



# Ω SUPER CO-OP SUMMIT

December 5, 2024  
Pomona, CA



# Summit Overview

7:00am - Networking Breakfast

8:00 am - Annual Member Meeting

- **Lead District - Lodi USD**
  - Dr. Betty Crocker, RDN, SNS
- **Board Members**
  - Region 8: Daryl Hickey
  - Region 5: Lena Agee
- **Administration Team - Gold Star Foods**
  - Stephanie Ewing
  - Cambria Falcon

9:00am - Supply Chain Education Session

- Matthew Essner, SNS

10:00am - Super Co-Op Exhibitor Event

1:00pm - Summit Closes



[super-coop.org](https://super-coop.org)



# HOWDY

**WELCOME TO THE SUPER CO-OP SUMMIT!  
WE'RE THRILLED TO HAVE INDUSTRY  
PARTNERS AND SCHOOL DISTRICTS UNITE TO  
STRENGTHEN OUR SCHOOL NUTRITION  
COMMUNITY.**

**YOUR DEDICATION DRIVES  
INNOVATION & COLLABORATION.**

**LET'S MAKE THE MOST OF THIS  
OPPORTUNITY TO SHARE IDEAS, BUILD  
PARTNERSHIPS, AND CREATE IMPACTFUL  
SOLUTIONS.**

**HERE'S TO A PRODUCTIVE AND REWARDING  
SUPER CO-OP SUMMIT!**





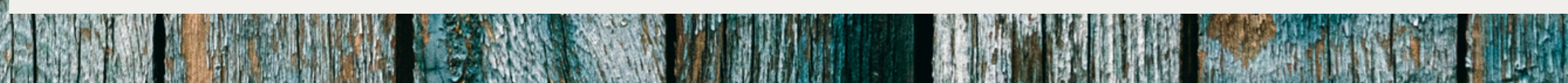
# Introducing Super Co-Op Lead District:

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*Lodi Unified School District*

## LEADERSHIP TEAM

- DIRECTOR: Dr. Betty Crocker
- FINANCE SUPERVISOR: Danielle King
- SUMMIT COORDINATORS: Renee Sanchez & Tina Ortiz
- ADMIN SECRETARY: Eddie Garcia





# Who

# We

# Are



## NorCal-Central

### Region 1

SAN JUAN UNIFIED  
SCHOOL DISTRICT

Sneh Nair

### Region 2

SANTA CRUZ CITY ELEM  
SCHOOL DISTRICT

Amy Hedrick-Farr

### Region 3

CENTRAL UNIFIED  
SCHOOL

Alissa Angle

## SoCal

### Region 4

SANTA CLARITA VALLEY  
SCHOOL DISTRICT

Alecia Woods

### Region 5

MANHATTAN BEACH  
UNIFIED SCHOOL DISTRICT

Lena Agee

### Region 6

SOUTH PASADENA UNIFIED  
SCHOOL DISTRICT

Jenifer Smith

### Region 7

WHITTIER UNION HIGH  
SCHOOL DISTRICT

Elizabeth Brown-Smith

### Region 8

POMONA UNIFIED SCHOOL  
DISTRICT

Daryl Hickey

### Region 9

REDLANDS UNIFIED  
SCHOOL DISTRICT

Alyssa Cummings

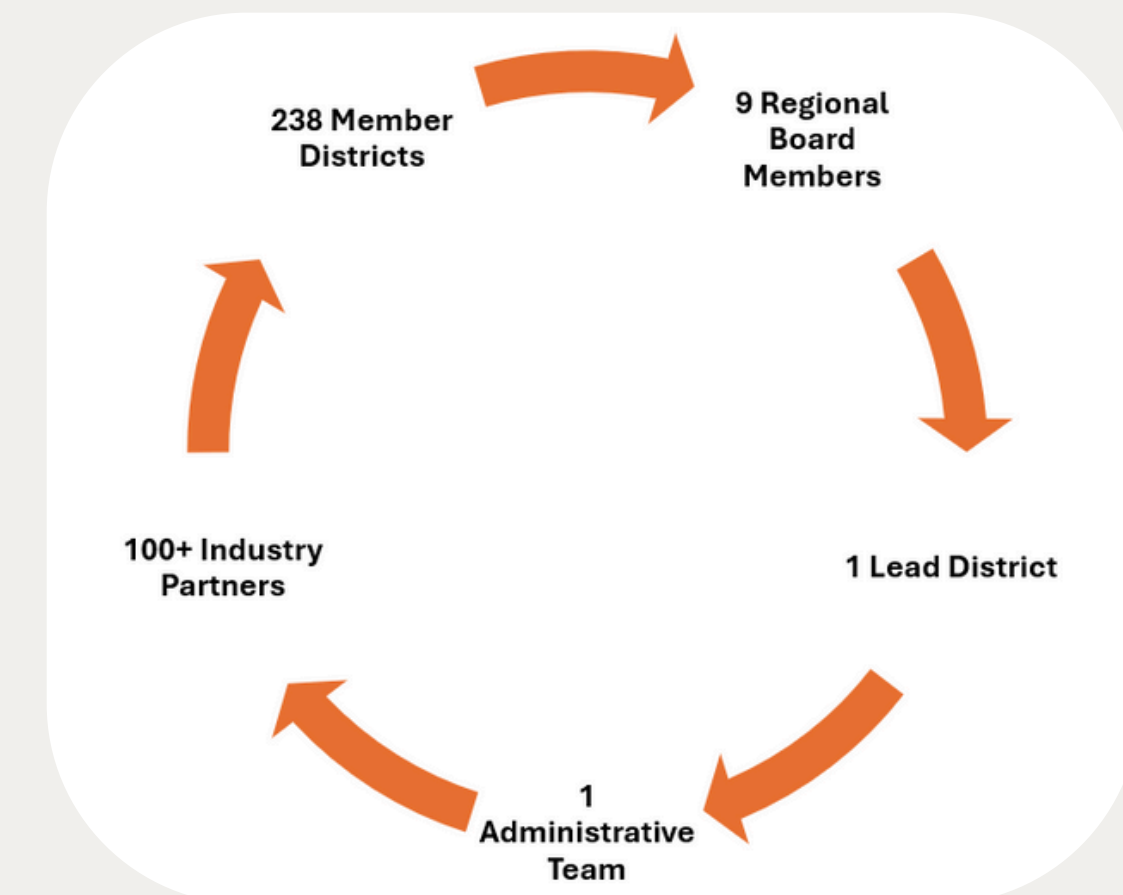
## Lead District

Lodi Unified  
School District  
Dr. Betty Crocker

## Administration

**Transition District**  
SAN MATEO-FOSTER  
CITY SCHOOL  
DISTRICT  
Fran Debost

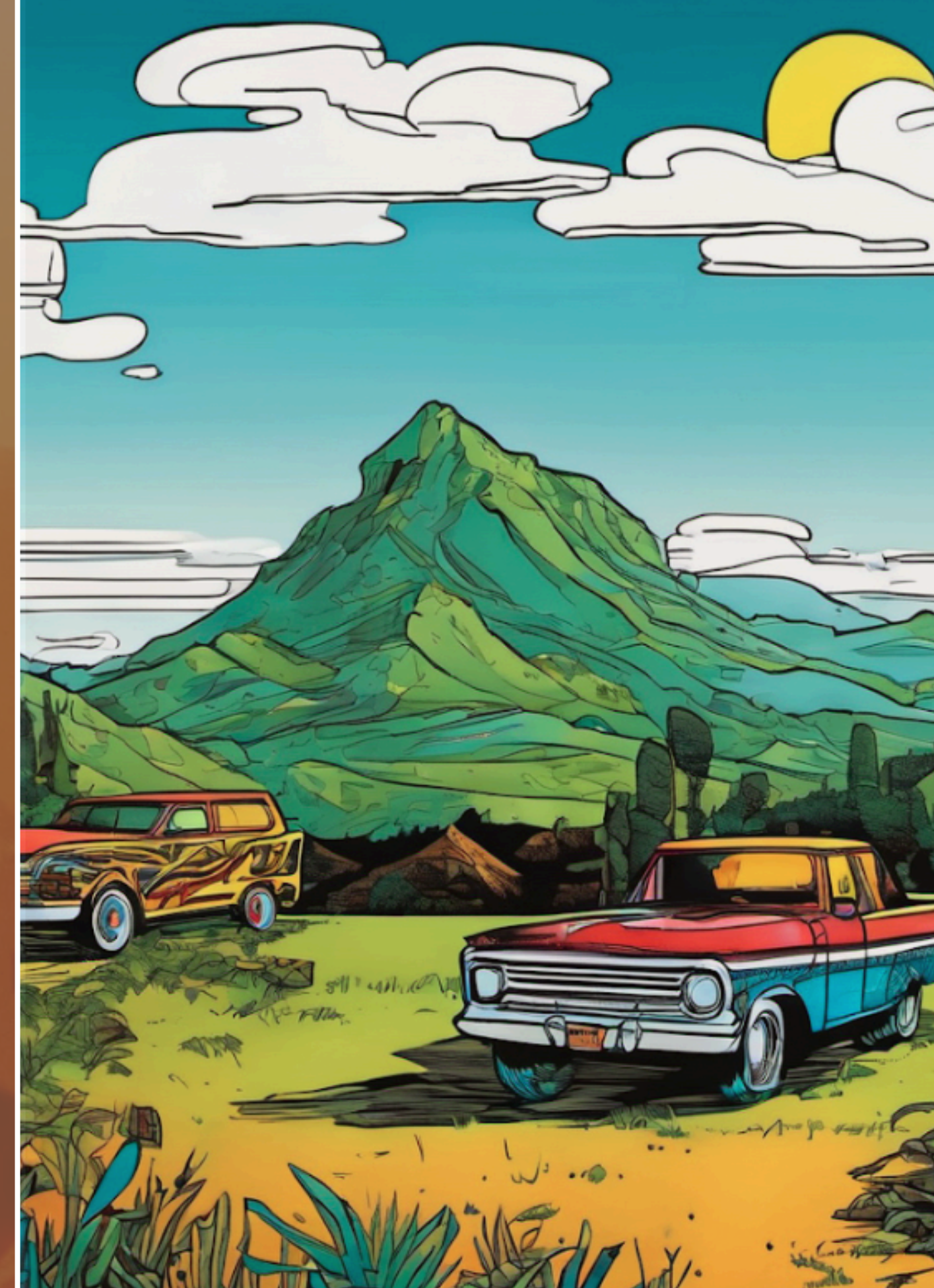
**Super Co-Op  
Administrator**  
Gold Star Foods  
Stephanie Ewing  
Cambria Falcon



# Welcome!

## New Districts

- Biggs Unified School District
- Cuyama Joint Unified School District
- Earlimart School District
- Farmersville Unified School District
- Orange Center Elementary School
- Parlier Unified School District
- San Dieguito Union High School District
- Santee School District





# SUPER... How We Are Unique



**INDUSTRY  
PARTNERS**

Heart of Food System



**SCHOOL NUTRITION  
PROFESSIONALS**

Feeding the Vision



**CULTURE OF  
SUPPORT**

Responsive  
&  
Resilient Service

# TOTAL LUNCH SERVED-TLS

$\text{TLS} \times \text{Meal Rate} = \text{Entitlement}$



**NSLP  
LUNCHES  
SERVED**



**USDA  
MEAL RATE**



**ENTITLEMENT**



# USDA FOODS QUICK GUIDE

## *February Survey*



### DIRECT DELIVERY

Super Co-Op  
Deliveries



### PROCESSING

Summit Food Show



### DOD

Fresh Fruit &  
Vegetable Program  
- New Vendor-



# Understanding Entitlement

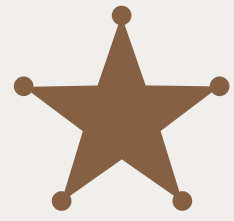
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**Stephanie Ewing, RD, SNS**

Super Co-Op Administrator Team Member

Chief Government Officer





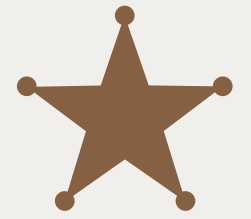
# Annual Entitlement Process

**Entitlement = TLS x Meal Rate**

- January - Planned Assistance Level
- July - Confirmed Meal Rate
- November - Confirmed TLS







# Super Co-Op vs Member District **Entitlement**

## Super Co-Op

- CDE recognizes Super Co-Op as one entity
- Annual survey for **Direct Delivery** and Raw Materials for **Processing**
- Funds set-aside
  - **DoD and Unprocessed F/V Pilot**
- Last annual purchase December 13th

## Member District

- Survey-Driven
- Timely use is crucial for:
  - **Direct Delivery**
  - Further-**processed** items
  - **DoD** Fresh Fruit & Vegetable Program
- Entitlement cannot be moved from **Direct Delivery/Processing** to **DoD** or vice versa



# ★ Super Co-Op Entitlement Utilization

	2021-22 (Actual)	2022-23 (Actual)	2023-24 (Actual)	2024-25 (YTD)
Districts	231	229	232	238
TLS	234,815,559	224,849,132	228,225,278	241,399,315
Rate	\$0.3975	\$0.43	\$0.3650	\$0.045
Initial Entitlement	\$93,339,185	\$96,685,127	\$83,302,226	\$108,629,692
Total Entitlement Spent	\$102,175,373	\$104,420,744	\$97,350,971	\$105,821,035
% Spent	109%	108%	117%	97%
Additional \$ Returned to Co-Op	\$8,836,188	\$7,735,617	\$14,048,745	TBD

The Super Co-Op Administration Team has coordinated locally and nationally to secure unused pounds within States and Schools that allow over-expenditure of entitlement for the Super Co-Op.

Over \$30 million in  
the last 3 years





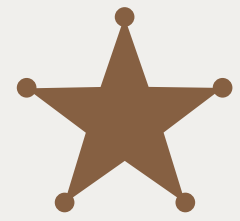
# SY 2024-25 At-a-Glance



**Cambria Falcon**

Super Co-Op Administrator Team Member  
USDA Foods Program Manager





# Diversion Numbers



## SY 2024-25

544

Trucks direct  
delivery (brown box)

512,336

Cases direct delivery  
(brown box)

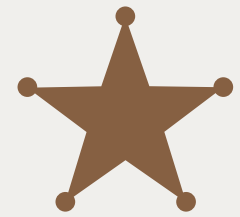
963

Trucks to 53  
processors

31,910,129

Pounds Diverted





# Cancelled Trucks

- Super Co-Op Cancelled and USDA Cancelled
- **USDA Direct Delivery** Cancellations
  - 56 Trucks
- **Processed**
  - 31 Trucks
- Truck Cancellations:
  - This year: 87 trucks
  - Last year: 119 trucks
- Decrease: 32 fewer cancellations, 26.9% reduction

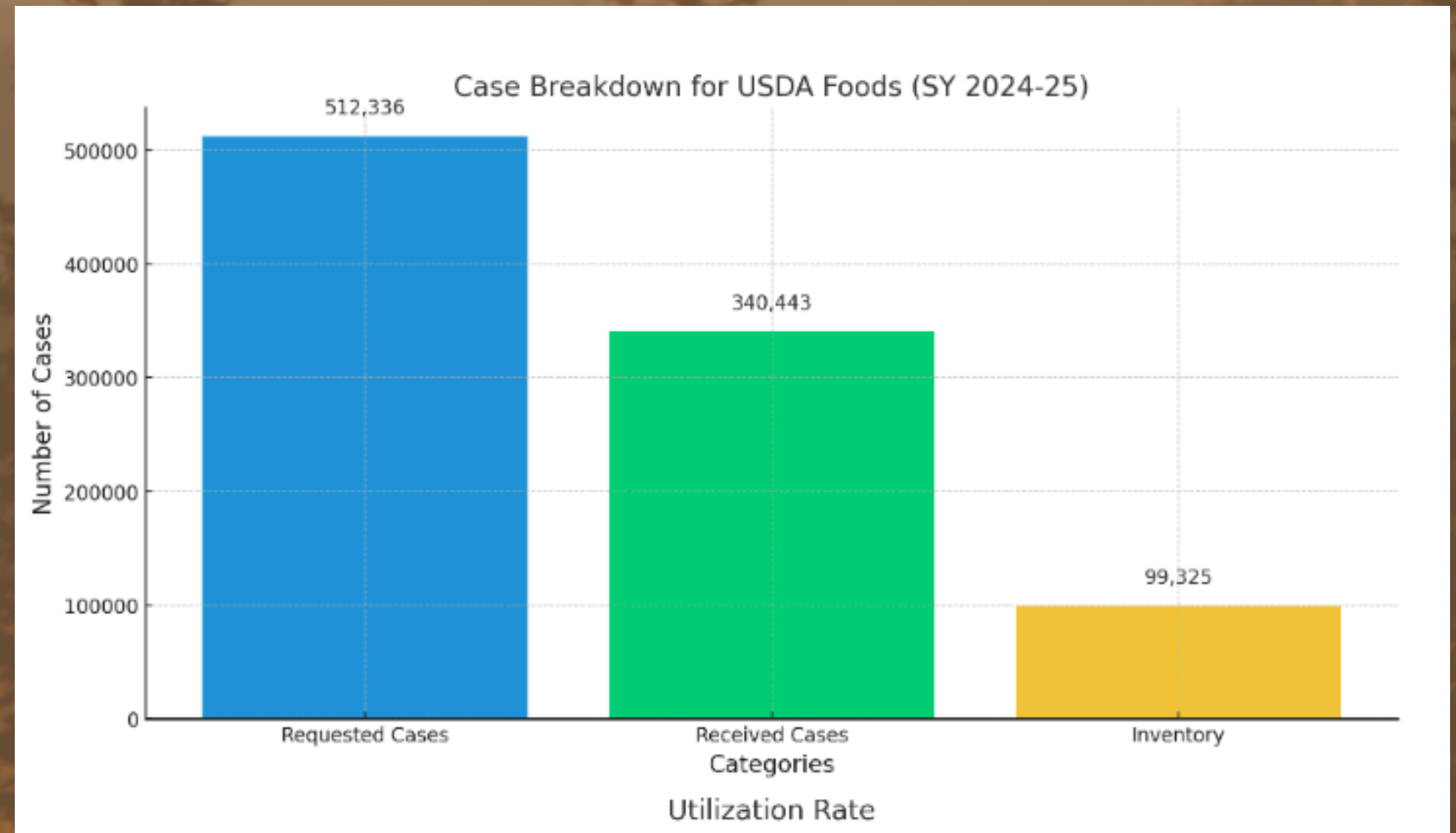




# ★ Direct Delivery By the Numbers

## 24-25 Direct Delivery Management

- Requested: **512,336 cases**
- Received: **340,443 cases** through November 30
  - Fulfillment Rate: **66%**
- Current Inventory: **99,325 cases**
  - Cases Utilized: **70.8%**







# SY 2024-25 DoD-Overview

**Daryl Hickey**

Super Co-Op Board Member Region 8  
Pomona USD





# DoD Program Overview

- **DoD** funds allocated to districts based survey

As of November 30<sup>th</sup>, we have . . .

- 49 districts below expected utilization rate
- 148 districts at or above expected utilization rate
- 44 of the 148 districts at 95% or above utilization





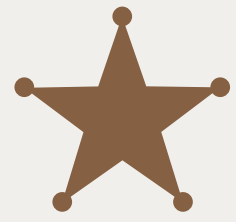
# ★ Super Co-Op's DoD Utilization Policy

- 100% allocation based on survey requests
- Review balances beginning in November
- Goal: 100% expenditure prior to State Sweep on May 1<sup>st</sup>
- Super Co-Op sweep and reallocation monthly beginning in January – reduce to 2x monthly if applicable
- Sweep amount is based on recommended minimum expenditure



**Post Summit Update:**  
DoD Sweeps will be  
delayed by 30 days to  
support new SoCal  
vendor transition.





# Department of Defense (DoD) Fresh Fruit and Vegetable Program

- Federal Solicitation and Award by the Defense Logistics Agency (DLA)
- Two Regions in California
  - SoCal & San Diego
    - Solicitation April 2023
    - Award September 2024
  - Central/NorCal and Western Nevada
- **No involvement** by USDA, CDE, nor Super Co-Op in this solicitation & award







# SY 2024-25 DoD-New Vendor

**Lena Agee**

Super Co-Op Board Member Region 5  
Manhattan Beach USD



# Department of Defense (DoD)

## Fresh Fruit and Vegetable Program

- **Valley Fruit and Produce Company**
- Deliveries begin **December 9th**
- Visit the Valley Produce booth to have your questions answered.
- [Schools@Valleyproduce.com](mailto:Schools@Valleyproduce.com) | 213-657-5220



AT VALLEY, OUR CORE VALUES  
**PASSION • INNOVATION • TEAMWORK**  
REFLECT WHO WE ARE, WHAT WE DO AND HOW WE DO IT.







# Member Districts Responsibilities

**Dr. Betty Crocker, RDN, SNS**

Super Co-Op Lead District

Lodi USD



# ★ Super Co-Op Participating District Responsibilities

- Read & Respond to Emails
- Update district contacts via board members
- July 31: Complete CNIPS FDP Contract
- Nov 1: Pay Membership Fees
- Dec 1: Submit Annual Renewal Agreement
- Entitlement Utilization
  - Used within school year
    - Direct Delivery
    - Processed End Products
    - DoD
- Find us for all/any support needed







# Annual Renewals



# ★ Annual Renewal Update

## Renewal Status as of 12-4-24

- Total Member Districts: 238
- Renewals Completed: 56 (23.5%)
- Hard Copies: 15
- E-Signatures: 41

## Deadline

- Renewal Due Date: December 1, 2024

## Action Plan

- Board Members engage with region members to assist in completing renewals.



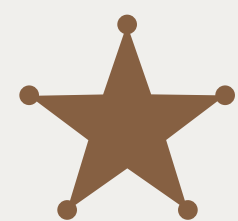
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# SY 25-26 Annual Survey

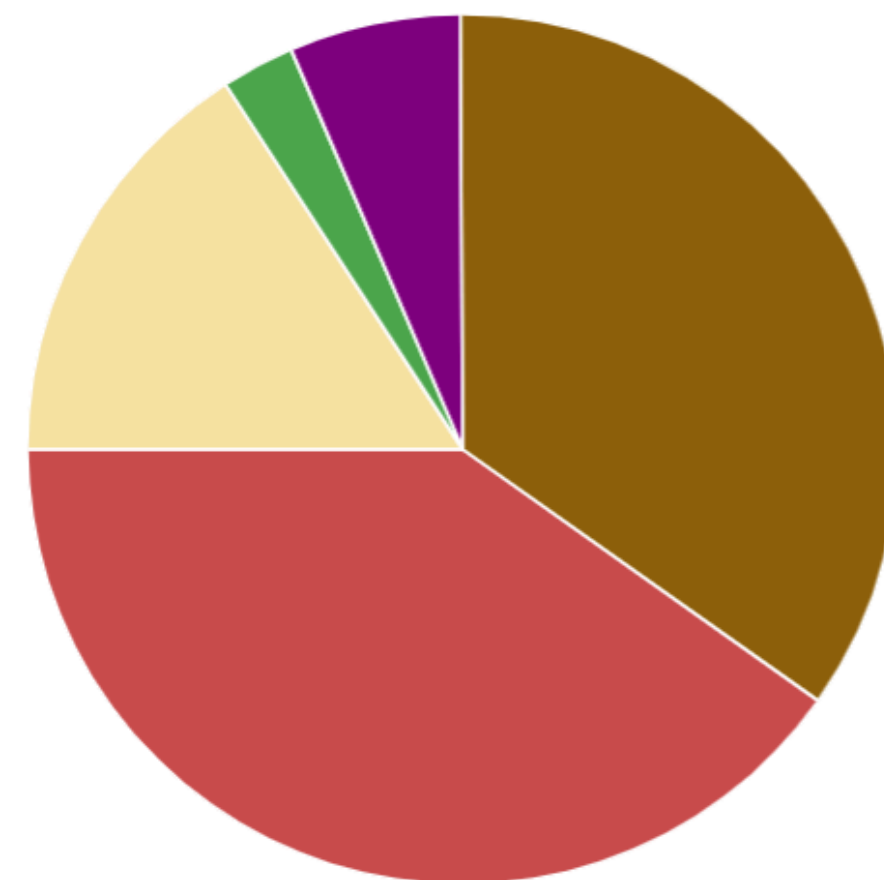









# Annual Survey Process Reminders

- Super Co-Op will have previous SY survey available to view online
- IDIQ Fruits and Veggies
- Condensed Timeline
- Requesting more/less impacts entire Co-Op
- Retiring directors, new directors, transitioning directors
- Summit training will be available Feb 18-19
- Survey Parties

Entitlement Assigned



	DOD \$175,000
	Unprocessed \$30,000
	Bulk Large Chicken Pound Diversion by Raw Material \$70,500
	USDA Direct Delivery \$385,573
	Processed \$444,493

super-coop.org



# ★ Super Co-Op 2024 Annual Storage Facility Tour

- Thank You to Our Board Members for attending!
  - Lodi USD
  - Pomona USD
  - Redlands USD







**Your Engagement and Commitment to  
Understanding Operations First-Hand  
is Greatly Appreciated!**







# Upcoming Events

**February 18-19** - Nor Cal Training, Food show & In-person Board Meeting

**March 9-11** - Washington DC Legislative Action Conference

**April 6-8** - Sacramento Legislative Action Conference

**April 13-16** - American Commodity Distribution Association Conference -  
New Orleans, LA

**May 4** - Child Nutrition & Industry Summit - San Diego

**July 13-15** - School Nutrition Association, Annual National Conference -  
San Antonio







# You're Invited



*Scan for  
Registration*



*Call for  
Proposals*

Feb 18-19, 2025

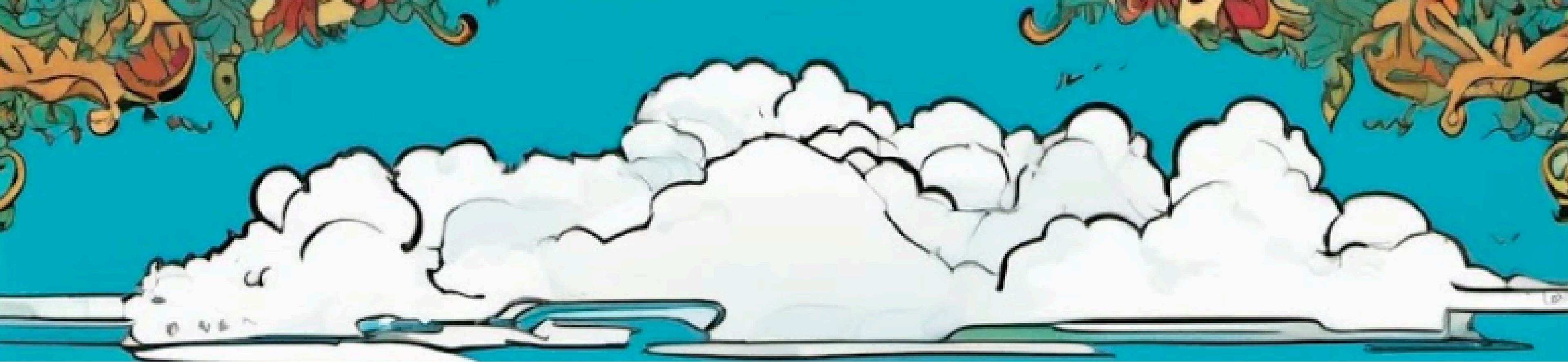
NORCAL & CENTRAL  
SUPER CO-OP SUMMIT 2025



# The 100% Club







*THANK YOU*

