



PINCO ADVISORY COMMITTEE MEETING
MARCH 17, 2016
10:00AM
PINCO SERVICE CENTER
3019 16 STREET
BAKERSFIELD, CA 93301

MINUTES

1. Meeting called to order 10:20 a.m. (Todd Cherland Acting Secretary)

2. **APPROVAL: ADOPTION OF AGENDA.**

Recommendation: It is recommended Advisory Committee adopt the March 17, 2016 Agenda with the following change:
PUBLIC Comments be moved to follow approval of minutes.

MOTION Panama SECONDED Delano High VOTE: YES X NO _____

3. **APPROVAL: ADVISORY COMMITTEE MEETING MINUTES**

Recommendation: It is recommended Advisory Committee approve the Meeting Minutes of January 28, 2016 as presented.

MOTION Lancaster SECONDED Delano Elem VOTE: YES X NO _____

4. **PUBLIC COMMENTS:**

Public Business from the Floor – Agendized Items and Non-Agendized Items: The public is invited to address items on the PINCO agenda or any item that is within PINCO's jurisdiction as constituted. Without taking action or entering into a dialog with the public, PINCO Board members may briefly respond to statements made or ask clarifying questions about topics not on the PINCO agenda. Individual speakers are limited to three (3) minutes each with the total time for public input on each item limited to fifteen (15) minutes. All persons requesting to make comments are asked to complete a public speaking form prior to the meeting. You will be asked to provide your full name, who or what you are representing and the topic as an item identified on the agenda or as a non-Agendized item.

Linette Hodson, CBO, Keppel Union School District – Ms. Hodson stated that she was attending as Keppel is currently in transition with the loss of its' Director. She further stated that her attending was for her own personal growth, and she thanked the members for accepting her. Ms. Hodson began her career as a teacher, and now as CBO supervises numerous programs including Child Nutrition. She feels that PINCO is more complex than the other areas under her supervision and feels that the PINCO members need to rely, encourage, and support each other in a professional manner. With the needs of forty districts to consider, she understands that there will be disagreements, but that PINCO needs to stay supportive of each other despite the differences. She then thanked the members for their hard work and commitment.

5. **REVIEW BID COMMITTEE REPORT AND RECOMMENDATIONS FOR AWARDING PINCO BIDS FOR THE 2016-2017 SCHOOL YEAR.**

Background: PINCO's Bid Committee comprised of Member Districts and PINCO staff established bid language and timelines for agreements involving commercially purchased and processed items using USDA commodities commencing July 1, 2016 outlined in each respective bid:

#01/16-17 Purchased Full Strength Juice 100%, Shelf Stable

#02/16-17 Commodity Liquid Eggs

#03/16-17 Commodity Barrel Cheese

#04/16-17 Peanuts, Raw Shelled/Peanut Butter

PINCO Bid Sub-committee has compiled scores from all bid responses based on the established Best Value Scoring matrix. Bid Sub-committee is scheduled to present final scoring and recommendation to Executive Committee for review with recommendations to put forward to PINCO Advisory Committee prior to this meeting.

Recommendation: It is recommended PINCO Advisory Committee approve Executive Committee's recommendation in the proposed awards for the 2016-2017 school year, pending final approval by Lead Agency Governing Board.

DISCUSSION: Bid Sub Committee Chairperson, Brenda Robinson spoke regarding the committee's thought processes. There was discussion that possibly liquid eggs might be a split bid, but it was decided that this was not in the best interest of the co-op, therefore, Cargill/Sunny Fresh received the bid. Fruit juice was the most difficult bid with very few differences between the bidders. Based on previous association and taste, Apple & Eve received the bid. Advance Pierre received the Peanuts, Raw Shelled/Peanut Butter bid and Land-O-Lakes received the Commodity Barrel Cheese bid.

In regard to the future bid process, the committee felt that the following changes should be implemented:

1. Maximum matrix points awarded to vendors that bid ALL requested items. Points reduced by representative percentage for vendors that only bid a part of the requested items.
2. Past service/performance rating will only go back a max of three (3) years. Performance must be based on tangible evidence and documentation.
3. Companies that merge will be considered new entities and cannot be downgraded for past service.

Suggestion made that performance reports be placed on our website for member viewing only to provide greater information to our members. This item will be Agendized for Executive Committee discussion.

MOTION Delano High SECONDED KCOE VOTE: YES NO

6. BROAD LINE SERVICES: CONSULTATION RE-CAP AND OPTIONS IN UPCOMING SOLICITATION.

Background: It was determined at the January 28, 2016 Advisory Committee meeting it was in PINCO's interest to seek consultation in options with third-party (broad line) Distribution of Purchased Items to PINCO Districts. At the March 9, 2016 Executive Committee meeting Barry Sackin of Sackin and Associates presented his review of PINCO's current bid language with recommendations for consideration in this Invitation For Bid (IFB). The Bid Sub-committee has been reviewing Mr. Sackin's re-cap and will bring forward options for the Advisory Committee in determining the structure, terms and expectations in solicitation of these critical services on behalf of PINCO Member Districts.

Once Advisory Committee establishes a path for the IFB, Lead Agency will develop IFB packet based on Bid Sub-committee's prior work and any changes agreed upon. Lead Agency will begin IFB process expeditiously toward a July 1, 2016 commencement.

Recommendation is to begin discussion to determine direction for Lead Agency.

MOTION Bakersfield SECONDED KCOE Motion rescinded

DISCUSSION: Bid Sub Committee Chairperson, Brenda Robinson led discussion on this item. Her committee disagreed with Barry Sackin's assertion to split this bid into Center of Plate (COP) and Canned/Staples as the feeling was that this would hurt the small districts. Fixed Costs versus Variable Pricing was discussed at length with the consensus feeling that Fixed Cost was the most reasonable, predictable best method for PINCO to use. A consensus agreed that Minimums will provide for a more competitive field of vendors as there is greater predictability in the price per drop. Discounts also need to be reached for large districts with bigger drops. The committee felt that Mr. Sackin's services were very worthwhile.

MOTION Bakersfield SECONDED KCOE to rewrite the Broad Line Bid incorporating the discussion items above. VOTE: YES NO

7. ACCESS TO GOVERNING BOARD INFORMATION AND ACTION(S) TAKEN:

The PINCO website now has a link for Information/Action items brought before PINCO's Governing Board. By clicking onto the Antelope Valley Union High School District link at the top in the Meetings page on the PINCO website, the reader has quick access to the District's Agendas/Minutes that Agendize PINCO business. This information provides Members information on PINCO business brought forward for Governing Board approval. Questions regarding any information or action items taken to the Governing Board are welcomed by the Lead Agency.

7. PINCO REGION FOUR: NOMINATION AND ELECTION OF REGIONAL ALTERNATE.

Background: In the recent change of representation and voting designate in its PINCO Membership, William S. Hart Union High School District's role in serving as Region Four's Alternate Representative is up for replacement. Recommendation: It is recommended Region Four Member Districts nominate and elect a replacement Alternate Representative and to report decision to Advisory Committee. Tracey Dougherty of Standard School District was chosen by Region four.

MOTION Palmdale SECONDED Delano Elem VOTE: YES NO

PUBLIC COMMENTS FROM PINCO ADVISORY COMMITTEE MEMBERS

Joe Cook congratulated Jason Beach of Earlimart for capturing a \$13,000 Smarter Lunchroom Grant.

8. **NEXT MEETING DATES: ADVISORY & EXECUTIVE – SEE SCHEDULE BELOW:**

	<u>2015-2016 Advisory Committee</u>	
April 14, 2016	PINCO Service Center, Bakersfield	'16-'17 PINCO Buying Guide
May 19, 2016	PINCO Service Center, Bakersfield	Budget review/Calendar
June 16, 2016	PINCO Service Center, Bakersfield	Year-End General Session

	<u>2015-2016 Executive Committee</u>	
April 14, 2016	PINCO Service Center, Bakersfield	General Business
May 4, 2016	PINCO Administrative Offices, Lancaster	General Business, Budget

9. **ADJOURN: MOVED__ Palmdale _SECONDED__ KCOE_**

Meeting adjourned 11:35 a.m.

**PINCO ADVISORY COMMITTEE MEETING
 BAKERSFIELD WAREHOUSE
 Thursday, March 17, 2016
 SIGN IN SHEET**

MEMBER DISTRICT	REPRESENTATIVE
ACTON-AQUA DULCE USD	
ALISAL USD	
AVUHSD	
ARVIN USD	
BAKERSFIELD CITY SD	Brenda <i>Robinson; Jeanette Casalman; Lisa Fabrie</i>
BARSTOW USD	
BEARDLSEY SD	
BIG PINE SD	
BISHOP UESD	
DELANO ELEM SD	
DELANO HS DISTRICT	
EARLIMART SD	
EASTSIDE USD	
EDISON SD	
EL TEJON USD	
FAIRFAX SD	
GREENFIELD USD	
KEPPEL USD	
KERN COUNTY SUPT	
KERNVILLE USD	
LAMONT SD	
LANCASTER SD	
LONE PINE SD	
LOST HILLS SD	
MC FARLAND SD	
MOJAVE SD	
NORRIS SD	
PALMDALE SD	
PANAMA-BUENA VISTA SD	
RICHLAND SD	
SOUTH FORK USD	
STANDARD SD	
TAFT CITY SD	
TEHACHAPI USD	
VINELAND SD	
WASCO ELEM SD	
WASCO UHSD	
WESTSIDE USD	
WILLIAM S. HART UHSD	
WILSONA SD	

Joe
Dee Ahlerna
Robinson; Jeanette Casalman; Lisa Fabrie
Antonia
SubHA
Belinda
Tracy Dougherty
Nancy
Joe Jordan