

Milk Decision Matrix

Funding Year: FY2627

Please grade each category with a score of 0 through 5 (0 being the lowest and 5 being the highest)

Vendor 1
Name: Kemps
Contact information: Bryan Pink Brvan.Pink@Kemps.com
Date Received: 3/24/26
Total Cost: 1212.59 weekly

Vendor 2
Name: Prairie Farms
Contact information: Ron McNamara Ron_McNamara@prairiefarms.com
Date Received: 3/12/26
Total Cost: 1140.39 weekly

Vendor 3
Name: SPBS
Contact information: Bob Lagermeier 3/24/26
Date Received: No bid - competing company riagermeier@spbevso.com
Total Cost:

Selection Criteria	Available
Pricing	40%
Product Quality	30%
Delivery Schedule	30%
Overall Vendor Ranking	100%

Weighted Score

Score (1 through 5)
2
5
5

Score (1 through 5)
5
5
4

Score (1 through 5)

NOTES:

Weekly \$72.20 higher than PF

1% chocolate, not skim chocolate, will do their best to accommodate the delivery time window

Declined to bid, work for the same parent company as Kemps

Vendor Selected: Prairie Farms
Approved By:
Title:
Date:

Bid Assessment Comments, if needed:

PF	weekly usage average	K
212.55	650	246.35
852	2400	909.6
75.84	96	56.64
1140.39		1212.59

72.20 difference in favor of PF

cost per unit	
0.379	1%
0.379	Ch
0.59	LF
	SK
1.348	

\$57.60 difference per week for chocolate- favors Prairie Farms
\$33.80 difference per week for 1% - favors Prairie Farms
\$19.20 difference for LF - per week favors Kemps

72.20 x 36 weeks = **\$2559.20 savings per year if went with Prairie Farms**

Bread Decision Matrix
Funding Year: FY2627

Please grade each category with a score of 0 through 5 (0 being the lowest and 5 being the highest)

Selection Criteria	Available
Pricing	40%
Product Quality	30%
Delivery Schedule	30%
Overall Vendor Ranking	100%

NOTES:

Vendor 1
Name: Bimbo
Contact information: Rosalie Szabo emailed
Date Received: 3/30/26
Total Cost:

Vendor 2
Name: Pan O Gold
Contact information: Blake Alton Phillips
Date Received: 3/5/26
Total Cost:

Vendor 3
Name: Denny's Bakery
Tracy Nelson info@dennysbakery.com
Total Cost:

Score (1 through 5)
4
4
3
11

Score (1 through 5)
5
4
4
13

Score (1 through 5)
No response received

Vendor Selected: Pan O Gold
Approved By:
Title:
Date:

Bid Assessment Comments, if needed:

	Pan O Gold	Bimbo	Denny's Bakery
WG hot dog buns 12 ct	\$2.80	2.76/12 pk	3.68/16 pk
WG sandwich bread	\$2.52	2.59	
WG hamburger buns 60 ct	10.49	13.88/ 60 ct	6.94/30 ct
WG hoagie 24 ct	5.59	3.66/24 ct	1.83/12 pk
WG dinner roll pull apart 60 ct	10.24	9.15 60 ct	1.83/12 pk
	\$31.64	32.04	

average weekly usage			
hamburger buns 28	146.86		194.32
hot dog buns 40	112		110.4
dinner rolls 30	51.2		45.75
	310.06		350.47
		-40.41	

36 weeks x (40.41) **1454.76 yearly savings with POG**

Prime Vendor 26/27 Rubric

Criteria	Maximum Score	UL
Price (FF 20: Market Basket 30)	50	48
Completeness of product line / volume of special orders	10	10
Distributor experience & qualifications / Past performance with School/		
Distributor references/reputation	10	10
Computer capabilities, including operational reports, nutritional analysis, and uploading of purchase data to MN Dept of	30	30
Customer Service & Regulatory support	20	20
NOI & FFS Capabilities	10	10
Foodservice Consultant Trained in School requirements	20	20
Operational plan & procedures	20	20
Ability to meet service characteristics described by School	20	20
Degree of ancillary services that impact School needs	10	10
		198
fixed rate fee		2.05
commodity fee		4.25
total market basket cost		146,510.65

Sysco additional commodity fee of \$1/cs for storage over 60 days
 IFD additional commodity fee of \$1.75/cs for storage over 60 days
 UL additional commodity fee 0.95 per case for storage over 60 days

Carry Ranchers Legacy? Sysco No response
 IFD and UL carry these

Award to Upper Lakes

Sysco	IFD	comments
48	50	best marketbasket prices IFD
9	8	no subs for UL
		No issues with UL for past 5 years
		Ask about
		Sysco no CPC
		east discount? WBL is
		metro NO happy
8	9	schools? response with IFD
30	30	All comparable
20	20	all comparable
10	10	all comparable
20	20	all comparable
20	20	all comparable
20	20	all comparable
10	10	all comparable
195	197	
1.99	1.75	
2.05	3.75	
146,530.25	145,479.32	