



PINCO GENERAL SESSION MEETING  
JUNE 17, 2015 10:00AM  
PINCO SERVICE CENTER  
3019 16<sup>TH</sup> STREET BAKERSFIELD, CA. 93301

**AGENDA**

**1. SIGN IN AND ROLL CALL**

**2. APPROVAL: ADOPTION OF AGENDA**

Recommendation: It is recommended Advisory Committee adopt the June 17, 2015 agenda as presented.

**Meeting was called to order: 10:10 a.m.**

**Not enough members present to have a voting quorum, therefore, the meeting was informational only.**

MOVED \_\_\_\_\_ SECONDED \_\_\_\_\_ VOTE: YES \_\_\_\_\_ NO \_\_\_\_\_

**3. 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.

**4. APPROVAL OF ADVISORY COMMITTEE MEETING MINUTES**

Recommendation: It is recommended Advisory Committee approve the meeting minutes of May 20, 2015 as presented.

MOVED \_\_\_\_\_ SECONDED \_\_\_\_\_ VOTE: YES \_\_\_\_\_ NO \_\_\_\_\_

**No Action Taken**

**5. 2015-2016 EXECUTIVE COMMITTEE: MOVING FORWARD**

With elections concluded and new Officers assuming their positions at the conclusion of this meeting, Lead Agency will schedule a 2015-2016 Planning/Prioritization meeting with Executive Committee prior to September 17, 2015 Advisory Meeting. This will provide an opportunity to develop a platform for the upcoming year and develop steps toward improving communication and representation from Executive Committee members that were identified in recent meetings. Minutes from this meeting will be provided to the Advisory Committee following policy guidelines.

**Joe would like to meet with the executive committee for a Planning/Prioritization meeting prior to the September 17, 2015 meeting. Meeting has been scheduled for September 2, 2015 at PINCO Service Center.  
INFORMATION ONLY**

**6. 2015-2016 PINCO SUB-COMMITTEES**

The Lead Agency was thrilled to see the continued interest of Member Districts in Sub-committee participation. First Vice President will finalize committee rosters and develop a lead for each Sub-committee over the summer. Representation on the committees is broad and will bring balance to the dialog and recommendations Sub-committees bring to the Executive and Advisory Committees.

**Many members have signed up for sub-committees. Joe and Josh are to meet to set guidelines and timelines for**

**each committee. Meeting still pending. INFORMATION ONLY**

#### **7. PINCO WEBSITE: DEVELOPMENT AND HOST SERVICES**

Lead Agency and PINCO staff are continuing to solicit interest in PINCO's website "re-boot" and host services. We have discussed the website with two vendors and will notify Member Districts as we move forward. Lead Agency will continue to work within the framework and budget approved for this project and service to Districts.

**There are two parties interested in hosting the PINCO Website. Advanced Technologies out of Bakersfield along with School Nutrition and Fitness are submitting proposals and information per the specifications and budget authorized by Advisory Committee.**

**Special thanks to Panama Buena Vista School District and Kristi for providing support/connectivity assistance while we were/are without outside support. INFORMATION ONLY**

#### **8. AVIAN INFLUENZA: UPDATE**

At this point, the USDA has pushed back Turkey and Eggs for direct delivery/diversion to processors. This is a very serious issue effecting the supply chain nation-wide. Turkey Roast and Deli Breast have been shifted to a January-June 2016 arrival schedule with no announced date for production (shipment) on Eggs. Lead Agency and PINCO Staff will continue to keep Member Districts informed on all developments as they become available. As advised, limit menu placement of these proteins and as menued, budget accordingly.

**USDA has pushed back delivery for USDA turkeys and eggs going to Cargill. Turkey Roasts and Deli Breast have been shifted to a January-June delivery date and no date for egg delivery. To have some eggs for menus, Joe and Kristi selected 4 of the 11 items in the Buying Guide districts can purchase with any remaining balance(s) Districts have with commodity pricing until switching over to commercial pricing. Items were selected based on past usage and cost. The 7 remaining Sunny Fresh items in the 2015-2016 Buying Guide are too high in cost commercially. Kristi will continue to update pricing on Cargill items as/if changes are made. No liquid eggs are expected for processing for 12-18 months. Joe will provide USDA updates as they come in.**

**Gold Kist is switching out the dry egg powder and replacing with soy as a binding agent in their breaded items, pending USDA reformulation approval. Joe will notify us with updated nutritionals with the USDA's approval. Order Gold Kist as usual. INFORMATION ONLY**

#### **9. SYSCO UPDATE: 2015-2016 PRICING ADJUSTMENTS**

As Sysco's 2015-2016 price schedule was distributed, there was concern raised in regards to a few key-items as well as new items added to the Broad Line agreement. Lead Agency has scheduled a meeting with Sysco June 16, 2015 to discuss and renegotiate pricing. Initial conversations, verbal and e-mail are resulting in revisions that will bring significant savings to Member Districts. Chair will present all revised prices at THIS meeting but cannot preview any of the items under discussion due to the pending meeting with Sysco.

**ANY/ALL PRICING CHANGES WILL NOT IMPACT THE AWARDING OF BID #07/15-16 TO SYSCO FOODS OF VENTURA IN CONSIDERATION THEY SCORED HIGHER IN THE PRICING GIVEN IN THE ORIGINAL RESPONSE TO THE BID.**

**Pricing did not affect bid awarded to Sysco. The goal is to bring pricing down further. Joe had a meeting with Sysco at which they discussed 54 items questioned by Members, Manufacturers and Brokers. Once numbers are verified by Joe, he will send out to member districts. Items discussed were high volume items. New specs are in Lisa's and Lori Wallace's possession and will be sent out this summer. INFORMATION ONLY**

#### **Other Items:**

**-Tony Robert's letter concerning is pizza not in the Buying Guide as has been historically. Concerns from Mac and Tony Roberts about the cheese bid...Mac accepted PINCO's response stating Tony Roberts is and should**

be handled independent from PINCO's relationship with Schwan's. Members can buy Tony Roberts product at 2014-15 net pricing to districts per separate agreement with Tony Roberts. The product cannot be delivered to, stored at the PINCO warehouse.

-2014 Year in Review handout given at meeting.

Delicious refreshments were provided by AVUHSD at 10:55 a.m.

**10. UPCOMING MEETINGS:**

2015-2016 Advisory Committee

September 17, 2015	PINCO Service Center, Bakersfield	General Business
October 22, 2015	PINCO Service Center, Bakersfield	General Business/Agreement Re-cap
December 9, 2015	Antelope Valley Fairgrounds, Lancaster	Pre-Show Meeting/Industry Reception

**December 10, 2015 PINCO FOOD SHOW, AV Fairgrounds**

December 17, 2015	PINCO Service Center, Bakersfield	Food Show Re-Cap Pre-Planner Meeting
January 28, 2016	PINCO Service Center, Bakersfield	2016-2017 Bid Planning
March 17, 2016	PINCO Service Center, Bakersfield	Bid Awards
April 14, 2016	PINCO Service Center, Bakersfield	2016-2017 Buying Guide
May 19, 2016	PINCO Service Center, Bakersfield	Budget/Calendar
June 16, 2016	PINCO Service Center, Bakersfield	Year-End General Session

2015-2016 Executive Committee

October 7, 2015	PINCO Administrative Offices, Lancaster	General Business
January 13, 2016	PINCO Administrative Offices, Lancaster	Commodity Update/Bid Prep
March 9, 2016	PINCO Administrative Offices, Lancaster	2016-2017 Bid Re-Cap
April 14, 2016	PINCO Service Center, Bakersfield	General Business
May 4, 2016	PINCO Administrative Offices, Lancaster	General Business, Budget

**11. ADJOURN: MOVED \_\_\_\_\_ SECONDED \_\_\_\_\_ N/A**