



# *Super Co-Op Annual Meeting*

2023-24 SY

December 5, 2023 – Modesto

December 7, 2023 – Pomona



# Today's **Agenda**

**Super Co-Op Lead  
Agency & Governance**

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**Entitlement Overview**

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**Contracts / Procurement**

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**CDE – Virtual State Update**

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# Super Co-Op Joint Powers Agency

Super Co-Op is formally recognized as a Joint Power Agency (JPA)

- San Mateo-Foster City School District

- Pomona Unified School District

- 9 Region Board Members


**Lead Agency**

**Co-Lead Agency**

**Board of Directors**

# Benefits of the Super Co-Op

- 250 Member Districts to coordinate and collaborate with
- Member driven decisions on annual diversions
- Opportunity to utilize 100% or more of annual entitlement
- Single Bank for Processing Pounds




**FEATURES AND BENEFITS**

For over 20 years, the Super Co-Op has been working with California school districts to maximize their utilization of USDA Foods. As the largest USDA Foods group in the country, Super Co-Op brings a range of benefits to its members

- Collaboration with 250-member districts throughout California
- Fully-integrated technology solution for managing all aspects of USDA Foods Program (annual survey through district delivery)
- School District driven decisions on how to spend entitlement by program (DoD, Direct Delivery, Processing)
- Ability to use additional entitlement from other member districts if entitlement dollars are not spent. **This means EXTRA ENTITLEMENT DOLLARS for your DISTRICT**
- Shared Processed USDA Foods Single Bank – allows greater flexibility and higher utilization for processed USDA Foods
  - Allows customers to switch USDA Foods processors or menu items mid-year without having to transfer pounds
- Ability to trade USDA Direct Delivery products (virtually/paper) with other member districts
  - Advertisements for available USDA Direct Delivery is real-time and available on the Gold Star Foods website
- Annual entitlement utilization report is available to print as needed for school-district audits
  - Item-level Utilization Reports to support district audit questions and requirements in the Resource Management Section of the Administrative Review
- Learning and education opportunities for USDA Foods
- Super Co-Op Annual Meeting Food Show (free to attend)

**In SY22-23, Super Co-Op received \$7.7M in additional entitlement dollars distributed to member districts from other States and school districts**



# Super Co-Op Leadership

## LEADERSHIP

**Fran Debost**

San Mateo – Foster  
City School District

**Dr. Betty Crocker**

Lodi USD

**Daryl Hickey**

Pomona USD

## ADMINISTRATION

**Cambria Falcon**

USDA Foods Program  
Manager

**Alicia Sehne**

USDA Foods  
Program Director

**Stephanie Ewing**

Chief Governmental  
Officer



# Board of Directors

Region	District	Representative
Lead	San Mateo-Foster City School District	Fran Debost
1	San Juan Unified School District	Sneh Nair
2	Santa Cruz City School District	Amy Hendrick-Farr
3	Central Unified School District	Alissa Angle
4	Santa Clarita Valley Food Services Agency	Susan Weiss
5	Manhattan Beach Unified School District	Léna Agee
6	South Pasadena Unified School District	Jenifer Smith
7	Whittier Union High School District	Liz Brown-Smith
8	Pomona Unified School District	Daryl Hickey
9	Redlands Unified School District	Alyssa Cummings

# Welcome!

## New District Applicants

Carlsbad USD

Helendale Elementary School District

Palermo Union Elementary School District

Santa Ana Unified School District

Snowline JUSD



# Understanding **Entitlement**



# Super Co-op vs. Member District **Entitlement**

## **Super Co-Op**

- ❖ Utilized for the purchase of Direct Delivery and Bulk Raw Materials
- ❖ Monetary set-aside for DoD and Pilot Programs
- ❖ Last annual purchase in mid-December

## **Member District**

- ❖ DoD designated during annual survey process
  - ❖ Utilization at time of purchase
- ❖ Entitlement utilization based on direct delivery receipt and purchase of further-processed items
- ❖ Entitlement cannot be moved from DoD to Direct Delivery/Processing or vice versa

## TLS & Entitlement **Expenditures**

	<b>2020-21 (Actual)</b>	<b>2021-22 (Actual)</b>	<b>2022-23 (Actual)</b>	<b>2023-24 (YTD)</b>
Districts	236	231	229	232
TLS	234,391,444	234,815,559	224,849,132	228,225,278
Rate	\$0.37	\$0.3975	\$0.43	\$0.36
Entitlement	\$86,724,834	\$93,339,185	\$96,685,127	\$83,302,226
DoD Fresh	\$45,727,559	\$27,890,285	\$25,116,462	\$23,695,682
Unproc. Pilot	\$1,150,000	\$1,207,500	\$1,207,500	\$1,107,500
Expenditures	\$43,591,183	\$67,868,620	\$70,281,620	\$60,789,703
Remaining	\$0	\$0	\$75,545	\$6,866,773
% Spent	100%	100.29%	99.89%	89.51%

# Member Entitlement **Expenditures**



**HIGH MARKS FOR  
USDA ENTITLEMENT  
UTILIZATION**

**Awesome Super Co-op Member**

has gone above and beyond to ensure their school district has taken full advantage of the opportunities they've been offered. They have no doubt had an amazing impact on their schools, on their team members, on their bottom line, and most importantly on their students.

**WE SALUTE YOU.**



GOLD STAR FOODS



# SY 2023-24 **At-a-Glance**

# Diversion Numbers

<b>SY 2023-24</b>	
<b>547</b>	Trucks direct delivery (brown box)
<b>493,233</b>	Cases direct delivery (brown box)
<b>788</b>	Trucks to 53 processors
<b>31,910,129</b>	Pounds Diverted
<b>\$102,314</b>	Estimated State Administrative Fees (\$0.15/cs DoD & Pilot)

# Cancelled Trucks

- Co-op Cancelled and USDA Cancelled
- USDA Direct Delivery Cancellations
  - 74 Trucks
- Processed
  - 45 Trucks





# Direct Delivery By the Numbers

- Active Management of Direct Delivery  
USDA Foods
  - 558,867 cases requested SY 2023-24
  - 329,490 cases received through  
November 30
  - 113,349 cases (35%) currently in Inventory
    - SY 21-22      3,606 cases
    - SY 22-23      109,743 cases



## DoD **Fresh Produce**

- All DoD funds were allocated to member districts participating in DoD based on initial diversions
  - 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



# DoD Utilization Policy **Super Co-op**

- 100% allocation based off annual survey requests
- Review balances beginning in November
- Goal of 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 is applicable
- Sweep amount is based on recommended minimum expenditure

# Annual Processor **Reconciliation**

- CDE requests utilization reports from manufacturers on October 31<sup>st</sup>
- Sweeps begin in November and continue until completed
- Sweep amounts are based on October numbers even if sweep occurs months later
  - Pounds continue to be utilized
  - Reconciliation of negative balances after sweep
  - Possible commercial sales until request for transfer is complete



# Contracts, Solicitations and Pricing **At-a-Glance**

# **Super Co-op** Lead Agency Responsibilities

- Annual Assignment Agreement (Renewal) for USDA Foods
- Directly Delivery USDA Foods Distribution RFP
- Super Co-Op Administrator RFP



## Contracts Held by **Super Co-op**

- Direct Delivery USDA Foods Distribution RFP
  - Awarded to Gold Star Foods
  - Maintained by Previous Lead Agency – Santa Clarita Valley
- Super Co-Op Administration RFP
  - Awarded to Gold Star Foods
  - Maintained by Lead Agency – San Mateo-Foster City
  
- Super Co-Op Administration and Direct Delivery Distribution RFP is currently out to bid

# Contracts Held by **Super Co-op** Member Districts

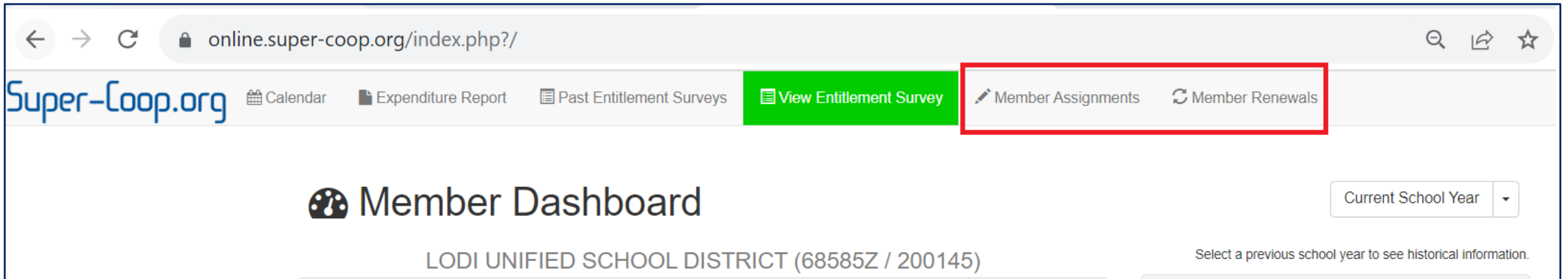
- Further Processed USDA Foods Distribution
- Direct Delivery from Manufacturers
- Other Local Solicitations

# Super Co-op Participating District Responsibilities

- Sign Annual Renewal Assignment Agreement for USDA Foods
- CNIPS FDP Contract
- Pay Membership Fees
- Distribution and/or Direct Shipment Procurement
  - Distributor pricing established through member district
  - Direct shipment pricing established through member district procurement process
- Entitlement Utilization
  - Direct Delivery, Processed End Products, DoD, Unprocessed Pilot

# Annual Renewal and Annual Agreements

- New Online Process
- Simple DocuSign Process
- Learning Curve for Everyone
- Soliciting Constructive Feedback



The screenshot shows a web browser window with the URL `online.super-coop.org/index.php?/`. The navigation menu includes [Super-Coop.org](#), [Calendar](#), [Expenditure Report](#), [Past Entitlement Surveys](#), [View Entitlement Survey](#) (highlighted in green), [Member Assignments](#), and [Member Renewals](#) (highlighted with a red box). The main content area displays the **Member Dashboard** for **LODI UNIFIED SCHOOL DISTRICT (68585Z / 200145)**. A dropdown menu for "Current School Year" is visible, with a note below it: "Select a previous school year to see historical information."



# SY 24-25 and SY 25-26 **Annual Surveys**

# Annual Survey Process Reminders

- REMINDER!! – 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
- Webinar training will be available





# Super Co-Op **Training**

# Back to Basics

- Planned for Spring 2024
  - Virtual Components
  - Recorded Training Sessions
  - In-Person Regional Training Sessions
  
- Gold Star led sessions
- Member led sessions
- Manufacturer led sessions



# Super Co-Op **Contacts**

# Who to Contact – **Primary**

Cambria Falcon

[cambriafalcon@goldstarfoods.com](mailto:cambriafalcon@goldstarfoods.com)

909-845-0944

## Who to Contact – **Secondary**

Fran Debost

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Daryl Hickey

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Dr. Betty Crocker

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209-331-7155



Welcome

**California  
Department of  
Education**

Food Distribution



# Questions and Answers

Thank You  
**Enjoy** the show