



**NEW HAVEN PUBLIC SCHOOLS**

Gail Sharry, Executive Director  
NHPS Food Service  
P: (475) 220-1610  
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To: New Haven Board of Education Finance and Operations Committee  
From: Thomas Lamb, Chief Operating Officer  
Gail Sharry, Executive Director  
Michael Gormany, City Budget Director  
Date: Tuesday, May 24, 2022  
Re: Fiscal year 2022-23, Award of Contract for NHPS Food Service for Direct Commodity Purchase

**Executive Summary:** Approval is requested for an award of contract(s) under RFP# 2022-04-1440 for the purchase of **direct commodity purchase** for fiscal year 2022-23 for NHPS Food Service.

Vendor Number	Vendor Name	Vendor Address	City, State, Zip	Award Amount not to Exceed	Minority or Women Owned Small Business?	Renewal or Award of Contract/Agreement
51464	ES Foods	20 Crossways Park North	Woodbury, NY 11797	90,000		Award

**Contract or Agreement #:** TBD

**Funding Source & Account #:** 25215200-55587

**Key Questions:** (Please have someone ready to discuss the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education):

1. **What specific service will the contractor provide:**
  - a. **The vendor(s) will provide direct commodities based on the USDA program. NHPS-Food Service utilizes this program to receive USDA pricing on food product directly from the distributor. With this program, quantities are limited.**
2. **How was the contractor selected? Quotes? RFP? Sealed Bid or Sole Source? Please describe the selection process including other sources considered and the rationale for selecting this method of selection:**
  - a. **The vendor was selected via a request for proposal (RFP) process, based on the award criteria set forth in the solicitation.**
3. **If this is a renewal with a current vendor, has the vendor’s performance been satisfactory under the existing contract or agreement?**
  - a. **This is not applicable as this is a new award.**



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4. **If this Contract/Agreement is a Renewal has cost increased? If yes, by how much?**
  - a. **This is not applicable as this is a new award.**
  
5. **If this Contractor is New has cost for service increased from previous years? If yes, by how much?**
  - a. **Vendor(s) are evaluated throughout the school year based on product sensory (food evaluation) delivery expectations, customers service, and other criteria set at the beginning of the school year.**
  - b. **Food cost has increased from an overall pricing standpoint, especially due to the pandemic.**
  - c. **The contractor(s) have been used in prior years with no issues.**
  
6. **Is this a service existing staff could provide? Why or why not?**
  - a. **No.**

**Contract Number** 2022-04-1440  
**Contract Name** Direct Commodity Purchase  
**Contract Period** July 01, 2022 to June 30, 2023  
**Contractor** ES Foods  
**Award Amount** \$90,000.00

Category	Item No	Bid Specification	Item Specification	Unit of Measure	Unit of measure Pack Size (Preferred)	Commodity Bid Price	Commodity Case Packing Size	Commodity Per Case Price	Commodity Product Code (What will appear on Invoice)	Commercial Bid Price	Commercial Case Packing Size	Commercial Per Case Price	Commercial Product Code (What Will Appear on Invoice)	Vendor Notes or Comments
Frozen Grain/Cheese	#5-4	Breakfast Bowtie, Bulk, Scrambled Egg & Cheees	Bulk, Scrambled Egg & Cheese Breakfast Bowtie, 2 M/MA & 2G, ES Foods 25341or equal	Portion	Portion (2 oz. m/ma)	\$0.5468	160/2 oz	\$87.4800	25341	\$0.6011	160/2 oz	\$96.1700	25341	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Grain/Cheese	#5-5	Breakfast Bowtie, Scrambled Egg & Cheees, IW	IW, Scrambled Egg & Cheese Breakfast Bowtie, 2 M/MA & 2G, ES Foods 25342or equal	Portion	Portion (2 oz. m/ma)	\$0.5768	160/2 oz	\$92.2800	25342	\$0.6311	160/2 oz	\$100.9700	25342	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Grain/Cheese	#5-6	Sandwich, Stuffed Pinwheel, WG Reduced Fat Turkey Pepperoni Pizza, IW	Stuffed Sandwich Pinwheel,IW, WG, Reduced Fat turkey Pepperoni Pizza, 2 oz grain, 2 M/MA, ES Foods 25414 or equal	Portion	Portion (2 oz. m/ma)	\$0.7630	96/4.3 oz	\$73.2500	25414	\$0.9123	96/4.3 oz	\$87.5800	25414	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Grain/Cheese	#5-7	Sandwich, Stuffed Pinwheel, WG Turkey Pepperoni Pizza, Bulk	Stuffed Sandwich Pinwheel, BULK, WG, Reduced Fat turkey Pepperoni Pizza, 2 oz grain, 2 M/MA, ES Foods 25404 or equal	Portion	Portion (2 oz. m/ma)	\$0.7166	96/4.3 oz	\$68.7900	25404	\$0.8658	96/4.3 oz	\$83.1200	25404	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30

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Frozen Grain/Cheese	#5-8	Sandwich, Stuffed Pinwheel , WG Philly Cheese Steak, IW	Stuffed Sandwich Pinwheel, IW, WG, Philly Cheese Steak, 2 oz grain, 2 M/MA, ES Foods 25415 or equal	Portion	Portion (2 oz. m/ma)	\$0.8093	96/4.0 oz	\$77.6900	25415	\$0.9528	96/4.0 oz	\$91.4700	25415	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Grain/Cheese	#5-9	Sandwich, Stuffed Pinwheel , WG Philly Cheese Steak, Bulk	Stuffed Sandwich Pinwheel, BULK, WG, Philly Cheese Steak, 2 oz grain, 2 M/MA, ES Foods 25405 or equal	Portion	Portion (2 oz. m/ma)	\$0.7628	96/4.0 oz	\$73.2300	25405	\$0.9064	96/4.0 oz	\$87.0100	25405	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Grain/Cheese	#5-10	Sandwich, Stuffed Pinwheel , WG Vegetable, IW	Stuffed Sandwich Pinwheel, IW, WG, Vegetable, 2 oz grain, 2 M/MA, ES FOODS 25417 or equal	Portion	Portion (2 oz. m/ma)	\$0.7267	96/4.56 oz	\$69.7600	25417	\$0.8931	96/4.56 oz	\$85.7400	25417	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Grain/Cheese	#5-11	Sandwich, Stuffed Pinwheel , WG Vegetable, Bulk	Stuffed Sandwich Pinwheel, BULK, WG, Vegetable 2 oz grain, 2 M/MA, ES FOODS 25407 or equal	Portion	Portion (2 oz. m/ma)	\$0.6811	96/4.56 oz	\$65.3900	25407	\$0.8476	96/4.56 oz	\$81.3700	25407	Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Grain/Cheese	#5-27	Pizza Boli, Bulk	Mozarella stuffed calzone with sauce, Bulk, meets a 2M/MA & 2G, Tasty Brands 53201	Portion	Portion (sandwich) 2 M/MA, 2GR	\$0.6355	96/4.1 oz	\$61.0100	25411	\$0.8020	96/4.1 oz	\$76.9900	25411	ES Foods 25411 (WG Mozz Cheese Pinwheel, Bulk, 96/4.1 oz). Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30

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Frozen Grain/Cheese	#5-28	IW Pizza Boli	Mozarella stuffed calzone with sauce, IW, meets a 2M/MA & 2G, Tasty Brands 53201	Portion	Portion (sandwich) 2 M/MA, 2GR	\$0.6697	96/4.1 oz	\$64.2900	25401	\$0.8361	96/4.1 oz	\$80.2700	25401	ES Foods 25401 (IW WG Mozz Cheese Pinwheel, 96/4.1 oz), Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Frozen Cheese	#7-2	Cheese Sauce, Reduced Fat	reduced Fat Cheese Sauce, 1.9 oz serving provides 1 meat/meat alternate, commodity JTM 5715 or equal	Portion	Portion (1 oz. m/ma)	\$0.1689	240/2 oz	\$40.5300	05812	\$0.2456	240/2 oz	\$58.9400	05812	ES Foods 05812 (RF, RS Cheese Sauce, 6/5# pouch, 240/2 oz). Minimum: 5000 lbs. Frozen Items can be mixed to meet minimum. Payment Terms: Net 30
Shelf Stable	#8-3	Cheddar Cheese Stick/Plank, shelf Stable 1oz.	Cheddar Cheese Stick/Plank, shelf Stable 1oz., GilmansG16001PLKWHCHED or equal	Portion	Portion 1 oz. m/ma	\$0.2750	160/1 oz	\$44.0000	40247	\$0.3836	160/1 oz	\$61.3800	40247	ES Foods 40247 (Shelf Stable Cheddar Cheese, IW, 160/1 oz). Minimum: 5000 lbs. Shelf Stable Items can be mixed to meet minimum. All Shelf Stable Cheese Ship Separately. Payment Terms: Net 30
Shelf Stable	#8-5	Cheese Stick Meal	Cheese Stick with Beef Stick, snack, 2 fruit servings, 2 M/MA, 1 G, 1 cup Fruit, ESFOODS 61406 or equal	Portion/PKG	Portion (2 m/ma, 1 G, 1 cup fruit)	\$2.3453	30/11.5 oz	\$70.3600	61406	\$2.4440	30/11.5 oz	\$73.3200	61406	Minimum: 7 Pallets (392 cases). All Shelf Stable Meal Kits Items can be mixed to meet minimum. Shelf Stable Meal Kits ship separately. Payment Terms: Net 30

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Shelf Stable	#8-6	Cheddar Cheese Cup Meal	Cheddar Cheese Cup, snack, 2 fruit servings, 2 M/MA, 1 1/4 G, 1 Cup Fruit, ESFOODS 61410 or equal	Portion/PKG	Portion (2 m/ma, 1.25 G, 1 cup fruit)	\$2.1317	30/9.33 oz	\$63.9500	61410	\$2.2440	30/9.33 oz	\$67.3200	61410	Minimum: 7 Pallets (392 cases). All Shelf Stable Meal Kits Items can be mixed to meet minimum. Shelf Stable Meal Kits ship separately. Payment Terms: Net 30
Shelf Stable	#8-7	Sunbutter Meal	Sunbutter and Jelly, snack, 2 fruit servings, 2 M/MA, 1 G, 1 cup Fruit, ESFOODS 61411 or equal	Portion/PKG	Portion (2 m/ma, 1 G, 1 cup fruit)	\$2.3540	30/9.43 oz	\$70.6200	61411	\$2.4440	30/9.43 oz	\$73.3200	61411	Minimum: 7 Pallets (392 cases). All Shelf Stable Meal Kits Items can be mixed to meet minimum. Shelf Stable Meal Kits ship separately. Payment Terms: Net 30
Shelf Stable	#8-8	Marianra & Cheese Meal	Marinara , Cheese, snack, 2 fruit servings, 2 M/MA, 1 1/4 G, 1 cup Fruit, ESFOODS 61418 or equal	Portion/PKG	Portion (2 m/ma, 1.25 G, 1 cup fruit)	\$2.1540	30/10 oz	\$64.6200	61418	\$2.2440	30/10 oz	\$67.3200	61418	Minimum: 7 Pallets (392 cases). All Shelf Stable Meal Kits Items can be mixed to meet minimum. Shelf Stable Meal Kits ship separately. Payment Terms: Net 30
Shelf Stable	#8-9	Chips & Dip Meal	Chips, Dip, snack, 2 fruit servings, 2 M/MA, 1G, 1 cup Fruit, ESFOODS 61419 or equal	Portion/PKG	Portion (2 m/ma, 1 G, 1 cup fruit)	\$2.3317	30/11 oz	\$69.9500	61419	\$2.4440	30/11 oz	\$73.3200	61419	Minimum: 7 Pallets (392 cases). All Shelf Stable Meal Kits Items can be mixed to meet minimum. Shelf Stable Meal Kits ship separately. Payment Terms: Net 30