



Value for Value: Menu Planning, Procurement, & USDA Foods

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Anaheim, CA





What is Value?

- Best VALUE
- The CHEAPEST?
 - USDA = Free & Open competition
- Product SPECIFICATIONS
- Does the CUSTOMER count?
- Use your entitlement VALUE to get the best VALUE for your program





But How?

- It's a process
- Plan ahead
- Simplify your work
- Get organized!





Steps to Success

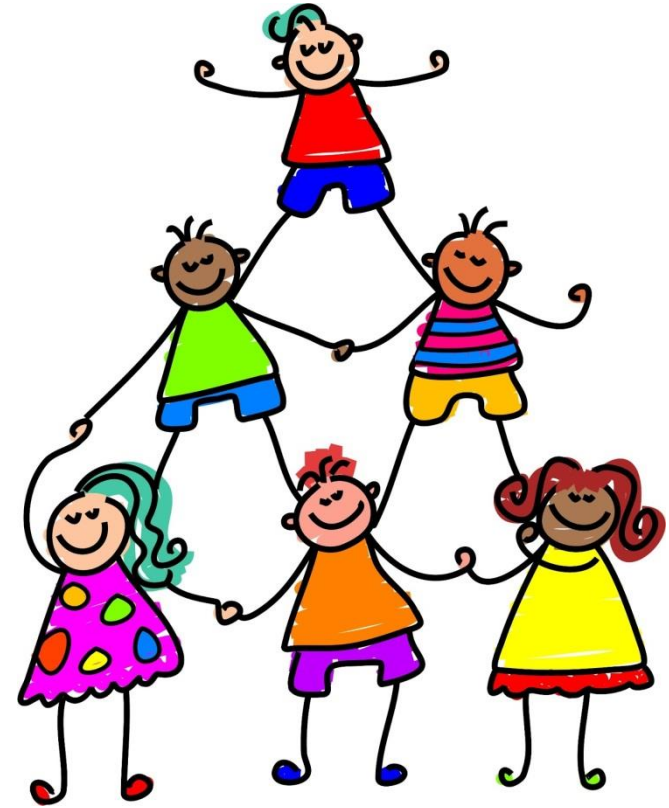


- Know your customers' preferences
- Evaluate existing equipment & resources
- Evaluate USDA Foods value
- Develop a cycle menu
 - Determine what USDA Foods can be used in the menu
- Forecast your program needs



Know your Customers' Preferences

- Food tasting
- Nutrition Advisory Council
- Previous menus & production records
- Observation – plate waste
- Talk to kids!



Evaluate Existing Equipment & Resources

- Scratch vs. speed scratch vs. processed
- Fresh vs. frozen vs. canned
- Ovens and kettles and ranges, oh my!
- Transport vs. onsite cooking and service
- Serving line equipment
- Labor cost and skills
- Storage facilities
- Targets – food cost, nutrition requirements





USDA Foods Value to your Meal Programs



- USDA says 15 – 20 % of food products

Santa Clarita Valley SFSA

Annual food expenses	\$2,306,646	
USDA Foods entitlement	+ \$665,694	← 22.4%
Total food expenses	\$2,972,340	
Processed USDA foods	\$590,369	← + 42.3%
Savings	?	

USDA Foods Distribution

- Direct Shipment
- State Distribution Center
- State Cooperative
- Private Cooperative



USDA Entitlement

- Annual entitlement dollars
- Spend on USDA Foods (aka commodities)
- Federal Assistance Level \times Total Reimbursable Lunches Served (TLS) last year
 - 2016-17 Rate \$0.3200
 - Example: 1,500,000 TLS \times \$0.3200 = \$480,000
 - Updated in November when prior year TLS is finalized
- Treat it like REAL MONEY



Using Your Entitlement \$

- Direct Delivery (brown box)
- Diversion to Processors
- Department of Defense (DoD) Produce
- Pilot Project for Procurement of Unprocessed Fruits and Vegetables



Costs Associated with USDA Foods

- State administrative fees
 - 80¢ per case/unit
- Storage fees
- Delivery fees
- Processing fees
- Co-Op Fees





Calculate Actual Cost of Processed USDA Foods



- Entitlement value
- State Administrative Fees
- Processing Cost
- Storage cost
- Delivery fees
- Co-Op fees

SEPDS A

SUMMARY END PRODUCT DATA SCHEDULE

☒ National Summary

(EPDS approved by USDA)

☐ State Summary

(EPDS approved by state agency)

THIS IS AN ORIGINAL SUMMARY SCHEDULE UNLESS CHECKED BELOW:

- ☐ Reflects Change in Formulation (Italic)
- ☐ Additional Products Listed
- ☒ Correction: Formula Errors in Col H and I

VALUE PASS THROUGH SYSTEMS APPROVED:

- ☐ Direct Sale
- ☐ Refund to Recipient Agency
- ☐ Net Price Through Distributor
- ☐ Fee for Service (billed by Processor)
- ☐ Fee for Service (billed by Distributor)

Information Certified as Accurate from Approved EPDS (requires signature from agency that approved EPDS)											Certified by State Agency	
End Product Code & Description		Net Weight Per Case	Servings Per Case	Net Weight per Serving	WBSM Item Code	WBSM Description	Commodity Inventory Drawdown per case	By Products Produced*	Value per Pound of Commodity (contract value)	Value of Commodity per Case (F x H)	Effective Date	State Agency Acceptance/Approval Check for quick approval <input type="checkbox"/>
A		B	C	D	E		F	G	H	I	J	K
BEEF PRODUCTS												
CNQ11400W	FULLY COOKED CHARBROILED BEEF STEAK BURGER	15.00	60	4.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	24.92	No	\$2.9965	\$74.67		
CNQ152253	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	240	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	No	\$2.9965	\$161.06		
CNQ153003	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	180	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	No	\$2.9965	\$161.06		
CNQ15401	FULLY COOKED ALL BEEF CRUMBLE	40.00	320	2.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	66.67	No	\$2.9965	\$199.78		
CNQ161203	FULLY COOKED CHARBROILED BEEF STEAK BURGER	30.00	400	1.20	100154	BEEF COARSE GROUND FRZ CTN-60 LB	50.30	No	\$2.9965	\$150.72		
CNQ162253	FULLY COOKED CHARBROILED BEEF STEAK BURGER	33.75	240	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	50.50	No	\$2.9965	\$151.32		
CNQ162403	FULLY COOKED CHAR-BROILED BEEF STEAK BURGER	30.00	200	2.40	100154	BEEF COARSE GROUND FRZ CTN-60 LB	42.90	No	\$2.9965	\$128.55		
CNQ163003	FULLY COOKED CHARBROILED BEEF STEAK BURGER	33.75	180	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	48.26	No	\$2.9965	\$144.61		
CNQ182003	FULLY COOKED ALL NATURAL CHARBROILED BEEF PATTY	30.00	240	2.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	46.73	No	\$2.9965	\$140.03		
CNQ182403	FULLY COOKED CHARBROILED BEEF PATTY	30.00	200	2.40	100154	BEEF COARSE GROUND FRZ CTN-60 LB	46.73	No	\$2.9965	\$140.03		
CNQ183003	FULLY COOKED ALL NATURAL CHARBROILED BEEF PATTY	33.75	180	3.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	52.57	No	\$2.9965	\$157.53		
CNQ252253	FULLY COOKED CHARBROILED MESQUITE BEEF PATTY	33.75	240	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	38.58	No	\$2.9965	\$115.62		
CNQ252603	FULLY COOKED CHARBROILED BEEF STEAK BURGER	31.20	192	2.60	100154	BEEF COARSE GROUND FRZ CTN-60 LB	35.67	No	\$2.9965	\$106.89		

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CNQ261753K	FULLY COOKED CHARBROILED BEEF PATTY	32.81	300	1.75	100154	BEEF COARSE GROUND FRZ CTN-60 LB	44.47	No	\$2.9965	\$133.25	
CNQ262253	FULLY COOKED CHARBROILED BEEF PATTY	33.75	240	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	40.72	No	\$2.9965	\$122.02	



Calculate Actual Cost of Processed Goods



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Drawdown = 53.75 pounds @ \$2.9965 per pound = \$161.06

Servings per case = 240

Entitlement VALUE per serving = \$0.6711

State Administrative fee = $53.75\text{lbs}/60\text{lbs} = 0.8958 \text{ case} * \$0.80 = \$0.7167 / \text{case}$

Processing fee = \$35.44 = \$0.1477 per serving

Delivery Fee? Co-Op fees? Storage fees?



Calculate Actual Cost of Processed Goods



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- YOUR BID PRICE
- Commercial price \$119.14 = \$0.4964 per serving



USDA Foods Cost Analysis Tool

- <http://www.fns.usda.gov/usda-foods/usda-foods-toolkit-child-nutrition-programs>

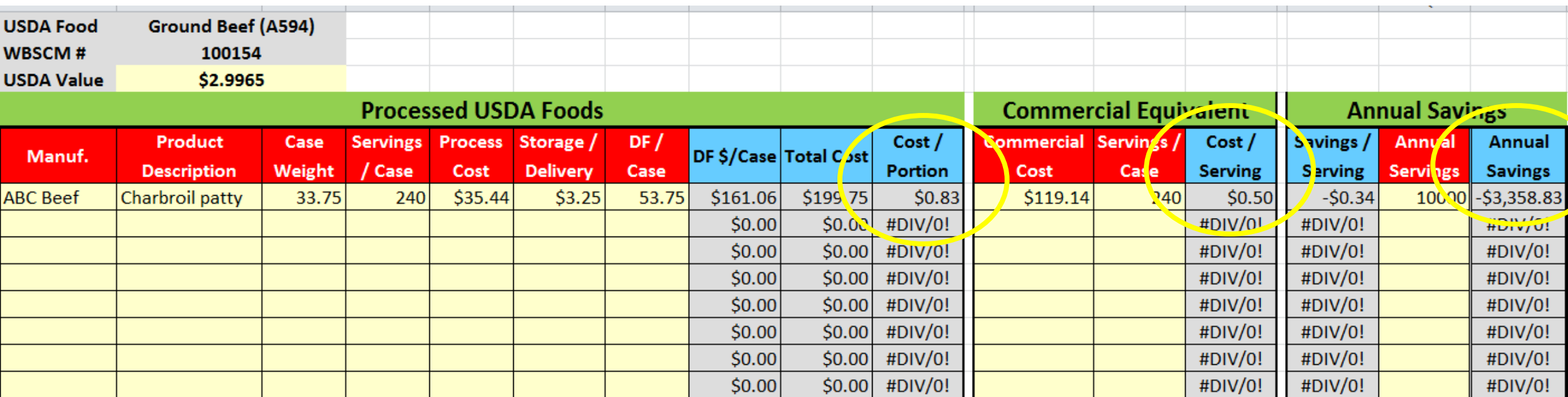
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Calculate Actual Cost of Processed Goods

[illegible]



Calculate Actual Cost of Processed Goods



USDA Food	Dehy Potato for Process																		
WBSCM #	110227																		
USDA Value	\$0.0592																		
Processed USDA Foods										Commercial Equivalent			Annual Savings						
Manuf.	Product Description	Case Weight	Servings / Case	Process Cost	Storage / Delivery	DF / Case	DF \$/Case	Total Cost	Cost / Portion	Commercial Cost	Servings / Case	Cost / Serving	Savings / Serving	Annual Servings	Annual Savings				
ABC Potato	Dehy. Mashed	23	480	\$40.62	\$1.80	115	\$6.81	\$40.23	\$0.10	\$56.00	480	\$0.12	\$0.01	50,000	\$705.42				
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							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!				
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!				
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							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!				



Calculate Actual Cost of Direct Delivery USDA Foods (Brown Box)



- Entitlement value
- State Administrative Fees
- Storage cost
- Delivery fees
- Co-Op fees

Calculate Actual Cost of Direct Delivery

USDA Foods (Brown Box)



Item Description	Pack	WBSCM ID	Entitlement Value	Commercial Price
Applesauce, unsweetened	6/#10 cans	110541	\$18.19	\$23.50
Chicken fajita strips, dark	6/5# bags	100117	\$50.27	\$94.10
Turkey taco filling	6/5# bags	100119	\$54.17	\$67.78
Rice, brown, parboiled	25# bag	101031	\$7.60	\$12.50
Cheese, cheddar, shred	6/5# bags	100003	\$59.59	\$75.18



Value/Cost of DoD Produce



- Entitlement value
- State Administrative Fees
- Storage cost
- Delivery fees
- Co-Op fees

Value/Cost of DoD Produce



Item	Pack	DoD Price	Commercial Price
Apples	125 ct	\$37.50	\$21.30
Oranges	138 ct	\$19.19	\$15.70
Baby Carrots	100/2.6 oz.	\$22.11	\$17.81
Broccoli florets	4/3 lb.	\$20.91	\$21.48



Value/Cost of Pilot Project for Procurement of Unprocessed Fruits and Vegetables



- Entitlement value
- State Administrative Fees
- Storage cost
- Delivery fees
- Co-Op fees



Value/Cost of Pilot Project for Procurement of Unprocessed Fruits and Vegetables



Item	Pack	Pilot Vendor Cost	Commercial Cost
Nectarines			
Romaine			
Kiwi			
Watermelon			



Why is this all so Important?

- Not all savings are equal
- Some things are cheaper commercial
- You must decide the best VALUE for your program
- BE SURE to confirm CREDITS and/or REBATES when processing!



Develop a Cycle Menu



- Spend less time menu planning!
- Reduces inventory, product turns over quickly
- More productive employees because they produce same items every few weeks
- Procurement forecasting – use production records



Develop a Cycle Menu



- How many weeks? 3-6
- How many choices? Entrée, sides, milk, other
 - More choices, shorter cycle length
- Maximize use of USDA Foods

Forecasting



Cycle Menu

1

2

3

4

	Monday	Tuesday	Wednesday	Thursday	Friday
Week 1	Grilled Cheese (2M/2G)	Spaghetti with Meat Sauce (1.5M/1G)	Hamburger on WG Bun (2M/2G)	Teriyaki Chicken Rice Bowl (2M/1G)	Real Slice Pizza (2M/2G)
	Baked Beans	Golden Corn	Potato Wedges		Garden Salad
	Mixed fruit, canned				
	Produce Stand	Produce Stand	Produce Stand	Produce Stand	Produce Stand
Week 2			Ketchup		
	Mini Corn Dog (2M/2G)	Turkey in Gravy WG Roll (2M/2G)	Cheeseburger Sliders (2.5M/2G)	Pork carnitas WG Tortilla (1.5M/1G)	Pizza Bagel (2M/2G)
	Green Beans	Mashed Potato	Fresh cut fruit	Savory Beans	Garden Salad
	Applesauce, canned				
Week 3	Produce Stand	Produce Stand	Produce Stand	Produce Stand	Produce Stand
	Mustard		Ketchup		
	Bean & Cheese Burrito (2M/2G)	Soft Taco WG tortilla (2M/1G)	Chicken Patty on WG Bun (2M/3G)	Macaroni & Cheese (2M/.5G)	Pizza Crunchers (2M/2G)
	Golden Corn	Savory Beans	Potato Wedges	Harvest Bread (1.5G)	Garden Salad
Week 4	Peaches, canned	Lettuce & tomato			
	Produce Stand	Produce Stand	Produce Stand	Produce Stand	Produce Stand
			Ketchup		
	Chicken Tenders (2M/1G)	Tostada Boat (2M/1G)	Cheese Enchiladas Verde (2M/2G)	Orange Chicken Rice Bowl (2M/1G)	Cheese Breadsticks (2M/2G)
Week 4	Mashed Potatoes w/Chicken Gravy	Lettuce & tomato	Savory Beans	Cowboy Bread (1G)	Garden Salad
	Pears, canned		Fresh cut fruit		Marinara Sauce
	Produce Stand	Produce Stand	Produce Stand	Produce Stand	Produce Stand
	BBQ Sauce	Salsa			

Overlay Menu on School Calendar

JULY 2015						
S	M	T	W	TH	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

BOARD APPROVAL 4/22/15

**SULPHUR SPRINGS
SCHOOL DISTRICT
2015 – 2016**

July
3 – Independence Day - Holiday

August
7 – New Staff Orientation
10 – Professional Development #1
11 – Orientation/Professional
Development #2
13 – School Begins

September
7 – Labor Day/Holiday
11 – Minimum Day

October
5-9 – Fall Break
30 – Professional Development #3

November
6 – Minimum Day
11 – Veteran's Day/Holiday
19 – Parent Conference/Minimum Day
20 – Parent Conference/Pupil Free Day
25 – Thanksgiving Break
26-27 – Thanksgiving/Holiday

December
21 – Jan. 8 – Winter Break
24-30 – Winter/Holiday
District Offices Closed

JANUARY 2016						
S	M	T	W	TH	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24/31	25	26	27	28	29	30

AUGUST 2015						
S	M	T	W	TH	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23/30	24/31	25	26	27	28	29

FEBRUARY 2016						
S	M	T	W	TH	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29					










SEPTEMBER 2015						
S	M	T	W	TH	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

MARCH 2016						
S	M	T	W	TH	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		



Determine number of Menu Showings



- Week  
- Week  
- Week  
- Week  
- Week  



Menu Items



may contain pork - meatless option

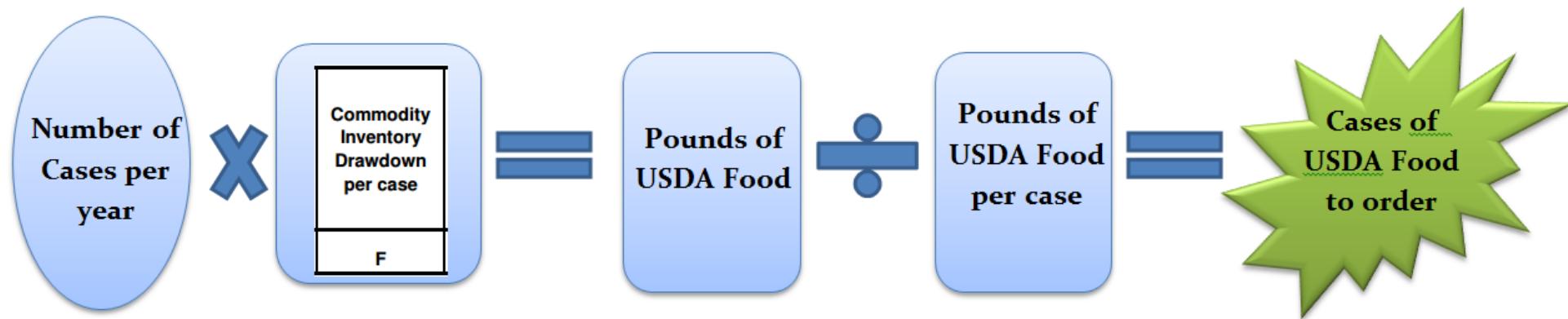
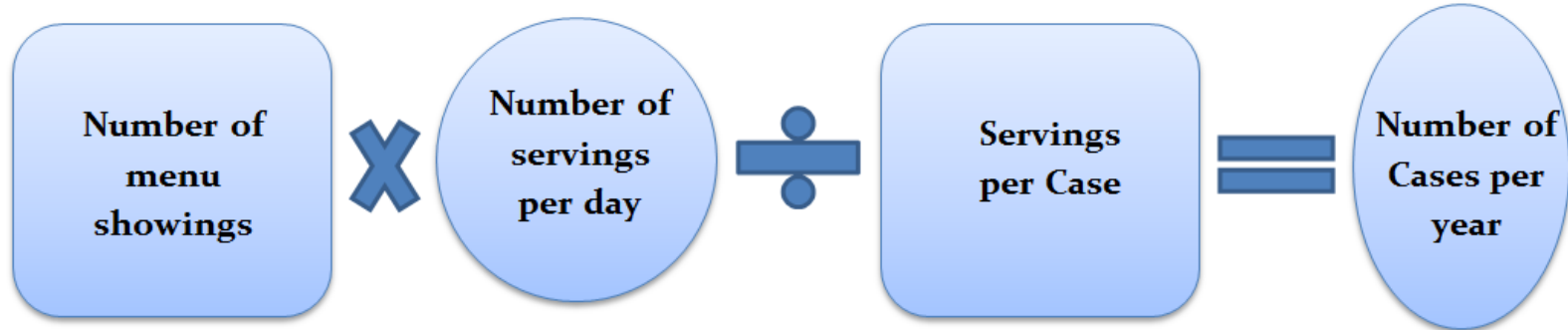
Monday	Tuesday	Wednesday	Thursday	Friday
<p>3</p> <p>Chili Dog Dippin' Chicken & Sauce Smart Choice Pizza^{^^} Chocolate Milk</p>	<p>4</p> <p>BBQ Pulled Pork Sandwich* Cheesy Stix[^] w/ Marinara Dippin' Chicken & Sauce Smart Choice Pizza^{^^} Belly Bear Cracker</p>	<p>5</p> <p>Popcorn Chicken Corn Dog PBJ Sandwich & String Cheese Smart Choice Pizza^{^^} Chocolate Chip Cookie Chocolate Milk</p>	<p>6</p> <p>Meatballs & Marinara Dippin' Chicken & Sauce Smart Choice Pizza^{^^} Fresh Apple</p>	<p>7</p> <p>BBQ Teriyaki Drumstick Popcorn Chicken Smart Choice Pizza^{^^} Manager's Choice* Chocolate Milk Frozen Fruit Cup</p>
<p>10</p> <p>'Lil Kahuna Double Dog Dippin' Chicken & Sauce PBJ Sandwich[^] & String Cheese Smart Choice Pizza^{^^} Chocolate Milk</p>	<p>11</p> <p>Pork Carnitas Taco Dippin' Chicken & Sauce Smart Choice Pizza^{^^} Animal Crackers</p>	<p>12</p> <p>Crispy Taco & Refried Beans Meat Lovers Pizza* Dippin' Chicken & Sauce Smart Choice Pizza^{^^} Chocolate Chip Cookie Chocolate Milk</p>	<p>13</p> <p>Cowboy Bowl Bean & Cheese Burrito[^] Dippin' Chicken & Sauce Smart Choice Pizza^{^^} Frozen Fruit Cup</p>	<p>14</p> <p>Brunch for Lunch: Buttermilk Pancakes w/ Sausage Patty* Dippin' Chicken & Sauce Smart Choice Pizza^{^^} Chocolate Milk</p>

SCHOOL LUNCH SHOW YOUR SPIRIT!





Pounds of USDA Foods to order or divert



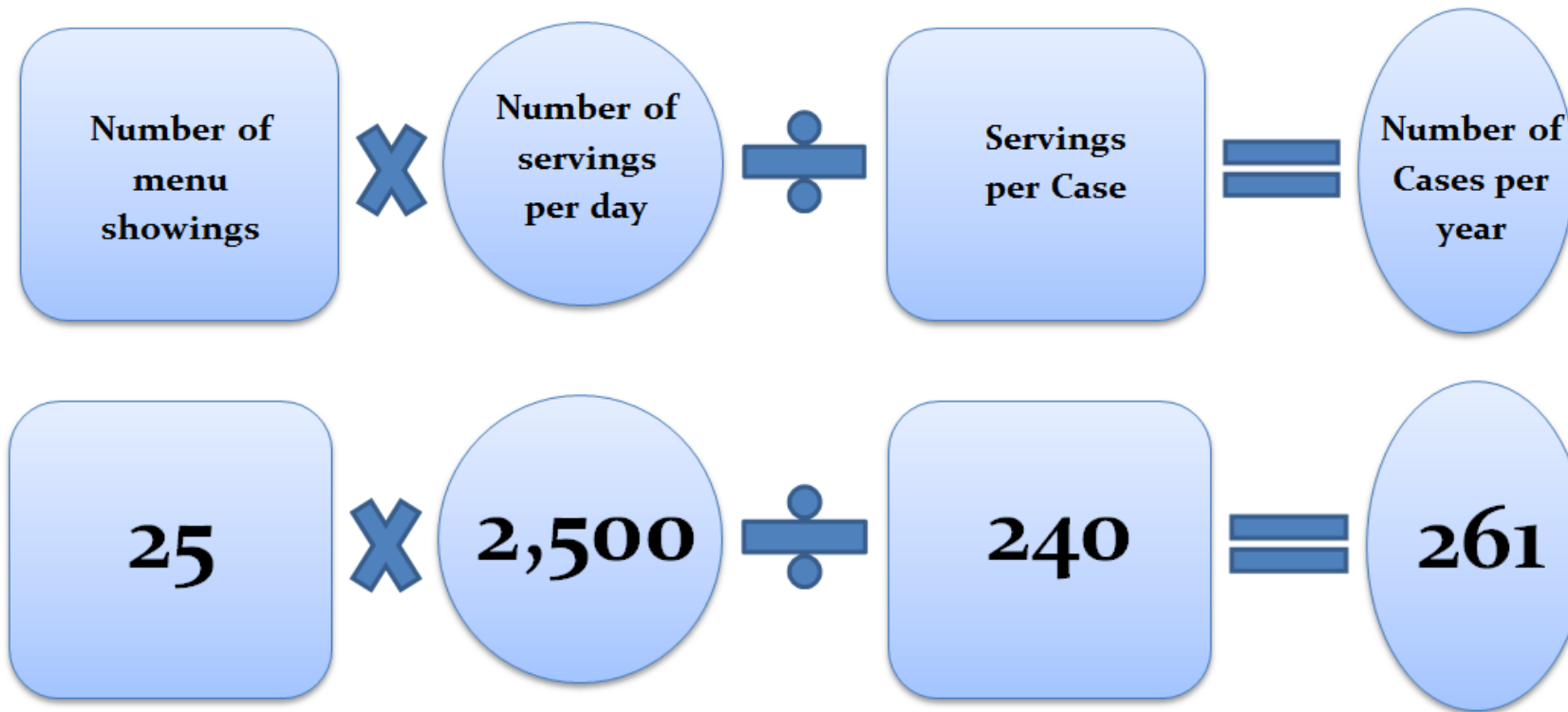


Pounds of USDA Foods to order or divert



Example:

Charbroil beef patty, 2.25 oz.

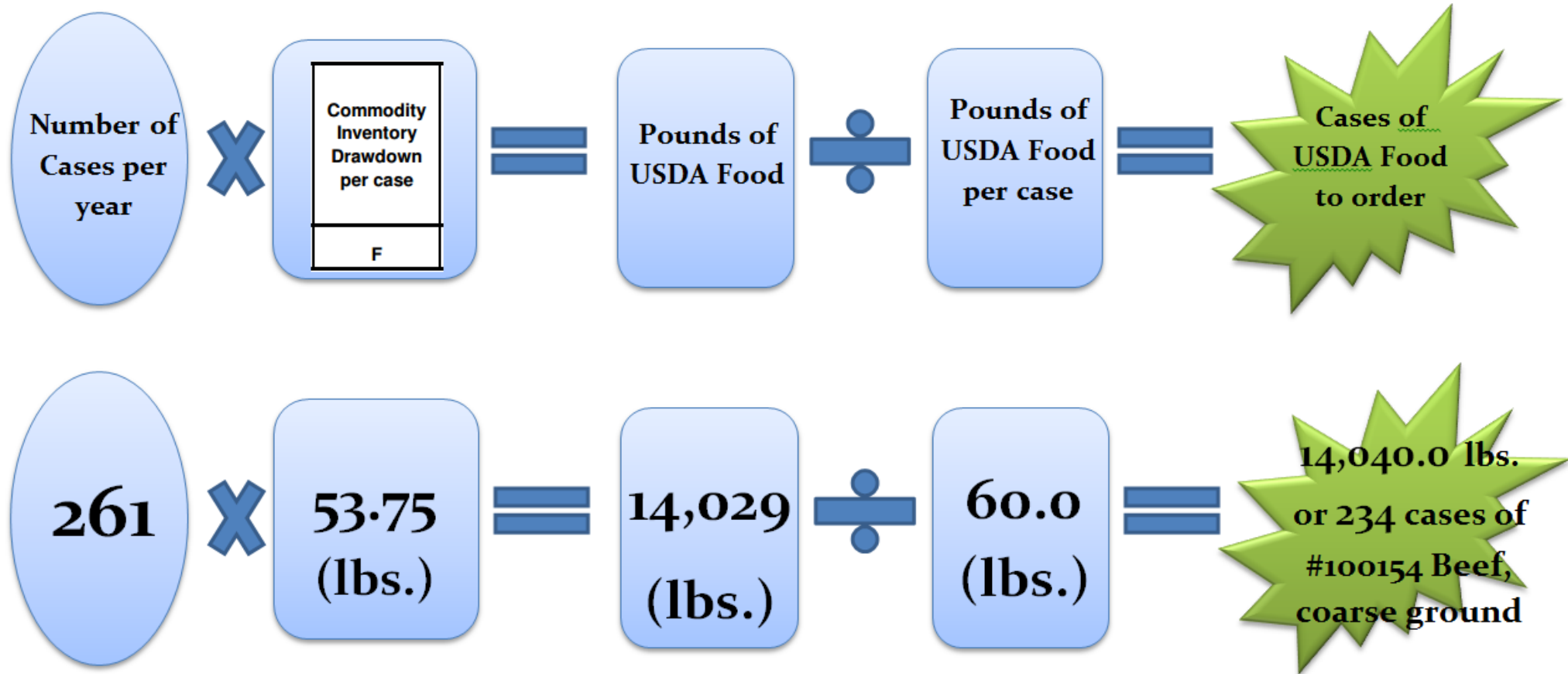


Use your SEPDS

End Product Code & Description		Net Weight Per Case	Servings Per Case	Net Weight per Serving	WBSCM Item Code	WBSCM Description	Commodity Inventory Drawdown per case	By Products Produced*	Value per Pound of Commodity (contract value)	Value of Commodity per Case (F x H)
A		B	C	D	E		F	G	H	I
BEEF PRODUCTS										
CNQ11400W	FULLY COOKED CHARBROILED BEEF STEAK BURGERS	15.00	60	4.00	100154	BEEF COARSE GROUND FRZ CTN-60 LB	24.92	No	\$2.9965	\$74.67
CNQ152253	FULLY COOKED CHARBROILED HAMBURGER PATTY	33.75	240	2.25	100154	BEEF COARSE GROUND FRZ CTN-60 LB	53.75	No	\$2.9965	\$161.00
CNQ150000	FULLY COOKED CHARBROILED	33.75		2.25	100154	BEEF COARSE GROUND	53.75	No	\$2.9965	\$161.00



Pounds of USDA Foods to order or divert





Steps to Success



- Know your customers' preferences
- Evaluate existing equipment & resources
- Evaluate processed USDA Foods value
- Develop a cycle menu
 - Determine what USDA Foods can be used in the menu
- Forecast your program needs
- You can succeed!

