

# Welcome to the 2019-20 SY Super Co-Op Annual Meeting

Pomona – January 8

Modesto – January 23



# Welcome!



## Today's Agenda

**8:30 - 10:00AM – Updates**

- \* Super Co-Op Lead Agency
- \* CDE – Food Distribution Program

**10:00AM - 2:00PM – Food Show**

# Food Show



- \* USDA Foods Processed End Products Only
- \* No Commercial Products
- \* Stop by Super Co-Op Administration Booth

# Super Co-Op Governance



- \* **Lead Agency**

- \* San Mateo-Foster City School District

- \* **Governing Council**

- \* 9 Regional group leads & guests
  - \* Oversees Co-Op business
  - \* Approves Governing Rules & Policies

- \* **Administrator**

- \* Gold Star Foods
  - \* Cynthia Barcelo, USDA Foods Program Manager
  - \* Stephanie Ewing, Senior Vice President



# Regional Group Representatives

Region	District	Representative
<b>Lead</b>	San Mateo-Foster City School District	Andrew Soliz
<b>1</b>	San Juan Unified School District	Sneh Nair
<b>2</b>	Santa Cruz City School District	Amy Hendrick-Farr
<b>3</b>	Central Unified School District	Alissa Angle
<b>4</b>	Oxnard Union High School District	Stephanie Gillenberg
<b>5</b>	Manhattan Beach Unified School District	Léna Agee
<b>6</b>	South Pasadena Unified School District	Michelle Curry
<b>7</b>	Whittier Union High School District	Liz Brown-Smith
<b>8</b>	Pomona Unified School District	Daryl Hickey
<b>9</b>	Palm Springs Unified School District	Stephanie Bruce

# New Districts for SY 2020-2021



Los Nietos School District  
Delano Elementary School District

# Welcome!



# TLS & Entitlement Change

	<b>2016-17</b>	<b>2017-18</b>	<b>2018-19</b>	<b>2019-20</b>
Districts	232	228	239	236
TLS	243,793,996	231,075,526	233,481,070	235,471,586
Rate	\$.3200	\$.3350	\$.3425	\$0.3625
Entitlement	\$78,014,079	\$77,410,301	\$79,967,266	\$85,358,450
DoD Fresh	\$6,222,166	\$8,724,872	\$10,987,527	\$13,794,345
Unproc. Pilot	\$2,533,000	\$1,263,000	\$1,606,000	\$1,475,000
Expenditures	\$66,863,299	\$67,422,429	\$67,193,725	\$68,922,754
Remaining	\$4,502,242	(\$15,578)	\$180,015	\$1,166,351
% Spent	94.23%	100.02%	99.73%	98.34%

# Diversion Numbers



**SY2019-20**

<b>778</b>	Trucks direct delivery (brown box)
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<b>780,092</b>	Cases direct delivery (brown box)
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<b>1,095</b>	Trucks to 42 processors
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<b>39,522,895</b>	Pounds Diverted
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<b>\$1,591,347</b>	Estimated State Administrative Fees (\$0.90/cs)
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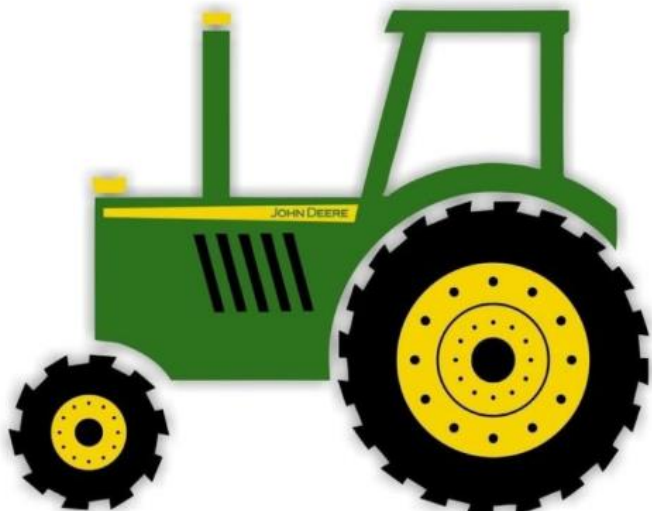


# Cancelled Direct Delivery



- \* Frozen Beef Patty – Fully Cooked (3 trucks)
- \* Frozen Blueberries – Highbush (1.75 trucks)
- \* Sliced Yellow Cheddar Cheese (1.5 trucks)
- \* String Cheese (1 truck)
- \* Frozen Chicken Strips (1 truck)
- \* Canned Corn (1 truck)
- \* Sliced Turkey Breast –Deli (1 truck)

# What's New?



# USDA Trade Mitigation Programs

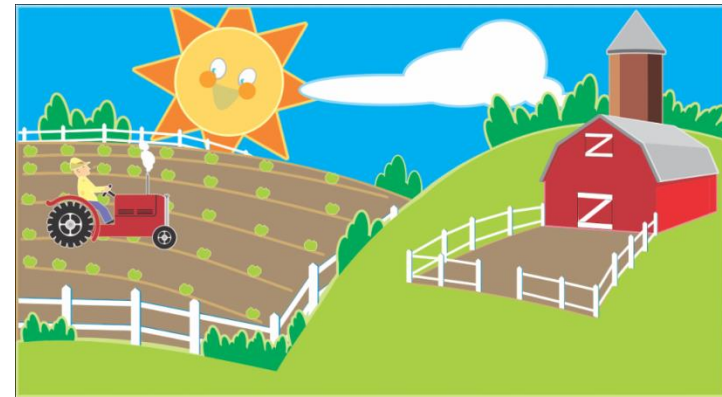
- \* Received BONUS Offerings from USDA
  - \* 18,244 cases of Fresh Apples and Oranges
  - \* 21 truckloads of canned applesauce, diced pears, and sliced pears (coming March 2020)
  - \* 4 truckloads of pulled pork
  - \* Diverted 1,920,000 pounds to JR Simplot, McCain, Basic American, and Idahoan



# USDA Foods for Breakfast



- \* 2019 Ag Appropriations bill
- \* \$20 million (for entire US)
- \* Annual allocation, one time as of now
- \* Received \$0.01 this year (but it's a start!)



# Annual Processor Reconciliation (aka Sweeps)



- \* Unused Inventory at Processors from 2018-19 SY
  - \* 9,535,619.19 pounds from 106 different raw materials
  - \* \$11,735,508.83 (\$0.05 per meal)
- \* Super Coop estimates unused carryover as of October 31<sup>st</sup>
  - \* 1,920,521.23 pounds
  - \* \$2,566,860.95 (\$0.01 per meal)
- \* CDE has currently swept 805,555.98 pounds

# Contracts, Solicitations, and Pricing



# Super Coop Lead District Responsibilities

- \* Assignment Agreement for USDA Foods
- \* Brown Box Distribution RFP
- \* Super Coop Administrator RFP
- \* Price Catalog for USDA Foods End Products into Super Coop Distribution



# Super Coop Member District Responsibilities

- \* Assignment Agreement for USDA Foods
- \* CNIPS FDP Contract
- \* Distribution and/or Direct Shipment Procurement
  - \* Distribution pricing established through pricing catalog
  - \* Direct shipment pricing established through member district procurement process
- \* Entitlement Utilization
  - \* Direct Delivery, Processed End Products, DoD, Unprocessed Pilot



# Super Co-op Price Catalog

## SY 2020-21

- \* Open to all processors that submit pricing for all approved USDA Foods End Products and their commercial equivalents
- \* Manufacturer pricing to your distributor
  - \* Bracket pricing – based on load size
- \* Does not provide pricing for direct shipment to schools
- \* Mid-year amendment for new items



# Super Co-op Price Catalog SY 2020-21

- \* Release on/about January 27, 2020
- \* Return on/about March 1, 2020
- \* No general commercial pricing



# Contracts Held – by Super Co-Op



- \* USDA Foods Direct Delivery (brown box) Distribution
  - \* Awarded to Gold Star Foods
  - \* Maintained by Previous Lead Agency – Santa Clarita Valley
- \* Super Coop Administration
  - \* Awarded to Gold Star Foods
  - \* Maintained by Lead Agency –San Mateo-Foster City
- \* USDA Foods Further Processing & commercial equivalents – Price Catalog
  - \* Maintained by Lead Agency –San Mateo-Foster City

# Contracts Held – by Super Coop Member Districts



- \* Further Processed USDA Foods Distribution
- \* Direct Delivery from Manufacturers
- \* Other local solicitations

# Direct Delivery

## USDA Foods

*(aka Brown Box)*



# USDA Foods Direct Delivery (Brown Box) Distributor



- \* Awarded to Gold Star Foods
  - \* Contract began July 1, 2019
- \* Gold Star Foods South - Ontario
- \* Gold Star Foods North - Dixon

# Brown Box – By the Numbers

- \* 780,092 cases requested SY 2019-20
  - \* 475,739 cases received through December 2019
  - \* 193,246 cases (40%) currently in inventory
- 
- \* **USE YOUR BROWN BOX!!!!**

# Brown Box Arrival Notices



**GOLD STAR FOODS** "You make the choice, we make it happen."

Good Morning  
09:48 AM 01/03/2019  
SANTA CLARITA VALLEY SCHOOL FOOD  
SERVICES AGENCY  
Customer No: 100764

[+] Expand All   [-] Collapse All

**Dashboard**

Order Status

Open Orders	1
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**Tweets From @GoldStarFoods.**

- Gold Star Foods @GoldStarFoods 18 Dec  
West Jordan teacher runs food pantry in her classroom | KSL.com ksl.com/article/464502...
- Gold Star Foods @GoldStarFoods  
What a great way to support @LosAlamitosUSD J... with Administration...
- Gold Star Foods @GoldStarFoods  
School cafeterias closed 3 days wdbj7.com/content...
- Café LA LAUSD @LaLaUSD  
It's Meatless Monday! LAUSD are enjoying the Crunchy Tortilla Chips...
- Gold Star Foods @GoldStarFoods  
Outbreak of E. coli Infection in Lettuce | E. coli Infection | November... twitter.com/...

[Follow Gold Star Foods](#)

**Tools & Resources**

- Search Items w/ Nutritionals
- SEPDS
- Buy American
- Reports**
- Item Usage By Site
- District Commodity Usage
- Site Commodity Usage
- USDA Live Inventory
- USDA Inventory by Lot
- Help & Support**
- Remote Support

Manage order and delivery on  
**Gold Star Foods website**

- USDA Live Inventory
- USDA Inventory by Lot



# Direct Delivery Management

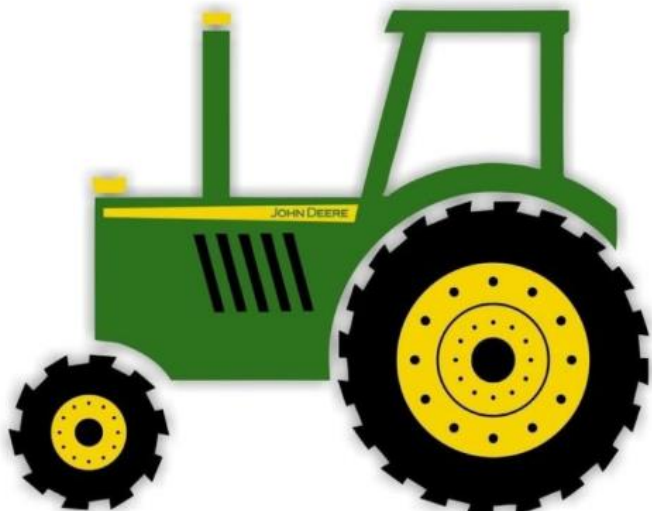


## \* Important!

- \* Return any Direct Delivery product delivered in error by Gold Star Foods
- \* If not on your Live Inventory, it's not yours!



# Super Co-Op Website




# www.Super-Coop.org


Super-Coop.org

 Home

 RFP 2018-2019

 RFP 2019-2020

 Archived Updates

 Log In




## Lead Agency Updates



[Super Co-Op Member Handbook 2018-19](#) 



[Super Co-Op FAQ's](#) 




[2018-2019 Fee Structure](#) 




## Customer Updates



[2019-20 New Member Packet](#) 



[18-19 Gold Kist Pilgrims Commodity Calculator](#) 



[Tyson SY 18-19 Commodity Calculator-Final](#) 

## Administrative Updates



[Boot Camp Training Oct 2018 Slides](#) 



[2019 Food Show Annual Meeting Presentation](#) 

 [Calendar](#)





➔ Log In

Username

Password

Log In

# [www.Super-Coop.org](http://www.Super-Coop.org)



- \* Handbook
- \* Fee Structure
- \* Approved Distributors List
- \* Brown Box Storage Policy
- \* Governing Rules
- \* Calendar
- \* RFP – Manufacturer Pricing (Market Basket)
- \* FAQs page

# USDA Foods Expenditure Report for District Financial Audits

Super-Coop.org • USDA / Brown Box Advertisements ▾ RFP ▾ SEPDS Calendar **Expenditure Report** View Entitlement Survey SantaClarita Log Out

## Member Dashboard

SANTA CLARITA VALLEY SCHOOL DISTRICT (070-00 / 100764)

Current School Year ▾

Select a previous school year to see historical information.

### DOD Entitlement

<sup>2</sup>Available Amount \$0.00

+ DOD Entitlement

DOD 0% 0 100

### Unprocessed Fruit and Vegetable Pilot

<sup>3</sup>Available Amount \$40,000.00

+ Unprocessed Fruit and Vegetable Pilot

Unprocessed F/V Pilot 100% 0 100

### Calendar

Date	Day	Event
September 19, 2018	Wednesday	8:30am - 3:00pm Governing Council Meeting
October 3, 2018	Wednesday	8:30am - 3:00pm USDA Foods Boot Camp - Visalia
October 4, 2018	Thursday	

### Overall Entitlement


Initial Entitlement	\$607,054.17
Adjustments	\$13,590.77
Adjusted Entitlement	\$620,644.94

### USDA / Brown-Box Entitlement

<sup>1</sup>Remaining On-Request \$313,777.81

+ USDA Entitlement

USDA



# USDA Foods Expenditure Report for District Financial Audits



Super-Coop.org • USDA / Brown Box Advertisements ▾ RFP ▾ SEPDS Calendar Expenditure Report View Entitlement Survey

SantaClarita

## Annual Entitlement Expenditure

Select a school year to generate the entitlement expenditure report.  
At the end of a school year, the report will be available after July 31st.

2017-2018 ▾ Generate Report



- Available annually in August for prior year
- Processors and distributors have until July 30<sup>th</sup> to post prior year sales

## Annual Entitlement Expenditure Report

SANTA CLARITA VALLEY SCHOOL FOOD SERVICES AGENCY (4070-00 / 100764)

School Year: 2017-2018

(Data as of: 12/13/18 11:47:00 AM PST)

### Entitlement Overview

Initial Entitlement	\$569,692.30
Adjustments	\$290,805.73
Total Entitlement	\$860,498.03
Total Spent	\$682,984.96

### Commodity Break Down

USDA Direct Delivery (Brown-Box)	
Total Spent	\$376,287.21

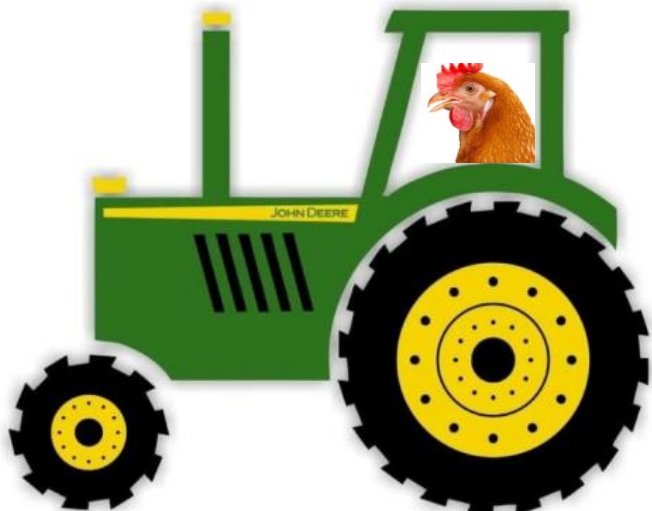
Processed USDA Foods	
Total Spent	\$271,009.95

DOD	
Total Spent	\$0.00

Unprocessed F/V Pilot	
Total Spent	\$35,687.80



# Let's Talk Chicken



# The Chicken Report



- *USE white & dark meat in appropriate portions*

Manufacturer	White	Dark
Pilgrim's Pride	50%	50%
Rich Chicks	69%	31%
Tyson	60%	40%

*The whole bird  
and nothing but  
the whole bird...*



# Chicken Diversions

- \* Divert the amount of pounds that you know you will use
  - \* Ensure that you use all pounds at all chicken processors before requesting additional amounts
- \* Chicken Diversions are based off initial requests – additional trucks will not be ordered
- \* Individual banks – monthly review of usage to remove excess pounds and reallocate to other members

# How Much Chicken Do I Have Left?

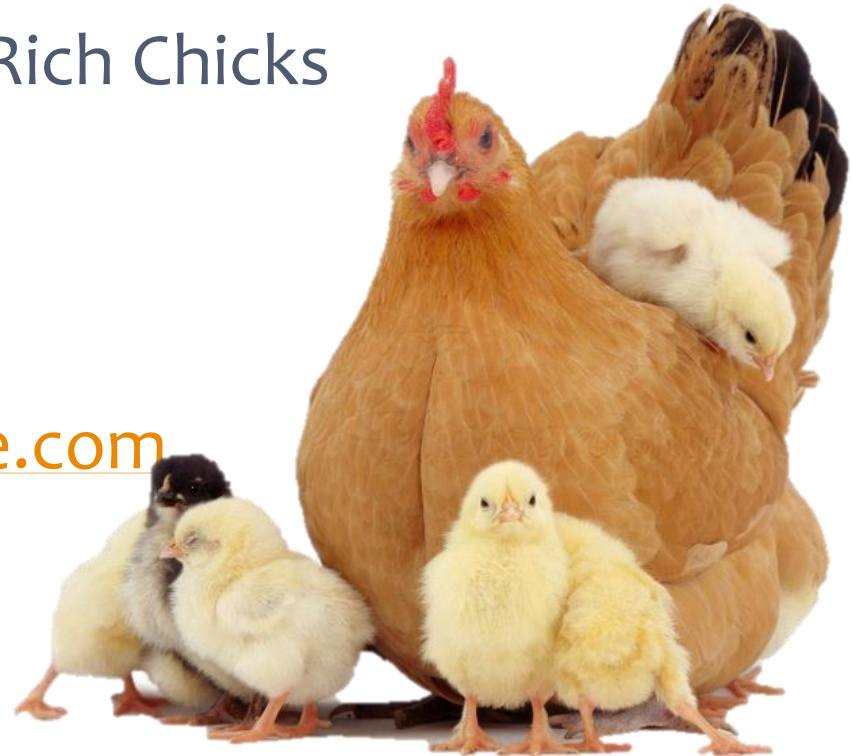


ProcessorLink™

- \* <https://www.processorlink.com>
- \* Pilgrim's Pride (Goldkist) & Rich Chicks

K12™ Foodservice

- \* <https://www.K12foodservice.com>
- \* Tyson



# Other Important Information



# Entitlement Redistribution



- \* January 31
  - \* Possible redistribution of monies for schools not utilizing at least 60% of available processing dollars
  - \* Additional redistribution on March 30 to minimize carryover amounts
- \* Spend your DoD Produce by April 30
  - \* State sweeps May 1
- \* DON'T PANIC JUST.....  
\$pend \$pend \$pend



# DoD Fresh Produce



- \* Want to change allocation?
- \* Call Cynthia Barcelo @ Gold Star/Super Co-Op  
CynthiaBarcelo@Super-Coop.org  
Phone (909) 843-9640  
Mon-Fri 8AM – 4PM
- \* Spend by April 30 before state sweeps



# SY2020-21 USDA Foods Surveys



- \* Single survey in February 2020
- \* Online
  - \* DoD Fresh Produce
  - \* Unprocessed Fruit & Vegetable Pilot
  - \* Direct Delivery (brown box)
  - \* Processed dollars
  - \* Chicken pounds allocations
- \* Prepare now!



# SY2020-21 USDA Foods Surveys



- \* Webinar!
- \* Date & Time TBA
- \* February or March 2019

WEBINAR





# Questions?

Andrew Soliz, MBA, SNS

(650) 312-1968

San Mateo-Foster City School District

Super Co-Op Lead Agency

[asoliz@smfc.k12.ca.us](mailto:asoliz@smfc.k12.ca.us)



# Administrator

Cynthia Barcelo

USDA Foods Program Manager

Stephanie Ewing, RD

Senior Vice President

Gold Star Foods



# California Department of Education Food Distribution Division

Carrie Robinson

CDE – Food Distribution Program





# Certificate of Completion

*This is to certify that*

---

*Has successfully completed*

## Super Coop Annual Membership Meeting and Training

*Successful completion of this training is worth 1.5 total hours toward*

*USDA Professional Standards Learning Objectives*

*1 hour - USDA Foods (1170)*

*30 minutes– Purchasing/Cooperative Purchasing (2400/2450)*



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