

**BEMIDJI AREA SCHOOLS  
BEMIDJI, MINNESOTA**

**DATE: MAY 17, 2021**  
**TO: BOARD OF EDUCATION**  
**FROM: KRISI L. FENNER, CPA, DIRECTOR OF BUSINESS SERVICES**  
**SUBJECT: MILK BIDS FOR 2021-2022 AND 2022-2023**

**COMMENTS:**

Milk bids were received in the district offices for the milk supply for the 2020-2021 and 2021-2022 years. Only one bid was received. The bid was from Cash-Wa Distributing, formerly Food Services of America. They have provided the milk supply to the district for the past few years. A recap of the bid is listed below:

**CARTONS:**

Half Pint – skim	250,000	approx. .24 ea.	\$12.14	\$ 60,500.00
Half Pint – 1%	250,000	approx. .25 ea.	\$12.54	\$ 62,500.00
Half Pint – choc skim	400,000	approx. .26 ea.	\$13.29	<u>\$ 106,000.00</u>
				\$ 229,000.00

The milk prices have increased from the previous year across the board by .02 per carton. The estimated cost increase to the district is \$19,300.00

**SUGGESTED ACTION:**

The motion was made by \_\_\_\_\_, seconded by \_\_\_\_\_, and carried  
( ) that the milk bid from Cash-Wa Distributing be accepted for the  
following amounts:

**CARTONS:**

Half Pint – skim	250,000	approx. .24 ea.	\$12.14	\$ 60,500.00
Half Pint – 1%	250,000	approx. .25 ea.	\$12.54	\$ 62,500.00
Half Pint – choc skim	400,000	approx. .26 ea.	\$13.29	<u>\$ 106,000.00</u>
				\$ 229,000.00

**DATE:** MAY 6, 2021  
**TO:** KRISI  
**FROM:** TAMMIE  
**RE:** MILK BID

A milk bid was received from Cash-Wa Distributing, Fargo. No other communication was received from other foodservice companies regarding a milk bid. Comparing this bid to the milk bid of 2019 there is an increase in all milk pricing by .02/carton.

Extending the pricing for the milk bid received from Cash-Wa Distributing resulted in the following:

Cartons:			
Half Pint – 1%	250,000 approximate usage	\$12.54/cs or \$ .25 per half pint	\$62,500.00
Half Pint – skim	250,000 approximate usage	\$12.14/cs or \$ .242 per half pint	\$60,500.00
Half Pint – Choc. Skim	400,000 approximate usage	\$13.29/cs or \$ .265 per half pint	\$106,000.00

My recommendation is to accept the bid from Cash-Wa Distributing at a total of \$229,000.00



**CASH-WA DISTRIBUTING**

Fargo  
Division

Cash-Wa Distributing would like to submit the following bid for the 2021-2022 School Year.

All homogenized milk will contain no less than 3.25% butterfat. The attached milk prices in this bid proposal are based upon April 2021 Cash-Wa Distributing's actual cost which is derived from the April 2021 raw milk prices based on an escalator clause in the 3.5% butterfat number and 1.65 zone. Cash-Wa Distributing is providing a Fixed Fee Mark-up in this proposal. Prices will fluctuate according to the raw milk market.

Example:

February 2021 1% ½ Pints – CWD Actual Cost \$10.65 + Fixed Fee Mark-up \$1.99 = Sell Price \$12.64

April 2021 1% ½ Pints – CWD Actual Cost \$10.55 + Fixed Fee Mark-up \$1.99 = Sell Price \$12.54

Please note that the enclosed pricing is based upon the school district purchasing a minimum of 75% of its grocery purchases from Cash-Wa Distributing.

Please note all orders placed must have a 15-case minimum per drop site (minimum total could be a combination of both milk items and regular grocery items). Deliveries must be made on the same day of the school's grocery delivery day.

Milk coolers are provided through Cass Clay Creamery free of rent contingent upon awarded bid. 12 and 16 crate standard coolers are available.

Please note that Cash-Wa Distributing pricing will be derived by using the cost in which the Dairy charges us each delivery. Their cost will fluctuate according to the raw milk market.

With that said CWD would not be following your request in the "Escalator" section of your RFP.

"Escalator – Milk

The Bid Month Federal Order price for Class I milk shall be the base for any increase or decrease in milk bid. If during the delivery month the Federal Order price increases or decreases 10 cents CAT from the bid month, the milk bid shall be adjusted \$0.00054 per half pint."

If there are any questions, please contact me via phone or email.

After you have awarded the bid, we would like a copy of the results broken down by distributors for our record.

**Milk and Related Products Bid  
Based on April Actual Costs  
Bemidji Schools  
2021-2022 School Year**

CWD ITEM NUMBER	MANUF ITEM NUMBER	ITEM DESCRIPTION	BRAND NAME	PACK SIZE	MARK UP PER CASE	CURRENT SELL PRICE PER CASE	CURRENT SELL PRICE PER UNIT
428841	26657	MILK 1%	CASS CLAY	50 / .5PT	\$1.99	\$12.54	\$0.2508
378682	26660	MILK SKIM FF	CASS CLAY	50 / .5PT	\$1.99	\$12.14	\$0.2428
623350	26666	MILK CHOC SKIM FF	CASS CLAY	50 / .5PT	\$1.99	\$13.29	\$0.2658

Thank you,



Kristi Bartlett  
Education Specialist  
Cash-Wa Distributing  
4101 15<sup>th</sup> Avenue North  
Fargo, North Dakota 58102  
Phone: (701) 281-4406 Fax: (701) 282-3546  
Email: Kristi.bartlett@cashwa.com

**INLAND**  
INSURANCE COMPANY

P.O. Box 80468 • Lincoln, Nebraska 68501-0468  
PHONE • 1-800-755-2666  
FAX • 402-435-3274

**UNIVERSAL**  
SURETY COMPANY

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## BID BOND

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KNOW ALL MEN BY THESE PRESENTS: That we,  
Cash-Wa Distributing Co.

as Principal, hereinafter called the principal, and Universal Surety Company a corporation duly organized under the laws of the State of Nebraska, as Surety, hereinafter called the Surety, are held and firmly bound unto

Bemidji Area Schools

as Obligee, hereinafter called the Obligee, in the sum of ten thousand

(\$ 10,000 ) DOLLARS,

lawful money of the United States of America, for the payment of which sum of money well and truly to be made, the said Principal and Surety bind themselves, their and each of their heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, the Principal has submitted a bid for:  
2020-2021 and 2021-2022 School Year Milk Supply

NOW THEREFORE, if the Obligee shall accept the bid of the Principal and the Principal shall enter into a Contract with the Obligee in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract Documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond or bonds, if the Principal shall pay to the Obligee the difference not to exceed the penalty hereof between the amount specified in said bid and such larger amount for which the Obligee may in good faith contract with another party to perform the Work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect.

Signed, Sealed and Dated, this 20th day of April, 2021.

Cash-Wa Distributing Co.

Principal (Seal)

By: \_\_\_\_\_ (Title)

Universal Surety Company  
Surety (Seal)

By: Traci L Reid  
Traci L. Reid Attorney-In-Fact

Witness

Amy Carr  
Witness



# UNIVERSAL SURETY COMPANY

Lincoln, Nebraska

## POWER OF ATTORNEY

### KNOW ALL MEN BY THESE PRESENTS:

That the **UNIVERSAL SURETY COMPANY**, a corporation of the State of Nebraska having its principal office in the City of Lincoln, Nebraska, pursuant to the following Bylaw, which was adopted by the Board of Directors of the said Company on July 23, 1981, to wit:

"Article V-Section 6. **RESIDENT OFFICERS AND ATTORNEYS-IN-FACT.** The President or any Vice President, acting with any Secretary or Assistant Secretary, shall have the authority to appoint Resident Vice Presidents and Attorneys-in-Fact, with the power and authority to sign, execute, acknowledge and deliver on its behalf, as Surety: Any and all undertakings of suretyship and to affix thereto the corporate seal of the corporation. The President or any Vice President, acting with any Secretary or Assistant Secretary, shall also have the authority to remove and revoke the authority of any such appointee at any time."

does hereby make, constitute and appoint

John Hruska or Nancy Mittelbrun or Traci L. Reid, Omaha, Nebraska  
or Mark Leslie Stokes, Elkhorn, Nebraska or J. Derek Wright, Waterloo, Nebraska  
or Christi R. Buus, Glenwood, Iowa or Abigail R. Mohr, Des Moines, Iowa

its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver for and on its behalf, as Surety:  
Any and all undertakings of suretyship

And the execution of such bonds or undertakings in pursuance of these presents, shall be as binding upon said Company, as fully and amply, to all intents and purposes, as if they had been duly executed and acknowledged by the regularly elected officers of the Company at its offices in Lincoln, Nebraska, in their own persons.

The following Resolution was adopted at the Regular Meeting of the Board of Directors of the **UNIVERSAL SURETY COMPANY**, held on July 23, 1981:

"RESOLVED, That the signatures of officers of the Company and the seal of the Company may be affixed by facsimile to any Power of Attorney executed in accordance with Article V-Section 6 of the Company Bylaws: and that any such Power of Attorney bearing such facsimile signatures, including the facsimile signature of a certifying Assistant Secretary and facsimile seal shall be valid and binding upon the Company with respect to any bond, undertaking or contract of suretyship to which it is attached."

All authority hereby conferred shall remain in full force and effect until terminated by the Company.

IN WITNESS WHEREOF, **UNIVERSAL SURETY COMPANY** has caused these presents to be signed by its President and its corporate seal to be hereunto affixed this 20th day of April, 2020.

*Carol J. Clark*

UNIVERSAL SURETY COMPANY

*Curt L. Harter*



State of Nebraska } Secretary/Treasurer  
County of } ss. Lancaster

By

President

On this 20th day of April, 2020, before me personally came Curtis L. Harter, to me known, who being by me duly sworn, did depose and say that (s)he resides in the County of Lancaster, State of Nebraska; that (s)he is the President of the **UNIVERSAL SURETY COMPANY**, the corporation described in and which executed the above instrument; that (s)he knows the seal of the said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed by order of the Board of Directors of said corporation; that (s)he signed (his) (her) name by like order; and that Bylaw, Article V-Section 6, adopted by the Board of Directors of said Company, referred to in the preceding instrument, is now in force.

*Tara Martin*



My Commission Expires February 16, 2022.

Notary Public

I, Philip C. Abel, Director of **UNIVERSAL SURETY COMPANY**, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney executed by said **UNIVERSAL SURETY COMPANY**, which is still in full force and effect.

Signed and sealed at the City of Lincoln, Nebraska this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

*Philip C. Abel*

Director



# BEMIDJI AREA SCHOOLS

502 MINNESOTA AVENUE NW - BEMIDJI, MN 56601  
502 MINNESOTA AVENUE NW - BEMIDJI, MN 56601

## TIM LUTZ, SUPERINTENDENT

218-333-3100 ext 31120  
Fax 218-333-3129

**A. WILDE**  
DIRECTOR OF  
SPECIAL EDUCATION  
218-333-3100 ext 31104  
Fax 218-333-3129

**J. HICKMAN**  
DIRECTOR OF  
HUMAN RESOURCES  
218-333-3100 ext 31113  
Fax 218-333-3127

**K. FENNER**  
DIRECTOR OF  
BUSINESS SERVICES  
218-333-3100 ext 31121  
Fax 218-333-3127

**C. CARDENUTO**  
DIRECTOR OF  
CURRICULUM & ADMIN SERVICES  
218-333-3100 ext 31103  
Fax 218-333-3148

## NOTICE TO BIDDERS

The Board of Education, Independent School District No. 31, Bemidji, Minnesota, will receive sealed bids for the 2020-2021 and 2021-2022 school year milk supply until 8:30 a.m., Monday, May 3rd, 2021, at which time they will be opened and read aloud.

Specifications and bid forms are available from the office of the Director of Business Services.

A bid bond, cashier's check or certified check equal to 5% of the estimate annual sales must accompany each bid submitted.

The Board reserves the right to reject any or all bids and to waive any informalities in the bidding procedure.

INDEPENDENT SCHOOL DISTRICT NO. 31  
Krisi L. Fenner, CPA  
Director of Business Services  
Bemidji, MN 56601

**BEMIDJI AREA SCHOOLS  
MILK BID SPECIFICATIONS**

The Board of Education of Independent School District No. 31, Bemidji, Minnesota, will receive sealed bids for the purchase of milk for the District until 8:30 a.m., Monday, May 3rd, 2021, in the School District Administrative Office and will then be opened and read aloud.

**SPECIFICATIONS:** Copies of the specifications and bid forms are available in the office of the Director of Business Services.

Certain types of products are described in the specifications by means of reference to trade names and model numbers. Where this occurs it is understood and inferred that such description is followed by the words "or equal". Such method of description is intended as a means of establishing a standard of comparison with any other products made by any other dealer which will accomplish the purpose of the specifications.

If a company desires to furnish an item different from that specified, he shall supply data on the products he desires to furnish to enable the Board of Education to decide whether or not the item bid is in fact an equal of that specified.

A certified check or bidder's bond equal to at least 5% of the total must accompany each bid submitted.

The Board reserves the right to reject any or all bids and to waive any informalities in the bidding.

Envelopes containing the bids must be marked, "**BID – MILK SUPPLY**" on the lower left hand side of the envelope and should be returned to Krisi L. Fenner, Director of Business Services, Bemidji Area Schools, 502 Minnesota Ave NW, Bemidji, MN 56601.

Bidders may withdraw their bid any time prior to the scheduled opening of the bids, but no bid shall be withdrawn for a period of thirty days after the scheduled closing time for the receipt of bids.

All bids must be submitted on the appropriate bid form where requested.

An alteration or erasure may be crossed out and the correction thereof printed in ink or typewritten adjacent thereto and initialed in ink by the person signing the bid.

Delivery of milk shall be from August 1, 2021, through July 31, 2023, a **24-month period**. The successful bidder shall notify the District by May 1 each year of any increase in price for the next year; otherwise, the existing price shall continue until July the following year. The bid could be extended beyond the 24-month period if mutually agreed upon by the district and the successful bidder.



**SPECIFICATIONS & BID SHEET**

1. Escalator – Milk

The Bid Month Federal Order price for Class I milk shall be the base for any increase or decrease in the milk bid. If during the delivery month the Federal Order price increases or decreases 10 cents CAT from the bid month, the milk bid shall be adjusted \$0.00054 per half pint.

**Cartons:**

Half Pint – Skim	250,000 approx.	<u>See Attached</u>
Half Pint – 1%	250,000 approx.	<u>See Attached</u>
Half Pint-Choc Skim	400,000 approx.	<u>See Attached</u>

2. The above bids are based on the Class I Federal Order # \_\_\_\_\_  
Price for raw milk announced for \_\_\_\_\_  
Bid Month

3. Delivery of milk must be made to each location at the discretion of the School District.

4. Delivery of milk must be placed in designated cooler at each site.

COMPANY: Cash-Wie Distributing 4/29/21  
Name Date

4101 15<sup>th</sup> Ave N  
Address

Fargo, ND 58102

SIGNATURE: Kristi Bauman