



PINCO ADVISORY COMMITTEE MEETING
MARCH 14, 2019
10:00AM
PINCO SERVICE CENTER
3019 16 STREET
BAKERSFIELD, CA. 93301

MINUTES

1. SIGN-IN: 10:11AM (19)

2. ADOPTION OF AGENDA

Adoption of the March 14, 2019 Advisory Committee Meeting Agenda as presented.

MOTION: BCSD SECONDED: KERNVILLE VOTE: PASSED

3. ADOPTION: ADVISORY COMMITTEE MEETING MINUTES OF FEBRUARY 21, 2019

MOTION: ANTELOPE VALLEY SECONDED: STANDARAD VOTE: PASSED

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.

5. APPROVAL/RECOMMENDATION: PINCO 2019-2020 REQUEST FOR PROPOSALS (RFP’s)

Background: On March 5, 2019, the Lead Agency and members of PINCO’s Bid Sub-committee opened RFP responses submitted for PINCO’s USDA commodity processed, commercially purchased foods.

The Lead Agency and Bid Sub-committee provided pricing information and a re-cap of the opening process at the March 7, 2019 PINCO Executive Committee meeting with the five RFP’s listed below:

- RFP #01/19-20 Purchased 100% Full Strength Juice - Shelf Stable
- RFP #02/19-20 Processed Commodity Egg Products
- RFP #03/19-20 Processed Commodity Barrel Cheese Products
- RFP #04/19-20 Processed Commodity Peanuts, Raw Shelled/Peanut Butter
- RFP #05/19-20 Finish Goods Carnitas Using USDA Commodity Pork Leg

Appreciations to PINCO’s Bid & Commodity Sub-committees and PINCO Staff for the time and effort put forward in their work.

PINCO’s Executive Committee selected four PINCO Member Districts to form student focus groups to taste-test items from the RFP categories as part of PINCO’s Best Value Scoring and vetting process. These Districts will provide a re-cap of their tasting sessions at this meeting.

It is recommended PINCO’s Advisory Committee review the information provided at today’s meeting and determine award(s) for each of the RFP’s and direct the Lead Agency to submit recommendation(s) the Antelope Valley Union High School District for formal approval and notify participating vendors.

MOTION: RICHLAND SECONDED: WESTSIDE VOTE: YES _____ NO _____

RFP #02 RICHLAND MOTIONED TO HAVE LEAD AGENCY SOLICIT NEW RFP FOR INDIVIDUALLY WRAPPED EGG PRODUCTS. SECONDED: WESTSIDE PASSED

RFP #06 GREENFIELD MOTIONED TO INCLUDE PURCHASED ITEMS INTO WAREHOUSE. LEAD AGENCY TO REQUEST FROM MEMBER DISTRICTS LIST OF PURCHASED ITEMS TO BE BROUGHT INTO PINCO WAREHOUSE BY MARCH 31, 2019. SECONDED: WILSONA PASSED

6. APPROVAL: ESTABLISH PINCO ACCOUNT(S) IN DEPARTMENT OF DEFENSE PRODUCE PROGRAM

Background: It was decided in discussion at PINCO's February 21, 2019 Advisory Committee meeting regarding the Department of Defense Produce Program (DOD) to postpone declaring any USDA entitlement into the program in order to gather further information on direct deliveries from the Prime Vendor and until PINCO's 2019-2020 additional entitlement monies are available (12% USDA "bump" estimated to arrive in July). Subsequent to this meeting and follow-up meetings with CDE, there had been confirmation of the following with the DOD program for 2019-2020:

- DOD's Prime Vendor, Coast Citrus/Tropical will deliver direct to all PINCO Member Districts meeting the \$150.00 minimum (based on FMV at time order is placed in FFAVORS).
- If accounts are opened in DOD's FFAVORS ordering system in 2018-2019, Member Districts would be eligible to request DOD swept entitlement available after May 1st; any claimed entitlement must be spent by June 30th.
- PINCO could divert USDA entitlement from the remaining \$268,000.00 2018-2019 balance.
- PINCO Member Districts may perform "Inter-District" transfer of DOD entitlement within/between fellow Member Districts.

Attached is the most recent DOD order form listing products and corresponding FMV. The \$150.00 minimum required for direct delivery is reasonable and could help off-set hard dollar produce expenses for a number of items being purchased through the commercial produce vendor(s). Also attached is an example showing entitlement broken-down by fair share using \$100,000.00 of PINCO's remaining 2018-2019 entitlement. April 1st is the deadline for diverting entitlement into DOD.

It is recommended PINCO's Advisory Committee review the updated information and determine if it shall direct the Lead Agency to move forward in establishing DOD accounts for each PINCO Member District in order to participate in the USDA's DOD program.

MOTION: GREENFIELD SECONDED: ANTELOPE VALLEY VOTE: PASSED

7. APPROVAL/RECOMMENDATION: PINCO EXTENSION OF AGREEMENTS 2019-2020

Background: Based on language contained in PINCO's vendor agreement(s) language, the Agency has the option of extension with the following vendors for the 2019-2020 fiscal year:

Bake Crafter's – Cheese Products	Rose & Shore - Turkey & Gravy (Backhaul USDA Roasts)
Bell Tasty- Taco Pockets	Schwan's- Cheese, Pizza Products
Cookie Tree Bakery- Frozen Cookie Dough	Sky Blue Bakery- Frozen Bakery Products
Del Monte- Fruit Products	Sysco- Condiments
Don Lee Farms -Pork & Beef Products*	Tony Roberts- Cheese, Pizza Products
MCI/Los Cabo's- Cheese, Mexican Foods	Tyson – Beef & Chicken Products*
Michael B's- Cheese, Mexican Foods	Yang's - Chicken Products*

Food Source Transportation*

P&R Paper Supply- Non-Food Paper Supplies*

Sysco Foods of Ventura - Purchased Food & Supply Items*

* PINCO would be exercising the last year of possible extension with each vendor; RFP's in each category will be solicited for the 2020-2021 fiscal year.

At its March 7, 2019 meeting, PINCO's Executive Committee directed the Lead Agency to move forward in offering extensions to the listed vendors; Member Districts were notified March 8, 2019 and given the opportunity to request new or additional items to be included into an extended agreement (based upon mutual agreement).

Any change in pricing/terms will be required in writing no later than April 2, 2019. Lead Agency shall provide all relevant information to Membership for consideration. PINCO's Executive and Advisory Committees shall review and approve extensions in meetings scheduled for April, 2019; determination of line-item(s) in each category with vendor under extension shall be determined at April's Advisory Committee Buying Guide meeting.

INFORMATION ONLY

8. UPDATE: PINCO INTERNAL SWEEP POLICY

Background: at the February 22, 2019 Advisory Committee meeting, Member District discussed the impact of new language adopted in PINCO's Internal Sweep Policy (ISP). Members have asked the Commodity Sub-committee to study alternatives to measuring usage at-processor "by percentage" and consider other ordering cut-off timeline(s) providing more time to Member Districts without jeopardizing entitlement. PINCO's Advisory Committee also voted to allow access to any unclaimed swept pounds by Member District who had pounds "swept" with the condition of submitting purchase order(s); two weeks, or until available pounds were taken was the timeline established.

INFORMATION ONLY

9. REPORTS FROM PINCO SUB-COMMITTEES

Food Show - Commodity – Futures - JPA/Policy – Bid - Sunshine

10. REPORTS FROM ADVISORY COMMITTEE MEMBERS/LEAD AGENCY

11. UPCOMING MEETING DATES:

2018-2019 PINCO EXECUTIVE MEETING CALENDAR

April 4, 2019	PINCO Administrative Offices, Lancaster
May 9, 2019	PINCO Administrative Offices, Lancaster
June 6, 2019	PINCO Administrative Offices, Lancaster

2018-2019 PINCO ADVISORY MEETING CALENDAR

April 11, 2019	PINCO Service Center, Bakersfield	2019-2020 Buying Guide
May 16, 2019	PINCO Service Center, Bakersfield	Budget/Calendar
June 13, 2019	PINCO Service Center, Bakersfield	Year-End General Business

12. ADJOURN: MOTION WESTSIDE SECONDED: ARVIN (12:42PM)

COAST CITRUS DISTRIBUTORS SPE300-18-DS326 02/17/2019

Item Code	Item Description	Unit of Issue	Units Per Case	Price
14J67	APPLES & ORANGES MIX 8/5 LB BG	LB	40	44.59
14144	APPLES CHL SL 200/2 OZ PG	LB	25	62.19
15T59	APPLES FR FUJI 138 CT 40 LB CS	LB	40	35.14
18A22	APPLES FR FUJI 163 CT 40 LB CS	LB	40	32.54
14H87	APPLES FR G/S USF/XF 125-138 CT 40 LB CS	LB	40	43.54
16Z69	APPLES FR GALA 125 CT 40 LB CASE	LB	40	31.54
14H84	APPLES FR GRN USF/XF 138-163 CT 40 LB CS	LB	40	43.54
14M10	APPLES FR R/D 125-138 CT 40 LB CS	LB	40	27.54
18C70	BROCCOLI CROWNS, FRESH, 20 LB CASE	LB	20	31.39
16W37	BROCCOLI FLORETS CHL 4/3 LB BG	LB	12	41.77
16P02	CABBAGE CHL GRN SHRD 4/5 LB CO	LB	20	16.17
15N52	CABBAGE CHL GRN SHRD 5 LB PG	LB	5	6.11
16A33	CABBAGE CHL RED SHRD 1/5 LB BG	CO	1	7.14
16Z34	CARROTS CHL BABY PEELED 72/3 OZ	LB	13	18.19
18D69	CARROTS CHL BABY WHL 100/2.6 OZ PG	LB	16	19.94
16108	CARROTS CHL BABY WHL 200/1.6 OZ PG	LB	20	23.44
16W24	CARROTS CHL BABY WHL 4/5 LB PG	LB	20	16.19
16B60	CARROTS CHL STICK 4/5 LB BG	CO	4	32.52
18F27	CARROTS/BROCCOLI 50/1.79 OZ PG	LB	5	30.21
18F28	CARROTS/CELERY 50/2.48 OZ PG	LB	7	32.27
15M84	CAULIFLORETS CHL 4/3 LB BG	LB	12	31.92
16V94	CELERY CHL STICKS 4/5 LB BG	LB	20	44.77
16P06	CELERY FR 24-36 CT 50 LB CS	LB	50	39.89
15P77	GRAPEFRUIT FR FANCY 35 LB CS	LB	35	27.44
18D96	LETTUCE CHL ARCADIAN BLEND 3 LB CS	LB	3	12.19
15R20	LETTUCE CHL ROM/ICEBERG 4/5 LB BG	CS	1	29.03
15D44	LETTUCE CHL ROMAINE CHOP 6/2 LB BG	LB	12	23.79
15R19	LETTUCE CHL SHRD 4/5 LB BG	CS	1	16.99
16P33	LETTUCE FR ROMAINE US#1, 24 CT 35 LB CS	LB	35	13.94
16M17	ONIONS YEL DRY 16/3 LB BG	LB	48	16.94

Item Code	Item Description	Unit of Issue	Units Per Case	Price
15M94	ORANGES CHL 50/4.7 OZ CO	LB	15	36.22
17T05	ORANGES CHL DICE 8 LB CO	LB	8	19.80
14A02	ORANGES FR 113 CT 35 LB CS	LB	35	18.44
14I57	PEARS FR 12/3 LB BG	LB	36	31.54
16Z76	PEARS FR 90-150 CT 40 LB CS	LB	40	32.54
15R73	POTATO BAKING FR 80 CT 50 LB CS	LB	50	19.19
16N40	POTATO BAKING RUSSET FR 10/5 LB BG	LB	50	16.94
17D63	SALAD MIX CHL 3-WAY 4/5 LB BG	LB	20	18.79
15T02	SPINACH CHL CLEAN & TRIM 4/2.5 LB PG	LB	10	17.44
16Z38	STRAWBERRIES FR 8/1 LB PG/CS	LB	8	36.69
15U43	TANGERINES FR JUMBO 25 LB CS	LB	25	27.94

2018-2019 DOD ENTITLEMENT SCENARIO

Allotment \$100,000.00

District	% of PINCO	DOD \$
Acton	0.31%	\$ 310.00
Alisal	6.18%	\$ 6,180.00
Antelope Valley	6.35%	\$ 6,350.00
Arvin	2.24%	\$ 2,240.00
Bakersfield	19.63%	\$ 19,630.00
Beardsley	1.07%	\$ 1,070.00
Big Pine	0.07%	\$ 70.00
Bishop	0.57%	\$ 570.00
Delano Elem	4.72%	\$ 4,720.00
Delano HS	2.13%	\$ 2,130.00
Earlimart	1.31%	\$ 1,310.00
Eastside	1.77%	\$ 1,770.00
Edison	0.70%	\$ 700.00
El Tejon	0.25%	\$ 250.00
Fairfax	1.74%	\$ 1,740.00
Greenfield	5.47%	\$ 5,470.00
Keppel	1.39%	\$ 1,390.00
Kern Co	0.71%	\$ 710.00
Kernville	0.48%	\$ 480.00
Lamont	2.15%	\$ 2,150.00
Lancaster	7.10%	\$ 7,100.00
) Lone Pine	0.12%	\$ 120.00
Lost Hills	0.38%	\$ 380.00
McFarland	2.10%	\$ 2,100.00
Mojave	1.13%	\$ 1,130.00
Norris	1.10%	\$ 1,100.00
Palmdale	9.31%	\$ 9,310.00
Panama BV	8.73%	\$ 8,730.00
Richland	1.98%	\$ 1,980.00
South Fork	0.16%	\$ 160.00
Standard	1.58%	\$ 1,580.00
Taft City	1.16%	\$ 1,160.00
Taft HS	0.70%	\$ 700.00
Tehachapi	0.97%	\$ 970.00
Vineland	0.51%	\$ 510.00
Westside	2.89%	\$ 2,890.00
Wm S Hart	0.00%	\$ -
Wilsona	0.84%	\$ 840.00
	100.00%	\$ 100,000.00

SWEPT POUNDS ALLOCATIONS

	Bake Crafters	Del Monte Peach	Del Monte Pear	Don Lee Beef	Don Lee Pork	Land O' Lakes	MCI / Los Cabos	Michael B's	Schwann's	Sunny Fresh	Tony Roberts	Tyson Beef	Tyson Dark	Tyson White	Tyson PB	Yang's
Acton		90.03	62.82	58.93	23.40	111.58	129.82		26.58	500.00	120.45	250.00	750.00	750.00	500.00	1500.00
Allisal				1000.00					530.18				2000.00	2000.00	4000.00	2000.00
AV		1890.92	1320.11	1238.10	491.59	2344.43				2530.25						
Arvin		623.46	435.12													
BCSD			3404.25	3653.86	1450.37	6918.85	2000.00		1647.08					5000.00		1500.00
Beardsley		293.47	204.82		76.27						392.57					
Big Pine						196.11										
Bishop						1704.27	1970.93		405.71		1000.00		2000.00	2000.00		
Delano Elern																
Earlilmart		100.00	275.81	258.67												
Eastside				334.45	132.80	633.31	732.40					500.00	3000.00		500.00	
Edison	1000.00	222.72		145.78	57.88	276.05	319.25	400.00	65.72	1300.00	297.93	800.00	1000.00		600.00	500.00
El Tejon		84.78	59.17													
Fairfax	250.00	450.00	350.66		130.58				148.25							
Greenfield				256.00		1911.82	2210.16	2000.00	455.12	4000.00	2000.00					4000.00
Keppel				133.56	53.03	252.90	292.47		115.40							1000.00
KCSOS		204.04	142.40							1000.00		2300.00	700.00	1400.00		1500.00
Kernville		131.36	91.68	85.98	34.14	162.81			38.76							
Lamont																
Lancaster																
Lone Pine		119.10	83.12													
Lost Hills																
McFarland				373.86							764.03	1000.00				
Mojave																
Norris		293.77	205.03	192.29					86.68							
Palmdale				1816.53	721.26		421.09				392.97	600.00	800.00	500.00		5000.00
Panama	1500.00			1574.40	625.12	1000.00	3000.00	1000.00	709.70		500.00	500.00	4000.00	8000.00		3000.00
Richland		605.81							178.75							
South Fork		46.14	31.78		12.25				13.43							
Standard				277.83												
Taft	500.00	545.97	381.04		141.89	526.09			76.83					3000.00	1000.00	
Tehachapi	2500.00															
Vineand																
Westside		828.05	577.90	542.00					244.32		1107.66					
WSH				443.51		839.83										
Wilsona		248.71	173.58													3000.00
Total Swept #s	15351.11	6778.33	7799.29	12385.75	3950.58	16878.05	11796.32	18947.79	4742.51	36565.39	9629.03	61380.69	24129.32	35329.42	16283.56	48376.94
Remaining #s	9601.11	0.00	0.00	0.00	0.00	0.00	0.00	15547.79	0.00	29765.39	0.00	55430.69	179.32	4979.42	9683.56	25376.94

**PINCO ADVISORY COMMITTEE MEETING
THURSDAY, MARCH 14, 2019
SIGN-IN SHEET**

18

MEMBER DISTRICT	REPRESENTATIVE
ACTON-AQUA DULCE USD	P. Buechner
ALISAL USD	
AVUHSD	Jocelyn / Christina Reynolds
ARVIN USD	Dee Alherna
BAKERSFIELD CITY SD	Egalis / Cassima
BEARDLSEY SD	
BIG PINE SD	
BISHOP USD	Susan Nelson
DELANO ELEM SD	
DELANO HS DISTRICT	
EARLIMART SD	
EASTSIDE USD	
EDISON SD	
EL TEJON USD	
FAIRFAX SD	✓ Mary Ann
GREENFIELD USD	LA
KEPPEL USD	
KERN COUNTY SUPT	
KERNVILLE USD	John Robert Kull
LAMONT SD	Shirley Cander
LANCASTER SD	
LONE PINE SD	
LOST HILLS SD	Christina
MC FARLAND SD	
MOJAVE SD	
NORRIS SD	Karen Bettand
PALMDALE SD	Michelle
PANAMA-BUENA VISTA SD	
RICHLAND SD	
SOUTH FORK USD	
STANDARD SD	Tracey Dougherty
TAFT CITY SD	
TAFT UHSD	
TEHACHAPI USD	
VINELAND SD	
WESTSIDE USD	Nancy H. Hunt
WILLIAM S. HART UHSD	
WILSONA SD	

