



RPS Annual Meeting

WELCOME!

Presented by RPS Board/Huddle, LLC/Equalis Group

June 12, 2023

Pueblo, Colorado/Zoom



Call to Order & Welcome

Determine Quorum

- Those Present in Person
 - Those Present via Zoom
- 



Agenda

01.
RPS Updates/
Board Highlights

03.
New Business:
-Delay Election
-Transition to Equalis

02.
Old Business:
-RPS Restructure

04.
For the Good of
the Order

05.
Adjournment



Members

- AGUILAR
- BIG SANDY
- BUENA VISTA
- CALHAN
- CANON CITY
- CHEYENNE
- MOUNTAIN 12
- CLEAR CREEK
- CSSD 11
- DELTA 50J
- EAGLE
- EAST GRAND
- EATON
- EDISON
- EL PASO D49
- ELBERT C-2
- ELIZABETH
- ELLCOTT
- FREMONT
- GARFIELD 16
- GARFIELD 2
- HANOVER
- HARRISON D2
- HAYDEN
- LAKE COUNTY
- LARAMIE 1
- LEWIS PALMER
- MANITOU SPRINGS
- MEEKER
- MIAMI-YODER
- MOFFAT
- PEAK TO PEAK
- PEYTON
- PLATTE VALLEY

WHO IS RPS?

ROCKIES PURCHASING SERVICES

Our Story

We are a group of Colorado/Wyoming school districts large and small who formed a nonprofit cooperative purchasing group in 2009 to bring the first Group Purchasing Organization (GPO) built specifically for schools to our region. In doing so, we have been able to drive savings in significant ways when purchasing over \$20M in food and supplies for our programs and have built a network of like-minded industry peers.

Now with 50 member districts up and down the Colorado Front Range, Western Slope and Southern Wyoming, RPS understands the unique needs of districts in both rural and urban communities, the realities of Frontier living and the taste preferences of students here in the West.

Members

RANGELY
RIDGWAY
ROARING FORK

SHERIDAN
SOUTH ROUNTT
ST. VRAIN
THOMPSON

WELD RE-1
WELD RE-4
WELD RE-9
WINDSOR CHARTER



**For more information about RPS, please contact:
Jeremy West, Procurement Consultant at:
(970) 576-1135 or email huddllellc@gmail.com**

2022-2023

- Purchasing Cooperative aligned with GPO
- Started 2009-2010 with small group of districts in southern Colo.
- Merged with Northern Colorado Coop 2010-2011.
- 45 Districts- Diverse in Student Enrollment Members along Front Range, West Slope, and Northern Colorado + Cheyenne Wyoming.
- \$20 million annual purchases- Food, Non-food Supplies, Smallwares
- Procurement Consultant- Jeremy West, SNS is a former RPS member and began his duties as the consultant in July 2019.



How it Works:

- ❖ **Intergovernmental Agreement**
- ❖ **Tiered Annual Membership Fee based on October 1st enrollment**
- ❖ **Non-Profit- Board of Directors representative of member base**
- ❖ **Distributor Bid with GPO national contracts- Fee per case**
- ❖ **Rebates paid directly to Districts**
- ❖ **Current Distributor is US Foods**



ROCKIES PURCHASING SERVICES

Why should you consider continuing or becoming a member of RPS or any cooperative purchasing group for that matter? There are a number of benefits to cooperative procurement for districts of all sizes.

Here are just a few:



Benefits of Membership

Cost Savings

This is first and foremost at the heart of what RPS is about. We achieve this by purchasing through aggregated volume from school districts around the country and through negotiated discounts and incentives

CDE Compliance & Audit Support

Because RPS works closely with both the Colorado and Wyoming Offices of School Nutrition when developing and releasing bids, we help your district maintain compliance with federal procurement regulations and state Procurement Reviews.



Networking

With mentoring for new members, opportunities to connect throughout the year, and access to other district members in our group, you have the collective knowledge of dozens of other CN Professionals to draw from.

Dedicated Distributor Support

Because of our volume, RPS has dedicated Account Executives & support personnel with our distributor.

Reduced Administrative Burden



Let's be honest- Procurement is Painful! There are so many complex regulations and it takes a lot of time and energy away from doing what you enjoy most- serving the students of your district. Save time with centralized contract administration and a dedicated Procurement Consultant. You don't have to do it all yourself!



Influence Over Product Selection

With \$20M+ in collective buying power, RPS Members are able to have input on national contracts managed by our GPO and a voice on what is stocked at our distributor.

RPS Benefits of Membership



RPS Board of Directors 2022-23



Officers

Monica Deines-Henderson- Board President/Large District Rep (El Paso 49)

Mindi Wolf- Treasurer/Large District Rep (St. Vrain Valley Schools)

Open Positions

Secretary- Officer Position

Medium District Rep (1)

Directors

Jody Williams, Small District Rep (Garfield County District 16)

Chris Delsordo- Small District Rep (Eagle County)

Janelle Grooms- Small District Rep (Canon City)

Lisa Kendall- Medium SFA Rep (Thompson School District)

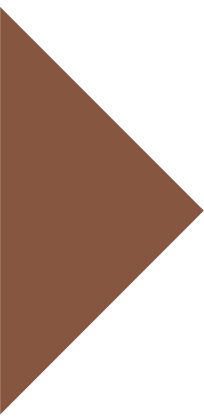
Janine Russell- Large SFA Rep (Colo Springs District 11)

Katie Cossette- Large SFA Rep (St. Vrain Valley Schools)

Kathy Frank- Ad Hoc Rep (Cheyenne Mountain District 12)

McKaley Philips: Ad Hoc Rep (Weld RE-9 Ault)

Jeremy West- Ex-officio- Procurement Consultant





RPS Board Highlights

- The RPS Board of Directors met three times this past school year in October, January and April (award of GPO).
- Approval for transition to Rockies Procurement Services from CDE.
- Released Bid for GPO.
- Approved extension of contracts for Distributor bid and Nonfood/Paper.
- Continued to work with legal counsel on transition from a nonprofit to a governmental entity.



[About RPS](#) [Contact Us](#) [Member Portal](#) [Bids & Brokers](#) [US Foods Updates](#) [Join RPS](#)

(970) 576-1135

Rockies Purchasing Services

Group Purchasing Organization (GPO) designed specifically
for K-12 districts in Colorado and Wyoming

[Learn More](#)

RPS Website



Old Business

RPS Restructure

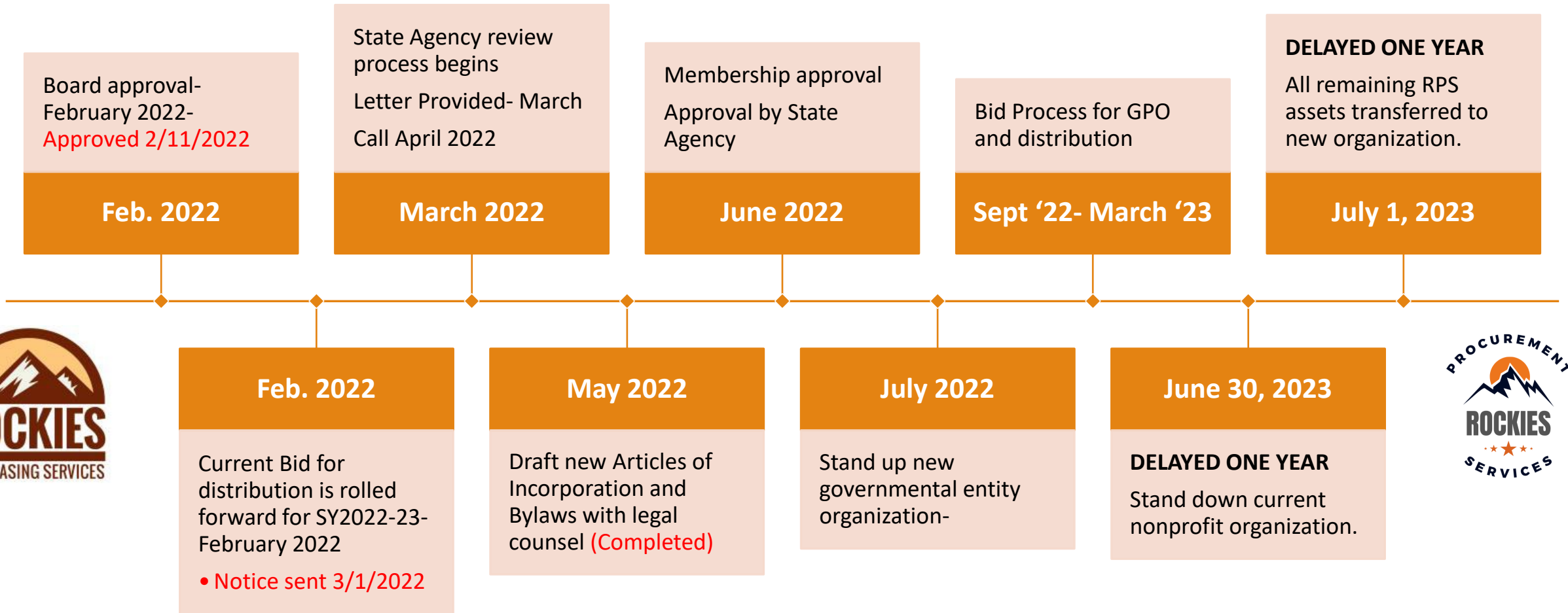


Why We Transitioned To A New Model

- **Financial Stability**
- **Organizational Sustainability**
- **K-12 Tailored Purchasing**
- **Increased Flexibility**
- **Drive Savings**



The Process- Anticipated Timeline- Where are We Today?



What Stays the Same?

Our Function

Our Primary Members

Governance Structure

Procurement Consultant

Out of State Members Welcome



What Changes?

Our Name- Rockies Procurement Services

Legal Definition

Articles of Incorporation/Bylaws

Additional Regulations

Out of State Members Board Service





Restructure Recap

- Members voted to dissolve RPS as a non-profit entity which signaled to the Board of Directors their desire to proceed with restructuring RPS into a governmental entity capable of acting as a lead agent.
- The actual dissolving of RPS was not immediate as our bids would have been in jeopardy. The process was to be completed in June 2023, but has been delayed one year until 2024 when a distributor bid can be awarded.
- Nothing changed for the 2022-2023 school year as far as governance, bids and distributors. 2023-2024- may have opportunity for multiple distributors for a select number of members during the second semester.
- Board of directors have formed the new organization, completing the adoption of Articles of Incorporation and Bylaws. Registration with State not required. Registration with Federal agency pending.
- Assets of RPS (checking account, website, etc) will be transferred to the new RPS upon dissolution in 2024.

Questions?



New Business-

Delay of Board Election

Update from Equalis Group



Who is Equalis Group?

- ❑ Equalis Group is a national public sector cooperative purchasing organization.
- ❑ We establish “piggybackable” cooperative purchasing agreements that offer improved pricing and contract terms for a diverse selection of products and services.
- ❑ Current Lead Agencies include: Region 10 Education Service Center and Cooperative Council of Governments (CCOG).
- ❑ Public agencies and not-for-profit organizations join Equalis Group to leverage any of these cooperative purchasing programs as a legal and compliant exemption to the bid/RFP process.
- ❑ Leadership team has over 75 years of experience in cooperative, group purchasing, and foodservice.



SAVE TIME.



SAVE MONEY.



STAY LEGAL.



NATIONWIDE
COVERAGE
FOR OUR MEMBERS



20,000+

 **MEMBERS**
AND GROWING

200+

PUBLICLY
PROCURED
CONTRACTS



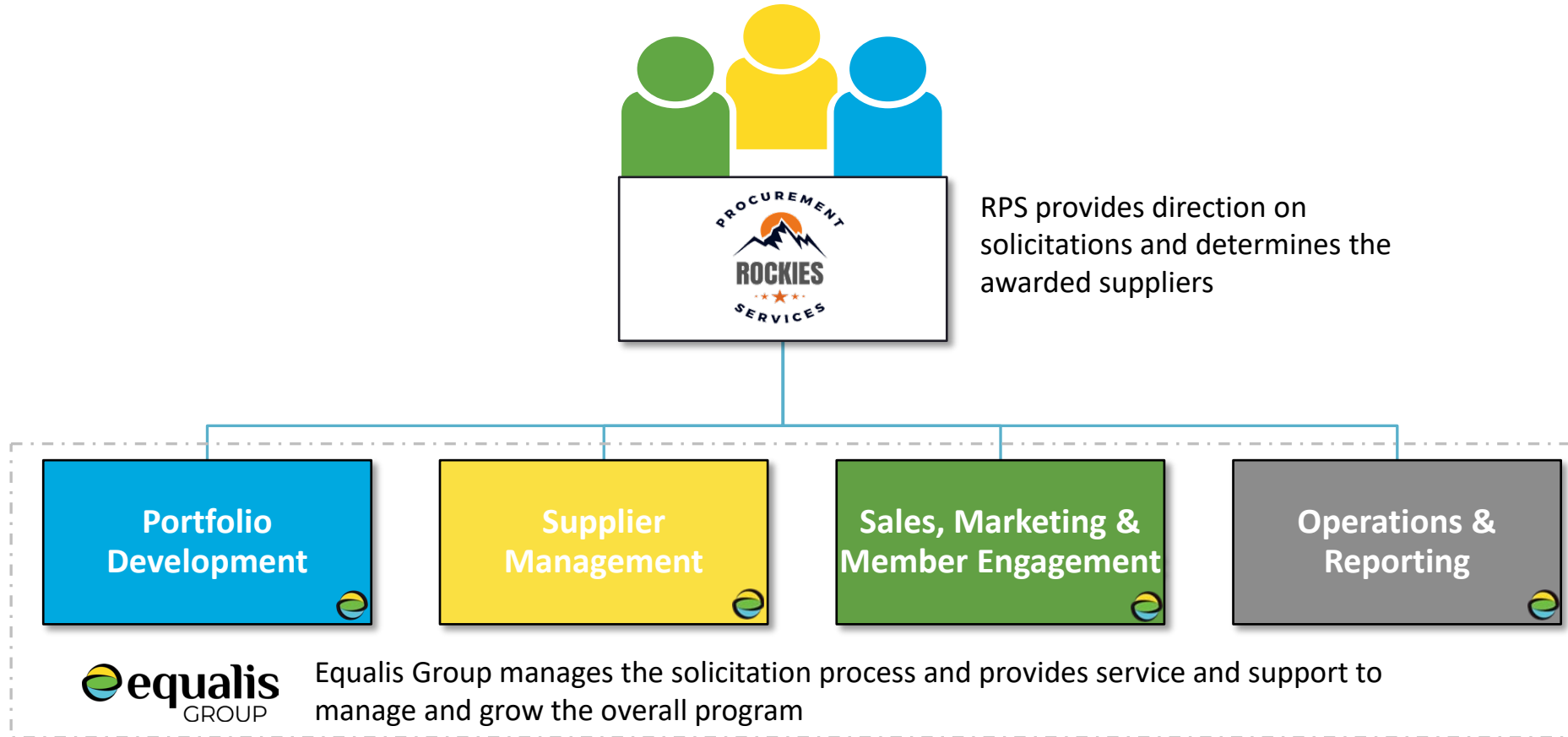
\$0 TO JOIN
NO FEES, NO DUES
& NO OBLIGATIONS



A MEMBER-DRIVEN
SUPPLIER-CENTRIC
COOPERATIVE
PURCHASING
ORGANIZATION



How will Equalis Group work with RPS as a Lead Agency?





Equalis Group Key Contacts

Primary

- *Eric Merkle*
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- emerkle@equalisgroup.org

Sales

- *Josh Fitzgerald*
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- jfitzgerald@equalisgroup.org

Executive

- *Stephen Hull*
- 972.703.9756
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Analytics

- *Laura Rich*
- 972.703.9656
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Procurement

- *Richard Gyure*
- 469.331.6990
- rgyure@equalisgroup.org

Recommended Strategy for Broadline Foodservice Distribution

Distribution RFP

- Release a solicitation for Broadline Foodservice distribution in late summer / early fall
 - Contracts become effective 01/01/2024
 - The current US Foods agreement will continue through 06/30/2024 allowing districts 6 months to transition (if necessary)
 - So far Shamrock, PFG, US Foods and Sysco have shown interest in responding

Manufacturer Agreements

- We are evaluating the best approach for obtaining best value from manufacturers. Potential solutions include:
 - Work with distributors to gain manufacturer deviations
 - Work directly with manufacturers to negotiate lower pricing
 - Release an RFP for manufacturers to respond



Key Considerations for Broadline Distribution

Service

- Capacity and willingness to focus on and service school districts
- Geographic footprint to cover current RPS member districts
- Commitment to stock products (3 cases per week stocking requirement)
- Ability to hit delivery windows consistently
- History of meeting fill rate requirements
- Knowledge and willingness to support USDA commodities

Pricing

- Competitive fee per case
- Incentive based (e.g. drop size, prompt pay, volume, etc.)
- Ability to gain and manage manufacturer deviated pricing

Commodities / New Products

Open Discussion



Joining by Zoom? Please request to be recognized by the chair by raising your virtual hand or through the chat.

For the Good of the Order

Welcome New Members

Member Updates



Meeting Adjournment

Thank you for being a member of RPS
And for attending today's Annual Meeting!