



United States Department of Agriculture

USDA Foods in Schools Program Operations Update

Jose Millan

Branch Chief– Child Nutrition Operations Branch



Agenda

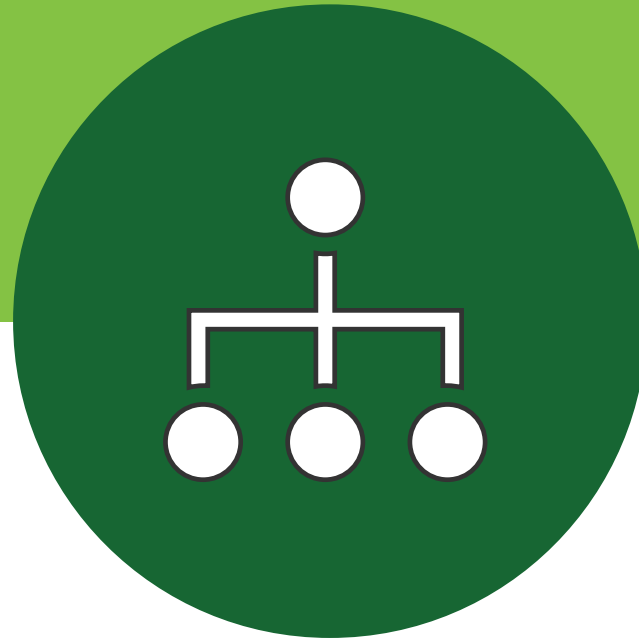
- ❖ Organizational Structure
- ❖ Ordering Overview
- ❖ Order Management
- ❖ Additional Program Information



“Our mission is to increase food security and reduce hunger in partnership with cooperating organizations by providing children and people with low-income access to food, a healthy diet, and nutrition education in a manner that supports American agriculture and inspires public confidence”.

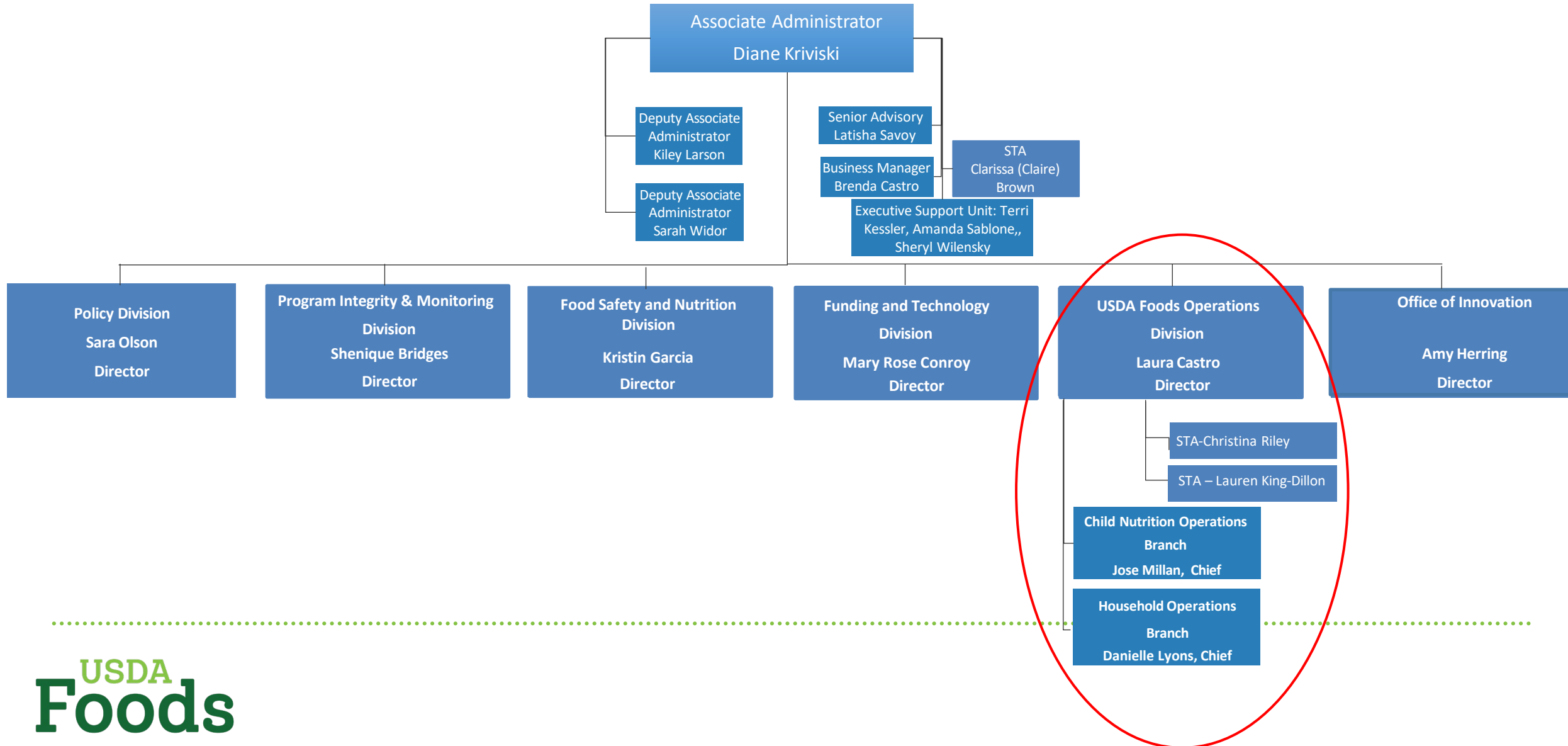


Organizational Structure



Child Nutrition Operations Branch

Supplemental Nutrition and Safety Programs (SNAS)



Child Nutrition Operations Branch

- ❑ Jose Millan- Branch Chief
- ❑ Mark Crewdson- Dairy, Grain, Peanut & Oil
- ❑ Roland Barnes- Bulk Potatoes, Quarterly Legumes
- ❑ Kristina James- Frozen Juice and IDIQ Fruit
- ❑ Isaac Scott- Bulk Chicken, Chicken Cut up
- ❑ Rhonda Lewis- Bulk Beef, Turkey, Pork
- ❑ Gwen Glenn- Monthly Beef, Turkey, Pork, Fish

CHILD NUTRITION OPERATION BRANCH ASSIGNMENTS

Team Member	Position	Materials
Jose Millan 703.305.4341 Jose.Millan@usda.gov	Branch Chief	General Oversight
Mark Crewdson 703.305.2254 Mark.Crewdson@usda.gov	Program Analyst	Dairy, Grain, Peanut, and Oil
Asyhia Phillips 703.305.2474 Asyhia.Phillips@usda.gov	Program Analyst	Quarterly Tomato, Quarterly Frozen & Canned Fruit and Dried Fruit
Kristina James 703.305.2246 Kristina.James@usda.gov	Program Analyst	Frozen Juice and IDIQ fruit
Roland Barnes 703.305.2678 Roland.Barnes@usda.gov	Program Analyst	IDIQ Vegetable and Quarterly Legumes
Gwen Glenn 703.305.2939 Gwen.Glenn@usda.gov	Program Analyst	Direct Delivery Livestock Beef, Turkey, Pork, Fish & Chicken Boned
Isaac Scott 703.305.1063 Isaac.Scott@usda.gov	Program Analyst	Bulk Chicken, Oven Roasted, Chicken Cut up, Chicken Diced & Fajita
Rhonda Lewis 703.305.2560 Rhonda.Lewis@usda.gov	Program Analyst	Bulk Livestock & Egg Products Beef, Turkey, Pork, & Chicken Strip/Fillets

NSLP Ordering Overview

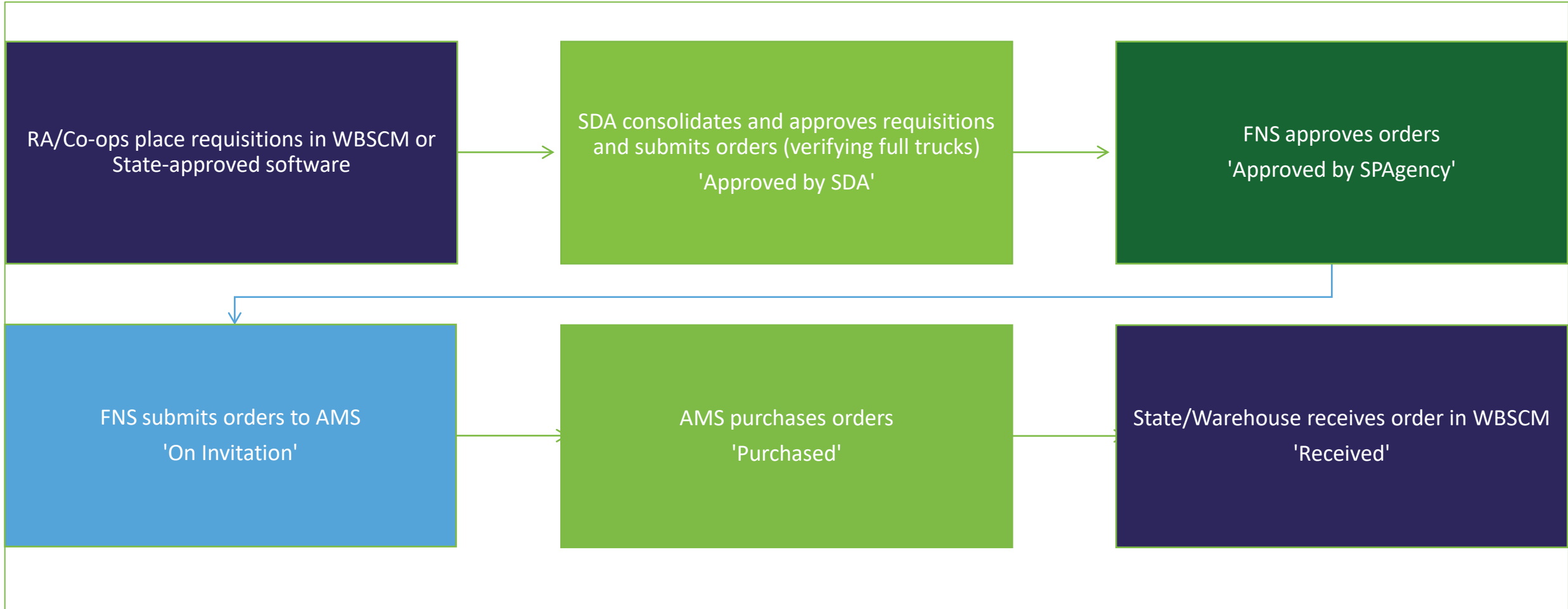


NSLP Ordering Overview



- Requisitions Placed/Orders Submitted
 - Submitted prior to WBSCM deadlines
- FNS Order Review and Approvals
 - Reviewed for Errors
 - Program and State Funding Availability
- AMS Solicitations and Awards
 - Purchased or Cancelled

NSLP Ordering Cycle



USDA Foods Procurement Cycles

When are Orders Due:

➤ Monthly

- ❖ Beef, Pork, Poultry and Cheese

➤ Quarterly

- ❖ Grains, Peanut and Oil, Fruit and Vegetables, Dried Beans, Canned Meat and Eggs

➤ Semi-Annually

- ❖ Fresh Fruits, Turkey and Fish

➤ Yearly

- ❖ Seasonal Fruit and Vegetables

Order Approval and Solicitation Timelines

- From Approved by SDA to Approved by SpAgency
 - Date order submitted by SDA
 - Delivery Period Requested
 - AMS Purchase Schedule Deadline



Order Approval and Solicitation Timelines

- From Approved by SpAgency to On Invitation
 - Average 3 to 7 days
 - During this time AMS prepares orders to be placed on a solicitation
- From On Invitation to Purchased/Returned by AMS/Cancelled
 - Average 25 – 30 days
 - Awards are typically posted at least 45 days prior to the start of the delivery periods requested

School Year 2025 Ordering Deadlines

Quarterly Delivery Period Catalog Closings

- July – September Delivery Periods
 - ✓ Closes March/April
- October – December Delivery Periods
 - ✓ Closes June
- January – March Delivery Periods
 - ✓ Closes September
- April – June Delivery Periods
 - ✓ Closes December

USDA Foods in Schools

SY 2023 Ordering Schedule

DAIRY, GRAIN, PEANUT & OIL QUARTERLY CYCLE		LIVESTOCK QUARTERLY and MONTHLY CYCLES	
• Cheese*	• Pasta	• Quarterly: Canned Beef and Pork	
• String Cheese	• Peanuts**	• Monthly: Beef (Special Trim, Combo, Fine Ground, Course, Patties, Crumbles)*, Pork (Hams, Roasts, Bulk, Cooked), Deli**	
• Cheese Cheddar Sliced	• Peanut Butter*		
• Flour-Salicy & Wheat Products	• Rice		
• Oil-AllProducts	• Sunflower Seed Butter		
• Pancakes**	• Tortillas		
• Oat Gridles Bowls	• Yogurt		
For Delivery:	Due in WBSM:	For Delivery:	Due in WBSM:
July-September 2022	April 7, 2022	July-September 2022	April 21, 2022
October-December 2022	June 16, 2022	October-December 2022	June 16, 2022
January-March 2023	September 16, 2022	January-March 2023	September 16, 2022
April-June 2023	December 16, 2022	April-June 2023	December 16, 2022
		Monthly purchases	See WBSM
FRUIT & VEGETABLE QUARTERLY CYCLE		POULTRY & EGGS QUARTERLY and MONTHLY CYCLES	
• Apple (Canned, Frozen)	• Dried Fruit	• Quarterly: Chicken (Cut-up, Fajitas, Strips), Egg patty, Eggs	
• Beans (Canned, Dried)	• Orange Juice Cups	• Monthly: Chicken (Bulk, Diced)*, Turkey (Bulk, Thighs)*	
• Cherries (Canned, Dried, Frozen)	• Tomato Products	• Annual: Oven Roasted Chicken	
	• Blueberries		
For Delivery:	Due in WBSM:	For Delivery:	Due in WBSM:
July-September 2022	March 31, 2022	July-September 2022	April 14, 2022
October-December 2022	June 16, 2022	October-December 2022	June 16, 2022
January-March 2023	September 16, 2022	January-March 2023	September 16, 2022
April-June 2023	December 16, 2022	April-June 2023	December 16, 2022
OTHER PURCHASE & ORDER CYCLES** See WBSM catalog Domestic Order Entry Screen		SEASONAL (IDIQ) FRUIT AND VEGETABLE ANNUAL CYCLE	
• Fruit: Apples (Fresh, Bulk), Orange Juice (Bulk)	• Vegetables: Broccoli, Carrots (Canned), Pepper & Onion Blend, Spinach, Potatoes (Frozen, Bulk)	• Fruit: Apricots (Canned, Frozen), Peaches (Canned, Frozen), Mixed Fruit, Strawberries, Mixed Berries, Pears	
• Fish: Catfish, Pollock (Bulk, Sticks), Tuna		• Vegetables: Peas (Canned, Frozen), Green Beans (Canned, Frozen), Corn (Canned, Frozen), Carrots (Frozen), Diced Tomatoes	
• Turkey: Delis, Hams, Roasts, Taco			
For Delivery:	Due in WBSM:	For Delivery:	Due in WBSM:
Varies	See WBSM or check w:sepalist	October 2022-September 2023	March 31, 2022

*Purchased monthly; check in WBSM for order by dates or contact the appropriate specialist regarding availability and ordering more frequently.
 ** Due to the nature of these product markets, purchases take place two or three times a year; see WBSM for order by dates or contact the appropriate specialist regarding availability.
 IDIQ IV are on a unique purchase schedule but ordered once a year for delivery Oct-Sept. Contact the appropriate specialist regarding availability of these products.

Ordering USDA Foods: Request Driven Ordering System

Direct Delivery



USDA DoD Fresh
Fruit & Vegetable Program



Processing



Ordering Approval and Management



Child Nutrition Operations Branch



Program Planning and Catalog Management



Review and Approval of Orders



Monitoring and Maintenance of Orders



Processing Sales Orders and Purchase Modifications

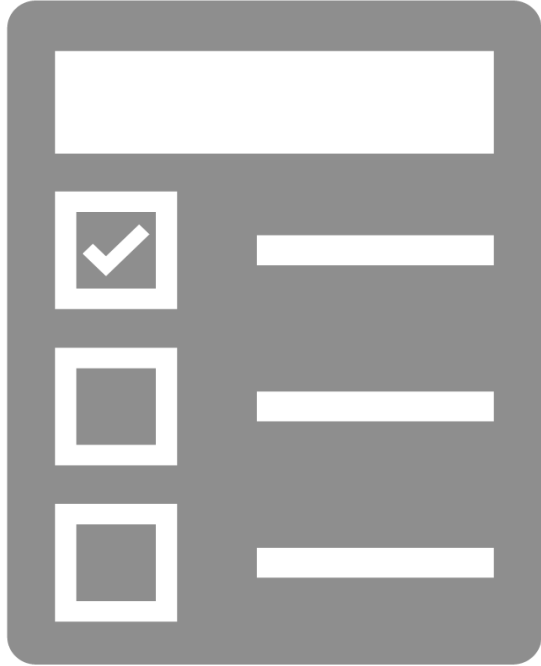


Management and Monitoring of Resources



Monitoring Monthly Performance Reports

Reasons For Shortfalls



- Vendor Capacities
- No Bids Received
- High Prices
- Errors on Orders

Planning, Management, and Review



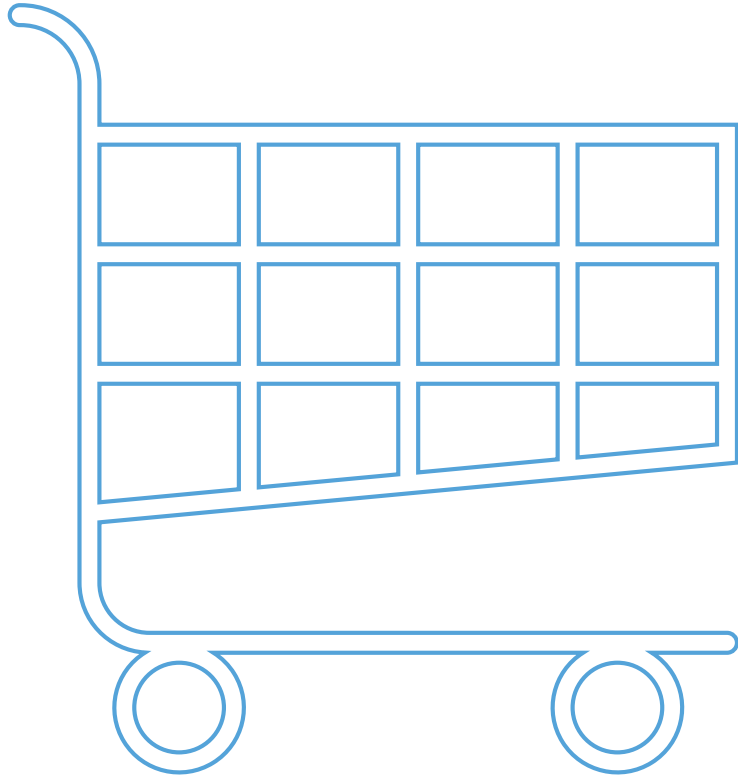
- Program Planning and Catalog Management
- Upload in January
- Delivery Dates
- Review and Approval of Orders
 - ✓ Correlation Numbers
 - ✓ Full Truck Loads
 - ✓ Delivery Dates

Monitoring



- Monitoring and Maintenance of Orders that Includes:
 - ✓ Purchase
 - ✓ Delivery
 - ✓ Receipt

Modifications



- Processing Sales Order and Purchase Modifications
- 45 Days for Destination Changes
- Change of Shipping Dates
- Rejections

Management and Monitoring of Resources



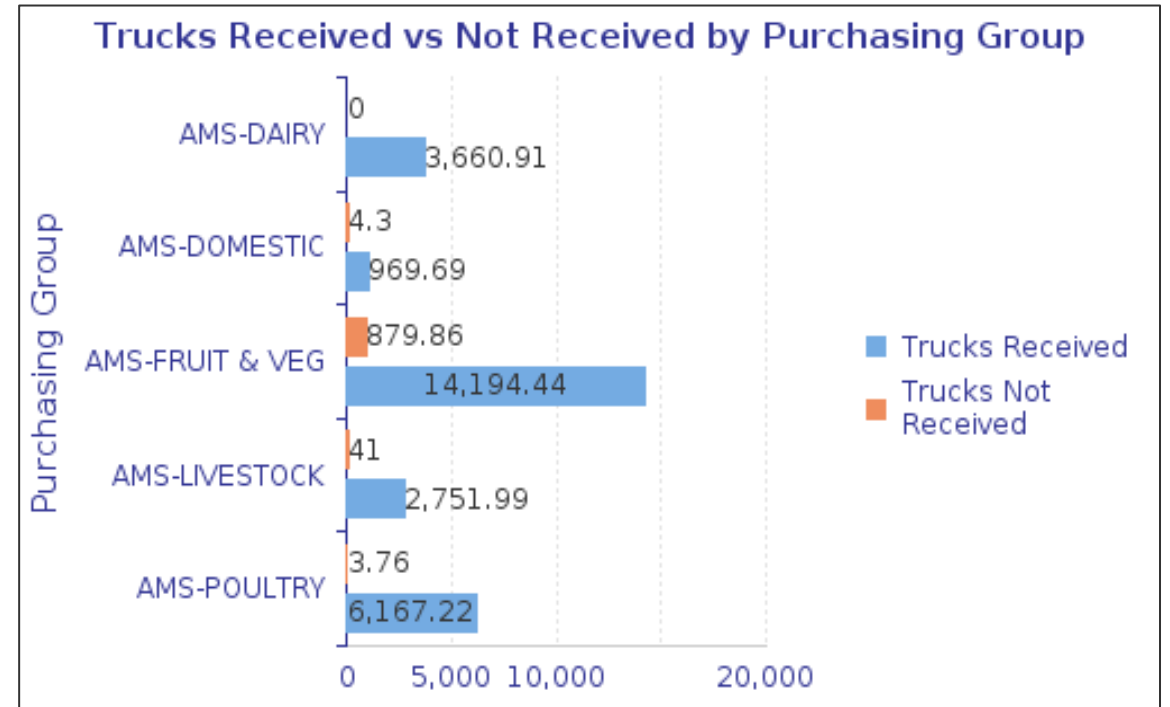
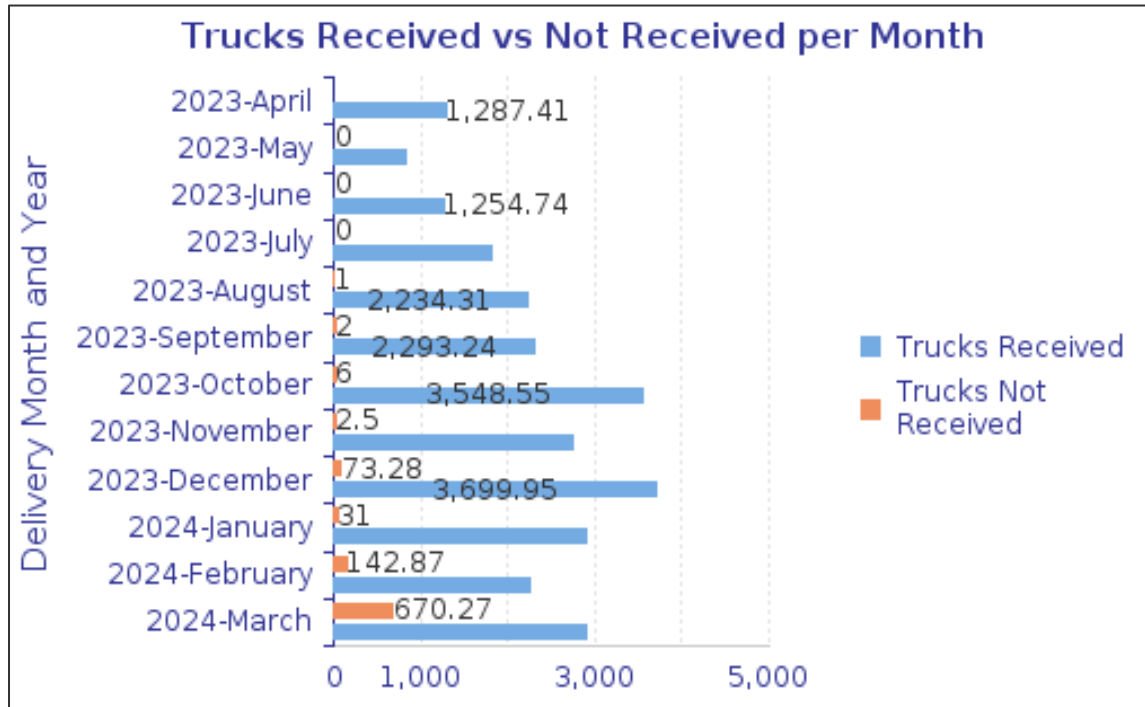
- Entitlement
 - Program Monitoring and Integrity Branch
 - Funding Sources
 - ✓ NSLP – National School Lunch Program
 - ✓ NSIP – Nutrition Services Incentive Program
 - ✓ CACFP – Child and Adult Care Food Program
 - ✓ SFSP – Summer Food Service Program
-

Order Monitoring Reports and Notifications



- Orders Received/Not received Reports
- Notifications:
 - ✓ Late Delivery/Delays
 - ✓ Shortfalls
 - ✓ Cancellations

Order Received vs Not Received



As of March 27, 2024

Orders Received/Not Received

Trucks Not Received by State (Summary)	
Sold To	Trucks Not Received by State
FL Dept. of Ag and Consumer Service	55.00
CA Dept. of Education	46.28
MD Dept. of Education	39.00
TX Dept. of Agriculture	31.33
PA Dept. of Agriculture	19.00
NC Dept. of Ag and Consumer Service	18.41
IL State Board of Education	14.00
IA Dept. of Education	11.00
AZ Dept. of Education	9.00

Trucks Not Received by Material		
Material Number	Material	Trucks Not Received by Material
110149	APPLES FOR FURTHER PROCESSING – BULK	188.30
110473	BROCCOLI FRZ CTN-30 LB	34.00
100154	BEEF COARSE GROUND FRZ CTN-60 LB	35.00
100277	ORANGE JUICE SINGLE CTN-70/4 OZ	7.00
100256	STRAWBERRY FRZ CUP-96/4.5 OZ	3.00

Received vs Not Received Trucks per Month (Summary)					
Month	Trucks Not Received	Trucks Received	Total Trucks	% Trucks Not Received	% Trucks Received
2023-April	0.00	1287.41	1287.41	0.00%	100.00%
2023-May	0.00	826.00	826.00	0.00%	100.00%
2023-June	0.00	1254.74	1254.74	0.00%	100.00%
2023-July	0.00	1814.48	1814.48	0.00%	100.00%
2023-August	1.00	2234.31	2235.31	0.04%	99.96%
2023-September	2.00	2293.24	2295.24	0.09%	99.91%
2023-October	6.00	3548.55	3554.55	0.17%	99.83%
2023-November	2.50	2744.16	2746.66	0.09%	99.91%
2023-December	73.28	3699.95	3773.24	1.94%	98.06%
2024-January	31.00	2889.06	2920.06	1.06%	98.94%
2024-February	142.87	2252.44	2395.31	5.96%	94.04%
2024-March	670.27	2899.90	3570.17	18.77%	81.23%
Sum:	928.92	27744.24	28673.16	3.24%	96.76%

*As of April 11, 2024



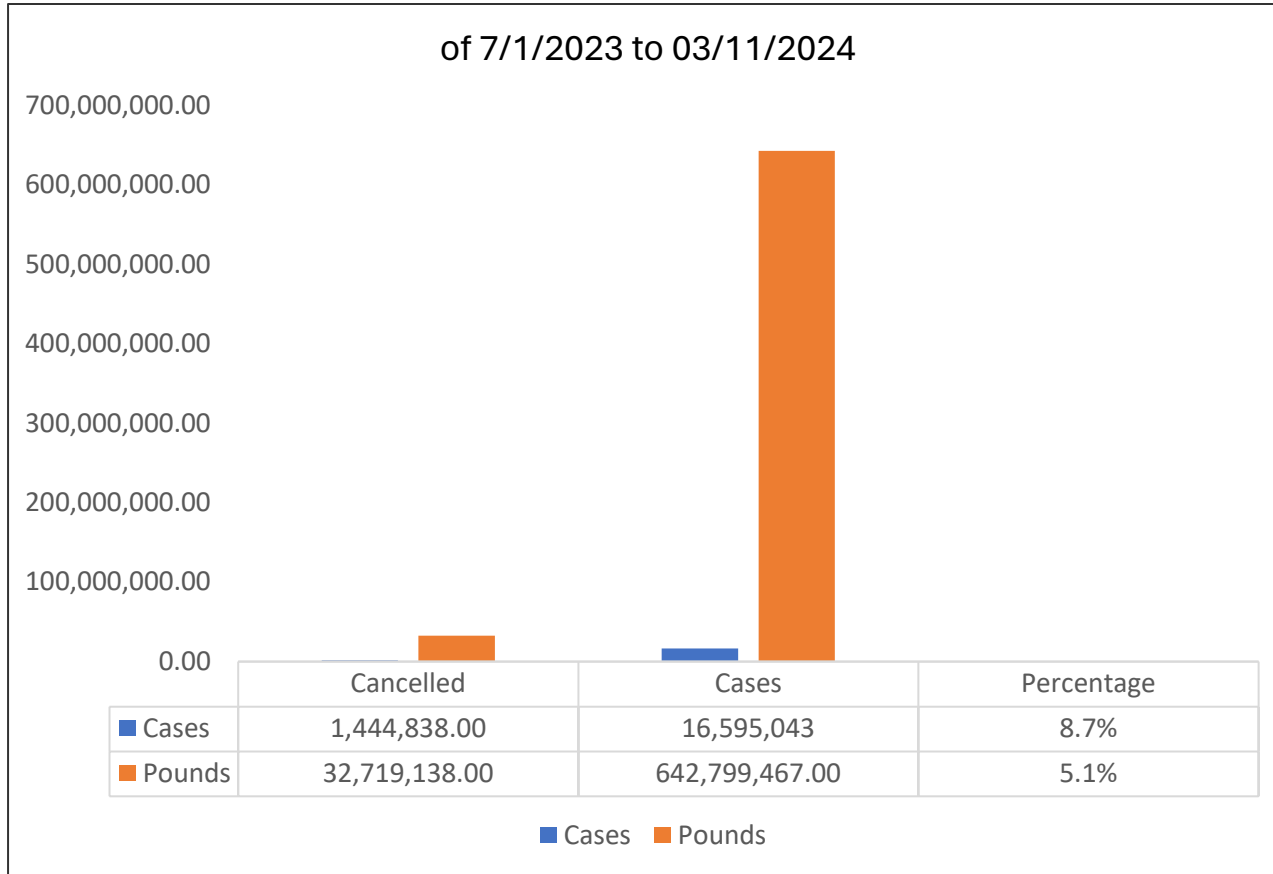
Solicitation Shortfalls

SY 2024 Total Purchases and Shortfalls by Category (Truckloads)

Fruit & Vegetable		Dairy, Grain, Peanut/Sunflower & Oil		Poultry and Livestock	
Total	Shortfall	Total	Shortfall	Total	Shortfall
15,389.01	824.21	4,943.97	272.70	8,711.47	207.00

As of March 06, 2024

Order Cancellations



As of 03/11/2024

- For the period of 7/1/2023 to present:
 - ✓ 1,444,838 of 16,595,043 cases cancelled (8.72% of cases cancelled)
 - ✓ 32,719,138 of 642,799,467 lbs cancelled (5.09% of lbs cancelled)

Reminders:

- Cancellation requests require pre-verification prior to cancelling in the following situations:
 - For a processor Ship-To Party, verify that the affected State's inventory is not and will not become negative given that State's additional SOs that are present (if any) and the State's anticipated usage for the current school year.
 - For an IDIQ contracted material, verify that the pre-established quantities will be ordered by that State or ensure that there will be another State that agrees to order the quantities to be cancelled in order to meet IDIQ contract. For HOB IDIQ orders, consult with the IDIQ specialist before cancelling IDIQ orders.

Dairy, Grain, Peanut & Oil

Mozzarella String Cheese - SY 2024				
Quarter	LTL (Trucks)	FTL (Trucks)	Avg. Price/Lb.	LTL States
JUL-SEP	6.68	28.00	\$3.64	AK, CA, ID, KY, MO, ND, NE, MO, NJ, OK, OR, VT, WY
OCT-DEC	5.04	19.00	\$3.07	AL, AZ, CA, IL, MN, MO, MT, OH, TX, UT, WA, WI, WV
JAN-MAR	3.46	21.00	\$2.89	CA, ID, ND, NE, NJ, OK, OR, WY
APR-JUN	1.40	0.00	\$2.84	CA, NJ

Mozzarella String Cheese Partial truckload:

- It allows States to order in minimum quantities of 210 cases as long as the individually correlated orders total at least ½ truckload or 840 cases
- This program is now open to all states.
- For additional information concerning this pilot contact [Mark Crewdson](#) on the CNOB team.

UHT Milk Pilot:

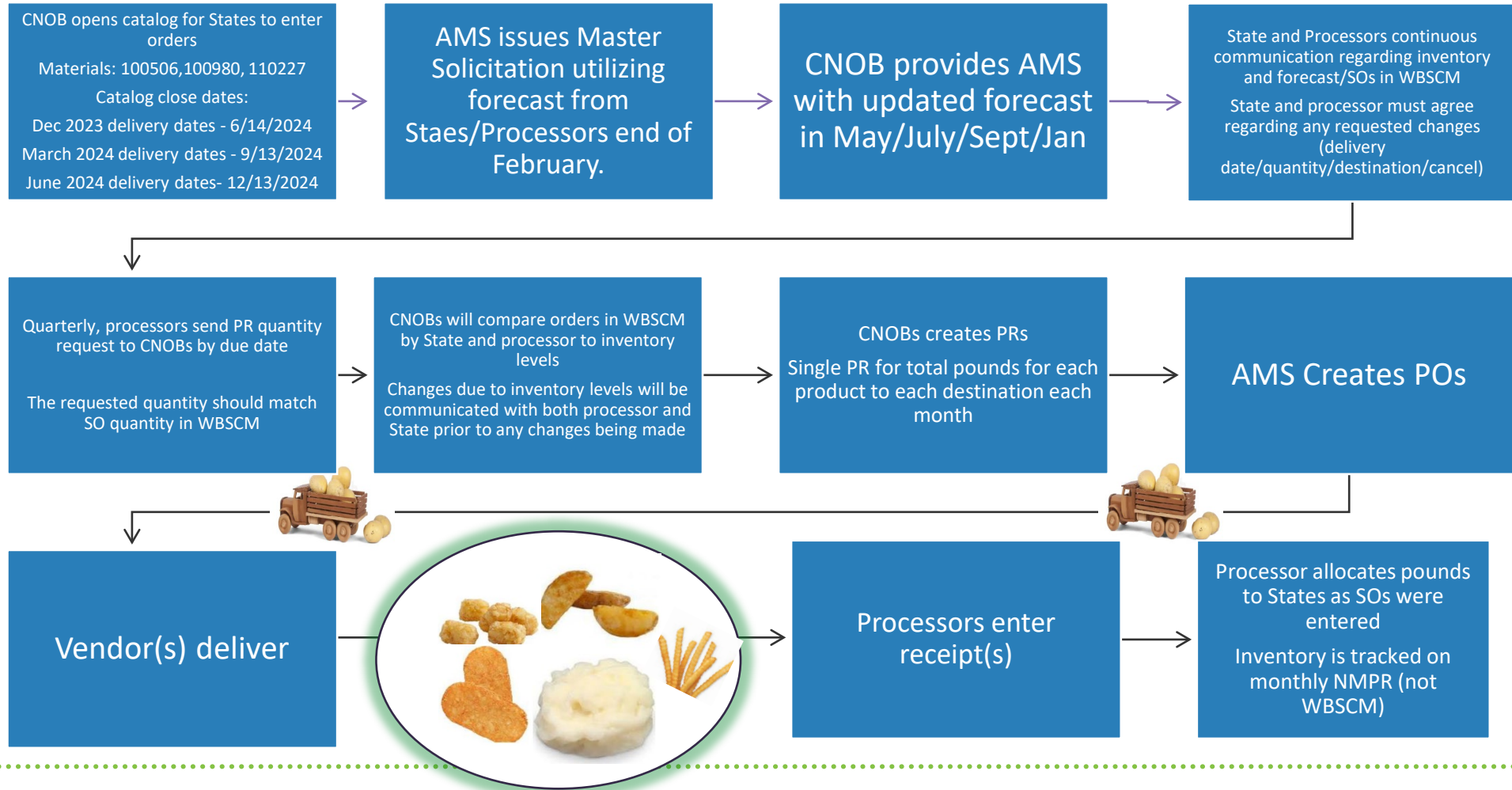
- Participating States: ND, WA, VA



UHT Milk Pilot:

- Three States selected to determine feasibility.
- Supports states that have remote locations that are having issues procuring regular milk through procurement channels
- Expansion and details of the program will be determined once data is analyzed

Fruit and Vegetable : Bulk Potato Pilot Process

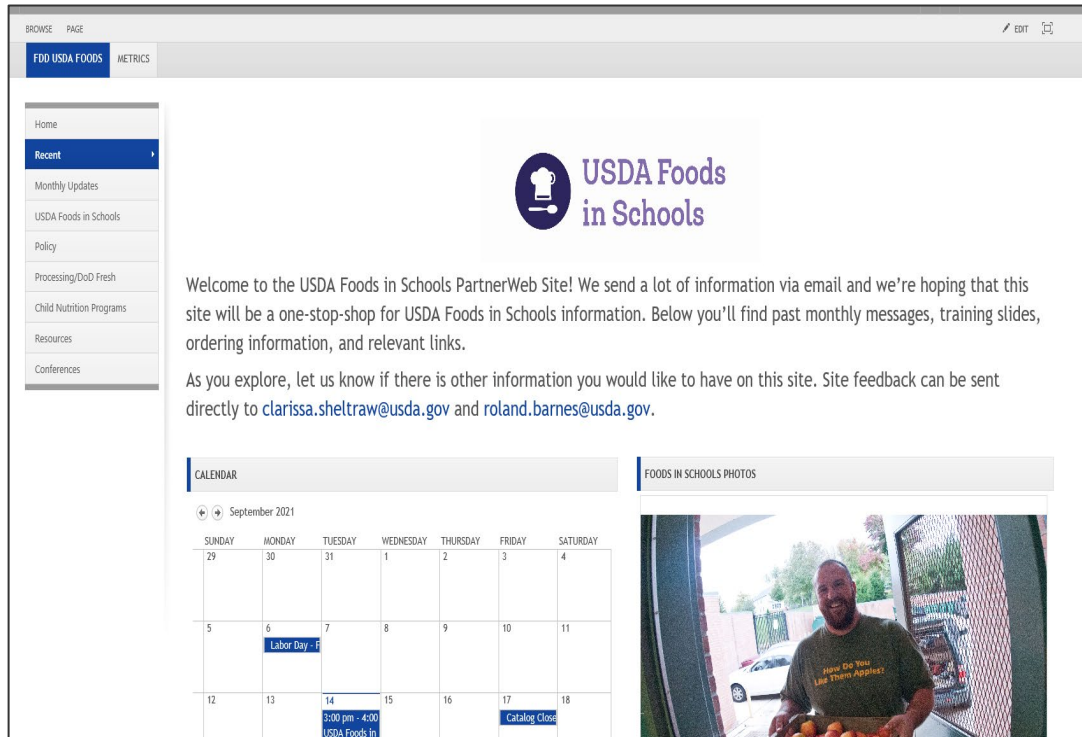


Bulk Potato Pilot Continued

- Sales Orders are not tied to pounds, so the Order Status Report will only show initial details after orders are created by the state.
- Refer to the 'Processing Status Report' in WBSCM for Bulk Potatoes. This is an equivalent of the Order Status Report, but only for the Bulk Processing pilot.
- For each Sales Order on this report, there is a column called Allocation Date (Equivalent to the Shipment Receipt Date in Order Status/Received Shipment Report).

It represents the date when pounds were allocated by processor to the state. Allocation Quantity (Equivalent to Received Quantity / Good Quantity in Received Shipment report) will show quantity allocated by processor to SDA against their requested sales order quantity.

Contact Us



- **PartnerWeb Access and Contact List.** POC: Ayshia Phillips, Jose Millan
SM.FN.ContactCNOBs@usda.gov
- **PartnerWeb Link:**
<https://partnerweb.usda.gov/sites/SNAS/FDD-USDA-Foods/SitePages/Welcome.aspx>
- **Foods in School Monthly Updates:** Sent to SDA's at the end of each month
- **USDA Foods Quarterly Call:** Next Call, June 11, 2024 at 2:00PM ET



The CNOB team continually strives to improve the level of service nationally for the Food Distribution Program.

Questions?