



Super Co-Op 2016 Director's Meeting

Food Shows 2016
Pomona January 21
Modesto February 3

Welcome!

Today's Agenda

9:00-10:00AM – Updates

- Super Co-Op Lead Agency
- CDE, Food Distribution Program
- Super Co-Op Administrator

10:00-11:00AM – Education Session

- The Basics of USDA Foods

10:00AM-2:00PM – Food Show



Super Co-Op Governance

- Lead Agency
 - Santa Clarita Valley School Food Service Agency
- Governing Council
 - 10 Regional group leads & guests
 - Meets 5 – 6 times a year
 - Oversees Co-Op business
 - Approve Governing Rules
- Administrator
 - Gold Star Foods
 - Elaine Wagner



Regional Group Lead Districts

Region	District/Organization	Name
SUPER	Santa Clarita Valley School Food Services Agency – Lead Agency	Lynnelle Grumbles
BEST	Walnut Valley Unified School District	Liz Brown-Smith
CCCC & Goldrush	Clovis Unified School District	Robert Schram
CUTE	San Mateo-Foster City School District	Andrew Soliz
DANCE	Adelanto Unified School District	Delise Barringer
DOCTOR	Alhambra City Elem. & High School District	Vivien Watts
IE	Alta Loma Elementary School District	Heather Sloan
PIP	Downey Unified School District	Christi Woods
SGV	El Monte Elementary School District	Dr. Robert Lewis
SCOPE	Culver City Unified School District	Julie Garcia

Governing Council

- USDA procurement regulation compliance
 - Super-Circular 2CFR, Part 200
 - Effective October 1, 2015
 - AR – new Procurement Module
- Fair and equitable
- Council members are your vote on co-op business



Entitlement & Expenditures

	2014-15	2015-16	2016-17
Districts	212	222	231
TLS	223,813,638	233,923,451	244,000,000
Rate	\$.2964	\$.3125	
Entitlement	\$66,335,900	\$73,101,078	\$76M
DOD	\$5,980,761	\$5,616,487	
Expenditures	\$57,363,079	\$63,712,958	
Remaining	\$2,992,060	\$1,229,905	
% Spent	95.49%	98.11%	

9 New Districts for SY2016-17

Burbank USD

Centinela Valley UHSD

Cupertino USD

Escondido UHSD

Hawthorne USD

Manhattan Beach USD

Mountain View SD

Pioneer Union ESD

Riverside USD

Welcome!



Numbers

SY2015-16

600	Trucks direct delivery (brown box)
1,000	Trucks to processors
1,377,450	Cases or units
\$1,101,968	State Fees



VEGETABLES
FRUIT
HUMIDITY CONTROLLED

FRUIT
VEGETABLES
HUMIDITY CONTROLLED





Market Fluctuation

- Avian influenza
- Fruit orders cancelled
- Drought conditions
- Beef prices remain high



Member District Responsibilities

- Respond to surveys and emails timely
- Check website & dashboard regularly
- Review reported processed product purchases and validate Value Pass Through (VPT)
- Use your entitlement efficiently
- Use brown box within storage policy

Select a previous school year to see historical information.

DOD Entitlement Remaining

	Available Amount	Percent
+ DOD Entitlement Available	\$144,939.60	96.63%

DOD

96.63%

USDA / Brown-Box Entitlement Remaining On-Request

	Remaining On-Request*	Percent *
+ USDA Entitlement	\$281,784.28	53.58%

USDA

53.58%

Processed Entitlement Remaining

	Available Amount *	Percent *
+ Processed Entitlement Available	\$585,314.29	53.04%

Processed

53.04%

[+ Click Here To Show Your Entitlement Overview](#)

School Year 2015-2016 Countdown

163 days, 10 hours, 28 minutes, 17 seconds remaining

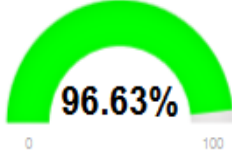
[+ Original Allocations \(Based Off Pre-Planner\)](#)

Available Pounds by Manufacturer

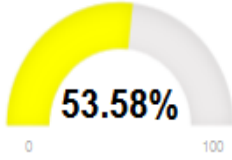
Manufacturer	Pounds
View All Items	
Advance Pierre Foods (100405)	1,260,605.16
American Food Group (100909)	42,000.00
Ardella's (100033)	188,172.45
Asian Food Solutions (115098)	77,954.83
Basic American (100046)	166,546.01
Bongards Creameries (100912)	84,995.45
Bosco (100063)	115,784.78
Buena Vista (100069)	120,858.39
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ConAgra (Lamb Weston) (100329)	485,607.90
ConAgra Gilardi (100232)	219,755.96
Don Lee (100166)	1,409,100.37

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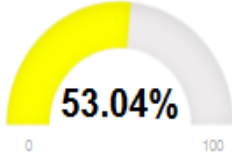
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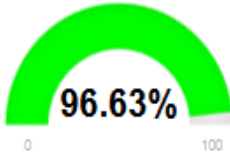
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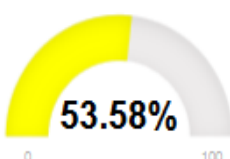
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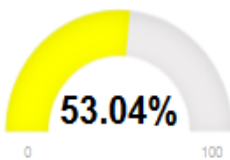
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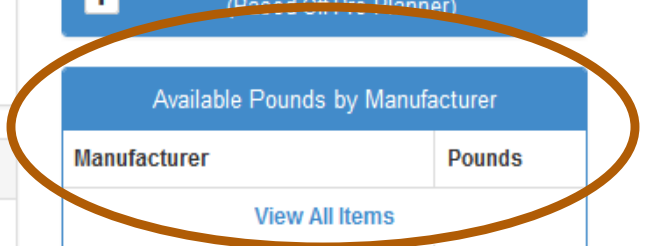
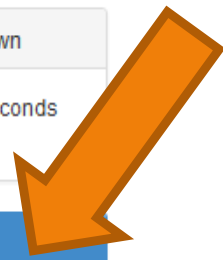
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Commodity Pounds by Manufacture/Item

 Export ▾

Manufacture ▲	Mfg. Item / USDA Code	Item Description	FMV	Pounds Available
<input type="text" value="J.T.M. (100278)"/>	<input type="text" value="Filter"/>	<input type="text" value="Filter"/>		
J.T.M. (100278)	100154	Cmdy - Beef Coarse Bulk (700028)	2.8597	405,452.5800
J.T.M. (100278)	100156	Cmdy - Beef Special Lean (700029)	3.5505	24,218.5300
J.T.M. (100278)	100193	Cmdy - Pork Boneless Picnic (700031)	1.6386	64,602.0300
J.T.M. (100278)	100332	Cmdy - Tomato Paste Bulk (700004)	0.4456	8,012.5000
J.T.M. (100278)	100883	Cmdy - Turkey Thighs Bulk (700076)	1.6825	41,794.1700
J.T.M. (100278)	110138	Cmdy- PORK BONELESS LEG ROAST (700095)	1.7098	132,347.4317
J.T.M. (100278)	CHS	Cmdy - Universal Cheese (700059)	0.0000	46,946.3300

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Processed Spending By Document / Finished Good

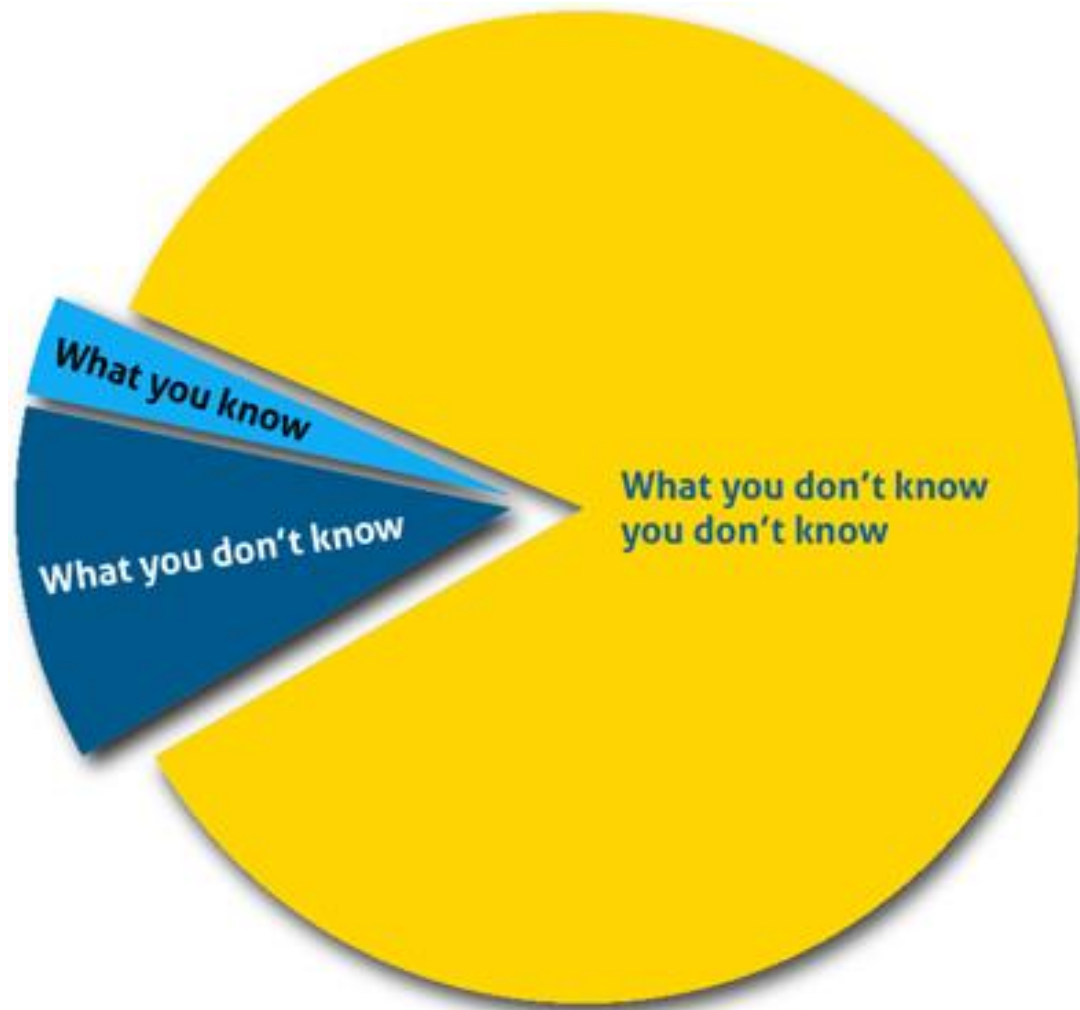
By Document / Finished Good

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
Filter	Filter	Filter	Filter	Filter	Filter	Filter					Filter
07/07/2015	INVOICE	1380865	70302	403683	CMDY WG CRISPY BRD CHX FILET	TYSON COMMODITY (100530)	2	0.00	67.48	\$50.61	GOLD STAR FOODS
07/07/2015	INVOICE	1380865	A1004	400614	WG PB & GRP JELLY SNDWCH IW	ADVANCE PIERRE FOODS (100405)	76	0.00	376.20	\$362.51	GOLD STAR FOODS
07/07/2015	INVOICE	1391211	59701	401172	CMDY STRING CHEESE	LAND O' LAKES (100307)	30	0.00	315.00	\$576.48	GOLD STAR FOODS
07/14/2015	INVOICE	1380866	46219	401164	CMDY 160SL WHITE AMERICAN CHSE	LAND O' LAKES (100307)	3	0.00	58.29	\$122.47	GOLD STAR FOODS
07/14/2015	INVOICE	1380866	70364	403556	SUB REPLACEMENT CODE 404689	TYSON COMMODITY (100530)	31	0.00	476.78	\$452.51	GOLD STAR FOODS
07/14/2015	INVOICE	1380866	A1004	400614	WG PB & GRP JELLY SNDWCH IW	ADVANCE PIERRE FOODS (100405)	22	0.00	108.90	\$98.40	GOLD STAR FOODS
07/14/2015	INVOICE	1380866	A1290	403328	WG PB & GRAPE JELLY GRHM WAFER	ADVANCE PIERRE FOODS (100405)	27	0.00	297.00	\$268.37	GOLD STAR FOODS
07/14/2015	INVOICE	1380866	BSTR100C	403883	CMDY WEDGE CHEESE PIZZA IW	ROSE & SHORE (100452)	130	0.00	737.10	\$1,473.02	GOLD STAR FOODS
07/14/2015	INVOICE	1380866	QHB425	400730	CMDY CLASSIC BURGER IW	DON LEE (100166)	60	0.00	958.80	\$2,741.50	GOLD STAR FOODS
07/21/2015	INVOICE	1380867	70302	403683	CMDY WG CRISPY BRD CHX FILET	TYSON COMMODITY (100530)	34	0.00	1,147.16	\$1,088.77	GOLD STAR FOODS
07/21/2015	INVOICE	1380867	MCF05034	402073	HARVEST SPLENDOR BITES	MCCAIN (100339)	40	0.00	1,176.40	\$221.28	GOLD STAR FOODS
07/28/2015	INVOICE	1381332	207115W	400000	WG APPLE CINN MUFFIN IW	20TH CENTURY (100000)	4	0.00	9.60	\$5.95	GOLD STAR FOODS
07/28/2015	INVOICE	1381332	217230W	400016	WG BLUEBERRY MUFFIN IW	20TH CENTURY (100000)	14	0.00	33.46	\$24.71	GOLD STAR FOODS
07/28/2015	INVOICE	1381332	55104	403950	WG EGG/CHS&TRKY BACN BRKFST IW	TASTY BRANDS (115101)	5	0.00	3.05	\$6.41	GOLD STAR FOODS
07/28/2015	INVOICE	1381332	63130	403285	WG BLUEBERRY MUFFIN TOP IW	BUENA VISTA (100069)	8	0.00	13.36	\$14.81	GOLD STAR FOODS
07/28/2015	INVOICE	1381332	70366	403560	CMDY WG CSPY CHICKEN RINGS	TYSON COMMODITY (100530)	22	0.00	682.22	\$647.50	GOLD STAR FOODS
07/28/2015	INVOICE	1381332	MCF03927	401254	DELI ROASTED POTATOES	MCCAIN (100339)	24	0.00	1,309.20	\$132.62	GOLD STAR FOODS
08/03/2015	INVOICE	1378182	007812	403672	CMDY FC WG BRD CHX 8PC-CUT UP	PILGRIM'S PRIDE CO. (GOLD KIST (100238)	4	0.00	139.92	\$130.85	GOLD STAR FOODS
08/03/2015	INVOICE	1378182	17962	401619	DISCONTINUED BY VENDOR	TYSON COMMODITY (100530)	5	0.00	136.35	\$129.41	GOLD STAR FOODS

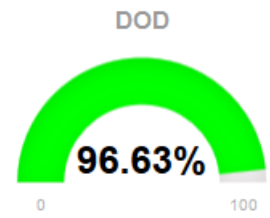




Member Dashboard

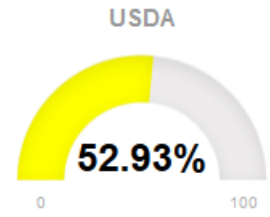
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USDA / Brown-Box Entitlement Remaining On-Request

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Processed Entitlement Remaining

Available Amount *	Percent *
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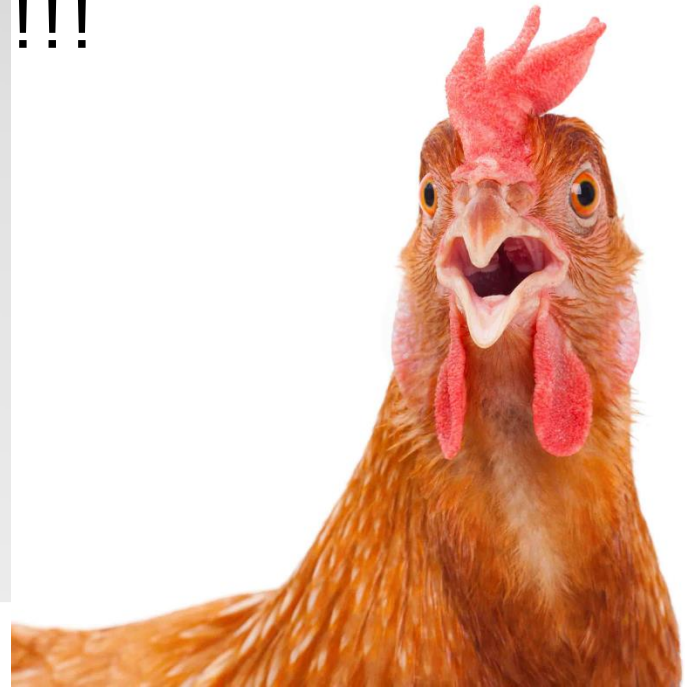
Processed

Request	Ad #	Ad Type	USDA Code	Item	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 type="text" value="Filter"/>							
<input type="checkbox"/>	310	In-Storage	100309/A100	CARROTS- CANNED (500036)	178		OXNARD ELEMENTARY SCHOOL DISTRICT	11/12/2015	02/09/2015	6/#10	CNND GOODS	CARROTS		Details
<input type="checkbox"/>	312	In-Storage	100368	BEANS BLACKEYED PEA 6/#10 (500363)	248	CAA0120114	OXNARD ELEMENTARY SCHOOL DISTRICT	01/07/2016	02/09/2015	6/#10	CNND GOODS	BEAN		Details
<input type="checkbox"/>	314	In-Storage	100373	BEANS GREAT NORTHERN (500368)	507		OXNARD ELEMENTARY SCHOOL DISTRICT	08/31/2015	02/09/2015	6/#10	CNND GOODS	BEAN		Details
<input type="checkbox"/>	408	In-Storage	100351/A070	FROZEN GREEN BEANS (500016)	97		LYNWOOD UNIFIED SCHOOL DISTRICT	01/07/2016	03/25/2015	30LB	FRZN VEG	FZGRN BNS		Details
<input type="checkbox"/>	500	In-Storage	100362/A085	BEANS REFRIED- CAN (500024)	963		HEMET UNIFIED SCHOOL DISTRICT	06/25/2015		6/#10	CNND GOODS	RFRD BEANS		Details
<input type="checkbox"/>	502	In-Storage	100364/A091	BEANS VEGETERIAN- CAN (500032)	371		HEMET UNIFIED SCHOOL DISTRICT	09/17/2015		6/#10	CNND GOODS	VEG BEANS		Details
<input type="checkbox"/>	543	Pending / On-Order	100012/B027	CHEDD CHS RED FAT SHRED (500316)	30	CAA223198	HESPERIA SCHOOL DISTRICT	01/07/2016	03/15/2016	6/5LB	CHEESE	CHDDR CHS		Details
<input type="checkbox"/>	581	Wanted	100119/A565	TURKY TACO FILLING CKD (500210)	60									Details
<input type="checkbox"/>	583	In-Storage	100351/A070	FROZEN GREEN BEANS (500016)	124									Details
<input type="checkbox"/>	601	In-Storage	100309/A100	CARROTS- CANNED	14									Details



White & Dark Chicken Meat

- About half and half
- Imbalance in pounds at processors
- **USE MORE DARK MEAT!!!**



Handbook

*Lead Agency Updates



Brown Box Storage Policy 



Member Handbook 2015-2016 



Handbook

Navigating USDA Foods as a Co-Op Member District

www.Super-Coop.org

October 1, 2015

Updates highlighted in yellow

1 | Page
January 2015



Entitlement Redistribution

- February
 - Re-allocation of entitlements - “sweeps”
- Spend your DOD Produce by April 30
 - State sweeps May 1
- \$pend \$pend \$pend!



New Brown Box Policy

- Use your inventory promptly
- Six Month shelf-life
 - Refrigerated cheeses, tortillas, brown rice
- 1-year shelf-life
 - Frozen fruits & vegetables, meat, frozen cheese, grains
- 2-year shelf-life
 - Canned goods

Please pay your bills promptly

- Membership fees
 - Lead Agency – Santa Clarita Valley SFSA
 - Annually
- State Administrative fees
 - Gold Star Foods
 - USDA Foods brown box
 - Monthly – on arrival at Gold Star Foods
 - USDA Foods processed
 - Estimated quarterly
 - DOD Produce
 - Annually



Super Commodity Cooperative 2015-16 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)	\$0.10/ADP	First membership year	Used for cost to advertise bids, legal services, verification contract, ACDA membership fees & conference attendance.
		0.3%/Entitlement	Subsequent membership years Bill sent to Member Districts July 1 annually.	
State Administrative Fees	Administrator (Gold Star Foods)	Brown box \$.80/case	On receipt at Distributor	Administrator forwards state fees to Lead Agency for remittance to state.
		Processed \$.80/case	Quarterly, based on formula estimate quarters 1-3 and reconciled with actual cases 4th quarter	
		DOD Produce \$.10/case	Annually @ end of year	
Delivery, brown box	Distributor (Gold Star Foods)	\$1.70/case single drop @ district	On receipt at Member District	Distributor sends notice of arrival to Member Districts. Minimum 25 case delivery per site.
		\$1.45/case pick-up Additional charge for multiple site delivery		
Delivery, processed	Distributor as selected by Member District	Varies by distributor	As ordered by Member District	Lead Agency has piggybackable distributor bid available.
	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)	\$0.60/case/month after first 30 days following delivery to Gold Star Foods	As ordered by Member District	
Rebates Offered	For SY2015-16, four manufacturers offered additional rebates. Rebates will be paid as follows:			
	Manufacturer	Discount per Case	Payment Method	
	AdvancePierre	\$0.50/cs on 150,000 cs or more	Paid at end of year if goal met	
	Ardella's	\$0.25	Paid at end of year	
	Red Gold	\$0.25	Paid at end of year	
	Tyson Foods	0.25/cs on 150,000 cs or more	Paid at end of year if goal met	

Membership Fee

- 3 Districts have not paid

ABC Unified School District

South Whittier School District

Palo Verde Unified School District

2014-15 Volume Rebates

- \$1 million back to districts
 - Compare to \$441,000 prior year
- Payment to districts in March/April

Procurement Training

- Procurement in the 21st Century
- Institute of Child Nutrition trainers
- Ontario – February 8-9 (FULL)
- San Lorenzo – March 7-8 (Space available)

USDA Foods Pilot Project for Procurement of Unprocessed Fruits & Vegetables

- 6 districts participating
- May be able to add more districts next year

SY2016-17 Surveys

- Processed
 - Emailed January 20th
 - Due February 19th
 - RFP award criteria
- Brown box
 - Watch for @ end of January
 - Online response
 - Example @ Gold Star booth
 - New items



Processed USDA Foods Survey

	A	B	C	D	E	F	G
	Manufacturer	Item No.	Item Description	Will You Use	Use at Elementary	Use at High School	Use for À La Carte
1							
2							
3	20th CENTURY FOOD PRODUCTS	100046	EGGS	Yes	Yes	Yes	No
4		100206	FRUIT	No			
5		100317	SWEET POTATOES	No			
6		100439	VEGETABLE OIL	Yes	Yes	Yes	
7		100471	CORNMEAL	No			
8		100935	SUNFLOWER SEED BUTTER	Yes	Yes	No	No
9		110161	FLOUR	No			
10							
11	ADVANCE PIERRE	100154	BEEF	Yes	Yes	Yes	Yes
12		100193	PORK	No			
13		100397	PEANUT BUTTER SMOOTH DRUM-500	Yes	Yes	No	Yes
14							
15	AMERICAN FOODS GROUP	100154	BEEF	No			
16							
17	ARDELLA'S PIZZA	100022	CHEESE	Yes	Yes	No	Yes
18		100332	TOMATO PASTE	No			
19							
20	ASIAN FOOD SOLUTIONS, INC.	100103	CHICKEN	Yes	Yes	Yes	Yes
21		100113	BEEF	No			
22		100156	FLOUR	No			
23		100419	BROWN RICE	Yes	Yes	Yes	Yes
24		101031	PORK	No			
25							
26	BASIC AMERICAN FOODS	110227	POTATO	Yes	Yes	No	No
27		110381	PINTO BEANS	No			
28							
29	BEST EXPRESS FOODS	110244	CHEESE	No			
30							
31	BONGARDS CREAMERY	110242	CHEESE	No			
32							
33	BOSCO'S PIZZA CO.	110244	CHEESE	No			
34							

SY2016-17 RFPs for USDA Foods End Products and Commercial Equivalents

- Publishing January 21 & 22
 - Market Basket
 - Potato – Tomato – Cheese
- RFPs due February 24
- Award includes your local preferences
 - Please respond promptly to survey





Questions?

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California

Department of Education

Food Distribution Division

Augie Aguilar
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Administrator Gold Star Foods

Stephanie Ewing, RD, Vice President
Sean Leer, CEO



Education Session

USDA Foods Program Basics
Stephanie Ewing, RD
Vice President, Gold Star Foods