

Welcome to the 2021-22 SY Super Co-Op Annual Meeting

January 20 & 27, 2022



SUPERCO-OP
The commodity world made simple.



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

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
- * **Board of Directors**
 - * 9 Regional Board Members
 - * Oversees Co-Op business
 - * Approves Bylaws and other Rules & Policies
- * **Public Meetings**

Super Co-op Leadership Transition

- * Super Co-op Leadership

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

- * Super Co-op Administration

- * Cynthia Barcelo – USDA Foods Program Manager
- * Ed Herrera – USDA Foods Program Director
- * Stephanie Ewing – Chief – Federal and State Food Programs

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	Michelle Curry
7	Whittier Union High School District	Liz Brown-Smith
8	Pomona Unified School District	Daryl Hickey
9	Palm Springs Unified School District	Sarah Phelps

New Districts for SY 2022-2023



Welcome!

Merced City School District – Region 3

Firebaugh – Las Deltas Unified School District – Region 3

Richgrove 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

	2018-19	2019-20	2020-21	2021-22
Districts	239	236	236	232
TLS	233,481,070	235,471,586	234,391,444	234,815,559
Rate	\$.3425	\$0.3625	\$0.37	\$.3975
Entitlement	\$79,967,266	\$85,358,450	\$86,724,834	\$93,339,185
DoD Fresh	\$10,987,527	\$15,490,312	\$45,727,559	\$26,961,784
Unproc. Pilot	\$1,606,000	\$1,491,543	\$1,150,000	\$1,207,500
Expenditures	\$67,193,725	\$68,144,080	\$43,591,183	\$68,310,629
Remaining	\$180,015	\$557,909	\$0	\$1,759,272
% Spent	99.73%	99.19%	100%	97.49%

SY 21-22

At-a-Glance



Diversion Numbers



SY2021-22 (August 2021)

630	Trucks direct delivery (brown box)
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678,046	Cases direct delivery (brown box)
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698	Trucks to 54 processors
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26,483,685	Pounds Diverted
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\$1,398,047	Estimated State Administrative Fees (\$0.90/cs Brown Box & Processing) (\$0.15/cs DoD & Pilot)
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Cancelled Trucks



- * Co-Op Cancelled and USDA Cancelled
- * USDA Direct Delivery Cancellations
 - * 61 trucks
- * Processed
 - * 63 trucks
- * Total dollar value of cancelled trucks
 - * \$6,496,636 million

Direct Delivery – By the Numbers

- * Active management of Direct Delivery USDA Foods
 - * 624,776 cases requested SY 2021-22
 - * 437,270 cases received through January 2022
 - * 151,989 cases (35%) currently in inventory
 - * SY20-21 18,125
 - * SY21-22 133,864

Surplus Direct Delivery

5,024 cases Unallocated

Top 5 Items by Location

Item #	Item Description	QOH	Location
100329	TOMATOES DICED CAN	293	South - Ontario
100195	TUNA CHUNK LIGHT CAN	94	South - Ontario
110854	PEANUT BUTTER SMOOTH PKG	58	South - Ontario
101031	RICE BROWN LONG-GRAIN PARBOILED	37	South - Ontario
110541	APPLESAUCE UNSWEETENED CAN	16	South - Ontario

Item #	Item Description	QOH	Location
110723	CRANBERRIES DRIED PKG-300/1.16	1,249	North - Dixon
100329	TOMATOES DICED CAN	461	North - Dixon
110721	SWEET POTATOES CRINKLE FRZ PKG	455	North - Dixon
100329	TOMATOES DICED CAN	379	North - Dixon
110730	PORK PULLED CKD PKG	378	North - Dixon

DoD Fresh Produce



- * All DoD funds were allocated to member districts participating in DoD based on initial diversions
- * \$7.8 million added to member accounts in September 2021
- * Requested to add remaining \$1.7M in unspent entitlement to DoD – USDA not allowing DoD increases at this time

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 December – 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
- * 52 total processors
 - * 30 processors utilized all carry over pounds
 - * 14 processors still waiting for sweep results
 - * 9 processors swept - 88,664.91

Chicken, Chicken, and More Chicken

- * Rich Chicks has exited the Processing Program in CA
- * Foster Farms has entered the Processing Program in CA
- * Tyson and Gold Kist (Pilgrim's Pride) continue to process chicken with increased utilization and some reduction in available SKUs
- * White/Dark balance remains important – especially with supply chain – communication with broker/manufacturer representative is crucial

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

Super Co-Op Price Catalog

- * Transitioned from formal procurement process to distributor pricing in SY 2018-19
- * Interpreted by member districts as a procurement process
- * Price catalog will no longer be provided to member districts
- * Super Co-op member pricing established as delivered price on distribution or direct manufacturer procurement



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 22-23 and SY 23-24 Annual Surveys



Annual Survey Process Reminders

- * NEW!! – Super Co-op will have previous SY survey available to view online
- * IDIQ Fruits and Veggies for SY 22-23 (July – Sept) were requested and ordered in SY 2020-21 – visible on survey
- * 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

Cynthia Barcelo

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909-843-9640



Who to Contact - Secondary

Daryl Hickey

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Welcome
California Department of
Education
Food Distribution



Questions and Answers



Thank you!
Enjoy the Show!

