



COBB COUNTY SCHOOL DISTRICT

One Team, One Goal: Student Success

514 Glover Street
Marietta, GA 30060
Telephone: (770) 426-3300
www.cobbk12.org

November 11, 2020

Ms. Alethia Scheett
Land O' Lakes, Inc.
1200 County Road F West, MS 305
Arden Hills, MN 55112

Dear Ms. Scheett:

This is to advise you that your company has been awarded the following items from Cobb County School District **RFP P0121, Commodity Cheese and Fruit Processing** as shown on the attached pages.

This award is in accordance with the terms and conditions of the Request for Proposal and with your pricing remaining firm from **November 11, 2020 through June 30, 2021** with an option to renew. This award letter is not an official order.

If you have any questions about this award, please contact **June Wolfenbarger at 770-426-3369 or june.wolfenbarger@cobbk12.org**. The **Food and Nutrition Services** contract is **Gerri Armstrong at 770-420-4932**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

David Odom, CPPO
Director of Procurement Services

jw

Attachment

cc: Accounts Payable
Gerri Armstrong
Monique Johnson
Tom Marshall
Debbie Stinchcomb

BOARD OF EDUCATION

Brad Wheeler, *Chair* • David Banks, *Vice Chair*
David Chastain • Charisse Davis • Jaha Howard • David Morgan • Randy Scamihorn

SUPERINTENDENT

Chris Ragsdale

Award Letter, Page 2
RFP P0121, Commodity Cheese and Fruit Processing
Land O' Lakes, Inc.
CCSD Vendor - PO Mailing #103949

GROUP A: Cheese 110242

LINE#	ITEM NAME AND PRODUCT SPECIFICATIONS	PRODUCT INFORMATION			FEE FOR SERVICE TO CCSD	NOI OR FEE FOR SERVICE THRU DISTRIBUTOR		
		MFR. NAME & CODE #	SERVINGS PER CASE	SERVING SIZE	PROCESSING FEE/ COMMERCIAL PRICE	BID PRICE TO DIST	DONATED FOOD VALUE PER CASE	NET PRICE PER CASE
1a	Mucho Queso Jalepeno Cheese Dip cups	Land O'Lakes #39912	140	3 oz.	\$50.44	\$65.04	\$14.60	\$50.44
1b	COMMERCIAL EQUIVALENT: Mucho Queso Jalepeno Cheese Dip cups	Land O'Lakes #39912	140	3 oz.	\$65.04	\$65.04		\$65.04
2a	Ultimate Cheddar Cheese Sauce Cups	Land O'Lakes #39911	140	3 oz.	\$50.44	\$65.04	\$14.60	\$50.44
2b	COMMERCIAL EQUIVALENT: Ultimate Cheddar Cheese Sauce Cups	Land O'Lakes #39911	140	3 oz.	\$65.04	\$65.04		\$65.04
3a	Light Mozzarella Cheese Stix, IW	Land O'Lakes #59703	168	1 oz.	\$12.26	\$29.45	\$17.19	\$12.26
3b	COMMERCIAL EQUIVALENT: Light Mozzarella Cheese Stix, IW	Land O'Lakes #59703	168	1 oz.	\$29.45	\$29.45		\$29.45

Award Letter, Page 3
RFP P0121, Commodity Cheese and Fruit Processing
Land O' Lakes, Inc.
CCSD Vendor - PO Mailing #103949

GROUP A: Cheese 110242

		PRODUCT INFORMATION			FEE FOR SERVICE TO CCSD	NOI OR FEE FOR SERVICE THRU DISTRIBUTOR		
LINE #	ITEM NAME AND PRODUCT SPECS.	MFR. NAME & CODE #	SRVNGS PER CASE	SERVNG SIZE	PROCESSING FEE/ COMMERCIAL PRICE	BID PRICE TO DISTRIBUTOR	DONATED FOOD VALUE PER CASE	NET PRICE PER CASE
4a	Reduced Fat Yellow American Sliced	Land O'Lakes #46253	480	1 oz.	\$23.23	\$60.03	\$36.80	\$23.23
4b	COMMERCIAL EQUIVALENT: Reduced Fat Yellow American Sliced	Land O'Lakes #46253	480	1 oz.	\$60.03	\$60.03		\$60.03
5a	Reduced Sodium, Reduced Fat Processed American Cheese Sliced	Land O'Lakes #46268	480	1 oz.	\$22.82	\$60.53	\$37.71	\$22.82
5b	COMMERCIAL EQUIVALENT: Reduced Sodium, Reduced Fat Processed American Cheese Sliced.	Land O'Lakes #46268	480	1 oz.	\$60.53	\$60.53		\$60.53
6a	50% Reduced Sodium 50% Reduced Fat Process American Cheese Sliced	Land O'Lakes #46288	480	1 oz.	\$23.46	\$60.96	\$37.50	\$23.46

Award Letter, Page 4
RFP P0121 Commodity Cheese and Fruit Processing
Land O' Lakes, Inc.
CCSD Vendor – PO Mailing #103949

Group A: Cheese 11242

		PRODUCT INFORMATION			FEE FOR SERVICE TO CCSD	NOI OR FEE FOR SERVICE THRU DISTRIBUTOR		
LINE #	ITEM NAME AND PRODUCT SPECS.	MFR. NAME & CODE #	SRVNGS PER CASE	SERVNG SIZE	PROCESSING FEE/ COMMERCIAL PRICE	BID PRICE TO DISTRIBUTOR	DONATED FOOD VALUE PER CASE	NET PRICE PER CASE
6b	COMMERCIAL EQUIVALENT: 50% Reduced Sodium 50% Reduced Fat Process American Cheese Sliced	Land O'Lakes #46288	480	1 oz.	\$60.96	\$60.96		\$60.96
7a	American Cheese Sliced White	Land O'Lakes #46219	480	1 oz.	\$26.29	\$58.09	\$31.80	\$26.29
7b	COMMERCIAL EQUIVALENT: American Cheese Sliced White.	Land O'Lakes #46219	480	1 oz.	\$58.09	\$58.09		\$58.09
8a	Yellow American Sliced	Land O'Lakes #46236	552	.88 oz	\$22.68	\$58.32	\$35.63	\$22.68
8b	COMMERCIAL EQUIVALENT: Yellow American Sliced	Land O'Lakes #46236	552	.88 oz.	\$58.32	\$58.32		\$58.32
9a	American Cheese Sliced Yellow	Land O'Lakes #46255	480	1 oz.	\$23.07	\$58.70	\$35.63	\$23.07
9b	COMMERCIAL EQUIVALENT: American Cheese Sliced Yellow	Land O'Lakes #46255	480	1 oz.	\$58.70	\$58.70		\$58.70

Award Letter, Page 5
RFP P0121 Commodity Cheese and Fruit Processing
Land O' Lakes, Inc.
CCSD Vendor – PO Mailing #103949

Group A: Cheese 11242

LINE #	PRODUCT INFORMATION				FEE FOR SERVICE TO CCSD	NOI OR FEE FOR SERVICE THRU DISTRIBUTOR		
	ITEM NAME AND PRODUCT SPECS.	MFR. NAME & CODE #	SRVNGS PER CASE	SERVNG SIZE	PROCESSING FEE/ COMMERCIAL PRICE	BID PRICE TO DISTRIBUTOR	DONATED FOOD VALUE PER CASE	NET PRICE PER CASE
10a	Mild Cheddar Cheese Cracker Cut	Land O'Lakes 44006	240	1 oz.	\$31.95	\$56.50	\$24.55	\$31.95
10b	COMMERCIAL EQUIVALENT: Mild Cheddar Cheese Cracker Cut	Land O'Lakes 44006	240	1 oz.	\$56.50	\$56.50		\$56.50
11a	Readi-pac Mild Cheddar Cheese Slice	Land O'Lakes 44224	192	1 oz.	\$16.56	\$36.20	\$19.64	\$16.56
11b	COMMERCIAL EQUIVALENT: Readi-pac Mild Cheddar Cheese Slice	Land O'Lakes 44224	192	1 oz.	\$36.20	\$36.20		\$36.20
12a	Readi-pac Pepper Jack Slices	Land O'Lakes 44238	192	1 oz.	\$16.56	\$36.20	\$19.64	\$16.56
12b	COMMERCIAL EQUIVALENT: Readi-pac Pepper Jack Slices	Land O'Lakes 44238	192	1 oz.	\$36.20	\$36.20		\$36.20
13a	Readi-pac RF Swiss Cheese	Land O'Lakes 44261	192	1 oz.	\$16.56	\$36.20	\$19.64	\$16.56
13b	COMMERCIAL EQUIVALENT: Readi-pac RF Swiss Cheese	Land O'Lakes 44261	192	1 oz.	\$36.20	\$36.20		\$36.20

Award Letter, Page 6
RFP P0121 Commodity Cheese and Fruit Processing
Land O' Lakes, Inc.
CCSD Vendor – PO Mailing #103949

Group A: Cheese 11242

LINE #	PRODUCT INFORMATION				FEE FOR SERVICE TO CCSD	NOI OR FEE FOR SERVICE THRU DISTRIBUTOR		
	ITEM NAME AND PRODUCT SPECS.	MFR. NAME & CODE #	SRVNGS PER CASE	SERVNG SIZE	PROCESSING FEE/ COMMERCIAL PRICE	BID PRICE TO DISTRIBUTOR	DONATED FOOD VALUE PER CASE	NET PRICE PER CASE
14a	RF Mild Yellow Cheddar Cheese Cubes	Land O' Lakes 44751	320	1 oz.	\$25.60	\$58.34	\$32.74	\$25.60
14b	COMMERCIAL EQUIVALENT: RF Mild Yellow Cheddar Cheese Cubes	Land O' Lakes 44751	320	1 oz.	\$58.34	\$58.34		\$58.34
15a	RF Colby Jack Cheese Sticks	Land O' Lakes 44878	168	1 oz.	\$17.16	\$34.35	\$17.19	\$17.16
15b	COMMERCIAL EQUIVALENT: RF Colby Jack Cheese Sticks	Land O' Lakes 44878	168	1 oz.	\$34.35	\$34.35		\$34.35
16a	Mozzarella String Cheese	Land O' Lakes 59701	168	1 oz.	\$11.73	\$28.92	\$17.19	\$11.73
16b	COMMERCIAL EQUIVALENT: Mozzaarella String Cheese	Land O' Lakes 59701	168	1 oz.	\$28.92	\$28.92		\$28.92
Fee structure for additional, related items that may be purchased during the award period.					Per Manufacturer Pricing			



November 11, 2020

Ms. Tara Sharpe
National Food Group, Inc.
46820 Magellan Drive
Suite A
Novi, MI 48377-2454

Dear Ms. Sharpe:

This is to advise you that your company has been awarded the following items from Cobb County School District **RFP P0121, Commodity Cheese and Fruit Processing** as shown on the attached page.

This award is in accordance with the terms and conditions of the Request for Proposal and with your pricing remaining firm from **November 11, 2020 through June 30, 2021** with an option to renew. This award letter is not an official order.

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Sincerely,

David Odom, CPPO
Director of Procurement Services

jw

Attachment

cc: Accounts Payable
Gerri Armstrong
Monique Johnson
Debbie Stinchcomb
Tom Marshall

Award Letter, Page 2
RFP P0121, Commodity Cheese and Fruit Processing
National Food Group, Inc.
CCSD Vendor - PO Mailing #103950

GROUP B – Fruit: 110149

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	PRODUCT INFORMATION			FEE FOR SERVICE TO CCSD	NOI OR FEE FOR SERVICE THRU DISTRIBUTOR		
		MFR. NAME & CODE #	SRVNGS PER CASE	SRVNG SIZE	PROCESSING FEE/ COMMERCIAL PRICE	BID PRICE TO DISTRIBUTOR	DONATED FOOD VALUE PER CASE	NET PRICE PER CASE
1a	Applesauce Cups Unsweetened, Original	National Food Group, Zee Zees Applesauce Cups A3500	96	4.5 oz	\$19.00 - For truckload orders of 1,400 cases - \$18.50	\$22.01 - For truckload orders of 1,400 cases \$21.51	\$3.01	\$19.00/\$18.50
1b	COMMERCIAL EQUIVALENT: Applesauce Cups, Unsweetened, Original	National Food Group, Zee Zees Applesauce Cups A3500	96	4.5 oz.	\$22.01	\$22.01		\$22.01
2a	Applesauce Cups Unsweetened, Cinnamon	National Food Group, Zee Zees Applesauce Cups A1410	96	4.5 oz.	\$19.00 - For truckload orders of 1,400 cases - \$18.50	\$22.01 - For truckload orders of 1,400 cases \$21.51	\$3.01	\$19.00/\$18.50
2b	COMMERCIAL EQUIVALENT: Applesauce Cups Unsweetened, Cinnamon	National Food Group, Zee Zees Applesauce Cups A1410	96	4.5 oz.	\$22.01	\$22.01		\$22.01
3a	Applesauce Cups Unsweetened, Strawberry	National Food Group, Zee Zees Applesauce Cups A1490	96	4.5 oz.	\$19.00 - For truckload orders of 1,400 cases - \$18.50	\$22.01 - For truckload orders of 1,400 cases \$21.51	\$3.01	\$19.00/\$18.50
3b	COMMERCIAL EQUIVALENT: Applesauce Cups Unsweetened, Strawberry	National Food Group, Zee Zees Applesauce Cups A1490	96	4.5 oz.	\$22.01	\$22.01		\$22.01
Fee structure for additional, related items that may be purchased during the award period.					Per Manufacturer Pricing			