



# Commodity Cooperative

## Your Source for Effective USDA Foods Management

### SWEPC Member Benefits

Since 1994, the SWEPC Commodity Cooperative has been helping school districts manage the purchasing process of USDA Foods and commercial products by making the entire process simpler and more cost-effective. In conjunction with SWEPC staff and HPS staff, the co-op is operated through a voluntary advisory committee of school nutrition directors from across the state of Ohio.

SWEPC began as a co-op of 14 school districts and now serves nearly 500 districts throughout Ohio. The size of our member-run organization and our powerful business management tools enable SWEPC members to:

- Maximize entitlement dollars
- Realize significant volume discounts and rebates
- Meet all USDA and state bid regulations
- Offer convenient school delivery at the lowest cost
- Ensure a seamless flow of USDA Foods and commercial products
- Easily plan menus, order products, and monitor inventories
- Provide networking opportunities and share best practices

As a SWEPC member, you have a wide variety of resources and customizable tools available to help you make the most of your USDA Foods and commercial products. SWEPC membership brings confidence: knowing your schools get the right products, realize the best pricing, and have access to the most effective systems for managing their foodservice products.

# About the SWEPC Commodity Cooperative

## **Diverse Membership**

The SWEPC membership is open to any participant in the National School Lunch program including but not limited to public, private, charter schools, daycares, juvenile homes. Therefore, any entity with IRN number (recipient agency) can be a member of the SWEPC Commodity Cooperative. In addition, as a SWEPC member, you have the option to do your own bid, participate as a member of a GPO or join a purchasing cooperative.

## **Simple Sign-up and State Notification**

SWEPC sign-up is a simple online procedure. Each year, members are required by the State of Ohio to inform the State Department that SWEPC is the district's preferred handler of USDA Foods. SWEPC facilitates this step with an online process through the SWEPC Commodity website.

## **One-stop Efficiencies**

As a SWEPC member, you have choices. You can choose to participate in one or both of the following services:

### **1) USDA Foods Administration – USDA Foods Purchases**

The SWEPC Commodity Cooperative Advisory Group, with the administrative functions performed by HPS, facilitate the purchasing and tracking of your USDA Foods Dollars.

#### A) USDA Foods Bids

Publish bid documents on the SWEPC website for all manufacturers wanting to participate. E-mail notifications are sent by SWEPC to all manufacturers. The co-op approved bid items are compiled into the Annual SWEPC Product List and published on the SWEPC website. Secondary offerings give districts additional opportunities to spend their entitlement.

#### B) State-of-the-Art Website

Track Entitlement: Entitlement information is available for current year and past years.

Track USDA Foods/Reports: The District Order Report itemizes the USDA Foods on order with USDA. The

Quarterly/PAL Report: This report calculates entitlement spent in each quarter and can be used in your audits at the end of each school year.

#### C) Volume Discounts/Rebate Program

Coordination and verification of the quantities purchased by co-op members for each manufacturer participating in the Volume Discount/Rebate Program. SWEPC members receive 100% of the volume rebates via credit memo from our distributor each year. This program provides significant rebates to the SWEPC membership on high volume products.

## **AND/OR**

### **2) Third Party Purchasing Services – Commercial Purchases**

As a school district participating in the federally funded National School Lunch Program, you must perform some type of procurement. Therefore, the SWEPC Commodity Cooperative sends out an RFP for purchasing services on behalf of their membership. Currently, HPS is the awarded third party purchasing agent for the SWEPC Commodity Cooperative.

# Financial Management

Finances are always a challenging part of managing a school foodservice operation. SWEPC can help you control costs, manage USDA Foods, and ensure federal and state accountability.

SWEPC membership helps you:

- Maximize your entitlement dollars
- Realize significant volume discounts and rebates
- Meet all USDA and state regulations
- Offer convenient school delivery at multiple sites at least one time per week, at the lowest cost

## SWEPC Membership

|                                       |                                                                                                                                                                                                 |
|---------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Members Make-up</b>                | Any participant in the National School Lunch program including public, private, charter schools, daycares, juvenile homes - any entity with an RA number (recipient agency); \$100 one-time fee |
| <b>Service Area of the Consortium</b> | Entire State with Gordon Food Service (GFS)                                                                                                                                                     |
| <b>Offerings</b>                      | Net-off Invoice (NOI) Products                                                                                                                                                                  |
|                                       | Modified Fee for Service USDA Foods Products                                                                                                                                                    |
|                                       | DoD Produce (Department of Defense)                                                                                                                                                             |
|                                       | Bonus Offerings                                                                                                                                                                                 |
|                                       | USDA Foods & Commercial on same truck                                                                                                                                                           |

## Distribution

|                                            |                                                                              |
|--------------------------------------------|------------------------------------------------------------------------------|
| <b>Contracted Distributor</b>              | Gordon Food Service (GFS)                                                    |
| <b>Delivery Fee - Donated USDA Foods</b>   | \$2.95 per case                                                              |
| <b>Delivery Fee - Processed USDA Foods</b> | \$2.65 per case (Modified Fee for Service)                                   |
|                                            | No additional fees for Net-off Invoice, Manufacturer-Direct, or Rebate items |
| <b>Storage Fees on Donated USDA Foods</b>  | none                                                                         |
|                                            |                                                                              |
| <b>Weekly Delivery by Distributor</b>      | \$250 minimum for delivery (12 case minimum)                                 |

## SWEPC Services

|                                   |                                                                  |
|-----------------------------------|------------------------------------------------------------------|
| <b>USDA Foods Processing Bids</b> | By Third Party Administrator (HPS)                               |
| Entitlement Levels                | Member Fee                                                       |
| 0-5K                              | \$175                                                            |
| 5,001-25K                         | \$350                                                            |
| 25,001-50K                        | \$550                                                            |
| >50K                              | \$775                                                            |
|                                   |                                                                  |
| Volume Discounts / Rebates        | 100% of volume discounts passed along to members                 |
|                                   | Ranging from \$0.10 to \$2.00 according to manufacturer offering |

# Our Resources

## SWEPC Commodity Cooperative Regional Advisory Representatives

**Region 1** (Counties: Allen, Auglaize, Defiance, Fulton, Hardin, Henry, Logan, Mercer, Paulding, Putnam, Union, Van Wert, Williams)

Lori McKean  
Wapakoneta City  
mckelo@wapak.org  
419-739-2910

Mariah Ross  
Elida Local  
mross@elida.k12.oh.us  
419-331-4155

**Region 2** (Crawford, Erie, Hancock, Huron, Lucas, Ottawa, Richland, Sandusky, Seneca, Wood, Wyandot)

Tricia Volz  
Lexington Local  
Volz.tricia@lexington.k12.oh.us  
419-844-2192

Vicky Nieset  
Clyde Green Springs  
vnieset@clyde.k12.oh.us  
419-547-9659

Jackie Hess  
Bellevue City  
Jacqueline.hess@bellevueschools.org  
419-484-5190

**Region 3** (Ashland, Ashtabula, Columbiana, Cuyahoga, Geauga, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit, Trumbull, Wayne)

Jackie Rohr  
Parma City School District  
rohrj@parmacityschools.org  
440-842-2162

**Region 4** (Champaign, Clark, Darke, Fayette, Greene, Madison, Miami, Montgomery, Preble, Shelby)

Stacy Reynolds  
Tecumseh Local  
stacy.reynolds@tecumsehlocal.org  
937-845-4519

Judi Hunter  
Northridge Local  
jhunter@northridgeschools.org  
937-278-5885

**Region 5** (Delaware, Fairfield, Franklin, Knox, Licking, Marion, Morrow, Perry, Pickaway)

Wendy Novotni  
Reynoldsburg  
wnovotni@reyn.org  
614-501-1213

**Region 6** (Belmont, Carroll, Coshocton, Guernsey, Harrison, Holmes, Jefferson, Morgan, Monroe, Muskingum, Noble, Tuscarawas, Washington)

Cindy Jones  
New Philadelphia City Schools  
jonesc@npschools.org  
330-365-4010

Angela Welch  
Dover City Schools  
welcha@dovertornadoes.com  
330-364-1906

**Region 7** (Counties: Adams, Brown, Butler, Clermont, Clinton, Hamilton, Highland, Warren)

Bonnie Berkemeyer  
Southwest Local/Three Rivers  
bonnie.berkemeyer@southwestschools.org  
513-367-4139

Mary Lynn Bierman  
Deerpark/Reading  
Bierman.m@deerparkcityschools.org  
513-936-7816

**Region 8** (Athens, Gallia, Hocking, Jackson, Lawrence, Meigs, Pike, Ross, Scioto, Vinton)

Ronda Sissel  
Northwest Elementary School Scioto Co  
ronda.sissel@nwmohawks.net  
740-981-2827

## Semi-Annual Newsletter

Keeping members informed is an ongoing service of SWEPC. Our newsletter covers news of education events, information on how to best use USDA Foods and other foodservice advice.

## Distribution - Gordon Food Service

SWEPC has awarded the distribution contract to Gordon Food Service. GFS provides one-stop distribution services for both USDA Foods and commercial products on one truck delivery simplifying logistics for SWEPC members. You have a single resource for ordering, delivery, and accounting. Gordon Food Service has a dedicated sales force that serve the SWEPC membership. They are specialists in school foodservice and have the knowledge and experience to help you manage your USDA Foods products, provide operational consulting and offer professional training for you and your staff.

### Services

- Nutrition Resource Center
- Professional School Support
- Training In-Services
- Recall Preparedness
- NearBuy Sustainability Reporting
- Dedicated GFS Inside Sales Reps

### Management Tools

- Power of Participation™ Analytics
- Inventory Management Support
- Cycle Menus
- Worksheet Planner
- School Commodity Tracking Sys.
- Business Reviews

### Marketing

- Catalyst™
- Custom Concepts™
- LTO Direct™
- Making the Grade
- Cycle Menus
- Guest Chefs
- Food Zone Publication

## Definitions

*Volume Discounts/Rebates* - Due to SWEPC's size and buying power, members will realize volume discounts and rebates that are unique in the industry. The discounts are based solely on volume and on average; the SWEPC Commodity Cooperative members receive more than \$375,000 in rebates annually.

*Extensive Net-Off-Invoice (NOI) Pricing* - Across product categories, 80% of SWEPC USDA Foods products are priced using the NOI option. The USDA Foods value within the processed product is taken off the invoice price, so members do not wait for rebate monies. In addition, you can use approved commercial items and still benefit from the USDA Foods discount.

