



Making Dollars and Sense of your USDA Foods Entitlement Plan

A Directors Perspective

Dedham Public Schools

Jeanne Johnson, SNS, Food Service Director

1

Determining a Districts
Commodity Assistance
Level

Commodity
Assistance Rate
.2350
X
Meals served
=
Entitlement
Dollars

According to the USDA Statistics

- 17% food cost covered by entitlement dollars
- 83% food cost purchased from commercial vendors
- Equation for meals served
- (Total Reimbursable Lunches Served = April through March of the previous year/ 10 months) /20 days



2

Spending Entitlement Three Choices

D.O.D.

Department
of Defense
Produce
Contract



USDA Foods

(Brown Box)

United States
Department
of Agriculture

N.O.I.

Net off Invoice

Chicken, Turkey,
Fish,
Peanut Butter
& Cheese

F.F.S.

Beef and Pork

3

D.O.D. Produce

Pros

- Beautiful fresh produce delivered directly to your kitchen
- Full value of produce charged to entitlement dollars
- Easy draw down tracking
- Bids and contracts managed by USDA



Cons

- Delivery sites limited
- Prices vs Commercial Prices
- Delivery days limited
- Orders placed five days in advance
- No access to program beginning and end of school year



4

USDA Foods- Brown Box

Pros

- Natural Foods with little to no processing
- Straight charge to entitlement dollars
- Procurement made easy



Cons

- Submit order in March -year prior
- USDA Purchases
- Availability of product
- One or Two deliveries per month- Storage needs- Inventory Management
- Can't store and use- Could lose
- No Ingredient list available in advance

5

Fee For Service

Pros

- Consistent product throughout the school year
- 2018-2019 USDA Foods beef value per pound \$2.381
- Deliveries can be broken up by school



Cons

- Lbs must be diverted in March of the previous year
- Confirmation of orders with multiple people
- No commercial equivalents for beef and pork
- One delivery per month
- Unable to put on commercial bid

6

F.F.S. PRICING

- **Commercial Price Per Case \$62.00**
 - \$62.00/116 per cs= \$.53 per serving
- **Processed Price Per Case**
 - Value of raw beef per cs \$103.02
 - Value of processing per cs \$36.81
 - Value of delivery per cs \$3.25
 - **Total Processed Price per cs.**
 - \$ 140.15/210 per cs = \$.67 per serving
- **Total - \$.15 per serving difference per serving less if you purchase commercially vs. through processing**

7

Net off Invoice

Pros

- Consistent product availability
- Competitive commercial bid pricing
- Ease of use for managers
- Inventory control
- Equal pass through value for commercial products
- Product information and codes are the same whether you receive the discount on the invoice or not

Cons

- Divert pounds in March
- Align your commercial bid prior to diverting funds
- Drawdown of pounds needs to be tracked
- Can be complex when using chicken
 - % of white and dark meat
 - Vendor will not draw down if you do not have enough of both white and dark meat to cover your product

8

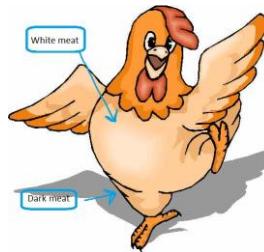
White and Dark Meat Chicken

White Meat/Dark Meat

Manufacturer	White%	Dark%
TYSON		60%
Goldkist (Pilgrims Pride)	40%	50%
Rich Chicks	50%	73%
Schwans	27%	50%
Asian FS (food solutions)	50%	50%
Comida Vida	0%	100%
	50%	50%

Draw Down

Tyson is the only manufacturer that will draw down dark meat pounds even though you have no white meat pounds



9

K12 Services- Bank of Pounds

11-073 DEDHAM HIGH SCHOOL (MA)									
Last Updated Today at 2:02 PM									
RA Balance Overview									
Manufacturer	Commodity	Allocation #	Allocation \$	Usage #	Usage \$	Balance #	Balance \$	%	MOH
ConAgra	110244 - MOZZARELLA	49.2	\$80.15	-49.2	(\$80.15)	0	\$0.00	100	0
Gilardi Foods	LM PT SKM UNFZ PROC PK								
Michael Foods Inc.	100047 - EGGS WHOLE LIQUID BULK -TANK	156.88	\$63.62	-156.88	(\$63.60)	0	\$0.02	100	0
Tyson Foods, Inc.	100103D - CHICKEN LARGE CHILLED -BULK	4,180.94	\$3,744.87	-2,197.79	(\$1,968.56)	1,983.15	\$1,776.31	53	9
Tyson Foods, Inc.	100103W - CHICKEN LARGE CHILLED -BULK	2,403.08	\$2,152.44	-2,396.58	(\$2,147.07)	6.4988	\$5.37	100	0
Tyson Foods, Inc.	100154 - BEEF COARSE GROUND FRZ CTN-60 LB	2,581.00	\$5,983.02	-2,577.52	(\$5,975.16)	3.48	\$7.86	100	0
USDA	USDA Commodities Total			-7,377.97	(\$10,234.54)			79	1
	Manufacturer Allowance Total			0	\$0.00				

10

Processor Link- 2nd Bank of Pounds

Donated Food Bank Summary				
Manufacturer	Commodity	Material Nbr	Balance (%)	Balance (\$)
Bongards	Cheese Barrel 500	110242	0%	(\$0.05)
Pilgrim's Pride	Chix Chill Sm	100100 W & D	0%	\$0.00
	Chix Chill LG	100103 W & D	0%	(\$0.16)
Rich Products Corporation	Mozzarella Unfrz	110244	0%	\$0.03
Schwan's Food Service, Inc.	Mozzarella Unfrz	110244	0%	\$0.12
Tasty Brands	Cheese Barrel 500	110242	0%	(\$0.04)
Total Entitlement Utilized			\$3,777.22	

11

Transferring Pounds

DESE- Marion Browning

Working on a clear system that would allow districts to transfer pounds from one manufacturer to another within the same commodity category. The transfer window would open four times per year

Example: YES

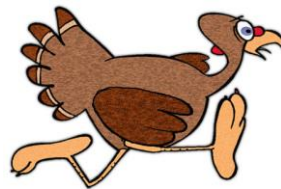
Chicken Large Bird
Transfer lbs from Goldkist to Tyson

Example : NO

Chicken Large Bird
Transfer lbs from Goldkist to Michaels(Eggs)

Draw Down

Tyson is the only manufacturer that will draw down dark meat pounds even though you have no white meat pounds



12

Let's go Shopping



13

What would you consider?

District with Eight Schools

Five Schools with Satellite Kitchen- No Storage
One Big HS with a Production Kitchen- has large
storage facilities and freezers
Two big MS's
A part time Driver
A central kitchen with large storage facilities
Produce Contract in Place
Commercial Bid in Place

14

What would you consider?

District with Ten Schools

All Schools Full Service Kitchens
with Limited Storage
No Driver
Produce Contract in Place
Commercial Bid in Place

15

What would you consider?

District with One School

Full Service Kitchen
with Limited Storage
No Driver



16

What would you consider?

District with One Hundred Schools

Full Service Kitchens- 50

Satellite Kitchen- 50

Central Kitchen

Multiple Drivers

Commercial Bid in Place

Produce Bid in Place



17

Best Practices USDA Foods

I will now turn things over to Janice Watt and her HS Manager, Nancy Siracusa, who will take you through some of the choices they made for Foxborough, as well provide some ideas on how to best utilize the USDA Foods, end products

18

USDA FOODS Director Tested-Kid Approved

Foxborough Public Schools

Janice Watt, SNS, Food Service Director

Nancy Siracusa, Cook Manager, Foxborough High School



19

The Benefits of Using USDA Foods

- Lowers food cost – ours is 35%
- Allows you to serve items with a higher food cost
- Versatility of products
- Fruit/veggies are from USA
- Quality: example: USDA Beef is leaner than commercial

20

Foxborough Statistics

- 5 Schools
- 2,633 Students
- Free/Reduced 21 %
- Average Daily Participation: 52%
- Annual Revenue \$929,894
- 22 Staff members
- Non-Union
- All onsite cooking kitchens

21

Foxborough Entitlement Plan 2019-2020

Total Entitlement \$81,894

- 60% Brown Box \$49,180
- 23% DOD \$19,000
- 17% Diversion \$13,714

22

USDA Products That We LOVE!

- GROUND BEEF
- CHICKEN DICED
- CHICKEN STRIPS
- FRUIT
- FROZEN VEGETABLES



23

Things to Consider When Ordering USDA

- DELIVERIES....DO YOU HAVE A DRIVER?
 - HANDLE IT ONCE
- DO YOU HAVE STORAGE?
- ADDING THE DELIVERY COST TO IT
- SOMETIMES IT COSTS MORE THAN RETAIL
 - WILL YOU ACTUALLY USE IT?

OHIO
Only Handle It Once

24

Strategies I Use as Food Service Director

- Look for Simple Recipes
- Cycle Menus
- Review with managers 2x a year to add new products & remove slow movers
- Let Managers order
- Explain to them the “next del to warehouse”
- Shared spreadsheet for ordering
- Computing Diversion
- Multiply usages from your bid x diverted lbs
- Stick to the tried & true basics
- DOD
- Budget it for the year
- Only order baby carrots, apple slices, etc.

25

Nancy's Tips to Stretch Your Food Dollars

- EGG PATTIES ON SHEET PAN
- ADD SPAGHETTI SAUCE TO PURCHASED SAUCE
- CHEESY BREAD TO USE GOV MOZZARELLA
- STRAWBERRIES IN SMOOTHIES
- PEPPERS & ONIONS
- SLICED HAM
- BUFFALO CHICKEN
- MEATBALLS

26



27