

Matthew Metzger
School Business Official
5 BOCES Road, Poughkeepsie, New York 12601
Phone: 845.486.4800 Ext. 2228 | Fax: 845.486.4821
E-mail: matthew.metzger@dcbooces.org

April 30, 2024

MEMO

TO: Jodi DeLucia, Deputy Superintendent

FROM: Matthew Metzger, School Business Official

RE: **Cooperative Milk and Milk Products Bid #2425-03**

I recommend the acceptance of the bid offer from Sinon Farms, Inc. as the overall low bidder for our Cooperative Milk and Milk Products Bid. I also recommend a secondary award to Hudson Valley Fresh Dairy LLC. Please note that both vendors bid on NYS Farm to School approved milk. Sinon Farms Inc. was lower on several items and Hudson Valley Fresh Dairy LLC offered several additional NYS Farm to School products. Sinon Farms bid a variable price as per the bid specifications and Hudson Valley Fresh bid fixed pricing.

The contract period is from July 1, 2024 through June 30, 2025 with the option of up to three twelve (12) month extensions upon mutual consent.

MM/bmc

Attachments: 2

Dutchess County Board of Cooperative Educational Services
Administrative Offices: 845.486.4800
www.dcbooces.org

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DUTCHESS BOCES

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May 1, 2024

MEMO

TO: Jodi Delucia, Ph.D., Deputy Superintendent

FROM: Matthew Metzger, School Business Official 

RE: **Cooperative Milk & Milk Products Bid #2425-03**

I recommend the acceptance of the bid offers from Sinon Farms, Inc. as the low bidder for both our regular Cooperative Milk & Milk Products as well as for products meeting the Farm to School program requirements, except 5-gallon bagged milk (Farm to School only), which I recommend awarding to Hudson Valley Fresh LLC. There was a third bidder, Home Town Distributors, Inc., but they only bid on the Beacon CSD, were not the low bidder, and Beacon has indicated that they would prefer to use the low bidder, Sinon Farms, Inc.

The contract period is from July 1, 2024, through June 30, 2025, with the option of up to two twelve (12) month extensions.

MM/cb

Attachment

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NOTE: Do not include the cost of milk cooler rentals in this pricing. The total estimated usage is based upon current year's usage and are for illustrative purposes only. We do not guarantee to purchase any minimum number of units. See bid for Buy American and NYS 30% Farm to School Initiative guidelines.				VENDOR: Hudson Valley Fresh Dairy LLC (Meets NYS Farm to School) *HVF Bids Flat / Fixed Pricing					VENDOR: Sinon Farms, Inc. Hood Products					VENDOR: Sinon Farms, Inc. Mountainside Farms (Meets NYS Farm to School)				
BID ITEM #	SCHOOL DISTRICT PROJECTED USAGE 2024-2025	DESCRIPTION	UNIT OF MEASURE	VENDOR ITEM NUMBER	BRAND BID	PRICE PER UNIT	MEETS BUY AMERICAN PROVISION (YES OR NO)	NYS FARM TO SCHOOL (YES OR NO)	VENDOR ITEM NUMBER	BRAND BID	PRICE PER UNIT	MEETS BUY AMERICAN PROVISION (YES OR NO)	NYS FARM TO SCHOOL (YES OR NO)	VENDOR ITEM NUMBER	BRAND BID	PRICE PER UNIT	MEETS BUY AMERICAN PROVISION (YES OR NO)	NYS FARM TO SCHOOL (YES OR NO)
1	195,340	Milk, Fat Free, White	½ pint	SKIM8OZ	HVF	0.33*	YES	YES		HOOD	0.30	YES	NO					
2	1,254,552	Milk, Fat Free, Chocolate	½ pint	FFCHOC8OZ	HVF	0.36*	YES	YES		HOOD	0.31	YES	NO		Mountainside Farms	0.32	YES	YES
3	0	Milk, Fat Free, Strawberry	½ pint	N/A	HVF	N/A	YES	YES	N/A	-	-	-	-		N/A	N/A	-	-
4	397,982	Milk, Low Fat 1%, White	½ pint	LF8OZ	HVF	0.35*	YES	YES		HOOD	0.31	YES	NO		Mountainside Farms	0.33	YES	YES
5	0	Milk, Low Fat 1%, Chocolate	½ pint	N/A	HVF	N/A	YES	YES	N/A	-	-	-	-		N/A	N/A	-	-
6	378	Milk, Lactose Free, Fat Free	½ pint	N/A	HVF	N/A	YES	YES		LACTAID	1.05	YES	NO					
7	62	Milk, Low Fat 1%, ½ Gal.	½ gallon	LFHG	HVF	2.95*	YES	YES		CROWLY	2.25	YES	NO		Mountainside Farms	2.50	YES	YES
8	176	Milk, Low Fat 1%, White	1 gallon	LFGAL	HVF	5.00*	YES	YES		CROWLY	4.00	YES	NO		Mountainside Farms	4.00	YES	YES
9	12	Buttermilk, Low Fat 2%	1 quart	BUTMQT	VARIES	1.80	YES	YES		HOOD	1.75	YES	NO					
10	484	Half & Half, Ultra Pasteurized	1 quart	HHQT	HVF	3.75 NOT Ultra Pasteurized	YES	YES		HOOD	3.00	YES	NO					
11	34	Half & Half Creamers	400/cs	HHCRBX	VARIES	15.00	YES	YES		HOOD	15.00	YES	NO					
12	392	Heavy Cream, Quarts	1 quart	HVCQT	HVF	7.00	YES	YES		HOOD	5.50	YES	NO					
13	130	Milk, Low Fat 1%, Unflavored White	5 gal. bag	LF5GB	HVF	23.75	YES	YES		CROWLY	27.00	YES	NO					
14	524	Milk, Fat Free, Chocolate, NO HFCS	5 gal. bag	FFCHOC5GB	HVF	25.75	YES	YES		CROWLY	28.00*	YES	NO					
15	NEW	Sour Cream	1 pint	SC16OZ	HVF	3.25	YES	YES		HOOD	2.50	YES	NO					

Hudson Valley Fresh Dairy, LLC
 Courtney Roberts
 PO Box 1018, Poughkeepsie, NY 12602
courtney@hudsonvalleyfresh.com
 PHONE 845-226-3065

Sinon Farms Inc.
 G. Michael Sinon
 634 Salt Point Road, Poughkeepsie, NY 12601
sinonfarms@gmail.com
 PHONE 845-454-9075
 FAX 845-454-9076

NOTE: Items highlighted in yellow are the primary award for milk products.

NOTE: Items highlighted in green meet NYS Farm to School Criteria

NOTE: Items noted with an asterisk next to the price are secondary awards and may be utilized at the Food Service Director's discretion.

Dutchess BOCES Cooperative Milk and Milk Products Bid #2425-03

Term: July 1, 2024 through June 30, 2025

VENDOR: Hudson Valley Fresh Dairy LLC (Meets NYS Farm to School)			VENDOR: Sinon Farms, Inc. Hood Products			VENDOR: Sinon Farms, Inc. Mountainside Farms (Meets NYS Farm to School)		
# OF COOLERS	DESCRIPTION OF COOLER SIZE/STYLE	MONTHLY RENTAL CHARGE/DISTRICT, IF ANY	# OF COOLERS	DESCRIPTION OF COOLER SIZE/STYLE	MONTHLY RENTAL CHARGE/DISTRICT, IF ANY	# OF COOLERS	DESCRIPTION OF COOLER SIZE/STYLE	MONTHLY RENTAL CHARGE/DISTRICT, IF ANY
1	Flip-Top 16 Crate Unit	\$220	1	Flip-Top 16 Crate Unit	\$0	1	Flip-Top 16 Crate Unit	\$0
1	Flip-Top 12 Crate Unit	N/A	1	Flip-Top 12 Crate Unit	\$0	1	Flip-Top 12 Crate Unit	\$0
1	Flip-Top 8 Crate Unit	N/A	1	Flip-Top 8 Crate Unit	\$0	1	Flip-Top 8 Crate Unit	\$0
1	5 Gal. Milk Dispensers w/3 Levers	\$320	1	5 Gal. Milk Dispensers w/3 Levers	\$150	1	5 Gal. Milk Dispensers w/3 Levers	\$150
COMMENTS: HV reserves the right to waive some monthly rental fees for equipment on a case-by-case basis.			COMMENTS: Per Month			COMMENTS: Per Month		