



USDA FOODS SHOW

FINDING A *Bountiful Balance*

December 8, 2022

Equity • Quality • Collaboration • Community



Schedule



- Check-in & on-site registration
10:00-10:30
- Training
10:30-12:00
- USDA Foods Show
12:00-2:00

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Topics



- Hot Topics
- Annual Order Period
- Spending Options
- Forecasting
- Tracking
- Reminders
- Resources
- Q&A

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Hot Topics

Additional DOD funds will be available starting in January.



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Hot Topics

Supply chain issues are affecting USDA Foods and some processed products.





Hot Topics

Processing – Cargill eggs
1 of 2 trucks cancelled



Hot Topics

110651 Orange Juice Cups

6 of 6 CCC trucks cancelled

10 of 15 PAL trucks cancelled



Hot Topics



FY 23 Farm to School Grant

- Application
Deadline: Jan. 6



<https://www.grants.gov/web/grants/view-opportunity.html?oppld=343898>

<https://www.fns.usda.gov/f2s/resources-farm-school-grant-program-applicants>

www.isbe.net/nutrition



Hot Topics



NSLP Equipment Assistance Grant

- Request for Applications in December 2022
- USDA provides grants to ISBE to provide equipment assistance through competitive grants to districts/sponsors participating in NSLP.

<https://www.isbe.net/Pages/Equipment-Grants.aspx>



Hot Topics

Supply Chain Assistance Funds Update

- Illinois has been allocated over \$90 million in SCA Funds to date
 - \$36,802,362 on Dec. 17, 2021
 - \$34,817,745 on July 7, 2022
 - \$18,401,128 on Sept. 20, 2022
- Through September 2022, \$32.7 million has been distributed to Illinois eligible schools
- After the September 2022 claims for reimbursement are finalized, our team will take all remaining SCA funds and allocate to eligible SNP sponsors

<https://www.isbe.net/Pages/supply-chain-disruptions.aspx>



Hot Topics



Illinois Extension
UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN



**“Food Allergies in
School Nutrition”**
2-4 p.m. Jan. 19

**“Serve It Safely: Food
Handler Training”**
2-4:30 p.m. Jan. 11 (and
March 14)
*Approved by IDPH;
Participants receive
a certificate good
for three years*

<https://schoolnutrition.extension.illinois.edu/events>



Hot Topics

SNP Back to School Conference Webpage

- Review ISBE Updates
- Watch On-Demand Trainings
- SY 2022-23 Resources
- Fact Sheets & Training Guides



<https://www.isbe.net/snpb2s>



Annual Order Period

School year 2023-24 order period

- Opens January 9, 2023
- Closes March 6, 2023



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Annual Order Period

Diversion to processors closed Feb 20 – Feb 26

- Input diversions by February 19
- Adjust diversions between February 27 and March 6
- No diversions after March 6



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Illinois Commodity System



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Spending Options

USDA Foods

DOD Fresh

Processing

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Spending Option #1

USDA Foods

- Order once per year via ISBE's Illinois Commodity System (ICS) – order updates can be made throughout the year
- Delivered monthly, August through April
- Anticipated USDA Foods Chart helps in planning menus and storage needs



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USDA Foods

- Fruits
- Vegetables
- Cheese
- Whole grains
- Beef
- Pork
- Chicken
- Turkey
- Eggs
- Nuts



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Anticipated USDA Foods Chart

Illinois State Board of Education
Nutrition-Food Distribution Program
SY23 USDA Foods Anticipated Chart

FRUITS CND/DRY	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Apple Slices (100206)						X		X	X
Applesauce (110541)	X	X	X	X	X	X	X	X	X
Applesauce Cups (110361)	X	X	X	X	X	X	X	X	X
Apricots Diced (100216)				X				X	
Cranberries, Dried (110723)	X	X		X		X		X	
Mixed Fruit Cnd(100212)	X	X	X	X	X	X	X	X	X
Peaches Cling Diced (100220)	X	X	X	X	X	X	X	X	X
Peaches Cling Sliced (100219)		X	X	X	X	X	X	X	
Pears Diced (100225)	X	X	X	X	X	X	X	X	X
Pears Sliced (100224)		X		X	X	X	X		
Raisins (100293)	X	X	X	X		X	X		
FRUITS FROZEN	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Apricot Cups (100261)					X			X	
Blueberries Highbush (110624 or 110623)		X				X	X		
Mixed Berries Frz (110859)	X		X	X		X	X	X	
OJ Singles Cups (110651)				X	X	X	X	X	
Peaches Diced Cups (100241)	X	X	X	X		X	X	X	
Strawberry Cups (100256)	X	X	X	X	X	X	X	X	X
Strawberry Slc (100254)				X			X		
Strawberry Whole (110846)				X				X	

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USDA Foods



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USDA Foods



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USDA Foods Database

- USDA Foods Database released September 30, 2022
- Projected to replace the USDA Foods Product Information Sheets by December 31, 2023

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USDA Foods Database

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

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USDA Foods Database

NUTRITION

Food Distribution

- [USDA Foods Show](#)

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.



ADMINISTRATIVE HANDBOOK

RESOURCES

- [Fact Sheet: Diversion to Processor](#)
- [Fact Sheet: DOD](#)
- [Fact Sheet: USDA Foods](#)
- [Food Safety](#)
- [School Nutrition Programs](#)
- [Summer Food Service Program](#)
- [USDA FDP Information Sheets](#)
- [USDA Foods Database](#)
- [USDA Foods Processing](#)
- [USDA Infographics](#)
- [USDA Policy Memos](#)



Illinois Commodity System
(ICS)



Fresh Fruits and
Vegetables Order Receipt
System (FFAVORS)



K12 Foodservice



ProcessorLink

School Food Authority Resources



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Spending Option #2

DOD Fresh, fruits and vegetables

- Allocate a portion of PAL once per year
- Order weekly via FFAVORS
- Receipt weekly via FFAVORS
- Delivered weekly, July 1 through June 30, while school is in session
- \$150 minimum order per delivery
- No delivery cost to the school



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DOD Fresh – FFAVORS

- DOD catalog
- DOD orders
- DOD receipts



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DOD Catalog

- New catalog every Sunday
- Catalog available for 2 weeks

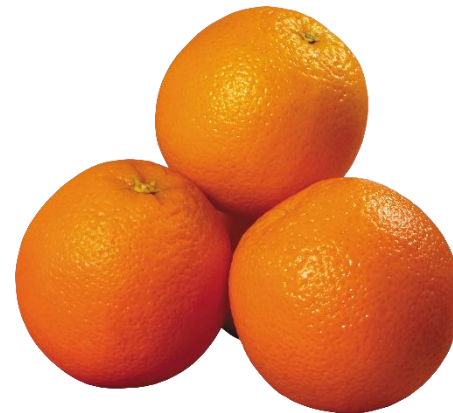
Reports

[Usage Reports](#)

[Budget Balance/Spent](#)

[Catalog](#)

[Customer Listing](#)



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DOD Orders

- 3 business day prep time
- Deliveries are made M-F
- Order minimum is \$150
- Order modifications are possible



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DOD FFAVORS Ordering Manual

NUTRITION

Food Distribution

- [USDA Foods Show](#)

NUTRITION

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ADMINISTRATIVE HANDBOOK

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- [Fact Sheet: Diversion to Processor](#)
- [Fact Sheet: DOD](#)
- [Fact Sheet: USDA Foods](#)
- [Food Safety](#)
- [School Nutrition Programs](#)
- [Summer Food Service Program](#)
- [USDA FDP Information Sheets](#)
- [USDA Foods Processing](#)
- [USDA Infographics](#)
- [USDA Policy Memos](#)



Illinois Commodity System
(ICS)



Fresh Fruits and
Vegetables Order Receipt
System (FFAVORS)



K12 Foodservice



ProcessorLink

School Food Authority Resources

- [Anticipated Lanter Delivery Schedule - SY 2021](#)
- [Anticipated USDA Foods Chart - SY 2021 - 22](#)
- [Food Distribution Program Podcast](#)
- [DOD FFAVORS Login Troubleshooting Guide](#)
- [DOD FFAVORS Ordering Manual](#)
- [USDA Approved National Processors List](#)



DOD Receipts

Customer Homepage

Welcome, SEMINOLE COUNTY SD

Please select from the following options:

You have receipts that are past due. You will be unable to place any new orders until the past due receipts are processed. Select the 'Receipts' link to process the receipts.

Orders

- Place a New Order
- Modify Pending Order
- Edit Receipts **** You have receipts that are due now ****
- View an Order
- Current Fund Balances
- Product News Flashes
- Email Account Specialist

Reports

- Usage Reports
- Budget Balance/Spent
- Catalog

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DOD Receipts

Receipts

Count: 3

Receipts are 'Past Due' if not receipted within 7 calendar days of RDD



	CUSTOMER CODE	CUSTOMER NAME	RDD	CALENDAR DAYS PAST RDD	RECEIPT DT	RECEIPTED BY
Edit	YFLK36	HAMILTON ELEMENTARY	2/4/2016	12 Past Due		
Edit	YFLK36	HAMILTON ELEMENTARY	2/9/2016	7		
Edit	YFLK36	HAMILTON ELEMENTARY	2/10/2016	6		

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Spending Option #3



Diversion to Processor

- Allocate a portion of PAL once per year
- Order from your contracted distributor
- Delivered based on distributor contract terms
- Delivery cost based on distributor contract terms
- Receive value of USDA Foods

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Balance of Spending SY22-23

- \$72,000,000
- Statewide breakdown by spending option

USDA Foods	DOD Fresh	Diversion to Processors
34%	35%	31%

Bountiful Balance

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Balance of Spending SY22-23

- 1,015 SFAs statewide
- # & % of SFAs utilizing each spending option

USDA Foods	DOD Fresh	Diversion to Processors
909	773	435
90%	76%	43%

Bountiful Balance

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Forecasting

- **Menus are critical**
- Production records – historical participation
- Include new items
- Remove items you will no longer serve
- Velocity reports





Forecasting

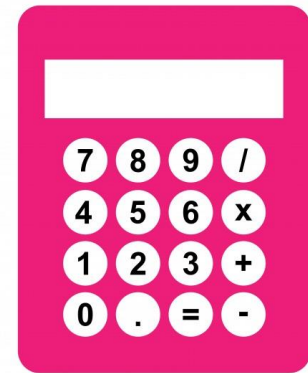
- Carefully analyze the best way to use Food Distribution Program entitlement dollars
- Entitlement is only an asset when it is used
- Entitlement is estimated to save 20% on your food costs





Commodity Calculators

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



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Approved End Products Report

Approved End Products Report (Search)

[Home](#) [Entity](#) [Annual Order Forms](#) [Processing](#) [USDA Orders](#) [Monthly Process](#) [Reports](#) [Administration](#)



Generate reports for Approved End Products.

Approved End Products are offered in three ways: Fee for Service, Rebate, or Net Off Invoice. By specifying the following criteria, you can create customized reports that will suit your needs.

* Program Year:

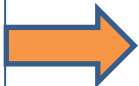
* Product Type: ☒ Fee for Service ☒ Net Off Invoice ☒ Rebate

* Processor:

* USDA Foods Category:

End Product Code:

End Product Description:



Next >>



Approved End Products Report

Processor

CHEDDAR CHEESE SAUCE (5705)

Case Weight: 30.00
Servings/Case: 263
Pieces/Serving: 1.82OZ
Serving Size (oz): 1.82OZ
Fat/Serving (grams): 9.00
CN Contribution Quantity
Meat / Meat Alternate (oz): 1.00

USDA Foods

CHEESE, NATURAL AMERICAN

PAL/Bonus

PAL

Offered As: Net off invoice

Cost/lb

\$1.6551

lbs/Case

15.00

Cost/Case

\$24.8265

Cost/Serving

\$0.0944

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ISBE Processing Calculator

Step 4

Calculate your menu needs for each processed end product. Keep in mind that you may not start receiving end products at the beginning of the school year.

How many servings do you need each time you serve?

- a) _____ # of servings needed each time the processed end product is served
- b) _____ # of times the processed end product appears on the menu for the year
- c) Multiply (a) x (b) = _____ # of servings needed for the year

Step 5

Determine how many cases you will need. From the Approved End Products Report, identify how many servings are in a case of processed end product.

- d) _____ servings per case
- e) Divide (c) / (d) = _____ # of cases needed for the year

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Value of USDA Foods

Value Pass Through Systems

- Direct discount
- Refund or rebate
- Indirect discount (net off invoice)
- Fee for service



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Value of USDA Foods

3 types of fee for service

1. Direct shipment and invoicing to the school
2. Shipment to a distributor with a breakout of which schools own what product
3. School has an authorized agent bill them for the total case price (modified fee for service)



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Tracking

- 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



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FDP Webpage



Illinois
State Board of
Education

System Quick Links ▾

Illinois Report Card

Careers at ISBE

Contact Us



Translate ·



HOME



ADMINISTRATORS



TEACHERS



FAMILIES &
STUDENTS



COMMUNITY &
PARTNERS



NEWS & MEDIA



TOPICS

NUTRITION

Food Distribution

- [USDA Foods Show](#)

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- [USDA Policy Memos](#)



[Illinois Commodity System \(ICS\)](#)



Fresh Fruits and Vegetables Order Receipt System (FFAVORS)



K12 Foodservice



ProcessorLink™



ProcessorLink



We proudly support



Login

Password

Log in

[Forgot your password?](#)

Need an account? [Sign up now](#)



K12

next.k12foodservice.com



Login

Sign Up

The K12 Team has a combined 85-years of experience working with the National School Lunch & Commodity Processing Program. Our experience means that you will benefit from an extensive knowledge base to assist in the establishment of a compliant & traceable Commodity Program.



Our Story



What is K12?

K12foodservice.com is a transaction-based platform built on Generally Accepted Accounting Principles (GAAP) which means transparency of data for all user levels. Everything from USDA raw material management to individual school forecasted orders and purchases are captured for USDA compliance, administration, management and sales reporting.

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ProcessorLink

[Home](#)[Accounts](#)[Manage](#)[Reports](#)

Current par: 69%

Manufacturer	Commodity	Material Nbr	Balance (%)	Balance (lbs)
Kraft Heinz Foods Company	Tomato Paste Bulk 2	100332	<div><div>93%</div></div>	2,732.77
Land O'Lakes	Cheese Barrel 500	110242	<div><div>82%</div></div>	11,991.14
McCain Foods USA, Inc.	Potatoes, Bulk	100506	<div><div>89%</div></div>	81,427.70
Rich Products Corporation	Flour Bread Bulk	100912	<div><div>80%</div></div>	3,966.91
Schwan's Food Service, Inc.	Tomato Paste Bulk 2	100332	<div><div>52%</div></div>	99.35
	Bhw Bulk Unbl	100418	<div><div>78%</div></div>	1,611.82
	Mozzarella Unfrz	110244	<div><div>74%</div></div>	684.89



ProcessorLink

Manufacturer: Schwan's Food Service, Inc.
Commodity: Cheese, Mozzarella, Unfrozen
Material Nbr: 110244
Sales Channel: Sysco Central Illinois, Inc.
USDA Value/lb: \$1.84670000

	Pounds	Currency
Carryover:	0.00	\$0.00
Allocation:	921.00	\$1,700.81
Pending Allocation:	0.00	\$0.00
Transferred:	0.00	\$0.00
Available:	921.00	\$1,700.81
Shipped Distributor:	236.11	\$435.99
Shipped Manufacturer:	0.00	\$0.00
Balance:	684.89	\$1,264.82

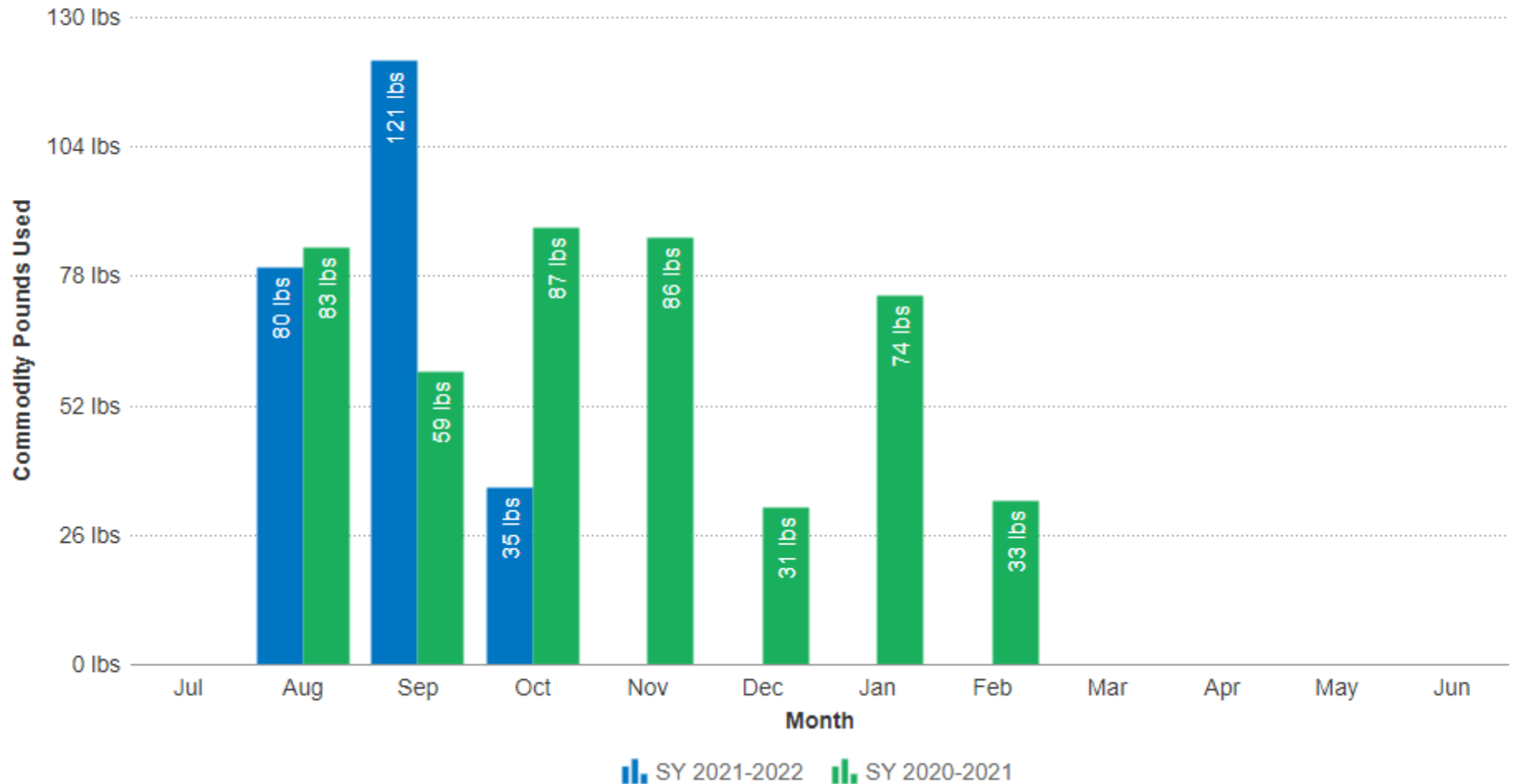
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ProcessorLink

Donated Food Monthly Usage

View values in: ☒ Pounds ☐ Currency





ProcessorLink Reports

The screenshot shows a web browser window with two tabs: 'K12Foodservice' and 'School Home Page'. The address bar displays 'processorlink.com/Home/School.aspx'. The ProcessorLink logo is in the top left. A top navigation bar includes 'Logout', 'Home', 'User Profile', 'Contact Manufacturer', and 'Help'. Below this, a 'Home Page' section contains a horizontal menu with 'Home', 'Accounts', 'Manage', and 'Reports'. The 'Reports' menu item is circled in red. A red bracket on the right side of the page groups the following report categories: 'General' (with sub-items 'Product Catalog' and 'Sales Summary'), 'Finished Cases' (with sub-items 'Product Usage By Month' and 'Usage by Month Year over Year'), and 'Donated Food' (with sub-item 'Usage by Month').

ProcessorLink™

Logout Home User Profile Contact Manufacturer Help

Home Page

Home Accounts Manage **Reports**

General Finished Cases Donated Food

Product Catalog Sales Summary Usage by Month

Product Usage By Month Usage by Month Year over Year

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K12



[Overview](#)
[Resources](#)
[Recipient Agency](#)

[Recipient Agency Menu](#)


1

page 1 of 1 (1 results)



RA Balance Overview

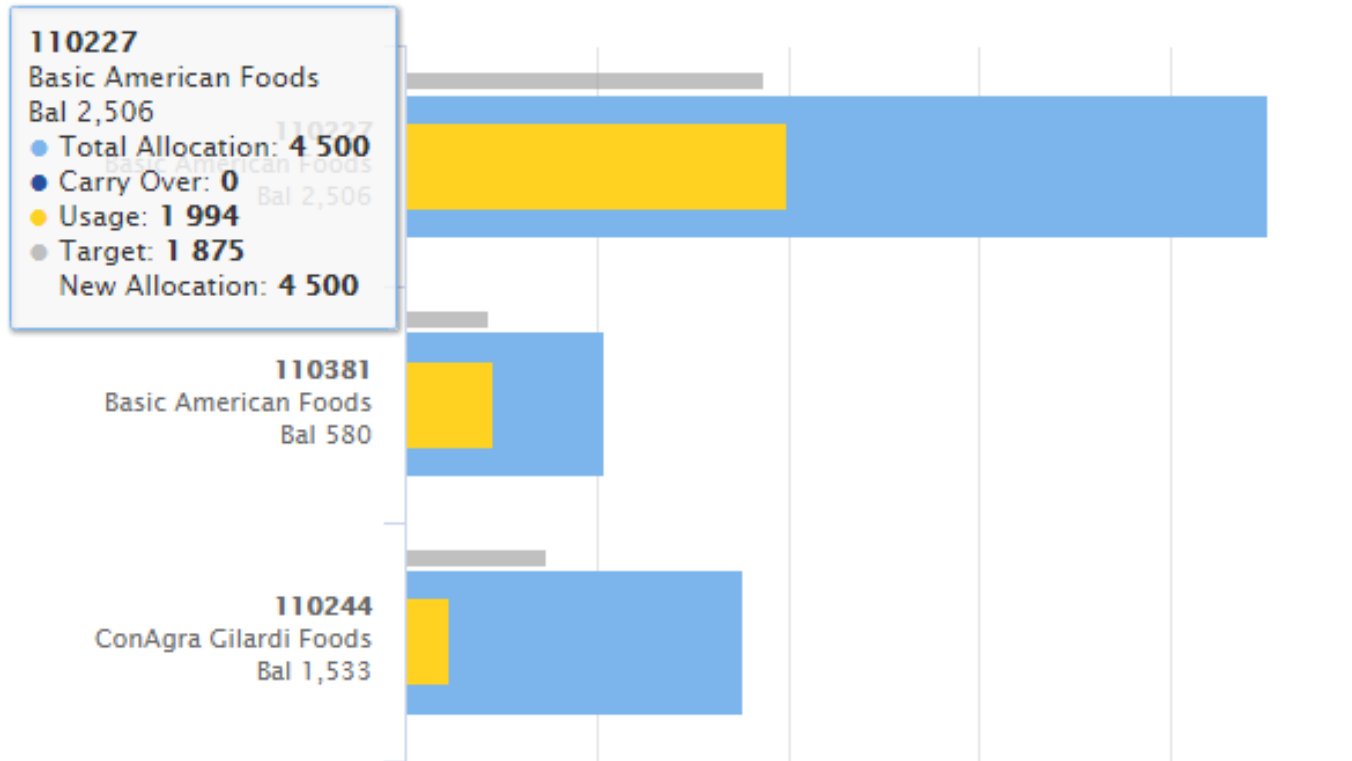
2021-22

Manufacturer	Commodity	Allocation #		Usage #	Usage \$	Balance #	Balance \$	%	MOH
Basic American Foods	110227 - POTATO FOR PROCESS INTO DEHY PRD-BULK	4,500.0000	<div> COV 0.0000 DEP/ADJ 500.0000 TFR 4,000.0000 </div>	-1,994.4000	\$-165.94	2,505.6000	\$208.46	44	6
Basic American Foods	110381 - BEANS PINTO DRY BULK	1,035.0000	\$664.99	-454.8200	\$-292.02	580.1800	\$372.97	44	6
ConAgra Gilardi Foods	110244 - MOZZARELLA LM PT SKM UNFZ PROC PK	1,760.0000	\$3,250.19	-227.4600	\$-420.08	1,532.5400	\$2,830.11	13	34
International Food Solutions	100113 - CHICKEN LEGS CHILLED - BULK	3,501.0000	\$1,584.55	-542.4100	\$-245.46	2,958.5900	\$1,339.09	15	27



K12

2021-22 Commodity Utilization



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K12 Reports

[Overview](#)[Resources](#)[Recipient Agency](#)[Recipient Agency Menu](#)

1

page 1 of 1 (1 results)

RA List Reports

[Show/Hide](#)

Account Balance LBS Report for RA Lists (214)	Run Report
Account Balance for RA Lists (pdf) (259)	Run Report
Account Setup Overview for RA Lists (242)	Run Report
Jennie-O Account Setup Overview for RA Lists (262)	Run Report
Product Usage Comparison for RA Lists (96)	Run Report
Recipient Agency Product Usage Cross Tab for RA Lists (152)	Run Report
Recipient Agency Product Usage for RA Lists (107)	Run Report
The Kitchen Sink for RA Lists (102)	Run Report
Transaction Export by Commodity for RA Lists (231)	Run Report
Transaction Export by Product for RA Lists (232)	Run Report

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Processor Inventory

Sweep policy to manage inventory at processors

- Monitor usage throughout the year
- Allows for efficient use of pounds in the year diverted
- June 30, 2023 final sweep date
- Eliminates carryover pounds in SFA accounts



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USDA Foods Deliveries



Reminder

Be sure to access ICS between the 13th and 20th each month to see your planned delivery, and to hold items if you wish.



3 month hold limit. Please take all USDA Foods by April.

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Recall Notices

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





December 2022



Illinois
State Board of
Education

Nutrition Department

THE OUTLOOK

A Monthly Newsletter for School Nutrition Programs

USDA FOODS SHOW

Come Join Us Dec. 8 in Springfield

There is still time to register online for the Illinois State Board of Education's USDA Foods Show, which is scheduled for Thursday, Dec. 8, 2022, at the Wyndham Springfield City Centre (700 E. Adams St. Springfield, IL 62761).

FINDING A
*Bountiful
Balance*

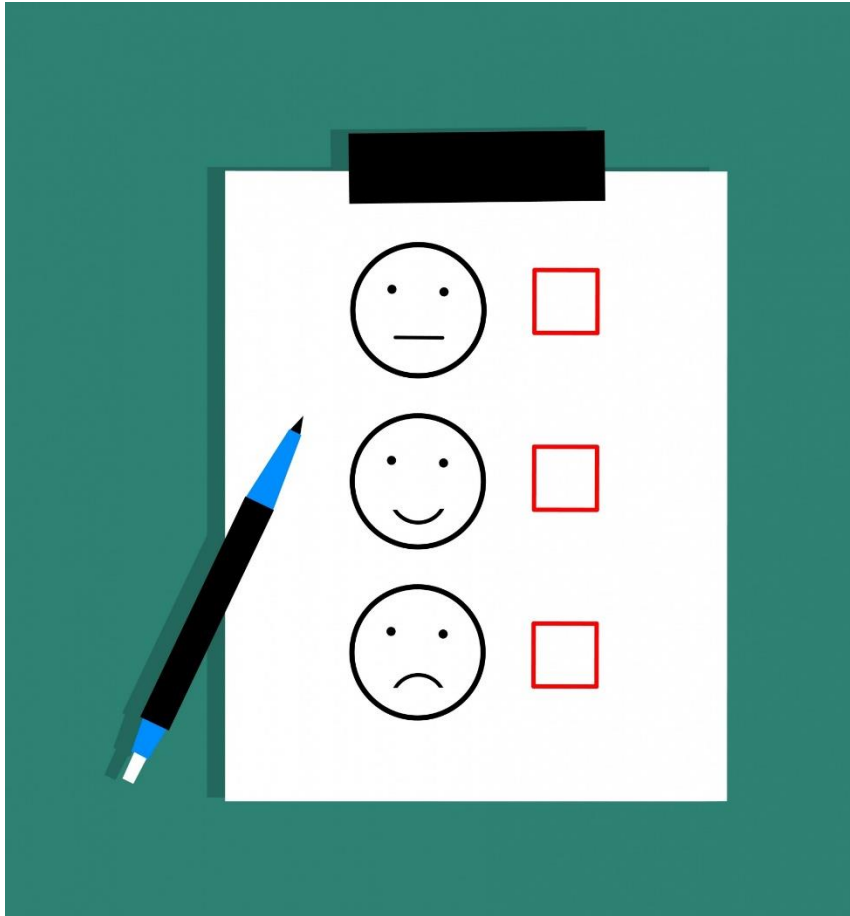
USDA FOODS SHOW

ing education units. The agenda includes a training segment and the food show.

- Check-In and On-Site Registration, 10-10:30 a.m.
- Training: 10:30 a.m. to Noon



Evaluation Survey



Email after the show

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Resources

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



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

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Contact Information

Illinois State Board of Education

Nutrition Department

fdp@isbe.net

800-544-4802

217-782-2491

Food Distribution Program webpage

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

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