# **2025 ISBE School Nutrition Training**

#### FOOD DISTRIBUTION PROGRAM

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CHILD NUTRITION PROGRAMS



# Food Distribution Program Understanding the Value





#### **Funding**

SY25-26 estimated PAL Factor is \$0.40



#### PAL calculation:

\$0.40 x SY23-24 NSLP lunch counts + SSO lunch counts = SY25-26 Beginning PAL Balance

**Tip:** PAL often increases in July – request more!



#### **PAL Allocations**

| SY24-25 PAL Allocations  | # of SFAs         |
|--------------------------|-------------------|
| \$1 - \$10,000           | <b>55%</b>        |
| \$10,001 - \$25,000      | 283               |
| \$25,001 - \$50,000      | <b>33%</b>        |
| \$50,001 - \$100,000     | 130               |
| \$100,001 - \$500,000    | 109               |
| \$500,001 - \$1,700,000  | 13 <b>12%</b>     |
| \$13,000,000             | 1                 |
| Total PAL: \$68,000,0000 | TOTAL SFAs: 1,010 |



#### **Spending Options**

**USDA Foods** 

**DOD Fresh** 

**Processing** 



# **Spending Option Utilization**

| % of SFAs participating in each Spending Option  | USDA Foods<br>88% | Processing 46% | <b>DOD</b> 76% |
|--|-------------------|----------------|----------------|
| % of PAL requested by Spending Option, statewide | USDA Foods<br>30% | Processing 37% | <b>DOD</b> 33% |



#### **FDP Annual Order Period**



- Opened Jan. 13
- Three spending options: USDA Foods, DOD Fresh, Diversion to Processors
- Diversion to Processors option closed Feb. 24-28 and reopened March 3-7
- Annual Order Period closed March 7

Questions? Email fdp@isbe.net



- Order once per year via ISBE's Illinois Commodity System (ICS)
- Order updates may be made throughout the year
- Delivered monthly, August through April
- Anticipated USDA Foods Chart helps in planning menus and storage needs
- Delivery cost associated that does not come from PAL dollars



| Bonus  |  |               |          |           |         |               |                    |                    |                 |   |
|--------|--|---------------|----------|-----------|---------|---------------|--------------------|--------------------|-----------------|---|
| Code   | USDA Foods Name                              | PAL/<br>Bonus | Accepted | Requested | Balance | Case<br>Value | Requested<br>Value | Pack Size          | Storage<br>Type |   |
| 111790 | APPLE JUICE, 100%,<br>UNSWEETENED, CUPS, FRZ | PAL           |          | 0         | 0       | \$15.3600     | \$0.0000           | 96/4 oz cups       | Freezer         |   |
| 100206 | APPLE SLICES, CND UNSWT                      | PAL           |          | 0         | 0       | \$39,4056     | \$0.0000           | 6/#10 CANS         | Dry             |   |
| 110541 | APPLESAUCE, CND, UNSWT                       | PAL           | <b>✓</b> | 50        | 50      | \$23.5439     | \$1,177.1950       | 6/#10 CANS         | Dry             |   |
| 110361 | 96/4.5 OZ                                    | PAL           | ✓        | 100       | 100     | \$19.0080     | \$1,900.8000       | 96/ 4.5 OZ<br>CUPS |                 |   |
| 100261 | APRICOT CUPS, DICED, FRZ, 4.5<br>OZ          | PAL           |          | 0         | 0       | \$45.6746     | \$0.0000           | 96/4.5 OZ CUP      | Freezer         |   |
| 100216 | APRICOTS, DICED, XLT SYRUP,<br>CND           | PAL           |          | 0         | 0       | \$46.1822     | \$0.0000           | 6/#10 CANS         | Dry             |   |
| 110623 | BLUEBERRIES, HIGHBUSH FRZ<br>12/2.5#         | PAL           | <b>✓</b> | 75        | 75      | \$40.6410     | \$3,048.0750       | 12/2.5#<br>CARTONS |                 |   |
| 100299 | CHERRIES, DRIED 4/4#                         | PAL           |          | 0         | 0       | \$76.2704     | \$0.0000           | 4/4#<br>PACKAGES   | Dry             |   |
| 110723 | CRANBERRIES, DRIED, 300/1.16 oz              | PAL           | ✓        | 100       | 100     | \$48.3676     | \$4,836.7600       | 300/1.16oz<br>pkgs |                 |   |
| 110859 | MIXED BERRIES, CUP, FRZ                      | PAL           | <b>✓</b> | 50        | 50      | \$39.5496     | \$1,977.4800       | 96/4oz cups        | Freezer         |   |
| 100212 | MIXED FRUIT, XLT SYRUP, CND                  | PAL           | <b>~</b> | 100       | 100     | \$43.8681     | \$4,386.8100       | 6/#10 CANS         | Dry             | Г |
|        | ,      |               |          |           |         |               | . ,                |                    |                 |   |



#### **New USDA Foods**

#### Black Bean Burger, Patties, Cooked



Code: 111860

Pack Size: Approximately 165-

137 patties/case

Case Size: 30 lb. case

**Estimated Price/Case:** \$107.70

**Crediting:** One patty credits as

2.0 oz MMA

Additional Information: This product contains soy. Dairy and egg ingredients are not allowed.

#### **New USDA Foods**

#### Chicken, Pulled, Cooked



Code: 111881

**Pack Size:** 6/5 lb. or 3/10 lb. bag

Case Size: 30 lb. case

**Estimated Price/Case:** \$136.80

Additional Information: This product is 100% white meat chicken. Soy and glutencontaining ingredients are not

allowed.



#### **New USDA Foods**

#### Apple Juice, cups, frozen



Code: 111790

Pack Size: 96/4 oz cups

Case Size: 24 lb. case

**Estimated Price/Case:** \$15.36



Beginning PAL Balance: \$71,248.3200

DOD Fresh Allotment: \$40,000.0000

Diversion to Processing: \$17,532.7500

Available for USDA Foods Requests: \$13,715.5700

Value of USDA Foods Requested: (can exceed available by up to 35%): \$18,508.1020

USDA Foods Received YTD: \$0.0000

Remaining PAL Balance YTD: \$13,715.5700



## SEASONAL (IDIQ) FRUIT AND VEGETABLE ANNUAL CYCLE:

- Fruit: Apricots (Canned, Frozen), Peaches (Canned, Frozen), Mixed Fruit, Strawberries, Mixed Berries, Pears
- Vegetables: Peas (Canned, Frozen), Green Beans (Canned, Frozen), Corn (Canned, Frozen), Pepper & Onion Blend, Carrots (Frozen, Canned), Diced Tomatoes

| For Delivery:               | Due in WBSCM:  |  |  |  |
|-----------------------------|----------------|--|--|--|
| October 2025-September 2026 | March 28, 2025 |  |  |  |



# OTHER PURCHASE & ORDER CYCLES\*\* See WBSCM catalog Domestic Order Entry Screen

- Fruit: Apples (Fresh, Bulk),
- Vegetables: Broccoli, Spinach, Potatoes (Frozen, Bulk)
- Fish: Catfish, Pollock Sticks (Bulk Pollock),

| For Delivery: | Due in WBSCM:                   |
|---------------|---------------------------------|
| Varies        | See WBSCM or check w/specialist |

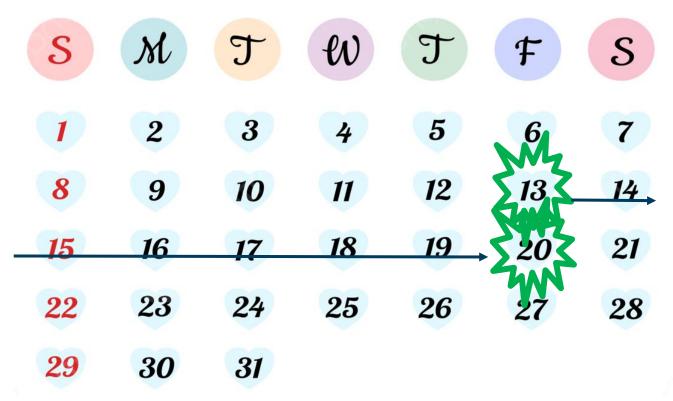


#### **Anticipated USDA Foods Chart**

| FRUITS CND/DRY                | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr |
|-------------------------------|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Apple Slices (100206)         |     |      |     |     |     | Х   |     | Х   | X   |
| Applesauce (110541)           | Х   | X    | X   | X   | X   | X   | X   | X   | X   |
| Applesauce Cups (110361)      | Х   | Х    | Х   | Х   | Х   | Х   | Х   | Х   | Х   |
| Apricots Diced (100216)       |     |      |     | X   |     |     |     | X   |     |
| Cranberries, Dried (110723)   | Х   | X    |     | X   |     | X   |     | X   |     |
| Mixed Fruit Cnd(100212)       | Х   | X    | X   | X   | X   | X   | X   | X   | X   |
| Peaches Cling Diced (100220)  | X   | X    | X   | X   | X   | Х   | X   | Х   | X   |
| Peaches Cling Sliced (100219) |     | X    | X   | X   | X   | X   | X   | X   |     |
| Pears Diced (100225)          | Х   | X    | X   | X   | X   | X   | X   | X   | X   |
| Pears Sliced (100224)         |     | X    |     | X   | X   | X   | X   |     |     |
| Raisins (100293)              | X   | X    | Х   | X   |     | Х   | Х   |     |     |



Check ICS between the 13-20 each month





- Delivery sites must be proportionate to the value of USDA Foods requested
- Don't skip this step in the Annual Order process







### **USDA Foods Delivery Rates**

SY 2025-26 Rates (July 1, 2025 to June 30, 2026)

| Description      | Price                              |
|------------------|------------------------------------|
| Delivery         | \$7.37 per case                    |
| Custom Delivery  | \$0.83 per case                    |
| Refusal/Backhaul | \$7.37 + \$3.69 = \$11.06 per case |

ISBE plans to rebate schools a portion of the delivery costs.



#### FDP – Spending Options – DOD Fresh

- Allocate a portion of PAL once per year
- Order weekly via FFAVORS
- Receipt weekly via FFAVORS
- Delivered weekly, all school year (as long as money is available)
- \$150 minimum order per delivery
- No separate delivery cost to the school



#### FDP – Spending Options – DOD Fresh

FFAVORS: Fresh Fruits and Vegetables Order Receipt System



**Customer Ordering Manual** 



## **DOD/FFAVORS Update**

# FFAVORS: Fresh Fruits and Vegetables Order Receipt System



**Customer Ordering Manual** 

- DOD / FFAVORS receipt requirements have changed
- Orders must be receipted within 2 business days (used to be 5 business days)
- New orders cannot be submitted until receipts are processed



#### FDP – Spending Options – DOD Fresh

#### Receipting Requirement



When there are past due receipts on the customer account, a warning is displayed on the Customer Homepage. No new orders can be created until the past due receipts are processed.



#### FDP – Spending Options – DOD Fresh

 Additional DOD funds available now!

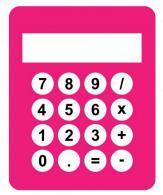




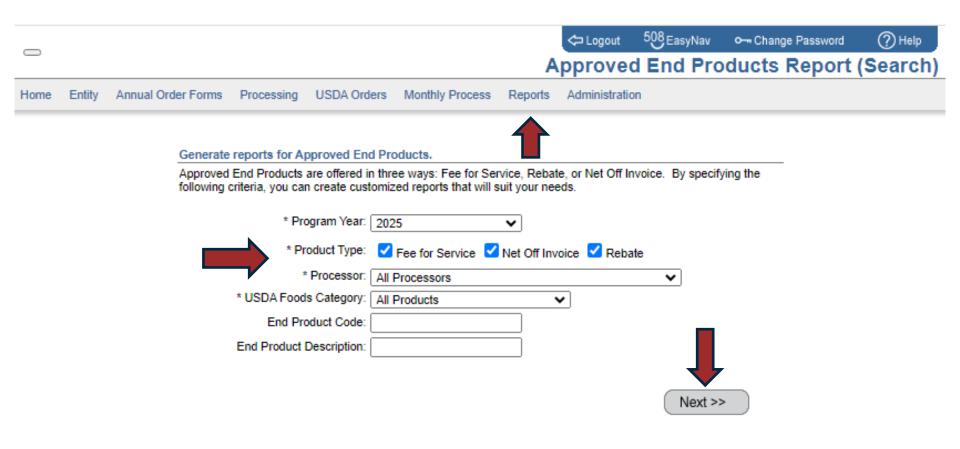
- Allocate a portion of PAL once per year
- Order from your contracted distributor
- Delivered based on your distributor contract terms
- Delivery cost based on distributor contract terms
- Value is passed by designated method



- 1. ISBE Processing Calculator
  - 12 Step Process
  - Approved End Products Report
- 2. Processor commodity calculators
  - Spreadsheet or online
  - Processor specific information pre-filled
- 3. Distributor commodity calculators
  - Spreadsheet or online
  - Pre-filled information for all processors the distributor works with







#### **Processor** CHEDDAR CHEESE SAUCE (5705) Case Weight: 30.00 USDA Foods PAL/Bonus Cost/lb lbs/Case Cost/Case Cost/Serving Servings/Case: CHEESE, NATURAL AMERICAN PAL \$2,1037 15.00 \$31,5555 \$0,1200 Pieces/Serving: 1.820Z Offered As: Net off invoice Serving Size (oz): 1.82OZ Fat/Serving (grams): **CN Contribution Quantity** Meat / Meat Alternate (oz): 1.00



- Value Pass Through Methods
  - Direct discount
  - Refund or rebate
  - Indirect discount (net off invoice)
  - Fee for service



Enforcing the sweep policy to reduce inventory at processors

- Sweep unused pounds June 30
- Monitor usage throughout the year







#### **FDP – Spending Options – All Three Options**

- Carefully analyze the best way to use Food Distribution Program entitlement dollars
- Entitlement is only an asset when it is used
- Entitlement is estimated to save 15% on your food costs





#### **FDP – Spending Options – All Three Options**

#### Track your deliveries and balances year-round

- USDA Foods deliveries and balances
  - ICS
- DOD deliveries and balances
  - FFAVORS
- Processor deliveries and balances
  - K12
  - Processor Link
  - Distributor site









# **Hot Topics USDA Foods Delivery <u>Rebates</u> SY24-25**

ISBE will rebate schools 100% of SY24-25 delivery costs paid to Lanter Distributing

Lanter will issue rebate checks to school districts this summer

More details to come





- Delivery Site Change Form
  - Fillable PDF on website
  - 5 case minimum





Recall notices are posted on the ICS message board and on the Nutrition webpage under What's New? Please be sure to read the notices and review your inventory.







- USDA Foods Database released September 30, 2022
- USDA Foods Product Information Sheets still available



- USDA Foods material code
- Brand name
- Nutrition facts
- Serving size
- Allergen information
- Ingredients
- Kosher and halal certification (when applicable)







#### **NUTRITION**

**Food Distribution** 

USDA Foods Show

#### RESOURCES

- Fact Sheet: Diversion to Processor

- Food Safety
- School Nutrition Programs
- Summer Food Service Program
- USDA FDP Information Sheets
- USDA Foods Database
- USDA Foods Processing
- USDA Infographics
- USDA Policy Memos

#### NUTRITION

#### **FOOD DISTRIBUTION**

The Nutrition Department is responsible for the administration of the federally funded Food Distribution Program, providing approximately \$60,000,000 worth of USDA Foods to Illinois schools annually.





Illinois Commodity System (ICS)



Fresh Fruits and Vegetables Order Receipt System (FFAVORS)



K12 Foodservice



ProcessorLink

School Food Authority Resources





#### **FDP Resources**

- ICS Message Board
- School Nutrition Programs Handbook
- ICS Instructions
- FFAVORS Manual
- Anticipated USDA Foods Chart
- USDA Foods Database
- Processing Calculator

https://www.isbe.net/Pages/School-Nutrition-Programs-Food-Distribution.aspx



# Questions



CHILD NUTRITION PROGRAMS



#### **Contact Information**

Illinois State Board of Education

**Nutrition Department** 

**Food Distribution Program** 

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