

# How Can I Get Help?

ILSNA ANNUAL CONFERENCE 2023



# The Panel



**Norm Perea**

Key Account Manager  
Rich Products  
Corporation



**JoAnna  
Rewerts, MS,  
RD, LDN**

Director of Food and  
Nutrition Services  
McLean County Unit  
District No. 5



**Gretchen Ernst**

Education Sales Manager  
Gordon Food Service



**Stacy Lenihan**

Director of Food &  
Nutrition Service  
Glenview District 34



**Mattie Horwitch,  
RDN, LDN**

Donovan Food Service

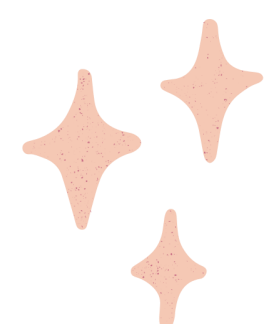
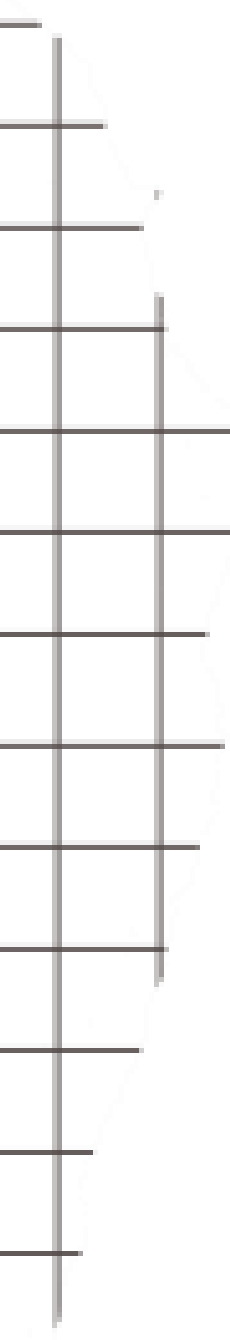
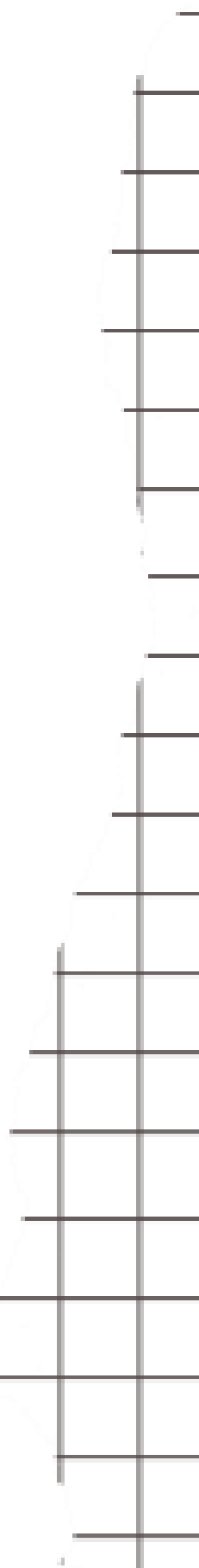


**Kym Wroble,  
MS, RD, LD**

Non-Commercial  
Business Solutions  
Specialist  
Gordon Food Service



# Objectives

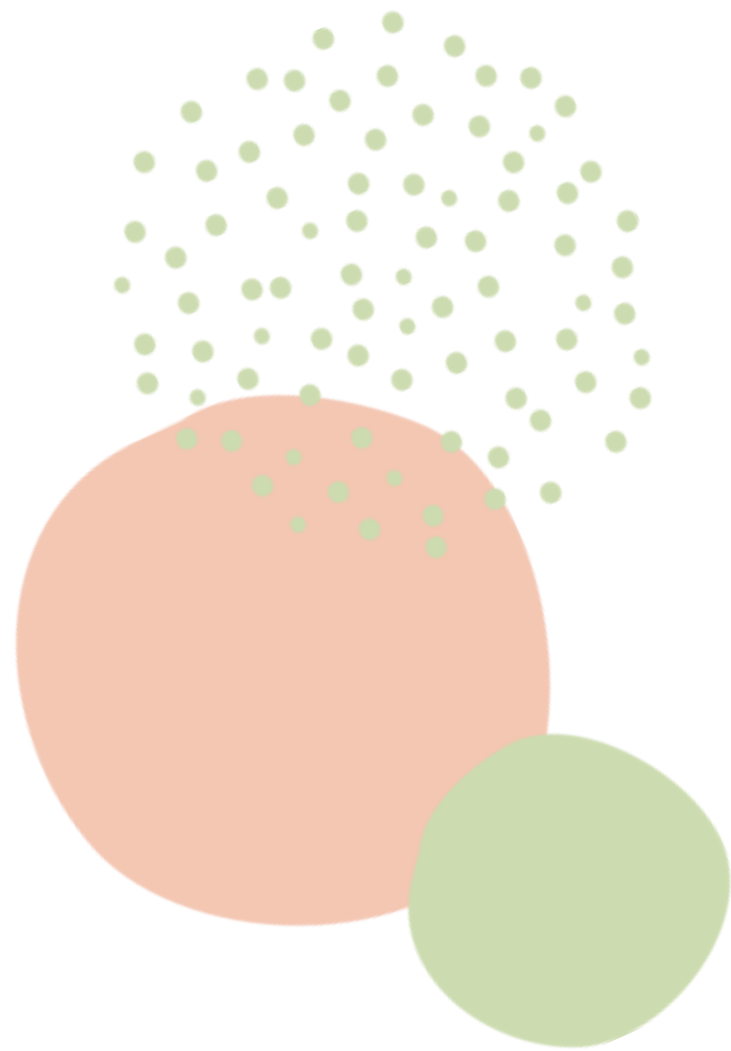
- 
- 01** Identify three ways industry partners can help support a school meal program.
  - 02** Discuss how industry partners can help a school manage costs.
  - 03** Discuss how communication between industry partners and school foodservice professionals can impact the school meal program.
- 
- 

# Industry support

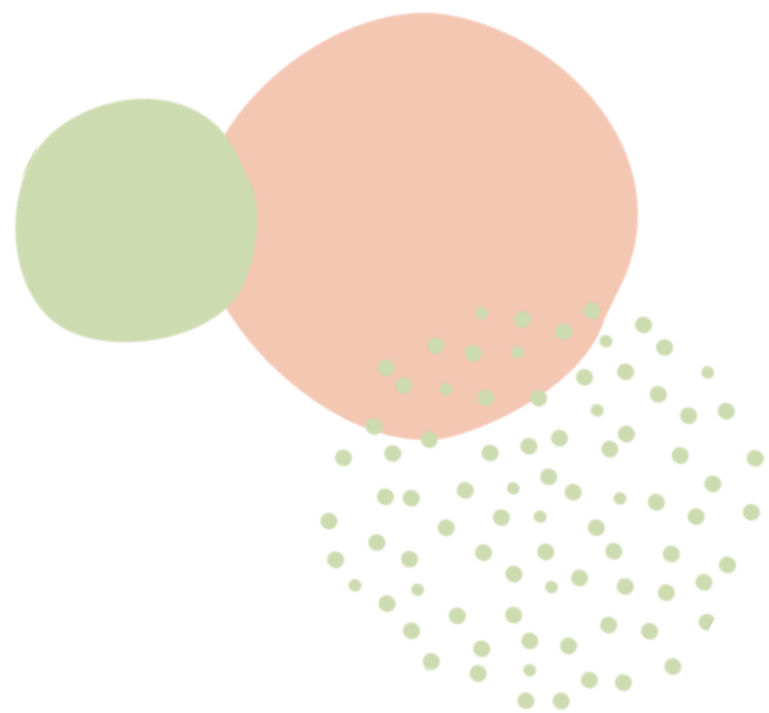
What are your pain points?

What are you looking for?

What do you need?



# Communication







Rapport

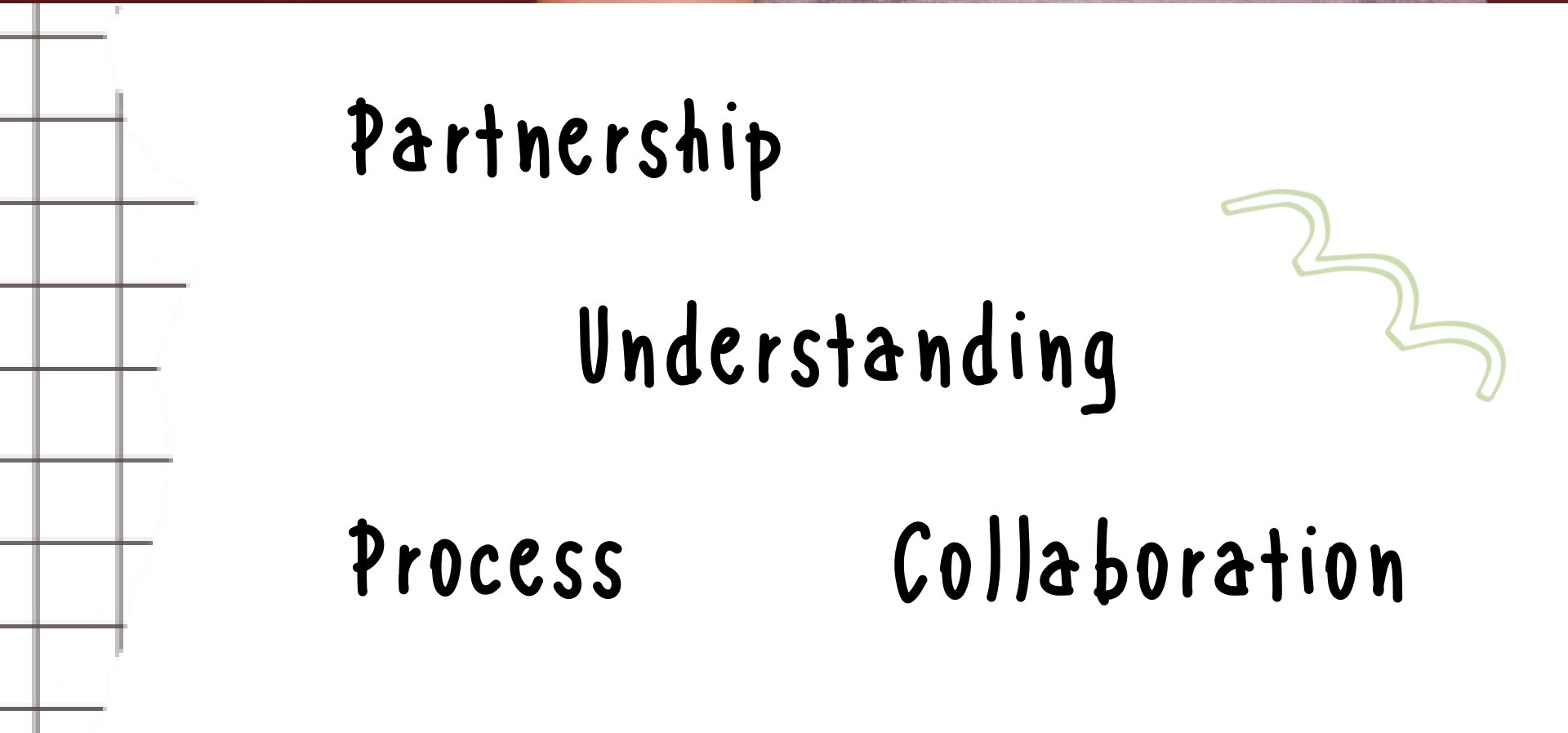
Win-Win

Problem Solve



Agreement

Resolution



Partnership

Understanding



Process

Collaboration





# Operator Concerns

Product  
Availability

Increasing  
Costs

Staffing &  
Labor







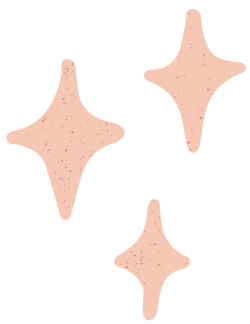
# Product Availability







# Product Availability



**01** Understand the  
Supply Chain

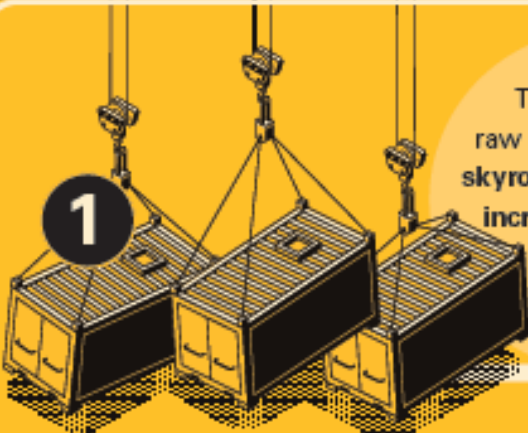
**02** Usage / Forecasting

**03** Bids

**04** Deliveries

WHAT'S CONTRIBUTING TO THE BROKEN FOODSERVICE

# SUPPLY CHAIN



1

The cost of raw materials has skyrocketed due to increase in demand and shortage of supply.

## RAW MATERIALS

Many raw materials are in short supply due to:

- Consumer habits are changing & shifting demand.
- Storms across the country have destroyed crops, adding to shortages.

### - Labor Challenges

Raw materials were not reordered (or were ordered in smaller quantities) by suppliers during shutdowns, adding to shortages our industry is experiencing today.

## REMEMBER

Other countries are still experiencing shutdowns, causing additional disruption to production of materials.

## SUPPLIERS



Once ships are unloaded, goods must be transported over the road.

Driver shortages are adding to the delay in getting product delivered.

3



## DID YOU KNOW?

The cost of wooden pallets that transport goods have increased by over **400%!**  
\*United Fresh Produce Association

Due to material and production challenges, many manufacturers have either temporarily or permanently reduced their SKUs to allow them to focus on items with the greatest demand.



Driver shortages make it challenging for product to make it to their intended destination.

Labor shortages & plant reconfigurations (to accommodate social distancing requirements) have slowed production.

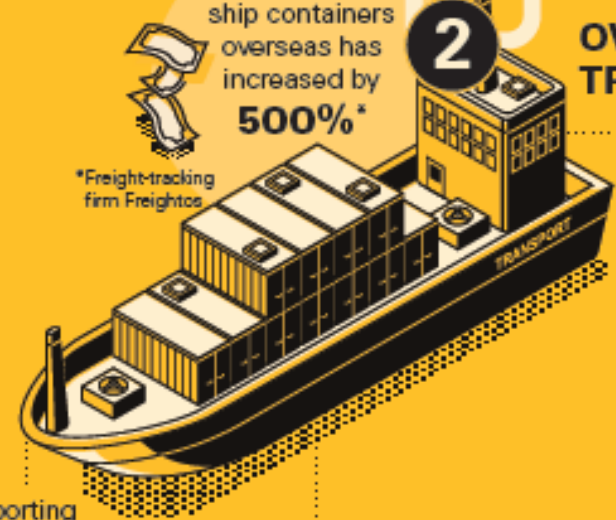


Despite efforts to forecast and communicate demand to suppliers weeks ahead, incoming orders are filling at record lows due to supply & labor shortages.

## OVERSEAS TRANSPORT

2

The cost to ship containers overseas has increased by **500%\***  
\*Freight-tracking firm Freightos



Ships are transporting goods with up to 23,000 containers on board.

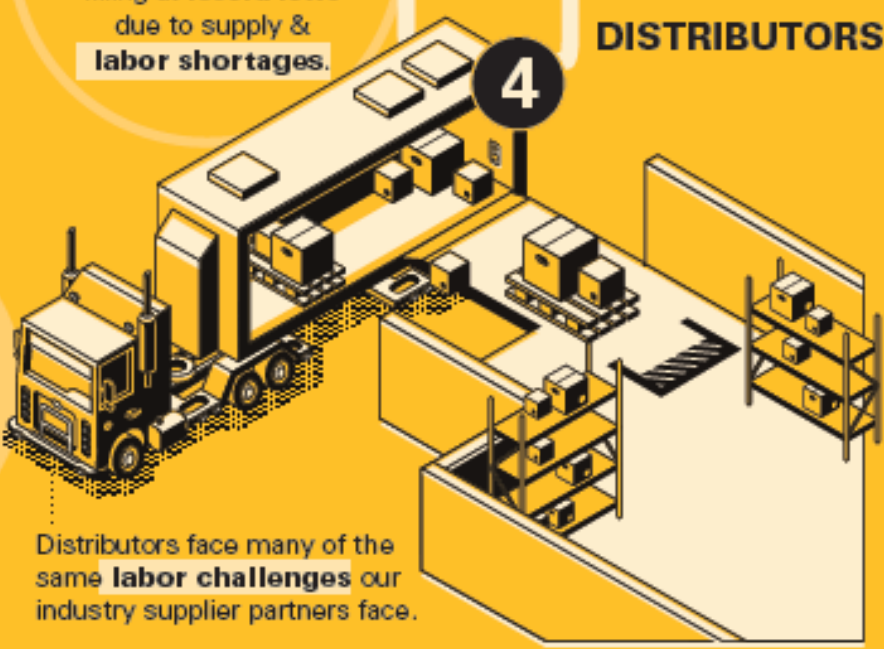
Dozens of ships are anchored at sea, waiting for a dock space to open up.

Due to labor shortages and social distancing requirements, it now takes longer to offload each ship.

In foodservice distribution alone, an estimated **17,500+** warehouse positions and **15,000+** driver positions are still open.  
\*IFDA

## DISTRIBUTORS

4



Distributors face many of the same labor challenges our industry supplier partners face.

## OPERATORS

INCLUDING: Restaurants, US Military/Government, College & University, K-12 Schools, Hospitals, Senior Living Facilities, Hospitals, Hotels and Resorts, Convenience Stores

5



Foodservice operators are experiencing unprecedented labor and training challenges.

## MORE JOBS THAN PEOPLE

There were **8.4 million** Americans unemployed in August and **10.4 million** job openings.  
\*Bureau of Labor Statistics



According to the ATA, the trucking industry is now short **80,000 drivers**. That's a **30% increase** from before the pandemic.

Special orders that used to arrive in 1-3 days can now take 2-3 weeks because of supply shortages.

## IMPORTANT TO NOTE:

- ▶ Labor shortages are affecting the supply chain from end to end.
- ▶ Demand and forecasting is in flux, making it extremely difficult for suppliers to produce goods.
- ▶ As Delta and MU COVID variants continue to emerge all over the world, concerns are once again affecting supply chain at every level.

## CONSUMERS

Consumers are challenged with getting what they want due to item unavailability, increasing cost, and inflation.



6



# Increasing Costs





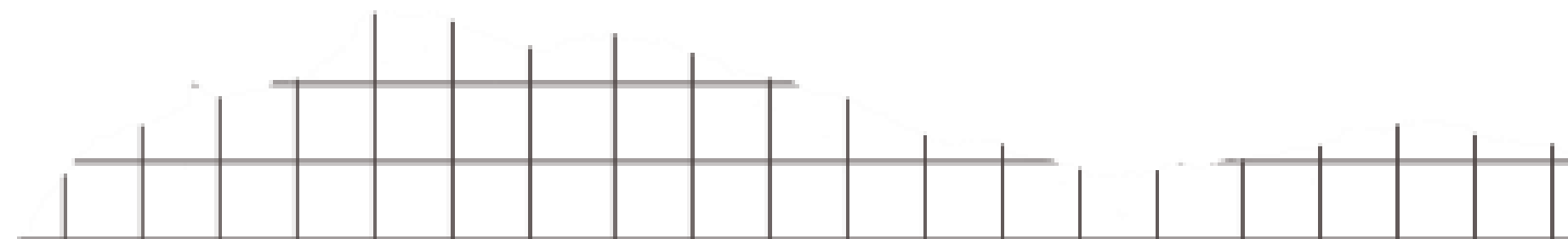
# MANAGING COSTS

Understand  
Value

Plan Menus  
Strategically

Plan  
Purchases  
Strategically

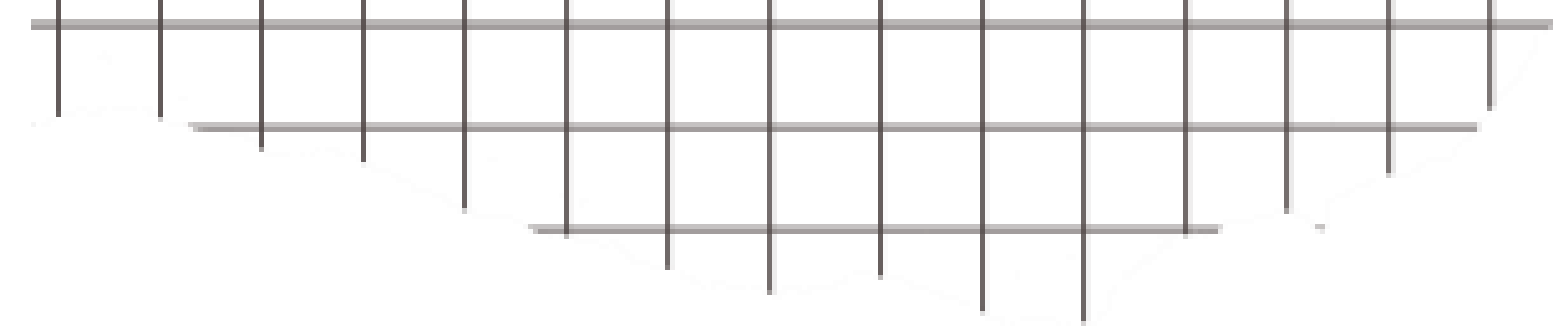
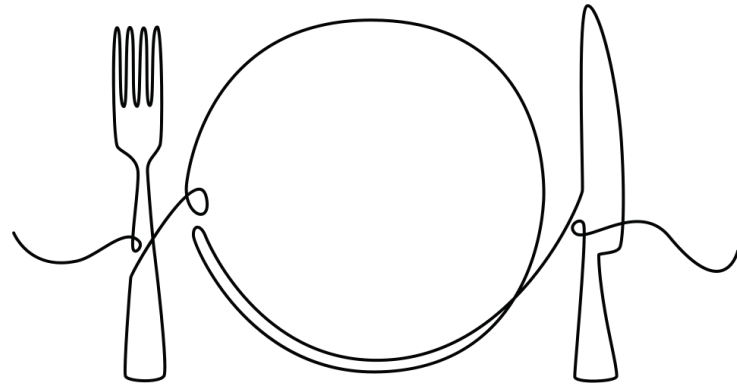
Monitor &  
Utilize  
Pounds







Understand  
Value



# Plan Menus Strategically: Forecasting

## 5 REASONS Rock a Cycle Menu

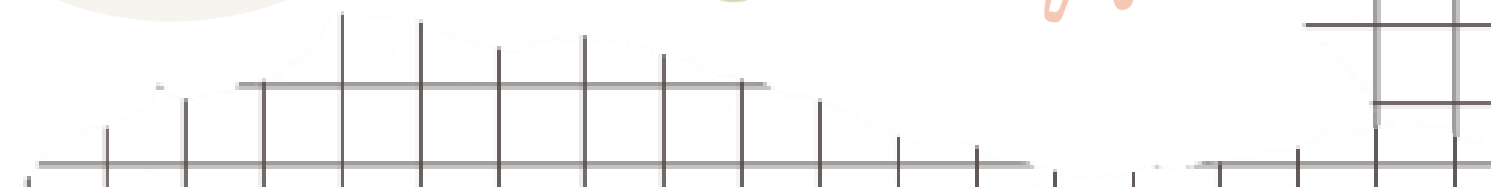
- Control costs**  
A menu rotation means you'll always know which products you need and how much.  

- Improve efficiency**  
When your team members repeat meals, the process becomes quicker over time.  

- Reduce waste**  
Cycles build regular customers, so you can better gauge how much to stock and prepare each time.  

- Meet regulations**  
With a regular list of entrées, items can be added or adjusted to meet meal pattern requirements.  


- Make students happy**  
Survey students to add variety, allow creativity and keep popular items in the mix to boost participation.  





Plan Purchases  
Strategically



# Utilizing USDA Foods: Considerations

**01** Storage

**02** Bonus Foods

**03** Frequency of Use /  
Cross Utilization

**04** Tracking





Lunch 1	Mini Corn Dogs	Chicken Tenders	Deep Dish Pizza	Soft Shell Taco* w/Cheese	French Toast Sticks Turkey Sausage Patty
Lunch 2	HB Egg, <b>String Chs</b> & Cheetos	Grilled Chicken Salad Tostitos	Turkey Stick, <b>String Chs</b> & Doritos	Vanilla Yogurt, Sunflower & Honey Cheerios	Nacho Kit: Bean Dip, Cheese Cup & Tostitos
Lunch 3	EZ Jammer & Sunflower Seeds Cheddar Goldfish	EZ Jammer & Sunflower Seeds	EZ Jammer & Sunflower Seeds	EZ Jammer & Sunflower Seeds	Cheese Pizza Kit
Hot Veg Cold Veg Fruit All Meals/Serving Cart: Milk	Broccoli w/Cheese Sauce Celery Sticks Orange Wedges Cheddar Goldfish Milk	M. Potatoes & Gravy Grape Tomatoes <b>Peach Cup</b> Dinner Roll Milk	Green Beans Baby Carrots Cinnamon Applesauce Cup Milk	Refried Beans Romaine Lettuce Banana Tostitos & Salsa Milk	Glazed Carrots Fresh Broccoli w/Ranch Pear Cup Milk

Search  Report: Commodity by Delivery Site Period: AUGUST 2022

### Illinois Commodity System

Delivery Request Summary by Site for AUGUST 2022

Site Agreement Nbr: 17064005026A1  
Delivery Site: MCLEAN CO UNIT 5 WAREHOUSE

Code	USDA Foods	Storage	Pack Size	Program Year	Case Value	Cases Requested	Total Value
110541	APPLESAUCE, CND, UNSWT	DRY	6/#10 CANS	2023	37.8221	34	1285.9514
100352	CARROTS,SLC, NO SALT ADDED, FRZ	FRZ	30# CASE	2023	21.3630	7	149.5410
110396	<b>CHEESE, MOZZ, STRING, 1 OZ STICKS</b>	CLR	360/1 oz sticks	2023	91.2352	38	3466.9376
100348	CORN, WHOLE KERNEL, FRZ	FRZ	30# CARTON	2023	22.5750	10	225.7500
110723	CRANBERRIES, DRIED, 300/1.16 oz	CLR	300/1.16oz pkgs	2023	72.5167	53	3843.3851
100241	<b>PEACH CUPS, DICED, FRZ, 4.4 OZ</b>	FRZ	96/4.4 OZ CUPS	2023	38.7446	9	348.7014
100220	<b>PEACHES, CLING, DICED, XLT SYRUP, CND</b>	DRY	6/#10 CANS	2023	36.0890	9	324.8010
100225	PEARS, DICED, XLT SYRUP, CND	DRY	6/#10 CANS	2023	34.7363	9	312.6267
100293	RAISINS, UNSWT 144/1.33 OZ BOXES	CLR	144/1.33 OZ BOXES	2023	35.8188	100	3581.8800
100256	STRAWBERRY CUPS, DICED, FRZ, 4.5 OZ	FRZ	96/4.5 OZ CUPS	2023	50.4171	5	252.0855
100935	SUNFLOWER SEED BUTTER	DRY	6/5# CANS	2023	91.7700	1	91.7700

Working  
USDA Food  
into the  
Cycle Menu

Click on Bonus to place a bonus order

2023 - SCHOOL (A) ▾

Dairy, Grains, Nuts, Oils ▾

Go

PAL	Bonus	Code	USDA Foods Name	PAL/ Bonus	Accepted	Requested	Balance	Case Value	Requested Value	Pack Size	Storage Type	
		111100	CEREAL, OAT CIRCLES, BOWLS	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$18.9198	\$0.0000	6 # CASE	Dry	
		100036	CHEESE, BLND, AM/SKIM YELLOW SLC	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$64.6230	\$0.0000	6/5# LOAVES	Cooler	
		100012	CHEESE, CHEDDAR R/F SHRED YELLOW	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$69.8940	\$0.0000	6/5# BAGS	Cooler	
		100034	CHEESE, MOZZ LT SHRED FRZ	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$73.9920	\$0.0000	30# BOX	Freezer	
		110396	CHEESE, MOZZ, STRING, 1 OZ STICKS	PAL	<input checked="" type="checkbox"/>	<input type="text" value="100"/>	33	\$91.2352	\$9,123.5200	360/1 oz sticks	Cooler	
		110501	MACARONI, WHOLE GRAIN- RICH BLEND	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$15.6820	\$0.0000	20# Carton	Dry	
		100439	OIL, VEGETABLE	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$55.7403	\$0.0000	6/1 GAL BTL	Dry	
		110393	PANCAKES, WHOLE GRAIN FRZ	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$12.8002	\$0.0000	12# CARTON	Freezer	
		110854	PEANUT BUTTER, INDIVIDUAL PORTION	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$16.7327	\$0.0000	120/1.1 OZ unit	Dry	
		100396	PEANUT BUTTER, SMOOTH	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$37.6590	\$0.0000	6/5# CANS	Dry	
		110520	PENNE, WHOLE GRAIN-RICH BLEND	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$16.5460	\$0.0000	20# Carton	Dry	
		101031	RICE BRN LG PARBOILED	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$10.9300	\$0.0000	25# BAG	Cooler	
		110504	ROTINI, WHOLE GRAIN-RICH BLEND	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$17.6940	\$0.0000	20# Carton	Dry	
		110506	SPAGHETTI, WHOLE GRAIN- RICH BLEND	PAL	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$40.1660	\$0.0000	20# Carton	Dry	
		100935	SUNFLOWER SEED BUTTER	PAL	<input checked="" type="checkbox"/>	<input type="text" value="4"/>	0	\$91.7700	\$367.0800	6/5# CANS	Dry	
		110394	TORTILLA, WHOLE GRAIN FRZ	PAL	<input checked="" type="checkbox"/>	<input type="text" value="100"/>	39	\$30.5046	\$3,050.4600	288 1.5 oz TORTILLAS	Freezer	

PAL	Bonus	Code	USDA Foods Name	PAL/ Bonus	Accepted	Requested	Balance	Case Value	Requested Value	Pack Size	Storage Type	
		100036	CHEESE, BLND, AM/SKIM YELLOW SLC	Bonus	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$64.6230	\$0.0000	6/5# LOAVES	Cooler	
		100012	CHEESE, CHEDDAR R/F SHRED YELLOW	Bonus	<input type="checkbox"/>	<input type="text" value="0"/>	0	\$69.8940	\$0.0000	6/5# BAGS	Cooler	
		110396	CHEESE, MOZZ, STRING, 1 OZ STICKS	Bonus	<input checked="" type="checkbox"/>	<input type="text" value="100"/>	0	\$91.2352	\$9,123.5200	360/1 oz sticks	Cooler	

Monitor the Bonus tab so you can plan for additional items when available





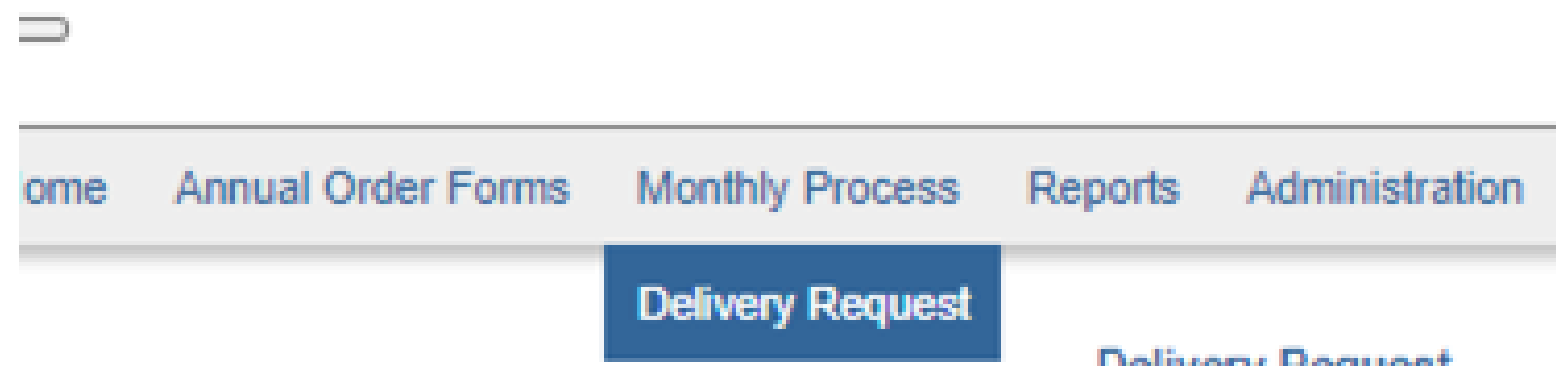
[Reports](#)   [Administration](#)  
[Approved End Products Report](#)  
[Bulletin Report](#)

**USDA**  
**Anticipated**  
**Delivery**

USDA Foods Available for Delivery

All USDA Foods listed below are scheduled to be delivered. You have the option of holding USDA Foods up to 6 months. The first 2 months are free storage, and then a private storage fee applies. All modifications must be done online through the Delivery Request module between the 13th and 20th of the month prior to the delivery. Once a USDA Foods has been allocated to your school (listed on a bulletin), it is yours. When you hold a USDA Foods, you are only postponing the delivery. It will be listed on your next month's bulletin. If you do not access the Delivery Request module between the 13th and 20th you will receive all USDA Foods as allocated. The first time a USDA Foods is in private storage (in red), you will not incur a fee unless you continue to hold it.

Code	USDA Foods	PAL/ Bonus	Case Value	Program Year	Allocation Month	Allocated Units	Private Storage
110541	APPLESAUCE, CND, UNSWT	Bonus	\$37.8221	2023	August 2022	31	0
110541	APPLESAUCE, CND, UNSWT	PAL	\$37.8221	2023	August 2022	3	0
100352	CARROTS,SLC, NO SALT ADDED, FRZ	PAL	\$21.3630	2023	August 2022	7	0
110396	CHEESE, MOZZ, STRING, 1 OZ STICKS	Bonus	\$91.2352	2023	August 2022	38	0
100348	CORN, WHOLE KERNEL, FRZ	PAL	\$21.6750	2023	August 2022	10	0
110723	CRANBERRIES, DRIED, 300/1.16 oz	Bonus	\$72.5167	2023	August 2022	53	0
100241	PEACH CUPS, DICED, FRZ, 4.4 OZ	PAL	\$38.7446	2023	August 2022	9	0
100220	PEACHES, CLING, DICED, XLT SYRUP, CND	PAL	\$36.0890	2023	August 2022	9	0
100225	PEARS, DICED, XLT SYRUP, CND	PAL	\$35.0010	2023	August 2022	9	0
100293	RAISINS, UNSWT 144/1.33 OZ BOXES	Bonus	\$21.1428	2023	August 2022	100	0
100256	STRAWBERRY CUPS, DICED, FRZ, 4.5 OZ	PAL	\$50.4171	2023	August 2022	5	0
100935	SUNFLOWER SEED BUTTER	PAL	\$91.7700	2023	August 2022	1	0



USDA  
Delivery  
Reports

Delivery Period	Request 'Window'	Status	
AUGUST 2022	Jul 13 2022 - Jul 20 2022	Closed	Report
SEPTEMBER 2022	Aug 13 2022 - Aug 20 2022	Closed	Report
OCTOBER 2022	Sep 13 2022 - Sep 20 2022	Closed	Report
NOVEMBER 2022	Oct 13 2022 - Oct 20 2022	Closed	Report
DECEMBER 2022	Nov 13 2022 - Nov 20 2022	Closed	Report
JANUARY 2023	Dec 13 2022 - Dec 20 2022	Closed	Report
FEBRUARY 2023	Jan 13 2023 - Jan 20 2023	Closed	Report
MARCH 2023	Feb 13 2023 - Feb 20 2023	Closed	Report
APRIL 2023	Mar 13 2023 - Mar 20 2023	Closed	Report



Search



Report: Commodity by Delivery Site Period: AUGUST 2022

# Illinois Commodity System

## Delivery Request Summary by Site for AUGUST 2022

August  
projections closely  
resemble order  
received in  
August

Site Agreement Nbr 17064005026A1 Delivery Site MCLEAN CO UNIT 5 WAREHOUSE

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100220	PEACHES, CLING, DICED, XLT SYRUP, CND	DRY	6/#10 CANS	2023	36.0890	9	324.8010
100225	PEARS, DICED, XLT SYRUP, CND	DRY	6/#10 CANS	2023	34.7363	9	312.6267
100293	RAISINS, UNSWT 144/1.33 OZ BOXES	CLR	144/1.33 OZ BOXES	2023	35.8188	100	3581.8800
100256	STRAWBERRY CUPS, DICED, FRZ, 4.5 OZ	FRZ	96/4.5 OZ CUPS	2023	50.4171	5	252.0855
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100220	PEACHES, CLING, DICED, XLT SYRUP, CND	PAL	\$36.0890	2023	August 2022	9	0
100225	PEARS, DICED, XLT SYRUP, CND	PAL	\$35.0010	2023	August 2022	9	0
100293	RAISINS, UNSWT 144/1.33 OZ BOXES	Bonus	\$21.1428	2023	August 2022	100	0
100256	STRAWBERRY CUPS, DICED, FRZ, 4.5 OZ	PAL	\$50.4171	2023	August 2022	5	0
100935	SUNFLOWER SEED BUTTER	PAL	\$91.7700	2023	August 2022	1	0

# Monitor & Utilize Pounds



# ISBE.net/FDP

Divert? Register for all.

**NUTRITION**

Food Distribution

- USDA Foods Show

## NUTRITION FOOD DISTRIBUTION

The Nutrition Department is responsible for the administration of the federally funded Food Distribution Program, providing approximately \$60,000,000 worth of USDA Foods to Illinois schools annually.



 ADMINISTRATIVE HANDBOOK

 <p>Illinois Commodity System (ICS)</p>	 <p>Fresh Fruits and Vegetables Order Receipt System (FFAVORS)</p>	 <p>K12 Foodservice</p>	 <p>ProcessorLink™</p>
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School Food Authority Resources 

ICS Resources 

RA









 My Account Menu

## My Account



School Year

2022-23



### Account Info

-  Balance Overview
-  Summary Overview
-  Account Balance
-  FFS Order Summary
-  Monthly Usage
-  Product Usage
-  Transaction Summary
-  Contact Info

### on Target

-  Planner
-  RA Stats

### Account Mgmt

-  Distributor Assignment
-  Order Mgmt

**K12 Foodservice**



# K-12 Food Service Account Balance



Customer Nbr 25720  
 Regional Gary Hartigan  
 Brokerage AFFINITY GROUP MID-WEST- IL

Distributors  
 GORDON FOOD  
 SERVICE (MI) ACTIVE

100%  
 Active

Commodity	Allocation #	Allocation \$	Usage #	Usage \$	Balance #	Balance \$	%	MOH
110700 - PEANUTS RAW SHELLLED	2,103.0000	\$1,085.57	-2,099.1500	\$-1,083.30	3.8500	\$2.27	100	0



Customer Nbr 2189  
 Regional Dave Hackman  
 Brokerage DONOVAN - DES PLAINES

Distributors  
 GORDON FOOD  
 SERVICE (MI) ACTIVE

95%  
 Active

Commodity	Allocation #	Allocation \$	Usage #	Usage \$	Balance #	Balance \$	%	MOH
100154 - BEEF COARSE GROUND FRZ CTN-60 LB	4,117.0000	\$11,679.52	-3,895.3200	\$-11,051.14	221.6800	\$628.38	95	1



Customer Nbr  
 Regional Nick Simco  
 Brokerage NONE

Distributors  
 GORDON FOOD  
 SERVICE (MI) ACTIVE

96%  
 Active

Commodity	Allocation #	Allocation \$	Usage #	Usage \$	Balance #	Balance \$	%	MOH
100103D - CHICKEN LARGE CHILLED -BULK	1,480.0000	\$1,475.56	-1,270.2500	\$-1,266.16	209.7500	\$209.40	86	2
100103W - CHICKEN LARGE CHILLED -BULK	15,720.0000	\$15,672.84	-15,717.3600	\$-15,670.17	2.6400	\$2.67	100	0
100155 - BEEF FRESH BNLS COMBO-20/2000 LB	3,200.0000	\$9,769.60	-2,541.9100	\$-7,760.53	658.0900	\$2,009.07	79	3
110244 - MOZZARELLA LM PT SKM UNFZ PROC PK	500.0000	\$918.45	-497.2500	\$-913.29	2.7500	\$5.16	99	

Customer Nbr

Distributors

Active



# K-12 Food Service Monthly Usage



Customer Nbr 25720  
 Regional Gary Hartigan  
 Brokerage AFFINITY GROUP MID-WEST- IL

Distributors  
 GORDON FOOD  
 SERVICE (MI) ACTIVE

100%  
 Active

# \$

110700 - PEANUTS RAW SHELLLED	Allocated Pounds										Balance Pounds		3.8500
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>Usage #</b>	0.0000	-164.8800	-196.0300	-169.4400	-213.9600	-84.6900	-307.4800	-294.1600	-289.7200	-298.5600	-80.2300	0.0000	-2,099.1500
<b>ADJ #</b>	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<b>TFR #</b>	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<b>Usage %</b>	0%	8%	9%	8%	10%	4%	15%	14%	14%	14%	4%	0%	100%

# Distributor Monitoring

## Sauce, Spaghetti, Reduced Fat, Beef, Frozen

#573201 | J.T.M. Food Group | 5 Pounds/Bag, 6 Bags/Case

CO

OG

13 USDA Allocations

Compare

### CO USDA Food Allocation Balances i

#### Sauce, Spaghetti, Reduced Fat, Beef, Frozen

#573201 | J.T.M. Food Group | 5 Pounds/Bag, 6 Bags/Case

Processor: J.T.M. Food Group Inc (Harrison - I

Processor Item Number: 10049485055782

Value Pass Through Method: CNOI

USDA #100154: BEEF COARSE  
GROUND FRZ CTN-60 LB

PTV: 42.58/case

DDF: 15.01/lbs

Allocations: 4117 lbs

Available Balances: 206.67 lbs

**5.0% Remaining**

# Processor Link

ProcessorLink™ Donated Food Account (Detail)


Logout Home User Profile Contact Manufacturer Help

Donated Food Account (Detail)

Home Configure Manage Reports

Return to Search

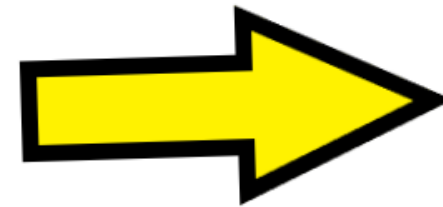
Rich Products Corporation



SY 2022 - 2023  
 Illinois  
 Balance Par is 14%  
 Export  
 Display in \$

Customers with negative quantity for both available and balance will have a shown balance percentage of zero.

State	RA Nbr	School District	Sales Channel	Material Nbr	Show Detail		Hide Metrics			Target Usage / Month <sup>4</sup>	Actual Usage / Month	
					Available <sup>1</sup>	Shipped Manufacturer	Shipped Distributor	Balance <sup>2</sup>	% Balance <sup>3</sup>			
IL			GFS	100912	500.00	0.00	498.64	1.36	0.27%	50.00	58.0793	Home
IL	"		Sysco St. Louis	100912	600.00	0.00	337.50	262.50	43.75%	60.00	39.3105	Home
IL			Kohl Wholesale	100912	8,463.00	0.00	2,589.38	5,873.62	69.40%	846.30	301.5992	Home
IL			Sysco Chicago	100912	6,018.00	0.00	4,573.01	1,444.99	24.01%	601.80	532.6434	Home
IL			Sysco Central IL	100912	2,200.00	0.00	2,150.26	49.74	2.26%	220.00	250.4525	Home
IL			GFS	100912	23,000.00	0.00	22,293.68	706.32	3.07%	2,300.00	2,596.6665	Home
IL	"		GFS	100912	500.00	0.00	301.92	198.08	39.62%	50.00	35.1663	Home



# Processor Link

Product Usage by Month Report

https://processorlink.com/MonthlyProductUsageReport/Report.aspx

Rich Products Corporation  
Displayed in Cases

School Year: 2022-2023 Metric: Cases Servings Go Export

Click on a row below to view the corresponding product's shipments in the graph.

Product Nbr	Product	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
00828	4" WHOLE GRAIN RICH MINI FLAT 192/1 OZ	0	0	0	1	0	0	0	0	0	0	0	0	1
02725	READY TO FINISH YEAST RAISED DONUT HOLE ENRICHED WITH WHOLE GRAIN	0	23	10	12	16	0	3	37	20	6	0	0	127
03439	Traditional Cinnamon Sweet Roll Dough	0	2	0	0	0	0	0	0	0	0	0	0	2
08733	UBR - The Ultimate Breakfast Round™ Cinnamon (Baked, IW, Nut-Free)	0	2	0	1	1	1	0	15	13	0	0	0	33
10988	51% Whole Grain Dinner Roll Dough	0	0	0	0	0	0	0	8	6	8	0	0	22
12194	RIP STICK BREADSTICK DOUGH MADE WITH WHOLE GRAINS/51%	0	2	5	0	1	0	1	0	2	1	0	0	12
13862	UBR THE ULTIMATE BREAKFAST RND OATMEAL CHOC CHIP, INDIVIDUALLY WRAPPED, NUT FREE	0	3	5	14	11	13	8	3	2	0	0	0	59
13918	Whole Grain Rich Dinner Roll Dough 2.5oz	0	8	5	8	2	1	7	5	3	0	0	0	39
13940	WHOLE GRAIN RICH CINNAMON SWIRL DOUGH 2 OZ EQ NATURALLY & ARTIFICIALLY FLAVORED	0	0	2	0	0	0	0	1	0	0	0	0	3
14006	16" Whole Grain Rich Par-Baked Pizza Crust	0	202	231	258	218	185	231	254	219	146	0	0	1,944
14010	WHOLE GRAIN RICH 2 OZ EQ OVEN FIRED FLATBREAD, 6 x 6 SQUARE	0	22	19	14	12	11	15	30	20	19	0	0	162
18510	Whole Grain Cornbread Poppers	0	9	0	0	0	0	0	0	0	0	0	0	9
65219	FARM RICH® BFY REDUCED SODIUM CHEESESTICKS WITH WHOLE GRAIN	0	24	18	0	0	2	0	11	16	5	0	0	76
65225	Whole Grain Rich Breaded Pizza Cheese Cruncher	0	5	79	46	3	1	72	0	37	5	0	0	248
Subtotals:		0	302	374	354	264	214	337	364	338	190	0	0	2,737

Product Usage by Month Report

300 Cases



# Processor Link

The screenshot shows the ProcessorLink School User's View interface. At the top, there is a navigation bar with links for Home, Accounts, Manage, and Reports. Below this is a header for 'School User's View' with a link to return to the Home page. The main content area displays the account information for 'Illinois General Donated Food Account (IL-0000)' for the school year 2022-2023. A prominent blue banner encourages users to plan for the 2023-2024 school year using the ProcessorLink Calculator Service. The interface is divided into two main sections: 'Donated Food Bank Summary' and 'Verify Transactions'.

**Donated Food Bank Summary**

Manufacturer	Commodity	Material Nbr	Balance (%)	Balance (lbs)
Rich Products Corporation	Flour Bread Bulk	100912	100%	8,589.75
	Mozzarella Unfrz	110244	100%	0.77

Any balance surplus not meeting par is shown an orange portion in the Balance (%) column. Par is the target percentage balance that each donated food account should equal today based on a school year beginning August 1st and ending May 31st.

W=White Meat. D=Dark Meat. GMR=Guaranteed Minimum Return.

**Verify Transactions**

Current par: 14%

Month	Correct	Incorrect	Not Verified
July	0	0	0
August	0	0	0
September	0	0	0
October	0	0	0
November	0	0	0
December	0	0	0
January	0	0	0
February	0	0	0

# Processor Link

ProcessorLink™

Logout Home User Profile Contact Manufacturer Help

### Donated Food Accounts

Home Accounts Manage Reports

## School User's View

Click to return to your Home page

School Year: 2022-2023

Current par is 14% [Show hint](#)

Displaying: **Pounds** Dollars [Export](#)


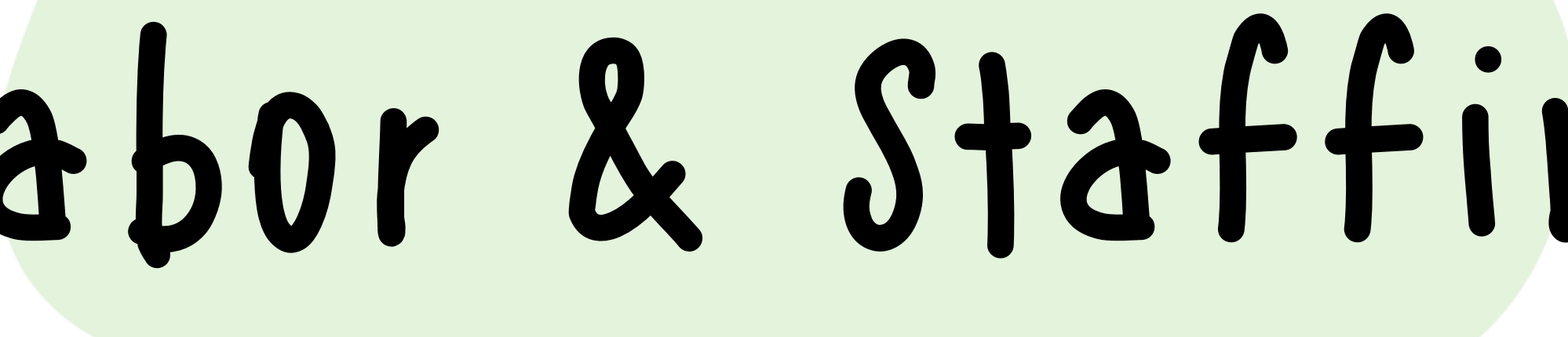

Request History				Available <sup>1</sup>	Shipped	Balance <sup>2</sup>
Processor	Sales Channel	Material Nbr	Name			
Rich Products Corporation	GFS	100912	Flour Bread Bulk	23,000.00	22,293.68	706.32

<sup>1</sup>Available value is the sum of the Carryover, all Allocations and Transfer values.  
<sup>2</sup>The Balance value is the Available value less the Shipped value.  
<sup>3</sup>Target Balance value is the current Par % multiplied by the Available value. Note that the Par percentage value is calculated based on the number of days remaining in the ProcessorLink model school year which begins August 1st and ends May 31st.  
<sup>4</sup>Target Usage/Month is the Available value divided by the number of months in the model school year (i.e. 10). Note that since allocation changes or transfers can be made throughout the year, the Target Usage/Month can change.



# Staffing





# Labor & Staffing



**01** Products

**02** Sampling Support

**03** Recipes & Menu Ideation

**04** Training

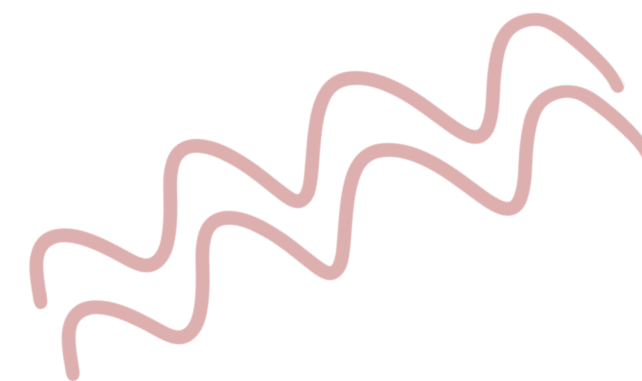




# Training



- Virtual / In-person
- CEUs
- Problem Solving
- Special Projects
- Professional Development
  - Knife Skills
  - Speed-Scratch / Plus One Recipes



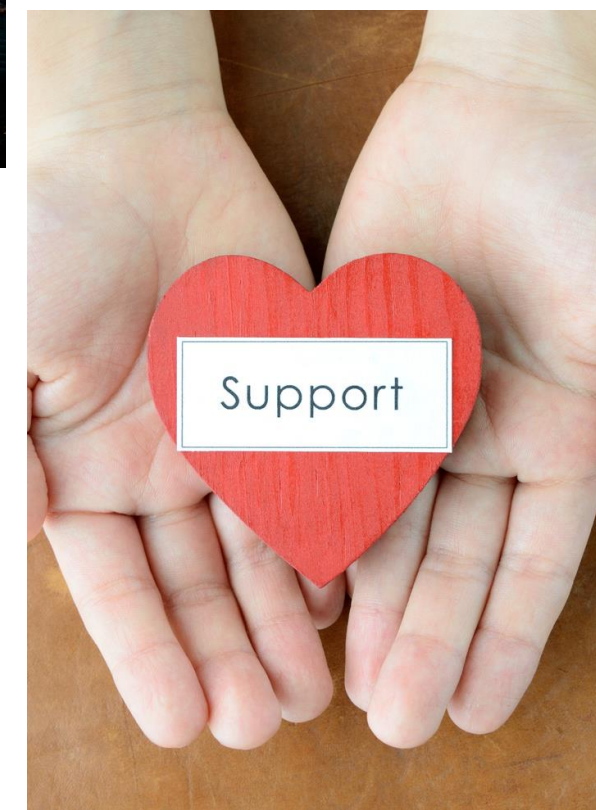




# Bonus Round: Networking

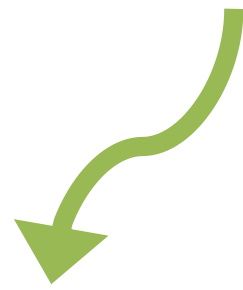


# Will you be my friend?

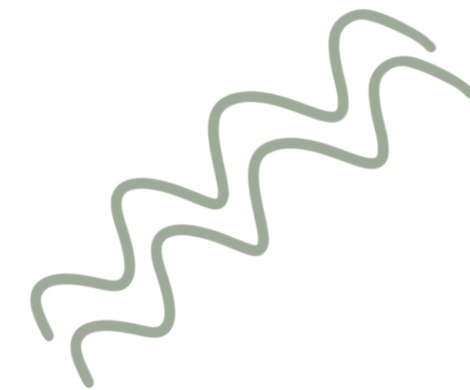




Sign up to be (or find)  
a subject matter  
expert!



Subject  
Matter  
Experts



# References



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International Food Service Distributors Association. *What's Contributing to the Broken Supply Chain*.  
[https://www.ifdaonline.org/IFDA/media/pdf/SupplyChain\\_IFDA\\_Final.pdf](https://www.ifdaonline.org/IFDA/media/pdf/SupplyChain_IFDA_Final.pdf)





# Any questions?

Let's work together!

Thank you for your attention and engagement!

