1. Single Bank Discussion - Lena invited Stephanie Ewing, the former State DA in California to discuss their experience with a transition to a single bank model.
   a. How long did it take for CEs to understand concept?
      i. Quick for most school districts
      ii. Manufacturers took a little more work
   b. What is involvement of coops in selling the model?
      i. Heavy involvement, but not in “selling”
         1. Collective process, close work with the state and manufacturers
         2. Many schools drawn to co-ops due to the single bank model
   c. How did this impact the inventory levels as processors?
      i. CA did a hard sweep to eliminate any excess inventory
         1. Reallocated and utilized nearly half of its inventory within first year
         2. Provided clean slate – they were able to backfill from excess account when inventory running low
   d. What were the lessons learned?
      i. Balancing of white/dark meat chicken and turkey - worked with unbalanced districts directly to assist co-ops
      ii. Up to 14 distributors bouncing up against single bank at a time
      iii. Non-timely reporting issues
   e. Procurement?
      i. Co-op based
   f. What does the district see when they are tracking entitlement utilization?
      i. In California, tracked in a customized solution, not K12/processor link.
   g. How do we keep those who haven’t put money in for processing from purchasing fee for service items?
      i. Tracking of both entitlement and pounds, in order for transaction to occur, district must have BOTH
      ii. Work closely with districts to move dollars for maximum utilization, the state has never had to cut off a single district during Stephanie’s tenure.
   h. What role did state agency play?
      i. Approving full truckloads and merging partial truckloads
      ii. Responsible for sweeps
      iii. Assessing coops as single entity
   i. Does single bank allow districts to switch manufacturers?
      i. Technically yes, but has not been an issue with forecasting
   j. How were accommodations made for direct ship schools (processing)?
      i. Coops handle diversions if district part of single bank, those who opt out of single bank will still be managed by the state

2. USDA Foods Ordering/Cancellation Updates
   a. CARES - More that 100% committed; 64 sales orders in procurement
   b. FFCRA - 101% committed; 330 sales orders in procurement
   c. TEFAP - 171% committed, including carryover; 31% purchased with a 7% cancellation rate.
d. CFSP - April – June orders placed last week; 32% purchased with a 4% cancellation rate.
   i. Additional cancellations of UHT milk/rice/pastas received last Friday, so expected to rise
   ii. TDA submitted a waiver request to address food box contents due to cancellations impacting inventory

e. NSLP
   i. TDA is working with USDA to review further cancellations. There are a potential 802 additional loads being assessed by the USDA.
      1. Entitlement is returned with cancellations to districts where there are cancellations.
         a. No additional ordering opportunities, but surplus is available
         b. Districts may increase DOD allocations (request in January)
      2. Entitlement does not roll-over, USDA will tell TDA what we can keep, entitlement is re-allocated for the next SY

3. Manufacturer Discussion on SKUs
   a. Most are not limiting SKUs outside of the normal procedure but are not proceeding with new products.
   b. Limited types of trays are available
   c. Distributors may impact limitations more than manufacturers

4. Other Topics
   a. USDA Foods Trainings Upcoming
      i. USDA Foods Ordering Kickoff 12/17/20
      ii. Additional trainings 1/6/21, 1/25/21