

# Milk Bid Review and Board Summary

## Crete Public Schools - 2026-2027 School Year

Prepared for Board review following the public bid opening on June 2, 2026

### Purpose

Crete Public Schools issued an Invitation for Bid (IFB) for the purchase and delivery of milk products for use in the Child Nutrition Program for the 2026-2027 school year. The IFB stated that this was a formal sealed bid process and that award would be made to the lowest responsive and responsible bidder meeting all specifications. Two bids were received: Hiland Dairy Foods and DFA Kemps LeMars.

### Executive Summary

- Hiland Dairy Foods submitted pricing for all four products specifically requested on the IFB bid sheet: 1% white half-pint, skim chocolate half-pint, skim strawberry half-pint, and 1% white gallon.
- DFA Kemps LeMars submitted pricing for 1% white half-pint, skim chocolate half-pint, and 1% white gallon, but did not provide a price for skim strawberry half-pint on the bid sheet.
- Hiland is lower on the high-volume half-pint items. Kemps is lower on the 1% white gallon item, but the IFB estimated approximately 280,800 half-pint cartons annually and approximately 500 gallons annually, so half-pint pricing is the primary cost driver.
- The bids use different base-month references. Hiland states its pricing is based on May 2026 Federal Milk Marketing Order data. Kemps labels its detailed bid page as June 2026. The IFB did not appear to specify a required base month, but this should be documented as part of the evaluation.
- Kemps included a Buy American statement for DFA milk and milk products. Hiland did not appear to include a separate Buy American statement or supporting documentation in the packet reviewed. However, the IFB also states that by submitting a bid, the vendor certifies it is not suspended/debarred and complies with applicable laws. The district may wish to request written confirmation/documentation of Hiland's Buy American compliance as a clarification and responsibility check, without allowing any pricing or product changes.

### Bid Price Comparison

IFB Product	Estimated Quantity/Use	Hiland Bid	Kemps Bid	Initial Evaluation Note
1% White Milk (Half Pint)	Part of ~280,800 half-pint cartons annually	\$0.3910	\$0.4154	Hiland lower by \$0.0244 per half-pint.
Skim Chocolate Milk (Half Pint)	Part of ~280,800 half-pint cartons annually	\$0.3960	\$0.4226	Hiland lower by \$0.0266 per half-pint.
Skim Strawberry Milk (Half Pint)	Part of ~280,800 half-pint cartons annually	\$0.3960	No bid / dash	Hiland provided required pricing; Kemps did not provide a price for this requested item.
1% White Milk (Gallon)	~500 gallons annually	\$6.0523	\$3.8936	Kemps lower by \$2.1587 per gallon; total estimated gallon difference is about \$1,079.35 annually.

**Estimated cost context:** Using the IFB annual quantities, the gallon price advantage for Kemps is outweighed by the half-pint price advantage for Hiland once annual half-pint purchases exceed approximately 44,236 cartons. The IFB estimate is approximately 280,800 half-pint cartons annually. Exact annual savings cannot be calculated without the district's actual mix of white, chocolate, and strawberry half-pints.

## Responsiveness and Compliance Review

IFB Requirement	Hiland	Kemps	Comment / Follow-up
Bid received for 2026-2027 milk products	Yes	Yes	Both vendors submitted bid packets for the correct procurement.
Pricing for all requested IFB products	Appears yes	No / incomplete	Kemps did not price skim strawberry half-pint on the bid sheet.
Escalation/de-escalation methodology	Provided	Provided	Both packets describe monthly adjustment methodology tied to Federal Milk Marketing Order data, with additional cost factors.
Base month clearly identified	May 2026	June 2026	Document the difference. Do not request revised pricing after bid opening. If needed, ask each vendor only to confirm that the submitted pricing and methodology are the final bid terms.
Delivery to four CPS sites	Not specifically itemized in Hiland cover letter; IFB packet included	Detailed ship-to locations included	Confirm operationally before contract start; avoid changing bid terms.
Minimum 2 deliveries per week, up to 3; Monday cooler stocking	Not specifically restated in vendor response	Kemps page references delivery/week: 2; delivery days/times TBD	Confirm schedule with awarded vendor during contract implementation.
Buy American Provision	No separate Buy American statement located in packet reviewed	Buy American statement included for DFA milk and milk products	Consider requesting Hiland written confirmation/supporting documentation as a non-price clarification/responsibility check.
Debarment/suspension certification	IFB states certification by submission; no separate signed federal form located	Signed certification included	The IFB did not appear to require a separate form, but documentation is stronger in the Kemps packet.
Non-collusion / independent price certification	No separate signed form located	Signed certification included	The IFB did not appear to require a separate form, but Kemps included additional documentation.
Food safety / quality documentation	GMP and food safety program summaries included	Food safety/SQF and USDA-related documentation included	Both provided food safety/quality support materials.