

April 27, 2021

School Board ISD 2687

Subject: Food Service Distributor Recommendation

I recommend Upper Lakes Foods to serve as the Districts primary food service distributor for the 2021-2022 school year. This contract would include up to three 1-year renewals.

My primary reason for recommending Upper Lake Foods is based on price as they are the lowest cost provider. In addition, they are our current distributor and have met our customer service expectations.

“Fixed Fee” is defined as the difference between cost and the selling price to Schools. Fixed fees shall remain firm for the duration of the agreement.

Market Baskets are 65 products with firm pricing. Our most frequently used items are from the Market Basket.

UPPER LAKE FOODS

Products

Produce
Minnesota School Food Buying Group (MSFBG)
Commodities (delivery fee)
Net Off Invoice (NOI)

Fixed fee per Case

6%
\$0.88
\$1.25
\$0.88
65 Market Basket Items
\$116,400.74

INDIANHEAD

Products

Produce
Minnesota School Food Buying Group (MSFBG)
Commodities (delivery fee)
Net Off Invoice (NOI)

Fixed fee per Case

5%
\$0.92
\$1.40
\$0.92
65 Market Basket Items
\$287,447.00

REINHART

Products

Produce
Minnesota School Food Buying Group (MSFBG)
Commodities (delivery fee)
Net Off Invoice (NOI)

Fixed fee per Case

8%
\$0.70
\$0.70
\$0.70
65 Market Basket Items
\$129,471.04

SYSCO

Did not submit a Request for Proposal, RFP.

Please let me know if you have any questions.

Thank you,



Michelle Johnson
Food Service Director