

Office of the Superintendent of Schools  
MONTGOMERY COUNTY PUBLIC SCHOOLS  
Rockville, Maryland

November 9, 2023

MEMORANDUM

To: Members of the Board of Education  
From: Monifa B. McKnight, Superintendent of Schools  
Subject: Procurement Contracts of \$25,000 or More



WHEREAS, Funds have been budgeted for the purchase of equipment, supplies, and contractual services; and

WHEREAS, It is recommended that Bid No. 9768.1, Stage Lighting Replacement and Dimmer Control Replacement at Gaithersburg Middle School, be rejected due to the lack of responses to the solicitation. There is no intent to re-advertise this solicitation; now therefore be it

Resolved, That Bid No. 9768.1, Stage Lighting Replacement and Dimmer Control Replacement at Gaithersburg Middle School, be rejected due to the lack of responses to the solicitation. This bid will not be re-advertised; and be it further

Resolved, That having been duly advertised, the following contracts be awarded to the most responsive and responsible bidders or offerors meeting specifications as follows:

GDA-320-22 No. 2 Fuel Oil and Ultra Low Sulfur Heating Oil—Extension  
Responsible Office: Office of Facilities Management—Division  
of Sustainability and Compliance  
Description: Bridge contract through Baltimore County Public  
Schools for the purchase of heating oil

Awardee (See note on page 8)  
Apex Petroleum Corp., \* Largo, Maryland

\$48,375

088.23.B5	<p>E-Rate Consulting Services Responsible Office: Office of Strategic Initiatives—Department of Infrastructure and Operations Description: New bridge contract through Howard County Public School System to replace the expiring bridge contract for preparation, processing and other services to support reimbursement by the federal government for eligible internet connectivity costs under the E-Rate Program.</p> <p><u>Awardee</u> Funds for Learning LLC, Edmond, Oklahoma</p>	\$65,000
TIPS 210903	<p>Cafeteria Point of Sale Responsible Office: Office of District Operations—Department of Materials Management—Division of Food and Nutrition Services Description: Bridge contract through TIPS USA for cafeteria Point of Sale, back of the House Cloud, App processing, App scan, and MySchool App site subscriptions</p> <p><u>Awardee</u> Heartland Payment Systems, LLC dba Heartland School Solutions, Atlanta, Georgia</p>	\$92,842
030223- DAK	<p>Scoreboards, Digital Displays, and Video Boards with Related Services Responsible Office: Office of Facilities Management—Division of Design and Construction Description: Bridge contract through Sourcewell for the purchase and installation of new digital outdoor signs and scoreboards</p> <p><u>Awardee</u> Daktronics, Inc., Brookings, South Dakota</p>	\$200,000
062320-SNB	<p>Sunbelt Rentals Responsible Office: Office of Facilities Management Description: Bridge contract through Sourcewell to add additional funds to supply portable stadium lighting for the safety and security at Montgomery County Public Schools (MCPS) high school football games.</p> <p><u>Awardee</u> Sunbelt Rentals Inc., Baltimore, Maryland</p>	\$85,000

1100572	<p>Road Equipment Services/Snow Removal Contractors—Extension Responsible Office: Office of Facilities Management—Division of Maintenance and Operations Description: Bridge contract through the Montgomery County Government for road equipment services and snow removal contractors</p> <p><u>Awardees</u> Anderson Tree Service, Gaithersburg, Maryland C &amp; C Custom Lawn care, Inc., Mount Airy, Maryland Consolidated Commercial Services LLC, Silver Spring, Maryland Damascus Enterprises, Inc., Damascus, Maryland Divine Landscaping, Inc., Laytonsville, Maryland Double K Contractors, Inc., Damascus, Maryland Kuhlman Lawn Service LLC, Poolesville, Maryland Lapinski’s Landscaping, Inc., Ashton, Maryland Monocacy Custom Services Inc., Dickerson, Maryland Total</p>	\$625,000
1106745	<p>Vegetated Stormwater BMP Maintenance Responsible Office: Office of Facilities Management—Division of Sustainability and Compliance Description: Bridge contract through the Montgomery County Government for additional funds to support the rise in the number of stormwater facilities that need to be maintained due to an increase in new construction projects, and to ensure they are functioning as designed to protect water quality and meet requirements of state law.</p> <p><u>Awardee</u> (See note on page 8) Empire Landscape, LLC, * Silver Spring, Maryland</p>	\$440,000
1131333	<p>Maintenance and Repair, Aboveground Stormwater Management Facilities Responsible Office: Office of Facilities Management—Division of Sustainability and Compliance Description: Bridge contract through Montgomery County Government for repair of aboveground stormwater facilities</p> <p><u>Awardee</u> Environmental Quality Resources, LLC, Millersville, Maryland</p>	\$250,000

1134601	Cooperative Purchase of Road Deicing Salt—Extension Responsible Office: Office of Facilities Management—Division of Maintenance and Operations Description: For the purchase of road de-icing salt through a cooperative contract with Montgomery County Government  <u>Awardee</u> Montgomery County Government, Maryland, Rockville, Maryland	\$366,300
1201.1	La Cultura Cura and Transformational Learning—Extension Responsible Offices: Office of School Support and Well-Being—Office of Well-Being, Learning, and Achievement Description: Contract to provide educators essential professional development to support working with students in a trauma-informed manner  <u>Awardee</u> (See note on page 8) National Compadres Network, Inc., * San Jose, California	\$105,000
202329-01	Janitorial and Sanitation Supplies, Equipment, and Related Services Responsible Office: Office of District Operations—Department of Materials Management Description: Bridge contract through the National Intergovernmental Purchasing Alliance for the purchase of ice melt  <u>Awardee</u> S Freedman & Sons, Inc., Landover, Maryland	\$50,000
4047.9	Flooring Materials—Extension Responsible Office: Office of Facilities Management—Division of Maintenance and Operations Description: For the purchase of flooring materials  <u>Awardees</u> B&B Concepts, Capitol Heights, Maryland Capitol Building Supply, Inc., Manassas Park, Virginia Continental Flooring Co., Scottsdale, Arizona L&R Enterprises, Inc., Hyattsville, Maryland Total	\$275,000

4111.7	<p>Overhead Door Installation and Repairs—Extension  Responsible Office: Office of Facilities Management—Division  of Maintenance and Operations  Description: For the repair of overhead doors and installation  of new doors at various MCPS Facilities</p> <p><u>Awardee</u>  Bob’s Overhead Door Repair and Service, Baltimore, Maryland</p>	\$125,000
4981.1	<p>Montgomery County Education Association (MCEA) Salary  Schedule Review and Recommendation  Responsible Office: Office of Human Resources and  Development  Description: Contract for the review and analysis of the current  MCEA salary scale, and report of recommendations for revision  and/or alternative salary schedule models</p> <p><u>Awardee</u>  Experience Management Institute, Delaware, Ohio</p>	\$148,657
4982.1	<p>Strategic Implementation of Absenteeism  Responsible Offices: Office of School Support and  Well-Being—Office of Well-Being, Learning, and  Achievement  Description: Contract to provide strategic implementation of  practices developed specifically for MCPS to address chronic  absenteeism</p> <p><u>Awardee</u>  Community Initiatives, Oakland, California</p>	\$88,350
4990.1	<p>Psychological Assessment Tools  Responsible Office: Office of School Support and  Well-Being—Office of Well-Being, Learning, and  Achievement  Description: For the purchase of psychological assessment tools  used by MCPS psychologists to complete legally mandated  student assessments.</p> <p><u>Awardee</u>  NCS Pearson, Inc., Iowa City, Iowa</p>	\$150,000

4991.1	<p>The Esperanza Program  Responsible Offices: Office of the Chief Academic Officer—Office of Curriculum and Instructional Programs  Description: For the purchase of the Esperanza Program which will provide a systematic, sequential, and explicit approach to teaching Spanish literacy</p> <p><u>Awardee</u>  Valley Speech Language and Learning Center,  Brownsville, Texas</p>	\$43,725
6808.1	<p>Integrated Web-based Student Transportation Routing and GPS Tracking System  Responsible Office: Office of District Operations—Department of Transportation  Description: Request for additional funds to amend the contract to include on-site installation of the on-vehicle hardware</p> <p><u>Awardee</u>  Education Logistics, Inc., Missoula, Montana</p>	\$213,750
7112.7	<p>Lawn Maintenance Equipment—Extension  Responsible Office: Office of Facilities Management—Division of Maintenance and Operations  Description: For the purchase of lawn maintenance equipment for MCPS schools and the Division of Maintenance and Operations</p> <p><u>Awardees</u>  C&amp;C Manufacturing Inc., Gaithersburg, Maryland  Gaithersburg Farmers Supply Inc., Gaithersburg, Maryland  Gambrill's Equipment Co., Inc., Severn, Maryland  Total</p>	<p>\$5,445  \$334,245  <u>\$133,745</u>  \$473,435</p>
7922.2	<p>Bottled Drinking Water Services  Responsible Office: Office of Facilities Management—Division of Sustainability and Compliance  Description: For the purchase of bottled water delivery and rental of water coolers for MCPS schools, offices, and portable classrooms</p> <p><u>Awardees</u>  DS Services of America, Inc., Tampa, Florida  BlueTriton Brands Inc., Louisville, Kentucky  Total</p>	\$175,000

9096.9	<p>Additional Corridor and Athletic Lockers for Various Facilities  Responsible Office: Office of Facilities Management—Division  of Design and Construction  Description: For the purchase and installation of additional  corridor and athletic lockers to schools as needed</p> <p><u>Awardees</u> (See note on page 8)  Partitions Plus, Inc., * Fallston, Maryland  Steel Products, Inc., * Frederick, Maryland  Total</p>	\$75,000
9114.14	<p>Canned Fruits and Vegetables—Extension  Responsible Office: Office of District Operations—Department  of Materials Management—Division of Food and Nutrition  Services  Description: For the purchase of canned fruits and vegetables  served in the MCPS school meals program</p> <p><u>Awardees</u>  Cal Fed Financial Corporation, dba: Red Gold LLC,  Elwood, Indiana  Country Pure Foods Inc., Akron, Ohio  FoodPro Corporation, Frederick, Maryland  Total</p>	\$771,496
9126.8	<p>Commercial Kitchen Equipment, Inspections, Preventive  Maintenance, Repairs and Replacements—Extension  Responsible Office: Office of Facilities Management—Division  of Maintenance and Operations  Description: For the preventive maintenance, and replacement  of commercial kitchen equipment at various locations</p> <p><u>Awardees</u>  Excel Mechanical Contractors, LLC, Rosedale, Maryland  ITW Food Equipment Group, LLC, Carol Stream, Illinois  Total Kitchen Care, LLC, Millersville, Maryland  Weather Control, Inc., Lorton, Virginia  Total</p>	\$150,000

9190.9	Restroom Partition Replacement at Various Facilities Responsible Office: Office of Facilities Management—Division of Design and Construction Description: For the removal, purchase, and replacement of restroom partitions of MCPS schools and offices as needed  <u>Awardees</u> (See note below) Partitions Plus, Inc., * Fallston, Maryland Steel Products, Inc., * Frederick, Maryland Total	\$75,000
9201.6	Diploma and Certificate Covers—Extension Responsible Offices: Office of Strategic Initiatives— Department of Shared Accountability—Records Unit Description: For the purchase of diploma and certificate covers for all MCPS schools  <u>Awardee</u> Jostens, Inc., Minneapolis, Minnesota; Local Affiliate: Chester, Maryland	\$45,500
9215.2	Athletic Field Maintenance—Artificial Turf at Various Locations —Extension Responsible Office: Office of Well-Being, Learning, and Achievement—Department of Athletics Description: For the artificial turf maintenance and repairs  <u>Awardee</u> Gold Standard Consulting, LLC, Exton, Pennsylvania	\$175,000
9426.3	Vehicle Oil Changing Services Responsible Office: Office of District Operations—Department of Transportation Description: For maintenance and oil change services of MCPS owned vehicles  <u>Awardee</u> WLR Automotive Group, Inc., Frederick, Maryland	\$110,281
TOTAL PROCUREMENT CONTRACTS \$25,000 OR MORE		\$5,422,711

\* Denotes Minority-, Female-, or Disabled-owned Business

Note: Contract amounts will be based on individual requirements.



Formal bids and request for proposals (RFPs) were obtained and evaluated by the Division of Procurement, Office of Finance, in consultation with the users. The tabulations, cost comparisons, and budget account verifications are available in Division of Procurement files. Summary information about vendors that receive payments of \$25,000 or more during a fiscal year, July 1 through June 30 of the following year, is available in the Funding Accountability and Transparency [database](#) on the Montgomery County Public Schools website. The information identifying vendors by names and locations is the information submitted on the Internal Revenue Service Form W-9 with local affiliates noted as applicable.

MBM:MBH:RR:amd

Attachment

BID No.	BID NAME	No. of Vendors Mailed	No. MFD Vendors Mailed	Total No. of Bids Received	Total No. of MFD Bids Received	Total No. of Bids Awarded	Total No. of MFD Contracts Awarded
GDA-320-22	No. 2 Fuel Oil and Ultra Low Sulfur Heating Oil—Extension	Bridge through Baltimore County Public Schools, MD					
R220504	Sport Surfaces, Installation, and Related Material – Region 4	OMNIA Partners					
088.23.B5	E-Rate Consulting Services—New	Bridge through Howard County Public Schools, MD					
TIPS 210903	Cafeteria Point of Sale	Bridge through TIPS USA					
030223-DAK	Scoreboards, Digital Displays, and Video Boards with Related Services	Bridge through Sourcewell					
062320-SNB	Sunbelt Rentals	Bridge through Sourcewell					
1100572	Road Equipment Services/Snow Removal Contractors—Extension	Bridge through Montgomery County Government					
1106745	Vegetated Stormwater BMP Maintenance	Bridge through Montgomery County Government					
1131333	Maintenance and Repair, Aboveground Stormwater Management Facilities	Bridge through Montgomery County Government					
1134601	Cooperative Purchase of Road Deicing Salt—Extension	Cooperative Contract through Montgomery County Government					
1201.1	La Cultura Cura and Transformational Learning—Extension	N/A					
202329-01	Janitorial and Sanitation Supplies, Equipment, and Related Services	Bridge through National IPA					
22059TCG	Mobile Panic Alert System	Bridge through Clark County Public Schools, NV					
4047.9	Flooring Materials—Extension	10	5	6	2	4	0
4111.7	Overhead Door Installation and Repairs—Extension	9	1	2	1	1	0
4981.1	Montgomery County Education Association (MCEA) Salary Schedule Review and Recommendation	149	41	2	1	1	1
4982.1	Strategic Implementation of Absenteeism	N/A					

Bid Activity Report  
November 9, 2023

Attachment

BID No.	BID NAME	No. of Vendors Mailed	No. MFD Vendors Mailed	Total No. of Bids Received	Total No. of MFD Bids Received	Total No. of Bids Awarded	Total No. of MFD Contracts Awarded
4990.1	Psychological Assessment Tools	N/A					
4991.1	The Esperanza Program	N/A					
6808.1	Integrated Web-Based Student Transportation Routing and GPS Tracking System	72	2	14	2	1	0
7112.7	Lawn Maintenance Equipment—Extension	20	2	3	1	3	0
7141.5	Telecommunications and Network Wiring Installation and Integration, and Broadband Cable Network and Installation of Internal and External IP Surveillance Cameras—Extension	25	1	8	1	6	1
7922.2	Bottled Drinking Water Services	2	0	2	0	2	0
9096.9	Additional Corridor and Athletic Lockers for Various Facilities	12	7	2	2	2	2
9114.14	Canned Fruits and Vegetables—Extension	11	2	6	1	2	0
9115.12	Frozen Potatoes—Extension	15	1	2	0	1	0
9126.8	Commercial Kitchen Equipment, Inspections, Preventive Maintenance, Repairs and Replacements—Extension	6	1	3	0	4	0
9190.9	Restroom Partition Replacement at Various Facilities	10	7	5	5	2	2
9201.6	Diploma and Certificate Covers—Extension	25	6	6	0	1	0
9215.2	Athletic Field Maintenance - Artificial Turf at Various Locations—Extension	5	0	5	0	1	0
9426.3	Vehicle Oil Changing Services	3	3	3	2	1	0
9740.3	Kitchen Servery Replacement	31	9	3	0	1	0