

# How Are You Valuing Your Commodities?

**Cheyenne Meyer**  
Primero *sdqs*

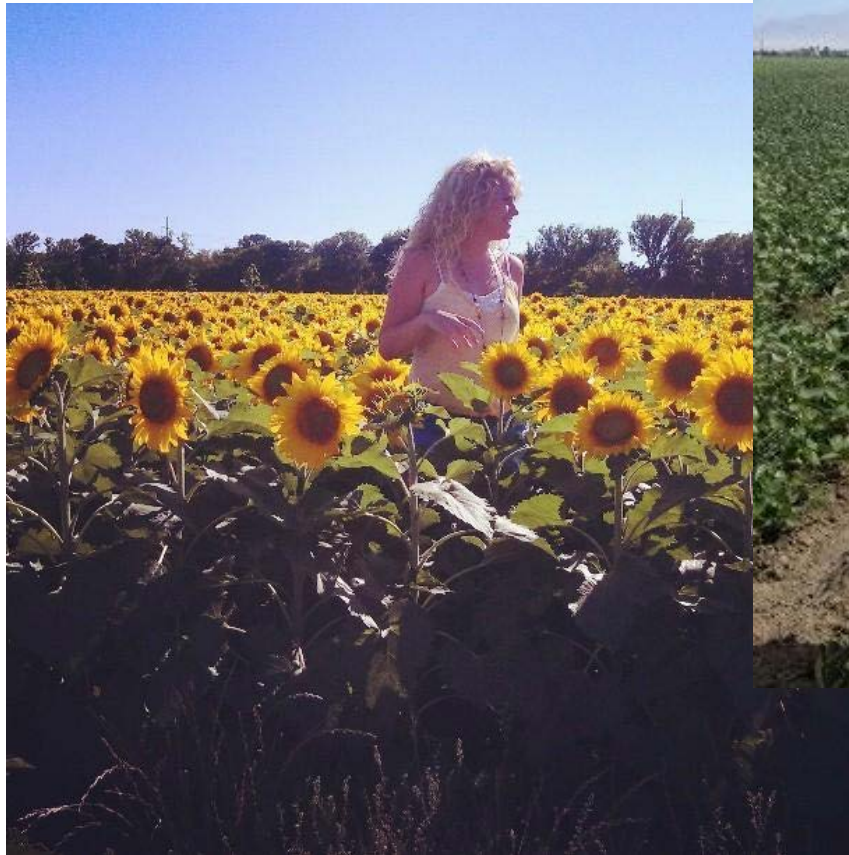
**Joe Cook**  
 Antelope Valley Union High School District

**Saturday, November 11**  
**2:45 - 3:45pm**





# Your Hosts





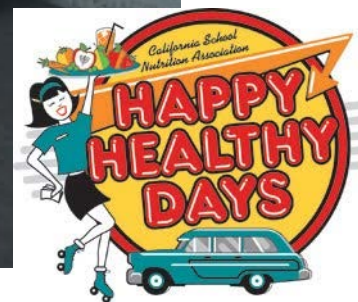
# Today's Takeaways

- The **true meaning and value** of USDA Foods
- **Getting the most** out of USDA Foods
- Tips/strategies for **effective forecasting and planning**
- **Boosting communication** between your **district** and your **State Agency**





# More info on PINCO





# What are *commodities*?

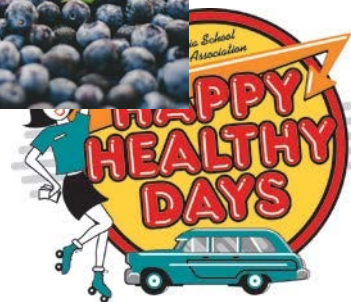


# Quick Facts

# 15-20% What are your must-haves?



**\$1.7 billion**





# Your PAL Account Use the equation!

PAL Funds for Current Year

1000.00



Lunches served in  
SY 2016-17

**500,000**



Current  
entitlement rate

**\$0.32**



PAL account balance for  
SY 2017-18

**\$160,000**

**X**

**=**

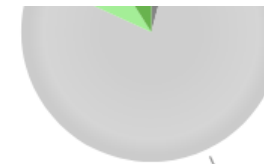
USDA Holds and Recalls

8,220

22 / 22

Aug 21, 2017 3:41 PM  
Last Post By: Baza - QAS, Meh...

New content since your last visit

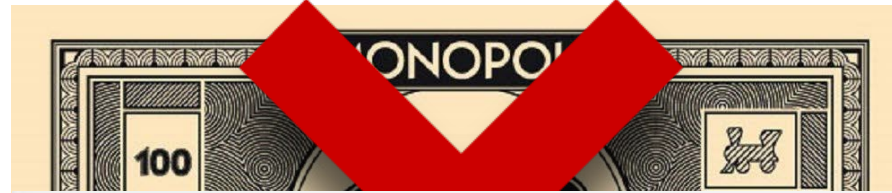


27269835.85

■ AvailableAmount ■ DirectShipAmount ■ DodAmount ■ ProcessorRequest



# Free isn't really free!



ing  
Quality!







# Costing commodity vs. non-commodity

**Revenue = break-even**



**Revenue = wiggle room**

**Chicken from Goldstar  
“Non-Commodity  
Chicken”**

**Chicken from USDA  
“Commodity Chicken”**





# Change your thinking!

commodities = assets\*

\*only when used!



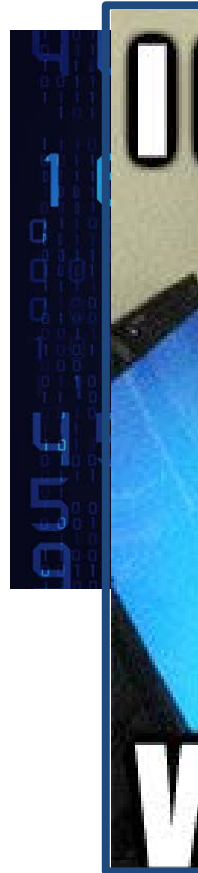


# Use it or lose it!

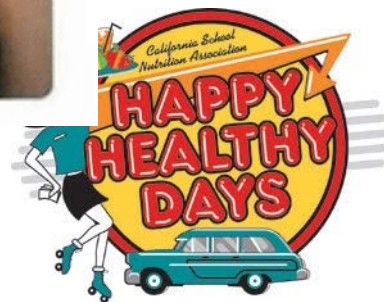
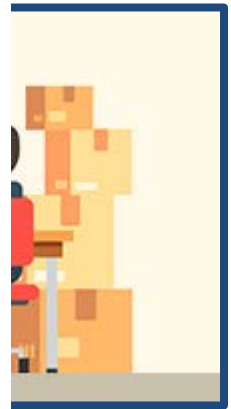
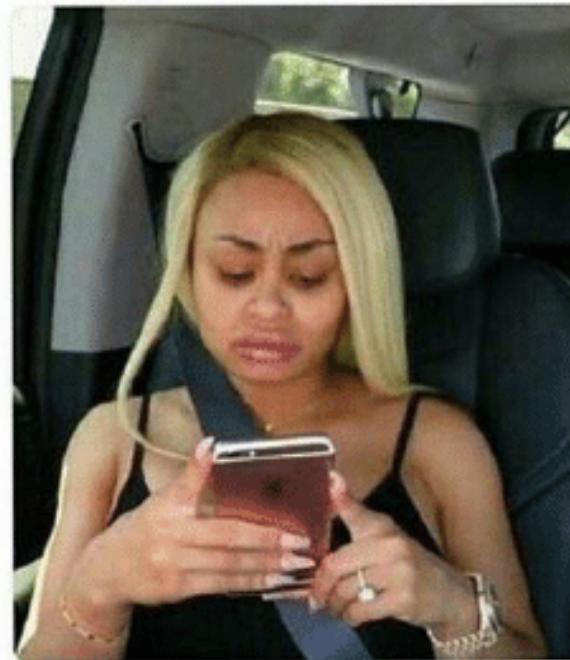




# Forecasting: what is it?



Looking at all the money I waste on food





# Forecasting Tips





# Your State Agency





# When do you communicate with Cal DOE?





# Improving Communication with the State Agency





# Wrapping Up

Treating your USDA Foods as assets, and looking at your PAL account like an actual bank account, is the best way to get the most out of your commodities. Begin planning and forecasting your USDA Foods for the following year as soon as possible, so you are ready to submit your commodity requests to the State agency at the beginning of the new year. The deadline varies from state to state, but most state orders are due to USDA beginning in April. Changing the way you think about commodities, and properly plan for them, will be a great money-saver for your program!

