

**BALTIMORE COUNTY PUBLIC SCHOOLS**

**DATE:** May 23, 2006

**TO:** **BOARD OF EDUCATION**

**FROM:** Dr. Joe A. Hairston, Superintendent

**RE:** **RECOMMENDATIONS FOR AWARD OF CONTRACTS**

**ORIGINATOR:** J. Robert Haines, Deputy Superintendent, Business Services

**PERSON(S):** Rick Gay, Manager, Office of Purchasing  
Michael Sines, Executive Director, Department of Physical Facilities

**RECOMMENDATION**

That the Board of Education approves the following contract recommendations.

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See the attached list of contract recommendations presented for consideration by the Board of Education of Baltimore County.

RLG/caj

Appendix I – Recommendations for Award of Contracts – Board Exhibit



2. **Contract:** Bus Routes  
**Contract #:** PCR-243-06

**Term:** 5 years    **Extension:** N/A    **Contract Ending Date:** 6/30/11 (tentative)  
**Estimated annual award value:** \$ 5,500,000  
**Estimated total award value:** \$27,500,000

**Bid issued:** March 23, 2006  
**Pre-bid meeting date:** April 5, 2006  
**Due date:** April 18, 2006  
**No. of vendors issued to:** 32  
**No. of no-bids received:** 2  
**No. of bids received:** 7

Class A Transportation, LLC	Baltimore, MD
Durham School Services, Inc.	Downers Grove, IL
First Student, Inc.	Baltimore, MD
Harris Bus Services, Inc.	Middle River, MD
Sivels Transportation, Inc.	Owings Mills, MD
Whitcraft Services, Inc.	Parkton, MD
Woodlawn Motor Coach, Inc.	Baltimore, MD

**Description:**

This contract consists of providing student transportation for 35 regular summer school session routes and 81 standard school session routes. This award replaces the universal reimbursement formula that was based on mileage, time, and vehicle cost. As abruptly rising fuel prices have rendered that formula inadequate and jeopardized contractors' ability to provide service, this solicitation was issued to produce a competitive, all-inclusive mileage rate. To minimize route length, awards are structured on three geographic areas (east, central, west), allowing contractors to operate as close to their yards as possible.

**Recommendation:**

Award of contract is recommended to:

Class A Transportation, LLC	Baltimore, MD
Durham School Services, Inc.	Downers Grove, IL
Harris Bus Services, Inc.	Middle River, MD
Whitcraft Services, Inc.	Parkton, MD
Woodlawn Motor Coach, Inc.	Baltimore, MD

**Responsible school or office:** Office of Transportation

**Contact person:** Linda Fitchett

**Funding source:** Operating budget

**3. Contract:** Career and Technology Software Operating Platform  
**Contract #:** JNI-752-06

**Term:** 1 year      **Extension:** N/A      **Contract Ending Date:** 5/30/07 (tentative)  
**Estimated annual award value:** \$ 222,447  
**Estimated total award value:** \$ 222,447

**Bid issued:** April 24, 2006  
**Pre-bid meeting date:** NA  
**Due date:** April 27, 2006  
**No. of vendors issued to:** 8  
**No. of no-bids received:** 0  
**No. of bids received:** 8

Academic Superstore	Austin, TX
Apple Computers	Austin, TX
Bell Industries	Richmond, VA
Data Networks	Hunt Valley, MD
F. S. Creations	Cincinnati, OH
Geneva Logic	Beaverton, OR
Kunz, Inc.	Baltimore, MD
Thompson Learning	Florence, KY

**Description**

This contract is to support the Offices of Career and Technology's operating platform equipment and software for the 11 graphics/media computer programs in the high schools.

**Recommendation:**

Award of contract is recommended to:

Academic Superstore	Austin, TX
Apple Computers	Austin, TX
Bell Industries	Richmond, VA
Data Networks	Hunt Valley, MD
F. S. Creations	Cincinnati, OH
Geneva Logic	Beaverton, OR
Kunz, Inc.	Baltimore, MD
Thompson Learning	Florence, KY

**Responsible school or office:** Offices of Career and Technology Education

**Contact person:** Rhonda Hoyman

**Funding source:** Operating budget

**4. Contract:** Food Products  
**Contract #:** MBU-504-06

**Term:** 1 year      **Extension:** 1 year      **Contract Ending Date:** 12/31/08 (tentative)  
**Estimated annual award value:** \$ 850,000  
**Estimated total award value:** \$1,700,000

**Bid issued:** March 23, 2006  
**Pre-bid meeting date:** March 30, 2006  
**Due date:** April 20, 2006  
**No. of vendors issued to:** 15  
**No. of no-bids received:** 1  
**No. of bids received:** 8

Dori Foods, Inc.	Richmond, VA
Feesers, Inc.	Harrisburg, PA
FoodPro Corporation	Frederick, MD
Kellogg's Food Away From Home	Shippensburg, PA
Otis Spunkmeyer	Durham, NC
PFG-Carroll County Foods	New Windsor, MD
Royalle Dining Services, Inc.	Dunkirk, MD
Sysco Food Service of Baltimore	Jessup, MD

**Description:**

The pricing was designed to reflect the individual cost of each product. The solicitation allows the award of contract to multiple vendors to allow flexibility in product selection and use. The contract includes the purchase and delivery of food products as specified. All delivery charges are included in the unit cost.

**Recommendation:**

Award of contract is recommended to:

Dori Foods, Inc.	Richmond, VA
Feesers, Inc.	Harrisburg, PA
Food Pro Corporation	Frederick, MD
Kellogg's Food Away From Home	Shippensburg, PA
PFG-Carroll County Foods	New Windsor, MD
Sysco Food Service of Baltimore	Jessup, MD

**Responsible school or office:** Office of Food and Nutrition Services

**Contact person:** Joann English-Calvert

**Funding source:** Enterprise fund

**5. Contract:** Milk, Dairy, and Fruit Juice Products  
**Contract #:** MBU-501-06

**Term:** 2 years    **Extension:** 1 year    **Contract Ending Date:** 6/30/09 (tentative)  
**Estimated annual award value:** \$ 3,500,000  
**Estimated total award value:** \$10,500,000

**Bid issued:** March 16, 2006  
**Pre-bid meeting date:** March 30, 2006  
**Due date:** April 20, 2006  
**No. of vendors issued to:** 8  
**No. of no-bids received:** 1  
**No. of bids received:** 3

Cloverland Greenspring Dairy	Baltimore MD
HR Nicholson Company	Baltimore, MD
LiDestri Foods, Inc.	Fairport, NY

**Description:**

This contract consists of the purchase and delivery of milk, dairy, and fruit juice products to each school. Products also include sour cream, cream cheese, yogurt, and eggs. All products meet or exceed nutritional requirements as established by MSDE.

**Recommendation:**

Award of contract is recommended to:

Cloverland Greenspring Dairy	Baltimore, MD
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**Responsible school or office:** Office of Food and Nutrition Services

**Contact person:** Joann English-Calvert

**Funding source:** Enterprise fund

**6. Contract:** NETA Electrical Testing  
**Contract #:** PCR-225-06

**Term:** 7 months    **Extension:** N/A    **Contract Ending Date:** 12/31/06 (tentative)  
**Estimated total award value:** \$25,000

**Bid issued:** April 6, 2006  
**Pre-bid meeting date:** April 18, 2006  
**Due date:** April 27, 2006  
**No. of vendors issued to:** 6  
**No. of no-bids received:** 0  
**No. of bids received:** 3

Harford Electrical Testing, Inc.	Joppa, MD
Reuter & Hanney, Inc.	Belcamp, MD
Potomac Testing, Inc.	Bowie, MD

**Description:**

This contract consists of electrical testing of service equipment per the National Electric Testing Association's MTS-2005 report of failed equipment at 11 schools.

**Recommendation:**

Award of contract is recommended to:

Harford Electrical Testing, Inc.                      Joppa, MD

**Responsible school or office:** Office of Inspection & Code Enforcement

**Contact person:** John Cossentina

**Funding source:** Operating budget





**8. Contract:** Paper, Plastic, and Foam Products  
**Contract #:** MBU-502-06

**Term:** 1 year      **Extension:** 2 years      **Contract Ending Date:** 6/30/09 (tentative)  
**Estimated annual award value:** \$275,000  
**Estimated total award value:** \$825,000

**Bid issued:** March 16, 2006  
**Pre-bid meeting date:** NA  
**Due date:** April 19, 2006  
**No. of vendors issued to:** 24  
**No. of no-bids received:** 0  
**No. of bids received:** 6

Calico Industries	Annapolis Junction, MD
FPC Holdings	Elkridge, MD
Interboro Packaging Corp.	Montgomery, NY
Kahn Paper Company, Inc.	Capitol Heights, MD
Par Pak, Inc.	Houston, TX
Penn Jersey Paper Company	Philadelphia, PA

**Description**

The solicitation sought unit prices on paper, plastic, and foam products used in school cafeterias. The contract includes the purchase and delivery of products as specified. The products are to be delivered to the Food and Nutrition Services Warehouse, and all delivery charges are included in the unit cost.

**Recommendation:**

Award of contract is recommended to:

Calico Industries	Annapolis Junction, MD
FPC Holdings	Elkridge, MD
Kahn Paper Company, Inc.	Capitol Heights, MD
Par Pak, Inc.	Houston, TX

**Responsible school or office:** Office of Food and Nutrition Services

**Contact person:** Joann English-Calvert

**Funding source:** Enterprise fund

**9. Contract:** Produce

**Contract #:** MBU-598-06

**Term:** 2 years    **Extension:** N/A    **Contract Ending Date:** 6/30/08 (tentative)

**Estimated annual award value:** \$ 500,000

**Estimated total award value:** \$1,000,000

**Bid issued:** March 16, 2006

**Pre-bid meeting date:** March 30, 2006

**Due date:** April 20, 2006

**No. of vendors issued to:** 3

**No. of no-bids received:** 1

**No. of bids received:** 3

Bowie Produce Company Inc.                      Landover, MD

Coastal Sunbelt Produce                              Hanover, MD

R.F. Wall & Company                                      Baltimore, MD

**Description:**

This contract is for the purchase of 27 different produce products and 14 pre-packaged value-added products (e.g., potato salad, shredded cabbage, carrots, other salads, etc.) that were specified in the solicitation. The quantities purchased will vary depending on the amount of produce provided through the USDA program.

**Recommendation:**

Award of contract is recommended to:

Bowie Produce Company, Inc.                      Landover, MD

**Responsible school or office:** Office of Food and Nutrition Services

**Contact person:** Joann English-Calvert

**Funding source:** Enterprise fund

**10. Contract:** Resident Teacher Coaches Program  
**Contract #:** RGA-191-06

**Term:** 1 year      **Extension:** N/A      **Contract Ending Date:** 6/30/07 (tentative)  
**Estimated annual award value:** \$80,000  
**Estimated total award value:** \$80,000

**Bid issued:** N/A  
**Pre-bid meeting date:** N/A  
**Due date:** NA  
**No. of vendors issued to:** N/A  
**No. of bids received:** N/A  
**No. of no-bids received:** N/A

**Description:**

This contract consists of coaching services for the Resident Teacher Certification program that enables teachers to achieve a Maryland Standard Professional Certificate in the critical shortage areas of math, science, English, and world languages.

**Scope of the work:**

Coaching teachers in best practices for effective instruction  
Observing instruction and providing non-evaluative feedback  
Assisting resident teachers in accessing educational resources  
Instructing courses/seminars  
Visiting resident teachers on a weekly/bi-weekly basis to provide instructional support

**Recommendation:**

Award of contract is recommended to:

Towson University	\$40,000	Towson, MD
College of Notre Dame of Maryland	\$40,000	Baltimore, MD

**Responsible school or office:** Human Resources

**Contact person:** Dr. Donald A. Peccia

**Funding source:** Title II

**11. Contract:** Small Wares  
**Contract #:** MBU-503-06

**Term:** 1 year      **Extension:** 2 years      **Contract Ending Date:** 6/30/09 (tentative)  
**Estimated annual award value:** \$ 50,000  
**Estimated total award value:** \$150,000

**Bid issued:** March 16, 2006  
**Pre-bid meeting date:** March 29, 2006  
**Due date:** April 19, 2006  
**No. of vendors issued to:** 11  
**No. of no-bids received:** 0  
**No. of bids received:** 3

Calico Industries, Inc.	Annapolis Junction, MD
Ecolab, Inc.	St. Paul, MN
Sam Tell and Son, Inc.	Maspeth, NY

**Description:**

Unit pricing and extended cost for more than 65 pre-determined products that were approved by the Office of Food and Nutrition Services prior to issuance of this solicitation. The pricing was designed to reflect the individual cost of each item. The products are to be delivered to the Food and Nutrition Services Warehouse, and all delivery charges are included in the unit cost.

**Recommendation:**

Award of contract is recommended to:

Calico Industries, Inc.	Annapolis Junction, MD
Sam Tell and Son, Inc.	Maspeth, NY

**Responsible school or office:** Office of Food and Nutrition Services

**Contact person:** JoAnn English-Calvert

**Funding source:** Enterprise fund

**12. Contract:** USDA Commodity Processing  
**Contract #:** MBU-597-06

**Term:** 3 years    **Extension:** 2 years    **Contract Ending Date:** 6/30/11 (tentative)  
**Estimated annual award value:** \$ 75,000  
**Estimated total award value:** \$375,000

**Bid issued:** February 23, 2006  
**Pre-bid meeting date:** NA  
**Due date:** March 13, 2006  
**No. of vendors issued to:** 31  
**No. of no-bids received:** 1  
**No. of bids received:** 20

Various vendors

**Description:**

This contract was issued to establish pricing for the processing and delivery of chicken, beef, pork, turkey, mozzarella, barrel cheese, oil, potatoes, and tomato paste. Commodities are donated by the USDA and are processed and packaged into food products.

**Recommendation:**

Award of contract is recommended to:

Advance Food Company	Enid, OK
Giorgio Foods, Inc.	Temple, PA
J.T.M. Provisions Company, Inc.	Harrison, OH
Jennie-O Turkey Store Sales, LLC	Willmar, MN
Land O'Lakes, Inc.	St. Paul, MN
RPA, Inc.	Owings Mills, MD
Schwan's Food Services, Inc.	Marshall, MN
Tyson	Crescent Springs, KY

**Responsible school or office:** Office of Food and Nutrition Services

**Contact person:** JoAnn English-Calvert

**Funding source:** Enterprise fund

**13. Contract Modification:** Systemic Renovations – Catonsville Middle School  
**Contract #:** JMI-651-06

**Term:** NA                      **Extension:** NA                      **Contract Ending Date:** NA  
**Estimated annual award value:** \$737,157  
**Estimated modification amount:** 15,517  
**Estimated total award value:** \$752,674

**Bid issued:** NA  
**Pre-bid meeting date:** NA  
**Due date:** NA  
**No. of vendors issued to:** NA  
**No. of bids received:** NA  
**No. of no-bids received:** NA

**Description:**

On May 24, 2005, the Board of Education approved a negotiated fee with Rubeling & Associates, Inc., to provide design, bidding, and construction administration services associated with the systemic renovation project at Catonsville Middle School.

During the final design effort, the Department of Physical Facilities requested additional design services for the connection of various electrical systems and power to State and County owned relocatable classroom units. Rubeling & Associates, Inc., has provided a cost proposal based on a scope of work requested by BCPS, in the amount of \$15,517, to provide work beyond the original scope of service.

**Recommendation:**

Award of contract modification is recommended to:

Rubeling & Associates, Inc.                      Towson, MD  
**Responsible school or office:** Office of Engineering and Construction  
**Contact person:** Richard H. Cassell, PE  
**Funding source:** Capital budget



**15. Contract:** Parking Lot and Driveway Addition – Cedarmere Elementary School  
**Contract #:** MWE-821-06

**Term:** NA            **Extension:** NA            **Contract Ending Date:** NA  
**Estimated annual award value:** \$305,927  
**Estimated modification amount:** 30,592  
**Estimated total award value:** \$336,519

**Bid issued:** April 6, 2006  
**Pre-bid meeting date:** April 21, 2006  
**Due date:** May 10, 2006  
**No. of vendors issued to:** 16  
**No. of bids received:** 5  
**No. of no-bids received:** 1

**Description:**

This project consists of constructing a new 45-space parking lot, student drop-off area, and concrete walkways to the building.

**Recommendation:**

Award of contract is recommended to:

Meekins Construction Co., Inc.            Finksburg, MD

**Responsible school or office:** Office of Engineering and Construction

**Contact person:** Richard H. Cassell, PE

**Funding source:** Capital budget



Contract: Parking Lot and Driveway Addition – Cedarmere Elementary School  
 Contract #: MWE-821-06

	Bidders' Names		
	Meekins Construction Co., Inc.	Trenton Contracting Co. Inc.	Bosley Construction, Inc.
Part A Lump Sum Item:	\$213,827	\$235,668	\$237,815
Part B Unit Price Items:	62,610	38,245	47,745
Total for Base Bid (Sum of Parts A and B):	\$276,437	\$273,913	\$285,560
Add Alternate No. 1 ADD: Disconnection and replacement of existing electric cable between light poles and with new cable	5,140	7,590	5,380
Add Alternate No. 2 ADD: New light poles installation	24,350	25,530	25,015
Total	\$305,927	\$307,033	\$315,955

	Bidders' Names	
	Melvin Benhoff Sons, Inc.	Potts & Callahan, Inc.
Part A Lump Sum Item:	\$276,818	\$317,670
Part B Unit Price Items:	22,270	61,930
Total for Base Bid (Sum of Parts A and B):	\$299,088	\$379,600
Add Alternate No. 1 ADD: Disconnection and replacement of existing electric cable between light poles and with new cable	10,000	12,000
Add Alternate No. 2 ADD: New light poles installation	25,000	37,000
Total	\$334,088	\$428,600







**19. Fee Acceptance:** Construction Management Services – Vincent Farms Elementary School

**Contract #:** MWE-825-06

**Term:** NA      **Extension:** NA      **Contract Ending Date:** NA  
**Estimated annual award value:**  
**Estimated modification amount:**  
**Estimated total award value:** \$119,710

**Bid issued:** NA  
**Pre-bid meeting date:** NA  
**Due date:** NA  
**No. of vendors issued to:** NA  
**No. of bids received:** NA  
**No. of no-bids received:** NA

**Description:**

At the May 9, 2006, Board of Education meeting, approval was given to negotiate with Whiting-Turner Contracting Company for Construction Management services. The project is currently in design and under an extremely tight schedule for both design and construction. It is necessary, at this time, for the Construction Manager (CM) to begin to prepare estimates, perform constructability reviews, develop schedules, review for value engineering ideas, and assist with permit processing during the pre-construction phase.

A fee of \$119,710 has been negotiated with the CM to perform the pre-construction phase work. Another fee will be negotiated for the CM to perform the construction phase work once construction funding for this project is included in the capital budget.

**Recommendation:**

Award of contract is recommended to:

Whiting-Turner Contracting Company      Towson, MD

**Responsible school or office:** Office of Engineering and Construction

**Contact person:** Richard H. Cassell, PE

**Funding source:** Capital budget