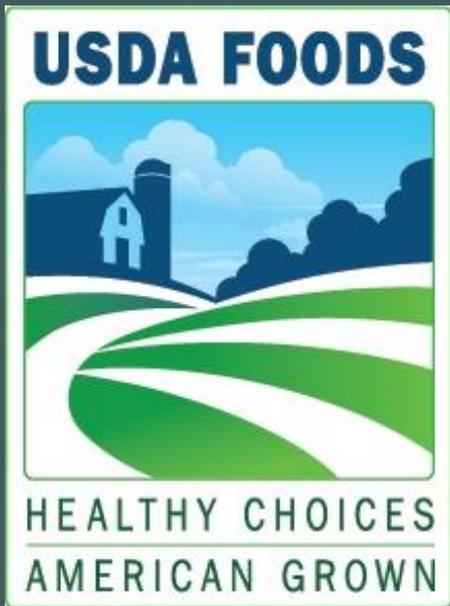
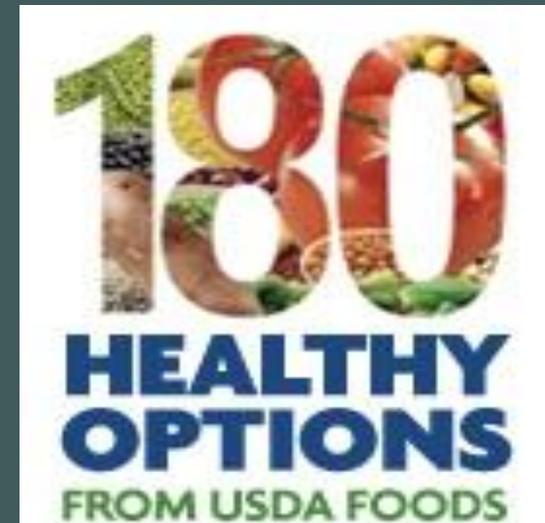


MO Department of Elementary and Secondary Education

## Food & Nutrition Services



2015  
Commodity  
Expos  
Feb. 11-13, 2015



**Matthew Essner**

Director, DESE – FNS Food Distribution

**Andy Dudenhoeffer**

Food Distribution Specialist, DESE – FNS Food Distribution

# Introductions

**Karen Wooton** – Coordinator – Food & Nutrition Services  
**karen.wooton@dese.mo.gov, 573-751-3526**

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

**Andy Dudenhoeffer** – Food Distribution Specialist – FNS Food Distribution, 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**  
**Kackerman@lanterdist.com, 816-459-4823**

Trivia?

Where are the MO USDA Foods Stored



# Trivia?

## Where are the MO USDA Foods Stored



**FACT #1**

SubTropolis is a comfortable 65° to 70° every day of the year.

**"GUS"**  
GREAT UNDERGROUND SPACE

**SUBTROPOLIS**  
The World's Largest Underground Business Complex.™

**FACT #2**

SubTropolis has nearly 5,000,000 square feet of leased warehouse space.

**"GUS"**  
GREAT UNDERGROUND SPACE

**SUBTROPOLIS**  
The World's Largest Underground Business Complex.™

**FACT #4**

SubTropolis is home to more than 50 companies like Hallmark and USPS.

**"GUS"**  
GREAT UNDERGROUND SPACE

**SUBTROPOLIS**  
The World's Largest Underground Business Complex.™

**FACT #5**

SubTropolis has over 1,500 people working underground each day.

**"GUS"**  
GREAT UNDERGROUND SPACE

**SUBTROPOLIS**  
The World's Largest Underground Business Complex.™



Informational sign on the left wall.

EXIT sign on the right wall.





Andy's awfully chipper to be heading out on a route @ 4:00 a.m. This was before Charlie warned him it would be a 14 hour day!



Where's my trucker hat??

**SUBTROPOLIS**  
*The World's Largest Underground Business Complex.*



LOAD	LEN #	PICK DATE	SHIP DATE	Status			TRL #	PLT QTY	SWEEP EVERY TRL WHEN YOU LOAD !!!
				PICK	LOAD	LOT			
Tim Independence	405198	1/16	1/19	/	---	---	3520		
St Gabriels	405135	1/16	1/19	/	---	---	3520		
Charlie Neesho	405010	1/16	1/19	/	---	---	32002		
Spsfld Groc	404950	1/16	1/19	/	---	---	30404		
Spsfld Groc	404954	1/16	1/19	/	---	---	30501		
Spsfld Groc	404953	1/16	1/19	/	---	---	30405		
Raytown	405199	1/16	1/19	/	---	---	3520		
JD #1 Rolls County	405088	1/16	1/19	/	---	---			
				/	---	---			
				/	---	---			
JD #1 Montg. City	404957	1/15	1/16	/	---	---			



# DELIVERY OF USDA FOODS

- *Lanter Distributing is our MO contracted distribution/ warehousing facility.*
- *Lanter Distributing makes one monthly delivery/LEA.*
- *Lanter Distributing will notify 4 days in advance to inform LEA's when they will be delivering and what they are bringing.*



# DELIVERY OF USDA FOODS

- *Once a month delivery of USDA Donated Foods (DF) to LEAs of Missouri begins the first full week of August and will continue through April (9 deliveries per school year).*
- *LEAs must accommodate for the delivery of DF any time between 7 a.m. and 3 p.m. Monday through Friday except on:*
  - Labor Day (Sept. 1<sup>st</sup>)
  - Thanksgiving, the day before and after (Nov. 26-28)
  - Christmas Break
  - Martin Luther King Jr. Day (Jan. 19<sup>th</sup>)
  - Presidents' Day (Feb. 16<sup>th</sup>)
  - Good Friday (Apr. 3<sup>rd</sup>)
  - Monday after Easter (Apr. 6<sup>th</sup>)
- *Deliveries are only required to be "tailgate", meaning that the truck driver only has to bring the delivered products to the tailgate of the trailer. From there, it is the LEA's responsibility to get the delivered products into the LEA.*
- **BE SURE TO MARK ANY DISCREPIANCIES ON THE DELIVERY RECEIPT!!!!**



# 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, Lanter Distributing for School Year 2013 – 2014. During the reconciliation process, records indicated LEA **076-408** was shorted the following item(s) sometime during SY 13-14:

Shorted Qty	Item # Shorted	Processor Name	Description	DF Value	Processing Fee	Total Value Per Case	Total Shorted Value:
1	F-2848-28	Jennie-O	Cooked Ground Turkey Crumbles (2.84 oz)**	\$31.21	\$34.16	\$65.37	\$65.37

**TOTAL: -\$65.37**

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

Make-up Qty	Make-up Item #	Processor Name	Description	DF Value	Processing Fee	Total Value Per Case	Total Make-up Value:
1	F-2840-28	Jennie O	Cooked Turkey Taco Meat (2.97 oz) **	\$29.69	\$37.80	\$67.49	\$67.49

**TOTAL: \$67.49**

DESE – SFS made every attempt to ship like products for shorted items. The above items shorted during SY 13-14 were invoiced by the appropriate processor. **All invoices should have been paid.** If payments were shorted for items not delivered, please pay the original processor their due amount for items originally supposed to be delivered. **These products will be delivered along with your August delivery.**

All Make-up Items were excess inventory on hand at Lanter Distributing during the annual inventory conducted by DESE – SFS. **LEAs will not be invoiced for Make-up Items because they were excess inventory.** The Processing Fee and Donated Food (DF) Value are included for documentation so LEAs can see all attempts were made by DESE – SFS to provide LEAs with more Total Make-up Value than Total Shorted Value.

Please contact Andy Dudenhoeffer with any questions concerning the above information.

# MO Delivery Timeline/Constraints

**September** – Labor Day, 4 weeks of normal delivery

some LEAs start early, so not

**October** – Longest month, plan ahead for Nov

**December** – Christmas = tough to catch LEAs all week, 3 weeks

**November** – Thanksgiving = tough to catch LEAs all week, 2 weeks

**January** – New Year, 4 weeks minus holidays and snow

**March** – Spring Break

**February** – 4 weeks minus holidays and snow

**April** – Easter, last delivery, end of school

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
3	4					
10	11					
17	18	19	20	21	22	
24	25	26	27	28	29	30
31						

September Holidays

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
21	22	23	24	25	26	27
28	29	30				

September Holidays

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

October Holidays

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
2						
9	10	11	12	13	14	15
16	17	18	19	20	21	
23	24	25	26	27	28	29
30						

November Holidays  
Candlemas Day - 2  
Veterans Day - 11  
Thanksgiving - 27

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
11	12	13				
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

November Holidays

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

January Holidays

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

February Holidays  
Groundhog Day - 2  
Valentine's Day - 14  
Presidents Day - 18

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

March Holidays  
Candlemas Day - 2  
St. Patrick's Day - 17

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

April Holidays  
April Fool's Day - 1  
Easter - 5  
Earth Day - 22

# Strawberry Cup Issues

PACKED BY  
DEL MAR  
FOOD  
PRODUCTS  
1720 W. BEACH  
WATSONVILLE  
CA 95076

96 - 4.5 OZ CUPS  
NET WT 27 LBS (12.24

7100H  
4200AA



Even when  
punctured,  
difficult to open

Two layers of  
film on cups



# USDA Foods Resources

- <https://www.youtube.com/user/USDAfoodandnutrition/videos?sort=dd&view=0&flow=grid>



**USDA Food and Nutrition Service** Subscribe 1,251

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 <p><b>Feed the Children - Summer Feeding Video</b> 3:03</p>	 <p><b>USDA State Emergency Notification System (SENS).</b> 21:56</p>	 <p><b>Summer Meals Food for Good Webcast</b> 10:56</p>	 <p><b>Ask USDA! - #SummerMeals Q &amp; A Session</b> 50:48</p>	 <p><b>Mastering the Summer for New Sites &amp; Sponsors</b> 1:11:40</p>	 <p><b>Finding, Buying and Serving Local Foods ...</b> 46:27</p>

# USDA Foods Resources

- <https://usdafnsocco.wufoo.com/forms/usda-foods-webinar-series-for-school-programs/>

Join us for our winter/spring USDA Foods webinar series for school programs!  
Get ready for SY-2016 ordering with this variety of practical topics.

***State Panel: Managing the USDA Foods Ordering Process***

**Wednesday, February 11, 1-2 p.m. EST**

Chris Facha (Oregon), Angela Hodapp (Texas), and Linda Hubeny (Connecticut)  
Moderated by Peggy Cantfil (USDA/FNS)

***USDA Foods Entitlement and Inventory Management from the School Food Authority Level***

**Wednesday, February 25, 2-3 p.m. EST**

Cynthia Barton (Texas), Crystal Cooper (North Carolina), and Beverly Girard (Florida)  
Moderated by Janet West (USDA/FNS)

***USDA Foods and School Breakfast***

**Friday, March 6, 2-3 p.m.**

Julie Skolmowski (USDA/FNS) + Guest Speakers TBA

\*March 2-6 is National School Breakfast Week\*

***Why and How USDA Foods and Schools Support Domestic Agriculture  
and The Agricultural Market Outlook***

**Wednesday, March 18, 2-3:30 p.m. EST**

Peggy Cantfil (USDA/FNS) and Dave Tuckwiller (USDA/Agricultural Marketing Service)

\*March 18 is National Agriculture Day\*

***USDA Foods Nutrition: New Foods, Pilots, Sodium Targets, and Allergen Information***

**Wednesday, March 25, 2-3 p.m. EST**

Christina Riley (USDA/FNS) and Julie Skolmowski (USDA/FNS)

\*March is National Nutrition Month\*

# “Creating Healthy Menus with USDA Foods” webinar

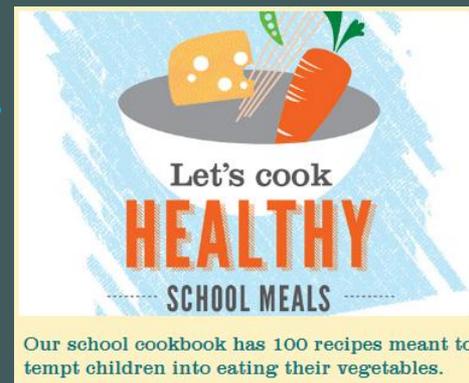
- Massachusetts project presented by Scott Richardson. Lots of great info on [www.projectbread.org](http://www.projectbread.org)

– School

Initiatives: <http://www.projectbread.org/children-and-schools/#mosaicLink>

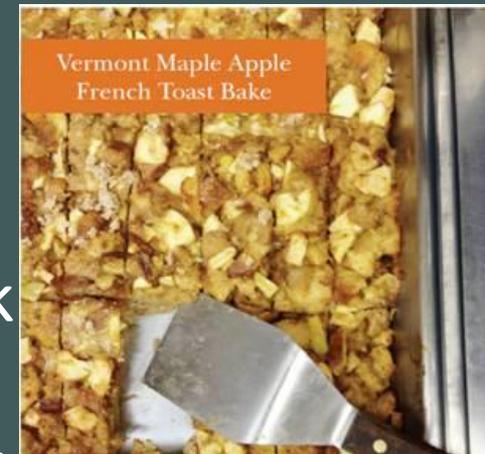
– FREE Cookbook with 100s of

recipes: <http://www.projectbread.org/reusable-components/accordions/download-files/school-food-cookbook.pdf>



# “Creating Healthy Menus with USDA Foods” webinar

- New School Cuisine Vermont project presented by VT CNP Director, Laurie Colgan:  
[http://education.vermont.gov/documents/EDU-New\\_School\\_Cuisine\\_Cookbook.pdf](http://education.vermont.gov/documents/EDU-New_School_Cuisine_Cookbook.pdf)
- Well presented cookbook with mouth-watering pictures of the recipes. I seriously want to try many of these recipes...especially the sweet potato & black bean salad on page 52 or the Vermont Maple Apple French Toast Bake on page 128



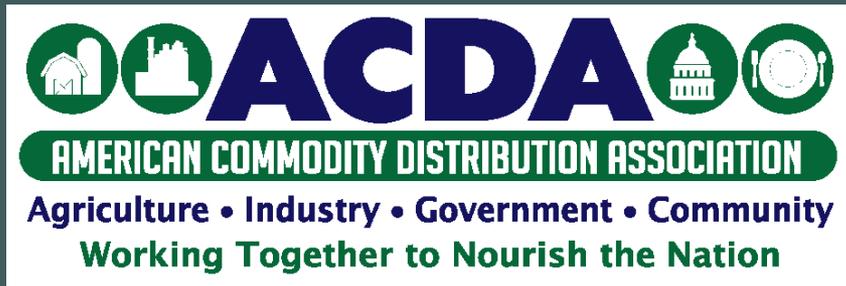
# “Creating Healthy Menus with USDA Foods” webinar

- Idaho Chef Designed School Lunch project presented by Ed Herrera: <http://www.sde.idaho.gov/site/cnp/chef/>
- Cookbook: <http://www.sde.idaho.gov/site/cnp/chef/docs/CHEF%20Designed%20School%20Lunch.pdf>
- Videos preparing each recipe: <http://www.sde.idaho.gov/site/cnp/chef/chefDesignvideos.htm>
- 



# USDA Foods Resources

- <http://www.commodityfoods.org/links>



## Federal Resources

[Daily and Weekly Market Reports](#)

[Federal Food Safety "Gateway"](#)

[Feeding America \(formerly named America's Second Harvest\)](#)

[Food Purchase Reports and Invitations to Bid](#)

[Official USDA Grades for Commodities](#)

[USDA Agencies and Staff](#)

[USDA AMS "National Weekly Pricing Schedule"](#)

## Food Safety

[Guidance for School Food Authorities: Developing a Food Safety Program Based on the Process](#)

[Template for Developing a School Food Safety Program](#)

[Food Defense](#)

[Biosecurity Checklist for School Foodservice Programs: Developing a Biosecurity Management Plan](#)

## Food Recalls and Inventory Management

[NSFMI Inventory Management and Tracking](#)

[NSFMI sample SOPs for Responding to Food Recalls:](#)

[Responding to a Recall, Procedures for Recalls of USDA Foods](#)

[School Nutrition Association](#)

[Consumer Price Index](#)

[USDA Food Buying Guide](#)

[USDA My Plate Page](#)

[USDA Nutrient Database](#)

[USDA Nov 15th Pricing](#)

## USDA

[Agricultural Marketing Service \(AMS\)](#)

[Farm Service Agency \(FSA\)](#)

[Food & Nutrition Service \(FNS\)](#)

[Food Distribution Program](#)

[Food Safety and Inspection Service \(FSIS\)](#)

[USDA Food & Commodity Connection](#)

# UDSA Foods Resources

- [www.nfsmi.org](http://www.nfsmi.org)



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National Food Service Management Institute

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# MO Approved Processors



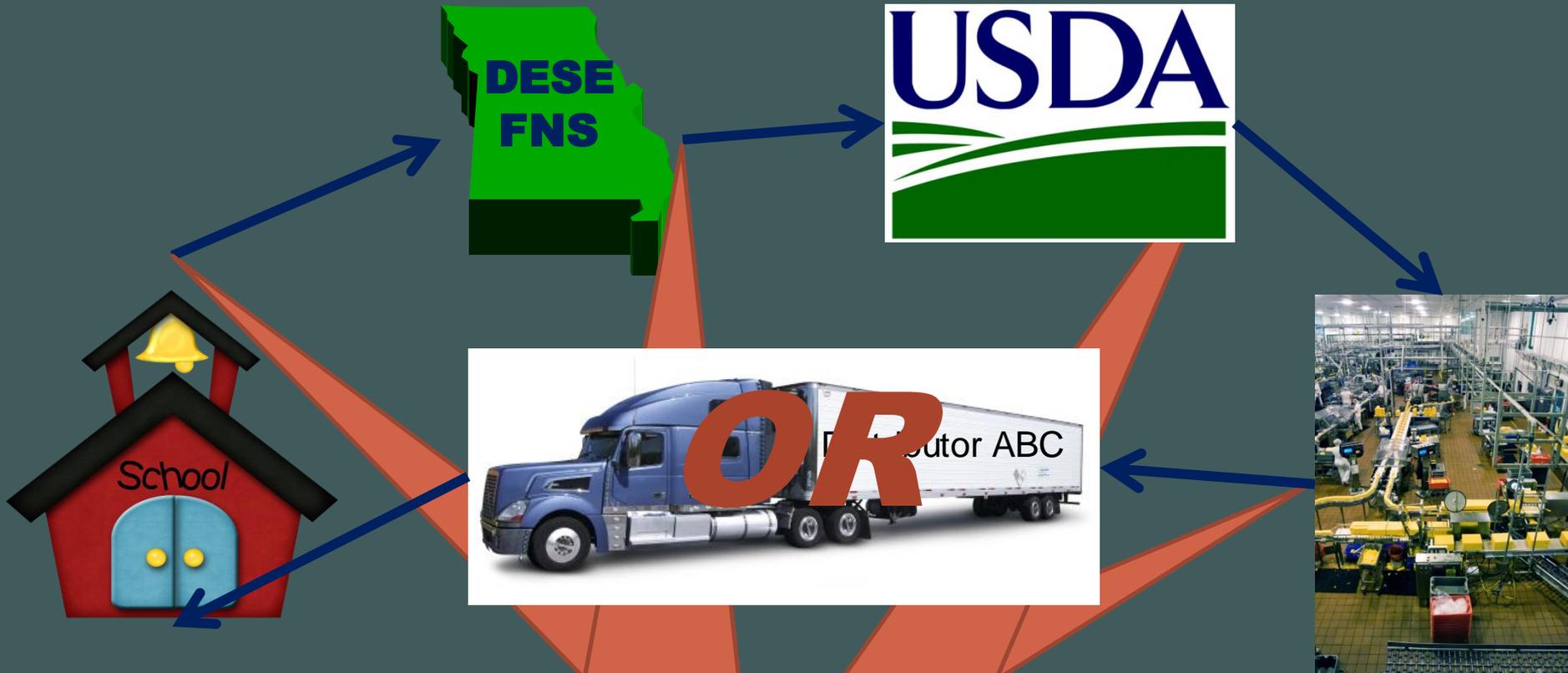
# MO Approved Processors



# What's the procedures for Processing?

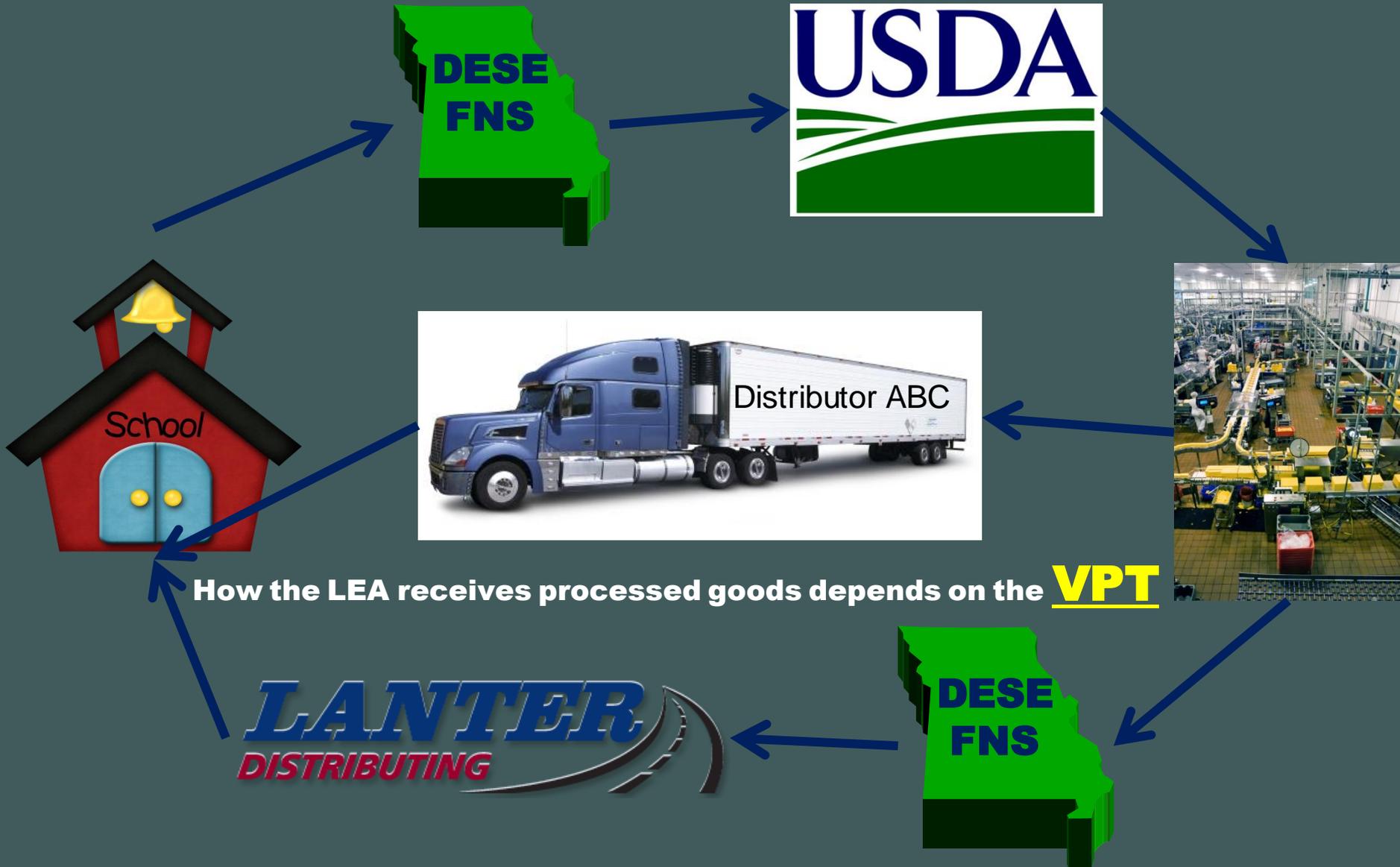


# What's the procedures for Processing?



2) DESE compiles all MO LEA requests and submits orders to USDA via WBSCM

# What's the procedures for Processing?



# 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
- MFFS — 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

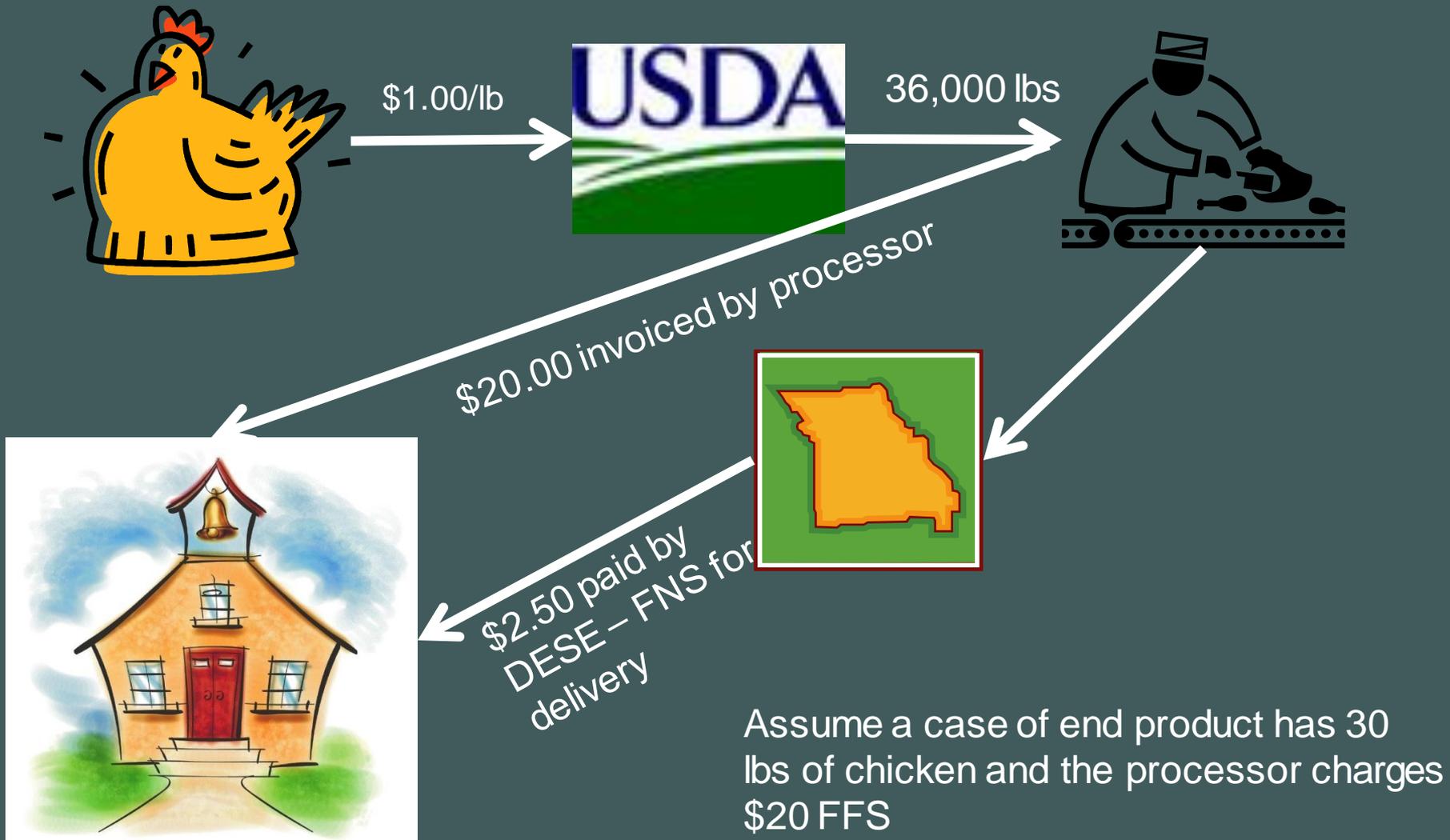
# VPT – Value Pass Through Worksheet

	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

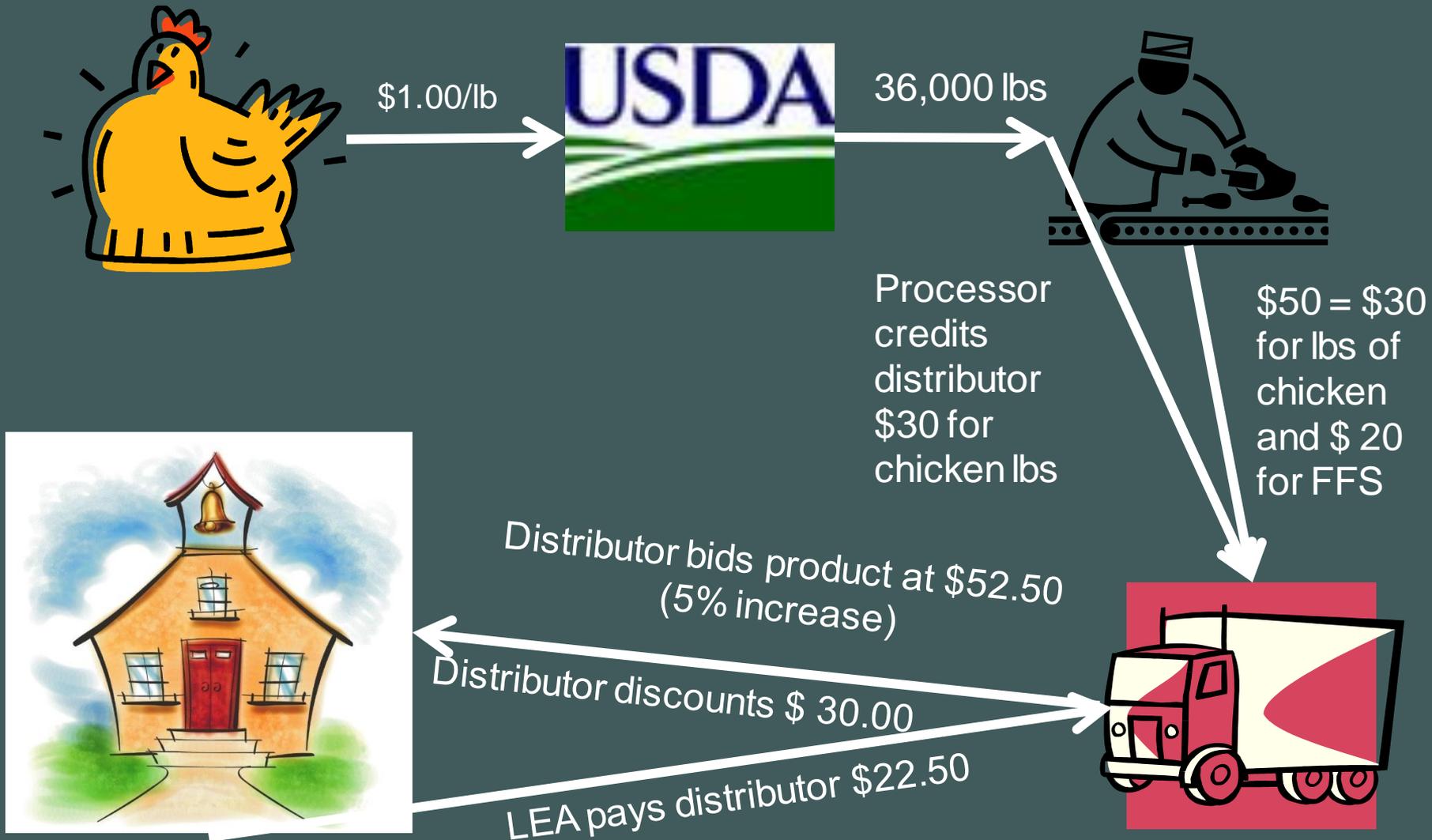
# FFS

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



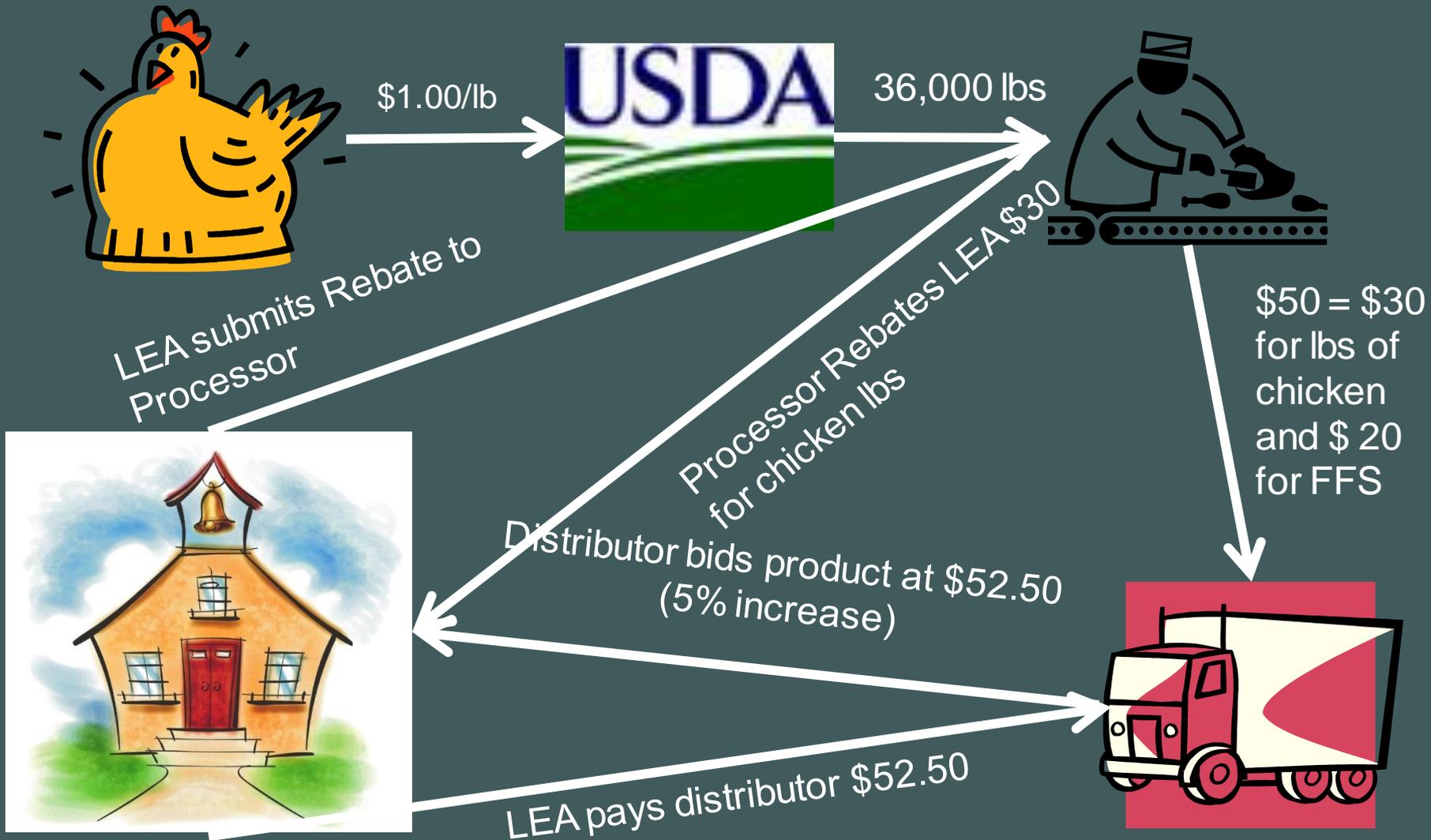
# NOI

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



# Rebate

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



# VPT – Value Pass Through Worksheet

	FFS	MFFS	NOI	Rebate
USDA	\$30	\$30	\$30	\$30
Processor	\$20	\$20	\$20	\$20
Distributor	\$2.50 (pd by State)	\$20	\$50	\$50
Customer	\$20	\$21 (\$20*1.05)	\$22.50 (\$52.50-\$30.00)	\$52.50 (\$50*1.05)
	<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 (\$2.50 pd by State)	\$21	\$22.50	\$22.50 (after \$30 rebate)

- 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 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](http://www.k12foodservice.com) or [www.processorlink.com](http://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.

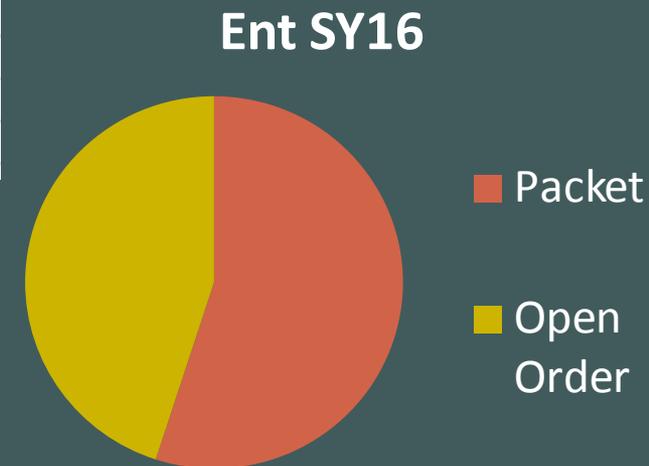
- Please Note: LEAs electing to participate in the Net-Off-Invoicing (NOI) or Rebate program **must** check with their commercial distributor to verify the actual items available through the distributor which are offered/approved by the processor for NOI. LEAs will have accounts established either on [www.k12foodservice.com](http://www.k12foodservice.com) or [www.ProcessorLink.com](http://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 15-16

- Elections by LEAs are based on Entitlement
- More “brown-box” options
- Department of Defense Produce available to anyone
- 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 15-16

SY16 Ent Projections PACKET (as of 1-2-15):	<b>13,336,905.11</b>
SY16 Ent Projections OPEN ORDER (as of 1-2-15):	<b>11,827,066.79</b>
SY15 Ent Projections PACKET (as of 1-8-14):	\$10,903,706.43
SY15 Ent Projections OPEN ORDER (as of 1-8-14):	\$7,850,304.96



% increase in BUDGET SY16 over SY15 PACKET:	22.32%
% increase in BUDGET SY16 over SY15 OPEN ORDER:	50.66%

	<b>26,436,246.34</b>	
Items offered via Packet SY15:	13,394,248.70	50.67% <span style="color:red">▲</span>
Open Order Items SY15:	13,041,997.64	49.33% <span style="color:green">▼</span>

% planned spend in SY16 over SY15 PACKET:	-0.43%
% planned spend in SY16 over SY15 OPEN ORDER:	-9.32%

# USDA Foods Packet SY 15-16

- 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](mailto:DonatedFoods@dese.mo.gov) and receive a confirmation Email (like current Monthly orders)
  - Save file with Agreement #

# USDA Foods Packet SY 15-16

- Only order items you will use – don't "spend" the \$\$ just b/c
  - Remaining Entitlement will go towards additional Open Order items for SY 15-16
- 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

# “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 Oven Roasted Chicken & Canned Chicken
  - *MIGHT* be available – please order w/ caution
- Enter servings or cases
- Items are “free” – there are no processing fees

# 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 – FNS just like monthly Open Order

# “Brown Box” via USDA Foods Packet

*(tentative dates subject to USDA availability)*

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

Either Servings or # of Cases  
**NOT BOTH!!**

*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
			Aug. 14	Sept. 14	Oct. 14	Nov. 14	Dec. 14	Jan. 15	Feb. 15	Mar. 15	Apr. 15	Totals	
Planned # of Del. SY 14-15													
7	100098	8 Piece Cut Up Chicken (Raw)											
9	100101	Chicken, Diced, Fully Cooked, IQF											
9	100117	Chicken, Fajita Strips, Fully Cooked, IQF											
9	100121	Turkey Breast, Deli-Style, Cooked, Frozen											
9	100122	Turkey Breast, Smoked, Deli-Style, Cooked, Frozen											
9	100123	Turkey, Whole, Raw, Frozen											
9	100125	Turkey Roasts, Boneless, Ready-to-Cook, Frozen											
9	100126	Turkey Ham, H2O Add, Fully Cooked, Frozen											
9	100158	Ground Beef, Fine, Raw, LFTB Free, Frozen											
8	100173	Pork Roast, Boneless, Trimmed, Frozen											
8	100184	Pork Ham, H2O Add, Boneless, Fully Cooked, Frozen											
8	100187	Pork Ham, SLICED, H2O Add, Boneless, FC, Frozen											
8	100188	Pork Ham, DICED, H2O Add, Fully Cooked, Frozen											
9	100201	Catfish Strips, Breaded, Oven Ready, IQF											
7	100877	Chicken, CANNED w/ Broth, FullyCooked, De-boned											
7	110080	8 Piece Oven Roasted Chicken											
<b>Estimated Delivery Schedule</b>													
			Total Cases/Month:	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

	Product Code Number	Servings SY 15-16	lbs for Processing SY 15-16	Product Description
Natural Proportion Items	2178-04			Netted Raw Breast & Thigh Roast (2.29 oz)
	6399-30			Savory Turkey Meatball (2.57 oz)
	6401-40			Savory Turkey Crumble
	6402-40			Italian Crumble
	2847-28			Cooked Turkey Gravy (4 oz)
	2853-28			Cooked Turkey Spaghetti Sauce (4.89 oz)
	6397-40			Fully Cooked Turkey Sausage Chorizo Crumble (2.29 oz)
	6398-40			Fully Cooked Turkey Taco Crumble (2.24 oz)
	2854-28	1,500	295.26	Cooked Turkey Chili (4.23 oz)
	2858-28			Cooked Turkey Sloppy Joe (4.94 oz)
2856-28			Cooked Turkey Taco (2.97 oz)	
W-White	2099-21	2,000	337.32	Oven Roasted Skinless Turkey Breast (4 oz)
	2098-21			Sliced Oven Roasted Turkey Breast (3 oz)
	2303-24			Sliced Smoked Turkey Breast (3 oz)
				Pre-Sliced Browned Turkey Breast Steak
B-Dark	6126-20			Hot Dogs - Turkey Franks, 8 per lb.
	2156-34			New World Turkey Pot Roast (3.22 oz)
	2096-12			Sliced Italian Combo, Salami, Pepp...
	2565-21	1,635	337.32	Cooked Turkey Ham (3.06 oz)
	2031			Canadian...
	6148-31			Cooked Turkey Burger
	2025-24			Turkey Ham Slicing Log (3.01 oz)
	2872-28			Diced Turkey in Brown Gravy (3.06 oz)
2130-08			Sliced Pepperoni Coin Size (2.67 oz)	
2840-28			Cooked Turkey Taco Meat (2.97 oz)	

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

White calculated 1<sup>st</sup> by svg

White and Dark lbs must be Equal

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

# 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 27<sup>th</sup>, 2015
  
- Processed items area full year commitment
  - PAY YOUR INVOICES – shortages are monitored by DESE and reconciled at the end of the SY

# 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***

# School Lunch Solutions and Opportunity Buys .....not 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

# Who's Confused??



NOI

SNA

FFS

ACDA

AMS

6 ¢ Cert

ProcessorLink

Rebates

FSA

WGR

DoD

Open Order

Monthly Orders

MFFS

FFVP

VPT

Processing Packet

K12Foodservice.com

FFAVORS

WBSCM

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

# Contacts

**Karen Wooton** – Director – School Food Services  
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**Matthew Essner** – Assistant Director – Donated Food Program, DoD, FFVP,  
Commodity Shelf Newsletter, oversight of USDA DF  
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**Andy Dudenhoeffer** – Supervisor, Processing Specialist, Issues with processed  
products, Delivery issues  
**andy.dudenhoeffer@dese.mo.gov, 573-751-7253**

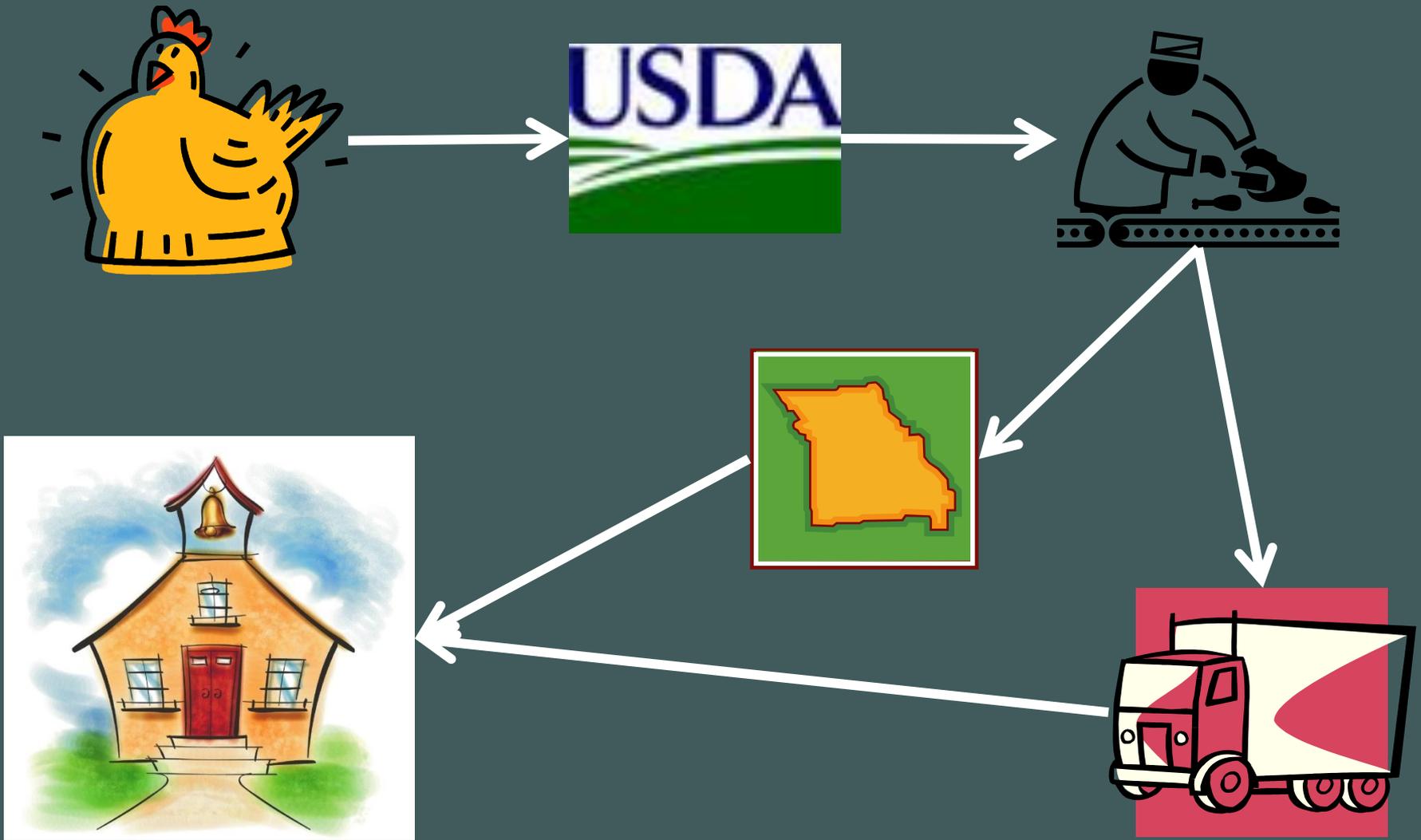
**DeeDee Kilson** – Administrative Assistant, Monthly Performance Reports,  
Processing Packets reviews, Warehouse billing/inventory tracking  
**deedee.kilson@dese.mo.gov, 573-751-1706**

**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**

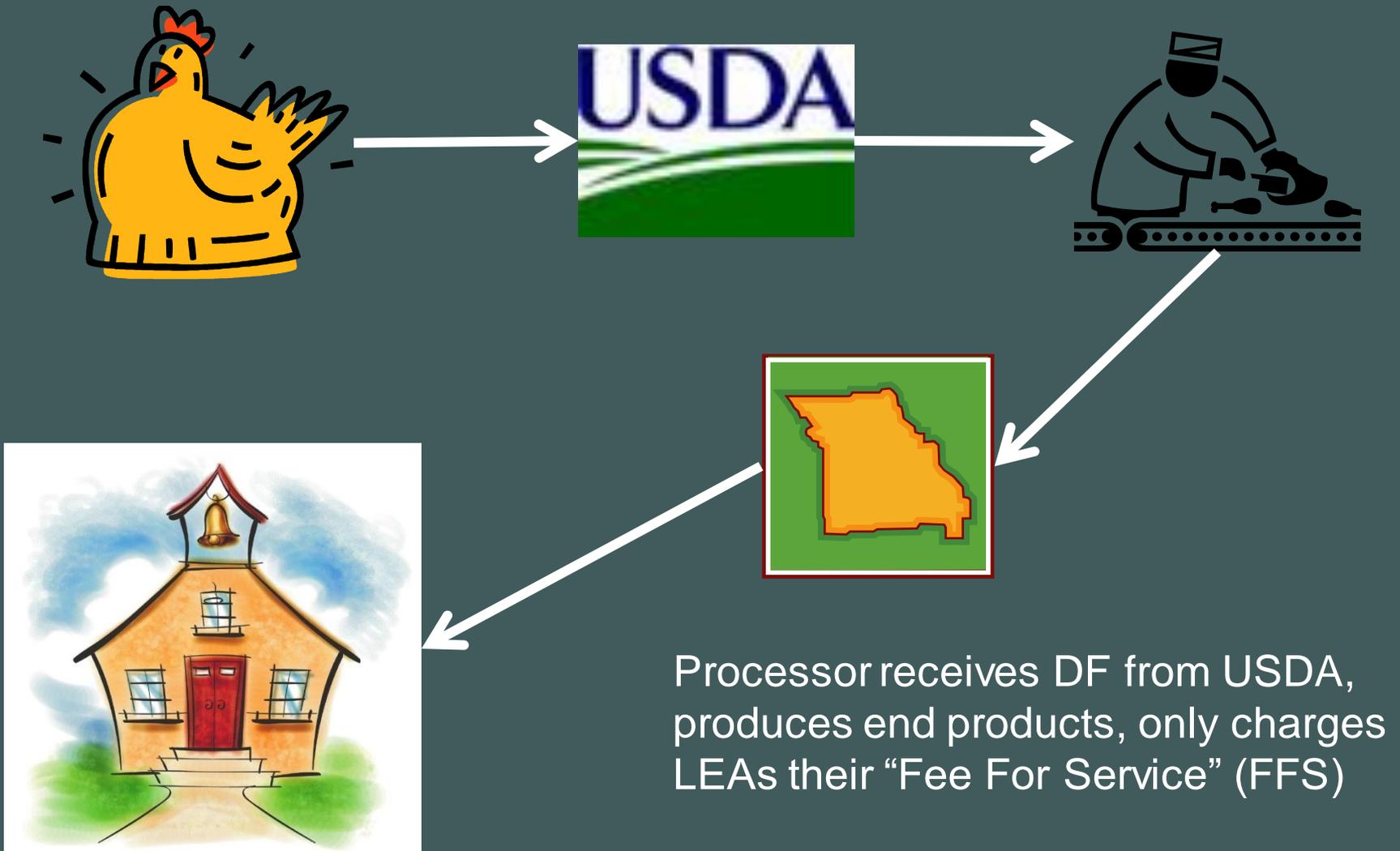
# NOI vs. FFS Example

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



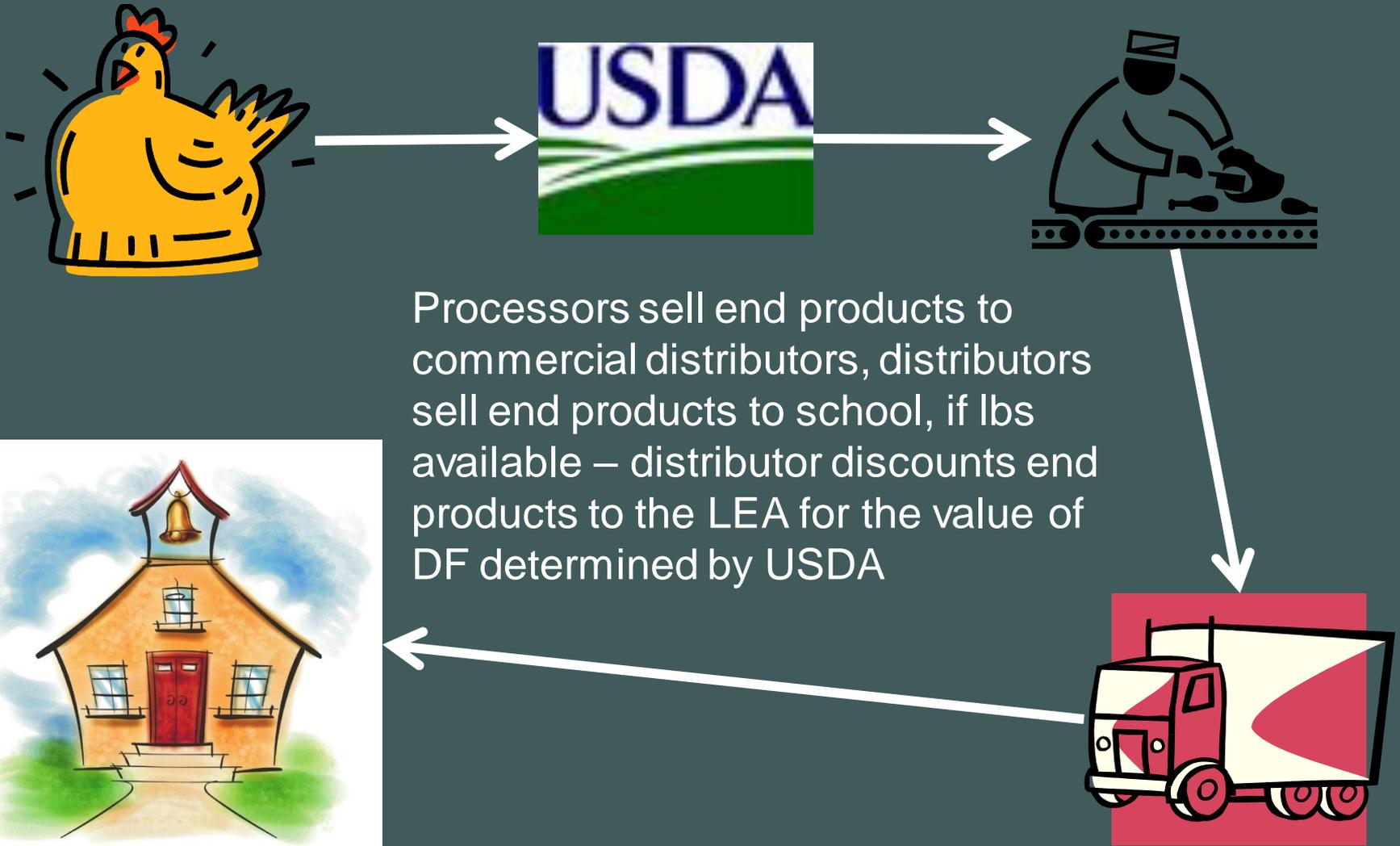
# FFS

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



# NOI

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



Processors sell end products to commercial distributors, distributors sell end products to school, if lbs available – distributor discounts end products to the LEA for the value of DF determined by USDA