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24 May 2022

Dear Industry Partners,

At the Board of Directors meeting on Thursday, 19 May, 2022, on behalf of the Bid Committee, Malik Hamilton recommended and the board approved that this year's RFP bid for commercial distribution services be awarded to Premier K-12 Foodservice pending the satisfactory resolution of some outstanding questions and concerns. Once finalized this contract will have an initial term of two years with the possibility of three extensions of one year each for a maximum contract length of five years.

Many of you are familiar with Premier and the benefits that they will bring to our membership. The conversation surrounding PRFSD joining Premier has been ongoing for some time now, however, in the past, the market basket pricing from Premier was comparable to other submissions. With the ongoing uncertainty of the world markets due to covid, the War in Ukraine, gas prices, and now monkeypox many manufacturers, as you are all aware, are currently not willing to "take a chance" on a smaller bid contract. Several distributors reported that some manufacturers were unwilling to provide bid pricing at all. Which means that this year instead of being relatively close in price to the other submissions Premier's bid was far and away the highest scored bid presented to PRFSD!

The bid committee and the Board of Directors are still working through details with Premier and US Foods. While there is going to be some varied levels of concern for what this will mean for industry partners who do not have a contracted manufacturer agreement (CMA) with Premier we want to assure you that it is our intent to keep our relationships with our industry partners intact CMA or not. Over the next several weeks we will be working to gather detailed information to share with members and industry. We will share that information via the website, emails, etc. As always if you have any questions please do not hesitate to reach out to us.

Sincerely,

Jeremy Bergman, President

Malik Hamilton, Bid Committee Chair

MISSION STATEMENT

The Pittsburgh Regional Food Service Directors is an organization of professionals committed to School Food Service. Its members are dedicated to the maintenance and improvement of Child Nutrition Programs by providing a forum for professional development, continuing education, marketing and developing and supporting legislative issues.