

Ludington Board of Education  
Public Meeting Notice

Please Post

Mission: The Ludington Area School District, in partnership with parents and community, will educate and empower students to adapt and succeed in their future.

Finance Committee Meeting

Date: August 15, 2018

Time: 7:00 a.m.

Place: Ludington Area School District Administration Office  
809 East Tinkham Avenue, Ludington, Michigan

- 1) CALL TO ORDER & ROLL CALL  
 Kelly Thomsen    Steve Carlson    Bret Autrey
- 2) CITIZEN PARTICIPATION
- 3) AGENDA MODIFICATION
- 4) DISCUSSION ITEMS
  - a) Donald C. Baldwin Swimming Pool Starting Blocks
  - b) Milk and Bread Bids
  - c) MDE Compliance Plan Review - Consolidated Application Grant
  - d) Update on Facilities Planning
    - i. Next Community Forum: September 25, 2018 at 6:00 PM
- 5) OTHER ITEMS OF BUSINESS AND ANNOUNCEMENTS
- 6) ADJOURNMENT

This is a meeting of the Board of Education in public for the purpose of conducting the School District's business and is not to be considered a public community meeting. Official minutes of the Ludington Board of Education are available for public inspection during normal business hours at the Board of Education's Central Business Office, 243 E. Tinkham Avenue, Ludington, Michigan, 675-289-1747. The Ludington Area School District is an equal opportunity employer and provider. If you are an individual with a disability who is in need of special accommodations to attend or participate in a public meeting please contact Superintendent Jason J. Kennedy at 675-289-1747 at least 68 hours prior to the meeting or as soon as possible.

## **Memorandum - Office of the Superintendent**

**TO:** Board of Education  
**FROM:** Jason Kennedy, Superintendent  
**RE:** Finance Committee Meeting ~ Agenda Notes

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### **Donald C. Baldwin Swimming Pool Starting Blocks**

Please see the attached memo from Bruce Doggett for more detail. It is recommended that the District purchase six (6) of Xcellerator Platforms through Swim Shops of the Southwest in the amount of \$18,948 (plus shipping). These units are in stock and would ship shortly. The net cost to the School District for these platforms after the donations received by the District outlined in the memo from Bruce would be \$6,448. While this purchase is below the state threshold requiring approval, we will seek approval of the Board to make this purchase on Monday, August 18, 2018. A picture of the proposed starting blocks has been provided.

### **Milk and Bread Bid Awards**

At the Board meeting on Monday, August 20, 2018, a recommendation to approve the award of the milk bid to Prairie Farms, and the bread bid to Aunt Millie's will be presented to the Board. Bid information will be discussed. The Board received bids from Prairie Farms and Cedar Crest for milk, and from Aunt Millie's for bread. The Board will be asked to approve the bid award to Prairie Farms for milk in the amount of \$57,908.04, and the bid award to Aunt Millie's for bread in the amount of \$14,945.10. These vendors were approved by the Board and were used during the 2017-2018 school year also.

### **MDE Compliance Plan Review - Consolidated Application Grant**

The District has received notice that the Department of Education will conduct a review of all Consolidated Application programs during the 2018-2019 school year to ensure that we are continuing to remain compliant with Consolidated Application procedures. This will be scheduled for the upcoming year at a later date.

### **Update on Facilities Planning**

The next Community Forum on facilities has been scheduled for September 25, 2018 at 6:00 PM at Ludington High School in the Library/Media Center. We will also review sample communication documents that have been used in other school districts, as well as an updated timeline should the Board decide to seek a ballot proposal in May 2019, and documents showing a sample bond election calendar for your reference.

**Ludington Area Schools**  
**Director of Business Services**  
809 E. Tinkham Avenue  
Ludington, MI 49431-1594

**Memorandum**

**To: Jason Kennedy**

**From: Bruce Doggett**

**Date: August 10, 2018**

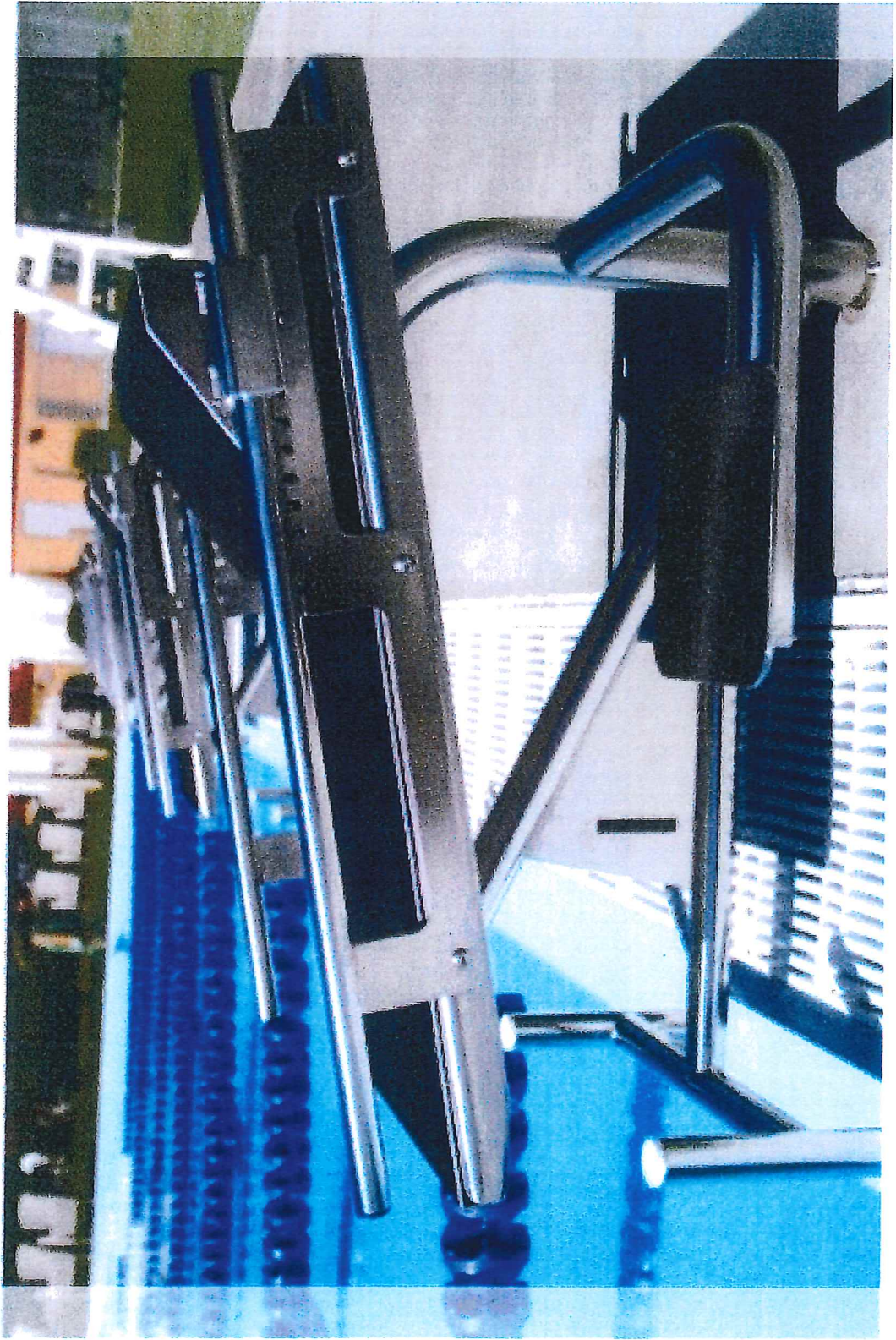
The Ludington Area Schools is in receipt of \$12,500 in donations for pool operations, in regards to the renovation projects finishing with the proposed replacement of our six (6) pool starting platforms. The current pool starting platforms were installed in approximately 1988, and are the traditional grip-start platforms: which requires the contestants to grip the front edge of the platform.

These start platforms are very specialized, and Randy Fountain and I were only able to find two excellent choices for the newer styled rail-grip start platforms which are becoming the standard throughout Michigan. The following is a summary of our findings; we included a traditional grip-start platform as well in order to serve as a reference point.

<b>Vendor</b>	<b>Platform</b>	<b>Price</b>
Kiefer Swim	Customized Evolution HT; rail-grip type	\$3,429.85 per platform; total price: \$20,579.10
Swim Outlet	Xcellerator Platform by Spectrum; rail-grip type	\$3,637 per platform; total price: \$21,822
All-American Swim	Xcellerator Platform by Spectrum; rail-grip type	\$3,158 per platform; total price: \$18,948
Swim Shops of the Southwest	Xcellerator Platform by Spectrum; rail-grip type	\$3,158 per platform; total price: \$18,948
All-American Swim	Grizzly Side Step by Spectrum; traditional grip	\$1,896 per platform; total price: \$11,376

Analysis: we received donations in order to allow us to buy the desired equipment in the pool area in the amount of \$12,500: \$5,000 from the Booster Club; \$2,500 from the Ram Challenge; \$2,500 from the Boys Swim Team; and \$2,500 from the Girls Swim Team. Randy Fountain is in ongoing contact with representatives from the Swim Shops of the Southwest, which is tied for the lowest price on the desired rail-grip type start platform.

It is recommended that the School District purchase six (6) of the Xcellerator Platforms through Swim Shops of the Southwest in the amount of \$18,948 (plus shipping). These units are in stock and would ship shortly. The net cost to the School District for these platforms after the donations would be \$6,448.



**Ludington Area Schools**  
**Director of Business Services**  
809 E. Tinkham Avenue  
Ludington, MI 49431-1594

**Memorandum**

**To: Jason Kennedy**

**From: Bruce Doggett**

**Date: August 10, 2018**

Attached please find the results of the MOR Cooperative Bid for the 2018/19 School Year. The MOR consortium received only two bids for milk and dairy purchases for our area, and one bid for bread purchases in our area. There are no local bids for bread purchases this school year, although Cops & Donuts was contacted.

Cedar Crest is the low bid for the milk and dairy bid. However, they are unable to commit to our delivery schedule needs. In regards to this consideration, Donna Garrow has expressed concerns about milk expirations, and price fluctuations. She feels that Prairie Farms, our vendor last year, maintains an excellent delivery schedule, stable pricing, and minimal milk expirations. Donna feels that Prairie Farms is the best value to the school district, and the expected expense associated with this award would be \$57,908.04, as per attached.

Aunt Millie's was the only bread bid we received, but the expected prices are very similar to previous years. The expected expense associated with this award is \$14,945.10, as per attached.

I recommend that the milk bid be awarded to Prairie Farms Dairy and the bread bid be awarded to Aunt Millies.

**LUDINGTON AREA SCHOOLS**  
**Bid Tabulations MOR Coop**  
**Food Service Bread and Milk Bids for 2018/19**

**Part 1: Milk Bid**

Vendor	Description	Expected Units Bid LASD	Amount Per Unit	Total
Prairie Farms (J&S)	.5 pt 1% white milk	48,300	0.2275	10,988.25
Prairie Farms (J&S)	.5 pt skim milk	17,900	0.2291	4,100.89
Prairie Farms (J&S)	.5 pt 1% Strawberry	12,800	0.2263	2,896.64
Prairie Farms (J&S)	.5 pt 1% chocolate	155,400	0.2569	39,922.26
				57,908.04
Cedar Crest	.5 pt 1% white milk	48,300	0.2180	10,529.40
Cedar Crest	.5 pt skim milk	17,900	0.2100	3,759.00
Cedar Crest	.5 pt 1% Strawberry	12,800	0.2350	3,008.00
Cedar Crest	.5 pt 1% chocolate	155,400	0.2350	36,519.00
				53,815.40

**Part 2: Bread Bid**

Vendor	Description	Units	Expected Units Bid LASD	Amount Per Unit	Total
Cops & Donuts	Sandwich Bread	loaves	200	-	-
Cops & Donuts	Whole Wheat Bread	loaves	1,500	-	-
Cops & Donuts	Rye Bread	loaves	100	-	-
Cops & Donuts	Hot Dog Buns	Dozen	250	-	-
Cops & Donuts	Hamburger Buns	Dozen	200	-	-
Cops & Donuts	Whole Wheat Buns	Dozen	8,100	-	-
Cops & Donuts	Dinner Rolls	Dozen	40	-	-
					-
Aunt Millie's	Sandwich Bread	loaves	200	1.4000	280.00
Aunt Millie's	Whole Wheat Bread	loaves	1,500	1.5200	2,280.00
Aunt Millie's	Rye Bread	loaves	100	1.6300	163.00
Aunt Millie's	Hot Dog Buns	Dozen	250	1.4100	352.50
Aunt Millie's	Hamburger Buns	Dozen	200	1.4000	280.00
Aunt Millie's	Whole Wheat Buns	Dozen	8,100	1.4200	11,502.00
Aunt Millie's	Dinner Rolls	Dozen	40	2.1900	87.60
					14,945.10



SCHOOL: Ludington Area Schools

August 2, 2018

ATTENTION: Donna Garrow

Prairie Farms Dairy welcomes the opportunity to submit the following bid for dairy products delivered to your schools.

ESCALATOR CLAUSE: Prices bid for half pint milk are guaranteed to the end of your bid; except, prices are subject to change UP or DOWN monthly to reflect cost changes for raw milk components or other raw material. The quoted prices are based on the **August** announced Federal Order #33 3.5% Class I price of \$ **16.35**

TERMS: Net / 28 days.

DELIVERIES: Normally twice per week or a mutually agreed upon time.

CREDIT POLICY: Credits will be issued for any manufacturing defect. Credits will not be issued for out dates due to school closings. Milk will be delivered with a minimum 7 days shelf life.

EQUIPMENT: Milk Coolers furnished with price: Yes \_\_\_ No X

PRICING: See attached list.

Thank you for your invitation to bid. Partial awards are not acceptable and we reserve the right to withdraw or amend the bid if not accepted within 30 days of the due date. If you have any questions, please feel free to contact me.

Sincerely,



Tom Davis  
General Manager  
126 Brady Rd  
Battle Creek, Michigan 49037  
269-441-6455 ext. 207  
[tdavis@prairiefarms.com](mailto:tdavis@prairiefarms.com)

CC: BE

*Farm fresh* quality... from our family to yours

126 Brady Road • Battle Creek, MI 49037  
Office 269.441.6455 • Toll Free 800.718.1143 • Fax 269.441.6456  
[www.prairiefarms.com](http://www.prairiefarms.com)

# Ludington Area Schools

August 1, 2018

Federal Order 3.5% Price \$ 16.36

3720 Code	Product	Size	Aug Price
1060	Whole	Gal	3.5062
1229	2%	Gal	3.1632
1350	1%	Gal	2.9612
1421	FatFree	Gal	2.7001
4994	1% Chocolate	Gal	3.5231
5684	Buttermilk	Hgl	2.0696
5846	Chocolate	Hgl	2.1166
1165	Homogenized	Hpts	0.2779
1331	2%	Hpts	0.2542
4752	1%	Hpts	0.2275
5404	FatFree White	Hpts	0.2291
1555	1% Chocolate	Hpts	0.2263
13877	1% Strawberry	Hpts	0.2263
6926	FatFree Chocolate	Hpts	0.2569
5052	Lactose Free Skim	Hpts	0.5600
6203	1% Chocolate Plastic	16oz	0.7037
6204	1% Strawberry Plastic	16oz	0.7037
1999	Orange Juice	Hgl	2.0480
1977	Orange Juice	4oz	0.1400
2077	Apple Juice	4oz	0.1300
1966	Orange Juice	Hpt	0.2400
2339	Vanilla Mix	Hgl	3.8630
2345	Chocolate Mix	Hgl	3.8630
ALL	Cottage Cheese	5lb	6.8211
ALL	Cottage Cheese	1lb	1.3643
ALL	Cottage Cheese	4oz	0.4709
ALL	Sour Cream	5lb	7.2067
ALL	Sour Cream	1lb	1.4412
ALL	Yogurt	5lb	5.4000
ALL	Yogurt	32 oz	1.8500
ALL	Greek Yogurt	5.3oz	0.8500
ALL	Yogurt	4oz	0.2195

Dairy supplied equipment will add .01/hpt.



# 1%

# CHOCOLATE MILK in Schools



The U.S. Department of Agriculture (USDA) will allow all schools to offer low-fat (1%) flavored milk in school lunches, breakfast and Smart Snacks for the 2018-2019 school year without first obtaining a special exemption. This flexibility will also be allowed for children 6 years and older in the Child and Adult Care Food Program and Special Milk Program.<sup>1</sup>

## A \*survey conducted with over 300 schools that implemented 1% flavored milk in the 2017-2018 school year found that:

- Students in 73% of the schools liked 1% flavored milk better
- 58% of schools saw an increase in milk sold
- 82% of schools reported that it was easy/very easy to accommodate 1% flavored milk within the calorie maximums for their menus
- 79% of schools reported that it was easy/very easy to include the cost within their financial bottom line
- Nearly a third of schools saw an increase in average daily participation in meal programs, and so received additional federal reimbursements

Before the 2012 Healthy Hunger Free Kids Act, 1% flavored milk was the most frequently offered variety by school districts.<sup>1</sup> Since 2012, the Food and Nutrition Service (FNS) of the USDA states that it has observed “a decline in milk consumption during lunch among NSLP participants from SY 2004-2005,” and adds that this occurred among “elementary, middle, and high school students.” USDA recognizes that “schools need the flexibility to offer additional milk options to ensure children receive the nutrients provided by milk.”<sup>1,2,3</sup>

## Restoring 1% flavored milk could have several additional impacts:



- **Average daily participation (ADP) could increase**  
It has been shown that improving students' milk experience can increase ADP.<sup>4</sup> While the research involved interventions other than a change in fat level (e.g., additional flavors, merchandising, packaging and serving temperature), it did demonstrate that the student milk experience can, in some situations, be powerful enough to attract more students into the cafeteria.
- **School milk consumption may increase**  
Milk's unique nutrient package can be difficult to replace in a healthy eating pattern,<sup>5</sup> so options that might promote adequate milk consumption could increase the likelihood of nutrient adequacy and help close the gap among student's consumption of nutrients.<sup>6</sup>
- **Schools will have additional choices**  
A school district may choose to continue offering fat-free varieties, may decide to switch to low-fat flavored or offer both low-fat and fat-free flavored milk as well as unflavored. In all cases, schools will have an option which they previously lacked.

Please contact your **Local Dairy Council** for additional information.

<https://www.nationaldairyCouncil.org/our-story#FindYourLocalDairyCouncilAnchor>

## References

1. USDA FNS Child Nutrition Programs: Flexibilities for Milk, Whole Grains, and Sodium Requirements, 82 Fed. Reg. 56703 (November 20, 2017).
2. Kline A. School Meal Flexibilities for School Year 2017-2018. USDA FNS Memo Code SP 32-2017. May 22, 2017. <https://www.fns.usda.gov/school-meals/school-meal-flexibilities-sy-2017-18>.
3. Nicklas TA, O'Neil CE, Fulgoni VL 3rd. The nutritional role of flavored and white milk in the diets of children. J Sch Health. 2013 Oct;83(10):728-33.
4. National Dairy Council and School Nutrition Association. The School Milk Pilot Test. Beverage Marketing Corporation for National Dairy Council and School Nutrition Association. 2002.
5. Fulgoni III et al. Nutr Res 2011;31:759-65.
6. Murphy MM, Douglass JS, Johnson RK, Spence LA. Drinking flavored or plain milk is positively associated with nutrient intake and is not associated with adverse effects on weight status in US children and adolescents. J Am Diet Assoc 2008;108:631-639.

\*Survey conducted by the National Dairy Council represented 317 schools in 8 states reaching over 200,000 students.

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FARMER OWNED

Prairie Farms®



**100% REAL Dairy...**

Nutritious and Delicious, It's the Perfect Choice at School.



Give Students the Edge with **Nutritious** and **Delicious** Choices.

Prairie Farms delivers smart school beverages and snacks that are good sources of vitamins and minerals.

**New 1% Flavored Milk Option!**  
Students want variety. Prairie Farms delivers.

Students choose flavored milk

**70%**

of the time

Studies show that when schools removed or limited flavored milk, consumption dropped by an average of 35%.\*

It would take at least 3-4 different food items to match the nutrient contribution of milk- yet these foods would add back more calories and fat.



## Parents Tell Us...

"With all the nutrients of white milk and about a 50 calorie difference, flavored milk is a choice my kids love and also gives them the nutrition they need. I have no problem with my kids making that choice and I don't want someone else taking that option away from them".

"Fat free flavored milk lets my kids have a treat that's actually healthy for them because it's wholesome and contains the same nine essential nutrients as white milk. I feel good giving them something that they enjoy and I feel better knowing it's also good for them".

## Our Promise to You

- NO Artificial Growth Hormones
- Locally Owned by Farm Families
- Committed to Animal Care
- Committed to Sustainability
- Committed to Freshness
- Committed to Quality Assurance – Strict Control – No Antibiotics\*\*

\*\* Ensures milk shipped to stores is free of antibiotics



\* 2009 Study: "The Impact on Student Milk Consumption and Nutrient Intakes from Eliminating Flavored Milk in Schools".



5850 Balsam Drive  
PO Box 38  
Hudsonville, MI 49426-0038

Phone 616.669.5170  
Fax 616.669.7633  
www.cedarcrestdelivers.com

**DELIVERING THE BEST**

August 8, 2018

Donna M. Garrow  
Nutrition Services Supervisor  
Ludington Area Schools  
809 E. Tinkham Ave.  
Ludington, MI 49431

**Re: 2018-2019 School Milk Bid**

Dear Donna:

Thank you for the opportunity to submit our bid for your dairy products. Cedar Crest can provide you with a total dairy, juice and ice cream program. Along with your milk products, we can deliver juices and ice cream to each of your locations.

**Price Changes:** Prices are based on the current costs of raw milk (per the USDA Federal Market Order No. 33), skim powders, butterfat, all other raw materials, packaging, all distribution and operating expenses. Prices are subject to change monthly to reflect changes in any of the above costs.

**Delivery:** Cedar Crest Dairy agrees to make every attempt to deliver on time for your requirements. Customer agrees to supply Cedar Crest Dairy with accurate milk counts and a school calendar noting breaks.

**Invoicing:** Invoices for all products sold by Cedar Crest Dairy to customer shall be on a weekly basis for week ending each Saturday.

**Route Returns - Milk:** 100% return credit is given if product is deemed not saleable due to a plant problem. Credit for manufacturing defects will be given at the discretion of the company. Cedar Crest will sell fluid milk to the customer guaranteed to be dated for sale at least through the next delivery day.

**Equipment:** Cedar Crest Dairy agrees to supply equipment in good working order for \$0.015 per half-pint for milk and juices over bid price. Coolers and freezers supplied by Cedar Crest must be used only for products purchased through Cedar Crest Dairy.

**By accepting our bid proposal, you agree to abide by the terms and conditions of service listed above.**  
Please acknowledge acceptance of our bid proposal and our service by signing below and sending back a copy of this letter. If you are interested in extending your bid please check off the length of time you would like to extend this bid for.

Signed \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

2 Years     3 Years     4 Years

Sincerely,

Rob Becker  
President

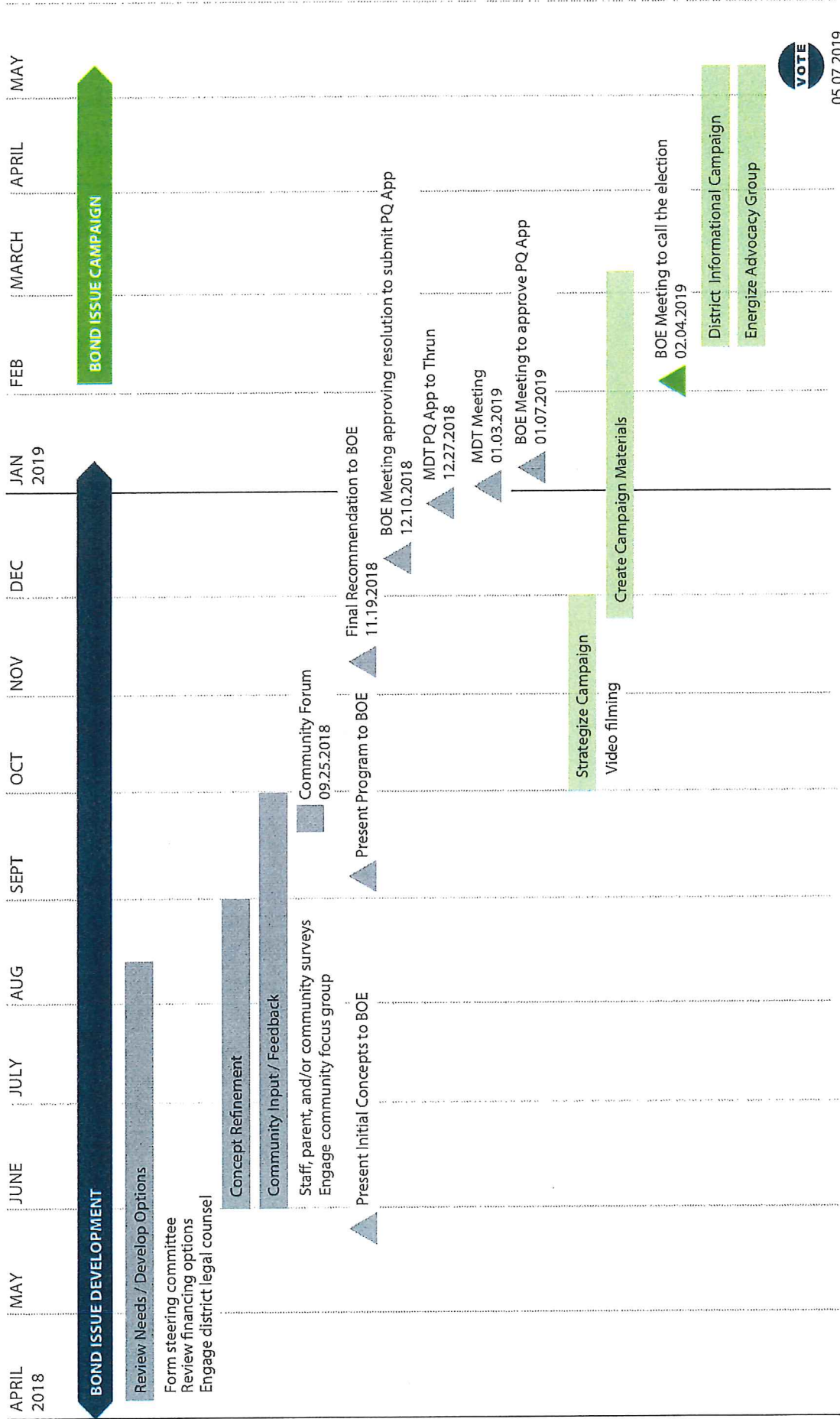
**CEDAR CREST DAIRY  
MILK BID FOR**

**LUDINGTON AREA SCHOOLS  
2018-2019 SCHOOL YEAR**

Description	Unit Price
PF HPT 1% WHITE MILK	\$0.218
PF HPT FAT FREE WHITE MILK	\$0.210
PF HPT 1% CHOCOLATE MILK	\$0.235
PF HPT 1% STRAWBERRY MILK	\$0.235
CD PLA HPT 1% WHITE MILK	\$0.2590
CD PLA HPT FAT FREE WHITE MILK	\$0.2472
CD PLA HPT 1% CHOCOLATE MILK	\$0.2792
CD PLA HPT 1% STRAWBERRY MILK	\$0.2792
4oz COTTAGE CHEESE	\$0.32
5# COTTAGE CHEESE	\$6.48
4oz YOGURT	\$0.32
HPT LACTAID	N/A



# LUDINGTON AREA SCHOOLS BOND ISSUE DEVELOPMENT FOR MAY 2019 BOND PROPOSAL



05.07.2019