

Missouri Department of Elementary and
Secondary Education, School Food Services

USDA Foods Program

Commodity Expos

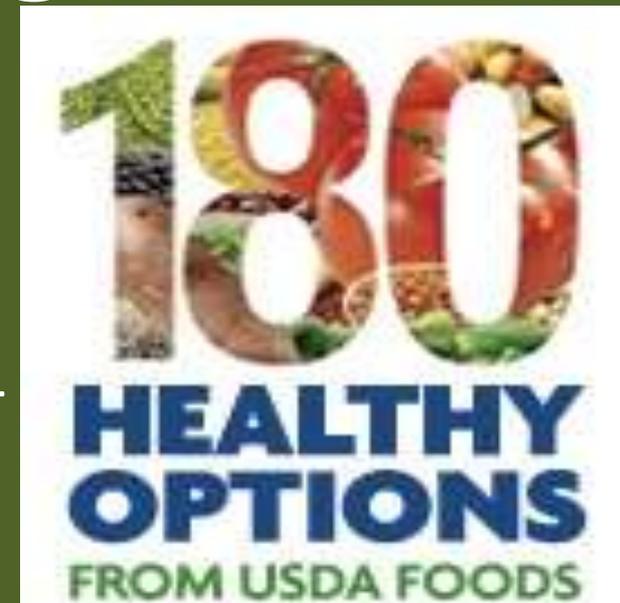
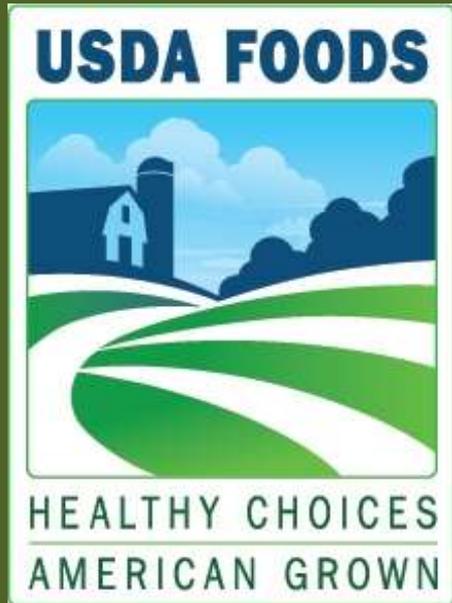
February 12-14, 2014

Matthew Essner

Assistant Director, DESE – School Food Services

Andy Dudenhoeffer

Supervisor, DESE-SFS



Introductions

Karen Wooton – Director – School Food Services
karen.wooton@dese.mo.gov, 573-751-3526

Matthew Essner – Assistant Director – Donated Food Program, DoD, FFVP,
Commodity Shelf Newsletter, oversight of USDA DF
matthew.essner@dese.mo.gov, 573-522-1974

Andy Dudenhoeffer – Supervisor, Processing Specialist, Issues with processed
products, Delivery issues
andy.dudenhoeffer@dese.mo.gov, 573-751-7253

DeeDee Kilson – Administrative Assistant, Monthly Performance Reports,
Processing Packets reviews, Warehouse billing/inventory tracking
deedee.kilson@dese.mo.gov, 573-751-1706

Amy Halderman – Administrative Assistant, Monthly Orders, Filing, Data entry
amy.halderman@dese.mo.gov, 573-751-2646

Lanter Distributing: Joni Buck, Kim Ackerman, and Josh Drake

Perception of what's it's like working for DESE



Or maybe this is your perception of what we do all day



Reality ☹️



Reality ☹️



What does all the \$\$ talk mean?

- Entitlement drives the USDA Foods Program
- Entitlement is based solely on NSLP participation
 - USDA Foods can be used in other programs but no additional Entitlement
- DESE – SFS has to budget the State of MOs Entitlement and provide access to LEAs
- Stretch your Entitlement
 - Don't let it go to waste



MO USDA Foods 101

.....Entitlement

12% Provision
via NSLA

- What does it mean to you?
- Where does it come from?
- Can I just get my Entitlement as cash?
- Did Entitlements go up or down for SY 13-14?
- Should you keep track of Entitlement throughout the School Year?
- Does anyone know the difference between Entitlement and Bonus? Who determines?
- Value of Commodities vs. Entitlement.
- USDA Foods Packet vs. Total Entitlement

Historical Figures

| | |
|-------|---------------------|
| 13-14 | \$0.2775 |
| 13-14 | \$0.2325 |
| 12-13 | \$0.2275 |
| 11-12 | \$0.2225 |
| 10-11 | \$0.2600 |
| 10-11 | \$0.2275 |
| 10-11 | \$0.2025 |
| 09-10 | \$0.1950 |
| 08-09 | \$0.2075 |
| 07-08 | \$0.1875 |
| 06-07 | \$0.1700 |
| 05-06 | \$0.1750 |
| 04-05 | \$0.1725 |
| 03-04 | \$0.1575 |

So why did my Entitlement go down?

| <u>SY</u> | <u>Proj Ent</u> | <u>Spent Ent</u> | <u>Actual Ent</u> | <u>Rollover</u> |
|-----------|-----------------|------------------|-------------------|-----------------|
| 10-11 | \$ 20.6 | \$ 24 | \$ 27.4 | \$ 3.4 |
| 11-12 | \$ 24.2 | \$ 26.5 | \$ 26 | - \$ 0.5 |
| 12-13 | \$ 23.4 | \$ 24.1 | \$ 22.4 | - \$ 1.7 |
| 13-14 | \$ 27.5 | \$ 26.6 | ?? Est \$ 23.9 | - \$ 2.7 |
| 14-15 | \$ 22 | ?? | ?? | ?? |

Figures for the entire state of MO
In Millions

| | | <u>2011</u> | <u>2012</u> | <u>% Change</u> | <u>2013</u> | <u>% Change</u> |
|------|-----|-------------|-------------|-----------------|-------------|-----------------|
| JULY | TLS | 202,204 | 154,904 | -23.39% | 157,322 | 1.56% |
| AUG | TLS | 6,488,967 | 6,991,187 | 7.74% | 6,624,257 | -5.25% |
| SEP | TLS | 12,599,953 | 10,883,625 | -13.62% | 11,178,779 | 2.71% |
| OCT | TLS | 11,826,210 | 12,548,289 | 6.11% | 12,251,162 | -2.37% |
| NOV | TLS | 11,420,041 | 10,716,962 | -6.16% | 9,632,517 | -10.12% |
| | | | | -5.87% | | -2.69% |

So why did my Entitlement go down?

| <u>Code #</u> | <u>Description</u> | <u>Del Period</u> | <u>Case Price</u> | <u>% Change</u> |
|---------------|--|-------------------|-------------------|-----------------|
| 100012 | CHEESE CHED RDU FAT YEL SHRED BAG-6/5 LB | 7/15/2013 | \$58.71 | |
| 100012 | CHEESE CHED RDU FAT YEL SHRED BAG-6/5 LB | 12/15/2013 | \$64.18 | 9.33% |
| 100022 | CHEESE MOZ LM PART SKIM FRZ LVS-8/6 LB | 7/15/2013 | \$81.92 | |
| 100022 | CHEESE MOZ LM PART SKIM FRZ LVS-8/6 LB | 12/15/2013 | \$93.42 | 14.03% |
| 100034 | CHEESE MOZ LITE SHRED FRZ BOX-30 LB | 7/15/2013 | \$55.00 | |
| 100034 | CHEESE MOZ LITE SHRED FRZ BOX-30 LB | 12/15/2013 | \$60.51 | 10.02% |
| 100121 | TURKEY BREAST DELI FRZ CTN-40 LB | 10/15/2013 | \$72.42 | |
| 100121 | TURKEY BREAST DELI FRZ CTN-40 LB | 2/15/2014 | \$91.17 | 25.89% |
| 100125 | TURKEY ROASTS FRZ CTN-32-48 LB | 8/15/2013 | \$67.54 | |
| 100125 | TURKEY ROASTS FRZ CTN-32-48 LB | 12/15/2013 | \$85.91 | 27.20% |
| 100158 | BEEF FINE GROUND FRZ CTN-40 LB | 7/31/2013 | \$78.68 | |
| 100158 | BEEF FINE GROUND FRZ CTN-40 LB | 12/15/2013 | \$96.78 | 23.00% |
| 100208 | APPLESAUCE CAN-6/10 | 7/15/2013 | \$27.92 | |
| 100208 | APPLESAUCE CAN-6/10 | 11/15/2013 | \$18.68 | -33.11% |
| 100208 | APPLESAUCE CAN-6/10 | 1/15/2014 | \$17.67 | |
| 100208 | APPLESAUCE CAN-6/10 | 3/15/2014 | \$17.67 | |
| 100212 | MIXED FRUIT EX LT CAN-6/10 | 8/15/2013 | \$24.39 | |
| 100212 | MIXED FRUIT EX LT CAN-6/10 | 9/15/2013 | \$29.16 | 19.57% |
| 100212 | MIXED FRUIT EX LT CAN-6/10 | 1/15/2014 | \$28.02 | |
| 100241 | PEACH FREESTONE DICED FRZ CUP-96/4.4 OZ | 9/15/2013 | \$32.77 | |
| 100241 | PEACH FREESTONE DICED FRZ CUP-96/4.4 OZ | 2/15/2014 | \$28.95 | -11.66% |

So why did my Entitlement go down?

| <u>Code #</u> | <u>Description</u> | <u>Cases/Trk</u> | <u>Truck Value</u> | <u>Dif per truck</u> |
|---------------|--|------------------|--------------------|----------------------|
| 100012 | CHEESE CHED RDU FAT YEL SHRED BAG-6/5 LB | 1280 | \$75,144.96 | |
| 100012 | CHEESE CHED RDU FAT YEL SHRED BAG-6/5 LB | 1280 | \$82,152.96 | \$7,008.00 |
| 100022 | CHEESE MOZ LM PART SKIM FRZ LVS-8/6 LB | 840 | \$68,814.14 | |
| 100022 | CHEESE MOZ LM PART SKIM FRZ LVS-8/6 LB | 840 | \$78,470.78 | \$9,656.64 |
| 100034 | CHEESE MOZ LITE SHRED FRZ BOX-30 LB | 1344 | \$73,914.62 | |
| 100034 | CHEESE MOZ LITE SHRED FRZ BOX-30 LB | 1344 | \$81,321.41 | \$7,406.79 |
| 100121 | TURKEY BREAST DELI FRZ CTN-40 LB | 1000 | \$72,420.00 | |
| 100121 | TURKEY BREAST DELI FRZ CTN-40 LB | 1000 | \$91,172.00 | \$18,752.00 |
| 100125 | TURKEY ROASTS FRZ CTN-32-48 LB | 1000 | \$67,540.00 | |
| 100125 | TURKEY ROASTS FRZ CTN-32-48 LB | 1000 | \$85,912.00 | \$18,372.00 |
| 100158 | BEEF FINE GROUND FRZ CTN-40 LB | 1000 | \$78,684.00 | |
| 100158 | BEEF FINE GROUND FRZ CTN-40 LB | 1000 | \$96,780.00 | \$18,096.00 |
| 100208 | APPLESAUCE CAN-6/10 | 912 | \$25,467.37 | |
| 100208 | APPLESAUCE CAN-6/10 | 912 | \$17,034.88 | -\$8,432.49 |
| 100208 | APPLESAUCE CAN-6/10 | 912 | \$16,115.18 | |
| 100208 | APPLESAUCE CAN-6/10 | 912 | \$16,115.18 | |
| 100212 | MIXED FRUIT EX LT CAN-6/10 | 912 | \$22,244.23 | |
| 100212 | MIXED FRUIT EX LT CAN-6/10 | 912 | \$26,598.09 | \$4,353.86 |
| 100212 | MIXED FRUIT EX LT CAN-6/10 | 912 | \$25,554.03 | |
| 100241 | PEACH FREESTONE DICED FRZ CUP-96/4.4 OZ | 1400 | \$45,882.14 | |
| 100241 | PEACH FREESTONE DICED FRZ CUP-96/4.4 OZ | 1400 | \$40,530.34 | -\$5,351.80 |

VPT – Value Pass Through Systems (1)

- FFS — Fee For Service
 - Processor receives raw USDA Food, processes raw USDA Food into desired end product, only invoices customer Fee For Service
 - How you receive product on your Monthly delivery
 - Value is passed through by not charging for raw USDA Food
- MFSS — Modified Fee For Service
 - Processor receives raw USDA Food, processes raw USDA Food into desired end product, only invoices distributor Fee For Service
 - Distributor up-charges for service, customer pays distributor the bid price
 - Value is passed through by processor not charging distributor (who in turn doesn't charge customer) for raw USDA Food
 - Product can ONLY be sold to NSLP customers

VPT – Value Pass Through Systems (2)

- NOI — Net-Off-Invoicing
 - Processor receives raw USDA Food, processes raw USDA Food into desired end product, sells product to distributor for full price
 - Distributor up-charges for service
 - Distributor discounts product for raw USDA Food
 - Distributor is reimbursed value of USDA Food by processor who received the raw USDA Food
 - Customer pays distributor the bid price less the value of USDA Food
- Rebates — Rebates
 - Processor receives raw USDA Food, processes raw USDA Food into desired end product, sells product to distributor for full price
 - Distributor up-charges for service
 - Customer pays distributor the bid price
 - Customer submits rebate to processor for reimbursement of the value of the raw USDA Food

VPT – Value Pass Through Worksheet

| | FFS | MFFS | NOI | Rebate |
|------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| USDA | | | | |
| Processor | | | | |
| Distributor | | | | |
| Customer | | | | |
| | <i>Invoiced by proc</i> | <i>Invoiced by dist</i> | <i>Invoiced by dist</i> | <i>Invoiced by dist</i> |
| Total Cost to Customer | | | | |

- Scenario (fictitious data in a vacuum.....unrealistic)
 - Chicken Fajita product = 30 lbs of USDA Food / case
 - Chicken = \$1 /lb
 - Processor charges \$20 to produce the Chicken Fajita
 - Distributor has a 5% increase on bid to determine school pricing
 - State pays distribution cost for public schools - \$2.50 / case

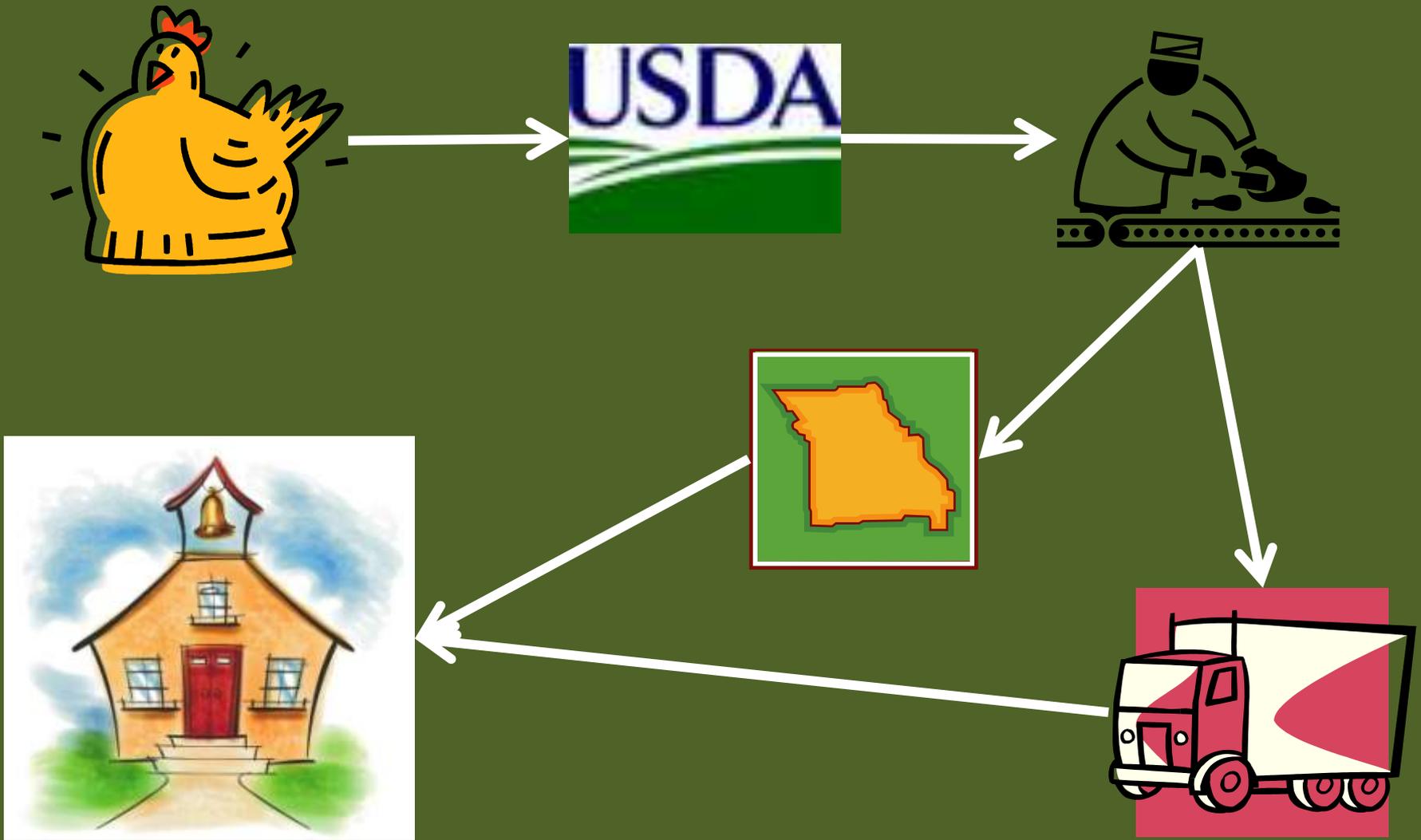
VPT – Value Pass Through Worksheet

| | FFS | MFFS | NOI | Rebate |
|------------------------|--|---------------------------------|--|--|
| USDA | \$30 | \$30 | \$30 | \$30 |
| Processor | \$20 | \$20 | \$20 | \$20 |
| Distributor | \$2.50 <small>(pd by State)</small> | \$20 | \$50 | \$50 |
| Customer | \$20 | \$21 <small>(\$20*1.05)</small> | \$22.50 <small>(\$52.50-\$30.00)</small> | \$52.50 <small>(\$50*1.05)</small> |
| | <i>Invoiced by proc</i> | <i>Invoiced by dist</i> | <i>Invoiced by dist</i> | <i>Invoiced by dist</i> |
| Total Cost to Customer | \$20 <small>(\$2.50 pd by State)</small> | \$21 | \$22.50 | \$22.50 <small>(after \$30 rebate)</small> |

- Scenario (fictitious data in a vacuum.....unrealistic)
 - Chicken Fajita product = 30 lbs of USDA Food / case
 - Chicken = \$1 /lb
 - Processor charges \$20 to produce the Chicken Fajita
 - Distributor has a 5% increase on bid to determine school pricing
 - State pays distribution cost for public schools - \$2.50 / case

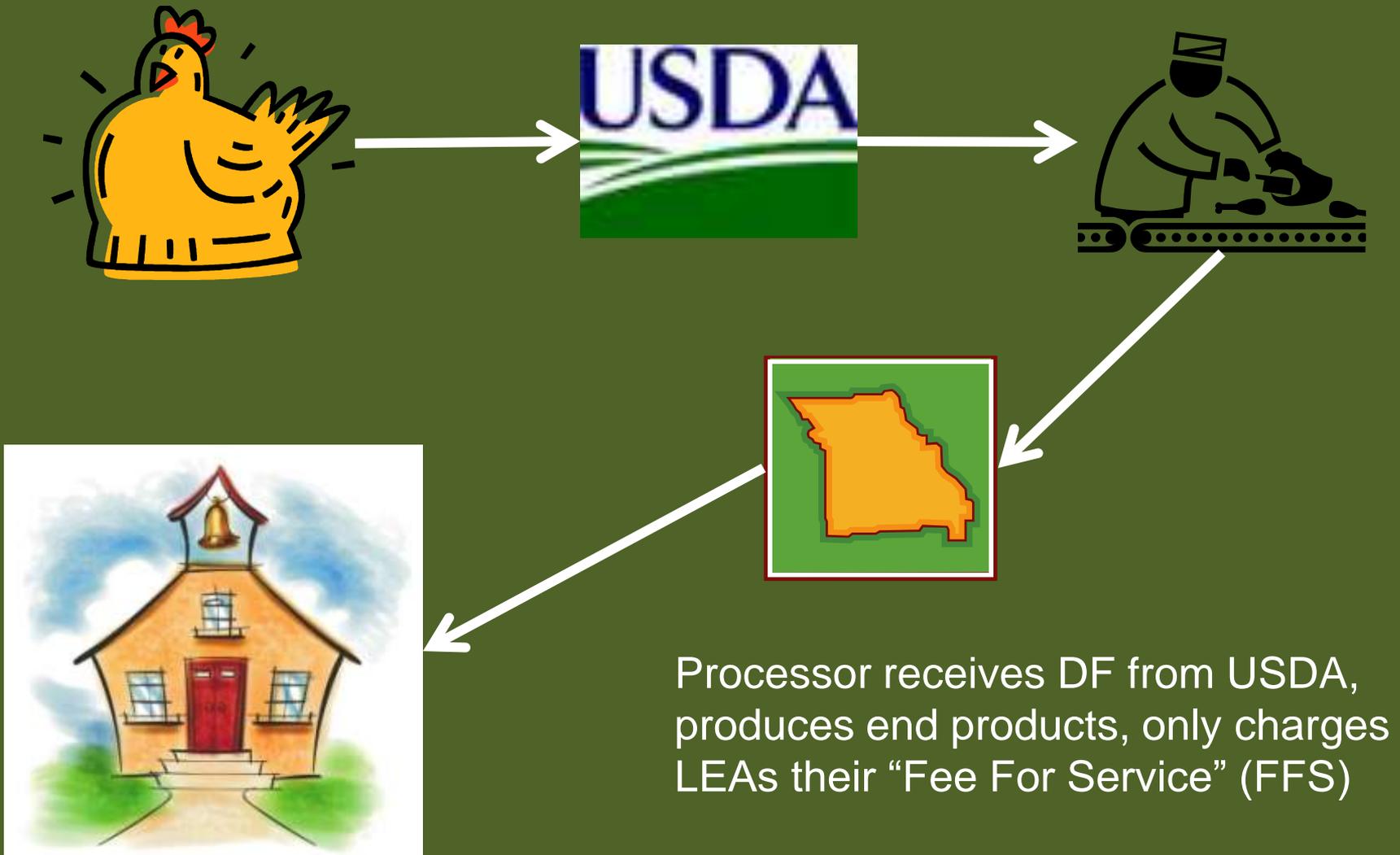
NOI vs. FFS Example

(hypothetical and assuming a “vacuum” scenario or everything equal)



FFS

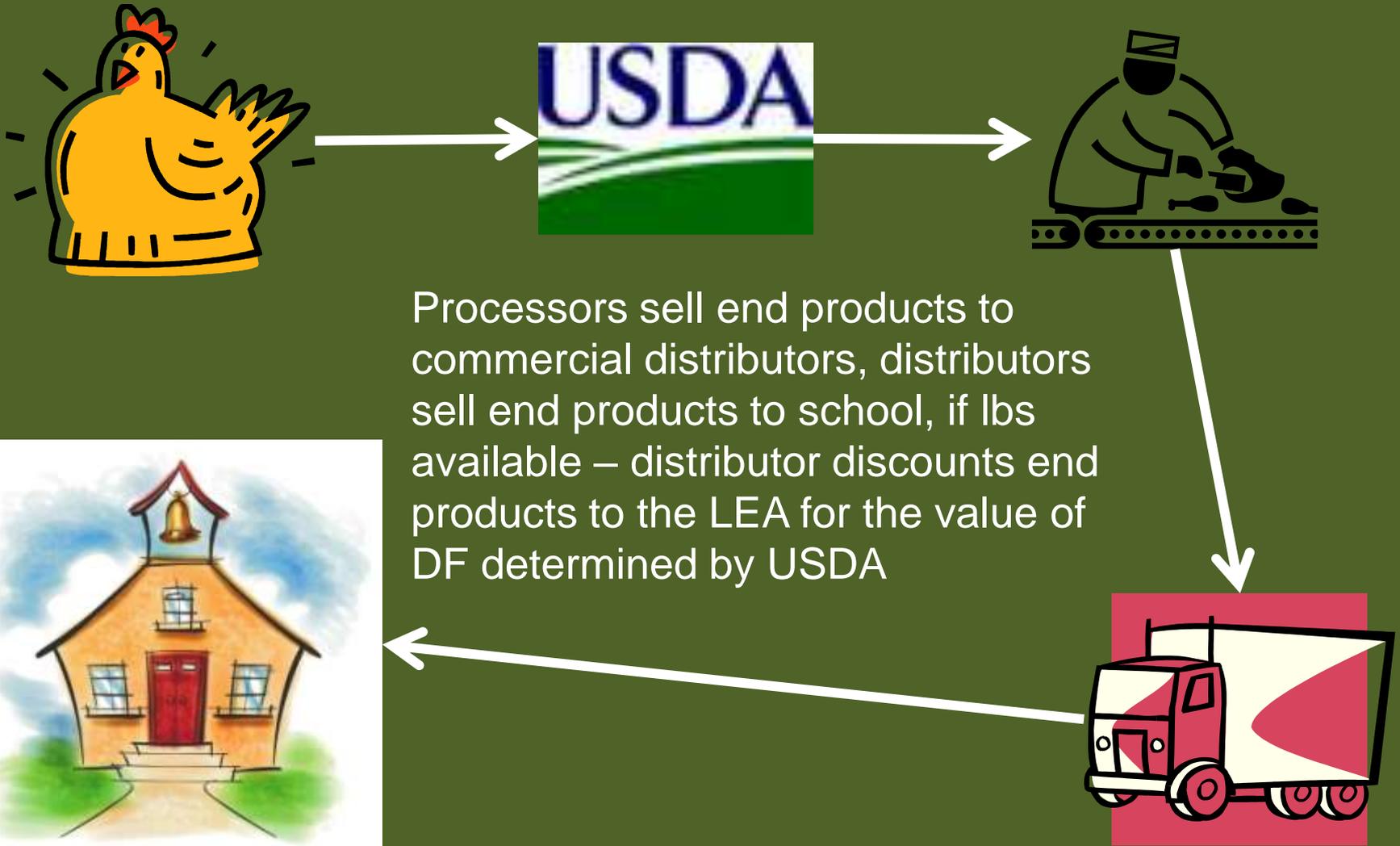
(hypothetical and assuming a “vacuum” scenario or everything equal)



Processor receives DF from USDA, produces end products, only charges LEAs their “Fee For Service” (FFS)

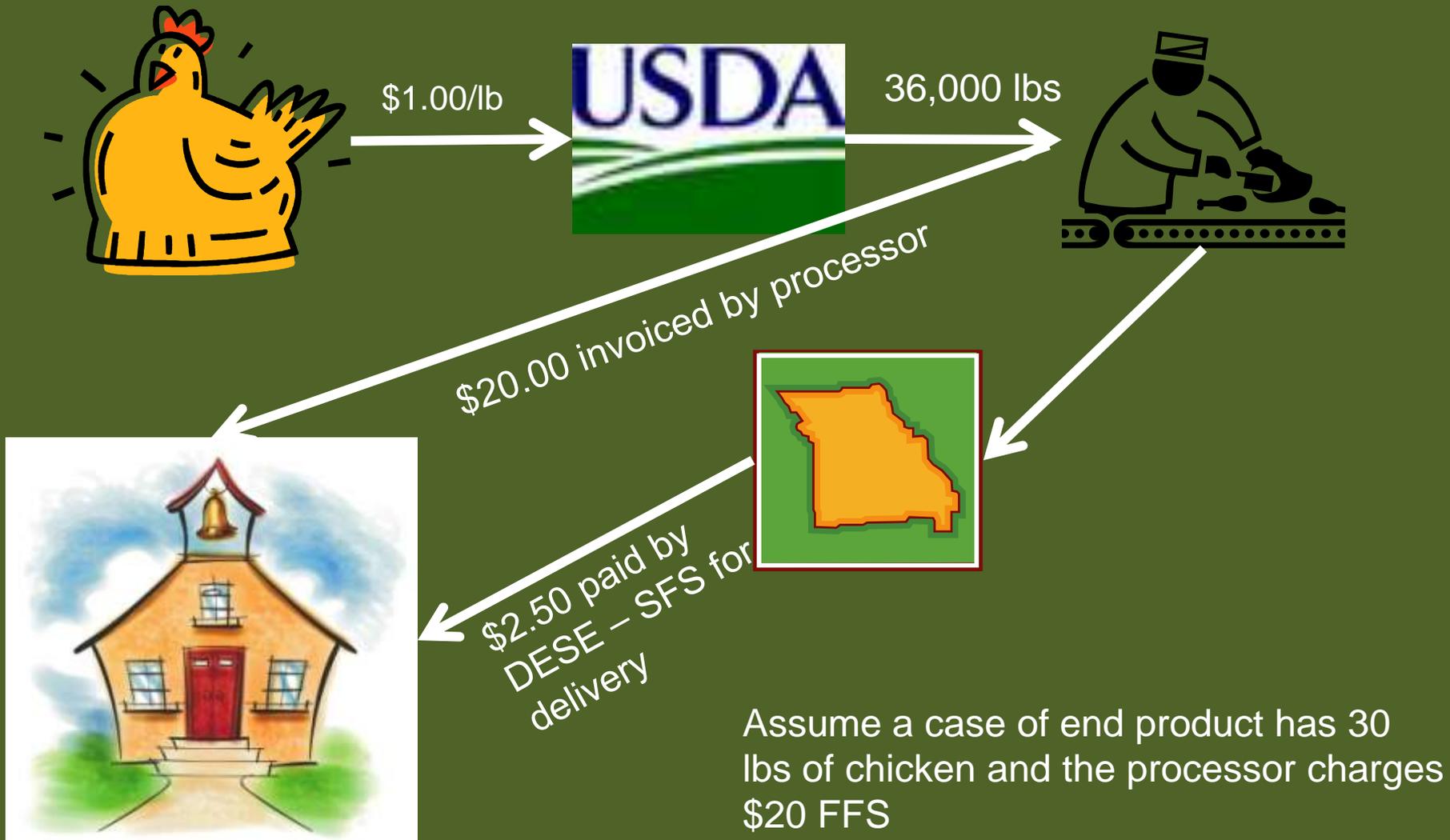
NOI

(hypothetical and assuming a “vacuum” scenario or everything equal)



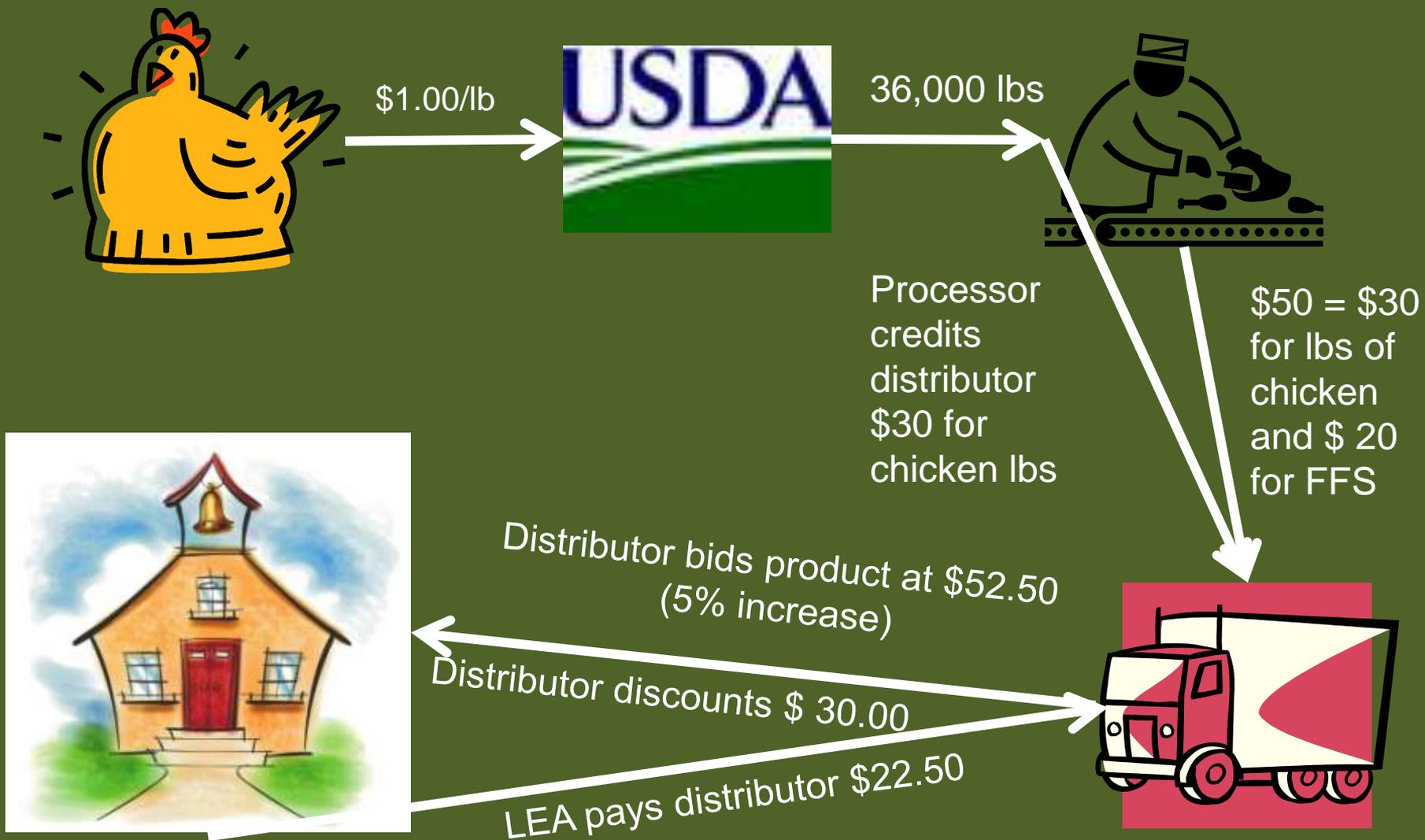
FFS

(hypothetical and assuming a “vacuum” scenario or everything equal)



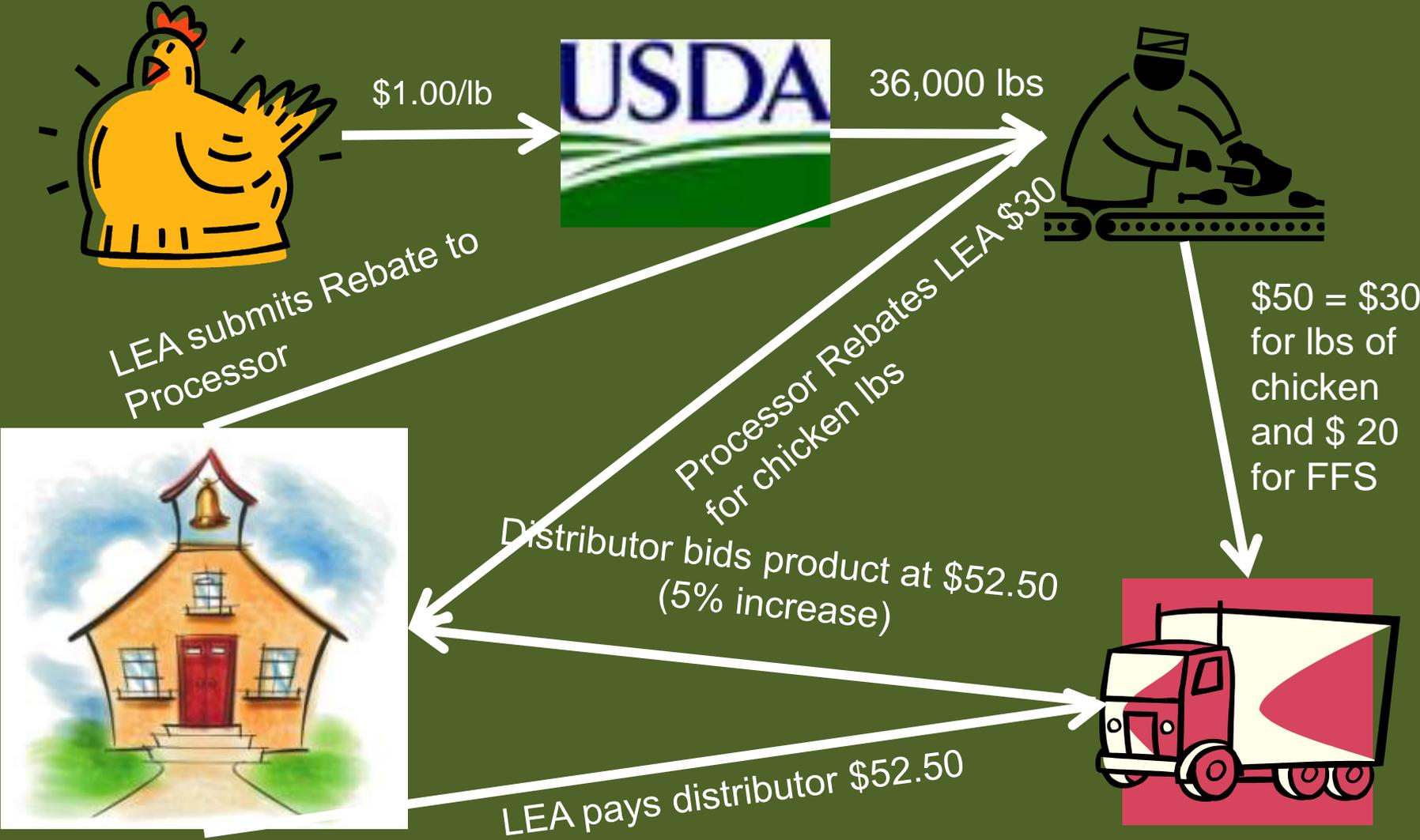
NOI

(hypothetical and assuming a “vacuum” scenario or everything equal)



Rebate

(hypothetical and assuming a “vacuum” scenario or everything equal)



NOI Timeline

- January – February – Calculate and Divert lbs via DESE – SFS annual Packet
- February – June – conduct commercial bid to determine price
- July – Assign distributor for each USDA Food on www.k12foodservice.com or www.processorlink.com
- July – October – Utilize at least 33% of diverted lbs for the school year
- November – Broker check-up with LEAs
- November – January – Utilize at least 66% of diverted lbs for the school year
- February – Broker check-up with LEAs
 - Plan orders for next school year to order on DESE – SFS annual Packet (see #1)
- February – June – Utilize 100% of diverted lbs for the school year for zero (0) balance
 - LEAs with under-utilization may lose lbs to be transferred to LEAs utilizing lbs responsibly and in need of additional lbs for the school year.

NOI Timeline cont.

- Please Note: LEAs electing to participate in the Net-Off-Invoicing (NOI) or Rebate program **must** check with their commercial distributor to verify the actual items available through the distributor which are offered/approved by the processor for NOI. LEAs will have accounts established either on www.k12foodservice.com or www.ProcessorLink.com where they can log in to review their lb balances and make distributor changes.
- Balance for a processor assigned to one distributor
- Using NOI/Rebate lbs early assures full value of entitlement will be received and will open the door for the possibility of additional lbs later in the school year from LEAs who are not responsibly using NOI/Rebate lb diversions.

USDA Foods Packet SY 14-15

- Elections by LEAs are based on Entitlement
- More “brown-box” options
- Department of Defense Produce available to anyone
- **THERE ARE NO LONGER Monthly “Processed” Order Forms (same as SY 13-14)**
 - Open Order will continue to be ordered monthly
 - Only fruit, vegetables, grains/pastas, rice, oil, peanut butter, sun butter and cheese

USDA Foods Packet SY 14-15

- Packet will be Completed and submitted electronically via Excel spreadsheet
 - No more printed copies or snail mail (> 50 pgs)
 - No more copying information into PDF documents
 - Submit completed packet to DonatedFoods@dese.mo.gov and receive a confirmation Email (like current Monthly orders)
 - Save file with Agreement #

USDA Foods Packet SY 14-15

- Only order items you will use – don't "spend" the \$\$ just b/c
 - Remaining Entitlement will go towards additional Open Order items for SY 14-15
- Rebate vs NOI
 - Same end result, different steps
 - Both have to divert lbs via USDA Foods Packet
 - No more "first come, first serve" Rebates
 - If a distributor offers NOI, more efficient than Rebate
- Most processors available in 13-14 still available in 14-15
 - Added Highliner (American Pride) – Fish, Captain Ken's – Beef, Cargill – Turkey, Cherry Central – Apples
 - Removed King's Delight – exited processing program

“Brown Box” via USDA Foods Packet

(tentative dates subject to USDA availability)

- The only opportunity to order these items is via the USDA Foods Packet
- Total quantity calculated for each item will be split *evenly* over the listed delivery periods
 - Estimated quantities for each period are displayed when completing the USDA Foods Packet
 - Quantities and timing are not guaranteed – subject to USDA availability and the orders from ALL MO LEAs
- USDA Fact sheets are hyperlinked to the description
- 8 pc raw cut-up or 8 pc Oven Roasted Chicken
 - Again available after M/MA maximums permanently lifted by USDA
- Enter servings or cases
- Items are “free” – there are no processing fees

“Brown Box” via USDA Foods Packet

(tentative dates subject to USDA availability)

Either Servings or # of Cases
NOT BOTH!!

| | A | B | C | D | E | F |
|----|---------------------|-------------------|-----------|---------------------|---|---|
| | | | | | Agreement #: | |
| | | | | | Entitlement for USDA Foods (Brown Box): | |
| | | | | | 14-15 USDA Foods Packet Ent Remaining: | |
| | | | | | | TOTALS PAGE |
| 6 | | | | | | |
| 7 | | | | | | |
| 8 | | | | | | |
| 9 | Product Code Number | SERVINGS SY 14-15 | <u>or</u> | # of Cases SY 14-15 | lb diversions for SY 14-15 | Product Description <i>(Product Nutritionals Hyperlinked)</i> |
| 10 | 100098 | | <u>or</u> | | | 8 Piece Cut Up Chicken (Raw) |
| 11 | 100101 | | <u>or</u> | | | Chicken, Diced, Fully Cooked, IQF |
| 12 | 100117 | | <u>or</u> | | | Chicken, Fajita Strips, Fully Cooked, IQF |
| 13 | 100121 | | <u>or</u> | | | Turkey Breast, Deli-Style, Cooked, Frozen |
| 14 | 100122 | | <u>or</u> | | | Turkey Breast, Smoked, Deli-Style, Cooked, Frozen |
| 15 | 100123 | | <u>or</u> | | | Turkey, Whole, Raw, Frozen |
| 16 | 100125 | | <u>or</u> | | | Turkey Roasts, Boneless, Ready-to-Cook, Frozen |
| 17 | 100126 | | <u>or</u> | | | Turkey Ham, H2O Add, Fully Cooked, Frozen |
| 18 | 100158 | | <u>or</u> | | | Ground Beef, Fine, Raw, LFTB Free, Frozen |
| 19 | 100173 | | <u>or</u> | | | Pork Roast, Boneless, Trimmed, Frozen |
| 20 | 100184 | | <u>or</u> | | | Pork Ham, H2O Add, Boneless, Fully Cooked, Frozen |
| 21 | 100187 | | <u>or</u> | | | Pork Ham, SLICED, H2O Add, Boneless, FC, Frozen |
| 22 | 100188 | | <u>or</u> | | | Pork Ham, DICED, H2O Add, Fully Cooked, Frozen |
| 23 | 100201 | | <u>or</u> | | | Catfish Strips, Breaded, Oven Ready, IQF |
| 24 | 100877 | | <u>or</u> | | | Chicken, CANNED w/ Broth, FullyCooked, De-boned |
| 25 | 110080 | | <u>or</u> | | | 8 Piece Oven Roasted Chicken |

or either servings or # of cases (not both) for Brown Box

“Brown Box” via USDA Foods Packet

(tentative dates subject to USDA availability)

Automatically Calculates

| | | | Delivery Schedule (subject to change) | | | | | | | | | | Total Requested Cases |
|-----------------------------|--------|---|---------------------------------------|----------|---------|---------|---------|---------|---------|---------|---------|--------|-----------------------|
| TOTALS PAGE | | | Aug. 14 | Sept. 14 | Oct. 14 | Nov. 14 | Dec. 14 | Jan. 15 | Feb. 15 | Mar. 15 | Apr. 15 | Totals | Total Requested Cases |
| Planned # of Del. SY 14-15 | | | | | | | | | | | | | |
| Estimated Delivery Schedule | 100098 | 8 Piece Cut Up Chicken (Raw) | | | | | | | | | | | |
| | 100101 | Chicken, Diced, Fully Cooked, IQF | | | | | | | | | | | |
| | 100117 | Chicken, Fajita Strips, Fully Cooked, IQF | | | | | | | | | | | |
| | 100121 | Turkey Breast, Deli-Style, Cooked, Frozen | | | | | | | | | | | |
| | 100122 | Turkey Breast, Smoked, Deli-Style, Cooked, Frozen | | | | | | | | | | | |
| | 100123 | Turkey, Whole, Raw, Frozen | | | | | | | | | | | |
| | 100125 | Turkey Roasts, Boneless, Ready-to-Cook, Frozen | | | | | | | | | | | |
| | 100126 | Turkey Ham, H2O Add, Fully Cooked, Frozen | | | | | | | | | | | |
| | 100158 | Ground Beef, Fine, Raw, LFTB Free, Frozen | | | | | | | | | | | |
| | 100173 | Pork Roast, Boneless, Trimmed, Frozen | | | | | | | | | | | |
| | 100184 | Pork Ham, H2O Add, Boneless, Fully Cooked, Frozen | | | | | | | | | | | |
| | 100187 | Pork Ham, SLICED, H2O Add, Boneless, FC, Frozen | | | | | | | | | | | |
| | 100188 | Pork Ham, DICED, H2O Add, Fully Cooked, Frozen | | | | | | | | | | | |
| | 100201 | Catfish Strips, Breaded, Oven Ready, IQF | | | | | | | | | | | |
| | 100877 | Chicken, CANNED w/ Broth, FullyCooked, De-boned | | | | | | | | | | | |
| | 110080 | 8 Piece Oven Roasted Chicken | | | | | | | | | | | |
| Total Cases/Month: | | | 0 | 0 | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | | | | 0 | |

Can Manually Enter Delivery Period
Once Formula is gone, will not come back

USDA Packet Notes

- Poultry – white, dark, and natural proportion options

White
calculated
1st by svg

White and
Dark lbs
must be
Equal

| | Product Code Number | SERVINGS SY 14-15 | lbs for Processing SY 14-15 | Product Description | |
|-----------|---------------------|-------------------|-----------------------------|---|---|
| A - White | 2364-40 | | | Oven Roasted Skinless Turkey Breast (4 oz) | |
| | 2098-21 | | | Sliced Oven Roasted Turkey Breast (3 oz) | |
| | 2098-21 | | | Sliced Smoked Turkey Breast (3 oz) | |
| | 2307-24 | | | Sliced Turkey Breast Steak (2 = 3.1 oz) | |
| | 2156-34 | | | New World Turkey Pot Roast (3.22 oz) | |
| | 6126-60 | | | Hot Dogs - Turkey Franks (8 per lb.) | |
| | 2096-12 | | | Sliced Italian Combo, Salami, Pepperoni, Ham (3 oz) | |
| | 2565-21 | | | Sliced Turkey Ham (3.06 oz) | |
| | 2031 | | | Canadian Bacon Style Sliced Turkey (2 = 1.52 oz) | |
| | 6148-31 | | | Cooked Turkey Burger (2.54 oz) | |
| B - Dark | 2089-24 | | | Sliced Turkey Ham Steak (2 = 3.02 oz) | |
| | 2025-24 | | | Turkey Ham Slicing Log (3.01 oz) | |
| | 2872-28 | | | Dark Turkey Stew Starter (3.06 oz) | |
| | 2130-08 | | | Sliced Pepperoni Coin Size (2.67 oz) | |
| | 2840-28 | | | Cooked Turkey Taco Meat (2.97 oz) | |
| | Natural Items | 2178-04 | | | Netted Raw Breast & Thigh Roast (2.29 oz) |
| | | 6399 | | | Savory Turkey Meatball (2.57 oz) |
| | | | | | Savory Turkey Crumble |
| | | | | | Italian Sausage |
| | | | | | Cooked Turkey & Gravy (4 oz) |
| | | | | Cooked Turkey Spaghetti Sauce (4.89 oz) | |
| | | | | Cooked Turkey Chili (4.23 oz) | |
| | | | | Cooked Turkey Sloppy Joe (4.94 oz) | |
| | | | | Cooked Turkey Taco (2.97 oz) | |
| | | | | | |
| | | 0.00 | | Sub Total "A" White Meat 100124 (MUST BE EQUAL TO DARK) | |
| | | 0.00 | | Sub Total "B" Dark Meat 100124 (MUST BE EQUAL TO WHITE) | |
| | | 0.00 | | TOTAL lbs of 100124 (TURKEY Chilled) for 14-15 | |
| | | \$0.00 | | 100124 USDA Foods Packet Entitlement | |

Natural Proportion
Items calculated the
same as all other
items by svgs. Do not
have to offset lbs.

After White lbs determined,
offset lbs by entering DARK lbs.
Can be all one product or
spread amongst products

USDA Packet Demo

- Calculator is set up to input # of servings for the entire 14-15 school year
 - Calculates lbs DF needed to produce servings
 - Calculates estimated entitlement to purchase lbs of DF
 - Calculates remaining Entitlement after each election
- *Can only type in yellow cells – don't be scared*
- Feel free to run hypothetical scenarios to determine the best products for your LEA
- When satisfied, save with Agreement # and submit to DESE – SFS just like monthly Open Order

USDA Packet Notes

- [Nutritional Information](#) hyperlinked on bottom right corner
- [Contact Information](#) for each vendor posted to web
- No longer have predetermined amounts – can spread however you would like – does not have to be even
- Detailed [instructions](#) posted to web
- Enter your Agreement # with hyphen
- Due Date = Friday February 28th, 2014

- Processed items area full year commitment
 - PAY YOUR INVOICES – shortages are monitored by DESE and reconciled at the end of the SY

Sample Reconciliation Info

Food Service Director –

Missouri Department of Elementary and Secondary Education – School Food Services (DESE – SFS) has completed the annual inventory reconciliation with the contracted warehouse, Food Distribution Associates (FDA) for School Year 2012 – 2013. During the reconciliation process, records indicated LEA **084-003** was shorted the following item(s) sometime during SY 12-13:

| Shorted Qty | Item # Shorted | Description | Processing Fee | DF Value | Total Shorted Value |
|---------------|----------------|-----------------------|----------------|-----------|---------------------|
| 1 | CNQ15401 | Don Lee beef crum 2.0 | \$ 39.60 | \$ 153.34 | \$ 192.94 |
| TOTAL: | | | | | -\$192.94 |

The below items will be shipped by Lanter Distributing in August to make up for the shortages:

| Make-up Qty | Make-up Item # | Description | Processing Fee | DF Value | Total Make-up Value |
|---------------|----------------|----------------|----------------|----------|---------------------|
| 2 | 5874 | Beef Patty Mix | \$ 25.31 | \$ 74.57 | \$ 99.88 |
| TOTAL: | | | | | \$199.76 |

Department of Defense Fresh Program

- Began as a pilot program and LEAs were grandfathered in
- Grown over the years and changes have been made by the Department of Defense
 - One long-term contracted vendor for **ALL** of MO
 - C & C Produce in Kansas City
 - All produce orders are submitted via FFAVORS
 - Prices may be higher than purchasing commercially
- Utilizes Entitlement and must be elected via the USDA Foods Packet

DoD vs FFVP

DoD

- Began as a pilot program and LEAs were grandfathered in
- Grown over the years and changes have been made by the Department of Defense
 - One long-term contracted vendor for **ALL** of MO
 - C & C Produce in Kansas City
 - All produce orders are submitted via FFAVORS
 - Prices may be higher than purchasing commercially
- ***Utilizes Entitlement and must be elected via the USDA Foods Packet***

FFVP

- Grant-based program
- Annual Application
- ***Elementary School Only***
- Notification sent to Elementary Schools >50% F/R
- Grant determined per enrolled student
 - Between \$50-\$75 per student
- Monthly claims submitted to DESE for reimbursement
- ***Conducted outside breakfast and lunch but during school day***

MO Commodities 101

.....Deliveries

- DESE contracts warehousing/delivery
 - New vendor for SY 13-14 = Lanter Distributing
 - Will be same for SY 14-15
- DESE pays for storage, handling and delivery for all public LEAs
 - Non-publics only pay delivery
- Nine (9) deliveries per school year: August – April
 - 7:00 a.m. – 3:00 p.m.
- Attempt to stay on a cycle deliver schedule for consistency
- Mark any discrepancies (over or under) on the Bill of Lading before signing – BOTH COPIES (LEA and Lanter)
- Inclement weather – Lanter will deliver if they can make it whether school is in session or not

MO Commodities 101

.....Open Order

- Open Order form is available on the DESE – SFS Commodities page
 - Updated MONTHLY – use the current form
 - Posted by the 1st of each month
 - Open Orders are due by the 15th of each month (July – March)
 - Must be E-mailed
 - Deliveries are made the month following submission
 - Items with limited quantities are denoted with a ** (## = for everyone)
 - Orders received above inventory levels are adjusted by a percentage of the original ordered amount for each LEA
 - Adjustments are posted by the end of the order month

School Lunch Solutions and Opportunity Buysnot USDA DF

- School Lunch Solutions and National Food Group (formerly United Commodity Group) may offer your LEA additional commercial items to purchase
 - Delivered by Lanter *with* USDA DF, but not USDA DF
 - LEAs can purchase any items from SLS or NFG, but DESE – SFS receives no information about commercial items
 - Separate Bill of Ladings will be issued by Lanter
 - Any problems with SLS or NFG items should be directed to:
 - SLS – John Pickert, 800-520-1399 ext 1
 - NFG – Nick Goetz: 888-824-0700 ext. 1133

Miscellaneous

- Open Order amounts will attempt to be similar to 13-14 (remember only f/v, grains, cheese, etc)
 - Plan to have cheese options like 13-14
 - Only offer WG products again in 14-15
 - Catfish Strips (100201) are WGR
 - Continue to increase F/V options
 - Adjustments posted monthly
- [ACDA Conference](#) in Austin, TX April 27-29, 2014
- [SNA Annual Conference](#) in Boston July 14-17, 2014
 - MO FSD – Leah Schmidt National SNA President
- Thank you to our host district

Who's Confused??



NOI

SNA

FFS

ACDA

AMS

6 ¢ Cert

ProcessorLink

Rebates

FSA

WGR

DoD

Monthly Orders

Open Order

MFFS

FFVP

VPT

Processing Packet

K12Foodservice.com

WBSCM

FFAVORS

Commodities vs USDA Food

Abbreviations – Acronyms

- ACDA — American Commodity Distribution Association
- AMS — Agriculture Marketing Service
- DoD — Department of Defense
- FFAVORS — Fresh Fruit and Vegetable Order Receipt System
- FFS — Fee For Service
- FFVP — Fresh Fruit and Vegetable Program
- FSA — Farm Service Agency
- MFFS — Modified Fee For Service
- NOI — Net-Off-Invoicing
- SNA — School Nutrition Association
- VPT — Value-Pass-Through
- WGR — Whole Grain Rich
- WBSCM — Web Based Supply Chain Management

Food Show

- Directions
- DESE – SFS Staff to assist with Packets
- Housekeeping

Questions before we leave?

THANK YOU for coming

BEST of LUCK in SY 14-15

Contacts

Karen Wooton – Director – School Food Services
karen.wooton@dese.mo.gov, 573-751-3526

Matthew Essner – Assistant Director – Donated Food Program, DoD, FFVP,
Commodity Shelf Newsletter, oversight of USDA DF
matthew.essner@dese.mo.gov, 573-522-1974

Andy Dudenhoeffer – Supervisor, Processing Specialist, Issues with processed
products, Delivery issues
andy.dudenhoeffer@dese.mo.gov, 573-751-7253

DeeDee Kilson – Administrative Assistant, Monthly Performance Reports,
Processing Packets reviews, Warehouse billing/inventory tracking
deedee.kilson@dese.mo.gov, 573-751-1706

Amy Halderman – Administrative Assistant, Monthly Orders, Filing, Data entry
amy.halderman@dese.mo.gov, 573-751-2646

Lanter Distributing: Joni Buck, Kim Ackerman, and Josh Drake
816-459-4823