

Formal Procurement (Post-Solicitation)

Post Price/Cost Analysis

Date: 7/15/21

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Product Specifications: Include Description, Quantity, Delivery Schedule, Etc.

Items include fresh dairy items, milk substitutes, juice, yogurt, sour cream, and cottage cheese. As this is a cooperative solicitation, delivery schedules are to be negotiated between individual Child Nutrition Director and the awarded contract holder post award.

We have 96 districts participating in the 2021 KEDC Dairy bid and we received responses from 9 vendors. The table below shows the response breakdown per district.

# of Districts	Submissions/District
9	0
65	1
14	2
1	3

✓	Price Analysis Method(s) Used:	Further Explanation:
✓	◆ Adequate Price Competition	The price analysis was completed using the market basket item(s) listed in the bid terms and conditions. Market Basket scores were determined using historical pricing and/or and competing vendor's pricing.
	◆ Catalog/Market Pricing	
	◆ Set by Law or Regulation	
✓	◆ Previous Purchases/Historical Pricing	
	◆ Contracted by Federal Government	
	◆ In-House Estimates	
	◆ Paid by Other Districts	
	◆ Compared to a Substantially Similar Item	
	◆ Provided by RFIs	
✓	Other Factors to Consider	
✓	◆ Market Conditions	Market conditions along with location and federal requirements continue to adversely affect pricing, product availability, and competition.
	◆ Quantity or Size	
✓	◆ Geographic Location	
✓	◆ Extent of Competition	
	◆ Terms and Conditions of the Acquisition	
	◆ Technology	
✓	◆ Unique Government Requirements	

Cost Analysis: (Possible considerations—Unit Costs, Delivery, Labor, Processing, Installation, Profit etc.)

After speaking with the dairy council and school districts an increase in milk prices is to be expected considering rising costs, distribution problems, and product limitations. The cost of cardboard and fuel have continued to soar over the last year due to COVID-19. These factors have driven the milk industry to not only raise prices but restrict products and service areas. Since we have performed our pre and post cost analysis at a coop level we have provided each district the means to score and evaluate their individual district bid responses. They have been provided an award matrix, cost analysis sheet, and instructions on how to evaluate their bid(s).

Supporting Documentation Attached)