Name Lori Smith Title Vice President & General Manager

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 The Reading Warehouse Inc

Name Jessica Maggay Title Bid Coordinator

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 MT Library Services Inc. dba Junior Library Guild

Name Angela Christianson Title Bid Coordinator

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 OverDrive, Inc.

Name	Erica Lazzaro	Title	Executive Vice President & General Counsel
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DocuSigned by:  
*Erica Lazzaro*  
Signature

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

**Board of Education of Fayette County Kentucky**

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Dr. Demetrus Liggins, Superintendent
Date



## 2. RFP 56-25 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. The RFP was evaluated and scored based on availability and variety of items, local presence and dedicated sales representatives, shipping time, references, discount provided and a sample price sheet of 20 items that are frequently purchased by schools and the district athletic department. After scoring all responses the recommendation is to award to the top three scores which all scored over 700 out of a possible 1000 points to give multiple options. The three recommended vendors provided the most items available to order and the best pricing on sample prices sheet included in the response. The RFP has the option to renew on an annual basis upon Board approval.

**Key to Markings**  
**### - RFP Award (multiple award)**  
**WBE Woman Owned Business**  
**MBE Minority Owned Business**

Vendor	Cost Sample Pricing	Technical	Overall Total
JAM Sports MBE ###	305	500	805
Game One ###	275	500	775
BSN Sports ###	230	500	730
Southern Park & Play	185	500	685
Gopher Sport	165	500	665
School Specialty	115	500	615
School Health	115	500	615
Schutt Sports	80	500	580
Riddell/All American	60	500	560

**Contract Term: October 1, 2025 through September 30, 2026 with optional annual renewal pending Board approval**

### **PROPOSAL:**

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Athletic/ Physical Education Equipment & Supplies	Last year's Expenditure was approximately \$250,000.00	Individual School Accounts	Recurring	Catalog Discount Contract to provide athletic/ physical education equipment & supplies to FCPS schools

**FUNDING KEY:** Individual School Accounts

**STAFF CONTACT:** Matt Moore, Purchasing



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

**RECOMMENDATION:** A motion is in order to:  
"Award the contracts to Jam Sports, Game One and BSN Sports."

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To be signed by offeror:

Company Name

Name

Title

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 GAME ONE

Name TIM HUNTSINGER Title BID MANAGER

Signature TIM HUNTSINGER

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

**Board of Education of Fayette County Kentucky**

Dr. Demetrus Liggins, Superintendent

Date

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 BSN Sports LLC

Name Craig Mostaffa Title Senior Bid Specialist

Signature Craig Mostaffa

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 was awarded to all vendors to allow enough options for schools for all field trips. The RFP included the option to renew on an annual basis upon Board approval. This would be the final renewal.

#### **Vendor**

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

**Contract Term: October 1, 2025 and ending September 30, 2026**

#### **PROPOSAL:**

<b>Item</b>	<b>Amount</b>	<b>Funding Source</b>	<b>Recurring/ Nonrecurring</b>	<b>Measurable Expected Impact and Timeline</b>
Motor Coach and Charter Bus Services	Last year's Expenditure was approximately \$768,000.00	Individual School Accounts	Recurring	2025/2026 school year

**FUNDING KEY:** Individual School Accounts

**STAFF CONTACT:** Matt Moore, Procurement Specialist

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

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

## 2. 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 final renewal.

### **Vendors:**

KY Hydro Farm LLC (WBE)

**Contract Period: August 1, 2025 through July 31, 2026**

### **PROPOSAL:**

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Hydroponic Lettuce	FY to date amount is approximately \$8,700.00	0630	Recurring	Will provide hydroponic lettuce to school cafeterias for the 2025/2026 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."



### 3. RFP 49-24 – Nursing Services for Field Trips

#### **BACKGROUND AND RATIONALE:**

Nurses are needed for school field trips and an RFP was solicited last year to establish a contract(s) for these services. Due to the volume of nurses needed for field trips it was awarded to multiple vendors. The RFP included the option to renew on an annual basis upon Board approval. This would be the first renewal.

#### **Vendor**

Consolidated Medical Staffing  
RCM Healthcare  
Access Healthcare  
NR Inc

**Contract Term: November 1, 2025 through October 31, 2026**

#### **PROPOSAL:**

Item	Amount (estimated)	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Nursing Services for Field Trips	Last year's Expenditure was approximately \$13,400.00	General Fund	Recurring	Statutory Requirement

**FUNDING KEY:** 922 – Physical Support Services, 1 – General Fund,  
0850 – Other Professional Services                      MUNIS ORG Code 0011072

**STAFF CONTACT:**                      Debbie Boian, Health and Wellness

**POLICY REFERENCE:**                      03.111, 03.211, 03.13251, 03.23251

**RECOMMENDATION:**                      A motion is in order to:  
"Extend the contract for one year with Consolidated Medical  
Staffing, RCM Healthcare, Access Healthcare and NR Inc."

#### 4. RFP 54-22 Furniture, Installation and Related Services

##### **BACKGROUND AND RATIONALE:**

Furniture is purchased by individual departments and schools and also by Logistical Services for offices, new schools and renovations. This RFP is used to establish a list of approved vendors that can be utilized for these purchases. Evaluation was based off of a discount off of manufacturer list pricing, cost of the furniture as well as information about the vendor such as location, number of manufacturers available in their catalog, local sales representatives, installation processes, experience working with school districts and the types of furniture offered. The RFP was awarded to the top scores. The RFP includes the option to renew on an annual basis upon Board approval. This would be the third renewal.

##### **Vendors**

KPC Architectural Products **WBE**  
JW Associates  
School Outfitters  
Lakeshore Learning Materials

**Contract Term: November 1, 2025 through October 31, 2026**

##### **PROPOSAL:**

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Furniture, Installation and Related Services	Last year's Expenditure was approximately \$2,370,000.00	Individual School Accounts	Recurring	Discount off list price contract to provide furniture, installation and related services to FCPS schools and departments

##### **FUNDING KEY:**

Individual School Accounts

##### **STAFF CONTACT:**

Dan Sawyers, Director of Logistical Services

##### **POLICY REFERENCE:**

KRS 45A.370

##### **RECOMMENDATION:**

A motion is in order to:  
"Extend the contract for one year with KPC Architectural Products, JW Associates, School Outfitters, and Lakeshore Learning Materials



## 5. RFP 02-23 Graphic Design, Communication, Marketing and Special Event Support

### **BACKGROUND AND RATIONALE:**

This RFP is for Graphic Design, Communication, Marketing, and Special Event support to supplement and augment the work of the Office of Public Engagement as needed. This RFP was awarded to multiple vendors that offer graphic design, marketing, and communication support with which we could partner on a variety of projects, and proposals from vendors specifically interested in supporting an intensive community campaign on early childhood education. The RFP was evaluated based on experience, qualifications, abilities, implementation strategy, availability to complete work, work samples, cost and references. The RFP included the option to renew on an annual basis pending Board Approval. This would be the third renewal.

### **Vendor**

Impressions Marketing and Events  
Field Trip

**Contract Period: July 1, 2025 through June 30, 2026**

### **PROPOSAL:**

<b>Item</b>	<b>Amount</b>	<b>Funding Source</b>	<b>Recurring/ Nonrecurring</b>	<b>Measurable Expected Impact and Timeline</b>
Graphic Design, Communication, Marketing and Special Event Support	Last year's Expenditure was approximately \$248,000.00	Office of Public Engagement	Recurring	Will provide graphic design and marketing services for the district for the 2025/2026 school year

### **STAFF CONTACT:**

Miranda Scully, Executive Director of Public Engagement

### **POLICY REFERENCE:**

KRS 45A.370

### **RECOMMENDATION:**

A motion is in order to:  
"Extend the contract for one year with Impressions Marketing and Events and Field Trip"

## **6. RFP 28-21 Science Equipment – Materials - Supplies Catalog Contract**

### **BACKGROUND AND RATIONALE:**

This RFP provides a multiple award catalog contract used to purchase science equipment, materials and supplies for the district. The RFP included a sample price list of some of the most popular items ordered for science and was evaluated on the pricing for these items along with the general discount offered, experience, shipping time and the number of items available from the vendors. The contract gives the option to renew for an additional year for up to 5 years upon Board approval. This would be the third renewal.

### **Vendor:**

Fisher Scientific Company  
School Specialty  
VWR International (Wards, Sargent Welch)  
Carolina Biological

**Contract Period: Beginning January 1, 2025 and ending December 31, 2025**

### **PROPOSAL:**

<b>Item</b>	<b>Amount</b>	<b>Funding Source</b>	<b>Recurring/ Nonrecurring</b>	<b>Measurable Expected Impact and Timeline</b>
Science Equipment/ Materials/ Supplies	Last year's expenditure was approximately \$62,000.00	Schools and departments	Recurring	Immediate contract to provide Science equipment/ materials/supplies for all schools K-12.

### **FUNDING KEY:**

Schools and Departments

### **STAFF CONTACT:**

Matt Moore, Purchasing

### **POLICY REFERENCE:**

KRS 45A.370

### **RECOMMENDATION:**

A motion is in order to:  
"Extend the contract for one year with Fisher Scientific Company, School Specialty, VWR International and Carolina Biological Supply Co."