

2017-2018

Cooperative Purchasing Service
Report of Savings
for Charlotte Valley CSD





To: Participating Member

From: Deb Bestwick

Date: November 7, 2018

Re: 2017-2018 Cooperative Purchasing Service Savings Analysis Report

Attached is the Service Saving Report for your District for the 2017-2018 school year. The report was created to provide each participating member with an individual savings analysis based on what their staff requisitioned through the Service. Since the report is based on what was requisitioned through the Service and not what was actually purchased, the savings reported could be lower or higher depending on the actual purchases made by the participating member and how they utilized the bids. It is hoped that this report will be shared with each participating member's Board of Education.

The percentage of savings was calculated using actual Service bid prices compared to the current New York State Contract for the same item/commodity. The price comparison was done using "brand to brand" or "apple to apple" evaluation methods so that the reported savings was fair and based on the same product quality. Products compared were randomly chosen, however, we compared items that had the highest requisitioned amounts. Therefore, ensuring that a majority of members would have ordered these common items. The amount of items compared in each commodity varied depending on what could be compared exactly, by brand, to New York State Contract. Where a State Contract was not available, the bid prices were compared to a National Cooperative, such as NJPA or US Communities. It was felt that if a District didn't utilize the State Contract that their alternate option to purchase may be through a National Cooperative.

In developing the Fuel Bid savings, the actual New York State Contract price, published on the 1st and 15th of every month, was databased for each fuel type, by delivery method and by the County. These prices were then averaged to establish a baseline New York State Contract fuel price, by delivery method, by County. This average New York State Contract price was then compared to the Districts' Fixed Awarded Bid Price for each fuel line and delivery method to establish a savings per gallon. The savings per gallon was then applied to the Districts' Good Faith Estimate for the fuel required. The actual amount saved for fuel may vary depending on the actual date of the fuel delivery for the District. For example, the average NYSC price for Diesel, delivered by Tank Wagon, in Chenango County, was \$2.3778/gallon; compared to the bid price of \$1.9926/gallon, resulted in a savings of \$0.3852/gallon. However, the highest NYSC price for diesel was on May 15, at \$2.6910/gallon, which would net a savings of \$0.6984/gallon. If a District purchased diesel during the week of May 15th, their savings would be greater than what was reported on the savings report.

The total cost of participating in the Service (including any software costs) was deducted from the calculated savings on the report. State Aid has not been factored into the cost, so the **Return on Investment** listed on the report is **before Aid**. Only the core bids were listed on the report, as there was not enough room to list all the bids that are available through the Service.

As you review the saving reports, please take notice of the bids that your Districts may not be participating in, such as Automotive and Athletic Supplies and Equipment, to name a few. By participating in all the bids, Districts may be able to benefit in additional savings by utilizing the bids to the fullest extent possible.

The total saving summary for all participating members was \$7,016,722.62. This is not inclusive of what was generated by eBay sales. The revenues generated by selling surplus through eBay for all members exceeded \$197,000.00. An eBay sales report may be attached if your District participated in having surplus sold through the Service. The surplus sales report compares the member's expected sale amount (or minimum) vs the actual sold amount on eBay.

Please let me know if you have any questions or concerns. Thank you for participating in the DCMO BOCES Cooperative Purchasing Service. We look forward to exceeding your expectations for the 2018/2019 School Year.

Kind Regards,

Deb Bestwick, CPPB

Deb Bestwick, CPPB
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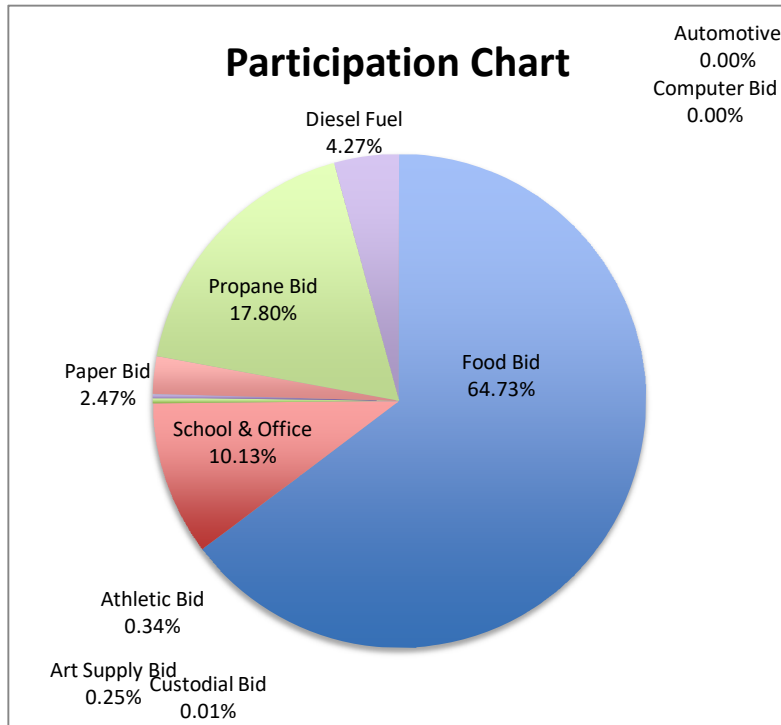
CHARLOTTE VALLEY CENTRAL SCHOOL DISTRICT

Cooperative Purchasing Savings Analysis - 2017/2018

Service Cost 2017 - 2018	
Item	Amount
District's RWADA Amount	376
Service Cost Per RWADA	\$6.513
SubTotal Cost of Service	\$2,448.89
Other - OrderXpress / BudgetPro	\$275.00
Total	\$2,723.89

Return on Investment - before Aid	
Cost of Participation -	\$2,723.89
Savings	\$62,141.42
Total saved after cost of Service	
\$59,417.53	

Cooperative Bids - Amount District purchased through the cooperative bid		% Savings over State Contract	Savings - Compared to New York State Contract	
Bid Type	Purchased Through the Service		State Contract Price	Savings Over NYSC
Food Bid	\$63,389.22	38.82%	\$103,611.02	\$40,221.80
School & Office	\$4,854.27	56.47%	\$11,151.55	\$6,297.28
Athletic Bid	\$126.23	62.52%	\$336.79	\$210.56
Art Supply Bid	\$175.02	46.88%	\$329.48	\$154.46
Automotive	\$0.00	25.50%	\$0.00	\$0.00
Custodial Bid	\$16.98	23.47%	\$22.19	\$5.21
Computer Bid	\$5.60	34.64%	\$8.57	\$2.97
Paper Bid	\$5,218.80	22.70%	\$6,751.36	\$1,532.56
Propane Bid	\$76,168.44	12.68%	\$87,229.09	\$11,060.65
Diesel Fuel	\$10,113.00	20.80%	\$12,768.94	\$2,655.94
Total Purchased	\$160,067.56		TOTAL SAVED	\$62,141.42

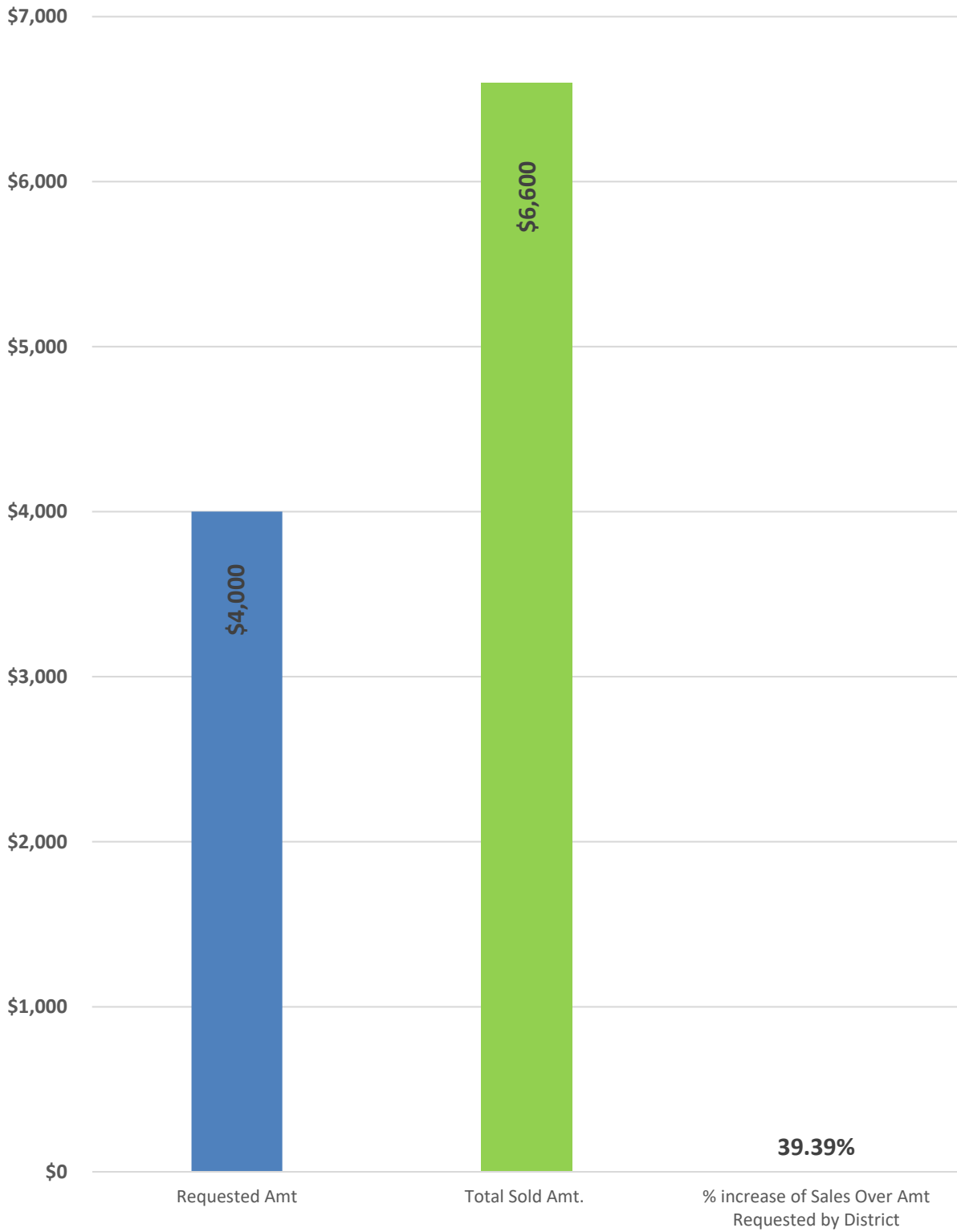


Under Utilized Bids

AUTOMOTIVE BID - 0.00%

COMPUTER BID - 0.00%

Charlotte Valley CSD - eBay Surplus Sales Report - 2017/2018



Cooperative Purchasing - Sample of Bid Savings 2017-2018

