

Welcome to the 2022-23 SY Super Co-Op Annual Meeting

December 6 & 8, 2022



Welcome!



Today's Agenda

8:30 – 9:30 AM – Updates

- * Super Co-Op Lead Agency & Governance
- * Current Entitlement Overview
- * Future Entitlement
- * Contracts/Procurement
- * Other Information
- * CDE – State Update via Zoom
- * ACDA Introduction

Super Co-Op Joint Powers Agency



- * **Super Co-op is formally recognized as a Joint Power Agency (JPA)**
- * **Lead Agency**
 - * San Mateo-Foster City School District
- * **Co-Lead Agency**
 - * Pomona Unified School District
- * **Board of Directors**
 - * 9 Regional Board Members
 - * Oversees Co-Op business
 - * Approves Bylaws and other Rules & Policies
- * **Public Meetings**

Super Co-op Leadership

- * Super Co-op Leadership

- * Fran Debost – San Mateo – Foster City School District
- * Daryl Hickey – Pomona Unified School District

- * Super Co-op Administration

- * Cambria Cardenas– USDA Foods Program Manager
- * Ed Herrera – 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	Robert Lewis
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	Betty Crocker

New Districts for SY 2023-2024



Welcome!

Del Mar Union Elementary School District – Region 9

Burton Elementary School District – Region 3

Vineland Unified School District – Region 3



Entitlement



Super Co-op Entitlement vs. Member District Entitlement

- * Super Co-op Entitlement

- * 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 Entitlement

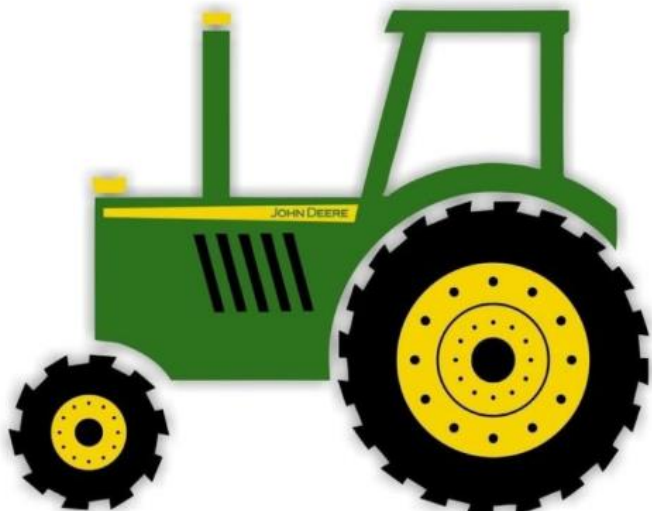
- * DoD designated during annual survey process
 - * Utilization at time of purchase
- * Entitlement utilization based on direct delivery receipt and purchase of further processed items
- * Entitlement cannot be moved from DoD to Direct Delivery/Processing or vice versa

TLS & Entitlement Expenditures

	2019-20 (Actual)	2020-21 (Actual)	2021-22 (Actual)	2022-23 (YTD)
Districts	236	236	231	229
TLS	235,471,586	234,391,444	234,815,559	224,849,132
Rate	\$0.3625	\$0.37	\$0.3975	\$0.43
Entitlement	\$85,358,450	\$86,724,834	\$93,339,185	\$96,685,127
DoD Fresh	\$15,490,312	\$45,727,559	\$27,890,285	\$22,116,462
Unproc. Pilot	\$1,491,543	\$1,150,000	\$1,207,500	\$1,207,500
Expenditures	\$68,144,080	\$43,591,183	\$67,868,620	\$69,815,215
Remaining	\$557,909	\$0	\$0	\$3,545,950
% Spent	99.19%	100%	100.29%	95.17%

SY 22-23

At-a-Glance



Diversion Numbers



SY 2022-23

578	Trucks direct delivery (brown box)
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558,867	Cases direct delivery (brown box)
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902	Trucks to 53 processors
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34,036,987	Pounds Diverted
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\$120,516	Estimated State Administrative Fees (\$0.15/cs DoD & Pilot)
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Cancelled Trucks



- * Co-Op Cancelled and USDA Cancelled
- * USDA Direct Delivery Cancellations
 - * 33 trucks
- * Processed
 - * 16 trucks
- * Total dollar value of cancelled trucks
 - * \$974,975

Direct Delivery – By the Numbers

- * Active management of Direct Delivery USDA Foods
 - * 558,867 cases requested SY 2022-23
 - * 329,490 cases received through November 30
 - * 113,349 cases (35%) currently in inventory
 - * SY21-22 3,606
 - * SY22-223 109,743

DoD Fresh Produce



- * All DoD funds were allocated to member districts participating in DoD based on initial diversions
 - * As of November 21st we have..
 - * 46 districts below expected utilization rate
 - * 154 districts (77%) at or above expected utilization rate
 - * 46 of the 154 districts (23%) 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 1st
- * Super Co-op sweep and reallocation monthly beginning in January – reduce to 2x monthly if applicable
- * Sweep amount is based on recommended minimum expenditure

Annual Processor Reconciliation (aka Sweeps)



- * CDE requests utilization reports from manufacturers on October 31st.
- * 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

Annual Processor Reconciliation (aka Sweeps)



- * Unused Inventory at Processors from 2019-20 SY
 - * 10,288,829 pounds
- * Unused Inventory at Processors from 2020-21 SY
 - * 10,086,562 pounds
- * Unused Inventory at Processors from 2021-22 SY
 - * 4,202,587.67 pounds
- * 53 total processors
 - * 14 processors reviewed by CDE
 - * 10 – all pounds utilized
 - * 4– with swept pounds
 - * 94,282 pounds swept

Chicken, Chicken, and More Chicken

- * Foster Farms
 - * Currently out of Dark
 - * Have over 19 months of White
 - * Visit Foster Farms and see what options are available
- * Gold Kist
 - * No imbalance – great job!
- * Tyson
 - * Slightly more white than dark

Contracts, Solicitations, and Pricing



Super Co-Op Lead Agency Responsibilities

- * Annual Assignment Agreement (Renewal) for USDA Foods
- * Direct 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 Coop Administration RFP
 - * Awarded to Gold Star Foods
 - * Maintained by Lead Agency –San Mateo-Foster City

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 item list in procurement
 - * Direct shipment pricing established through member district procurement process
- * Entitlement Utilization
 - * Direct Delivery, Processed End Products, DoD, Unprocessed Pilot

Direct Shipment and Distribution Procurement

- * Establish your list of items for purchase during your contract period (1 year + 2 – 4 renewal years)
 - * Denote Super Co-op membership
 - * Provide guaranteed purchase quantities
 - * Request delivered pricing with and without VPT Discount
- * Direct Manufacturer RFPs require “generic” product descriptions for open competition
- * Distribution RFPs allow for product selection with option of “equivalent”

SY 23-24 and SY 24-25 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





Who to Contact - Primary

Cambria Cardenas

cambriacardenas@goldstarfoods.com

909-845-0944



Who to Contact - Secondary

Fran Debost

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650-312-7201

Daryl Hickey

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909-397-4711 x 21100

Welcome California Department of Education Food Distribution



Welcome American Commodity Distribution Association



Questions and Answers



Thank you!
Enjoy the Show!

