



PINCO ADVISORY COMMITTEE MEETING
DECEMBER 15, 2016
10:00AM
PINCO SERVICE CENTER
3019 16TH STREET
BAKERSFIELD, CA 93301

NO QUORUM: ALL AGENDA ITEMS OF CONSIDERATION TO BE INCLUDED ON THE JANUARY 19, 2017 ADVISORY COMMITTEE MEETING

AGENDA

1. SIGN-IN:

2. ADOPTION OF AGENDA

Adoption of December 15, 2016 Advisory Committee Meeting Agenda.

MOTION: _____ **SECONDED:** _____ **VOTE: YES** _____ **NO** _____

3. 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.

4. ADOPTION: SEPTEMBER 15, 2016 ADVISORY COMMITTEE MEETING MINUTES

MOTION: _____ **SECONDED:** _____ **VOTE: YES** _____ **NO** _____

5. UPDATE: 2016 PINCO FOOD SHOW

Background: PINCO outdid itself with the Food Show this year. It was another sell-out event without a hitch allowing Vendors to present their best products, and processing options for our consideration. The Food Show Sub-committee, along with PINCO Staff and Lisa Castorena with her last official Food Show did outstanding job in coordination and promotion of the Food Show. Today we will review Student and Director Score-Sheets and discuss items/experiences of interest for the good of the group; the PINCO Bid Sub-committee’s use the information in its 2017-2018 solicitations. With Chicken, Beef, Pork and Turkey due for solicitation in 2017-2018, it is important for Advisory to consider those items from Manufacturers that maximize drawdowns/discounts to increase overall values.

INFORMATION ONLY

6. CARRY-OVER SWEEP: LAND O’ LAKES

Background: On November 30, 2016, CDE, at LOL’s request, swept 30,000 pounds of a potential 40,803 pounds of Barrel Cheese from PINCO’s inventory. See attached for sweep allocations. PINCO was able to confirm sweep and lost entitlement values on December 5, 2016. Strict USDA language regarding full use/receipt of all carry-over pounds and from assessing PINCO’s usage and this year’s diversion(s) drove LOL’s decision. The loss of \$59,586.00 in USDA entitlement is disappointing but was small in comparison with CDE’s overall sweeps at carry-over cut-off. Cooperation with CDE last year with a Schwan’s transfer and actively working with MCI to accelerate drawdowns are the primary reasons PINCO did not have pounds swept (remember, sweeps are at the discretion of the processor). PINCO’s

Commodity Sub-committee met December 7, 2016 to discuss the LOL sweep and to review language in the Internal Sweep Policy with the idea of improving the communication timelines and usage incentives.

INFORMATION ONLY

7. REVISION: INTERNAL SWEEP POLICY

Background: PINCO's Commodity Sub-committee met after carry-over sweeps to refine language in the Internal Sweep Policy. The drive and main-purpose of Policy remains intact. Timeline changes(s) allow Districts more opportunity to make adjustments to orders &/or trade-sell and the percentage increase from 25% to 60% in the May sweep impresses usage upon the "receiver" of the pounds. These changes, along with Member District's active management of inventory at processor and continued use of will ensure PINCO's adherence with Policy and maximization of its entitlement.

MOTION: _____ SECONDED: _____ VOTE: YES _____ NO _____

8. BUYING GUIDE: INCLUSION OF MCI QUESADILLA

Background: PINCO's use of Cheddar Cheese at MCI has not met expected drawdown since adding the vendor as a commodity processor in 2016-2017. MCI's "draw" of cheese varies considerably between items and only recently have we seen a marginal increase with the Cheese Enchiladas, which have a heavier drawdown. In order to avoid a potential sweep from the vendor, PINCO asked MCI to present items included in last year's solicitation at the 2016 Food Show. The Lead Agency is asking Members to include MCI/Los Cabos I/W items #43107 1M/MA-1G and #45227 2M/MA-2G Green Chile & Cheese Quesadilla to the 2016-2017 PINCO Buying Guide to increase use of PINCO's commodity cheddar cheese inventory.

MOTION: _____ SECONDED: _____ VOTE: YES _____ NO _____

9. USDA ENTITLEMENT PURCHASE: DIRECT DELIVERY AND BEEF TO PROCESSOR

Background: As of December 1, 2016, PINCO has a remaining USDA entitlement balance of approximately \$580,000. In reviewing Member District use of canned beans and beef and pork at Don Lee Farms, the Commodity Sub-committee has voted to recommend the purchase of the commodities listed in the attachment. The total amount of \$205,770.36 leaves an approximate remaining balance of \$374,229.64 the Sub-committee will use in its on-going review and communication of USDA offerings.

MOTION: _____ SECONDED _____

10. ELECTION: REGION ONE REPRESENTATIVE ON PINCO EXECUTIVE COMMITTEE

Background: John Chavolla has assumed the Director position at Delano Union School District succeeding Roy Rico (Region Four). As such, the vacancy at Delano Union School District creates a vacancy in representation for PINCO Region One. Pursuant to Section Seven, Subsection C, the Lead Agency requests Region One Member Districts nominate and elect a replacement in succession effective upon election.

MOTION: _____ SECONDED: _____ REPRESENTATIVE: _____

11. INFORMATION FROM LEAD AGENCY AND PINCO SUB-COMMITTEE REPORTS:

- Food Show
- Commodity
- Bid
- J.P.A./Policy
- Facility

12. REPORTS/COMMENTS FROM ADVISORY COMMITTEE MEMBERS

13. UPCOMING MEETING DATES:

2016-2017 Advisory Committee

January 19, 2017	PINCO Service Center, Bakersfield	2017-2018 Bid Planning
February 9, 2017	PINCO Service Center, Bakersfield	2017-2018 Pre-Planner
March 23, 2017	PINCO Service Center, Bakersfield	2017-2018 Bid Awards
April 20, 2017	PINCO Service Center, Bakersfield	2017-2018 Buying Guide
May 18, 2017	PINCO Service Center, Bakersfield	Budget/Calendar
June 15, 2017	PINCO Service Center, Bakersfield	Year-End General Session

2016-2017 Executive Committee

January 11, 2017	PINCO Administrative Offices, Lancaster	Commodity Update/Bid Prep
March 8, 2017	PINCO Administrative Offices, Lancaster	2017-2018 Bid Re-Cap
April 6, 2017	PINCO Administrative Offices, Lancaster	Budget/Calendar, Gen Bus.
May 10, 2017	PINCO Administrative Offices, Lancaster	Gen. Business, Budget
June 8, 2017	PINCO Administrative Offices, Lancaster	Year End Gen. Business

14. ADJOURN:

MOTION: _____ **SECONDED:** _____

**PINCO ADVISORY COMMITTEE MEETING
 BAKERSFIELD WAREHOUSE
 Thursday, December 15, 2016
 SIGN IN SHEET**

MEMBER DISTRICT	REPRESENTATIVE
ACTON-AQUA DULCE USD	
ALISAL USD	
AVUHSD	
ARVIN USD	
BAKERSFIELD CITY SD	
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	

For [unclear] Speidel
Janette Casalman Lisa Tibine
Rahema

Sue [unclear]

Anto [unclear]
Barbara Herrera

Jodi [unclear]
W. [unclear]

Belinda Ross

Karen Baizana
[unclear]
[unclear]

Rhonda [unclear]

Ann Cole
Ann Cole
Nancy [unclear]