



NET OFF INVOICE (NOI)

IS IT RIGHT FOR YOUR DISTRICT?

WHAT IS NET OFF INVOICE (NOI)

- STATES DIVERTS USDA FOODS TO PROCESSOR ON BEHALF OF SCHOOL/AGENCY
- DISTRIBUTOR BUYS THE END PRODUCT FROM THE PROCESSOR AT THE COMMERCIAL PRICE
- SCHOOL/AGENCY BUYS PRODUCTS FROM THE DISTRIBUTOR
- SCHOOL/AGENCY RECEIVES VALUE OF DONATED FOODS OFF DISTRIBUTOR INVOICE
- DISTRIBUTOR BILLS THE PROCESSOR FOR THE VALUE OF DONATED FOODS
- DISTRIBUTOR SUBMITS REPORTS THROUGH PROCESSOR LINK OR K-12 FOOD SERVICE
- PROCESSOR SUBMITS REPORTS THROUGH THE SAME TRACKING WEBSITE
- SCHOOL/AGENCY MONITOR USAGE ON THE TRACKING WEBSITE

DIVERT RAW USDA FOODS TO PROCESSORS

- SCHOOL DISTRICT'S DECIDE WHAT RAW USDA FOODS THEY WANT TO DIVERT FOR FURTHER PROCESSING.
- THESE ARE THE RAW USDA FOODS THAT CAN BE DIVERTED FOR NOI END PRODUCTS
 - CHEESE – SCHWAN'S FOR PIZZA AND PIZZA STICKS
 - CHICKEN – TYSON FOR CHICKEN NUGGETS AND PATTIES
ASIAN FOOD SOLUTIONS FOR ASIAN ENTREES
 - POLLOCK – TRIDENT FOR FISH NUGGETS AND PATTIES
 - POTATOES – SIMPLOT FOR FRIES AND HASH BROWNS

NOI REQUEST FORM

- SCHOOL DETERMINE HOW MANY POUNDS OF USDA FOODS THEY WANT TO DIVERT TO A SPECIFIC PROCESSOR
- NOI REQUEST FORM WILL DETERMINE HOW MANY POUNDS OF USDA FOODS TO DIVERT
- EACH PROCESSOR HAS A SECTION, SO PAY ATTENTION TO THE INFORMATION IT REQUIRES
- CONTINUE THE PROCESS FOR EACH USDA FOOD YOU WANT TO DIVERT

WHAT IS NOI REQUEST FORM

- EXCEL SPREADSHEET THAT LIST ALL NOI END PRODUCTS
 - DETERMINE HOW MANY POUNDS TO DIVERT TO THE PROCESSOR
 - HOW MUCH OF YOUR USDA FOODS ENTITLEMENT IS USED
- COMPLETE THE NOI REQUEST FORM AND SUBMIT IT THE STATE AGENCY OFFICE
- ONCE THE STATE AGENCY RECEIVES THE NOI REQUEST FORM NO CHANGES CAN BE MADE, SINCE POUNDS WILL HAVE BEEN PURCHASED BY THE STATE ON THE SCHOOL'S BEHALF AND SENT TO THE PROCESSOR

EXAMPLE OF NOI REQUEST FORM

Product Description	Product Brand	Product Number	Original Specification Description	Portions/ Case	Portion Size	Commercial Bid Price/Distributor Cost	USDA Value per case credit	Net off Invoice Billed Amount	USDA Food Code	DF Drawdown per case	Per Pound DFV	Number of cases sponsor needs	Required amount of pounds to divert	Total Amount of Entitlement Used
Tater Gems	Simplot	10071179004189	Potato Products, frozen Rounds Regular Size	160	3 oz	\$ 23.27	\$ 7.60	\$ 15.67	100506	54.55	0.1394	0	0	\$ -
Seasoned Crisp Savory Fries- 5/16"	Simplot	10071179474012	Potatoes, French Fries, frozen Shoestring Straight Cut Low Moisture	160	3 oz	\$ 23.57	\$ 7.60	\$ 15.97	100506	54.55	0.1394	0	0	\$ -
Tater Sticks	Simplot	10071179372271	Potato Products, frozen Hashed Patty Pre-Browned	128	3 oz	\$ 23.13	\$ 6.08	\$ 17.05	100506	43.63	0.1394	0	0	\$ -
Total												0	0	\$ -

COMPETITIVE BID

State of Alaska - USDA FOOD PURCHASES NOI (Net Off Invoice Program)								
Bid Period: 7/1/15 - 6/30/16								
Bid Opening: May 13, 2015								
Vendor	Food Service of America							
Contact	Bob Smith							
Email	bsmith@fsa.com							
Address	1000 Food Street Seattle WA 99999							
Phone	1-523-698-9687							
Fax	1-523-698-5555							
Processor: Asian Food Solutions								
DF Code : 100113								
Description: Chicken								
Price per Pound: \$0.69								
Pounds Diverted: 709								
<u>Case Estimate</u>	<u>Item</u>	<u>Item #</u>	<u>LBS of USDA Foods per case</u>	<u>Processor ID</u>	<u>Quote</u>	<u>NOI Discount</u>	<u>Final Case Cost</u>	<u>Total Cost</u>
20	Tangerine Chicken	73005	34.65	PR075	\$ 118.95	\$ 24.02	\$ 94.93	\$ 1,898.60

MONTHLY VERIFICATION

- NOI REQUIRES THAT YOU TRACK YOUR POUNDAGE MONTHLY
- TWO TRACKING WEBSITES
- THE PROCESSOR DETERMINES WHICH WEBSITE TO USE
- THE PROCESSOR WILL ASSIGN YOUR DISTRIBUTOR ON THE WEBSITE



MONTHLY/YEARLY RESPONSIBILITIES

- **JANUARY**- DETERMINE HOW MANY POUNDS OF FOOD WILL BE NEEDED FOR PROCESSING FOR THE UPCOMING YEAR USING PROCESSING CALCULATORS
- **FEBRUARY**- GO OUT FOR BID TO DISTRIBUTORS ON ITEMS FOR THE UPCOMING SCHOOL YEAR
- **FEBRUARY 28TH** - SUBMIT NOI REQUEST FORM AND DISTRIBUTOR AGREEMENT TO CNP
- **JULY 1ST** -BEGIN ORDERING FROM DISTRIBUTOR FOR SCHOOL YEAR AND MONITORING ACCOUNT USING K-12 AND/OR PROCESSOR LINK TO ENSURE THAT THE BILLING IS CORRECT AND THAT THE SCHOOL DISTRICT IS RECEIVING ALL OF THEIR DISCOUNTS.
- **MARCH 31ST** - ANY UNUSED POUNDAGE WILL BE SWEEPED INTO STATE ◆

IS NOI RIGHT FOR YOUR DISTRICT?

- NOI CAN ONLY BE SUCCESSFUL IF:
 - THE STATE AGENCY APPROVES THE PROCESSOR
 - THE FOODSERVICE DISTRIBUTOR HAS THE REQUIRED TRACKING CAPABILITIES
 - THE SCHOOL DISTRICT IS WILLING TO COMMIT TO THE REQUIRED SALES VERIFICATION

IF ONE OF THESE PIECES IS MISSING, THE WHOLE THING COULD BE AN ACCOUNTING DISASTER.

CONTACT INFORMATION

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