



Fayette County Public Schools

Executive Summary Fayette County Public Schools Board Meeting Agenda Item

MEETING: Regular

DATE: 12/18/2025

TOPIC: Award of Bids/Proposals

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

Recommended Action on: 12/18/25
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

BID	MAILING ROSTER	DEPARTMENT	RESPONSE – NUMBER RECEIVED
1. RFP 62-25 Snow Removal Services	1. TMSMDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Bidnet	Grounds and Custodial Support	5
2. RFP 71-25 Water Softener Service for Child Nutrition	1. TMSMDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Bidnet	Child Nutrition	1

BID/RFP CONTRACT EXTENSIONS	VENDOR	DEPARTMENT	YEAR OF CONTRACT RENEWAL
1. RFP 62-23 Band and Orchestra Instruments	Music & Arts Old Town Violins Willis Music Hurst Music Washington Music Sales Center Doo Wop Shop	Fine Arts	2

AWARD OF BIDS/PROPOSALS

1. RFP 62-25 Snow Removal Services

BACKGROUND AND RATIONALE:

This RFP is used to establish an approved vendor for the Grounds and Custodial Department to use for snow removal services at locations they are unable to support. The RFP is evaluated on pricing, company background, qualifications, proposed schedule, references and experience. Grounds and Custodial Support is recommending to award the contract to APHIX LLC as the primary who scored the highest and had the best pricing. Green Solutions Landcare is suggested to be awarded as the secondary award but will only be used if APHIX cannot fulfill their duties. The RFP includes the option to renew the contract for additional one-year periods upon Board approval up to a total of five years.

Key to Markings
####A - RFP Award Primary
####B - RFP Award Secondary
VBE -Veteran Owned Business

	Technical	Cost	Total
APHIX LLC ####A	460	475	935
Green Solutions Landcare VBE ####B	440	400	840
Diamond Landscapes	390	300	690
Klausing Group	430	200	630
Capital City Services	160	100	260

Contract Period: January 1, 2026 to December 30, 2026 with optional annual renewal

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Snow Removal Services	Last fiscal year's expenditure was approximately \$16,625.00	9201088/0424/PBA	Recurring	Will provide snow removal services at specific locations throughout the district.

STAFF CONTACT: Carlos Cooper, Grounds and Custodial Support

POLICY REFERENCE: KRS 45A.370

RECOMMENDATION: A motion is in order to:
"Award the contract for one year with APHIX LLC and Green Solutions Landcare"

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 APHIX, LLC

Name Alex Hill Title Account Manager

Signature Thomas A. Hill

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

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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 **Green Solutions Landcare**

Name Kevin Sharp Title Owner

Signature Dan W. Jyp

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date _____

2. Bid 71-25 Water Softener Service for Chil Nutrition

BACKGROUND AND RATIONALE:

This bid is used to establish a contractor for the Child Nutrition department to add salt to water softeners at 38 schools throughout the district. The bid is awarded to the lowest overall annual price. It is recommended to award the contract to Bluegrass Water Treatments who was the only bidder. The bid includes the option to renew the contract for additional one-year periods upon Board approval up to a total of five years.

Key to Markings
- Bid Award
VBE – Veteran Owned Business

	Bluegrass Water Treatments VBE ###
Unit price per school	\$92.10
Total Monthly Price for 38 schools	\$3,500.00
Annual Price for 10 months of Water Softener Service for 38 schools	\$35,000.00

Contract Period: January 1, 2026 to December 31, 2026 with optional annual renewal

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Water Softener Service	\$35,000.00	Child Nutrition	Recurring	Will provide a contractor to add salt to water softeners at 38 schools.

STAFF CONTACT: Rogie Hale, Child Nutrition Maintenance

POLICY REFERENCE: KRS 45A.365

RECOMMENDATION: A motion is in order to:
"Award the contract for one year with Bluegrass Water Treatments"

THE GENERAL TERMS AND CONDITIONS, THE BID DOCUMENT, AND A SUCCESSFUL BIDDER'S RESPONSE CONSTITUTE THE FINAL CONTRACT/AGREEMENT BETWEEN FCPS AND BIDDER. NO CONTRACT/AGREEMENT TERMS REQUIRED BY BIDDER WILL BE CONSIDERED BY FCPS THAT ARE NOT SUBMITTED WITHIN THE RESPONSE. A SUCCESSFUL BIDDER UNDERSTANDS AND ACCEPTS THIS AS ESSENTIAL TO THE AWARD OF THE BID. A SUCCESSFUL BIDDER 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 BID SHOULD A SUCCESSFUL BIDDER TAKE THE POSITION THAT AN ADDITIONAL DOCUMENT WITH ADDITIONAL TERMS IS REQUIRED FOR A SUCCESSFUL BIDDER TO COMPLY WITH TERMS OF THE BID, THE BID AWARD SHALL BE CONSIDERED VOID AND BIDDER MAY BE DEBARRED FROM FUTURE WORK WITH FCPS.

CERTIFICATE MUST BE EXECUTED BY BIDDER/ PROPOSING FIRM

In compliance with this Invitation for Bid, 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.

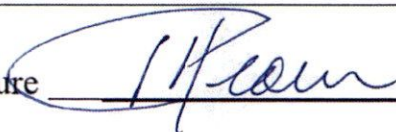
Contractor agrees to furnish and deliver all items/services set forth or otherwise identified in document and on any additional sheets subject to the terms and conditions herein.

To be signed by bidder:

Company Name Bluegrass Water Treatments

Name Jeff Pearce Title Owner

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 62-23 Band and Orchestra Instruments Catalog – Store Shelf Discount

BACKGROUND AND RATIONALE:

This RFP provides a multiple award catalog contract used to purchase music instruments and supplies for the district. Evaluation was based off of a sample price list of popular band and orchestra instruments ordered by schools as well as information about the vendor such as location, number of items available in their catalog, sales representatives, location, experience and the types of items offered. The contract gives the option to renew for an additional year for up to 5 years upon Board approval. This would be the second renewal.

Vendor:

Hurst Music **WBE**

Guitar Center dba Music & Arts

Willis Music

Washington Music Center

Doo Wop Shop

Old Town Violins

Contract Period: February 1, 2026 and ending January 31, 2027

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Band and Orchestra Instruments/ Supplies	Last fiscal year's expenditure was approximately \$690,148.00	Schools and departments	Recurring	Immediate impact to provide Music Equipment /supplies for all schools K-12

Funding key: Schools and Departments

STAFF CONTACT: Katherine Lowther, Director Fine Arts

POLICY REFERENCE: KRS 45A.370

RECOMMENDATION: A motion is in order to:
"Extend the contract for one year with Doo Wop Shop, Hurst Music, Willis Music, Guitar Center dba Music & Arts, Washington Music Center and Old Town Violins."