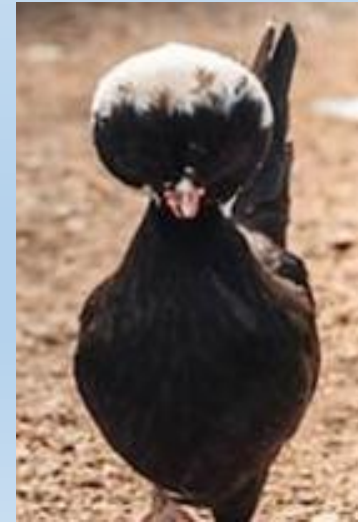




Dawnetta Miller, PhD
Sr. Director Sales
Rich Chicks





MANAGING POUNDS UTILIZING PROCESSORS' RESOURCES



Dawnetta Miller, PhD



USDA FOODS IN SCHOOLS: STATE OVERVIEW SY 2017-2018



\$1.6B
of food distributed through USDA Foods bulk for processing, USDA Foods direct delivery, and USDA DoD Fresh.

\$30.4M
spent on average by each State.

AVERAGE NUMBER OF PRODUCTS ORDERED BY STATES

47 vegetable items	6 grain items
35 fruit items	117 PRODUCTS IN ALL FOOD GROUPS
23 protein items	
8 dairy items	

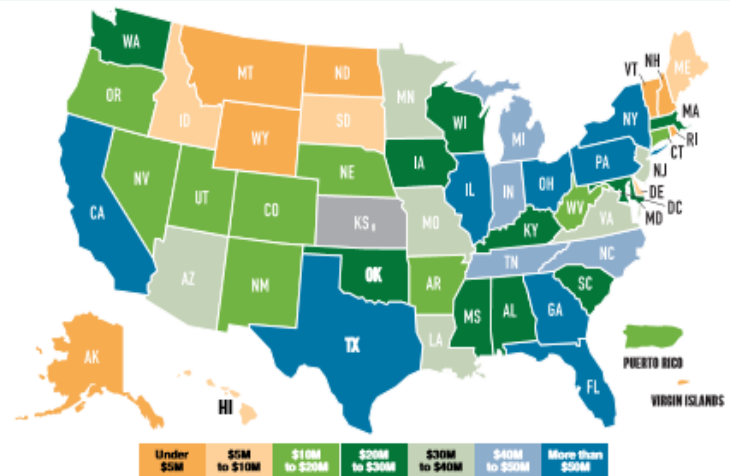
TOP PRODUCTS BY DOLLAR VALUE

- \$281 M** on beef
- \$269 M** on cheese
- \$214 M** on chicken
- \$128 M** on apples
- \$80 M** on turkey

TOP PRODUCTS BY VOLUME

- 213 M** pounds of potatoes
- 204 M** pounds of chicken
- 180 M** pounds of apples
- 154 M** pounds of cheese
- 112 M** pounds of beef

VALUE OF FOOD ORDERS BY STATE



¹ Legislation provided Kansas with cash in lieu of USDA Foods.

CALCULATOR PAGES



Dawnetta Miller, PhD



Calculator forms as a resource

Individually Wrapped Sandwiches and Trays - CN Labeled

Item Code	Product Description	DF \$ Value Per Case	DF Pounds White Per Case	DF Pounds Dark Per Case	Avg. Wt. Per Serving	Avg. Servings Per Case	Finished Cases	Total Servings	DF \$ Value	DF Pounds WHITE	DF Pounds DARK
54402	NEW Breaded W/D Chicken Patty Sandwich	\$6.94	5.07 lb	2.29 lb	4.10 oz	54		-	\$.	-	-
54406	NEW Spicy Breaded W/D Chicken Paty Sandwich	\$6.94	5.07 lb	2.29 lb	4.19 oz	54		-	\$.	-	-
54404	NEW Breaded W/D Chicken Patty Mini-Waffle Sandwich	\$10.29	7.51 lb	3.40 lb	4.40 oz	80		-	\$.	-	-
54403	NEW Breaded W/D Chicken Tenders (3) with Bread Stick - IW Tray	\$5.79	4.23 lb	1.91 lb	4.19 oz	45		-	\$.	-	-
54408	NEW Breaded W/D Chicken Tenders (3) Marinara, with Garlic Breadstick - IW Tray	\$5.79	4.23 lb	1.91 lb	6.99 oz	45		-	\$.	-	-
							0	-	\$ -	-	-



Individually Wrapped Sandwiches and Trays - CN Labeled

Item Code	Product Description	DF \$ Value Per Case	DF Pounds White Per Case	DF Pounds Dark Per Case	Avg. Wt. Per Serving	Avg. Servings Per Case	Finished Cases	Total Servings	DF \$ Value	DF Pounds WHITE	DF Pounds DARK
54402	NEW Breaded W/D Chicken Patty Sandwich	\$6.94	5.07 lb	2.29 lb	4.10 oz	54		-	\$.	-	-
54406	NEW Spicy Breaded W/D Chicken Paty Sandwich	\$6.94	5.07 lb	2.29 lb	4.19 oz	54		-	\$.	-	-
54404	NEW Breaded W/D Chicken Patty Mini-Waffle Sandwich	\$10.29	7.51 lb	3.40 lb	4.40 oz	80	100	8,000	\$1029.	751.00	340.00
54403	NEW Breaded W/D Chicken Tenders (3) with Bread Stick - IW Tray	\$5.79	4.23 lb	1.91 lb	4.19 oz	45		-	\$.	-	-
54408	NEW Breaded W/D Chicken Tenders (3) Marinara, with Garlic Breadstick - IW Tray	\$5.79	4.23 lb	1.91 lb	6.99 oz	45	50	2,250	\$289.5	211.50	95.50



Item 54404 – 2M/MA, 2 Grain



Item 54408 – 2M/MA, 2 Grain, ½ Veg



Menu all white & dark pounds

White Meat Only Chicken Products

Item Code	Product Description	DF \$ Value Per Case	DF Pounds White Per Case	DF Pounds Dark Per Case	Avg. Wt. Per Serving	Avg. Servings Per Case	Finished Cases	Total Servings	DF \$ Value
Truly Whole Muscle Chicken Products									
17402	<i>NEW</i> Seasoned Whole Muscle <i>Grilled</i> Chicken Breast Fillet	\$19.78	20.97 lb.	-	3.0 oz	107	100	10,700	\$ 1,978.00
13408	Whole Muscle Breaded Chicken Breast Fillet	\$20.08	21.28 lb.	-	4.07 oz	78		-	\$ -
13440	Artisan Whole Muscle Breaded Chicken Breast Fillet	\$20.08	21.28 lb.	-	4.13 oz	78		-	\$ -
13410	Whole Muscle Artisan <i>Spicy</i> Breaded Chicken Breast Fillet	\$20.08	21.28 lb.	-	4.18 oz	77		-	\$ -
13443	Rich-Fil-YAY! <i>Dill Seasoned</i> Breaded Chicken Breast Fillet	\$20.08	21.28 lb.	-	4.16 oz	77		-	\$ -





Menu all white & dark pounds

Dark Meat Only Portioned Chicken Products Sausage Patty Cases Required: **18** Garlic Basil Meatballs Cases Required: **24**
 Chicken Popper Cases Required: **28** Jalapeno Mango Meatball Cases Required: **25**

Item Code	Product Description	DF \$ Value Per Case	DF Pounds White Per Case	DF Pounds Dark Per Case	Avg. Wt. Per Serving	Avg. Servings Per Case	Finished Cases	Total Servings	DF \$ Value	DF Pounds WHITE	DF Pounds DARK
81401	Dark Meat Breakfast Sausage Patty	\$50.28	-	53.30 lb.	1.37 oz	232		-	\$ -		-
94403	Artisan Breaded Dark Meat Chicken Popper	\$32.00	-	33.92 lb.	10/.42 oz = 4.20 oz	76		-	\$ -		-
91401	Garlic Basil Chicken Meatballs with Mozzarella	\$37.05	-	39.27 lb.	5/.52oz= 2.6 oz	123		-	\$ -		-
91402	Jalapeno Mango Chicken with Monterrey Jack Cheese	\$36.41	-	38.59 lb.	5/.52oz= 2.6 oz	123		-	\$ -		-

Calculator form demonstration ...
 once white only products are entered,
 the form automatically calculates the dark only items



Menu all white & dark pounds

Dark Meat Only Portioned Chicken Products

Sausage Patty Cases Required: **18**

Garlic Basil Meatballs Cases Required: **24**

Chicken Popper Cases Required: **28**

Jalapeno Mango Meatball Cases Required: **25**

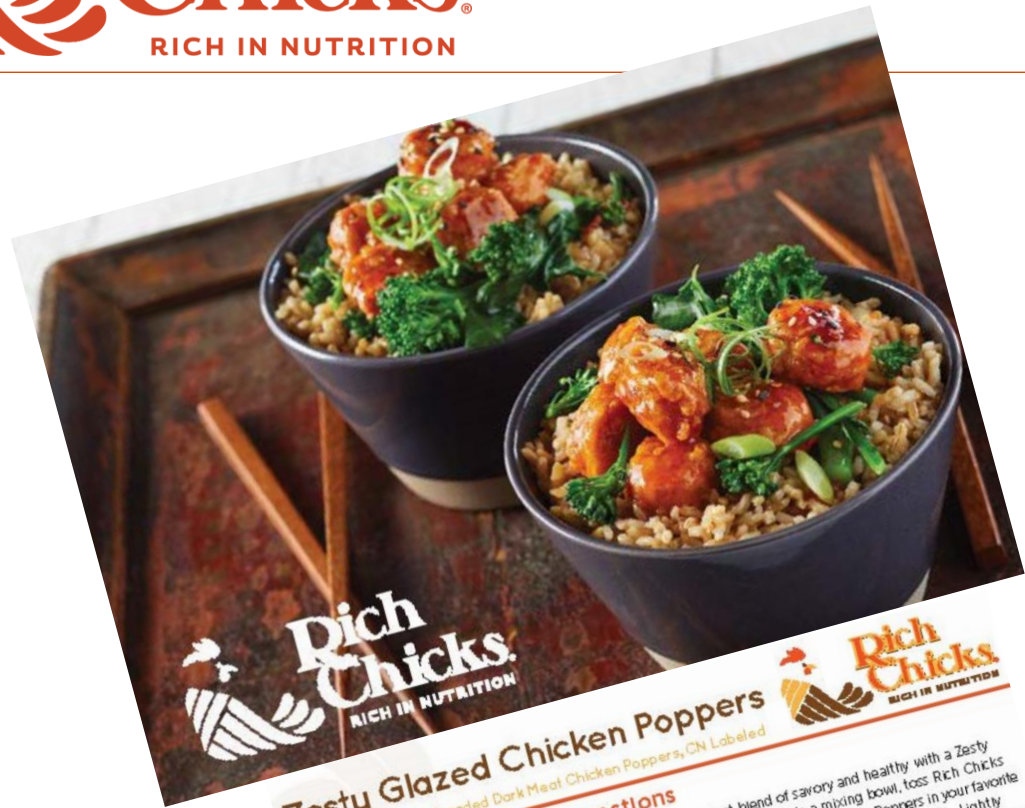
Item Code	Product Description	DF \$ Value Per Case	DF Pounds White Per Case	DF Pounds Dark Per Case	Avg. Wt. Per Serving	Avg. Servings Per Case	Finished Cases	Total Servings	DF \$ Value	DF Pounds WHITE	DF Pounds DARK
81401	Dark Meat Breakfast Sausage Patty	\$50.28	-	53.30 lb.	1.37 oz	232		-	\$ -		-
94403	Artisan Breaded Dark Meat Chicken Popper	\$32.00	-	33.92 lb.	10/.42 oz = 4.20 oz	76		-	\$ -		-
91401	Garlic Basil Chicken Meatballs with Mozzarella	\$37.05	-	39.27 lb.	5/.52oz= 2.6 oz	123		-	\$ -		-
91402	Jalpeno Mango Chicken with Monterrey Jack Cheese	\$36.41	-	38.59 lb.	5/.52oz= 2.6 oz	123		-	\$ -		-



Processors' menu concept resources
(*dragon's breath sub*)



Processors' menu concept resources



Zesty Glazed Chicken Poppers

Artisan Whole Grain Breaded Dark Meat Chicken Poppers, CN Labeled

- Ingredients**
- Zesty Sweet & Sour Sauce
 - Brown Rice
 - Seasonal Vegetables
 - Artisan Whole Grain Breaded Dark Meat Chicken Poppers

Directions

Bring together the perfect blend of savory and healthy with a Zesty Glazed Chicken Popper Rice Bowl. In a mixing bowl, toss Rich Chicks Artisan Whole Grain Breaded Dark Meat Chicken Poppers in your favorite low sodium zesty sweet and sour sauce until evenly glazed. Lightly blanch then stir fry local seasonal vegetables, combine with the chicken poppers and top over a bed of steamed brown rice. For the adventurous, add an extra burst of spice by thinly slicing a serrano chili pepper to garnish.

Build, enjoy, repeat. Rich Chicks, it's what's for lunch or dinner, or whenever!
Warning: Excessive smiles may occur.

MFG SKU: 94403



Go to www.richchicks.com to learn more about our chicken products



Chicken & Waffle Sliders

Artisan Whole Grain Breaded Whole Muscle Chicken Breast Slider Fillet

- Ingredients**
- Artisan Whole Grain Breaded Whole Muscle Chicken Breast Slider Fillet
 - Whole Grain Toasted Waffle Mini Bites
 - Fresh Seasonal Berries
 - Real Maple Syrup

Directions

For a quick and flavorful breakfast (or lunch) solution that will wow even your toughest critics, serve up Chicken & Waffle Sliders. Top lightly toasted waffle mini bites with Rich Chicks Artisan Whole Grain Breaded Chicken Sliders. Skewer your favorite fresh seasonal berries with a toothpick for the perfect healthy garnish. Drizzle with slightly warmed real maple syrup for a deliciously sweet finish.


Build, enjoy, repeat. Rich Chicks, it's what's for breakfast, or lunch, or dinner, or whenever! Warning, excessive smiles may occur.

MFG SKU: 13441 (ALT SKU: 13415)



Go to www.richchicks.com to learn more about our better-for-you chicken products

Processors' menu concept resources



Artisan WG Brd Tenders with Sweet & Sour Sauce
With Rich Chicks Artisan Made With Whole Muscle
Whole Grain Breaded Chicken Tenders

Serving Size: 5.7 oz

Yield: 100 Servings

Contribution: 2oz Meat/Meat Alternate, 1oz Grain

Smart Snack: Smart Snack Compliant Concept

RC Product Code: 54485



Ingredients	Amount	Preparation Instructions
Rich Chicks Artisan Made With Whole Muscle Artisan Tenders	30 lbs	1. Place breaded tenders in single layer on large sheet pan, heat in 350° F convection oven for 9 - 12 minutes or until tenders reach an internal temperature of 165° F.
Sweet & Sour Sauce - JTM # 73460	2 - 5# bags	2. Heat Sweet & Sour Sauce according to package directions. Place 1.5 oz in dipping cup.
		3. Place 3 tenders in food tray w/1.5 oz Sweet & Sour sauce and serve.

Nutritional Information for 3 Tenders and 1.5 oz Sweet & Sour Sauce

Portion	3 Tenders and 1.5 oz Sweet & Sour Sauce	Cholesterol (mg)	52
Calories	291	Sodium (mg)	451
Total Fat (g)	10	Total Carbohydrates (g)	29
Saturated Fat (g)	2	Sugar (g)	15
Trans Fat (g)	0	Protein (g)	19

It is recommended that any recipe be put through your own nutrition assessment before making the determination as to whether or not it fits into your school's menu plan.



Springtime Chicken Salad
With Rich-Fil-Eh! Dill Seasoned Whole Grain
Breaded Boneless Wings

Serving Size: 1 Salad and 1 oz Dressing

Yield: 100 Servings

Contribution: 2oz Meat/Meat Alternate, 1oz Grain, 1/4 cup Fruit, 1 Dark Green Vegetable

Smart Snack: NOT Currently Smart Snack Compliant

RC Product Code: 23417



Ingredients	Amount	Preparation Instructions
Rich-Fil-Eh! Dill Seasoned Whole Muscle Boneless Wings	30 lbs	1. Place breaded boneless wings in single layer on large sheet pan, heat in 350° F convection oven for 8-10 minutes or until boneless wings reach an internal temperature of 165° F.
Romaine Lettuce	32 lbs	2. Clean and slice Fresh Strawberries.
Sliced Roasted Almonds	1.5 lbs	3. Clean and coarse chop the romaine. Place 2 cups in individual salad container.
Fresh Strawberries	10 lbs	4. Sprinkle 1/4 cup sliced strawberries and 1 Tbsp sliced almonds on top of romaine.
Balsamic Vinaigrette Dressing	1 gal	5. Place 1oz dressing in souffle cup and serve on the side. Right before serving add 4 each of the hot boneless wings.

Nutritional Information for 1 Salad and 1 oz Dressing

Portion	1 Salad and 1 oz Dressing	Cholesterol (mg)	54
Calories	356	Sodium (mg)	513
Total Fat (g)	19.6	Total Carbohydrates (g)	22
Saturated Fat (g)	3	Sugar (g)	3
Trans Fat (g)	0	Protein (g)	25

It is recommended that any recipe be put through your own nutrition assessment before making the determination as to whether or not it fits into your school's menu plan.



Processors' menu concept resources

Rich Chicks Menu Concept Index

Menu Concept	RC Item	Grab N Go	Grab N Go Packaging	Components						
				Featured	Concept	Smart Snack	M/MA	Grain	Vegetable	Fruit
Premium Chicken Sandwich	13408	Yes	foil sheet/sticker			no	2	2.5		
Sausage Muffin	81401	Yes	foil sheet/sticker			yes	1	2.5		
Artisan WG Nuggets w/Tzatziki Sauce	54487	Yes	hinged lid container/souffle cup with lid			no	2	1		
Fajita Chicken Wrap	43424					no	1	2	1/2 C dark	
WG Brd Tenderloins with BBQ dunk cup	43424	Yes	Hinged lid container			no	2	1		
Premium Gourmet Tenderloins w/Sriracha Sauce	43403	Yes	hinged lid container/souffle cup with lid			no	2	1		
Artisan Boneless Wings with Sriracha Sauce	23415	Yes	hinged lid container/souffle cup with lid			no	2	1		
Artisan Boneless Wings with Marinara Sauce	23415	Yes	hinged lid container/souffle cup with lid			yes	2	1	1/4 cup	
Mexicali Artisan Boneless Wings	23415	Yes	hinged lid container/souffle cup with lid			no	2	1	1/4 cup	
Premium Gourmet Boneless Wings with Salsa	23403	Yes	hinged lid container/souffle cup with lid			no	2	1		
Teriyaki Chicken Slider	13441	Yes	foil sheet/sticker			no	1	2.5		
Sriracha Chicken Slider	13441	Yes	foil sheet/sticker			yes	1	2.5		
BBQ Chicken Slider	13441	Yes	foil sheet/sticker			yes	1	2.5		
Greek Slider	13415	Yes	foil sheet/sticker			yes	1	2.5		
Sweet & Sour Chicken Sandwich	13440	Yes	foil sheet/sticker			no	2	2.5		
Artisan Chicken Slider w/Sriracha Ketchup	13441	Yes	Hinged lid container			yes	1	1.5		
Korean BBQ Slider	13415	Yes	foil sheet/sticker			no	1	1.5		
Pita Pocket	94403	Yes	Hinged lid container			yes	1	2	1/4 cup other	
Southern Fried Chicken Salad	94403					no	2	2	1 cup dark	1/4 c
Artisan Tenderloins with Hunan Orange Sauce	43424	Yes	hinged lid container /souffle cup with lid			no	2	1		
Sweet Chili Chicken Slider	13415	Yes	foil sheet/sticker			yes	1	1.5		
Sweet Thai Chili Boneless Wings	23403	Yes	hinged lid container/souffle cup with lid			yes	2	1		

Additional resources – complimentary sticker labels



MENU LEAD TIMES



Dawnetta Miller, PhD

NOVEMBER 2020

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					



Monthly planners as a resource

White Meat Only Chicken Products									
Item Code	Product Description	Total Cases Diverted	Serving per case	Servings Returned	September	October	November	December	January
Truly Whole Muscle Chicken Products - Whole Grain Breaded									
13408	Whole Muscle Breaded Chicken Breast Fillet		78	0					
13440	Artisan Whole Muscle Breaded Chicken Breast Fillet		78	0					
13443	Whole Muscle <i>Dill Seasoned</i> Breaded Chicken Breast Fillet	200	77	15,400	25	25	25	25	25
13410	Whole Muscle Artisan <i>Spicy</i> Breaded Chicken Breast Fillet		77	0					
13415	Whole Muscle Breaded Chicken Breast Slider Fillet		160	0					
23403	Whole Muscle Breaded Boneless Chicken Wing/Breast Chunk		78	0					
23417	Whole Muscle <i>Dill Seasoned</i> Breaded Boneless Chicken Wing/Breast Chunk		77	0					
23404	Whole Muscle Artisan <i>Spicy</i> Breaded Boneless Chicken Wing/Breast Chunk		78	0					
43403	Whole Muscle Breaded Chicken Breast Tenderloin		80	0					
43404	Whole Muscle Artisan <i>Spicy</i> Breaded Chicken Breast Tenderloin		80	0					
Made with Whole Muscle Chicken Products (No Soy / No Egg / No Fillers) - Whole Grain Breaded									
54485	Artisan Breaded All White Meat Chicken Tender	200	76	15,200	25	25	25	25	25
54486	Artisan Breaded All White Meat Chicken Patty		78	0					
54487	Artisan Breaded All White Meat Chicken Nugget		76	0					
54496	Artisan <i>Spicy</i> Breaded All White Meat Chicken Patty		78	0					
54497	Artisan <i>Spicy</i> Breaded All White Meat Chicken Tender		77	0					
Dark Meat Only Chicken Products									
91401	Garlic Basil Chicken Meatballs with Mozzarella	48	123	5,904					
91402	Jalpeno Mango Chicken Meatballs with Monterrey Jack Cheese		123	0	6	6	6	6	6
81401	Dark Meat Breakfast Sausage Patty		232	0					
94403	Artisan Breaded Dark Meat Chicken Popper		76	0					
White - Dark Meat Formed Chicken Products									
54409	Breaded W/D Popcorn Chicken		107	0					
54410	Breaded W/D Chicken Nugget	200	107	21,400	25	25	25	25	25
54411	Breaded W/D Chicken Slider Patty		107	0					
54412	Breaded W/D Chicken Patty		107	0					
54427	<i>Spicy</i> Breaded W/D Popcorn Chicken		107	0					

USDA Balances



Dawnetta Miller, PhD



Ensure every pound is drawn down

SY 2020 - 2021

Texas
Balance Par is 76%

Export ▾

Display in \$

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

Show Detail

Hide Metrics


Material Nbr	Available ¹	Shipped Manufacturer	Shipped Distributor	Balance ²	% Balance ³	Target Usage / Month ⁴	Actual Usage / Month
100103D	274.77	0.00	38.46	236.31	86.00%	27.477	16.2388
100103W	268.57	0.00	95.17	173.40	64.56%	26.857	40.1832
100103D	24,068.01	6,557.80	0.00	17,510.21	72.75%	2,406.801	2,768.8735
100103W	53,345.99	6,691.60	0.00	46,654.39	87.46%	5,334.599	2,825.3673
100103D	2,058.72	0.00	0.00	2,058.72	100.00%	205.872	0.00
100103W	5,412.86	0.00	1,553.44	3,859.42	71.30%	541.286	655.9027




Processor resources support your programs

Processor resources support your programs


#Wearehereforyou




Innovative Resources to Support Our K12 Partners



GRAB-N-GO
Over 45 easy solutions incorporating wraps, containers, and our new Rich Chicks Sticker Labels



MENU CONCEPTS
Over 60 traditional cafeteria & Grab N Go menu concepts




SMART SNACK
Individual items and creative menu concepts to boost your a la carte sales

PICK 2
Mix and match your Rich Chicks products with the perfect sauce to spice up your plate


PICK 3
Mix and match your Rich Chicks products with the right sauce and a bun to fit

INDIVIDUALLY WRAPPED
Simplify your prep time without sacrificing quality with Rich Chicks IW products




FOIL POUCH
Rich Chicks branded cushion foil lined pouches delivered to you for only \$0.05/each


Spanish



English

INSULATED HEAT/COOL BAGS






STICKER LABELS
No cost Rich Chicks branded Sticker Labels for your wraps and container concepts

AT-HOME HEATING INSTRUCTIONS

www.richchicks.com



**Your
extended
team is
another
important
resource**

**Dmiller@RichChicks.com
214.676.5449**