



NSLP Direct Delivery

Gold Star Foods

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Presented by: Angela Hodapp



TEXAS DEPARTMENT OF AGRICULTURE
COMMISSIONER SID MILLER

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Discussion Topics

- Understanding Full Truckload Requirements
 - Understanding the impact of Direct Delivery requests
 - Importance of unified demand across the region serviced by Gold Star Foods
 - How to utilize information in forecasting for School Year 2028
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Full Truckload Requirements

- For USDA Foods to create a sales order, we must follow the guidance on full truckload quantities.
- This must adhere to "Quarter Truckload" requirements. For example, a truckload of 1,000 cases can only make a minimum stop of 250 cases.
- Truckloads can be split between additional warehouses, within certain constraints such as driving times.
- TDA must also consider the requested delivery periods to allow demand to be spread out and to prevent storage fees at the warehouse.

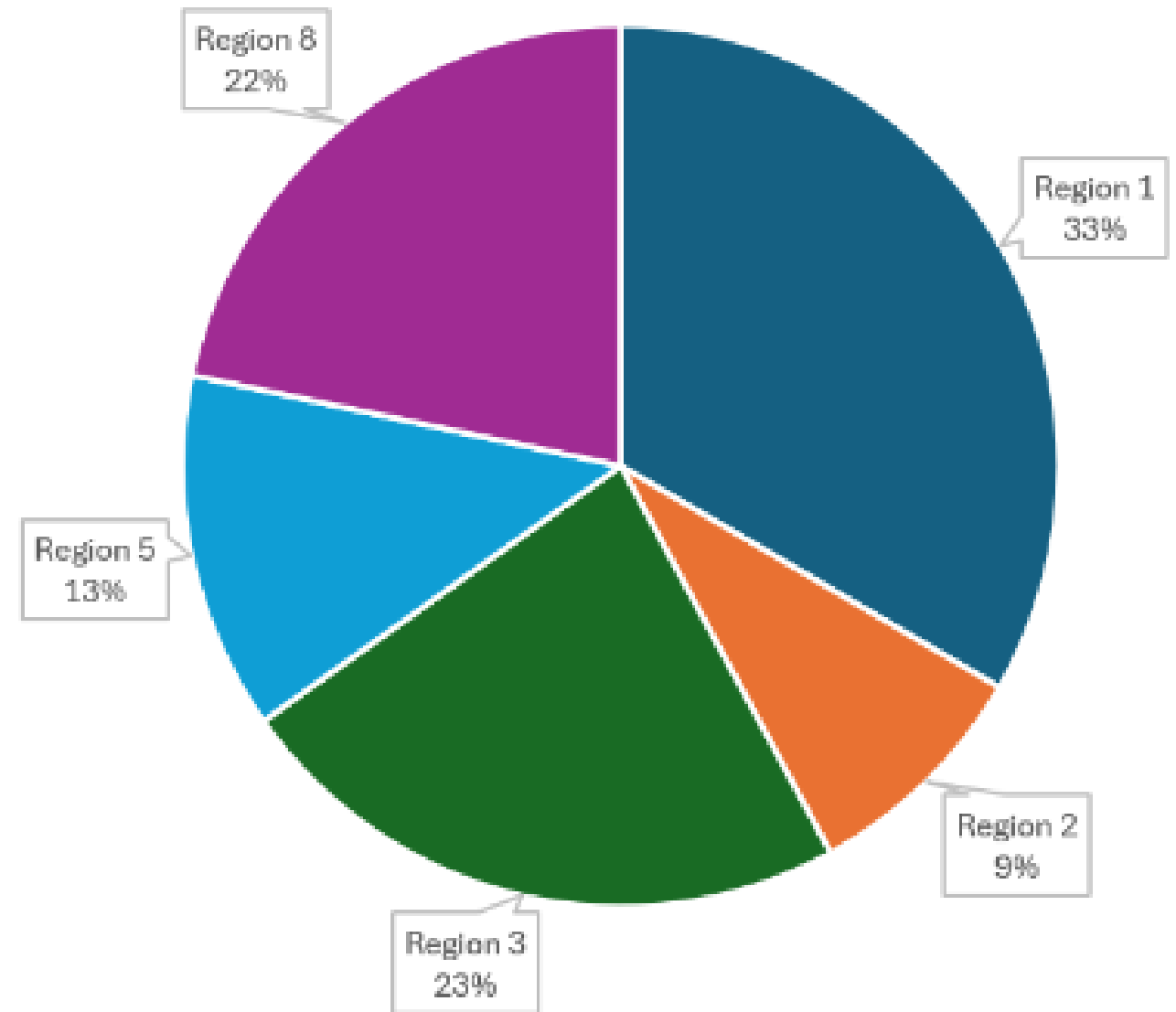
Direct Delivery Requests

How does forecasting impact truckloads?

- The demand for a material influences the creation of successful truckloads.
- Schools that place larger volume requests help ensure the availability of materials in their warehouse region.
- Spreading out requests among materials of similar categories can reduce volume and decrease the likelihood of a truckload being created.
 - For example, requesting multiple types of corn (such as frozen and canned) rather than choosing just one can impact truckload planning.

Who drives requests for the Gold Star Foods Region?

- Fort Worth ISD
- Crowley ISD
- Greenville ISD
- Texarkana ISD
- KIPP Texas Public Schools
- Katy ISD
- Mission CISD
- Corpus Christi ISD
- Leander ISD
- Killeen ISD



What are some of the more common categories and materials in the Gold Star Foods Region?

Seasonal fruits and vegetables are extremely important due to their 'one-time buy' aspect.

- 100256 - Strawberry Frz Cup-96/4.5 oz
- 100220 - Peaches Cling Diced Ex Lt Can-6/10
- 100212 - Mixed Fruit Ex Lt Can-6/10
- 100241 - Peach Freestone Diced Frz Cup-96/4.4 oz
- 110859 - Mixed Berry Frz Cup-96/4.oz
- 100225 - Pears Diced Ex Lt Can-6/10
- 100348 - Corn Frz Ctn – 30lb
- 100307 - Beans Green Can – 6/10
- 100219 - Peaches Cling Slices Ex Lt Can-6/10
- 100352 – Carrots Frz Ctn – 30 lb



What are some of the more common categories and materials in the Gold Star Foods Region? 7

Animal-based protein is traditionally one of the more expensive materials and fulfills the 'center of the plate' component

- 100158 - Beef Fine Ground Frz Ctn-40 lb
- 100117 - Chicken Fajita Strips Ctn-30 lb
- 100101 – Chicken Diced Ctn-40 lb
- 110730 – Pork Pulled Ckd Pkg – 8/5lb



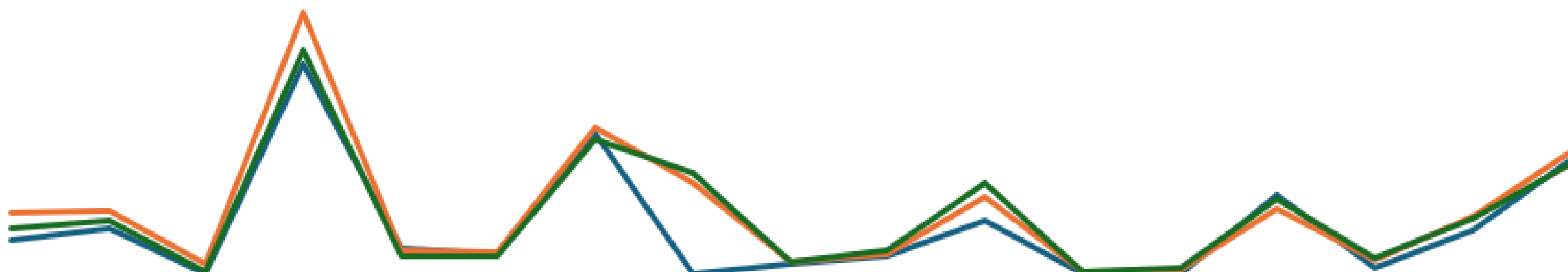
Recap PY 27 Review

Overall, we have 2078 deliveries arriving to Gold Star for the upcoming school year.

- 111790 – Apple Juice Cup – 96/4 oz
- 100158 - Beef Fine Ground Frozen, Ctn. - 40lb
- 110361 – Applesauce Cup – 96/4.5 oz
- 100256 - Strawberry Frozen Cups – 96/4.5 oz
- 100220 – Peaches Cling Diced Ex Lt Can – 6/10
- 110473 - Broccoli Frz Ctn-30 lb
- 100225 – Pears Diced Ex Lt Can-6/10
- 100212 – Mixed Fruit Ex Lt Can – 6/10
- 100241 – Peach Freestone Diced Frz Cup – 96/4.4 oz
- 100348 – Corn Frz Ctn-30 lb
- 100365 – Beans Pinto Can – 6/10
- 110859 – Mixed Berry Frz Cup – 96/4 oz



Ordering Trends



	BEANS - LEGUMES	CHEESE	FISH	FRUIT - CANNED	FRUIT - DRIED	FRUIT - FRESH	FRUIT - FROZEN	FRUIT - JUICE	GRAIN - PANCAKE S	MEAT - COOKED	MEAT - FROZEN	OIL	PASTA	POULTRY	RICE	VEGETABL ES - CANNED	VEGETABL ES - FROZEN
2025	25948	35664	950	164717	20521	15572	110630	0	7677	13761	41925	0	0	62845	4620	34235	88513
2026	48448	50178	7390	203947	18991	17967	114170	71459	9943	16103	60461	1177	2649	50807	11857	45193	94179
2027	35788	41886	2612	175661	13986	13921	105445	79713	8925	18904	71253	1600	5000	59231	11930	43945	85554

How Can We Utilize this Information?

- Understanding the importance of the USDA Foods Survey sent out by TDA at the beginning of the year.
- Utilizing the Foods Available List (FAL) released by USDA each year.
- Working with your ESC region and schools within your FDP region to better understand common material needs.
- Getting the most out of USDA Foods to maximize the Planned Assistance Level.

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Reminders

- **Benefits of WBSCM**
 - **Real time data:** Provides up-to-date information on truckload status and the outcomes of ordering rounds, ensuring a clearer understanding of current operations
 - **Entitlement Values:** Displays actual prices once the status is updated to "Purchased," offering accurate financial insights
- **Reports:** Review the Entitlement Bonus/Summary Report and the Requisition Status Report at least monthly to stay informed and manage inventory effectively
- **Inventory Management:** Take ownership of USDA Foods requested from Gold Star warehouse
- **Technical Support:** Contact your ESC for any technical assistance needed.

Preparing for SY 2028

- Review Requisition Status Report to begin forecasting for school year 27-28
- Complete opt-in for DoD participation in school year 2028
- Complete USDA Foods Survey
- Check beginning balance of Planned Assistance Level in Entitlement/Bonus Summary Report in December 2026
- Review which processors you have an awarded bid for in school year 2028 before ordering

Round 1 Processing Diversion Requests

Schools should not be requesting USDA Foods diverted to a processor when bid has not yet been awarded during round 1.

- If you are due for a rebid, it is recommended to focus on direct delivery utilization
- If you are in a renewal year you are safe to make requests as planned.
- If this is currently not your best practice, please reach out to your Cooperative or your schools procurement team to strategize completing the bidding process earlier.

Schools diverting pounds to only find out they do not have an award to draw down has an extremely negative impact on processor inventory.

- This leads to unclaimed inventory at the processor impacting performance.
- This impacts future ordering for the processor as TDA reviews excess inventory and performance metrics of schools.

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Please take a moment to complete this survey.
Your feedback will help us understand how useful this information is for your ordering strategy and provide insights on deliveries to and from your state contracted warehouse.

Questions?

Thank you for attending this webinar today, we hope this will help you with your ordering for the next school year!

We're open to any questions you may have regarding direct delivery and USDA Foods in your region.