

# Food Distribution Program

Live Webinar

November 4, 2021



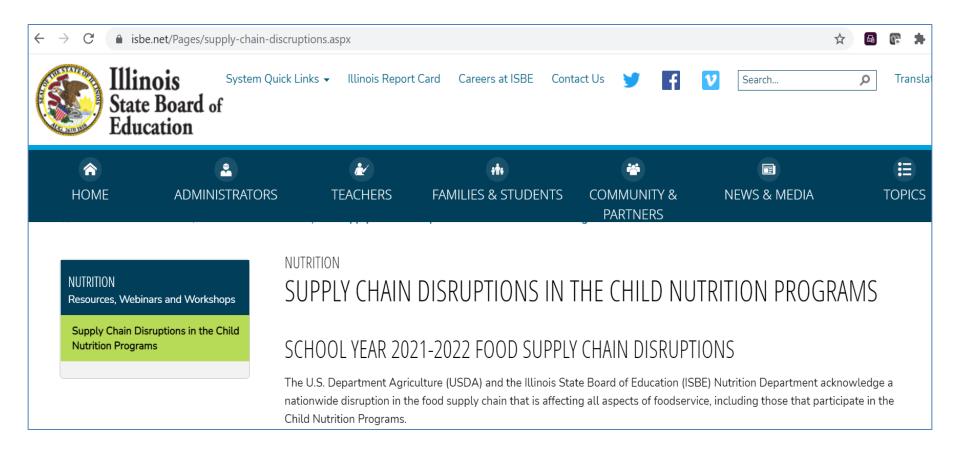
#### **Topics**



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

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https://www.isbe.net/Pages/supply-chain-discruptions.aspx



Emergency Procurement Guidance				
Communication				
Partnerships				
Menus				
USDA Meal Pattern Waivers				
USDA Foods/DOD Fresh/Processing Pounds				
Additional Resources				



**Emergency Procurement Guidance** 

Communication

**Partnerships** 



Menus

**USDA Meal Pattern Waivers** 

USDA Foods/DOD Fresh/Processing Pounds



Illinois Child Nutrition Program Food Service Supply Chain Survey



https://www.isbe.net/Pages/supply-chain-discruptions.aspx



#### **Food Distribution Program**

#### **Supply Chain Disruptions**

- USDA Foods/commodities
- DOD Fresh fruits and vegetables
- Diversions to processors





## USDA Food Distribution Program Entitlement Waiver – Illinois opted-in



#### Additional DOD funds available now



#### **December Extras**

- Frozen sliced carrots 100352
- Frozen sliced peaches 100239
- Pork leg roast 100173





#### **Guidelines**

- Availability posted on the ICS message board
- Acceptance will not count towards your PAL \$
- First come first served



Lanter fees are being paid in full by ISBE for school year 2021-22.





USDA Foods/brown box shortages



110520 Penne – truck cancelled by USDA

- 110504 Rotini
- 110501 Macaroni
- 110506 Spaghetti





U of I Extension – ABCs of School Nutrition



Food Allergies in School Nutrition November 9, 2021



U of I Extension – ABCs of School Nutrition



Serve it Safely: Virtual Food Handler Training January 27, 2022



- Norovirus in Schools
- Norovirus in Child Care
- Lessons from Food Safety in Schools



- Food Safety Fundamentals
- Cleaning and Sanitizing
- School Food Service Programs
- Facts About Foodborne illness
- Preventing Foodborne Illness
- Keeping Food Safe





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## FOOD DISTRIBUTION RESOURCE ROUNDUP



#### **Processors**

Processor resources are available on our website from last year's Virtual USDA Foods Show, including K12 product catalogs, menu ideas, and videos from our processing partners, to give you a look at the products they offer. Check it out!

https://www.isbe.net/Pages/USDA-Foods-Show.aspx

#### **Fact Sheets**

Are you new to your school or just need a refresher to maximize the federally funded Food Distribution Program? Take a moment to review these three fact sheets:

Fact Sheet: Diversion to Processor
 https://www.isbe.net/Documents/factsheet-DiversiontoProcessor.pdf

#### ICYMI!

Just in case you miss it, a recording of this year's USDA Foods Show 2021-2022 Live Webinar will be posted on the USDA Foods Show website.

https://www.isbe.net/ Pages/USDA-Foods-Show.aspx

#### What's New?

Be sure to bookmark the main Nutrition webpage and visit often to stay on top of announcements, upcoming webinars, food recalls, and more!



#### **Annual Order Period**

## School year 2022-23 order period

- Opens January 3, 2022
- Closes March 4, 2022 at 11:59PM





#### **Annual Order Period**

Diversion to processors closed Feb 21 – Feb 25

- Input diversions by February 20
- Adjust diversions between February 28 and March 4
- No diversions after March 4 at 11:59PM





#### **Illinois Commodity System**





#### **Spending Options**

**USDA Foods** 

**DOD Fresh** 

**Processing** 



## **Spending Option #1**

#### **USDA Foods / commodities / brown box**



- 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
- Schools pay the delivery cost (\$4.60/case)



#### **USDA Foods**

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





#### Ordered 1 time per year



#### 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), Carrots (Frozen), Diced Tomatoes

For Delivery:	Due In WBSCM:
October 2021-September 2022	March 31, 2021



#### Ordered 2-3 times per year, schedule varies



OTHER PURCHASE & ORDER CYCLES** See WBSCM catalog Domestic Order Entry Screen							
<ul> <li>Fruit: Apples (Fresh, Bulk),</li> <li>Orange Juice (Bulk)</li> <li>Fish: Catfish, Pollock (Bulk,</li> <li>Sticks), Tuna</li> <li>Turkey: Delis, Hams, Roasts,</li> <li>Taco</li> </ul>	Vegetables: Broccoli, Carrots (Canned), Pepper & Onion Blend, Spinach, Potatoes (Frozen, Bulk)						
For Delivery:	Due in WBSCM:						
Varies	See WBSCM or check w/specialist						



## **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





#### **DOD Fresh – FFAVORS**

- DOD catalog
- DOD orders
- DOD receipts





## **DOD Catalog**

- New catalog every Sunday
- Catalog available for 2 weeks

## Usage Reports Budget Balance/Spent Catalog Customer Listing



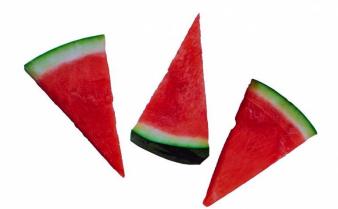




## **DOD Catalog Example**

VERMILION	VALLEY PRODUCE CO.,INC SPE300-21-DS366	10/31/2021				
Item Code	Item Description	Unit of Issue	Units Per Case	Source of Supply	State of Origin	Price
17W70	APPLES CHL SL 100/2 OZ PG	LB	13	CONUS	MI	31.50
14M10	APPLES FR R/D 125-138 CT 40 LB CS	LB	40	CONUS	MI	36.25
14J93	APPLES FR ROYAL GALA 125-150 CT 40 LB CS	LB	40	CONUS	MI	34.65
15Q94	CABBAGE FR GRN FOR PR 50 LB BG	LB	50	CONUS	TX	18.55
16W22	CABBAGE W/CARROTS CHL GRN SHRD 4/5 LB B	G LB	20	CONUS	CA	21.05
15Q99	CANTALOUPE CHL CHUNKS 1/5 LB BG	LB	5	CONUS	CA	20.55
16P70	CARROT CHL SHRD 1/5 LB PG	PG	1	CONUS	CA	10.27
16A12	CARROTS CHL BABY WHL 100/2 OZ PG	LB	12	CONUS	CA	26.55
15014	CARROTS CHL BABY WHL 30/1 LB BG	LB	30	CONUS	CA	29.75
16W24	CARROTS CHL BABY WHL 4/5 LB PG	LB	20	CONUS	CA	24.50
15Q60	CARROTS CHL BABY WHL 5 LB BG	LB	5	CONUS	CA	8.94
17J21	CARROTS CHL STICK 4/5 LB BG	LB	20	CONUS	CA	40.50
15N54	CARROTS CHL STICK 5 LB BG	LB	5	CONUS	CA	12.76









#### **DOD Orders**

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

Order modifications are

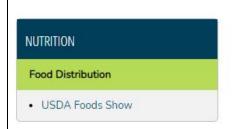
possible



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### **DOD FFAVORS Ordering Manual**



#### NUTRITION

#### FOOD DISTRIBUTION

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.



#### RESOURCES

- Fact Sheet: Diversion to Processor
- Fact Sheet: DOD \( \begin{align\*}{c} \begin{align\*}{c
- 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

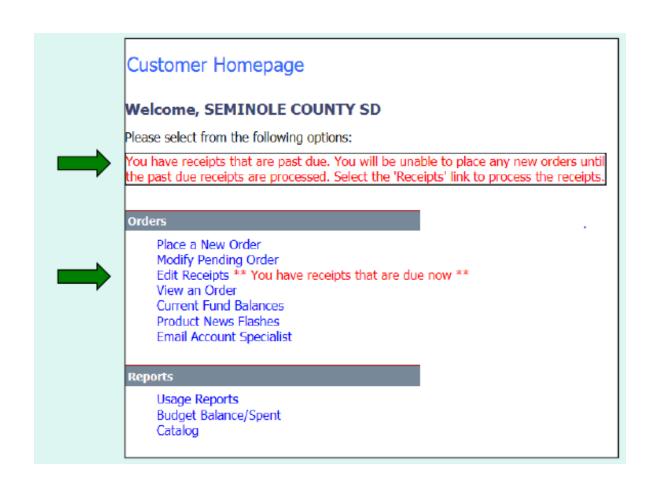
#### School Food Authority Resources



- 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



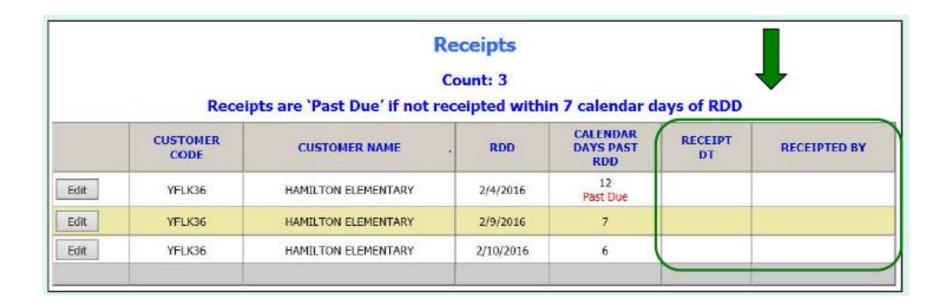
#### **DOD Receipts**



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#### **DOD Receipts**





## **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



# **Forecasting**

- A tool for making better decisions
- A prediction or estimate
- Look at past inventory usage to predict future needs, with some adjustments for reality
- Forecasting saves money
- Potential for better pricing
- Helps processors plan production
- Helps distributors plan warehouse space
- Helps ensure timely delivery of product
- Reduces waste



# **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 <u>Processing Calculator</u>
  - 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





# **Approved End Products Report**





# **Approved End Products Report**





# **ISBE** Processing Calculator

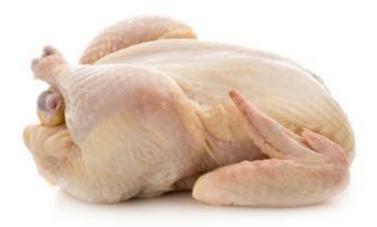
Step 4	Calculate your menu needs for each processed end product. Keep in mind that you may not start receiving end products at the beginning of the school year.					
	How many servings do you need each time you serve?					
	a)# of servings needed each time the processed end product is served					
	b)# 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.					
Step 5	d)servings per case					
	e) Divide (c) / (d) = # of cases needed for the year					



### Value of USDA Foods

#### Value Pass Through Systems

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





### Value of USDA Foods

### 3 types of fee for service

- 1. Direct shipment and invoicing to the school
- 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)





# **Tracking**

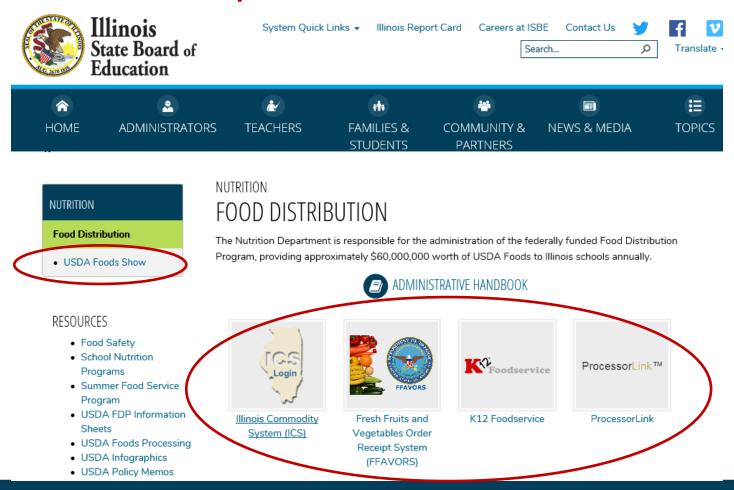
- Track your deliveries and balances year-round
  - USDA Foods / commodity / brown box deliveries and balances
    - ICS
  - DOD deliveries and balances
    - FFAVORS
  - Processor deliveries and balances
    - K12
    - Processor Link
    - Distributor site





# FDP Webpage

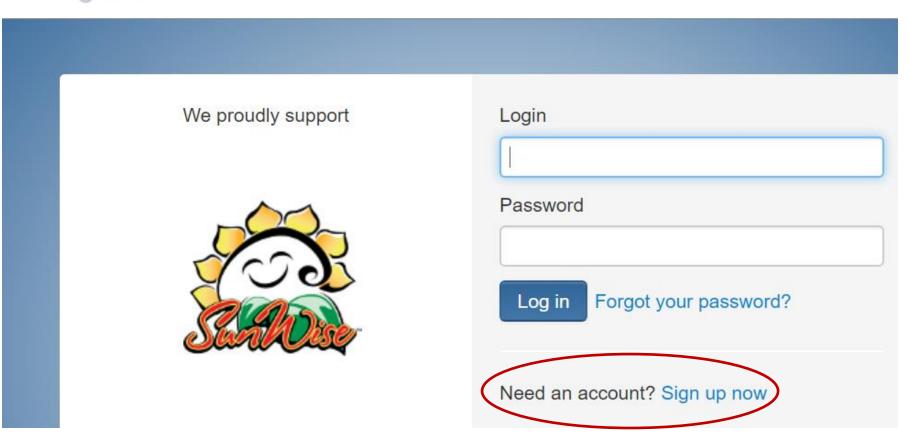
https://www.isbe.net/Pages/School-Nutrition-Programs-Food-Distribution.aspx





### **ProcessorLink**

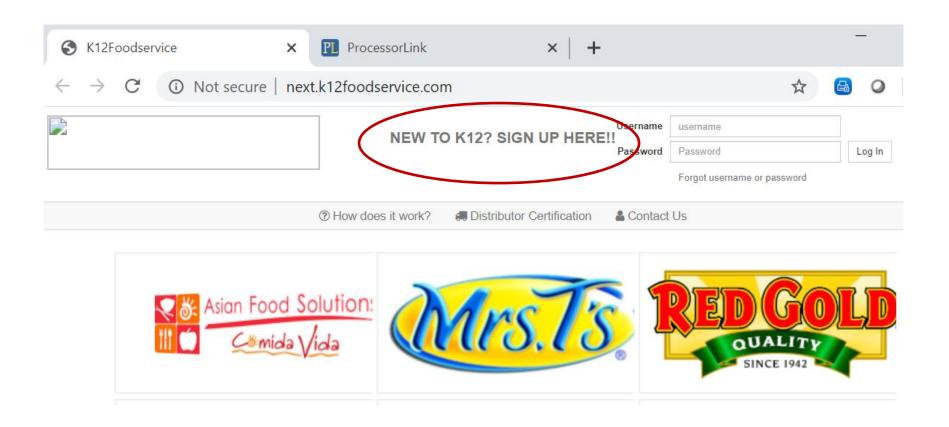






#### Illinois State Board of Education

### **K12**





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### $Processor \underline{Link}^{\!\scriptscriptstyle \mathsf{M}}$

### **ProcessorLink**



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

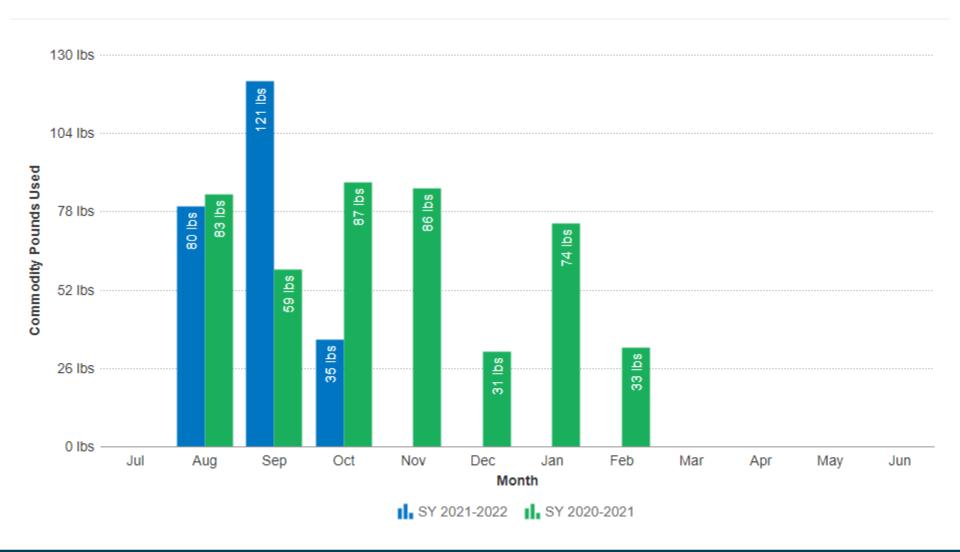
		_
	Pounds	Currency
Carryover:	0.00	\$0.00
Allocation:	921.00	\$1,700.81
Pending Allocation:	0.00	\$0.00
Transferred:	0.00	\$0.00
Available:	921.00	\$1,700.81
Shipped Distributor:	236.11	\$435.99
Shipped Manufacturer:	0.00	\$0.00
Balance:	684.89	\$1,264.82

### **ProcessorLink**

Donated Food Monthly Usage

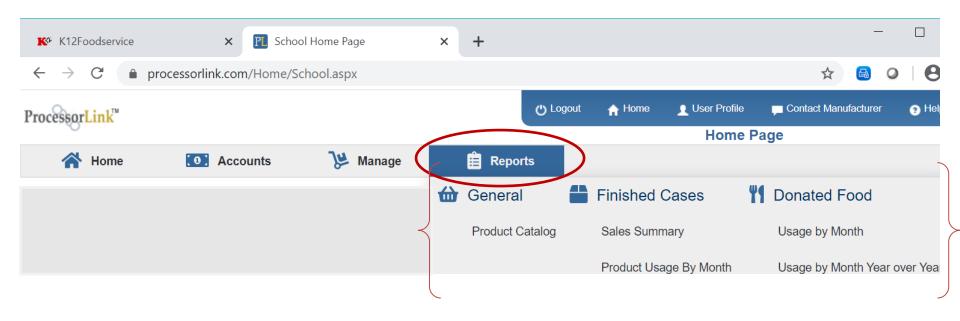
View values in: 

Pounds Ocurrency



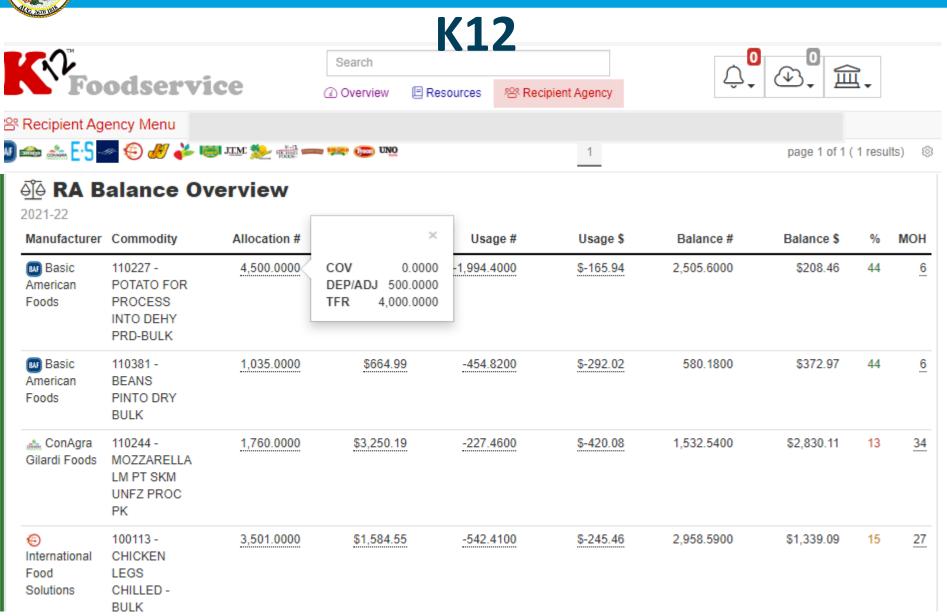


# ProcessorLink Reports



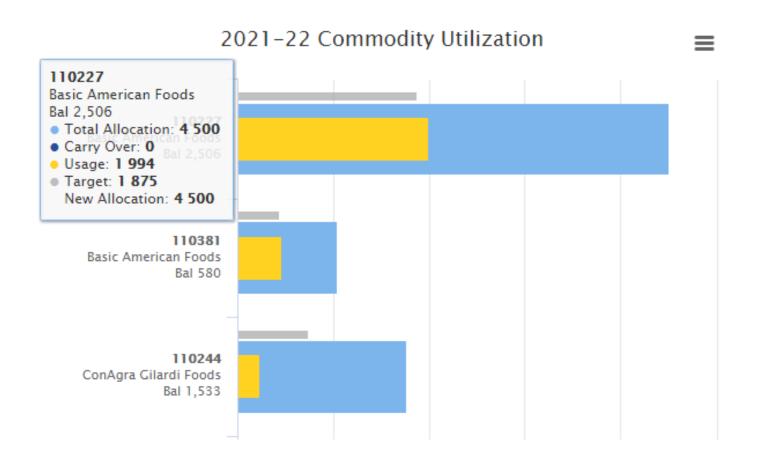


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### **K12**



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Jennie-O Account Setup Overview for RA Lists (262)

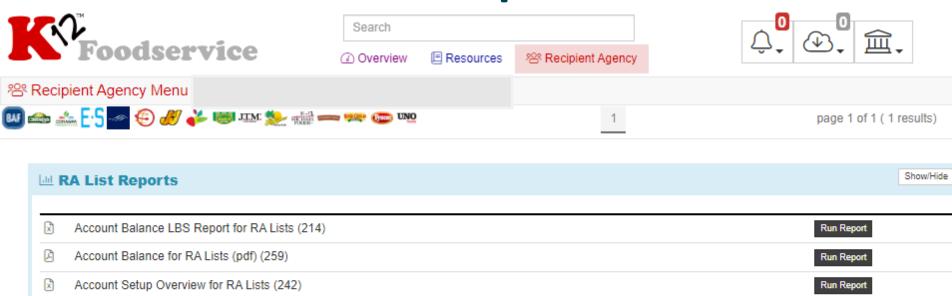
Recipient Agency Product Usage for RA Lists (107)

Recipient Agency Product Usage Cross Tab for RA Lists (152)

Product Usage Comparison for RA Lists (96)

The Kitchen Sink for RA Lists (102)

## **K12 Reports**



Transaction Export by Commodity for RA Lists (231)

Transaction Export by Product for RA Lists (232)

Run Report

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Run Report

Run Report

Run Report

Run Report

Run Report



# **Processor Inventory**

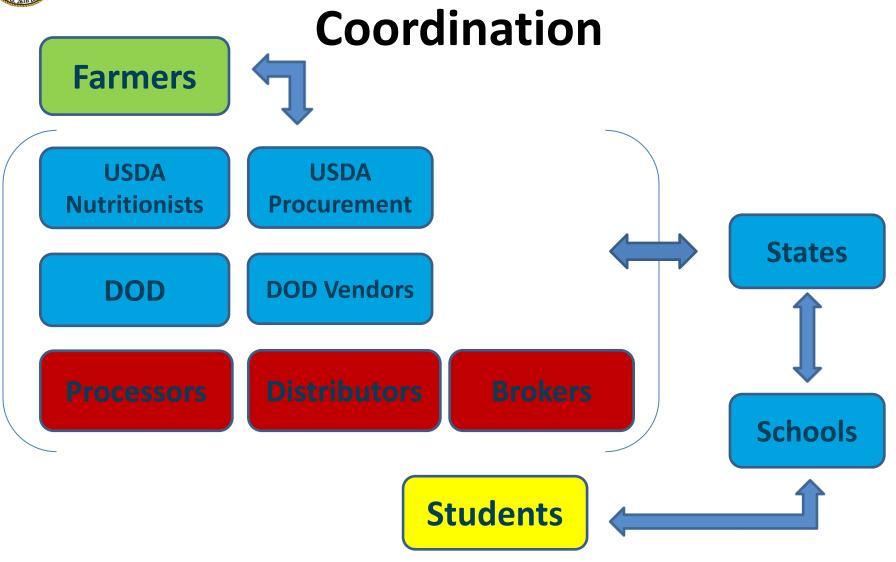
#### Sweep policy to manage inventory at processors

- Monitor usage throughout the year
- Allows for efficient use of pounds in the year diverted
- June 30, 2022 final sweep date
- Eliminates carryover pounds in SFA accounts











# **Anticipated USDA Foods Chart**

Illinois State Board of Education Nutrition-Food Distribution Program SY22 USDA Foods Anticipated Chart

FRUITS CND/DRY	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Apple Slices (100206)	X		X		X		X		
Applesauce (110541)	X	X	X	X	X	X	X	X	X
Applesauce Cups (110361)	X	Х	X	X	X	X	X	X	X
Apricots Diced (100216)					X		X		
Cranberries, Dried (110723)	F)		E				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	Х	X			X		X	
Pears Diced (100225)	X	X	X	X	X	X	X	X	X
Pears Sliced (100224)	X	X	Х			X			
Raisins (100293)		Х			X				
FRUITS FROZEN	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Apricot Cups (100261)				X	X	X			
Apricots Sliced (100259)									
Blueberries Highbush (110624 or 110623)		X			Χ		X		



### **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.



### **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.





# 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



### Illinois State Board of Education





### **Contact Information**

Illinois State Board of Education

**Nutrition Department** 

fdp@isbe.net

800-544-4802

217-782-2491

**USDA Foods Show Webpage www.isbe.net/usdafs**