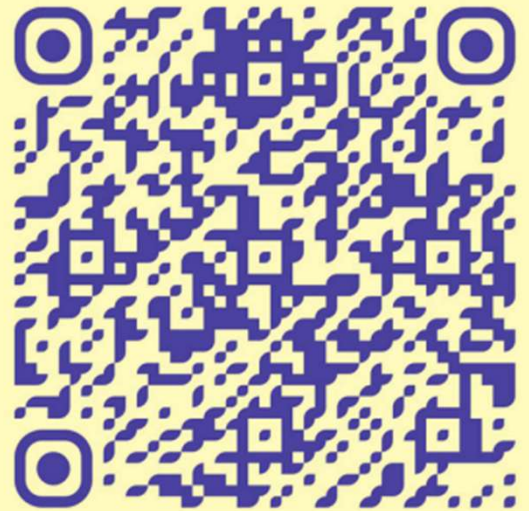




# *Foodservice Membership Meeting*

*December 12, 2025*



# ***Distributor Showcase***

***Velvet Ice Cream – Kevin Garton  
Rich's – Mike Gardner***



Lunch and Learn PPT 2025-2026-EPC Version\_.pdf

***ODEW Update***  
*Brian Davis*



***EPC Buy  
American Update***



# *EPC Buy American Update*

- Distributor Reporting Capabilities
- EPC Buy American Process/Spreadsheet
- Per manufacturer/vendor responses on bid, we can confirm bid items from the following categories are domestic:
  - Bakery
  - Dairy
  - Keurig Dr. Pepper
  - Ice Cream



## ***Buy American Distributor Reporting Capabilities***

- Premier Produce One
  - Can provide reports which include item codes, descriptions, quantities and spend for domestic vs. non-domestic spend
  - Must reach out individually to Colette Gibson
    - [cgibson@premierproduceone.com](mailto:cgibson@premierproduceone.com)
- W.R. Hackett
  - Country of Origin is listed on every invoice
  - Currently working with software company to add “Country of Origin” column to sales report which could be exported to Excel and allow for total domestic spend

# ***Buy American Distributor Reporting Capabilities***

## **Rightway**

- Currently have no Buy American reporting capabilities

## **Sysco**

- No response



## **Avalon Foods**

- TODAY: can designate Country of Origin
- FUTURE: if interested, they are willing to invest in a partner that would “flag” any items that qualify for Buy American
  - Could then create a listing of domestic vs. non-domestic spend

# *EPC Buy American Process/Spreadsheet*

- Velocity report
  - Gordon Reporting > Purchase History > View New Report
  - All Purchases > Change Date to 7/1/25 (uncheck “Dynamic Date”)
  - Material Sales Product: uncheck the following
    - Healthcare and Specialty Products
    - Disposables
    - Dining & Serving
    - Kitchen & Preparation
    - Cleaning & Chemical
  - Export > Excel
    - Remove “Totals” from Customer Unit column
- vLookup





# ***EPC Bid Update***

## New Items Mid-Year Bid:

- Products determined by member requests
  - Who bid? Waiting on? General volumes?
  - Importance of survey responses to drive better pricing through volume
  - New Item request process through SWEPC.org
- Pricing by December 19
- Stocked by January 19

## Interested in being on the Committee?!?!?

- Next meeting is January 15



EPC News Hub for latest announcements

Item Description	Manufacturer	Manufacturer Code
Queso Blanco Sauce, Reduced Sodium	JTM or Equivalent	5742
Cheerios Honey, 1oz Bowlpak	General Mills or Equivalent	16000-18447
Ranch Dippin' Cup, 1oz, Fat Free	Marzetti or Equivalent	83985
Croissants, Square, Medium, 2 Grain	Baker Boy or Equivalent	32640
Woodles, Chicky Ramen. 2 Grain	Palmetto Gourmet Foods or Equivalent	810037812633
Raspberry Watermelon 100% Juice, Shelf Stable, 4oz	Ocean Spray or Equivalent	00031200000040
Strawberry Lemonade 100% Juice, Shelf Stable, 4oz	Ocean Spray or Equivalent	00031200000033
Parfait Pro Yogurt, Vanilla, Reduced Sugar	Yoplait or Equivalent	20824000
Mozzarella Cheese Bites	S&F Foods or Equivalent	9080BC

# ***SWEPAC Update***



26-27 NEW ITEM  
UPDATE



SPRING REGIONAL  
MEETINGS

## ***SW•EPC Update***

**“To bring in or not to bring in, that is the question.”**

- Foster Farms - New Processor
  - add Jalapeno Corn Dog
- Investigate Clean Label Ground Beef Crumbles, Bulk, JTM
- Investigate switching Regular JTM Queso for Low Sodium JTM Queso
  - very similar flavor profile
- Pink Lemonade Applesauce
  - deleting Watermelon and Peach and any other slow movers
- Diced Strawberry Apple
- Rich's Churro Bites
- Rich's Double Chocolate Bites
- S&F Detroit Style Pizza- (Pepperoni and Cheese options)
- S&F Mozzarella Cheese Bites-
  - Unsure-Please Weigh-in!



**New  
Items**



## *Member Showcase*

# Kettering Local & Springboro Schools

- Mary Lynne Bierman & Kelsey Warren
  - Marketing your Program

# *Kettering Canva Creations*





# Springboro Schools Canva Creations

**SPRINGBORO  
FOOD SERVICE**  
*Presents*  
**PLAYA BOWLS**  
Test it out in the cafeteria  
Friday, February 23rd!



**Nutella Bowl - 9oz**  
Playa Acai topped with granola, banana, strawberry, coconut flakes, nutella drizzle

**\$7**



**Stupid Cupid - 9oz**  
Stupid Cupid Base, Strawberries, Blueberry Fata Granola, Coconut Flakes, Nutella, Cacao Nibs, and White Chocolate

**\$7**

**BUY IT  
FEBRUARY 28TH  
MARCH 13TH**

This will be sold A la Carte only and you will need money in hand or on your lunch account to buy!

**SPRINGBORO  
FOOD SERVICE**  
*Presents*  
**BIBIBOP  
ASIAN GRILL**  
Test it out in the cafeteria  
Thursday Oct, 10th!!



**BIBI Cup**  
• Purple Rice  
• Chicken or Tofu  
Top it with  
• roasted sesame broccoli, carrots, corn, kale, pickled red cabbage and cucumber!

**\$5**

This is at \$5.00 meal price

**1ST DAY ON MENU  
OCTOBER 16TH!**

**EMPLOYEES MUST WASH HANDS**  
*with soap and hot water*  
**BEFORE RETURNING TO WORK**



## HOW TO WASH YOUR HANDS

**STEP 1:**  
Wet hands with soap and water

**STEP 2:**  
Lather hands with soap up to elbows, and scrub for 10-15 seconds

**STEP 3:**  
Wash backs of hands, wrists, between fingers, and under fingernails

**STEP 4:**  
Rinse hands under running water

**STEP 5:**  
Dry hands with a paper towel or air dryer

**STEP 6:**  
Turn off water with a paper towel

## **Member Showcase**

### **Marketing your Program with Canva**

- Canva
  1. Create a Design
  2. Pick a Template
  3. Add Text
  4. Add Photos and Elements
  5. Change Colors
  6. Download



\*"Create your own flyer in 3 minutes!"



## *Member Forum*

## **Increasing meal participation through Marketing**

- **Social media ideas?**



*Manufacturer  
Guest  
Nippon Shokken*



# *Broker Showcase*

*Accion  
Holly McGarry*





*Thank You!!*

*Questions?*

*Bonnie.Muckenthaler@epcschools.org*

*Lisa.Robison@epcschools.org*

- Beaver Creek Smoked BBQ
- Nippon Shokken Ramen and reduced-sodium Asian Sauces
- Father Sam's WG Products
- Cargill Egg Samples
- Land O' Lakes Soup Samples
- Goldkist Fajita & Breakfast Pattie Samples
- Woodles Samples
- Cookie Tree Brownie Samples
- Rich's Ice Cream Samples