

# USDA FOODS

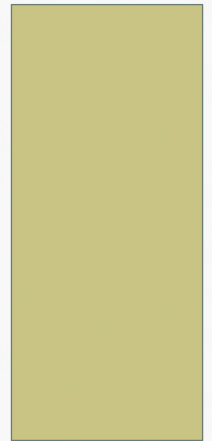


# BOOT CAMP

**Intensive Training for all skill levels**

2018 SUPER CO-OP TRAINING  
VISALIA OCT. 3 ♦ DIXON OCT. 4  
POMONA OCT. 10 ♦ ANAHEIM OCT. 11

**WELCOME!**



# THE AGENDA

- 8:15 AM**      **Registration and Continental Breakfast (Breakfast breads, fruit, & beverages)**
- 9:00 AM**      **Welcome and Agenda Overview**
- 9:10 AM**      **USDA Foods from the Field to your Warehouse**  
*Distributing high quality, 100% American-grown USDA Foods. FNS, FDP, contracts, bids, WBSCM, approved processors, Program Improvement, USDA Foods Product Information Sheets, and more.*
- 9:45 AM**      **Navigating Super Co-Op**  
*Nuts & bolts of Super Co-Op membership – policies, procedures, rules, annual timeline, approved distributors, handbook, FAQs, & navigating the website.*
- 10:15 AM**      **BREAK**
- 10:30 AM**      **Getting the Best Value from your Entitlement Dollars**  
*Brown Box Management, DoD best practices, processing alternatives, & more.*
- 11:15 AM**      **Maximize the use of USDA Foods on Your Menu**  
*How to use up your entitlement, best practices from member districts*
- 12:00 Noon**      **LUNCH! & Networking: (Variety of sandwiches, sides, cookies, & beverages)**
- 12:45 PM**      **Validating Your Value Pass Through (VPT) and state fees**  
*Bring your laptop or iPad for hands-on practice. Bring copies of a few invoices for processed USDA Foods from your distributor, & your bid pricing.*
- 1:30 PM**      **Resources, Tools, Terms, and Acronyms**  
*Accounting for your entitlement in financials, using PL & K12 to track your chicken pounds, NOI vs FFS vs rebate, what does it mean when they say a truck was “cancelled”?, how to read the Super Co-Op Market Basket RFP, and other burning questions...*
- 2:15PM**      **Hey, Did You Know?**  
*Procurement Ethics, Ask the Expert, Districts “in the news”*
- 2:45 PM**      **Evaluation and Closing**

# IMPORTANT DATES

November 16, 2018

New Member Applications due for SY 2019-20  
(Application packet available on website under Lead Agency  
Updates section)

**December 7, 2018**

Renewal Contracts due for SY 2019-20



December 15, 2018

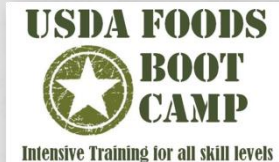
Last day to change USDA Foods delivery method

**January 9, 2019**

South Food Show & Annual Meeting  
Pomona Fairplex

January 24, 2019

North Food Show & Annual Meeting  
Modesto Centre Plaza



# IMPORTANT DATES

March 2018

**SY2019-20** Entitlement Surveys

May 5-8, 2019

American Commodity Distribution Association (ACDA)  
Annual Conference – Niagara Falls, NY

Governing Council Meeting Dates:

September 19, 2018

November 28, 2018

February 20, 2019

April 17, 2019

May 29, 2019

# USDA Foods from the Field to Your Warehouse



# USDA Foods Program

The USDA Foods Program is coordinated by the USDA's Food and Nutrition Services (FNS) Department with the purchasing support of the USDA's Agricultural Marketing Service (AMS) and administered by the State Agency.

The purpose of the program is to support American agriculture through the purchase of domestically produced foods. The USDA purchases over 2 billion pounds of food annually costing nearly \$2 billion.



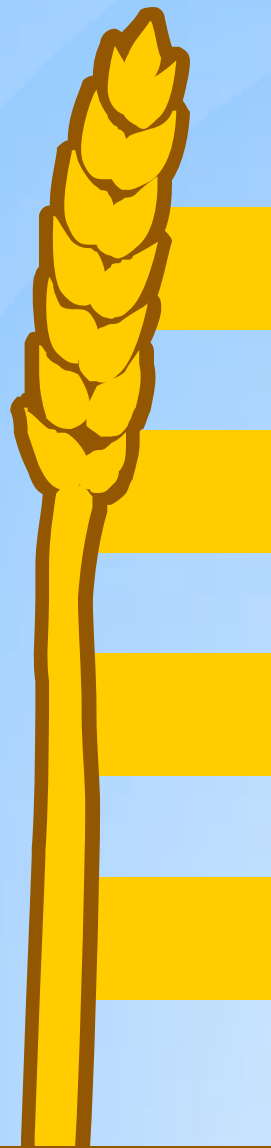




## Entitlement

Entitlement monies are provided to school districts based on your district's Total Lunches Served. This includes all lunches - free, reduced, and paid.

Entitlement monies equal approximately 15% to 20% of your district's raw food spend and can equal 30% or more of your total food budget with effective planning.



**Planned Assistance Level**

**Value of Donated Foods**

**12% Provision**

**Annual Reconciliation**

**How Entitlement is Distributed Throughout the School Year**



# How to Use Your Entitlement Monies

## Direct Delivery (aka Brown Box)

Direct Delivery includes minimally processed ready-to-eat foods. Examples include: canned and frozen fruits and vegetables, cheese, protein products, dried fruit, oils, and nuts.

## Bulk USDA Foods for Processing

Bulk USDA Foods can be diverted to Approved USDA Processors for processing into processed end products. Examples include: burritos, chicken patties, shredded beef, muffins, etc.

## DOD Fresh Fruit and Vegetable Program

The DOD Program allows schools to purchase domestic fresh fruits and vegetables through a local produce vendor.

## Unprocessed Fruit and Vegetable Pilot

The Unprocessed pilot allows schools to purchase fresh fruits and vegetables through USDA Approved vendors. Vendors include direct purchase from farms, produce aggregators, and distributors.



### **Super Coop (Administration)**

Super Coop distributes entitlement, creates the annual USDA Foods Request Forms, creates truckload requests, and submits requests to the CDE through WBSCM

### **Super Coop (Member District)**

Super Coop Members decide what USDA Foods they plan on using and

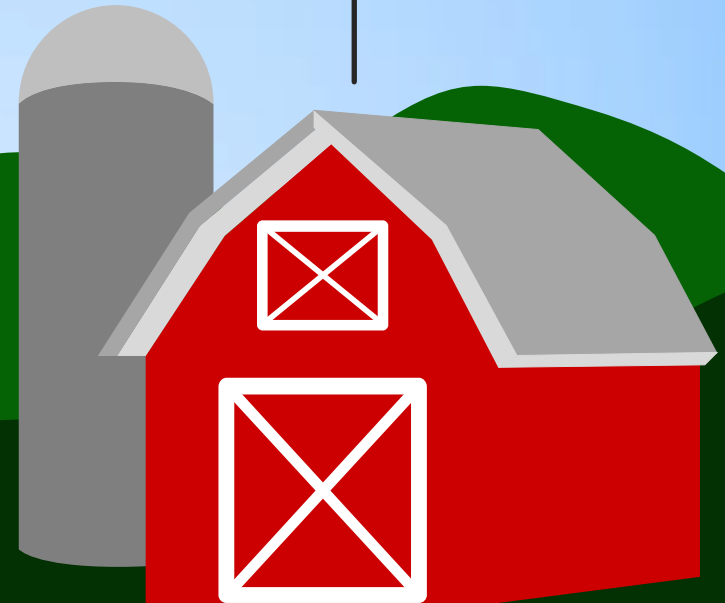
### **State Agency (CDE)**

CDE provides the annual entitlement values, USDA Foods Available, and the USDA Foods Catalog through WBSCM

### **USDA (FNS/AMS)**

USDA releases the USDA Foods Available List and releases the USDA Catalog through WBSCM

# How do USDA Foods get to your District?



# How Requests Become Truckloads

[illegible]

# The USDA Foods Procurement Process

United States Department of Agriculture  
1400 Independence Avenue,  
S.W. # Room 3522  
1400 Independence Avenue, S.W.  
Room 3522-S, STOP 0239  
Washington, DC 20036

## Information

Description: 12-3J14-18-B-0450  
Bid invitation number: 2000005586  
Purchasing Group: AMS Poultry

## SOLICITATION Domestic Commodity Invitation

### Bid invitation Overview

Bid Timezone: Central  
Start Date: 08/27/2018  
Offer Due Date : 09/07/2018  
  
Opening date: 09/07/2018  
  
Invitation Type : Definitive

### Additional requested information

Tendering text - Header :  
TURKEY AND TURKEY PRODUCTS

The U.S. Department of Agriculture  
AMS Master Solicitation for turkey products for  
assistance programs. Accepted offers must be  
made between October 1, 2018 and January 31, 2019.

### 7180 LOT: 987490376 MADISON WI / MILWAUKEE...

Tendering text - Item : LOT: 987490376 MADISON WI / MILWAUKEE WI /

Item	Description	Quantity	Unit	Price	Total
7190 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53716	LB	20,000.000
7200 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53207	LB	20,000.000

### 7210 LOT: 990582619 CLEARWATER MO /

Tendering text - Item : LOT: 990582619 CLEARWATER MO /

Item	Description	Quantity	Unit	Price	Total
7220 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53716	LB	20,000.000
7230 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53207	LB	20,000.000

### 7240 LOT: 1122334455 CREEDMOORE MO /

Tendering text - Item : LOT: 1122334455 CREEDMOORE MO /

Item	Description	Quantity	Unit	Price	Total
7250 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53716	LB	20,000.000
7260 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53207	LB	20,000.000

### 7270 LOT: 2233445566 DAVENPORT MO /

Tendering text - Item : LOT: 2233445566 DAVENPORT MO /

Item	Description	Quantity	Unit	Price	Total
7280 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53716	LB	20,000.000
7290 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53207	LB	20,000.000
7300 111000	TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	01/16/2019-01/31/2019	53207	LB	20,000.000

Total Quantity for 7270 LOT: 2233445566 DAVENPORT MO /

Total Quantity for 7270 LOT: 2233445566 DAVENPORT MO /

PCA : 12-3J14-18-B-0450

September 18, 2018 09:00:00

## PURCHASE AWARD DESCRIPTION

The Department of Agriculture (USDA) purchased turkey products as indicated below for distribution to the child nutrition and other related domestic food assistance programs for Fiscal Year 2018 under the authority of Section 32.

#

The purchase is the result of offers received in response to Solicitation No. 2000005586 dated August 27, 2018.

The material was purchased on an f.o.b. destination basis. Deliveries are to be made from October 1 2018 to January 31, 2019.

A total of 11,840,000 lbs. of Turkey Roasts 4-6 lb. Frozen were not purchased due to vendor constraints.

Further information can be obtained from the Commodity Procurement Program, Agricultural Marketing Service, USDA, Room 3522 South Building, Washington, DC 20250, telephone (202) 720-4517 or the website at <http://www.ams.usda.gov/selling-food>.

Number of Offers/Quotes(Vendor Responses) received: 2

## PURCHASE SUMMARY

Material	Total Qty UOM	Price Range	Total Dollars
TURKEY ROASTS 4-6 LB FRZ CTN-32-48 LB	4,560,000.000 LB	\$2.4490 - \$3.0500	\$ 12,602,440.00
TOTAL	4,560,000.000 LB		\$ 12,602,440.00

# The USDA Foods Awarded Vendors

## PURCHASE SUMMARY

Material	Total Qty UOM	Price Range	Total Dollars
BEEF CRUMBLES W/SPP PKG-4/10 LB	400,000.000 LB	\$2.3090 - \$2.4680	\$ 963,680.00
BEEF PATTY CKD FRZ 2.0 MMA CTN-40 LB	76,000.000 LB	\$3.3700 - \$3.4280	\$ 258,324.00
BEEF SPP PTY HSTYLE CKD 2.0MMA CTN-40 LB	342,000.000 LB		
PORK PULLED CKD PKG-8/5 LB	560,000.000 LB		
<b>TOTAL</b>	<b>1,378,000.000 LB</b>		

## PURCHASE DETAILS

Contractor/ Contract Number	Material	Plant Location	Bid Inv. Item
--------------------------------	----------	-------------------	------------------

### GOODMAN FOOD PRODUCTS

200 E Beach Ave  
Inglewood, CA 90302-3404

12-3J14-18-C-1976

INGLEWOOD, CA

4100015690

### BEEF CRUMBLES W/SPP PKG-4/10 LB

40  
60  
80  
100  
120  
140  
160  
180  
200

UNITED STATES DEPARTMENT OF AGRICULTURE

## USDA Foods Product Information Sheet

For Child Nutrition Programs



100134—Beef, Crumbles w/SPP, Cooked, Frozen

Category: Meat/Meat Alternate



## PRODUCT DESCRIPTION

This item is fully cooked ground beef with soy protein product (SPP) in approximately 1/4 inch crumbles with a light seasoning profile. This product is delivered frozen in cases with four 10-pound packages.

## CREDITING/YIELD

- One case of beef crumbles provides approximately 557 1.15-ounce portions.
- CN Crediting: Approximately 1.15 ounces of fully cooked beef crumbles credit as 1 ounce equivalent meat/meat alternate. Please use the CN label or product formulation statement to confirm crediting information on the product you receive.

## NUTRITION FACTS

Serving size: 1.15 ounces (32g)/1 MMA beef crumbles

### Amount Per Serving

**Calories** 67

**Total Fat** 4g

Saturated Fat 2g

Trans Fat 0g

**Cholesterol** 22mg

**Sodium** 109mg

**Total Carbohydrate** 2g

Dietary Fiber 1g

Sugars 0g

**Protein** 6g

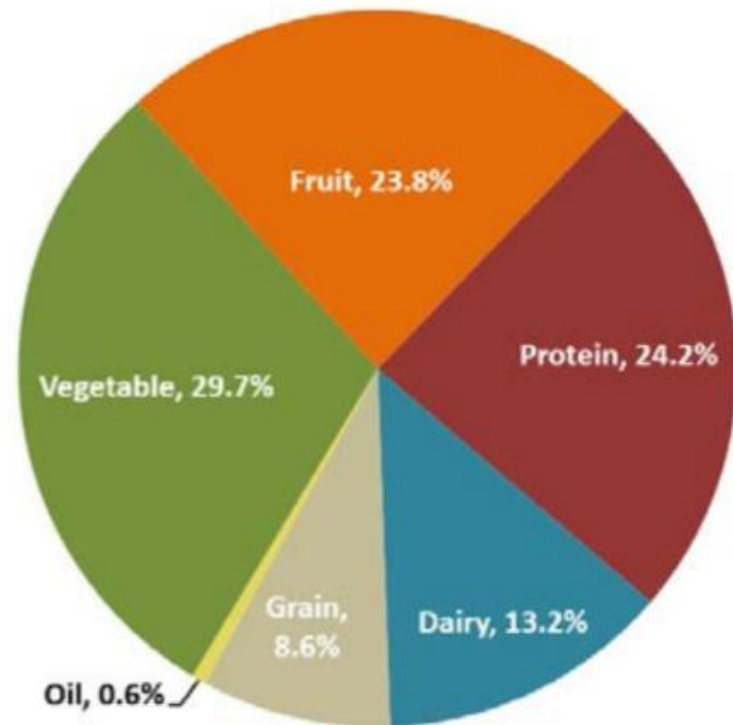
Source: USDA Foods Vendor Labels

## CULINARY TIPS AND RECIPES

# USDA Foods – Annual Purchases

- USDA Purchases over 2 billion pounds of USDA Foods annually.
- The primary purchases include fruits and vegetables

**Figure 1. Percentage of USDA Foods Purchased by Food Category (Pounds Purchased) in Fiscal Year 2016**





# Where does USDA Purchase their Foods From?

Figure 3. Highest Volume USDA Foods Purchased by State of Origin, Fiscal Year 2016



USDA Purchases in FY 2016 – totaled over \$487M into the California economy!



## USDA – BMI Project

Collaboration between USDA –AMS and FNS to re-design business processes to better support the needs of internal and external stakeholders. This includes a review of all processes that support the ordering, procurement, delivery, inventory management, and payment process for USDA Foods.



The poster features the USDA logo and the text "United States Department of Agriculture" at the top. Below this is a red banner with "Agricultural Marketing Service". The central image is a collage of agricultural products: red apples, a white chicken, corn on the cob, and a block of cheese. A green banner across the middle of the collage reads "COMMODITY PROCUREMENT". Below the collage, the title "Request for Information: Long Term Contracting (LTC) for Business Management Improvement (BMI)" is displayed in bold. At the bottom, a paragraph states: "The Agricultural Marketing Service is requesting information from industry regarding the current LTC efforts of the BMI project. Please review the full details of the Request for Information document posted to the Federal Business Opportunities (FedBizOpps) website found in the link below."

# USDA Business Management Improvement

# Questions?





Navigating Super Co-op

# Navigating the Super Co-op Websites

## Super Co-op Program Management Website

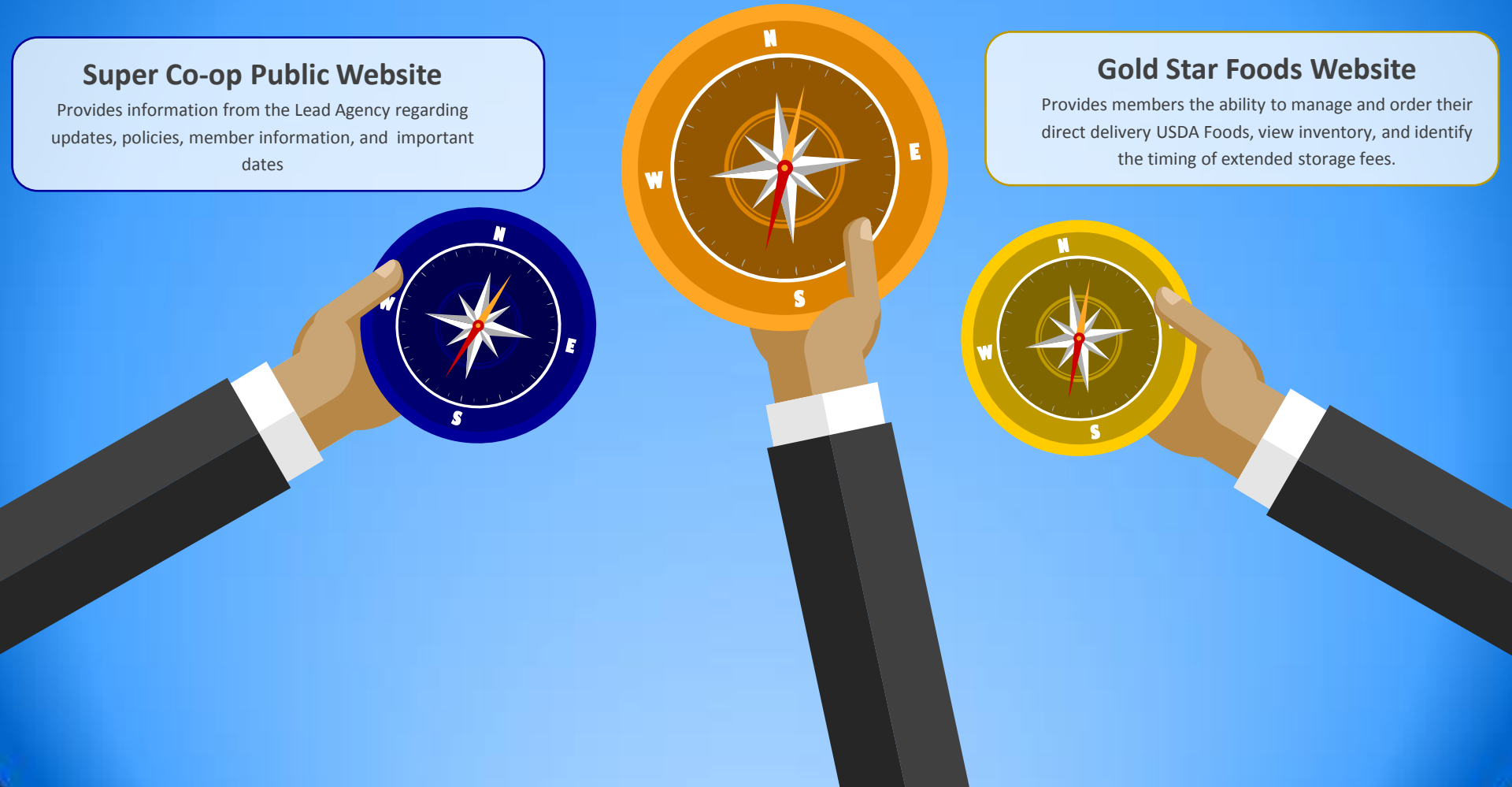
Provides information for the daily management of members USDA Foods Program; entitlement usage, available pounds, program expenditures, annual reports, and annual survey information

## Super Co-op Public Website

Provides information from the Lead Agency regarding updates, policies, member information, and important dates

## Gold Star Foods Website

Provides members the ability to manage and order their direct delivery USDA Foods, view inventory, and identify the timing of extended storage fees.





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### \*[Lead Agency Updates](#)



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



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



[2018-2019 Fee Structure](#)



[SY2018-19 Approved Distributors List](#)

### [Customer Updates](#)



[2019-20 New Member Packet](#)



[Expected Changes to Foods Available List for SY 2018-19](#)



[New USDA Foods for SY 2018-19](#)



### [Administrative Updates](#)

#### [Calendar](#)

October 3, 2018	Wednesday
8:30am - 3:00pm	● USDA Foods Boot Camp - Visalia
October 4, 2018	Thursday
8:30am - 3:00pm	● USDA Foods Boot Camp - Dixon
October 10, 2018	Wednesday
8:30am - 3:00pm	● USDA Foods Boot Camp - Pomona
October 11, 2018	Thursday
8:30am - 3:00pm	● USDA Foods Boot Camp - Anaheim
November 28, 2018	Wednesday
8:30am - 3:00pm	● Governing Council Meeting

# Super Coop Member Tools



**Super Co-op Member Handbook**



**Super Co-op FAQ's**

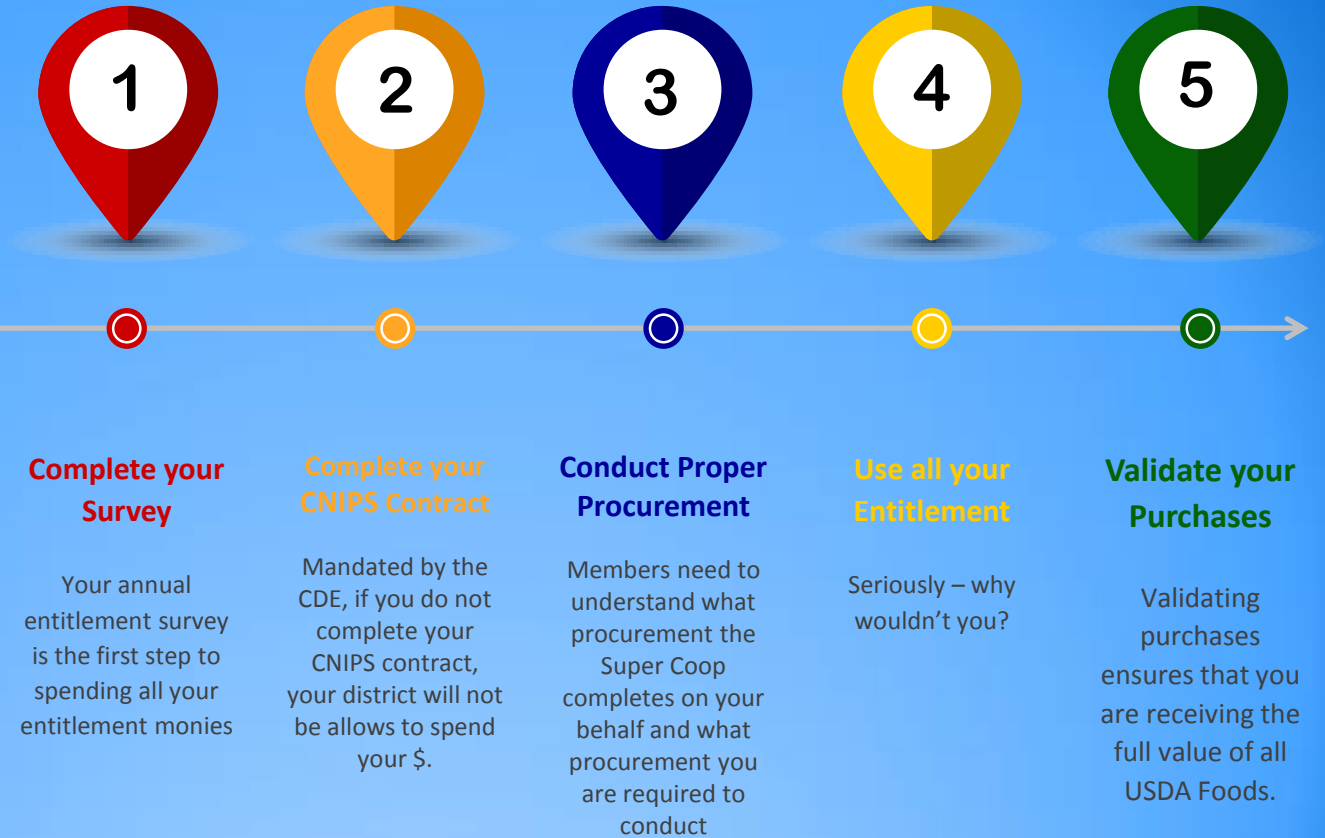


**Super Co-op Approved Distributor List**



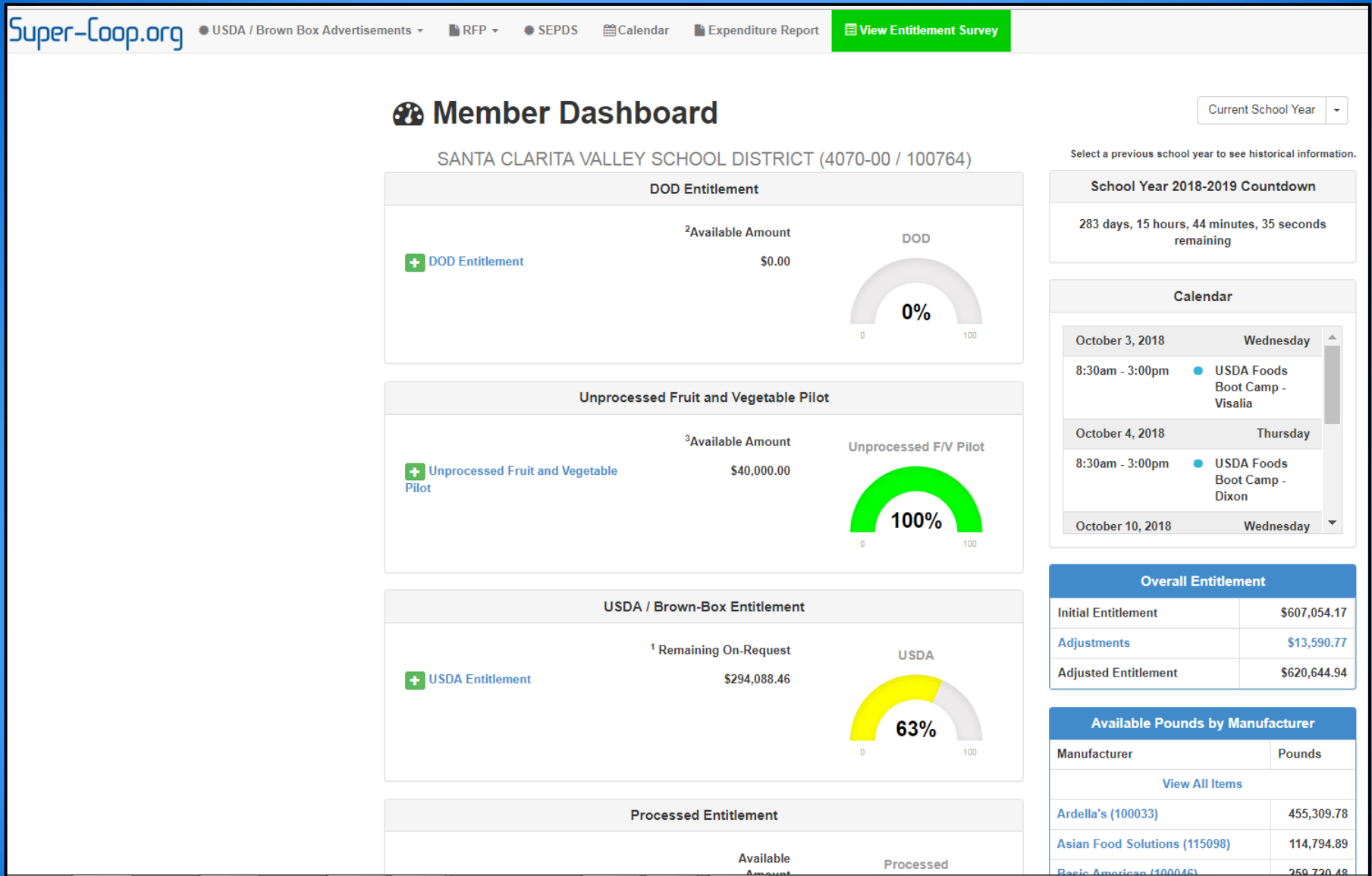
**Super Co-op Brown Box Storage Policy**

# Steps to being a Successful Super Coop Member

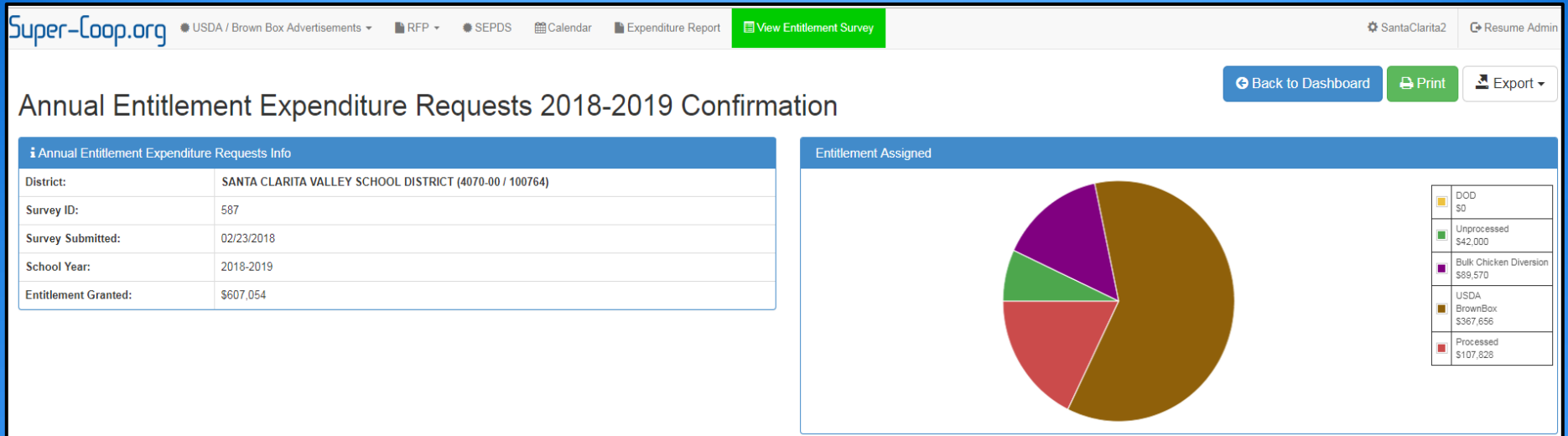




www.online.Super-Coop.org



# Super Coop Annual Entitlement Expenditure Request



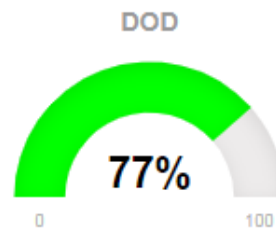
Program Management Begins Here!

# Department of Defense Fresh Fruit and Vegetable Program

## DOD Commodity Details

SWEETWATER UNION HIGH SCHOOL DISTRICT (6841-00 / 100802)

DOD Entitlement Remaining



### School Year 2018-2019 - DOD Summary

Commodity Type	Initial	Adjustments	Entitlement Allocated	Spent	<sup>2</sup> Available Balance	Percent
DOD	\$50,000.00	\$100,000.00	\$150,000.00	\$34,751.45	\$115,248.55	77%

Type	Value
 Adjustments	\$100,000.00
 Spent	\$34,751.45

<sup>2</sup> Expenditure is updated monthly.

# DOD Program - Expenditures

DOD Spending Detail

 Export ▼

Date ▲	Type	Document No.	Amount
 Filter	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	
2018-08-01	Negative Adj	2018/07 USAGE	\$3,668.77
2018-09-01	Negative Adj	2018/08 USAGE	\$31,082.68
<div>« 1 »</div>			

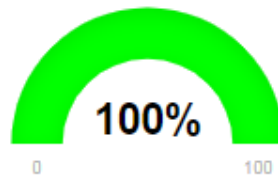
# Unprocessed Fruit and Vegetable Pilot

## Unprocessed Fruit and Vegetable Pilot Detail

SANTA CLARITA VALLEY SCHOOL DISTRICT (4070-00 / 100764)

### Unprocessed Fruit and Vegetable Pilot

#### Unprocessed F/V Pilot



#### School Year 2018-2019 - Unprocessed Fruit and Vegetable Pilot Summary

Commodity Type	Initial	Adjustments	Entitlement Allocated	Spent	<sup>3</sup> Available Balance	Percent
Unprocessed Fruit and Vegetable Pilot	\$40,000.00	\$0.00	\$40,000.00	\$0.00	\$40,000.00	100%

Type	Value
 Adjustments	\$0.00
 Spent	\$0.00

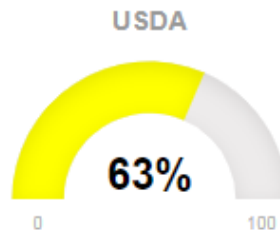
<sup>3</sup> Expenditure is updated monthly.

# USDA Foods – Direct Delivery

## USDA Commodity Details

SANTA CLARITA VALLEY SCHOOL DISTRICT (4070-00 / 100764)

USDA / Brown-Box Entitlement Remaining On-Request



### School Year 2018-2019 - USDA Summary

Commodity Type	Entitlement Allocated	Adjustments	Spent	<sup>1</sup> Remaining On-Request	Percent
USDA	\$463,306.05	\$0.00	\$169,217.59	\$294,088.46	63%

Type	Value
 Adjustments	\$0.00
 Spent	\$169,217.59
 <sup>*</sup> Remaining On-Request	\$294,088.46

<sup>1</sup> The "Available Amount" represents the amount remaining on-order not yet shipped to the distributor from the USDA.

# USDA Foods – Received and Shipped Detail

USDA / Brown-Box Spending Detail <span>Export</span>												
Date Received	Lot No.	Disposition No.	Distributor Document No.	USDA Code	Distributor Item No.	Item Description	Unit	Pack Size	Net Weight	Quantity	FMV	FMV Total
<span>Filter</span>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>						
2018-07-03	CAA311925	5000438009-100	P-RCPT394260	100022	500006	CHEESE MOZ PART SKIM FRZ LVS	CS	8/6 LB	48.00	368	92.68	34,106.24
2018-07-18	CAA312234	5000420257-100	P-RCPT395055	110361	500382	APPLESAUCE CUP	CS	96/4.5 OZ	28.50	13	16.56	215.28
2018-07-18	CAA312235	5000420257-200	P-RCPT395124	110361	500382	APPLESAUCE CUP	CS	96/4.5 OZ	28.50	13	16.56	215.28
2018-07-23	CAA312111	5000375886-500	P-RCPT395457	100307	500008	BEANS GREEN CAN	CS	6/#10	45.00	64	13.87	887.68
2018-07-17	CAA312140	5000377211-200	P-RCPT394949	100315	500046	PEAS CAN	CS	6/#10	45.00	31	17.64	546.84
2018-07-23	CAA311977	5000375927-300	P-RCPT395395	100212	500168	MIXED FRUIT EX LT CAN	CS	6/#10	39.70	27	30.41	821.07
2018-07-23	CAA311952	5000441730-100	P-RCPT395344	100119	500210	TURKEY TACO FILLING CTN	CS	30 LB	30.00	33	43.53	1,436.49
2018-07-23	CAA312317	5000442985-100	P-RCPT395382	110730	500586	PORK PULLED CKD PKG	CS	8/5 LB	40.00	3	103.24	309.72
2018-07-24	CAA312237	5000420259-200	P-RCPT395633	110361	500382	APPLESAUCE CUP	CS	96/4.5 OZ	28.50	2	16.56	33.12

**Direct Delivery value is not realized until it's received at your district.**



# USDA Direct Delivery – Pending Allocations

USDA / Brown-Box Pending Detail

 Export ▾

USDA Code	Distributor Item No.	Lot No.	Disposition No.	Distributor Order No.	Quantity	Due Date ▾	Item Description	Unit	Pack Size	Net Weight	FMV	Total FMV Allocated
<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>		<input type="button" value="Filter"/>	<input type="text" value="Filter"/>					
100241	500136	CAA312058	5000425377-100	312058	50	2018-12-15	PEACH FREESTONE DICED FRZ CUP		96/4.4 OZ	26.40	40.77	2,038.50
110859	500593	CAA312334	5000422883-100	312334	1	2018-12-31	MIXED BERRY FRZ CUP		96/4 OZ	24.00	26.66	26.66
100313	500038	CAA313111	5000423878-100	313111	228	2018-12-15	CORN WHOLE KERNEL(LIQ) CAN		6/#10	45.00	15.46	3,524.88
110723	500523	CAA312313	5000450129-100	312313	17	2018-12-31	CRANBERRIES DRIED PKG-300/1.16		300/1.16OZ	30.00	45.99	781.83
100313	500038	CAA312128	5000423861-200	312128	70	2018-12-15	CORN WHOLE KERNEL(LIQ) CAN		6/#10	45.00	15.46	1,082.20
110730	500586	CAA312319	5000442989-100	312319	19	2018-12-31	PORK PULLED CKD PKG		8/5 LB	40.00	103.24	1,961.56
100315	500046	CAA312141	5000426098-200	312141	29	2018-12-15	PEAS CAN		6/#10	45.00	17.64	511.56


# USDA Direct Delivery - Cancellations

USDA / Brown-Box Adjustment Detail

 Export ▾

Date ▲	Type	Disposition No.	Lot No.	Amount	FMV	Quantity	Distributor Document No.	USDA Code	Distributor Item No.	Item Description
▼ Filter	Filter	Filter	Filter	Filter	Filter	Filter	Filter	Filter	Filter	Filter
2018-08-23	Negative Adj.	USDA CANCELLED	CAA312389	\$2,519.08	17.74	142	P-RCPT400508	100465	500600	OATS ROLLED TUBE
2018-08-23	Negative Adj.	USDA CANCELLED	CAA312390	\$1,206.32	17.74	68	P-RCPT400510	100465	500600	OATS ROLLED TUBE

www.online.goldstarfoods.com

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

Good Morning  
10:53 AM 09/20/2018  
SANTA CLARITA VALLEY SCHOOL DISTRICT  
Customer No: 100764


[+] Expand All   [-] Collapse All

- Dashboard
- Orders ▾
- Tools & Resources ▾
- Reports ▾
- District Item Usage
- Item Usage By Site
- District Commodity Usage
- Site Commodity Usage
- USDA Live Inventory
- USDA Inventory by Lot
- Help & Support ▾
- Remote Support
- Contact Us
- della
- Resume Admin

## Dashboard


Order Status	
Open Orders	1

### Tweets From @GoldStarFoods.




Gold Star Foods @GoldStarFoods 3 Sep

On Labor Day we take time to recognize and celebrate the thousands of men & women working to serve the nutritional...  
[twitter.com/i/web/status/1...](#)




Gold Star Foods @GoldStarFoods 29 Aug

[dailyherald.com/business/20180...](#)




Gold Star Foods @GoldStarFoods 23 Aug

No more passionate leader in Child Nutrition, Congratulations Betty Croker @Redlandsusd. Redlands Unified Food Nutr...  
[twitter.com/i/web/status/1...](#)



Gold Star Foods @GoldStarFoods 16 Aug

@GoldStarFoods K12 Solutions Team working on Customer Support Strategies. Making the Complicated-Simple in an eve...  
[twitter.com/i/web/status/1...](#)



Gold Star Foods @GoldStarFoods 14 Aug

Free meals for students, as Banning strives to improve health | Schools | [recordgazette.net](#) [recordgazette.net/news/schools/f...](#)

☐ Follow Gold Star Foods

# Direct Delivery – Live Inventory

## Report: USDA Live Inventory

[Export](#)
[Print](#)
[Clear Filters](#)

Generated 09/20/2018 10:54 am

☒ Exclude Zero Quantities

Item No. ▲	Mfg. Item No.	Description	UOM	Qty on Hand	Qty on Order	Qty Avail.	Pack Size	Pack Qty	FMV	Net Weight	Item Category
Filter	Filter	Filter	Filter								Filter
500006	100022	CHEESE MOZ PART SKIM FRZ LVS	CS	299	0	299	8/6 LB	8	\$92.68	48.00	CHEESE
500008	100307	BEANS GREEN CAN	CS	133	0	133	6/#10	6	\$13.87	45.00	CNND GOODS
500026	100370	BEANS RED KIDNEY CAN	CS	29	0	29	6/#10	6	\$14.40	45.00	CNND GOODS
500030	100360	BEANS GARBANZO CAN	CS	75	0	75	6/#10	6	\$15.15	45.00	CNND GOODS
500038	100313	CORN WHOLE KERNEL(LIQ) CAN	CS	87	0	87	6/#10	6	\$15.46	45.00	CNND GOODS
500132	100219	PEACHES CLING SLICES EX LT CAN	CS	59	0	59	6/#10	6	\$27.79	45.00	CNND GOODS
500138	100256	STRAWBERRY FRZ CUP	CS	78	0	78	96/4.5 OZ	96	\$43.33	27.00	FRZN SNCKS
500150	100224	PEARS SLICES EX LT CAN	CS	166	0	166	6/#10	6	\$26.38	45.00	CNND GOODS
500168	100212	MIXED FRUIT EX LT CAN	CS	95	0	95	6/#10	6	\$30.41	39.70	CNND GOODS
500366	100359	BEANS BLACK TURTLE CAN	CS	73	0	73	6/#10	6	\$13.85	45.00	CNND GOODS
500382	110361	APPLESAUCE CUP	CS	19	0	19	96/4.5 OZ	96	\$16.56	28.50	CNND GOODS
500452	110541	APPLESAUCE UNSWEETENED CAN	CS	114	0	114	6/#10	6	\$18.20	.00	CNND GOODS
500521	110624	BLUEBERRY HIGHBUSH FRZ CTN	CS	40	0	40	30LB	30	\$26.16	40.00	FRZN FRUIT
500588	110851	FISH AK POLLOCK STICKS BRD FRZ	CS	62	0	62	4-10 LB	4	\$87.36	40.00	FISH

# Direct Delivery – Extended Storage

## Report: USDA Inventory by Lot

Generated 09/20/2018 10:55 am

Item No.	Mfg. Item No.	Description	Lot No.	Document No.	Date Rcvd.	Storage Begin Date ▲	UOM	Original Qty	Remaining Qty
Filter	Filter	Filter	Filter	Filter	Filter	Filter	Filter		
500452	110541	APPLESAUCE UNSWEETENED CAN	CAA312277	P-RCPT399545	08/18/2018	10/01/2018	CS	114	114
500150	100224	PEARS SLICES EX LT CAN	CAA312035	P-RCPT400385	08/23/2018	10/01/2018	CS	67	67
500008	100307	BEANS GREEN CAN	CAA312112	P-RCPT398380	08/10/2018	10/01/2018	CS	136	133
500008	100307	BEANS GREEN CAN	CAA312112	P-RCPT398419	08/10/2018	10/01/2018	CS	133	133
500150	100224	PEARS SLICES EX LT CAN	CAA312034	P-RCPT398389	08/10/2018	10/01/2018	CS	81	81
500038	100313	CORN WHOLE KERNEL(LIQ) CAN	CAA312119	P-RCPT399391	08/17/2018	10/01/2018	CS	43	43
500382	110361	APPLESAUCE CUP	CAA312239	P-RCPT401653	08/29/2018	10/01/2018	CS	9	9
500382	110361	APPLESAUCE CUP	CAA312241	P-RCPT402684	09/05/2018	11/01/2018	CS	10	10
500030	100360	BEANS GARBANZO CAN	CAA312178	P-RCPT403264	09/07/2018	11/01/2018	CS	34	34
500030	100360	BEANS GARBANZO CAN	CAA312177	P-RCPT403274	09/07/2018	11/01/2018	CS	41	41
500026	100370	BEANS RED KIDNEY CAN	CAA312210	P-RCPT405312	09/18/2018	11/01/2018	CS	29	29
500038	100313	CORN WHOLE KERNEL(LIQ) CAN	CAA312120	P-RCPT403103	09/06/2018	11/01/2018	CS	44	44
500150	100224	PEARS SLICES EX LT CAN	CAA312036	P-RCPT404406	09/13/2018	11/01/2018	CS	18	18
500006	100022	CHEESE MOZ PART SKIM FRZ LVS	CAA311926	P-RCPT402637	09/05/2018	11/01/2018	CS	299	299
500366	100359	BEANS BLACK TURTLE CAN	CAA312172	P-RCPT404656	09/14/2018	11/01/2018	CS	73	73
500138	100256	STRAWBERRY FRZ CUP	CAA312079	P-RCPT403283	09/07/2018	11/01/2018	CS	30	30
500521	110624	BLUEBERRY HIGHBUSH FRZ CTN	CAA312299	P-RCPT404116	09/12/2018	11/01/2018	CS	40	40
500138	100256	STRAWBERRY FRZ CUP	CAA312078	P-RCPT402912	09/06/2018	11/01/2018	CS	30	30
500168	100212	MIXED FRUIT EX LT CAN	CAA311982	P-RCPT404130	09/12/2018	11/01/2018	CS	82	82
500138	100256	STRAWBERRY FRZ CUP	CAA312077	P-RCPT404339	09/13/2018	11/01/2018	CS	18	18
500132	100219	PEACHES CLING SLICES EX LT CAN	CAA312000	P-RCPT404698	09/14/2018	11/01/2018	CS	59	59
500588	110851	FISH AK POLLOCK STICKS BRD FRZ	CAA312324	P-RCPT404663	09/14/2018	11/01/2018	CS	62	62
500168	100212	MIXED FRUIT EX LT CAN	CAA311983	P-RCPT404158	09/12/2018	11/01/2018	CS	13	13

# Processed USDA Foods

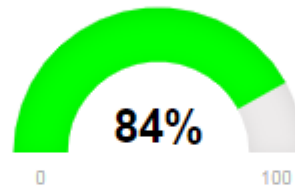


## Processed Commodity Details

SWEETWATER UNION HIGH SCHOOL DISTRICT (6841-00 / 100802)

Processed Entitlement Remaining

Processed



### School Year 2018-2019 - Processed Summary

Commodity Type	Entitlement Allocated	Adjustments	Spent	Available Balance	Percent
Processed	\$304,831.19	\$3,725.40	\$49,345.81	\$255,485.00	84%

Type

Value



Adjustments

\$3,725.40



Spent

\$49,345.81

# Super Coop Single Bank – Processed USDA Foods

Available Pounds by Manufacturer	
Manufacturer	Pounds
<a href="#">View All Items</a>	
<a href="#">Ardella's (100033)</a>	455,309.78
<a href="#">Asian Food Solutions (115098)</a>	114,794.89
<a href="#">Basic American (100046)</a>	259,720.48
<a href="#">Bongards Creameries (100912)</a>	94,196.36
<a href="#">Brookwood Farms, Inc (101011)</a>	40,116.40
<a href="#">Buena Vista (100069)</a>	76,947.41
<a href="#">Cargil Meat Solutions (100765)</a>	65,227.43
<a href="#">Cargill Kitchen (Sunny Fresh) (100508)</a>	643,400.34
<a href="#">Chef's Corner (115134)</a>	347,316.77
<a href="#">Comida Vida (110128)</a>	118,020.00
<a href="#">ConAgra (Lamb Weston) (100329)</a>	23,318.96
<a href="#">Conagra Gilardi (100232)</a>	221,410.73
<a href="#">Del Monte Foods (115116)</a>	128,764.50
<a href="#">Don Lee Farms (100166)</a>	245,823.59
<a href="#">E. S. Foods (100189)</a>	26,693.81
<a href="#">ELEMENTS (100743)</a>	18,724.75
<a href="#">Farmington Fresh (100798)</a>	76.92
<a href="#">Father's Table (100225)</a>	26,159.41
<a href="#">Foster Farms (100206)</a>	70,180.52
<a href="#">Fresh Innovations (100224)</a>	794,414.41
<a href="#">Garden Banner (115119)</a>	56,800.58
<a href="#">Heinz North America (100252)</a>	139,595.59
<a href="#">Highliner (100214)</a>	113,872.00
<a href="#">Horizon Snack Foods (100140)</a>	40,896.71
<a href="#">Idahoan Foods, LLC (100937)</a>	140,716.30

Commodity Pounds by Manufacture/Item <span>Export</span>				
Manufacture	Mfg. Item / USDA Code	Item Description	FMV	Pounds Available
Tyson Commodity (100530)	Filter	Filter		
Tyson Commodity (100530)	100154	Cmdy - Beef Coarse Bulk (700028)	2.3181	2,209,433.5300
Tyson Commodity (100530)	100397	Cmdy - Peanut Butter Drum (700052)	0.9524	399,209.3900
Tyson Commodity (100530)	110244	CMDY - Cheese Mozzarella (700043)	1.6291	235,817.5300
Tyson Commodity (100530)	100193	Cmdy - Pork Boneless Picnic (700031)	1.1119	297,168.2630
<div> <span>1</span> </div> <div>20 Per Page</div>				

To receive pass through value  
– Super Coop members must  
ensure that the processor has  
available pounds and the  
district has entitlement



# Validating Processor Transactions

Processed Spending By Document / Finished Good

By Document/Finished Good

Pounds by Manufacture

Pounds by Manufacture/Raw Material

Export

Date -	Type	Document No.	Mfg. Item No.	Distributor Item No.	Item Description	Manufacture	Quantity	Lbs*	Total Entitlement (\$)	Distributor Name
Filter	Filter	Filter	Filter	Filter	Filter	Filter				Filter
2018-08-02	INVOICE	2436855	C13400	401809	CMDY WG RF GRILLED CHEESE IW	Integrated Food Service (100255)	11	99.00	\$163.85	GOLD STAR FOODS
2018-08-25	INVOICE	DN-407988	CP5250	403691	CMDY RF BEEF TACO FILLING	J.T.M. Food Group (100278)	30	503.70	\$1,167.63	DIRECT (J.T.M. FOODGROUP)
2018-08-02	INVOICE	2436855	C12225B	400882	CMDY CHARBROILED BEEF PATTY	Integrated Food Service (100255)	7	151.06	\$350.17	GOLD STAR FOODS
2018-08-25	INVOICE	DN-407988	CP5872	401108	CMDY COOKED BEEF CRUMBLE	J.T.M. Food Group (100278)	30	1,545.30	\$3,582.16	DIRECT (J.T.M. FOODGROUP)
2018-08-02	INVOICE	2436855	A3800	405290	CMDY APPLESAUCE HAPPY BDAY	National Food Group (100810)	6	141.00	\$63.73	GOLD STAR FOODS
2018-08-28	INVOICE	184703211	39911	403651	ULT CHEDDAR CHS DIP CUPS	Land O' Lakes (100307)	30	267.60	\$442.89	SYSCO (MODESTO)
2018-08-02	INVOICE	2436855	A1490	405309	CMDY APPLESAUCE UNSWT STRWBRY	National Food Group (100810)	6	141.00	\$63.73	GOLD STAR FOODS
2018-08-28	INVOICE	184703211	63186	406150	WG CHOCOLATE MUFFIN TOP IW	Buena Vista (100069)	16	22.56	\$13.24	SYSCO (MODESTO)
2018-08-02	INVOICE	2436855	952000	401819	LOW SODIUM RF CHILI CHS DOG IW	Integrated Food Service (100255)	11	24.75	\$40.96	GOLD STAR FOODS
2018-08-30	INVOICE	2462195	070314-0928	404680	WG BRD SPICY CHIX PATTIES	Tyson Commodity (100530)	12	92.28	\$82.66	GOLD STAR FOODS
2018-08-02	INVOICE	2436855	77387-12656	402107	4X6 FIT 4 KIDS WG PEPP PIZZA	Conagra Gilardi (100232)	9	28.89	\$47.06	GOLD STAR FOODS
2018-08-30	INVOICE	2462195	070344-0928	404688	WG BRD SPICY TENDERS	Tyson Commodity (100530)	10	74.70	\$66.91	GOLD STAR FOODS
2018-08-02	INVOICE	2436855	75009	403933	WG CINN GLZD FR TOAST IW	Michael Foods (100345)	6	52.08	\$21.12	GOLD STAR FOODS
2018-08-30	INVOICE	2462195	1740	405277	CMDY FRUIT CUP DICED PEACHES	National Food Group (100810)	10	202.50	\$136.51	GOLD STAR FOODS
2018-08-02	INVOICE	2436855	63913	403948	WG TKY SAUS BREAKFAST PIZZA IW	Schwan's (100466)	8	16.00	\$26.07	GOLD STAR FOODS
2018-08-30	INVOICE	2462195	1765	405287	CMDY FRUIT CUP DICED MIXED FRT	National Food Group (100810)	8	162.00	\$110.08	GOLD STAR FOODS
2018-08-02	INVOICE	2436855	63186	406150	WG CHOCOLATE MUFFIN TOP IW	Buena Vista (100069)	7	9.87	\$5.79	GOLD STAR FOODS
2018-08-30	INVOICE	2462195	270019	400930	BEEF TACO STICK IW	Integrated Food Service (100255)	6	18.72	\$30.50	GOLD STAR FOODS
2018-08-02	INVOICE	2436855	46288	401860	50% RF/RS 160 SL AMER CHS	Land O' Lakes (100307)	3	68.73	\$113.75	GOLD STAR FOODS
2018-08-30	INVOICE	2462195	A1525	405291	CMDY APPLESAUCE UNSWT CHERRY	National Food Group (100810)	8	188.00	\$84.98	GOLD STAR FOODS

# Overall Program Management

## Entitlement Overview

### School Year 2018-2019

Commodity Type	Entitlement Allocated	Spent	Available Amount	Percent Available	
<sup>2</sup> DOD	\$0.00	\$0.00	\$0.00	0%	<a href="#">Details</a>
<sup>3</sup> Unprocessed F/V Pilot	\$0.00	\$0.00	\$0.00	0%	<a href="#">Details</a>
<sup>1</sup> USDA	\$26,759.21	\$9,089.28	\$17,669.93	66%	<a href="#">Details</a>
Processed	\$191,775.32	\$26,583.91	\$165,191.00	86%	<a href="#">Details</a>
<b>Total Entitlement</b>	<b>\$218,534.53</b>				

As of 09/20/2018 09:49:35 AM (PST)

<sup>1</sup> The "Available Amount" represents the amount remaining on-order not yet shipped to the distributor from the USDA.

<sup>2</sup> Expenditure is updated monthly.

<sup>3</sup> Expenditure is updated monthly.

# Annual Entitlement Expenditure Report – aka Auditors Report

[Brown Box Advertisements](#) [RFP](#) [SEPDS](#) [Calendar](#) [Expenditure Report](#) [View Entitlement Survey](#)

## 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

Print

Export as PDF

### Super-Coop.org

#### Annual Entitlement Expenditure Report

SANTA CLARITA VALLEY SCHOOL DISTRICT (4070-00 / 100764)  
School Year: 2017-2018  
(Data as of: 9/20/2018, 8:36:52 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	

**USDA FOODS**

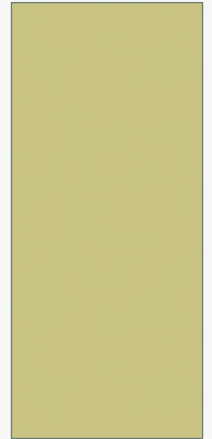


**BOOT  
CAMP**

**Intensive Training for all skill levels**

GETTING THE BEST VALUE  
FROM YOUR  
ENTITLEMENT DOLLARS

SUPER CO-OP OCTOBER 2018



# IT'S NOT FUNNY MONEY





# USDA FOODS ENTITLEMENT

- Annual entitlement dollars
  - “Planned Assistance Level”
- “Purchase” USDA Foods (aka commodities)
- Federal Assistance Level  $\times$  Total Reimbursable Lunches Served (TLS)
  - 2018-19 Rate \$0.3425
  - Example: 1,500,000 TLS  $\times$  \$0.3425 = \$513,750
  - Updated in November when prior year TLS is finalized
- Only an ASSET when it's used!

# TREAT IT LIKE REAL MONEY

## Changes to CSAM effective SY2016-17

- LEAs to record USDA Foods value received as income
- Object Code 8221
- Corresponding expense (Food 4700)
- Typically during unaudited actuals process
- Can be included in indirect cost charges



# USDA FOODS VALUE TO YOUR MEAL PROGRAMS

- USDA says 15 – 20 % of food cost

## Santa Clarita Valley SFSA

Annual food expenses	\$2,306,646	
USDA Foods entitlement	<u>+ \$665,694</u>	22.4%
Total food expenses	\$2,972,340	
USDA Foods related expenses (processing charges, fee for service, etc.)	\$590,369	
USDA Foods entitlement	<u>+ \$665,694</u>	Actual
Total USDA Foods related expenses	\$1,256,063	42.3%

# USDA FOODS VALUE

- Average Price File – Material pricing
  - Published on November 15<sup>th</sup> each year
  - Price per pound or unit
  - Used to determine (estimate) Value Pass Through for next year
  - Average price over previous 12 months
  - Can fluctuate based on actual purchase price from vendor



United States Department of Agriculture

Material	Material Descr.	Average Price	Base Uo	No. Cases/Tru	Plan t	Plant Descr.
100002	CHEESE CHED WHT SHRED BAG-6/5 LB	\$ 1.6929	LB	1,280	1000	DOMESTIC STATISTICAL 1000
100003	CHEESE CHED YEL SHRED BAG-6/5 LB	\$ 1.6929	LB	1,280	1000	DOMESTIC STATISTICAL 1000
100011	CHEESE CHED RDU FAT WHT SHRED BAG-6/5 LB	\$ 1.6929	LB	1,280	1000	DOMESTIC STATISTICAL 1000
100012	CHEESE CHED RDU FAT YEL SHRED BAG-6/5 LB	\$ 1.6929	LB	1,280	1000	DOMESTIC STATISTICAL 1000
100017	CHEESE PROCESS LVS-6/5 LB	\$ 1.6929	LB	1,320	1000	DOMESTIC STATISTICAL 1000
100018	CHEESE PROCESS YEL SLC LVS 6/5 LB	\$ 1.6929	LB	1,320	1000	DOMESTIC STATISTICAL 1000

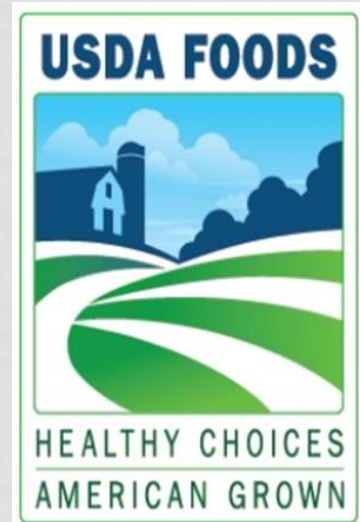
# MARKET FLUCTUATION

- Products cancelled – market availability
- Drought conditions
- Recalls/plant closures
- Purchase prices lower or higher



# USDA FOODS DISTRIBUTION

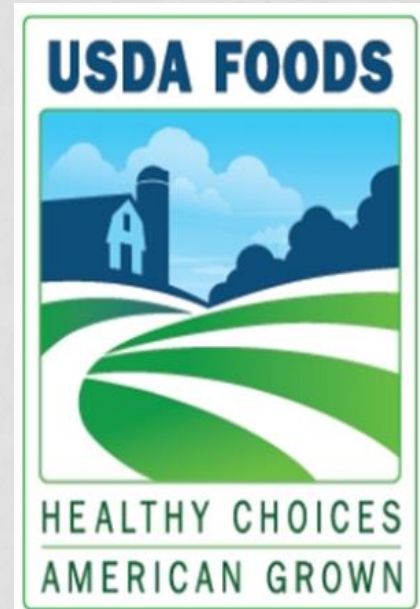
- Direct Shipment
- State Distribution Center
- State Cooperative
- Private Cooperative



# USING YOUR ENTITLEMENT \$

## **OPTIONS!**

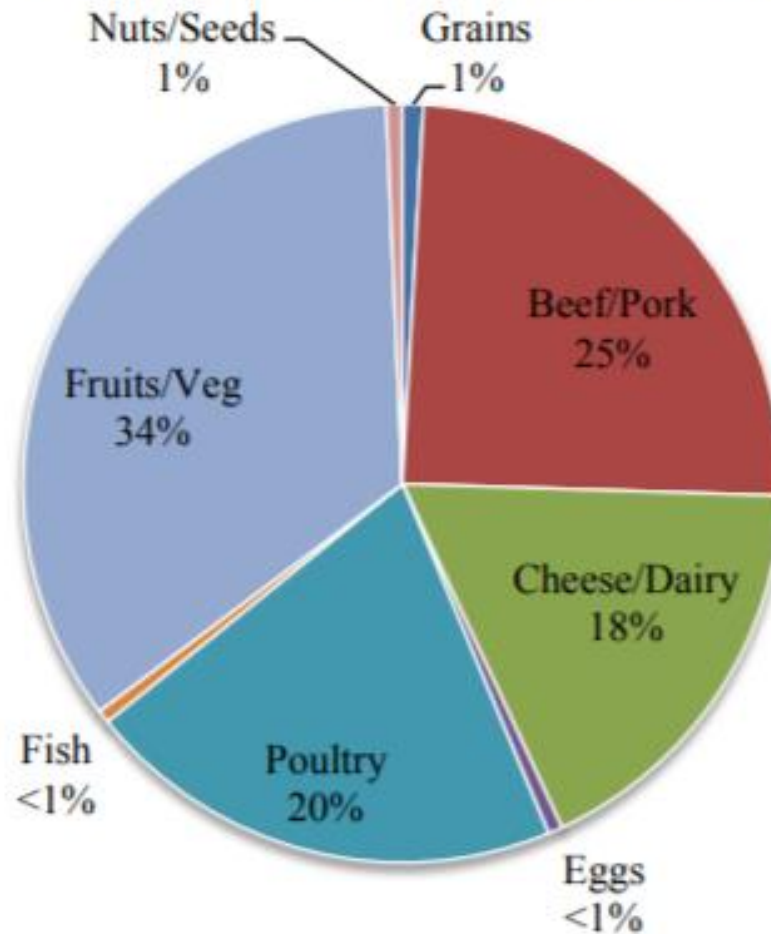
- Direct Delivery (brown box)
- Diversion to Processors
- Department of Defense (DoD) Produce
- Pilot Project for Procurement of Unprocessed Fruits and Vegetables (requires application)





# NATIONAL ORDERING AVERAGES

## **USDA Foods in Schools Total Section 6 and 32 Purchases for FY 2015 (in Dollars)**



# COSTS ASSOCIATED WITH USDA FOODS

- State administrative fees
  - 90¢ per case/unit
- Storage fees
- Delivery fees
- Processing fees
- Co-Op Fees



# DIRECT DELIVERY USDA FOODS (AKA – BROWN BOX)

- Minimally processed
  - Ex: raw ground beef, canned peaches
- Value added items
  - Ex: chicken fajita, applesauce cups
- Fruits, vegetables, meat/protein, dairy, grains
- Foods available list published annually
- All products meet Buy American Provision



# DIRECT DELIVERY USDA FOODS CONSIDERATIONS

- Equipment available
- Delivery and storage capabilities
- Quality – consistency of product characteristics
- Customer acceptability
- Food safety

# DIRECT DELIVERY MANAGEMENT



USDA Foods Direct Delivery (Brown Box) Storage Policy  
Approved by the Governing Council - July 1, 2018

- Don't exceed amount needed for 6 months
- Follow Storage Policy
  - 6-month shelf life items
  - All others
- Extended storage fees
  - Adds to cost of goods
- Manage order and delivery on Gold Star Foods Live Inventory

Per Title 7, Code of Federal Regulations (CFR), Section 250.1(c)(1), USDA Foods Direct Delivery (aka "Brown Box") inventory may not exceed an amount needed for a six-month period. To assist Member Districts in the management of direct delivery inventory, the following policies apply to Direct Delivery USDA Foods received and stored at the Super Co-Op USDA Foods Direct Delivery Distributor (Gold Star Foods):

#### Direct Delivery Items with a Six Month Shelf-Life

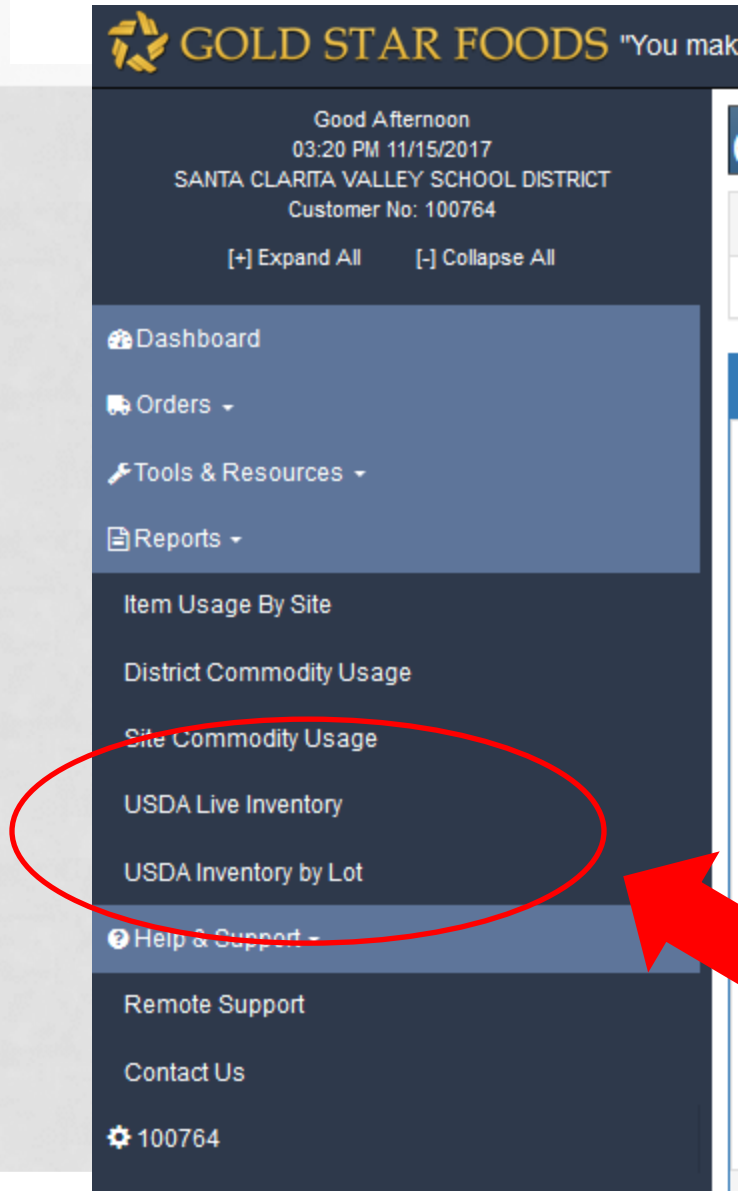
- It is the responsibility of the Member District to schedule delivery of product as soon as possible after receipt at the Super Co-Op USDA Foods Direct Delivery Distributor (Gold Star Foods).
- At 120 days (4 months), if the item has not been scheduled by the member district for delivery, inventory is moved into the Super Co-Op General Account and offered to any Member District willing to take delivery of product in 30 days or less. The originating district pays state administrative fee and their entitlement is charged. The receiving district gets the product at no charge to their entitlement and pays delivery charges.
- At 150 days (5 months), if the item has not been scheduled by the member district for delivery, the inventory is donated to a local non-profit agency (Ex: foodbank). The originating district's entitlement is charged for the item and they pay the state administrative fee.
- Six Month Shelf Life Items:

USDA Code	Description	Pack Size
100003	CHEESE CHD YEL SHRED BAG	6/5 LB
100017	CHEESE PROCESS LVS	6/5 LB
100018	CHEESE PROCESS YEL SLC LVS	6/5 LB
100019	CHEESE PROCESS WHT SLC LVS	6/5LB
100036	CHEESE BLEND AMER YEL SLC LVS	6/5 LB
100037	CHEESE BLEND AMER SKM WHT SLC LVS	6/5LB
110394	TORTILLAS WHOLE WHEAT FZN	12/24CT
100008	CHEESE CHD RED FAT YEL	4/10LB
100006	CHEESE CHD YEL CUTS	4/10 LB
100012	CHEESE CHD RF YEL SHRED BAG	6/5 LB
100011	CHEESE CHD RED FAT WHT SHRED	6/5LB
100500	RICE BROWN LONG PARBOILED PKG	24/2 LB
100499	RICE BROWN US#1 BAG	25 LB
101031	RICE BROWN LONG PARBOILED BAG	25 LB
110396	CHEESE STRING MOZZARELLA	360/10Z
100012	CHEESE CHD RED FAT YEL SHRED	6/5LB

#### All Other Direct Delivery Items

- It is the responsibility of the Member District to schedule delivery of product as soon as possible after receipt at the Super Co-Op USDA Foods Direct Delivery Distributor (Gold Star Foods).
- At 10 months, if the item has not been scheduled by the member district for delivery, the inventory is moved to the Super Co-Op General Account and offered to any Member District willing to take delivery of the product within 30 days or less. The originating district pays state administrative fee and their entitlement is charged. The receiving district gets the product at no charge to their entitlement and pays delivery charges.
- Depending on the product expiration date, the inventory may be donated to a local non-profit agency (Ex: foodbank) just prior to expiration.

# DIRECT DELIVERY MANAGEMENT



- Manage order and delivery on Gold Star Foods Live Inventory by Lot

# Report: USDA Inventory by Lot

Export

Print

Clear Filters

Generated 09/20/2018 1:38 pm

☒ Exclude Zero Quantities

Item No. ^	Mfg. Item No.	Description	Lot No.	Document No.	Date Rcvd.	Storage Begin Date	UOM	Original Qty	Remaining Qty	Pack Size	Item Category	FMV	Ent. Amount
Filter	Filter	Filter	Filter	Filter	Filter	Filter	Filter				Filter	Filter	Filter
500006	100022	CHEESE MOZ PART SKIM FRZ LVS	CAA311926	P-RCPT40263	09/05/2018	11/01/2018	CS	299	299	8/6 LB	CHEESE	\$92.68	\$27,711.32
500008	100307	BEANS GREEN CAN	CAA312112	P-RCPT398380	08/10/2018	10/01/2018	CS	136	133	6/#10	CNND GOODS	\$13.87	\$1,886.32
500008	100307	BEANS GREEN CAN	CAA312112	P-RCPT398419	08/10/2018	10/01/2018	CS	133	133	6/#10	CNND GOODS	\$13.87	\$1,844.71
500026	100370	BEANS RED KIDNEY CAN	CAA312210	P-RCPT405312	09/18/2018	11/01/2018	CS	29	29	6/#10	CNND GOODS	\$14.40	\$417.60
500030	100360	BEANS GARBANZO CAN	CAA312177	P-RCPT403274	09/07/2018	11/01/2018	CS	41	41	6/#10	CNND GOODS	\$15.15	\$621.15
500030	100360	BEANS GARBANZO CAN	CAA312178	P-RCPT403264	09/07/2018	11/01/2018	CS	34	34	6/#10	CNND GOODS	\$15.15	\$515.10
500038	100313	CORN WHOLE KERNEL(LIQ) CAN	CAA312119	P-RCPT399391	08/17/2018	10/01/2018	CS	43	43	6/#10	CNND GOODS	\$15.46	\$664.78
500038	100313	CORN WHOLE KERNEL(LIQ) CAN	CAA312120	P-RCPT403103	09/06/2018	11/01/2018	CS	44	44	6/#10	CNND GOODS	\$15.46	\$680.24
500132	100219	PEACHES CLING SLICES EX LT CAN	CAA312000	P-RCPT404698	09/14/2018	11/01/2018	CS	59	59	6/#10	CNND GOODS	\$27.79	\$1,639.61
500138	100256	STRAWBERRY FRZ CUP	CAA312077	P-RCPT404339	09/13/2018	11/01/2018	CS	18	18	96/4.5 OZ	FRZN SNCKS	\$43.33	\$779.94
500138	100256	STRAWBERRY FRZ CUP	CAA312078	P-RCPT402912	09/06/2018	11/01/2018	CS	30	30	96/4.5 OZ	FRZN SNCKS	\$43.33	\$1,299.90
500138	100256	STRAWBERRY FRZ CUP	CAA312079	P-RCPT403283	09/07/2018	11/01/2018	CS	30	30	96/4.5 OZ	FRZN SNCKS	\$43.33	\$1,299.90
500150	100224	PEARS SLICES EX LT CAN	CAA312034	P-RCPT398389	08/10/2018	10/01/2018	CS	81	81	6/#10	CNND GOODS	\$26.38	\$2,136.78
500150	100224	PEARS SLICES EX LT CAN	CAA312035	P-RCPT400385	08/23/2018	10/01/2018	CS	67	67	6/#10	CNND GOODS	\$26.38	\$1,767.46
500150	100224	PEARS SLICES EX LT CAN	CAA312036	P-RCPT404406	09/13/2018	11/01/2018	CS	18	18	6/#10	CNND GOODS	\$26.38	\$474.84
500168	100212	MIXED FRUIT EX LT CAN	CAA311982	P-RCPT404130	09/12/2018	11/01/2018	CS	82	82	6/#10	CNND GOODS	\$30.41	\$2,493.62
500168	100212	MIXED FRUIT EX LT CAN	CAA311983	P-RCPT404158	09/12/2018	11/01/2018	CS	13	13	6/#10	CNND GOODS	\$30.41	\$395.33
500366	100359	BEANS BLACK TURTLE CAN	CAA312172	P-RCPT404656	09/14/2018	11/01/2018	CS	73	73	6/#10	CNND GOODS	\$13.85	\$1,011.05
500382	110361	APPLESAUCE CUP	CAA312239	P-RCPT401653	08/29/2018	10/01/2018	CS	9	9	96/4.5 OZ	CNND GOODS	\$16.56	\$149.04
500382	110361	APPLESAUCE CUP	CAA312241	P-RCPT402684	09/05/2018	11/01/2018	CS	10	10	96/4.5 OZ	CNND GOODS	\$16.56	\$165.60
500452	110541	APPLESAUCE	CAA312277	P-RCPT399545	08/18/2018	10/01/2018	CS	114	114	6/#10	CNND GOODS	\$18.20	\$2,074.80



# 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!



# DIRECT DELIVERY USDA FOODS CONSIDERATIONS

- Equipment available
- Delivery and storage capabilities
- Quality – consistency of product characteristics
- Customer acceptability
- Food safety

# CALCULATE ACTUAL COST OF DIRECT DELIVERY USDA FOODS

- Entitlement value
- State Administrative Fees
- Storage cost
- Delivery fees
- Co-Op fees



# CALCULATE ACTUAL COST OF DIRECT DELIVERY USDA FOODS

COMPARE

Item Description	Pack	WBSCM ID	Entitlement Value	State Admin. Fee	Delivery Fees	Co-Op Fees	Total Cost	Commercial Price
Applesauce, unsweetened	6/#10 cans	110541	\$18.19 +	\$0.90 +	+	=		\$23.50
Chicken fajita strips, dark	6/5# bags	100117	\$50.27	\$0.90				\$94.10
Turkey taco filling	6/5# bags	100119	\$54.17	\$0.90				\$67.78
Rice, brown, parboiled	25# bag	101031	\$7.60	\$0.90				\$12.50
Cheese, cheddar, shredded	6/5# bags	100003	\$59.59	\$0.90				\$75.18

# USDA FOODS FURTHER PROCESSING

- Contract with commercial food processors to convert raw or bulk USDA Foods into a variety of ready-to-use end products
- Expands variety of products schools can get with USDA Foods entitlement dollars
- Reduce labor costs for food preparation
  - Ready-to-serve center of the plate items
- Increase food safety by eliminating handling of raw products
- Be selective – not all processed items cost less than commercial

# CALCULATE ACTUAL COST OF PROCESSED USDA FOODS

- Entitlement value
- State Administrative Fees
- Processing Cost
- Storage cost
- Delivery fees
- Co-Op fees

# NPA SEPDS A

## Summary End Product Data Schedule

### Information Certified as Accurate by USDA

School Year	Product Status A=Approved N=New R=Revised X=Expired	End Product Code	End Product Description	Net Weight Per Case	Servings Per Case	Net Weight per Serving	WBSCM USDA Foods Material Code	WBSCM USDA Foods Material Description	USDA Foods Inventory Drawdown per case	USDA Foods Value per pound	USDA Foods Value per case	USDA Approval Date
SY18	A	CNQ11400W	FULLY COOKED CHARBROILED BEEF STEAK BURGER	15.00	60.00	4.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	24.92	\$2.1943	\$54.68	11/22/2016
SY18	A	CNQ152253	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	240.00	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016
SY18	A	CNQ153003	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	180.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016
SY18	A	CNQ153003S	FULLY COOKED CHARBROILED HAMBURGER PATTY SLEEVE PACK	33.75	180.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016
SY18	A	CNQ15401	FULLY COOKED ALL BEEF CRUMBLE	40.00	320.00	2.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	66.67	\$2.1943	\$146.29	11/22/2016
SY18	A	CNQ161203	FULLY COOKED CHARBROILED BEEF STEAK BURGER	30.00	400.00	1.20	100154	BEEF COARSE GROUND FRZ CTN-60 LB	50.30	\$2.1943	\$110.37	11/22/2016
SY18	A	CNQ161703	FULLY COOKED CHARBROILED BEEF STEAK BURGER	31.88	300.00	1.70	100154	BEEF COARSE GROUND FRZ CTN-60 LB	51.66	\$2.1943	\$113.36	11/22/2016
SY18	A	CNQ161703S	BEEF STEAK BURGER	31.88	300.00	1.70	100154	BEEF COARSE GROUND FRZ CTN-60 LB	51.66	\$2.1943	\$113.36	11/22/2016
SY18	R	CNQ162253	FULLY COOKED CHARBROILED BEEF STEAK BURGER	33.75	240.00	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	51.28	\$2.1943	\$112.52	11/22/2016
SY18	R	CNQ162403	FULLY COOKED CHAR-BROILED BEEF STEAK BURGER	30.00	200.00	2.40	100154	BEEF COARSE GROUND FRZ CTN-60 LB	45.58	\$2.1943	\$100.02	11/22/2016
SY18	R	CNQ163003	FULLY COOKED CHARBROILED BEEF STEAK BURGER	33.75	180.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	51.28	\$2.1943	\$112.52	11/22/2016
SY18	A	CNQ17235	FULLY COOKED CHARBROILED BEEF PATTY, MESQUITE	14.98	102.00	2.35	100154	BEEF COARSE GROUND FRZ CTN-60 LB	20.45	\$2.1943	\$44.87	11/22/2016
SY18	A	CNQ182003	FULLY COOKED ALL NATURAL CHARBROILED BEEF PATTY	30.00	240.00	2.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	46.73	\$2.1943	\$102.54	11/22/2016
SY18	A	CNQ182253	FULLY COOKED CHARBROILED BEEF PATTY	33.75	240.00	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	52.57	\$2.1943	\$115.35	11/22/2016
SY18	A	CNQ182403	FULLY COOKED CHARBROILED BEEF PATTY	30.00	200.00	2.40	100154	BEEF COARSE GROUND FRZ CTN-60 LB	46.73	\$2.1943	\$102.54	11/22/2016
			FULLY COOKED ALL NATURAL					BEEF COARSE GROUND FRZ				



# SEPDS

## NPA SEPDS A

### Summary End Product Data Schedule

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SY18	A	CNQ11400W	FULLY COOKED CHARBROILED BEEF STEAK BURGER	15.00	60.00	4.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	24.92	\$2.1943	\$54.68	11/22/2016
SY18	A	CNQ152253	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	240.00	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016
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# CALCULATE ACTUAL COST OF PROCESSED GOODS

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Drawdown = 53.75 pounds @ \$2.1943 per pound = \$117.94

Servings per case = 180

Entitlement VALUE per serving = \$0.6552

# CALCULATE ACTUAL COST OF PROCESSED GOODS

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SY18	A	CNQ153003S	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	180.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016

State Administrative fee =  $53.75\text{lbs}/60\text{lbs} = 0.8958$   
 case \* **\$0.90** = \$0.7167 /case

Processing fee for service = \$35.44 = \$0.1968 per serving

Delivery Fee?      Co-Op fees?      Storage fees?



# CALCULATE ACTUAL COST OF PROCESSED GOODS

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Cost per serving

Entitlement VALUE

\$0.6552

State Administrative fee

\$0.0040

Processing fee for service

\$0.1968

Delivery Fee

\$0.0236

Total

\$0.8796

Co-Op fees?

Storage fees?



# CALCULATE ACTUAL COST OF PROCESSED GOODS

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- Your bid price
- Commercial price \$119.14 = \$0.6619 each

# USDA FOODS COST ANALYSIS TOOL

- <http://www.fns.usda.gov/usda-foods/usda-foods-toolkit-child-nutrition-programs>

Modify  
to  
current  
year  
value



A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
USDA Food	Ground Beef (A594)																
WBSCM #	100154																
USDA Value	\$2.9965																
Processed USDA Foods										Commercial Equivalent			Annual Savings				
Manuf.	Product Description	Case Weight	Servings / Case	Process Cost	Storage / Delivery	DF / Case	DF \$/Case	Total Cost	Cost / Portion	Commercial Cost	Servings / Case	Cost / Serving	Savings / Serving	Annual Servings	Annual Savings		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!	10000	#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!		

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SY18	A	CNQ153003S	FULLY COOKED CHARBROILED	33.75	180.00	3.00	100154	BEEF COARSE GROUND FRZ	53.75	\$2.1943	\$117.94	11/22/2016



## Example: Charbroil beef patty

[illegible]

## CALCULATE ACTUAL COST OF PROCESSED GOODS

## Example: Chicken patty & nuggets

[illegible]

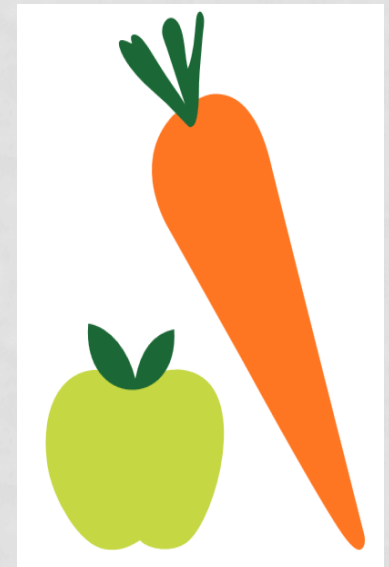
## Example: Mashed potatoes

[illegible]



# DOD FRESH PRODUCE

- Entitlement dollars – buy fresh produce
- Flexibility for use of entitlement
- Easy ordering and funds tracking
- May or may not be local foods
- All meet Buy American Provision





# DOD FRESH PRODUCE CONSIDERATIONS

- Access to good quality reasonable priced produce?
- Do you have a better or local source?
- How will you use the product?
- Can you take weekly deliveries?
- Order on FFAVORS website
- Delivery direct from state contractor or private distributor
- Evaluate effective use of entitlement funds
- Move entitlement funds in & out of program



# VALUE/COST OF DOD FRESH PRODUCE

- Entitlement value
- State Administrative Fees
- Storage cost
- Delivery fees
- Co-Op fees

THE  
**FARM** *to* **SCHOOL**  
PROGRAM



# VALUE/COST OF DOD FRESH PRODUCE

COMPARE

Item	Pack	DoD Price	State Admin. Fee	Delivery Fees	Co-Op Fees	Total Cost	Commercial Price
Apples	125 ct	\$37.50+	\$0.15 +	+	=		\$21.30
Oranges	138 ct	\$19.19	\$0.15				\$15.70
Baby Carrots	100/2.6 oz.	\$22.11	\$0.15				\$17.81
Broccoli florets	4/3 lb.	\$20.91	\$0.15				\$21.48

# PILOT PROJECT FOR PROCUREMENT OF UNPROCESSED FRUITS AND VEGETABLES

- 2014 Farm Bill funding
- 8 state pilot project
- Approved vendors
- Apply to participate
- Limited products
- Higher probability of local
- Farm to school



# PILOT PROJECT FOR PROCUREMENT OF UNPROCESSED FRUITS AND VEGETABLES CONSIDERATIONS

- Access to good quality reasonable priced produce?
- Do you have a better or local source?
- How will you use the product?
- Access to Pilot Project approved vendor?
- What products are available from accessible vendor?
- USDA pays supplier directly for cost and delivery
- Evaluate effective use of entitlement funds



# VALUE/COST OF PILOT PROJECT FOR PROCUREMENT OF UNPROCESSED FRUITS AND VEGETABLES

- Entitlement value
- State Administrative Fees
- Storage cost
- Delivery fees
- Co-Op fees



# VALUE/COST OF PILOT PROJECT FOR PROCUREMENT OF UNPROCESSED FRUITS AND VEGETABLES

Item	Pack	Pilot Project Vendor Cost	State Admin. Fee	Delivery Fees	Co-Op Fees	COMPARE	
						Total Cost	Commercial Cost
Nectarines	Case	+	\$0.15 +	+	=		
Romaine	Case		\$0.15				
Kiwi	Case		\$0.15				
Watermelon	Tote		\$0.15				



# ACTIVITY

- What USDA Food or program feature provides the “Best Value” to your program and why?
- Discuss in your groups – share out at least one BRIGHT idea!



# USDA FOODS BEST VALUE

- Plan
- Compare
- Know your entitlement value
- Spend wisely
- Spend 100% of entitlement
- Invest in storage facilities – work on building infrastructure
- Monitor processing Value Pass Through

# WHY IS THIS ALL SO IMPORTANT?

- Not all savings are equal
- Some things are cheaper commercial
- You must decide the best VALUE for your program
- BE SURE to confirm CREDITS and/or REBATES when processing!

**USDA FOODS**



**BOOT  
CAMP**

**Intensive Training for all skill levels**

QUESTIONS & DISCUSSION

**USDA FOODS**

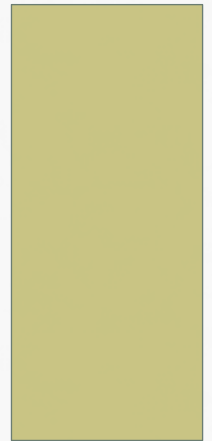


**BOOT  
CAMP**

**Intensive Training for all skill levels**

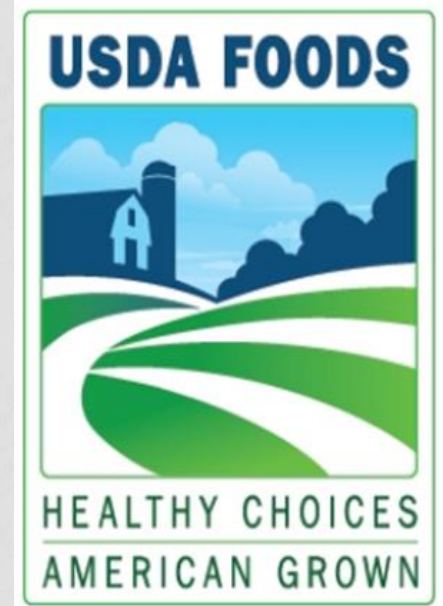
# MAXIMIZE THE USE OF USDA FOODS ON YOUR MENU

SUPER CO-OP OCTOBER 2018



# USING YOUR ENTITLEMENT \$

- **OPTIONS!**
- Direct Delivery (brown box)
- Diversion to Processors
- Department of Defense (DoD) Fresh Produce
- Pilot Project for Procurement of Unprocessed Fruits and Vegetables





# BEST PRACTICES FOR DIRECT DELIVERY USDA FOODS

- ✓ Start with your menus
- ✓ Identify best value
- ✓ Estimate annual quantities
- ✓ Request only what you need
- ✓ Follow Direct Delivery storage policy
- ✓ Minimize use of extended storage
- ✓ Utilize Co-Op surplus inventory



## Member Dashboard

SANTA CLARITA VALLEY SCHOOL DISTRICT (4070-00 / 100764)

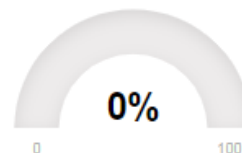
### DOD Entitlement

+ DOD Entitlement

<sup>2</sup>Available Amount

\$0.00

DOD



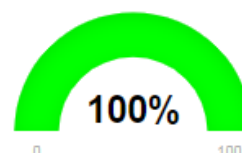
### Unprocessed Fruit and Vegetable Pilot

+ Unprocessed Fruit and Vegetable Pilot

<sup>3</sup>Available Amount

\$40,000.00

Unprocessed F/V Pilot



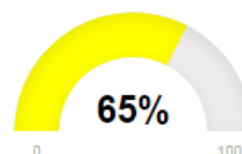
### USDA / Brown-Box Entitlement

+ USDA Entitlement

<sup>1</sup> Remaining On-Request

\$300,520.70

USDA



Current School Year

Select a previous school year to see history

### School Year 2018-2019 Count

286 days, 6 hours, 55 minutes, 2 seconds remaining

### Calendar

September 19, 2018

Wednesday

8:30am - 3:00pm

Governing Council Meeting

October 3, 2018

Wednesday

8:30am - 3:00pm

USDA Food Bank Can Visalia

October 4, 2018

Thursday

### Overall Entitlement

Initial Entitlement

Adjustments

Adjusted Entitlement

### Available Pounds by Manufacturer

Manufacturer

## USDA / Brown Box Advertisements

+ New Advertisement

Export ▾

Request	Ad #	Ad Type	USDA Code	Item	FMV	Quantity	Lot #	Customer	Date Offered	Due / Storage Date	Pack Size	Item Cat.	Prod. Grp.	Edit	Details
	Filter		Filter	Filter			Filter	Filter							
<input type="checkbox"/>	1421	In-Storage	110845	EGGS WHOLE FRZ CTN (500583)	25.3400	418	CAA290276	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	01/31/2018	12/2 LB	EGGS	WHL EGG		<a href="#">Details</a>
<input type="checkbox"/>	1525	In-Storage	110506	SPAGHETTI BLEND WG CTN (500456)	7.6100	425	CAA299079	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	01/31/2018	20 LB	PASTA	SPAGHETTI		<a href="#">Details</a>
<input type="checkbox"/>	1586	In-Storage	100022	CHEESE MOZ PART SKIM FRZ LVS (500006)	92.6800	437	CAA304406	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/09/2018	04/03/2018	8/6 LB	CHEESE	MOZZ		<a href="#">Details</a>
<input type="checkbox"/>	1760	In-Storage	110161	FRUIT MIX DRIED (500334)	69.9500	99	CAA312231	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	07/15/2018	5/5LB	SNACKS	TRAIL MIX		<a href="#">Details</a>
<input type="checkbox"/>	1762	In-Storage	110322	BEEF PATTIES w/SPP CKD FRZN (500380)	128.0600	79	CAA312232	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/20/2018	08/10/2018	40 LB	PROC BEEF	BF PATTY		<a href="#">Details</a>
<input type="checkbox"/>	1763	In-Storage	110349	BEEF 100% PTY 85/15 FRZ RAW (500454)	111.3000	197	CAA312233	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/20/2018	07/20/2018	40 LB	PROC BEEF	BF PATTY		<a href="#">Details</a>
<input type="checkbox"/>	1764	In-Storage	110858	FLOUR WHITE WW 100% BAG (500601)	4.3000	762	CAA312388	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	07/30/2018	25 LB	BAKING NDS	FLOUR		<a href="#">Details</a>
<input type="checkbox"/>	1774	In-Storage	100327	TOMATO PASTE CAN (500260)	21.3200	72	CAA312142	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/21/2018	08/15/2018	6/#10	CNND GOODS	TOMT PST		<a href="#">Details</a>
<input type="checkbox"/>	1776	In-Storage	100127	BEEF FULLY COOKED CAN (500599)	92.4800	350	CAA312387	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/20/2018	08/15/2018	24/24 OZ	CNND GOODS	BEEF		<a href="#">Details</a>
<input type="checkbox"/>	1778	In-Storage	100329	TOMATOES DICED CAN (500074)	13.2000	116	CAA312144	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	08/31/2018	6/#10	CNND GOODS	DCD TOMT		<a href="#">Details</a>
<input type="checkbox"/>	1801	In-Storage	110721	PEPPERS/ONION BLEND FRZ CTN (500522)	33.5200	29	CAA28387	TEMECULA VALLEY UNIFIED SCHOOL DISTRICT (100842)	09/17/2018	09/12/2017	30 LB	FRZN VEG	CAL BLEND		<a href="#">Details</a>
<input type="checkbox"/>	1812	In-Storage	110721	BEANS GREAT NORTHERN CAN (500368)	13.5600	136	CAA312214	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	09/15/2018	6/#10	CNND GOODS	BEAN		<a href="#">Details</a>

## USDA / Brown Box Advertisements

✓ Request Selected Items

+ New Advertisement

Export ▾

Request	Ad # ▾	Ad Type	USDA Code	Item	FMV	Quantity	Lot #	Customer	Date Offered	Due / Storage Date	Pack Size	Item Cat.	Prod. Grp.	Edit	Details
	<input type="text" value="Filter"/>		<input type="text" value="Filter"/>	<input type="text" value="Filter"/>			<input type="text" value="Filter"/>								
<input checked="" type="checkbox"/>	1421	In-Storage	110845	EGGS WHOLE FRZ CTN (500583)	25.3400	418	CAA290276	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	01/31/2018	12/2 LB	EGGS	WHL EGG		<a href="#">Details</a>
<input type="checkbox"/>	1525	In-Storage	110506	SPAGHETTI BLEND WG CTN (500456)	7.6100	425	CAA299079	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	01/31/2018	20 LB	PASTA	SPAGHETTI		<a href="#">Details</a>
<input type="checkbox"/>	1586	In-Storage	100022	CHEESE MOZ PART SKIM FRZ LVS (500006)	92.6800	437	CAA304406	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/09/2018	04/03/2018	8/6 LB	CHEESE	MOZZ		<a href="#">Details</a>
<input checked="" type="checkbox"/>	1760	In-Storage	110161	FRUIT MIX DRIED (500334)	69.9500	99	CAA312231	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	07/15/2018	5/5LB	SNACKS	TRAIL MIX		<a href="#">Details</a>
<input type="checkbox"/>	1762	In-Storage	110322	BEEF PATTIES w/SPP CKD FRZN (500380)	128.0600	79	CAA312232	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/20/2018	08/10/2018	40 LB	PROC BEEF	BF PATTY		<a href="#">Details</a>
<input type="checkbox"/>	1763	In-Storage	110349	BEEF 100% PTY 85/15 FRZ RAW (500454)	111.3000	197	CAA312233	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/20/2018	07/20/2018	40 LB	PROC BEEF	BF PATTY		<a href="#">Details</a>
<input type="checkbox"/>	1764	In-Storage	110858	FLOUR WHITE WW 100% BAG (500601)	4.3000	762	CAA312388	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	07/30/2018	25 LB	BAKING NDS	FLOUR		<a href="#">Details</a>
<input checked="" type="checkbox"/>	1774	In-Storage	100327	TOMATO PASTE CAN (500260)	21.3200	72	CAA312142	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/21/2018	08/15/2018	6/#10	CNND GOODS	TOMT PST		<a href="#">Details</a>
<input type="checkbox"/>	1776	In-Storage	100127	BEEF FULLY COOKED CAN (500599)	92.4800	350	CAA312387	SUPER COOP SURPLUS USDA (GOLDSTAR)	08/20/2018	08/15/2018	24/24 OZ	CNND GOODS	BEEF		<a href="#">Details</a>
<input type="checkbox"/>	1778	In-Storage	100329	TOMATOES DICED CAN (500074)	13.2000	116	CAA312144	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	08/31/2018	6/#10	CNND GOODS	DCD TOMT		<a href="#">Details</a>
<input type="checkbox"/>	1801	In-Storage	110724	PEPPERS/ONION BLEND FRZ CTN (500522)	33.5200	29	CAA28387	TEMECULA VALLEY UNIFIED SCHOOL DISTRICT (100842)	09/17/2018	09/12/2017	30 LB	FRZN VEG	CAL BLEND		<a href="#">Details</a>
<input type="checkbox"/>	1812	In-Storage	100373	BEANS GREAT NORTHERN CAN (500368)	13.5600	136	CAA312214	SUPER COOP SURPLUS USDA (GOLDSTAR)	09/17/2018	09/15/2018	6/#10	CNND GOODS	BEAN		<a href="#">Details</a>

# BEST PRACTICES FOR PROCESSED USDA FOODS

- ✓ Start with your menus
- ✓ Identify best value
- ✓ Estimate annual quantities
- ✓ Distributor or direct
- ✓ Local procurement process
- ✓ Order lead times

# BEST PRACTICES FOR DOD FRESH PRODUCE

- ✓ Start with your menus
- ✓ Identify best value
- ✓ Estimate annual quantities
- ✓ Identify delivery method
- ✓ Order lead times



# BEST PRACTICES FOR PILOT UNPROCESSED PROGRAM

- ✓ Start with your menus
- ✓ Identify best value
- ✓ Estimate annual quantities
- ✓ Identify delivery method
- ✓ Order lead times

# BRIGHT IDEAS



- ACTIVITY #1
- What are advantages and disadvantages of using USDA Foods in your district?
- Discuss in your groups – share out at least one BRIGHT idea!

# BRIGHT IDEAS



- ACTIVITY #2
- How do you use food shows and/or student taste tests to make USDA Foods purchasing decisions?
- Discuss in your groups – share out at least one BRIGHT idea!

# BRIGHT IDEAS



- ACTIVITY #3
- How do you choose to use value added USDA Foods vs. processed USDA Foods?
- (ex. Chicken fajita, pulled pork, fish sticks)
- Discuss in your groups – share out at least one BRIGHT idea!

# BRIGHT IDEAS



- ACTIVITY #4
- What are some creative uses of USDA Foods in your programs?
- Share a new recipe or favorite menu item made primarily of USDA Foods in your district (scratch or processed).
- Discuss in your groups – share out at least one BRIGHT idea!

# BRIGHT IDEAS



- ACTIVITY #5
- Fill in the blanks:
- I wish the USDA Foods program would \_\_\_\_\_.
- I wish Super Co-Op would \_\_\_\_\_.
- The best thing about USDA Foods is \_\_\_\_\_.
- I wish I could get \_\_\_\_\_ from USDA Foods.
- Discuss in your groups & be prepared to share out!



**USDA FOODS**



**BOOT  
CAMP**

**Intensive Training for all skill levels**

**QUESTIONS &  
DISCUSSION**

**USDA FOODS**

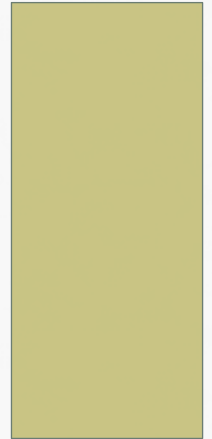


**BOOT  
CAMP**

**Intensive Training for all skill levels**

# VALIDATING VALUE PASS THROUGH

SUPER CO-OP OCTOBER 2018



# PASS THROUGH VALUE

- Federal law requires that schools and other recipient agencies receive the **full value** of USDA Foods to which they are entitled. For USDA Foods sent to further processors to be made into processed end products, a system must be in place to ensure this occurs.
- 7 CFR 250.30 - Processing of donated foods into end products.

# TYPES OF VALUE PASS THROUGH (VPT) SYSTEMS

- Fee for Service (FFS)
- Net Off Invoice (NOI)
- Refund/Rebate

# TYPES OF VALUE PASS THROUGH (VPT) SYSTEMS

- Fee for Service (FFS)
  - The processor bills for the costs of processing without the value of the USDA Food included in the price.
  - USDA Foods entitlement is reduced when processor bills the RA

# TYPES OF VALUE PASS THROUGH (VPT) SYSTEMS

- Net Off Invoice (NOI)
  - Processor bills distributor at commercial price, distributor bills RA at FFS price net of value of USDA Food
  - Processor issues rebate check to distributor after sale



# TYPES OF VALUE PASS THROUGH (VPT) SYSTEMS

- Refund/Rebate
  - RA pays “commercial” price for a processed item and submits a request for rebate to the processor, who issues a check for the value of the donated USDA Foods used

# THE STARS MUST ALIGN...

To get your VPT “Commodity Discount”:

- ★ Have entitlement in your account
- ★ Manufacturer has the correct raw product
- ★ Item listed on Super Co-Op Market Basket
- ★ Distributor identified correctly in K12 or PL

# GATHER YOUR TOOLS...

- Your distribution contract prices
- Super Co-Op “Market Basket” file
- SEPDs sheets
- Invoices
- Super Co-Op Dashboard

# WHICH VPT SYSTEM?

- Fee for Service (FFS)
- Net Off Invoice (NOI)
- Refund/Rebate


# VPT BEST PRACTICES

- Identify frequently purchased items on manufacturer RFPs
- Filter by color

Released 03.21.2017		Version 2 Revised 03.28.2017 Corrections in Blue		USDA Foods End Products SEPDS Information										Pricing Information			Commercial Item Information		
		Version 3 Revised 08.17.17 Corrections in Green												Net Off Invoice	Fee for Service		Commercial Item Manufacturer Code	Meets USDA Bug American Provision Y-Yes N-No	Commercial Item Case Price
Manufacturer	Line N	Item Description	Select Product Category	Manufacturer Code	Meets USDA Bug American Provision Y-Yes N-No	Net Weight Per Ca. (lbs.)	Servings Per Ca.	Net Weight per Serv (oz.)	VBSCM Item Code	VBSCM Item Description	DF Inventory Drawdown case	Value per pound of	Value of per case	Net Off Invoice Discount off Commercial Price	Case Price	Quantity	Commercial Item Manufacturer Code	Meets USDA Bug American Provision Y-Yes N-No	Commercial Item Case Price
AdvancePierre	1	Smoke Grill Beef Steak w/wrappers	BEEF	3754	Y	18.75	100.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	21.9000	\$ 2.1943	\$ 48.0952		\$ 23.00	2500# gross wt	3854	Y	\$ 62.00
AdvancePierre	13	Pub-Style Steak Burger	BEEF	145-230	Y	30.00	160.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	43.1300	\$ 2.1943	\$ 94.6402		\$ 22.75	2500# gross wt	15-230	Y	\$34.70* *53 serving
Ardella's	9	Bulk Cheese Breakfast Bagel	PIZZA	80134	Y	14.31	90.00	2.65	100022	CHEESE MOZ LM PART SKIM FRZ LVS-846 LB	5.6300	\$ 1.6162	\$ 9.1000		\$ 30.15	N/A	80134	Y	\$ 39.00
Arizona Gold	50	AZ Gold Burrito, Egg Cheese w/whole Grain Bulk	BURRITOS	3600335B	Y	11.30	54.00	3.35 oz	100046	Eggs w/whole Frozen	4.1500	\$ 0.7629	\$ 3.1660	\$ 3.17	\$ 26.23	1400 cases	3600335B	Y	\$ 23.00
Arizona Gold	51						54.00		110254	Cheese Cheddar	1.0500	\$ 1.6329	\$ 1.7775	\$ 1.78	\$ 27.68	1400 cases			\$ 23.00
Arizona Gold	52														\$ 26.54	400-1399 cases			\$ 23.00
Arizona Gold	53														\$ 27.93	400-1399 cases			\$ 23.00
Asian Food Solutions	6	Teriyaki Chicken	ASIAN	73001	Y	42.90	240.00	2.85	100113	Chicken Legs Chilled - Bulk	45.98 lbs	\$ 0.3702	\$ 17.0200	\$ 17.02	\$ 88.00	144 cases min. delivery, mixed chicken ok	73001	Y	\$ 109.00
Cargill Kitchen Solutions	6	Whole Grain French Toast Sticks	EGGS	40032	Y	21.53	130.00	2.65	100047	EGGS WHOLE LIQ BULK - TANK	10.1600	\$ 0.5282	\$ 5.3700	\$ 5.37	\$ 39.59	26 pallets or less than 42,999#	40032	Y	\$ 44.00
Chef's Corner	16	Spicy Szechuan Chicken	CHICKEN	CMDTY-0122	Y	35.00			100113	chicken legs chilled	40.2200	\$ 0.3702	\$ 14.8900	n/a		truckload	CMDTY-0122	Y	\$ 110.00
ConAgra	33	The Man 100% Mozz Whole Grain ManStix	PIZZA	77387-12602	Y	23.15	192.00	1.93	110244	Mozzarella Cheese	12.1100	\$ 1.6162	\$ 19.5700	\$ 19.57	\$ 21.43	2,500 lbs.	77387-12602	Y	\$ 41.00
Don Lee Farms	7	Charbroiled 100% Beef Steak, Seasoned	BEEF	CNQIS2403	Y	30.00	200.00	2.40	100154	Beef Course Ground FRZ CTN - 60 LB	45.5800	\$ 2.1943	\$ 100.0162	N/A	\$ 31.20	5,000 LBS. COMBINED	N/A	N/A	N/A
Tyson	8	FC CN Whole Grain Kipsy N Crunchy Breaded Strip-Shaped Chicken Pattie Fritters	CHICKEN	003859-0928	Y	31.86	141.00	3.60	100103	Chicken Large Chilled - Bulk	19.6600	\$ 0.8722	\$ 17.1500	\$ 17.15	\$ 35.68	5000#	003859-0928	Y	\$ 52.00

# VPT BEST PRACTICES

- Know your distributor bid costs
- Check distributor invoice to RFP info

<b>SOLD TO</b>				<b>ACCOUNT #</b>		<b>SHIP TO</b>				
SANTA CLARITA VALLEY SCHOOL DISTRICT FOOD SERVICES RA #4066-00 25210 ANZA DRIVE VALENCIA, CA 91355-3496 United States				Sell-To: 100765 Bill-To: 100764 Div/Loc: GSF / GSF		SANTA CLARITA FOOD AGENCY SANTA CLARITA VALLEY SCHOOL DISTRICT 25210 ANZA DRIVE VALENCIA, CA 91355 United States				
<b>CUSTOMER P.O. NUMBER</b>				<b>ORDERED BY</b>				<b>DATE SHIPPED</b>		
								09/06/17		
<b>BILLING TERMS</b>		<b>SLSM</b>	<b>ACCOUNT REP.</b>	<b>ROUTE #</b>	<b>STOP #</b>	<b>SPECIAL INSTRUCTIONS</b>				
NET 30		LAURA	AMBER	W400	01	**DEL. BETWEEN 6-8 AM & 10 AM-2 PM**				
<b>QUANTITY</b>		<b>DESCRIPTION</b>				<b>ITEM XREF</b>	<b>PACK SIZE</b>	<b>UNIT PRICE</b>	<b>EXTENSION</b>	
<b>SHIPPED</b>	<b>U/M</b>	<b>B/O</b>	<b>ITEM</b>							
31	CS		404683	FROZEN						
				WG KRISPY KRUNCH TENDER						
				TYSON						
			700017	Cmdy - Chicken LG Dark Chill						
			700018	Cmdy - Chicken LG White Chill						
				FROZEN SubTotal						
				003859-0928				31.86LB	55.48	1,719.88
									-6.86	-212.66
									-10.28	-318.68
										1,188.54



# VPT BEST PRACTICES

QTY	PACK	SIZE	ITEM DESCRIPTION	ITEM CODE	UNIT PRICE	UNIT TAX AMOUNT	EXTENDED PRICE	INVOICE ADJUSTMENTS	
								CODE	QTY
			"ASK ABOUT SCHEDULING A BUSINESS & CULINARY CONSULTATION!"			ORGANIC	CERTIFICATE	#23680	
			"ASK YOUR SYSCO MARKETING CONSULTANT FOR GREAT HOLIDAY AND WINTER MENU IDEAS"						
			DAIRY PRODUCTS						
37	5 CS	484 OZ	UPSTATE YOGURT STRAWBERRY NFAT	0017012	14.27		71.35		
			GROUP TOTAL****				71.35		
			MEATS						
7	40 CS	65 LB	USDA BEEF PATTY PREMIUM MED	CP5670	0756062	32.12	1284.80		
			JTM/100154 MFFS		P/CS	.01	.40		
10	32 CS	65 LB	USDA BEEF PATTY PREMIUM MED	CP5670	0756062	32.12	1027.84		
			JTM/100154 MFFS		P/CS	.01	.32		
			GROUP TOTAL****				2311.92		
8	1 CS	4BA	TYSON CHICKEN P PCORN HOT&SPCY 070378-0928	2155947	56.12		56.12		
			TYS/100103D		P/CS	5.51	5.51		
			TYS/100103W		P/CS	8.26	8.26		
			GROUP TOTAL****				42.35		
12	18 CS	963OZ	TONYRBT BAGEL PIZZA	78976	3131232	47.06	847.08		
			TRC/100022		P/CS	9.77	175.86		
9	86 CS	602.8 OZ	SIMBLUE BUN WHEAT WHL BRKFST 51%	WWB5160	5278272	23.46	2017.56		
0	14 CS	1122.5 OZ	FRNANDO ENCHILADA CHICKEN CN WHLGRN	5278	2115701	37.14	519.96		
0	18 CS	722.2 OZ	ROSNSHR TOAST CINNAMON WHL GRAIN IW CT15120W	2354302	34.44		619.92		
			GROUP TOTAL****				3828.66		
			CANNED & DRY						
36	10 OS	41 GAL	SYS REL DRESSING RANCH BUTTERMILK	75003-SYS	8044372	32.64	326.40		
	54 CS	6#10	REDGOLD KETCHUP 33% MW FCY - MMS	REDY599	2118149	19.94	1076.76		
			RED/100332		P/CS	4.03	217.62		

# VPT BEST PRACTICES

Released 03.21.2017		Version 2 Revised 03.28.2017 Corrections in Blue	USDA Foods End Products SEPDS Information											Pricing Information			Commercial		
		Version 3 Revised 08.17.17 Corrections in Green												Net Off Invoice	Fee for Service				Commercial FOB D
Manufacturer	Line	Item Description	Select Product Category	Manufacturer Code	Meets USDA Bug American Provision Y-Yes N-No	Net Weight Per Case (lbs.)	Servings Per Case	Net Weight per Serving (oz.)	VBSCM II Code	VBSCM Item Description	DF Inventory Drawdown case	Value per pound of	Value of per case	Net Off Invoice Discount off Commercial Price	Case Price	Quantity	Commercial Item Manufacturer Code	Meets USDA Bug American Provision Y-Yes N-No	Case Price
AvancePierre	1	Smokie Grill Beef Steak Wrappers	BEEF	3754	Y	18.75	100.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	219000	\$ 2.1943	\$ 48.0552		\$ 23.00	2500# gross wt	3854	Y	\$ 62.45
AvancePierre	13	Pub-Style Steak Burger	BEEF	1-15-230	Y	30.00	160.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	431300	\$ 2.1943	\$ 94.6402		\$ 22.75	2500# gross wt	15-230	Y	\$34.70* *53 servings
della's	9	Bulk Cheese Breakfast Bagel	PIZZA	80134	Y	14.31	90.00	2.65	100022	CHEESE MOZ LM PART SKIM FRZ LVS-846 LB	56300	\$ 1.6162	\$ 9.1000		\$ 30.15	N/A	80134	Y	\$ 39.25
izona Gold	50	A2 Gold Burrito, Egg Cheese w/whole Grain Bulk	BURRITOS	3600335B	Y	11.30	54.00	3.35 oz	100046	Eggs w/whole Frozen	41500	\$ 0.7629	\$ 3.1660	\$ 3.17	\$ 26.23	1400 cases	3600335B	Y	\$ 29.46
izona Gold	51						54.00		110254	Cheese Cheddar	10500	\$ 1.6329	\$ 1.7775	\$ 1.78	\$ 26.54	400-1399 cases			\$ 23.71
izona Gold	52														\$ 27.93	400-1399 cases			\$ 23.71
izona Gold	53																		
ian Food Solutions	6	Teriyaki Chicken	ASIAN	73001	Y	42.90	240.00	2.85	100113	Chicken Legs Chilled - Bulk	45.98 lbs	\$ 0.3702	\$ 17.0200	\$ 17.02	\$ 88.00	144 cases min. delivery, mixed chicken ok	73001	Y	\$ 105.02
grill Kitchen Solutions	6	Whole Grain French Toast Sticks	EGGS	40032	Y	21.53	130.00	2.65	100047	EGGS WHOLE LIQ BULK - TANK	101600	\$ 0.5282	\$ 5.3700	\$ 5.37	\$ 39.59	26 pallets or less than 42,999#	40032	Y	\$ 44.96
ef's Corner	16	Spicy Szechuan Chicken	CHICKEN	CMDTY-0122	Y	35.00			100113	chicken legs chilled	40.2200	\$ 0.3702	\$ 14.8900	n/a		truckload	CMDTY-0122	Y	\$ 117.60
onAgra	33	The Max 100% Mozz Whole Grain MacStix	PIZZA	77387-12602	Y	23.15	192.00	1.93	110244	Mozzarella Cheese	12.1100	\$ 1.6162	\$ 19.5700	\$ 19.57	\$ 41.00	2,500 lbs.	77387-12602	Y	\$ 41.00
onLee Farms	7	Charbroiled 100% Beef Steak, Seasoned	BEEF	CNQH2403	Y	30.00	200.00	2.40	100154	Beef Course Ground FRZ CTN - 60 LB	45.5800	\$ 2.1943	\$ 100.0162	N/A	\$ 31.20	1,000 LBS. COMBINED	N/A	N/A	N/A
son	8	FC CN Whole Grain Kripsy N Krunchy Breaded Strip-Shaped Chicken Pattie Fritters	CHICKEN	003859-0928	Y	31.86	141.00	3.60	100103	Chicken Large Chilled - Bulk	19.6600	\$ 0.8722	\$ 17.1500	\$ 17.15	\$ 35.68	5000#	003859-0928	Y	\$ 52.83

Distributor cost \$55.48  
 Less Discount \$17.15  
 Less delivery \$2.65  
 = FFS Case Price \$35.68

# VPT BEST PRACTICES

Released 03.21.2017		Version 2 Revised 03.28.2017 Corrections in Blue	USDA Foods End Products SEPDS Information											Pricing Information		
		Version 3 Revised 08.17.17 Corrections in Green												Net Off Invoice	Fee for Service	
Manufacturer	Li N	Item Description	Select Product Category	Manufacturer Code	Meets USDA Bug American Provision Y=Yes N=No	Net Weight Per Case (lbs.)	Serv Per C	Net Weight per Serv (oz.)	VBSCM Code	VBSCM Item Description	DF Inventory Drawdown case	Value of pound of	Value of per case	Net Off Invoice Discount off Commercial Price	Case Price	Quantity
AdvancePierre	1	Smokie Grill Beef Steak whrappers	BEEF	3754	Y	18.75	100.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	21.9000	\$ 2.1943	\$ 48.0552		\$ 23.00	2500# gr
AdvancePierre	19	Pub-Style Steak Burger	BEEF	1-15-230	Y	30.00	160.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	43.1300	\$ 2.1943	\$ 94.6402		\$ 22.75	2500# gr
della's	9	Bulk Cheese Breakfast Bagel	PIZZA	80134	Y	14.91	90.00	2.65	100022	CHEESE MOZ LMPART SKIM FRZ LVS-8/6 LB	5.6300	\$ 1.6162	\$ 9.1000		\$ 30.15	N/A
izona Gold	50	AZ Gold Burrito, Egg Cheese Whole Grain Bulk	BURRITOS	3600335B	Y	11.30	54.00	3.35 oz	100046	Eggs Whole Frozen	4.1500	\$ 0.7629	\$ 3.1660	\$ 3.17	\$ 26.29	1400 ca
izona Gold	51						54.00		110254	Cheese Cheddar	1.0500	\$ 1.6929	\$ 1.7775	\$ 1.78	\$ 27.68	1400 c
izona Gold	52													\$ 26.54	\$ 27.93	400-1399
izona Gold	53													\$ 27.93	\$ 27.93	400-1399
Asian Food Solutions	6	Teriyaki Chicken	ASIAN	73001	Y	42.90	240.00	2.85	100113	Chicken Legs Chilled - Bulk	45.98 lbs	\$ 0.3702	\$ 17.0200	\$ 17.02	\$ 88.00	144 case delivery, chicken
argill Kitchen Solutions	6	Whole Grain French Toast Sticks	EGGS	40032	Y	21.53	130.00	2.65	100047	EGGS WHOLE LIQ BULK - TANK	10.1600	\$ 0.5282	\$ 5.3700	\$ 5.37	\$ 39.59	26 pallets than 42,
chef's Corner	16	Spicy Szechuan Chicken	CHICKEN	CMDTY-0122	Y	35.00			100113	chicken legs chilled	40.2200	\$ 0.3702	\$ 14.8900	n/a		truckload
onAgra	33	The Max 100% Mozz Whole Grain MaxStix	PIZZA	77387-12602	Y	23.15	192.00	1.93	110244	Mozzarella Cheese	12.1100	\$ 1.6162	\$ 19.5700	\$ 19.57	\$ 21.43	2,500
on Lee Farms	7	Charbroiled 100% Beef Steak, Seasoned	BEEF	CNQ162403	Y	30.00	200.00	2.40	100154	Beef Course Ground FRZ CTN - 60 LB	45.5800	\$ 2.1943	\$ 100.0100	N/A	\$ 31.20	5,000 L COMBI
son	8	FC CN Whole Grain Kripsy N Krunchy Breaded Strip-Shaped Chicken Pattie Fritters	CHICKEN	003859-0928	Y	31.86	141.00	3.60	100103	Chicken Large Chilled Bulk	19.6600	\$ 0.8722	\$ 17.1500	\$ 17.15	\$ 35.68	5000

DF Pounds per case

19.66 lbs.

Value of pounds

\$0.8722/lb.

Entitlement drawdown

\$17.15/cs

x 31 cases (Total Discount)

\$531.57

# VPT BEST PRACTICES

- Know your distributor bid costs
- Check distributor invoice to RFP info

QUANTITY			DESCRIPTION		ITEM XREF	PACK SIZE	UNIT PRICE	EXTENSION
SHIPPED	U/M	B/O	ITEM					
31	CS		404683	<b>FROZEN</b>				
				WG KRISPY KRUNCH TENDERS	003859-0928	31.86LB	55.45	1,719.88
				TYSON				
			700017	Cmdy - Chicken LG Dark Chill			-6.86	-212.66
			700018	Cmdy - Chicken LG White Chill			-10.28	-318.68
				<b>FROZEN SubTotal</b>				<b>1,188.54</b>

\$212.66  
 +318.68  
 = \$531.34  
 Total discount

# VPT BEST PRACTICES

- What if it doesn't add up?
- Contact your distributor





# REFUND – REBATE

- Processed product sold to you at commercial price
  - Distributor
  - Direct
- Manufacturer (processor) sends you a check for the commodity value (FMV) after delivery
- May require a form or request



# VPT BEST PRACTICES

- One last step
- Match distributor invoice to Super Co-Op website for correct drawdown

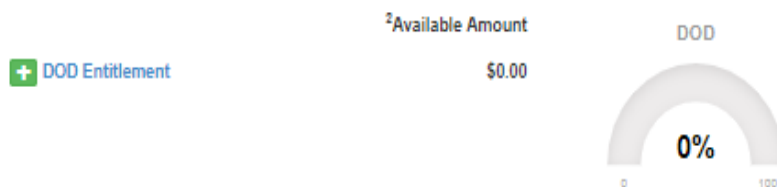
# Member Dashboard

Current School Year ▾

VISALIA UNIFIED SCHOOL DISTRICT (7225-00 / 300125)

Select a previous school year to see historical information.

## DOD Entitlement



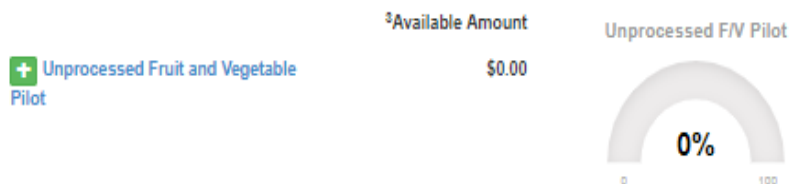
## School Year 2018-2019 Countdown

283 days, 11 hours, 31 minutes, 53 seconds remaining

## Calendar

October 3, 2018	Wednesday
8:30am - 3:00pm	USDA Foods Boot Camp - Visalia
October 4, 2018	Thursday
8:30am - 3:00pm	USDA Foods Boot Camp - Dixon
October 10, 2018	Wednesday

## Unprocessed Fruit and Vegetable Pilot



## USDA / Brown-Box Entitlement



## Overall Entitlement

Initial Entitlement	\$919,762.60
Adjustments	\$20,591.70
Adjusted Entitlement	\$940,354.30

## Processed Entitlement



## Available Pounds by Manufacturer

Manufacturer	Pounds
<a href="#">View All Items</a>	
Ardella's (100033)	454,409.78
Asian Food Solutions (115098)	114,794.89
Basic American (100046)	259,339.48
Bongards Creameries (100912)	94,196.36
Brookwood Farms, Inc (101011)	40,116.40
Buena Vista (100069)	76,885.62

# VPT BEST PRACTICES

- Last step
- Match distributor invoice to Super Co-Op website for correct drawdown

Processed Spending By Document / Finished Good By Document / Finished Good Pounds/Amount By Manufacture Pounds/Amount By Raw Materials Export

Date	Type	Document No.	Mfg. Item No.	Distributor Item No.	Item Description	Manufacture	Quantity	Lbs*	Total Commodity (Lbs)	Total Entitlement (\$)	Distributor Name
<span>Filter</span>	<span>Filter</span>	<span>Filter</span>	<span>Filter</span>	<span>Filter</span>	<span>Filter</span>	<span>Filter</span>					<span>Filter</span>
09/01/2017	CREDIT	1160874	003859-0928	404683	WG KRISPY KRUNCH TENDERS	TYSON COMMODITY (100530)	31	0.00	-609.46	(\$530.23)	GOLD STAR FOODS
09/01/2017	INVOICE	2101338	130220	800946	CMDY SL APPLES 100/2 OZ	FRESH INNOVATIONS (100224)	143	0.00	2,749.89	\$1,154.95	GOLD STAR FOODS
09/01/2017	INVOICE	2123024	003859-0928	404683	WG KRISPY KRUNCH TENDERS	TYSON COMMODITY (100530)	34	0.00	668.44	\$581.54	GOLD STAR FOODS
09/06/2017	INVOICE	2109030	130220	800946	CMDY SL APPLES 100/2 OZ	FRESH INNOVATIONS (100224)	135	0.00	2,596.05	\$1,090.34	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	130220	403461	CMDY BF SAUS ON WG BISCUIT IW	ADVANCE PIERRE FOODS (100405)	18	0.00	170.46	\$373.31	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	019	403441	DK CHICKEN MEATBALL	TYSON COMMODITY (100530)	60	0.00	667.80	\$580.99	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	92127	400612	PB&STRW JELLY WHEAT SNOWCH IW	ADVANCE PIERRE FOODS (100405)	32	0.00	158.40	\$129.89	GOLD STAR FOODS
09/06/2017	INVOICE	2125587	003859-0928	404683	WG KRISPY KRUNCH TENDERS	TYSON COMMODITY (100530)	31	0.00	609.46	\$530.23	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	RPKIL99	401450	FULLY PREPARED PIZZA SAUCE	RED GOLD (100439)	23	0.00	281.98	\$115.61	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	59701	401172	STRING CHEESE	LAND O' LAKES (100307)	20	0.00	210.00	\$354.90	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	019	403441	DK CHICKEN MEATBALL	TYSON COMMODITY (100530)	60	0.00	667.80	\$580.99	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	003857-0928	404682	WG KRISPY KRUNCHY PATTY	TYSON COMMODITY (100530)	16	0.00	307.04	\$267.12	GOLD STAR FOODS
09/06/2017	INVOICE	2105221	070314-0928	404680	WG BRD SPICY CHX PATTIES	TYSON COMMODITY (100530)	12	0.00	184.56	\$160.57	GOLD STAR FOODS

# VPT BEST PRACTICES

- Direct shipments
- What if it doesn't show up on the Super Co-Op website?
- Contact manufacturer or broker

Processed Spending By Document / Finished Good

By Document/Finished Good

Pounds by Manufacture

Pounds by Manufacture/Raw Material

Export

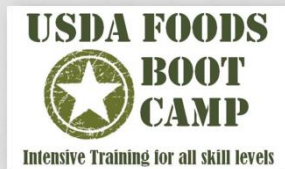
Date ▲	Type	Document No.	Mfg. Item No.	Distributor Item No.	Item Description	Manufacture	Quantity	Lbs*	Total Entitlement (\$)	Distributor Name
Filter	Filter	Filter	Filter	Filter	Filter	Filter				Filter
2018-07-24	CREDIT	DN-406470-RE	CP5049	405898	CMDY COOKED MEATBALLS	J.T.M. Food Group (100278)	20	700.00	\$1,622.67	DIRECT (J.T.M. FOODGROUP)
2018-07-27	INVOICE	22701942	003857-0928	404682	WG KRISPY KRUNCHY PATTY	Tyson Commodity (100530)	200	1,919.00	\$1,718.85	DIRECT (TYSON COMMODITY/COMMERCIAL)
2018-07-27	INVOICE	22701942	070314-0928	404680	WG BRD SPICY CHIX PATTIES	Tyson Commodity (100530)	100	769.00	\$688.79	DIRECT (ADVANCE-PIERRE FOODS)
2018-07-27	INVOICE	22701942	070334-0928	403544	WG CN CRISPY TENDERS	Tyson Commodity (100530)	100	747.00	\$669.09	DIRECT (TYSON COMMODITY/COMMERCIAL)
2018-07-27	INVOICE	DN-406470	CP5049	405898	CMDY COOKED MEATBALLS	J.T.M. Food Group (100278)	20	700.00	\$1,622.67	DIRECT (J.T.M. FOODGROUP)
2018-07-27	INVOICE	DN-406470	CP5250	403691	CMDY RF BEEF TACO FILLING	J.T.M. Food Group (100278)	20	335.80	\$778.42	DIRECT (J.T.M. FOODGROUP)

# VPT BEST PRACTICES

- What if it doesn't show up on the Super Co-Op website?
- Contact your distributor or manufacturer/broker (direct shipments)



# VPT VERIFICATION PRACTICE





# DISTRIBUTION CONTRACTS

## Distribution of USDA Foods

- Direct Delivery
- Processed

**ALWAYS** have a contract in place

- Designate ***transfer of title***
- Financial liability for replacement if damage or loss occurs
- Monitoring
  - Responsible practices
  - Food safety & sanitation

# RESOURCES

- USDA Foods Toolkit for Child Nutrition Programs  
<https://www.fns.usda.gov/usda-foods/usda-foods-toolkit-child-nutrition-programs>
- ACDA – RA Handbook  
[www.super-coop.org](http://www.super-coop.org)
- NSD YouTube Channel  
[www.youtube.com/user/cdenutrition/fooddistributionprogram](http://www.youtube.com/user/cdenutrition/fooddistributionprogram)
- USDA Foods in the National School Lunch Program White Paper  
[www.fns.usda.gov/sites/default/files/fdd/NSLP-White-Paper.pdf](http://www.fns.usda.gov/sites/default/files/fdd/NSLP-White-Paper.pdf)

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- ACDA – RA Handbook  
[www.super-coop.org](http://www.super-coop.org)
- NSD YouTube Channel  
[www.youtube.com/user/cdenutrition/fooddistributionprogram](http://www.youtube.com/user/cdenutrition/fooddistributionprogram)
- USDA Foods in the National School Lunch Program White Paper  
[www.fns.usda.gov/sites/default/files/fdd/NSLP-White-Paper.pdf](http://www.fns.usda.gov/sites/default/files/fdd/NSLP-White-Paper.pdf)

**USDA FOODS**



**BOOT  
CAMP**

**Intensive Training for all skill levels**

QUESTIONS & DISCUSSION

**USDA FOODS**

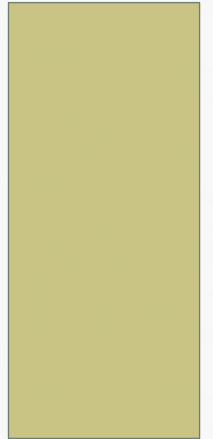


**BOOT  
CAMP**

**Intensive Training for all skill levels**

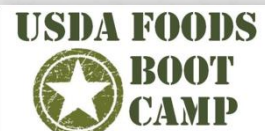
# RESOURCES, TOOLS, TERMS & ACRONYMS

SUPER CO-OP OCTOBER 2018





# TERMS & ACRONYMS



Intensive Training for all skill levels

# RECIPIENT AGENCY (RA)

- Any organization eligible to receive USDA Foods

# USDA FOODS

- Food for donation by USDA to eligible RAs
- Formerly known as “commodities”
- Purchased with “entitlement dollars” provided by law to eligible RAs

# MEAL RATE

- SY2018-19 value is \$0.3425
- Used to calculate annual total entitlement
- Adjustments prescribed each July 1, based on changes in the Food Away From Home series of the Consumer Price Index for All Urban Consumers, published by the Bureau of Labor Statistics of the Department of Labor.

Pursuant to sections 11 and 17A of the Richard B. Russell National School Lunch Act, and section 4 of the Child Nutrition Act of 1966, the Department annually announces the adjustments to the National Average Payment Factors and to the maximum Federal reimbursement rates for lunches and afterschool snacks served to children participating in the National School Lunch Program and breakfasts served to children participating in the School Breakfast Program.

# TOTAL LUNCHES SERVED (TLS)

- Total reimbursable LUNCHES claimed by your organization the prior year
- Entitlement is based on this number times the Meal Rate

$$\text{TLS} * \text{MEAL RATE} = \text{Total Entitlement}$$

# PLANNED ASSISTANCE LEVEL (PAL)

- Total USDA Foods assistance available to a School Food Authority / Recipient Agency for the school lunch program is calculated by multiplying the number of lunches claimed by the School Food Authority in the prior year by the established per-meal-rate.
- Same as Total Entitlement



# DIRECT DELIVERY (BROWN BOX)

- USDA Foods delivered to schools
- Minimally processed
  - Minimally processed means only those “agricultural products that retain their inherent character.” Preparations like butchering, husking, cutting, washing, pasteurization, chilling, etc., are not considered processing.
  - Ex: Canned or frozen fruits & vegetables, frozen fine ground beef, frozen raw pork roasts, frozen raw cut-up chicken, brown rice, oats, whole wheat flour, etc.
- Value Added
  - Further processed to reduce labor, preparation and/or cooking time of the product, and may include additional ingredients like seasonings
  - Ex: Frozen fruit cups, canned spaghetti sauce, chicken fajita, beef crumbles, etc.

# DIRECT DIVERSION (PROCESSING)

- USDA Foods diverted to manufacturers for further processing
- Ex: chilled chickens and turkey, coarse ground beef and pork and similar items that are used in making finished end products for RAs
- Super Co-Op does this for you!

# END PRODUCT

- A finished product containing any amount of USDA Foods product that has been commercially processed.
- USDA Foods are diverted to processors for this purpose.

# SINGLE INVENTORY

- Super Co-Op operates all directly diverted USDA Foods using a single inventory that all co-op members utilize.
- EXCEPT large bird chicken (100103) at Tyson, Pilgrim's and Rich Chicks
  - Member Districts must allocate pounds of chicken to these processors for their own use

# VALUE PASS THROUGH

- A system used to ensure that the **full value** of the USDA food contained in the end product is passed on to the eligible purchasing Recipient Agency.

# FAIR MARKET VALUE (FMV)

- Price of commercial products used to establish the value of USDA Foods.
- USDA Average Price File released mid-November for following year.

## NPA SEPDS A

### Summary End Product Data Schedule

Information Certified as Accurate by USDA

School Year	Product Status A=Approved N=New R=Revised X=Expired	End Product Code	End Product Description	Net Weight Per Case	Servings Per Case	Net Weight per Serving	WBSCM USDA Foods Material Code	WBSCM USDA Foods Material Description	USDA Foods Inventory Drawdown per case	USDA Foods Value per pound	USDA Foods Value per case	USDA Approval Date
SY18	A	CNQ11400W	FULLY COOKED CHARBROILED BEEF STEAK BURGER	15.00	60.00	4.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	24.92	\$2.1943	\$54.68	11/22/2016
SY18	A	CNQ152253	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	240.00	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016
SY18	A	CNQ153003	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	180.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016
SY18	A	CNQ153003S	FULLY COOKED CHARBROILED HAMBURGER PATTY SLEEVE PACK	33.75	180.00	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	\$2.1943	\$117.94	11/22/2016
SY18	A	CNQ15401	FULLY COOKED ALL BEEF CRUMBLE	40.00	320.00	2.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	66.67	\$2.1943	\$146.29	11/22/2016
SY18	A	CNQ161203	FULLY COOKED CHARBROILED BEEF STEAK BURGER	30.00	400.00	1.20	100154	BEEF COARSE GROUND FRZ CTN-60 LB	50.30	\$2.1943	\$110.37	11/22/2016



# SUMMARY END PRODUCT DATA SCHEDULE (SEPDS)

- Compilation of the information provided by processors through submission of individual EPDS's to USDA under a National Processing Agreement.
- Provides relevant information to RAs regarding case weight, serving sizes, approximate servings per case, and the USDA Foods items needed to produce a case of finished product.

## NPA SEPDS A

### Summary End Product Data Schedule

#### Information Certified as Accurate by USDA

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# FFS – NOI – REBATE

- Fee for Service (FFS)
  - The processor bills for the costs of processing without the value of the USDA Food included in the price.
  - USDA Foods entitlement is reduced when processor bills the RA
- Net Off Invoice (NOI)
  - Processor bills distributor at commercial price, distributor bills RA at FFS price net of value of USDA Food
  - Processor issues rebate check to distributor after sale
- Refund/Rebate
  - RA pays “commercial” price for a processed item and submits a request for rebate to the processor, who issues a check for the value of the donated USDA Foods used

# COMMERCIAL EQUIVALENT

- Same product as a processed USDA Food item but without the discount.
- Typically items sold using NOI Value Pass Through have a commercial equivalent.
- Enables seamless menu substitution
- If you want commercial equivalent product only, work with your distributor to order with correct product code

# CARRY-OVER POUNDS

- Pounds of raw USDA Foods at a processor left over from the pervious year.

# STORAGE CHARGES

- Direct Delivery (brown box)
- Stored at Gold Star Foods over 30 days

## Super Co-Op 2018-19 Fee Structure



Please remit all fees promptly when billed.

Type	Billing Agency	Amount	Frequency	Notes
Membership Fee	Santa Clarita Valley School Food Service Agency (Co-Op Lead Agency)	0.4% of Entitlement	First membership year	
		0.3% of Entitlement	Subsequent membership years.	
			Bill sent to Member Districts July 1 annually.	
State Administrative Fees	Administrator (Gold Star Foods)	Brown box \$.90/case	On receipt at Distributor	Administrator forwards state fees to Lead Agency for remittance to state.
		Processed \$.90/case	Quarterly based on % of entitlement designated for processing	
		DOD Produce \$.10/case	Annually @ end of year	
Delivery, direct delivery (brown box)	Distributor (Gold Star Foods)	\$1.74/case	On receipt at Member District	Notice of arrival on distributor (Gold Star Foods) website. Minimum 25 case delivery per site.
		single drop @ district		
		\$1.48/case pick-up Additional charge (\$0.77) for multiple site delivery		
Delivery, processed	Distributor as selected by Member District	Varies by distributor	As ordered by Member District	
	Processor direct	Varies by processor	As ordered by Member District	
Delivery, DOD Produce	Distributor	Varies by distributor	As ordered by Member District	
Storage, brown box	Distributor (Gold Star Foods)	\$0.61/case/month after first 30 days following delivery to Gold Star Foods	As ordered by Member District	\$10 minimum/month per lot

# DIRECT SHIPMENTS

- Product delivered directly from processor to your dock
- Requires an official procurement method
  - RFP – Bid
  - Small purchase
- Invoice directly payable to processor
- Processor responsible to report sales
- Verify your Pass Through Value!



# TRUCKLOAD CANCELLED OR DELAYED

- Refers to Direct Delivery (brown box)
- USDA cancels truckloads for various reasons
  - No bid from suppliers
  - Bid prices too high
  - Lack of availability – not enough available in the market
  - SY18-19 Ex: raisins, chicken drumsticks
- Delayed truckloads
  - Similar reasons to cancellations
  - Delivery dates changed until later in the year
  - SY18-19 Ex: diced butternut squash

# WHAT DO YOU MEAN BY “SWEEP”?

- It's not about dirty floors...
- Entitlement funds may be taken (swept) away if you don't spend
- You may receive additional entitlement funds if you spend enough
- Done twice a year
- DOD Fresh Produce funds “sweep” annually in May
  - Done by CDE
  - All swept funds available to all DOD Fresh customers

# MARKET BASKET

- Super Co-Op manufacturer to distributor price list
  - New name next year
- Market Basket award analysis method
  - USDA Memo FD-144 (January 18, 2018) SUBJECT: Market Basket Analysis when Procuring Program Goods and Modifying Contracted-For Product Lists
  - In determining the goods to be used for evaluating an award, the Program operator must select a representative sample; FNS recommends the aggregate value be 75% or more of the estimated value of the contract to be awarded.
  - Not to be used for Fee For Service contracts

# MANUFACTURER TO DISTRIBUTOR PRICING

Processed USDA Foods Products and  
Commercial Equivalents

- ***Market Basket***
- Manufacturer pricing to your distributor
- New name next year

SY2018-19 Super Co-Op Market Basket Results (5)

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
Super Co-Op - Santa Clarita Valley School Food Services Agency RFP No. 1801 - Processed USDA Foods Products and Commercial Equivalents Results - Market Basket - SY2018-19																						
Approved March 22, 2018				USDA Foods End Products SEPDS Information										Pricing Information				Commercial Equivalents				
														Net Off Invoice	Fee for Service					Commercial Price FOB Distributor		Commercial Price FOB Manufacturer
Manufacturer	Line No.	End Product Description	Product Category	Manufacturer Item Code	Meats USDA Buy American Provision Y-Tar	Net Weight Per Case (lbs.)	Servings Per Case	Net Weight per Serving (oz.)	WBSOM USDA Foods Material Code	WBSOM USDA Foods Material Description	USDA Foods Inventory Description per case	USDA Foods Value per Pound	USDA Foods Value per Case	Net Off Invoice Discount off Commercial Price	Case Price	Quantity	Commercial Item Manufacturer Code	Meats USDA Buy American Provision Y-Tar	Case Price	Quantity	Case Price	Quantity
10TH CENTURY FOOD PRODUCTS, INC.	1	Apple Muffin 100-1.5oz	BAKERY	207H5W	Y	9.37	100.00	1.50	100208	White WW Bread	3.9300	\$ 0.2556	\$ 1.0000	\$ 1.00	\$ 27.75	truckload	207H5W	Y	\$ 28.75	truckload	\$ 27.75	1p
10TH CENTURY FOOD PRODUCTS, INC.	2								100206	Apples, Cnd	1.0300	\$ 0.7588	\$ 0.7800	\$ 0.78	\$ 27.97	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	3								100046	Eggs	1.5500	\$ 0.5663	\$ 0.9100	\$ 0.91	\$ 27.84	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	4								100439	Veg Oil	1.3700	\$ 0.5459	\$ 0.7500	\$ 0.75	\$ 28.00	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	5	Blueberry Muffin 100-1.5oz	BAKERY	207215W	Y	9.37	100.00	1.50	100208	White WW Bread	3.7100	\$ 0.2556	\$ 0.9500	\$ 0.95	\$ 27.80	truckload	207215W	Y	\$ 28.75	truckload	\$ 27.75	1p
10TH CENTURY FOOD PRODUCTS, INC.	6								100243	Blackberries	0.5400	\$ 0.7036	\$ 0.4000	\$ 0.40	\$ 28.35	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	7								100046	Eggs	1.6000	\$ 0.5863	\$ 0.9900	\$ 0.99	\$ 27.74	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	8								100439	Veg Oil	1.4100	\$ 0.5459	\$ 0.7700	\$ 0.77	\$ 27.93	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	9	Cherry Muffin 100-1.5oz	BAKERY	207315W	Y	9.37	100.00	1.50	100208	White WW Bread	3.7000	\$ 0.2556	\$ 0.9500	\$ 0.95	\$ 27.80	truckload	207315W	Y	\$ 28.75	truckload	\$ 27.75	1p
10TH CENTURY FOOD PRODUCTS, INC.	10								100237	Cherries, Frs	1.0200	\$ 0.7140	\$ 0.8000	\$ 0.80	\$ 27.95	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	11								100046	Eggs	1.6000	\$ 0.5863	\$ 0.9900	\$ 0.99	\$ 27.76	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	12								100439	Veg Oil	1.4100	\$ 0.5459	\$ 0.7700	\$ 0.77	\$ 27.93	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	13	Banana Muffin 100-1.5oz	BAKERY	207715W	Y	9.37	100.00	1.50	100208	White WW Bread	3.8000	\$ 0.2556	\$ 0.9700	\$ 0.97	\$ 27.78	truckload	207715W	Y	\$ 28.75	truckload	\$ 27.75	1p
10TH CENTURY FOOD PRODUCTS, INC.	14								100046	Eggs	1.7300	\$ 0.5863	\$ 1.0200	\$ 1.02	\$ 27.73	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	15								100439	Veg Oil	1.4700	\$ 0.5459	\$ 0.8000	\$ 0.80	\$ 27.95	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	16	Chocolate Muffin 100-1.5oz	BAKERY	207A15W	Y	9.37	100.00	1.50	100208	White WW Bread	3.4000	\$ 0.2556	\$ 0.9000	\$ 0.89	\$ 27.56	truckload	207A15W	Y	\$ 28.75	truckload	\$ 27.75	1p
10TH CENTURY FOOD PRODUCTS, INC.	17								100046	Eggs	1.9200	\$ 0.5863	\$ 1.0700	\$ 1.07	\$ 27.69	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	18								100439	Veg Oil	1.4400	\$ 0.5459	\$ 0.7900	\$ 0.79	\$ 27.96	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	19	Caramel Muffin 100-1.5oz	BAKERY	207C15W	Y	9.37	100.00	1.50	100208	White WW Bread	3.4000	\$ 0.2556	\$ 0.9700	\$ 0.87	\$ 27.89	truckload	207C15W	Y	\$ 28.75	truckload	\$ 27.75	1p
10TH CENTURY FOOD PRODUCTS, INC.	20								100046	Eggs	1.9500	\$ 0.5863	\$ 0.9100	\$ 0.91	\$ 27.84	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	21								100439	Veg Oil	1.3700	\$ 0.5459	\$ 0.7500	\$ 0.75	\$ 28.00	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	22	Cranberry Orange 100-1.5oz	BAKERY	207H15W	Y	9.37	100.00	1.50	100208	White WW Bread	3.5900	\$ 0.2556	\$ 0.9200	\$ 0.92	\$ 27.83	truckload	207H15W	Y	\$ 28.75	truckload	\$ 27.75	1p
10TH CENTURY FOOD PRODUCTS, INC.	23								100301	Cranberries	0.8200	\$ 1.4749	\$ 1.2100	\$ 1.21	\$ 27.54	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	24								100046	Eggs	1.6300	\$ 0.5863	\$ 0.9600	\$ 0.96	\$ 27.79	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	25								100439	Veg Oil	1.3100	\$ 0.5459	\$ 0.7200	\$ 0.72	\$ 28.03	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	26	Apple Muffin 60-3.0oz	BAKERY	217130W	Y	11.25	60.00	3.00	100208	White WW Bread	4.3200	\$ 0.2556	\$ 1.1000	\$ 1.10	\$ 27.95	truckload	217130W	Y	\$ 28.15	truckload	\$ 27.15	1p
10TH CENTURY FOOD PRODUCTS, INC.	27								100206	Apples, Cnd	1.1500	\$ 0.7588	\$ 0.8700	\$ 0.87	\$ 27.28	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	28								100046	Eggs	1.7300	\$ 0.5863	\$ 1.0200	\$ 1.02	\$ 27.13	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	29								100439	Veg Oil	1.5100	\$ 0.5459	\$ 0.8200	\$ 0.82	\$ 27.33	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	30	Blueberry Muffin 60-3.0oz	BAKERY	217230W	Y	11.25	60.00	3.00	100208	White WW Bread	4.4600	\$ 0.2556	\$ 1.1400	\$ 1.14	\$ 27.91	truckload	217230W	Y	\$ 28.15	truckload	\$ 27.15	1p
10TH CENTURY FOOD PRODUCTS, INC.	31								100243	Blackberries	0.6000	\$ 0.7036	\$ 0.4000	\$ 0.40	\$ 27.67	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	32								100046	Eggs	2.0300	\$ 0.5863	\$ 1.1900	\$ 1.19	\$ 26.96	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	33								100439	Veg Oil	1.7100	\$ 0.5459	\$ 0.9300	\$ 0.93	\$ 27.22	truckload		Y				
10TH CENTURY FOOD PRODUCTS, INC.	34	Cherry Muffin 60-3.0oz	BAKERY	217330W	Y	11.25	60.00	3.00	100208	White WW Bread	4.2400	\$ 0.2556	\$ 1.0800	\$ 1.08	\$ 27.07	truckload	217330W	Y	\$ 28.15	truckload	\$ 27.15	1p
10TH CENTURY FOOD	35								100237	Cherries, Frs	1.2600	\$ 0.7140	\$ 0.9000	\$ 0.90	\$ 27.25	truckload		Y				

# MANUFACTURER TO DISTRIBUTOR PRICING

## ***Market Basket***

- Award to all processors that meet RFP conditions
- Manufacturer pricing to your distributor
  - Bracket pricing – based on load size
- District choice to purchase
- Mid-year amendment for new items



# RESOURCES & TOOLS

**USDA FOODS**



**BOOT  
CAMP**

Intensive Training for all skill levels

# USDA FOODS ACCOUNTING & FINANCE

- Per 2 CFR, Section 200.502(g), USDA Foods must be valued at fair market value
- Federal non-cash assistance
- CSAM requires that you show entitlement as revenue using Object Code 8221 effective SY2016-17
- Typically booked at time of Unaudited Actuals (Fall financial audit)

*California School Accounting Manual*

---

## **Procedure 330    Object Classification**

---

### **Code**

### **Definition**

8220

**Child Nutrition Programs.** Record federal revenues for child nutrition programs.

8221

**Donated Food Commodities.** Record the fair market value of commodities received from the federal government for use in school meal programs.

# USDA FOODS ACCOUNTING & FINANCE

- Corresponding entry as Expense
- Object Code 4700 – Food
- May be included in indirect cost rate
- Nutrition Services Management Bulletin FDP-03-2018

4700

**Food.** Record expenditures for food used in food-service activities for which the purpose is nourishment or nutrition (i.e., breakfast, snacks, lunch, and other similar items). Include food purchased by the food service program for student meals on field trips even if not reimbursed through the school lunch program.

Object 4700, Food, is used only with Function 3700, Food Services.

Expenditures for food used for instruction in a regular classroom (e.g., in a cooking class or as an instructional reward) are recorded in Object 4300,

# USDA FOODS EXPENDITURE REPORT FOR 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 (4070-00 / 100764)

Current School Year ▼

Select a previous school year to see historical information.

### DOD Entitlement

[+ DOD Entitlement](#) <sup>2</sup>Available Amount \$0.00

DOD

0% 0 100

### Unprocessed Fruit and Vegetable Pilot

[+ Unprocessed Fruit and Vegetable Pilot](#) <sup>3</sup>Available Amount \$40,000.00

Unprocessed F/V Pilot

100% 0 100

### USDA / Brown-Box Entitlement

[+ USDA Entitlement](#) <sup>1</sup>Remaining On-Request \$313,777.81

USDA

### School Year 2018-2019 Countdown

293 days, 7 hours, 56 minutes, 11 seconds remaining

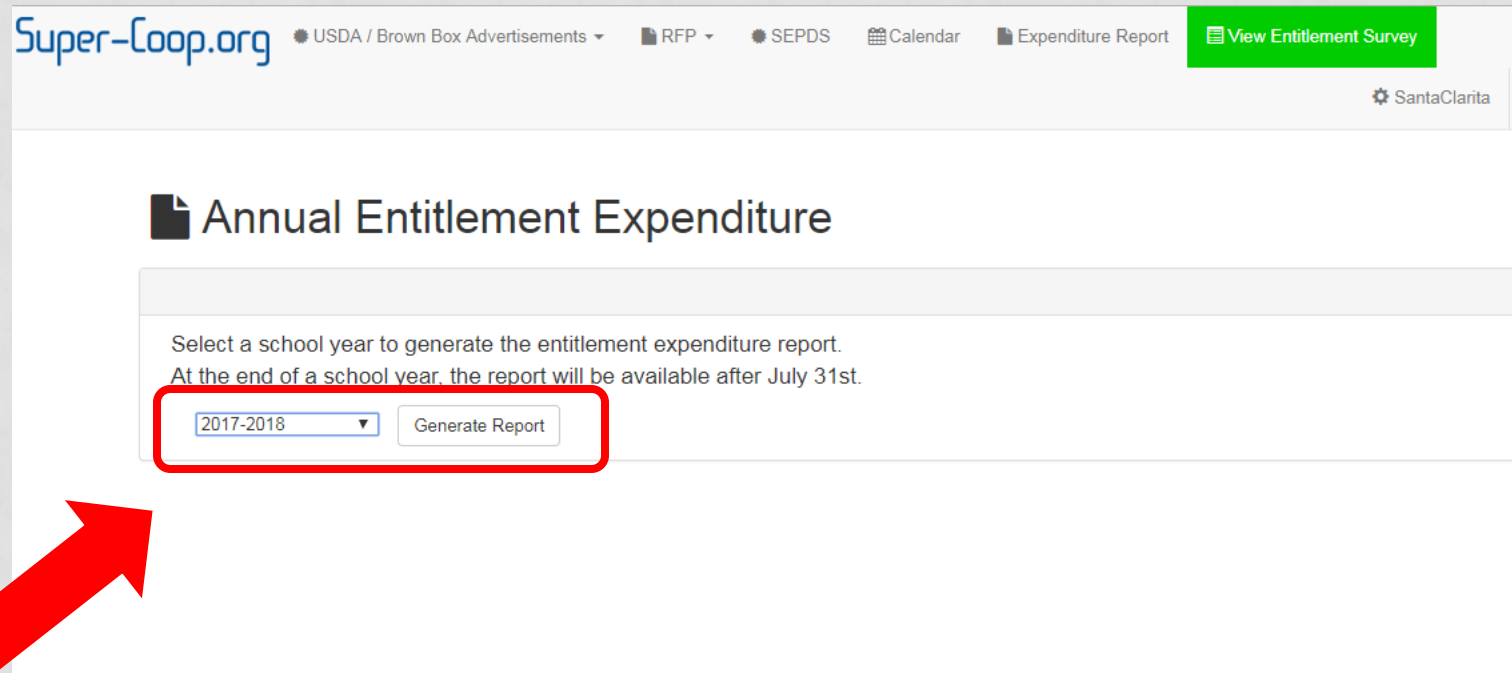
### Calendar

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 FOODS EXPENDITURE REPORT FOR 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
- Processors and distributors have until August 31 to post prior year sales

# USDA FOODS EXPENDITURE REPORT FOR FINANCIAL AUDITS

Super-Loop.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

Print

Export as PDF

Super-Loop.org

Annual Entitlement Expenditure Report

SANTA CLARITA VALLEY SCHOOL DISTRICT (4070-00 / 100764)

School Year: 2017-2018

(Data as of: 9/10/2018, 4:04:33 PM PST)

Entitlement Overview

Initial Entitlement	\$569,692.30
Adjustments	\$255,117.93
Total Entitlement	\$824,810.23
Total Spent	\$682,984.96



## Annual Entitlement Expenditure Report

SANTA CLARITA VALLEY SCHOOL DISTRICT (4070-00 / 100764)

School Year: 2017-2018

(Data as of: 09/10/18 03:58:09 PMPST)

### Entitlement Overview

Initial Entitlement	\$569,692.30
Adjustments	\$255,117.93
Total Entitlement	\$824,810.23
Total Spent	\$682,984.96

### Commodity Break Down

<b>USDA Direct Delivery (Brown-Box)</b>	
Total Spent	\$376,287.21

<b>Processed USDA Foods</b>	
Total Spent	\$271,009.95

<b>DOD</b>	
Total Spent	\$0.00

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

# HOW MUCH CHICKEN DO I HAVE LEFT?

- Set up an account, check it often



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



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

NEW TO K12? SIGN UP HERE!!

Username

Password

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[How does it work?](#)

[Distributor Certification](#)

[Procurement](#)

[Contact Us](#)

Petersor  
*farms fresh*



**UNO**  
foods



[Show More](#)

K12 Services, Incorporated

1602 Village Market Blvd Suite 200 Leesburg, VA 20175

Customer Service  
(571) 409-6560  
[info@k12servicesinc.com](mailto:info@k12servicesinc.com)

RA

SANTA CLARITA

## 4070-00 SANTA CLARITA VALLEY SCHOOL (CA)

Manufacturer

Last Updated Today at 2:57 PM

13 of 13 selected

### Account Balance

School Year

2018-19

2018-19

#### Account Info

[Balance Overview](#)
[Summary Overview](#)
[Account Balance](#)
[FFS Order Summary](#)
[Monthly Usage](#)
[Product Usage](#)
[Transaction Summary](#)
[Contact Info](#)

#### Account Mgmt


Asian Food Solutions®  
NUTRITION · TASTE · VALUE

Customer  
Nbr  
Regional  
Brokerage

Ken Barsanti  
ACOSTA SALES  
AND MARKETING -  
CA SOUTH

#### Distributors

SYSCO - VENTURA  
(CA)

ACTIVE

Active

Oi! No activity


Customer  
Nbr  
Regional  
Brokerage

Troy Basye  
AFFINITY GROUP  
ELITE -  
SOUTHERN CA

#### Distributors

SYSCO - VENTURA  
(CA)

ACTIVE

100%

Active

Commodity	Allocation #	Allocation \$	Usage #	Usage \$	Balance #	Balance \$	%	MOH
110227 - POTATO FOR PROCESS INTO DEHY PRD-BULK	2,625.0000	\$163.00	-2,625.0000	\$-163.00	0.0000	\$0.00	100	0

RA

SANTA CLARITA

## 4070-00 SANTA CLARITA VALLEY SCHOOL (CA)

Manufacturer

13 of 13 selected

Last Updated Today at 2:57 PM

### Account Balance

School Year

2018-19

#### Account Info

- Balance Overview
- Summary Overview
- Account Balance
- FFS Order Summary
- Monthly Usage
- Product Usage
- Transaction Summary
- Contact Info

#### Account Mgmt

2018-19



Customer Nbr  
Regional Brokerage

Erika Sobel  
WAYPOINT - Costa Mesa

Distributors

GOLD STAR  
(CA)  
SYSCO - VALLEJO  
(CA)

ACTIVE

ACTIVE

25%  
Active

Commodity	Allocation #	Allocation \$	Usage #	Usage \$	Balance #	Balance \$	%	MOH
100103D - CHICKEN LARGE CHILLED - BULK	20,000.0000	\$17,914.00	-5,837.8900	\$-5,229.57	14,162.1100	\$12,684.43	29	7
100103W - CHICKEN LARGE CHILLED - BULK	30,000.0000	\$26,871.00	-5,651.1400	\$-5,062.54	24,348.8600	\$21,808.46	19	13
100154 - BEEF COARSE GROUND FRZ CTN- 60 LB	462.3200	\$1,071.80	-462.3200	\$-1,071.80	0.0000	\$0.00	100	0
100397 - PEANUT BUTTER SMOOTH DRUM-500 LB	554.4000	\$527.52	-554.4000	\$-527.52	0.0000	\$0.00	100	0

We proudly support



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Password

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Need an account? [Sign up now](#)

\$2,787,897,428 saved through ProcessorLink™

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ProcessorLink 10.51.1 (build 722)



## Santa Clarita Valley School (CA-4070-00)

Santa Clarita, California, SY 2018-2019

School Year: 2018-2019

G

## Donated Food Bank Summary

Current par: 87%

## Verify Transactions

Click on a row below to verify

Manufacturer	Commodity	Material Nbr	Balance (%)	Balance (lbs)
Ardellas	Mozzarella 6 FRZ	100022	0%	0.00
Buena Vista Food Products	Eggs Whole FRZ	100046	-11%	-6.16
Cargill Kitchen Solutions	Whole Eggs Bulk	100047	0%	0.00
Del Monte Foodservice	Peaches Cling Dice	100220	0%	0.00
	Pears Dice, CND	100225	0%	0.00
Fresh Innovations of California, LLC	Apples – Bulk	110149	0%	0.00
Land O'Lakes	Cheese Barrel 500	110242	0%	0.00
McCain Foods USA, Inc.	Potatoes, Bulk	100506	0%	0.00
Rose & Shore, Inc.	Pork Boneless Picnic	100193	0%	0.00
	Cheddar Yellow	110254	0%	0.00
Schwan's Food Service, Inc.	Mozzarella Unfrz	110244	0%	0.00

Month	Correct	Incorrect	Not Verified
July	0	0	0
August	23	0	6
September	0	0	5

Total Entitlement Utilized

\$13,421.53

through ProcessorLink™ manufacturers

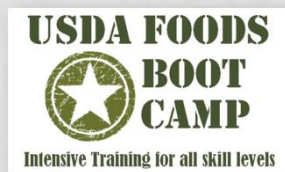
Become a better ProcessorLink user.

Take the Tour →

Any balance surplus not meeting par is shown an orange portion in the Balance (%) column. Par is the target percentage balance that each donated food account should equal today based on a school year beginning August 1st and ending May 31st.

W=White Meat. D=Dark Meat. GMR=Guaranteed Minimum Return.

OTHER TERMS? ASK ME!



**USDA FOODS**



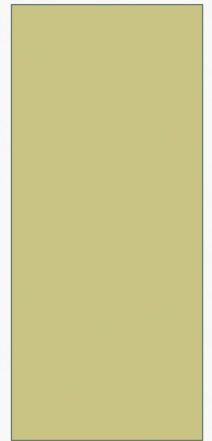
**BOOT  
CAMP**

**Intensive Training for all skill levels**

QUESTIONS & DISCUSSION

# PROCUREMENT ETHICS

ASK THE EXPERT DISTRICTS, “*IN THE NEWS*”





District Nutrition Director  
faces embezzlement and  
perjury charges

District Nutrition Director  
terminated over conflict  
of interest



Nutrition Services faces  
federal fiscal audit over  
undocumented gift cards



# ETHICAL DILEMMA



An ethical dilemma is a difficult situation in which there may be no clear answer or easy choice.



# PRINCIPLES OF GOOD PROCUREMENT

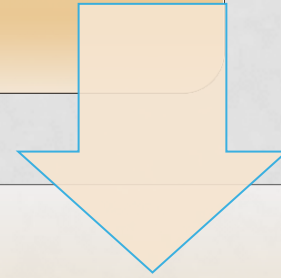
Free and open competition

Fairness and integrity

Responsive and responsible vendors

# FEDERAL MINIMUM STANDARDS

SFAs are state entities and, as such, primarily must comply with applicable state and local laws, regulations and procurement practices.



However, all such state and local rules must conform to the minimum standards of the federal regulations. 7 CFR Section 200.218(a)

# PROCUREMENT AUTHORITIES

## Federal

- 7 CFR 210 (for school lunch), 2CFR 200, USDA policies and guidance

## State

- Inspector General, Ethics Commission, State Agency

## County

- Board of Supervisors

## Local

- City Council, Purchasing Agent, School Department(LEA?)

# WRITTEN PROCUREMENT PROCEDURES

- ▶ Written Procurement Procedures are required  
2 CFR 200.318(a)
- ▶ Sample template developed by USDA

## A Sample Procurement Plan for School Food Authorities

*This document is a sample and is not intended to be all inclusive. The School Food Authority is ultimately responsible to ensure that the plan complies with all Federal Regulations, State Procurement Code and Regulations and local procurement policies.*

\_\_\_\_\_  
Name of School Food Authority

### PROCUREMENT PLAN CHILD NUTRITION PROGRAMS

This procurement plan contained on the following pages \_\_\_\_\_ through \_\_\_\_\_ will be implemented on \_\_\_\_\_ from that date forward until amended. All procurements must adhere to free and open competition. Source documentation must be available to determine open competition, the reasonableness, the allowability and the allocation of costs.

\_\_\_\_\_  
Chairman, Board of Education

\_\_\_\_\_  
Date

\_\_\_\_\_  
Superintendent of Schools

\_\_\_\_\_  
Date

# CODE OF CONDUCT

- ▶ Written Code of Conduct regarding procurement is required  
2 CFR 200.318(c)(1)
- ▶ May be embedded in Written Procurement Procedures
- ▶ Sample template developed by USDA

## Code of Conduct (USDA Sample Template)

### ABC School District Food Service Department

**Policy Name:** Written Code of Conduct

**Regulations:** 2 CFR Part 200.318, formerly 7 CFR Part 3016.36(b)(3), State Procurement Code and Regulations, and ABC School District Department of Purchasing.

**Procedures:** The ABC School District seeks to conduct all procurement procedures:

- in compliance with stated regulations; and
- to prohibit conflicts of interest and actions of employees engaged in the selection, award and administration of contracts.

No employee, officer, or agent may participate in the selection, award, or administration of a contract supported by a Federal, State, or local award if he or she has a real or apparent conflict of interest. Such a conflict of interest would arise when the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of the parties indicated herein, has a financial or other interest in or a tangible personal benefit from a firm considered for a contract.

The officers, employees, and agents of the non-Federal entity may neither solicit nor accept gratuities, favors, or anything of monetary value from contractors or parties to subcontracts. However, non-Federal entities may set standards for situations in which the financial interest is not substantial or the gift is an unsolicited item of nominal value.

The standards of conduct must provide for disciplinary actions to be applied for violations of such standards by officers, employees, or agents of the non-Federal entity. Based on the severity of the infraction, the penalties could include a written reprimand to their personnel file, a suspension with or without pay, or termination.

For questions and concerns regarding procurement solicitations, contract evaluations, and award, contact:

Purchasing Contacts: Director of Purchasing 123.456.7890

Director of School Food Service 123.456.7880

## **Code of Conduct – Required Elements**

- Conflict of interest
- Solicitation/acceptance of gratuities, favors, or anything of monetary value
- Identify disciplinary actions



# STATE PROCUREMENT LIABILITY

The solicitation or acceptance of “personal gifts, gratuities, favors or anything of monetary value” from a vendor or potential vendor by a public servant may be a misdemeanor under state law.

Industry must not feel compelled to offer or to grant requests

# ETHICS

1

Important to fair competition

2

Moral standards used to guide decisions in personal and professional lives

3

Practices that promote free and open competition

4

Unethical practices can damage reputations of the person and company

# UNACCEPTABLE AND ILLEGAL PRACTICES

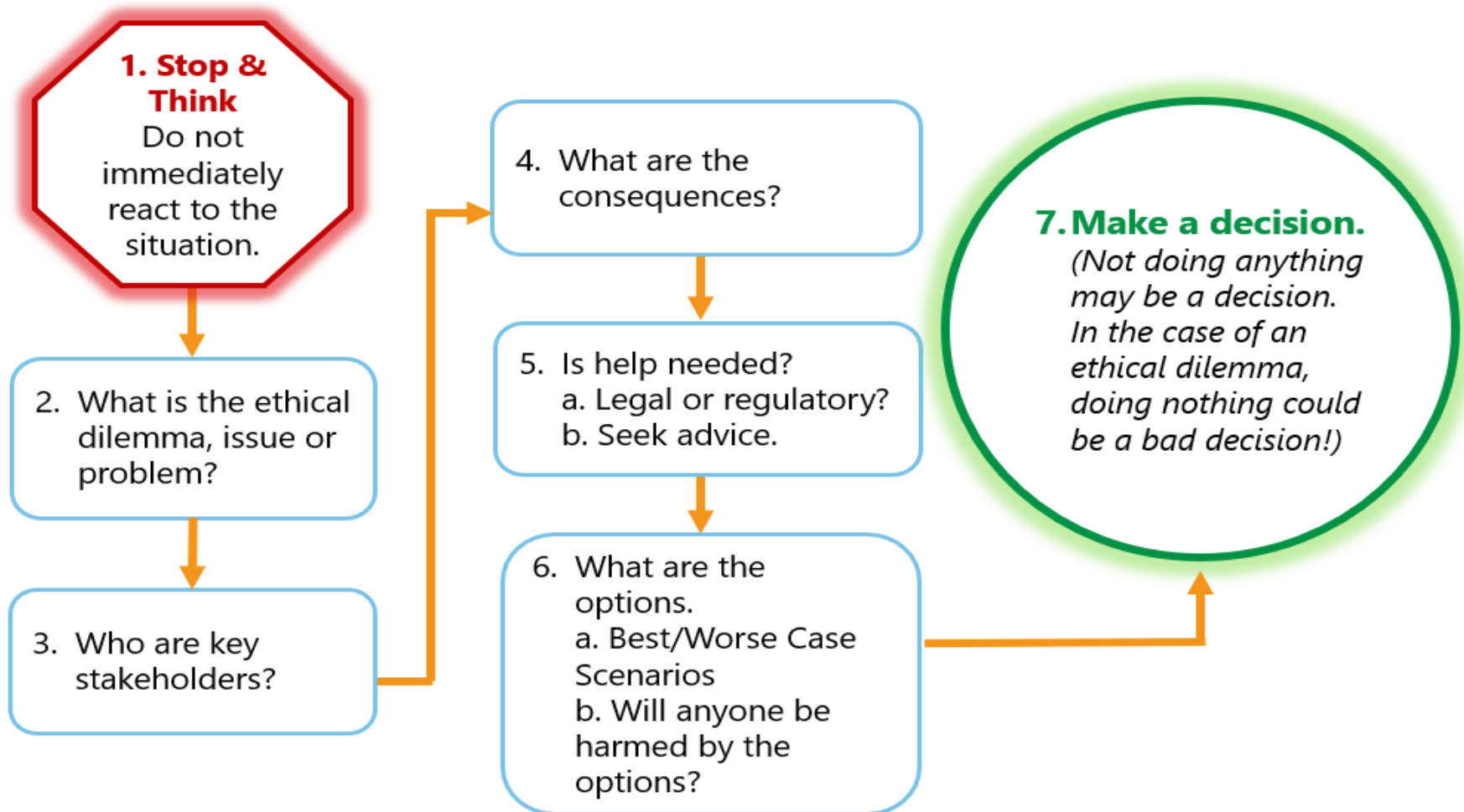
Showing preference to suppliers because of pressure from management

Allowing personality to enter into purchasing decisions

Giving preference to suppliers based on long-term business relationships or political connections

Allowing anyone involved in manufacturing or selling the product to provide or dictate bid specifications or bid provisions

# Ethical Dilemma Decision Tree



# GIFT CARD CASE STUDY



Anywhere school nutrition department has always looked for ways to reward their employees. In recent years, gift cards have become a very popular vehicle for employee rewards.

Since gift cards are monetary rewards provided by industry vendors and do not actually come from the district budget, the current practice is to NOT include any of those gift card amounts in an employee's total compensation.



In fact, the gift cards are not logged into any record keeping mechanism and the amounts the employees receive are not recorded anywhere. Gift cards become extra income that is not reported.



Gift cards were received from vendors that do business with the school nutrition program. In many cases the gift cards were sent to the district after the district participated in a special promotion or spot buy program at a food show.

Recently the school nutrition director, Jane, decided to utilize the gift cards she had been accumulating for end-of-year employee rewards.





These gift cards are mostly generic cards that can be used at any retail establishment and range in value from \$50-\$500.

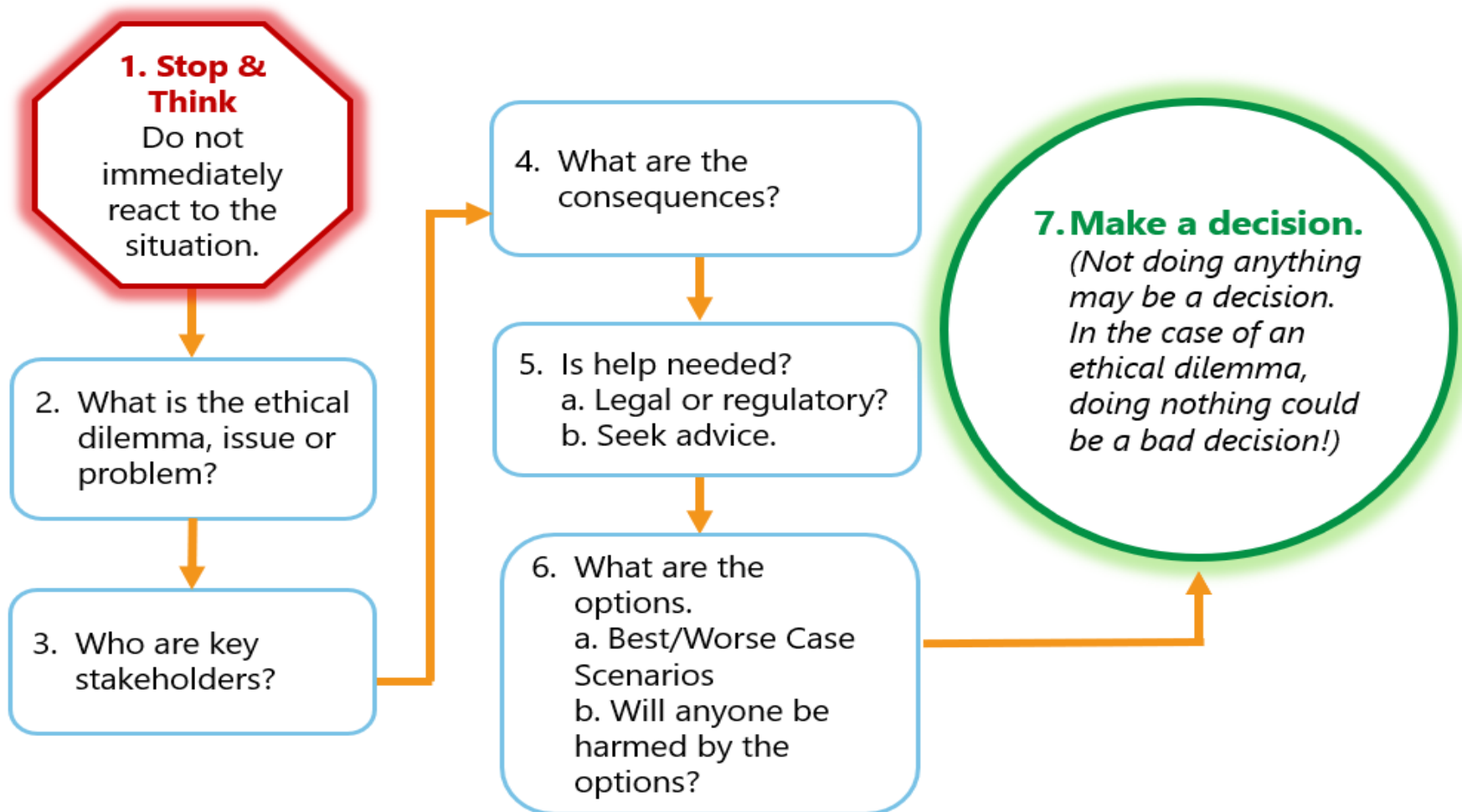


Jane works out an award matrix to ensure that the cards are distributed equitably among the employee award winners. The winners are told that the gift cards can be used for personal use since they are a reward for personal achievement. The largest gift card of \$500 is awarded to the cafeteria of the year and is to be used for that school nutrition program.

Since the gift cards are “free”, have no impact on the budget, and will not show up on any expenditure report, Jane feels comfortable with not tracking the cards by the company who donated them, card identification number, amount and recipient. You are a manager who recently underwent annual training on the acceptance of gifts and you do not feel comfortable with this practice...



# Ethical Dilemma Decision Tree



# WHAT IS THE ETHICAL ISSUE, DILEMMA OR PROBLEM?

1. The issue likely violates district policy on gifts. It certainly violates the federal government limit on the acceptance of gift under \$50.
2. Gift cards are unreported taxable income.
  - a) According to the IRS, gift certificates/cards that are redeemable for general merchandise or have a cash equivalent value are taxable.

# WHO ARE THE INVOLVED PARTIES OR STAKEHOLDERS?

1. Jane
2. The employees/gift card beneficiaries
3. The procurement manager (you)
4. The school
5. The district
6. Vendors who provide the gift cards

# IDENTIFY THE CONSEQUENCES

Does it seem right?

1. The situation presents a violation of IRS regulations and school nutrition program federal procurement laws and regulations.
2. There could be the perception of an unfair advantage to the vendors that provide gift cards.
3. There may be the potential for a decrease in morale as not all staff in this scenario are being given gift cards.



# IS HELP NEEDED

Does it breach school district or state policy regulations/law? If legal or regulatory help is needed, seek advice.

1. When faced with an ethical dilemma, if you witness anything unlawful, it's important to seek assistance from your manager or director.
2. The situation is potentially a violation of federal taxes and school nutrition program federal procurement laws and regulations.
3. If you are a manager or a director you may need to seek additional support before deciding.

# WHAT ARE THE OPTIONS?

1. Bring your concerns to Jane requesting that she checks the policy on the acceptance of gifts to ensure that the department is not violating policy.
  - Once the policy is established, Jane should only utilize gift cards within the acceptable limit amount identified in the policy.
  - Jane must keep track of the gift cards distributed as this should be reportable and taxable income and she should make her staff aware of this policy.
  - Jane should retake the training on the acceptance of gifts or Jane could use the gift cards for the school nutrition program benefit, excluding any that exceed the allowable gift value.
2. Jane should return the gift cards that exceed the school nutrition program and or district policy.
3. Jane should use the gift cards for the school nutrition program benefit.

# MAKE A DECISION

1. Not doing anything may be a decision.
2. Bring your concerns to Jane requesting that she check the policy on acceptance of gifts to ensure that the department is not violating policy.
  - a) Jane should return the gift cards that exceed the school nutrition program and or district policy.
  - b) Jane should use the gift cards for the school nutrition program benefit.

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QUESTIONS & DISCUSSION