

## COMPARISON OF SERVICES PROVIDED BY EACH CONSORTIUM FOR SCHOOL YEAR 2019-2020

	SPARC	GLC	MOR
<b>Delivery Fee-USDA Brown Box</b>	\$2.60 per case	\$2.75 per case	\$2.60 per case
<b>Delivery Fee-USDA Processed Foods</b>	\$2.25 per case	\$2.50 per case for Fee-for-Service Items. Net-off-Invoice (NOI) pricing already includes any delivery fees.	\$1.95 - \$2.40 per case
<b>Delivery Fee-DoD/Fresh Produce</b>	\$2.60 per case	\$2.75 per case	\$2.65 per case
<b>Weekly Delivery by Distributors</b>	Yes - \$350 minimum for delivery (no case minimum)	Yes - \$500 minimum for delivery (12 case minimum)	Yes - \$350 minimum
<b>USDA Foods/Commercial same truck</b>	Yes	Yes	Yes
<b>Membership Fee</b>	<ul style="list-style-type: none"> <li>No fee 1st year of membership or if a district receives less than \$1,000 in entitlement / \$100 fee if less than \$2000 in entitlement / \$250 fee if school receives more than \$2,000 in entitlement.</li> </ul>	Commodity Entitlement Amount Determines Annual Fee 0 - \$10,000 = \$155; \$10,001 - \$25,000 = \$370 \$25,001 - \$50,000 = \$475; \$50,001 - \$100,000 = \$580 >\$100,000 = \$750	\$250 per year
<b>Third Party Administrative Fees</b>	No Fees - GPO partnership with CSM Cost Solutions at no additional charge. All rebate money paid semi-annually directly to your program. Rebates earned are not used to offset administrative fees.	<ul style="list-style-type: none"> <li>Commercial Bid (Optional) - Annual HPS dues range between \$725 (min) and \$3150 (max). Dues calculated based on annual sales multiplied by \$0.0095</li> </ul>	No fees
<b>Rebates</b>	<ul style="list-style-type: none"> <li>Rebates on all purchases when 80% purchased from SYSCO. Also based on enrollment: 15,000+ students 2%; 5,000-14,999 1.5%; 1-4,999 1%</li> <li>1% rebate on all purchases if invoices are paid within 14 days.</li> </ul>	<ul style="list-style-type: none"> <li>Commercial Purchases - 1.25% rebate on all food purchases if school commits to GFS/HPS</li> <li>1% credit on invoice if paid within 10 days</li> <li>Commodity Purchases - Additional 0.25% rebate if committed to commodity purchases from GFS/HPS</li> </ul>	<ul style="list-style-type: none"> <li>1% rebate on all purchases if invoices are paid within 10 days.</li> <li>Drop-size discounts based on participation</li> <li>Schools can earn rebates based on buying habits and product usage from processors. plus 1.8% rebate on commercial purchases if 90% purchased thru VE</li> </ul>
<b>Volume Discounts</b>	100% of volume discounts	100% of volume discounts passed on to membership. Largest Volume Discount in the State of Michigan	100% of volume discounts
<b>Contracted Distributor</b>	SYSCO FOOD SERVICE	GORDON FOOD SERVICE (GFS)	VAN EERDEN FOOD SERVICE
<b>Storage Fees on USDA Foods</b>	No Storage Fees	No Storage Fees	No Storage Fees
<b>WBSCM Preordering of USDA Food</b>	By SPARC Administrator as part of membership fee	By GLC Administrator	By ISD Consultants
<b>Processing Bids for USDA Foods</b>	By SPARC Administrator as part of membership fee	GLC Board/GLC Administrator	By ISD Consultants
<b>Commercial Food Bids</b>	By CSM and SPARC Administrator, including milk and bread bids for member districts.	Commercial bidding varies by member (Options include HPS, Self-Op, or Food Service Management Company)	By ISD Consultants
<b>Service Area of the Consortium</b>	Entire State with SYSCO Food Service	Entire State with Gordon Food Service (GFS)	Entire State with Van Eerden Food Service
<b>Contact Info for each Consortia:</b>	Terri Sincok SPARC Executive Director Phone: 248-310-3988 FAX: 517-552-1201 tsincok@manistee.org	Nancy LaFave, Escanaba Schools Sherry Anderson, HPS Nancy Ph: 906-789-5597 Sherry Ph: 800-632-4572 glc_administrator@hpsnet.com	Current: Chuck Wolford 734-740-2915 Current: Lori Adkins, Oakland Schools 248-209-2102 Lori.Adkins@oakland.k12.mi.us/Wolford@macservcorp.com Joy Turney-Hartman, Waterford School District
<b>Additional Information:</b>	<ul style="list-style-type: none"> <li>Free 2-day Annual Conference &amp; Food Show with 6 hours of Prof. Development for all staff</li> <li>6-cent compliant cycle menus with audit info</li> <li>Fifth year of successful one-bank system</li> <li>Weekly tracking via drawdown &amp; velocity reports</li> <li>SPARC conference scholarships</li> <li>Interactive Educational Website with Nutritional Information</li> </ul>	<ul style="list-style-type: none"> <li><a href="#">Click here to view the Informational video and learn more about the GLC</a></li> <li>Single Bank for Processed and Non Processed Items</li> <li>Multiple Educational Conference &amp; Food Show for Directors and staff, throughout the state of Michigan</li> <li>On Demand reporting capabilities for all members. <a href="http://www.hpscat.com">www.hpscat.com</a> <a href="http://www.gfs.com">www.gfs.com</a></li> <li>Free,online, Menu Planner software for HPS members, including 6-cent compliance, Nutritional information, production records and allergen information</li> <li>Commodity Tracking System &amp; Inventory Support</li> </ul>	<ul style="list-style-type: none"> <li>Annual Back-to-School Workshop/Food Show w/Prof Development hours</li> <li>Seventh year of HUSSC approved Cycle Menu with food costs. Manufacturer nutritional data loaded online.</li> <li>Largest list of Commodity Processors with over 300 items from 30 Processors to help you spend your dollars</li> <li>First co-op approved with one-bank system, now in our eighth year. Third year of single bank brown box.</li> <li>Full commercial bid available at no cost</li> <li>Current Manufacturer nutritional data available on VE's ordering website. One website for ordering, PAL report, and nutritional data. New online ordering as of spring 2018</li> </ul>

\*\* If your school district is offered services or discounts not listed on this comparison form, please report it to Food Distribution Unit at 517-373-8642