



PINCO ADVISORY COMMITTEE MEETING
THURSDAY, NOVEMBER 19, 2020
10:00 AM
PINCO SERVICE CENTER
3019 16TH STREET
BAKERSFIELD, CA 93301

Pursuant to the Governor's recent provisional guidance regarding open meeting policies in conducting public business, and California Government Code § 54953(b) and notwithstanding any other provision of law, the legislative body of a local agency has provided teleconferencing for the benefit of the public and the legislative body of a local agency in order to meet, discuss and act in the best interests of the Partners in Nutrition Co-Operative under its Joint Powers Agreement. PINCO has established teleconferencing access for this special session PINCO Advisory Committee meeting. PINCO Member District Representatives and members of the public are encouraged to participate through the following number:

Meeting ID meet.google.com/cbg-bxfz-gcf Phone Numbers (US) [+1 720-541-9179](tel:+17205419179) PIN: 497 259 955#

MINUTES

1. SIGN-IN:

2. ADOPTION OF AGENDA

Adoption of the November 19, 2020 Advisory Committee Meeting Agenda as presented.

MOTION: BCSD SECONDED: KERNVILLE VOTE: YES NO

3. ADOPTION: ADVISORY COMMITTEE MEETING MINUTES OF OCTOBER 22, 2020

Adoption of the Advisory Committee Meeting Minutes of October 22, 2020 as presented.

MOTION: LANCASTER SECONDED: VINELAND VOTE: YES NO

4. PUBLIC COMMENTS FROM THE FLOOR:

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.

No requests for public comments from the floor.

5. APPROVAL: USDA ENTITLEMENT SPENDING

Background: PINCO's Commodity Sub-committee met to discuss how best to utilize the remaining \$350,000.00 in 2020-2021 entitlement due to recent cancelations of commodities scheduled to go to processor this year. It is recommended PINCO's Advisory Committee review the Sub-committee's recommendations and direct the Lead Agency to notify CDE and request use of these monies.

MOTION: KERNVILLE SECONDED: EASTSIDE VOTE: YES NO

Discussion: commodity committee met to discuss balance left at CDE. No push to bring in more direct delivery. two processors we need to bring in pounds is Pork at Don Lee Farms, and peanuts at JM Smucker's. PINCO could also bring in Mozzarella at Buena Vista. Sweeps going on and agencies are being swept across the state. Joe reached out to CDE to see if it were possible to capture swept pounds. Have not heard back so that is still pending. Current FMV of one truckload of Picnic Pork at Don Lee Farms and one load of Peanuts at JM Smucker's would be \$87,000. We can dedicate monies to DOD that would be fair shared. Recommendation of Commodity Sub-committee was to move forward with DOD and hold back the \$87,000 entitlement for the pork and peanuts if needed. Can't put money into DOD until January. Richland motioned to postpone the decision and wait until the December meeting to see what the Lead Agency could get from the state excess bank before making a decision.

Richland moves that we revisit this at the December 17th meeting until we hear back from CDE on swept pounds.

MOTION: RICHLAND SECONDED: WESTSIDE VOTE: YES NO

6. APPROVAL: NEW ITEMS FROM SCHWAN'S AND BUENA VISTA FOR BUYING GUIDE CONSIDERATION

Background: Over the past few weeks, Schwan's Food Service has resumed production and availability of items originally approved for the 2020-2021 Buying Guide. In addition to the return of these items, Schwan's has reintroduced its Garlic Cheesy French Bread IW (2G/2M/MA). Pricing is \$ [redacted] per case/\$ [redacted] per unit (pending).

Buena Vista has also been sampling additional Calzones and a Breakfast Kit with Member Districts of the Bid Subcommittee. Pricing for the items are as follows:

- Turkey Pepperoni Calzone (2G/2M/MA) would be \$72 FOB 80 per case. Commodity discount on Turkey Pep would be \$14.37 per case discount.
- Nacho Pretzel Pocket (2G/2M/MA) would be \$71 FOB 80 per case. Commodity discount on Nacho Pretzel would be \$16.80 per case discount.
- Cowboy Bread (2G) – New packaging to replace Cinnamon Crumb Cake Currently in Buying Guide. No difference in cost.
- Breakfast Kit: \$31.00 per case (\$1.10 per complete meal)

Land O' Lakes is offering a Mild Cheddar Cheese "Cracker Cut" that can be used in meal kits as a nice alternative to the products currently in the Buying Guide. Pricing with commodity discount is \$24.55 per case, or \$.097 per one ounce serving.

Pilgrim's Pride- Pilgrim's Pride is introducing a Chicken Smacker utilizing dark meat. This is not the original N.A.E. product awarded with last year's USDA Chicken RFP but the ten-piece serving does qualify as a 2MMA/1G and would count toward the rebate program below. Cost is \$.31 before any discount.

It is recommended PINCO's Advisory Committee review the proposed items for inclusion in the 2020-2021 PINCO Buying Guide.

MOTION: RICHLAND SECONDED: WESTSIDE VOTE: YES NO

Discussion: Calzones determined by availability. There is an approximant .20 savings per portion with commodity processing. LOL-idea of having a ¼ round slice of cheese works with different applications, build a lunch kit, salads, sandwiches, etc. Something different but would help us & cost is low. Pilgrim's-not doing much business with them right now. Disappointing that they were not going to have product available for us. The dark meat draw down requires more balancing. Rebate will still apply to the 2 items in the buying guide.

Beardsley-do we have enough room in storage?

Ashlee-we are catching up with current POS but understand the concern.

Richland motions to bring in garlic cheese bread and table the others. We will wait to see if we capture swept pounds at processors and see where we are with purchase orders.

MOTION: RICHLAND SECONDED: WESTSIDE VOTE: YES NO

7. UPDATE: PILGRIM'S PRIDE REBATE ON BUYING GUIDE ITEMS

Background: In discussions with the manufacturer and in an effort to increase usage of its products, Pilgrim's Pride is offering a \$3.00 per case discount on the Patty (#21041) and Home-style Nugget (#21043) in the 2020-2021 PINCO Buying Guide. Rebates will be credited to PINCO Member Districts who purchase product between now and the end of the year and be seen in the Member District's June statement.

INFORMATION ONLY.

COMMENT: ANY OTHER ITEMS ADDED INTO THE BUYING GUIDE WOULD QUALIFY FOR THE REBATE.

8. REVIEW: CSNA 2020 CONFERENCE

Background: Lead Agency to report on CSNA's 68th Annual Virtual Conference held October 29-31, 2020. PINCO's participation as a vendor at the first-time virtual conference was a success. There were over 100 visitors to the PINCO Booth with many positive comments. PINCO's Membership Sub-committee met to assess the list of Districts/Attendees from conference and directed the Lead Agency to solicit potential Districts and schedule meetings to discuss joining PINCO ahead of CDE's 2021-2022 USDA Foods Receiving Agency declaration deadline of December 15, 2020.

INFORMATION ONLY

Discussion: we had a very good meeting. Joe reached out to 14 districts that run from Hesperia to Fresno and Tulare. We are getting some questions back, hoping to schedule meetings in December. Sending out a thank you to all districts to Assistant Superintendent of Business Services and their Superintendents.

9. UPDATE: NEW PROCEDURES INVOLVING INCIDENT REPORTING

Background: PINCO's Executive Committee and J.P.A./Policy Sub-committee met and discussed the steps taken to address incident reporting of USDA Foods and issues with products under agreement with its Vendors. After discussion and recommendation of the Lead Agency, all Member Districts including those with inventory or open purchase orders of said product(s) will be notified of the reported incident and updated on the investigation and resolution process. Member Districts who have inventoried product under investigation will be given option to have the product replaced or given credit and/or can cancel pending orders depending on the circumstances of the incident.

INFORMATION ONLY

Discussion: when USDA goes out to bid for brown box they go out to bid millions of pounds of commodity. It is important that we notify of problems.

10. UPDATE: REVIEW OF TRANSFER FORM TO IDENTIFY BEST-BY AND MUST-PULL DATES

Background: The ability to purchase/sell/trade commodities through PINCO is one of the benefits Member Districts appreciate most. This transfer activity helps provide needed foods as well as leveraging entitlement at processors for Member Districts and most importantly promotes inventory rotation. PINCO's Executive Committee approved the revision of the Interagency Exchange Verification & Invoice form with the addition of a best-by or must-pull column which will provide Member Districts with needed information prior to the exchange.

INFORMATION ONLY

Discussion: changes to the form-added a check mark box for a must pull. Process stays pretty much the same except for the must pull box.

11. UPDATE: PINCO SUB-COMMITTEE REPORTS

BID/FOOD SHOW

COMMODITY

J.P.A./POLICY

FUTURES

SUNSHINE

Bid-we were supposed to report back from CSNA but did not receive a response from Member Districts. Schwan's-big daddy stuffed sandwich-2 flavors that we can look into. We will be getting a list of commodity processors-commodity committee will look at updated list and get that info to you by the next meeting. At that point we can decide if we want to spec anything out. We want to go out for bid 2/14/21 so we can get samples earlier, contact references, and gather information on them as a vendor. Check out performance history. Meeting 12/1/20 to go over best value scoring matrix.

JPA/Policy -Lead Agency voting rights-language isn't very clear of role of president and alternate, when lead is not present, & role of First Vice President and what he would be responsible for. Working on clarifying and reporting in December. Procedures manual-revisions will be made, update regarding upgrades to tech. Made enhancements that are not reflected in the JPA at this time.

Futures-get other prices for audio visual from company other than v-tech, get more quotes.

Sunshine- The Lead Agency read a card from Marilou- she was very appreciative of gift and everyone's thoughts and well-wishes. Marilou expressed how much she enjoyed working with us throughout the years. Information only

12. REPORTS FROM ADVISORY COMMITTEE MEMBERS/LEAD AGENCY

**Richland-One COVID year should equal seven years of service with Cal Pers (ha ha!!)
Richland had to close one site in relation to staffing and exposure.**

Suggestion made to consider PPE and other serving equipment under current conditions through the District's CARES Act funds; raincoats, heaters, etc. needed to protect staff for meal distribution was also discussed. Purchased need to be made by December 31, 2020 to qualify. Richland got quotes for Montague ovens and can share with anyone needing ovens.

13. UPCOMING MEETING DATES:

<u>Executive Committee</u>	<u>Advisory Committee</u>
September 3, 2020	September 17, 2020
October 8, 2020	October 22, 2020
November 5, 2020	November 19, 2020
December 17, 2020 (Combined Executive and Advisory Committee)	
January 14, 2021	January 28, 2021
February 4, 2021	February 18, 2021
March 4, 2021	March 18, 2021
April 1, 2021	April 15, 2021
May 6, 2021	May 20, 2021
June 3, 2021	June 17, 2021

14. ADJOURN: MOTION KERNVILLE SECONDED: LOST HILLS