OGS USDA Food Distribution
NYSNA 2022
OGS USDA Food Distribution

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OGS: OUR ROLE

• First point of contact for USDA Foods Entitlement for USDA Direct Delivery, USDA Direct Diversion, and entitlement allocations to the USDA DoD Fresh Program (DOD) and USDA Pilot Project for Unprocessed Fruits and Vegetables (PILOT) programs.
• Facilitate the ordering of USDA Direct Delivery (aka Brown Box) commodities and USDA Direct Diversion (aka Processing) bulk pounds.
• Facilitate the entitlement allocations to the USDA DoD Fresh Program (DOD) and USDA Pilot Project for Unprocessed Fruits and Vegetables (PILOT) programs.
• Facilitate the storage and distribution of USDA Foods.
What is USDA Entitlement?

USDA Entitlement is a dollar ($) value allocated to schools each school year, that can be used to request USDA Foods.

- This value is allocated each school year and may vary.
- USDA Entitlement is not carried over from school year to school year.
Entitlement Calculation

Entitlement = Total **Lunches** Served (TLS) x Effective Rate Per Lunch

- Total Lunches Served (TLS) is 1,500
- Schools open for 180 days
- Effective rate per lunch is $0.43 cents

\[1,500 \times 180 = 270,000 \text{ (TLS)}\]
\[270,000 \times \$0.43 = \$116,100\]

$116,100 to request USDA Foods
What does it take to get USDA Foods to a Processor?

Food Distribution reviews all requests placed in WBSCM by schools during the Round 1 of Direct Diversion ordering. We then close the catalog for a week to review processors who did not meet the one truck minimum. (Some exceptions may be made if the truckload is at 96%. We will let that one be offered in round two to try to get a full truckload).

Once we review which processors did not make a full truck load, we cancel those orders in WBSCM and email affected schools to alert them that their orders with these processors were cancelled due to not meeting the full truckload minimum. When Round 2 of processing ordering opens, they can place orders for the same bulk product, but with a processor who made a full truckload.

The catalog for Direct Diversion/Processing is then reopened and schools have another week to place final orders in WBSCM for their bulk products for processors.

Catalog will then be closed for a final time. We then review the total pounds ordered for each processor and product and determine how many full truckloads were ordered.

If any processors made more than a truckload (i.e.: 10.2 full truckloads based on total pounds ordered) we must consider, the pounds that will need to be cut. Before any truckloads are ordered we compare the carryover we have for each processor and product to see if we even need to submit all the trucks ordered.

For example, if we have 80,000 pounds of carryover and a truckload is 40,000 pounds, but schools placed orders for 120,000 pounds, we only need to order one truck and the rest is covered by carryover. It doesn't always work out smoothly and some orders do get cut because there is not enough carryover to cover the partial truckload amounts that get cut (going back to that 10.2 truckloads ordered example).
Timeline of USDA Foods

July
-School Year begins July 1 and continues through June 30 of the following year

August
-Run Requisition Status Report in WBSCM
-Distributors email delivery schedules to schools for the current school year
-Email OGS any changes with staff and/or contact information
-Check K12 and Processor Link to make sure all pounds and distributors are correct

September
-Run requisition Status report bi-weekly to monitor changes, and track USDA Food order status
-Run Requisition Status Report in WBSCM to compare with distributor report

October
-Run Entitlement/Bonus Summary report to view current school year entitlement
-Run Requisition Status Report in WBSCM to compare with distributor report
Timeline of USDA Foods

**November**
- Check usage of pounds for diverted commodities in K-12 and/or Processor Link. Usage amounts recommended to be 10% a month.
- Run Requisition Status Report in WBSCM to compare with distributor report.
- SNA Regional Industry Seminar (Long Island).

**December**
- Schools should be at 40% usage of processed pounds.
- Run Requisition Status Report in WBSCM to compare with distributor report.
- SNA Regional Industry Seminars (Rochester & Saratoga).

**January**
- Food Preference Survey to determine the top 30 USDA Food items available to request for the next school year.
- Completing the food preference survey does NOT place your USDA foods order.
- Run Requisition Status Report in WBSCM to compare with distributor report.

**February**
- Direct Diversion ordering of USDA Foods of bulk pounds to Processors.
- WBSCM catalog opens for ordering Direct Delivered USDA Foods for the next school year.
- Survey schools for DoD and Pilot entitlement set aside for the next school year.
- Run Requisition Status Report in WBSCM to compare with distributor report.
Timeline of USDA Foods

March
- WBSCM catalog still open for ordering next school year USDA Foods
- Run Requisition Status Report in WBSCM to compare with distributor report

April
- WBSCM catalog for ordering USDA Foods for the next school year closes
- Prepare to take delivery of all your remaining USDA Foods from your distributor
- Run Requisition Status Report in WBSCM to compare with distributor report

May
- Schools need to finalize delivery of remaining USDA Foods from the distributor
- Run Requisition Status Report in WBSCM to compare with distributor report

June
- All USDA Foods must be delivered to your school by the first week of June
- Send Value of Commodities Received Report to your business office
- Assessment Fee information will be gathered and emailed to schools in July
What options do I have to use Entitlement after a cancellation?

- Move Entitlement Dollars into USDA DOD Fresh Program (DoD)
- Contact OGS to see if any “Brown Box” is available from redistribution
- Contact OGS to see if any pounds are available in Direct Diversion (Processing)

(518) 474-5122 Main Number
ogsdonatedfoods@ogs.ny.gov

ogs.sm.processing@ogs.ny.gov
Commodity Complaints

- Found on the OGS Food Distribution Website
- This is the official complaint channel
- Commodity does not meet your expectations
- Feedback about quality
Perceived Value & Breaking the Stigma

Dunkin’ & Starbucks

$2.59  $3.59  $3.45  $3.75

$1.39
Perceived Value & Breaking the Stigma

I’m Lovin’ it

Welcome to Moe’s!!!!!!!

$12.78

$11.79
What do we perceive as value

- Customer Service
- Convenience
- Presentation
- Ambience

Challenge: Visit your “Restaurant” from the customer’s point of view. Focus on your 5 senses.

**Touch** - Is there an opportunity to sample product?

**Sight** - Display plates, signage, decorations, matching pans, food looks good, clean & organized

**Sound** - Close your eyes what do you hear? Is conversation from staff appropriate and courteous? Is our staff performing excellent customer service?

**Smell** - What smells are coming from the kitchen?

**Taste** - How does our food taste? Are we educating our staff? Is our staff selling our product?
Entitlement and Your Food Costs

Entitlement is a great way to offset food costs
Think outside the box to also increase ADP

Example: Walking Taco

Shredded Cheddar - Entitlement
Turkey Taco - Entitlement
Lettuce - Entitlement
Salsa - Entitlement
Sour Cream - $.03
Doritos Reduced Fat (retail) - $.28

Corn – Entitlement
Baby Carrots - Entitlement
Fresh Fruit - Entitlement
Milk - $.30

Food Cost $.61
## Great resources for recipes

<table>
<thead>
<tr>
<th>Recipe Resource</th>
<th>Link</th>
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<tbody>
<tr>
<td>ICN Child Nutrition Recipe Box</td>
<td><a href="https://theicn.org/cnrb/#allrecipes">https://theicn.org/cnrb/#allrecipes</a></td>
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<tr>
<td>ICN Culinary Institute of Child Nutrition</td>
<td><a href="https://theicn.org/cicn/">https://theicn.org/cicn/</a></td>
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<tr>
<td>ICN Grab &amp; Go Recipes</td>
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School Lunch Advisory Council (SLAC)

School Lunch Advisory Council (SLAC) chaired by the Office of General Services (OGS) Division of Food Distribution, meets quarterly to address concerns, discuss improvement opportunities, successes, and share knowledge regarding the school lunch program in New York State.

Several school lunch directors, NYS OGS, State Education Department, USDA, NYC Board of Education and the NYS School Nutrition Association are all part of the Council. The Council’s goal is to provide the groundwork for program improvements at the local, state and federal levels, thus enhancing the school lunch experience for the state’s children.

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<thead>
<tr>
<th>Area</th>
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<tbody>
<tr>
<td>Area A</td>
<td>Scott Ziobrowski</td>
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<tr>
<td>Area C</td>
<td>Tami Augugliaro</td>
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<td>Area D</td>
<td>Bryan McCoy</td>
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<td>Area E</td>
<td>Robert Johnson</td>
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<td>Area F</td>
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<td>Alessandro Palumbo</td>
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<td>Area L</td>
<td>Geoffrey Fasy</td>
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<td>NYC</td>
<td>Anne O’Donnell</td>
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Questions?

OGSDonatedFoods@OGS.ny.gov or call (518) 474-5122
Office Hours: Monday – Friday 7:30 am to 4 pm

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