

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**



DEPARTMENT: Zoo
Purchasing & Strategic Sourcing

AGENDA DATE: December 2, 2025

PUBLIC HEARING DATE: Not Applicable

CONTACT PERSON NAME: Gary A. Lunsford, Assistant Director
Claudia A. Garcia, Director

PHONE NUMBER: (915) 212-2800

PHONE NUMBER: (915) 212-0043

DISTRICT(S) AFFECTED: All

SUBJECT:

The award of solicitation 2025-0231 Zoo Produce Diet (Re-bid) to Olus Distributing, Inc. for an initial term of three (3) years for an estimated amount of \$338,013.00. The award also includes a two (2) year option for an estimated amount of \$225,342.00. The total contract time is for five (5) years for a total estimated amount of \$563,355.00.

BACKGROUND / DISCUSSION:

This contract will provide fresh produce for Zoo animals.

COMMUNITY AND STAKEHOLDER OUTREACH:

A pre-bid/proposal meeting was held on July 16, 2025. Two (2) suppliers were in attendance.

SELECTION SUMMARY:

Solicitation was advertised on July 8, 2025 and July 15, 2025. The solicitation was posted on City website on July 8, 2025. There was a total of fifteen (15) viewers online; one (1) bid was received; one (1) from local suppliers. An Inadequate Competition Survey was conducted.

CONTRACT VARIANCE:

The difference based in comparison to the previous contract is as follows: An increase of \$288,013.01 for the initial term, which represents a 576.03% increase due to additional contract years and price increases.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

Not applicable.

AMOUNT AND SOURCE OF FUNDING:

Amount: \$563,355.00

Funding Source: Zoo Operations

Account: 452-3400-52140-P5241-531100

REPORTING OF CONTRIBUTION OR DONATION TO CITY COUNCIL:

Report any contributions or donations to City Council of an accumulated total of \$500 or more. Report the name of the elected official and the amount.

NAME	AMOUNT (\$)
Form was provided to the applicant	N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:



Gary A. Lunsford, Assistant Director



Claudia A. Garcia – Director of Purchasing & Strategic Sourcing

Project Form
Low Bid

*****Posting Language Below*****

Please place the following item on the Consent Agenda for the City Council Meeting of December 2, 2025.

Award Summary:

The award of solicitation 2025-0231 Zoo Produce Diet (Re-bid) to Olus Distributing, Inc. for an initial term of three (3) years for an estimated amount of \$338,013.00. The award also includes a two (2) year option for an estimated amount of \$225,342.00. The total contract time is for five (5) years for a total estimated amount of \$563,355.00. This contract will provide fresh produce for Zoo animals.

Contract Variance:

The difference based in comparison to the previous contract is as follows: An increase of \$288,013.01 for the initial term, which represents a 576.03% increase due to additional contract years and price increases.

Department:	Zoo
Award to:	Olus Distributing, Inc.
City & State:	El Paso, TX
Item(s):	All
Initial Term:	3 Years
Option Term:	2 Years
Total Contract Time:	5 Years
Annual Estimated Award:	\$112,671.00
Initial Term Estimated Award:	\$338,013.00
Option Term Estimated Award:	\$225,342.00
Total Estimated Award	\$563,355.00
Account(s)	452-3400-52140-P5241-531100
Funding Source(s):	Zoo Operations
District(s):	All

This was a Low Bid Procurement - unit price contract

The Purchasing & Strategic Sourcing and Zoo Departments recommend award as indicated to Olus Distributing, Inc. the lowest responsive and responsible bidder.

It is requested that the City Manager be authorized to establish the funding sources and make any necessary budget transfers and execute any and all documents necessary for execution of this award.

In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.



CITY OF EL PASO

BID TABULATION FORM



BID TITLE: Zoo Produce Diet (Re-Bid)

BID NO: 2025-0231

BID DATE: August 6, 2024

DEPARTMENT: ZOO

	Olus Distributing dba Olus Distributing El Paso, TX
	Bidder 1 of 1

Year One (1)

Item No.	Description	Unit of Measure	Minimum Approximate Quantities	Maximum Approximate Quantities (A)	Price (B)	Yearly Total (C = A X B) (C)
1	Apples (Red Delicious & Golden)	lb	4,800	5,000	\$0.65	\$3,250.00
2	Bananas	lb	5,800	6,000	\$0.55	\$3,300.00
3	Broccoli	lb	3,600	3,750	\$0.75	\$2,812.50
4	Cabbage	lb	450	500	\$0.70	\$350.00
5	Cantaloupe	lb	6,000	6,250	\$0.60	\$3,750.00
6	Carrots	lb	8,600	8,750	\$0.50	\$4,375.00
7	Cauliflower	lb	450	500	\$0.70	\$350.00
8	Celery	lb	3,400	3,600	\$0.60	\$2,160.00
9	Coconut	lb	300	360	\$0.60	\$216.00
10	Corn	lb	5,550	5,625	\$0.50	\$2,812.50
11	Cucumbers	lb	450	500	\$0.60	\$300.00
12	Grapefruit	lb	150	200	\$0.30	\$60.00
13	Grapes	lb	2,850	3,000	\$1.00	\$3,000.00

Approved By: _____/s/ _____

Date: 9/2/2025

2025-0231 Zoo Produce Diet (Re-Bid)

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14	Honeydew	lb	4,450	4,500	\$0.60	\$2,700.00
15	Kale	lb	5,650	6,000	\$1.60	\$9,600.00
16	Lettuce Romaine	lb	26,800	27,000	\$1.30	\$35,100.00
17	Onions Yellow	lb	500	600	\$0.30	\$180.00
18	Oranges Navel	lb	4,900	5,000	\$0.60	\$3,000.00
19	Papaya	lb	5,950	6,125	\$1.20	\$7,350.00
20	Pears	lb	2,900	3,000	\$1.00	\$3,000.00
21	Pineapples	lb	350	400	\$0.80	\$320.00
22	Potatoes Russet	lb	225	250	\$0.40	\$100.00
23	Spinach	lb	1,350	1,400	\$1.00	\$1,400.00
24	Squash	lb	650	3,750	\$0.80	\$3,000.00
25	Watermelon	lb	1,950	2,000	\$0.30	\$600.00
26	Kiwi	lb	1,200	1,250	\$1.50	\$1,875.00
27	Tomatoes	lb	125	150	\$0.30	\$45.00
28	Yams	lb	5,950	6,000	\$0.80	\$4,800.00
29	Seasonal Fruit	lb	4,200	4,375	\$0.70	\$3,062.50
30	Bell Peppers	lb	580	600	\$0.90	\$540.00
31	Beets	lb	45	50	\$1.00	\$50.00
32	Collard Greens	lb	700	750	\$1.00	\$750.00
33	Mushrooms	lb	90	100	\$1.00	\$100.00
34	Beans Green	lb	80	100	\$3.00	\$300.00
35	Eggplant	lb	80	100	\$1.90	\$190.00

Approved By: _____/s/ _____

Date: 9/2/2025

36	Green Leaf Lettuce	lb	1,800	1,875	\$1.40	\$2,625.00
37	Mango	lb	250	300	\$1.00	\$300.00
38	Pumpkin	lb	150	200	\$0.40	\$80.00
39	Turnip Greens	lb	1,100	1,250	\$1.00	\$1,250.00
40	Squash (Butternut)	lb	40	50	\$1.50	\$75.00
41	Apples (Small Golden)	lb	3,875	4,000	\$0.50	\$2,000.00
42	Cherry or Grape Tomatoes	lb	25	30	\$1.00	\$30.00
43	Bok Choy	lb	350	400	\$3.00	\$1,200.00
44	Butter Lettuce	lb	600	625	\$0.50	\$312.50
Year 1 Total						\$112,671.00
Year Two (2)						
Item No.	Description	Unit of Measure	Yearly Total		Annual % Rate Increase	Year 2 Total
1-44	All Items	lb.	\$112,671.00		0.00%	\$112,671.00
Year Three (3)						
Item No.	Description	Unit of Measure	Yearly Total		Annual % Rate Increase	Year 3 Total
1-44	All Items	lb.	\$112,671.00		0.00%	\$112,671.00

Option Year One (1)					
Item No.	Description	Unit of Measure	Yearly Total	Annual % Rate Increase	Year 1 Total
1-44	All Items	lb.	\$112,671.00	0.00%	\$112,671.00
Option Year Two (2)					
Item No.	Description	Unit of Measure	Yearly Total	Annual % Rate Increase	Year 2 Total
1-44	All Items	lb.	\$112,671.00	0.00%	\$112,671.00
				Total (Years 1 - 3)	\$338,013.00
				Option (Years 1 - 2)	\$225,342.00
				Grand Total	\$563,355.00
<u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u>					
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. THE TERM OF THIS CONTRACT SHALL BE BASED ON ONE OF THE SELECTIONS BELOW AND UNDER THE SAME TERMS AND CONDITIONS. THE CITY MANAGER OR DESIGNEE MAY EXTEND THE OPTION TO EXTEND.					
BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:					
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S)					
NO OPTION OFFERED					
AMENDMENTS ACKNOWLEDGED:				YES	
BIDS SOLICITED: 148 LOCAL BIDS SOLICITED: 77 BIDS RECEIVED: 1 LOCAL BIDS RECEIVED: 1 NO BID: 0					
NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.					

Approved By: _____/s/ _____
Date: 9/2/2025

2025-0231 Viewers List

No.	<u>Participant Name</u>	<u>City</u>	<u>State</u>
1	Olus Distributing Inc.	El Paso	TX
2	915 Maintenance and Contracting	El Paso	TX
3	Boba Loca on Wheelz	El Paso	TX
4	Consilio Mentis LLC	El Paso	TX
5	ConstructConnect	Cincinnati	OH
6	Deltek	Herndon	VA
7	Ekenex Ventures and Services	Dallas	TX
8	Horizon Roll Off Services	Horizon City	TX
9	Rio Seco Ag and Supply	Clint	TX
10	S&T Refrigeration	El Paso	TX
11	Southern Flavz BBQ	El Paso	TX
12	Sun City Eco Wash LLC	El Paso	TX
13	The Bug Company of Minnesota Inc	Ham Lake	MN
14	UT CONTRACTORS LLC	Irving	TX
15	Walker Systems78 LLC	Horizon City	TX

Inadequate Competition Survey

2025-0231 Zoo Produce Diet (Re-bid)

Number of Views

Sample Size Scale

Sample Size Selected

15	
17 or less - Contact	4
18 to 23 - Contact	5
24 to 27 - Contact	6
28 or More - Contact	25%
4	

Survey Questions:

Please indicate, why you did not respond to our solicitation?	Number of Responses	Pct
Did not receive the Bid Notification (Confirm address on file)	1	25%
Did not have time to respond		0%
Could not provide competitive pricing		0%
Could not meet the submission deadline	1	25%
Not interested	1	25%
Does not have equipment		0%
Out of business		0%
No response	1	25%
Total	4	100%
Please provide feedback to our Specification	Number of Responses	Pct
Specifications were good or adequate	2	50%
Specifications were not clear		0%
Could not meet specifications		0%
Specifications were limited or closed		0%
Did not receive/no opinion	1	25%
Just needed more time to review.		0%
Did not receive bid notification.	1	25%
Total	4	100%