

DIP UPDATES: Process Changes Michael Chalmers & Hilary Autry



This photo is not cropped.

Scope of Presentation

- Refocus
 - Introduction
 - History of Allocation Process
 - Process Framework
 - Current State Value Stream Map
- Process Updates
 - Allocation Timing
 - Requisition Process
 - Revised PPA
 - EOU 1.0 Revamp
 - EOU 2.0 – No more
 - Partner Programming Profile
 - Shipping Policy



Introduction

- Growth Rate
- Best Steward God's Resources
 - Feed more of God's kids

REFOCUS
Resources



History of Allocation Process



	2009	2019
Allocation Process	Introduced	Revised
# of FMSC Sites	4 (3 in MN 1 in IL)	8+2 MP
Meals Calendar Year	74+ Million Meals	364+ Million Meals
Phone Released	Blackberry Tour	Apple iPhone 11



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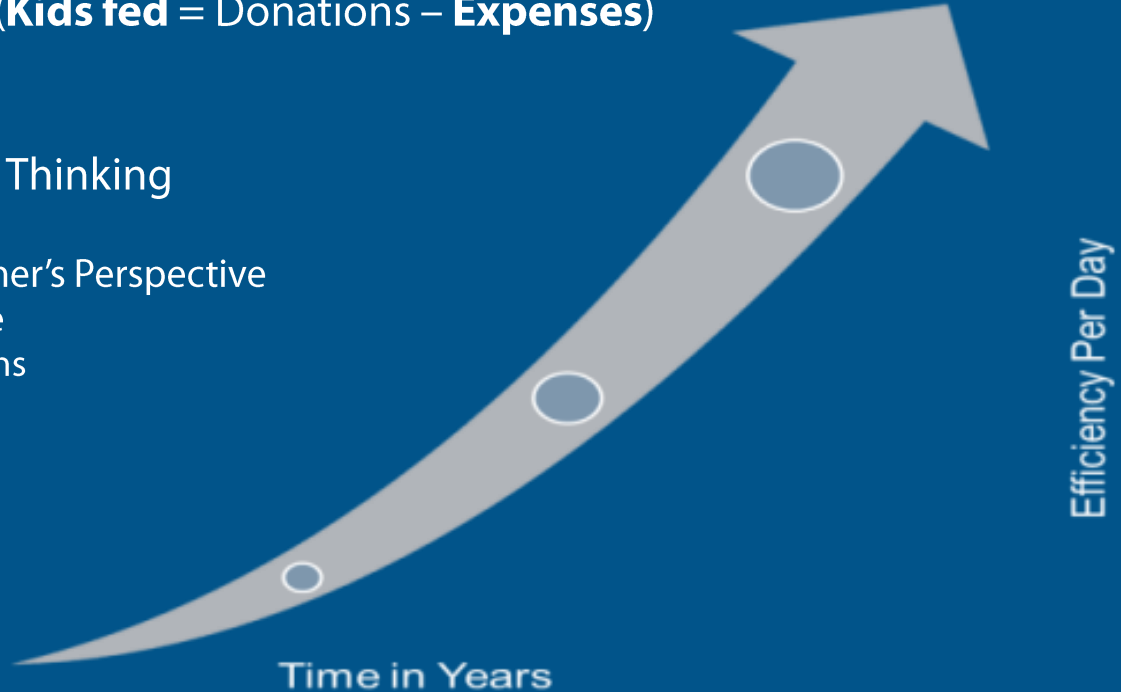
Process Framework

Business Enterprise's goal: Profit... (**Profit** = Revenue – **Cost**)

Our non-profit goal: Kids fed... (**Kids fed** = Donations – **Expenses**)

Supply Chain Management

- Lean Manufacturing or Lean Thinking
 - Continuous Improvement
 - Value Defined from Customer's Perspective
 - Different types of waste
 - Inventory: pros and cons
 - Value Stream Mapping



Process Framework

Supply Chain Management

- Lean Manufacturing or Lean Thinking
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THE 7 WASTES



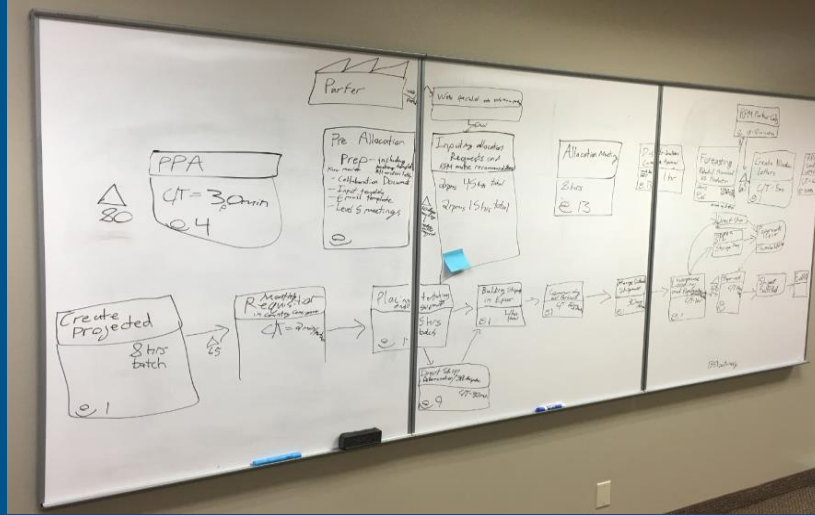
Cost/Expense savings measures require greater communication and planning in order to execute



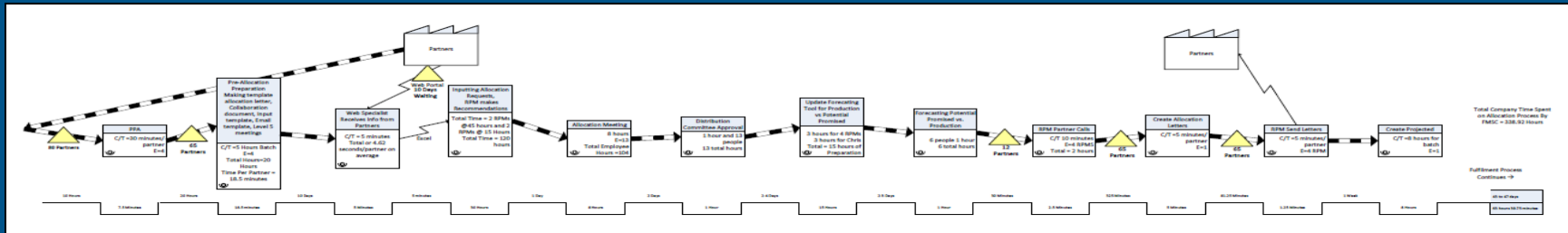
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Current State Value Stream Map Allocation/Fulfillment Processes

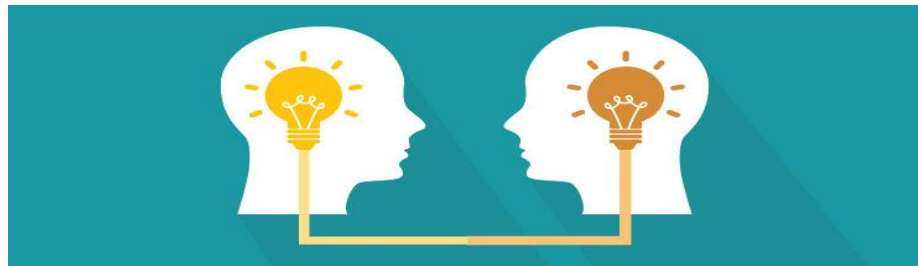


Time to Allocate Partners	Average Monthly Time Spent in Addition
368.93 Hours	277.875 Hours



Process Updates From Partner Perspective

- Increase Communication
 - Allocation Timing
 - Monthly Requisition Timing
- Streamline Processes
 - Revised PPA
 - EOU 1.0 Updated
 - EOU 2.0 Removed
 - Partner Programming Profile
 - Shipping Policy



Process Updates

Yearly Allocation Request Timing



Fall 2020

January 2021

- Why Move to Fall 2020 for FY 2021-2022?
 - Demand Centered Budgeting
 - Improve Production Planning
 - Standardized Requisition Process for Year
 - Partners were able to provide timeline in Oct.



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Process Updates:

Monthly Requisition Timing

	New Timeframe	Previous Timeframe
Monthly Requisition Timing	1st of the Month	15 th of the Month
Load Details Sent by FMSC	10th of the Month	15 th - 20 th of the Month

Why move to earlier requisition each month?

- More time required when shipping to certain countries
- Increase forecast accuracy
- Example: December allocation
 - Requisition by November 1st
 - Receive load details from FMSC by November 10th

Process Updates

Revised Partner Performance Assessment for 2020



- More objective
- Simplified!
- Focuses on shipping policies/reporting
- End of Use 1.0 and 2.0 changes
- 2019 (old version) → 2020 (new version)



Process Updates: End of Use 1.0 Changes

Fields Removed

- Date of Arrival at Final Destination
- TDMC
- *This information will be requested separately from certain partners (Level 5s)*

Fields Unchanged

- Submit within 90 days of load date
- Regional Program Manager will follow up on missing reports
- Due per shipment

Process Updates:

No more End of Use 2.0 required

Why?

- Proactive marketing approach – pull vs. push system
- FMSC will work directly with partners on a more targeted approach
- An FMSC DIP Bulletin will be communicated with more detail
- Partner Programming Profile (1x/year)

BUT WE STILL NEED YOU!

What Next?

- We need your input! Visit the exhibit room to talk with Katie Koranda and Maren Koester on how we tell your story
- We want to: Inform, Inspire, Educate, Activate
- Plan for FY 20/21 storytelling – shared by March 1st



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Partner Programming Profile

Due February 28th, 2020



- Provides FMSC with more in-depth knowledge of how Distribution Partners plan to use FMSC food in the coming year
- 1 survey completed/organization
- Required to receive an allocation



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NEW Outbound Shipping Policy FY 20/21

FACT:

In 2019, FMSC had
55+ cntrs in JUST 3PLs
(offsite paid storage) at
one point in time. This is
at least **\$60k** in
storage fees.

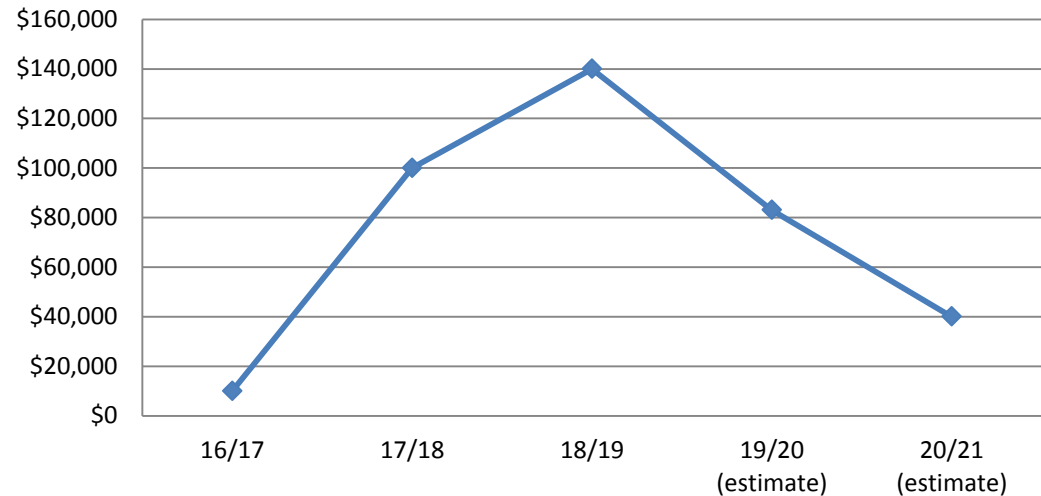


NEW Outbound Shipping Policy FY 20/21

Why?

FMSC pays
~\$1,100/container
to store in a 3PL

Historical 3PL Costs for FMSC



NEW Outbound Shipping Policy FY 20/21

Effective March 1st, 2020

- Booking confirmation/domestic confirmation
 - Due **3 business days** in advance (no longer 2 days/48 hours)
 - **Trucking company name and phone number** is provided on booking/domestic confirmation
- Dock Appointment confirmation
 - Still **24 hours** in advance
- Please **prioritize original load date/time**
- NEW POLICY – **4 week allowance** to ship your container in case of *major* issues
- Remember... **communication!**
- An FMSC DIP Bulletin will be communicated with more detail

NEW Pouch & Box Designs

- To bring uniformity
- Re-sealable pouches (MannaPack™ Potato – D and MannaPack™ Potato – W pouches ONLY)
- January 2020 – packing began
- Are you ready?



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MannaPack™ Rice



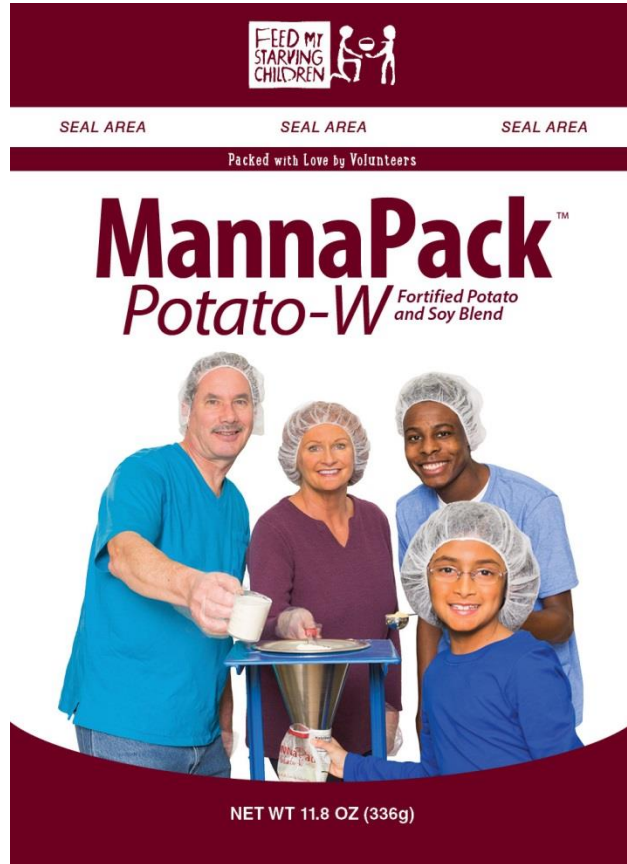
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MannaPack™ Potato – D



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MannaPack™ Potato – W



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MannaPack™ Lentil



Feed My Starving Children
Minneapolis, MN 55433 USA

Nutrition Facts

Serving Size: 1 cup prepared (81.3g)
Servings Per Bag: 6

Amount Per Serving	
Calories 280	Calories from Fat 9
% Daily Value*	
Total Fat 1g	1%
Saturated Fat 0g	0%
Trans Fat 0g	0%
Cholesterol 0mg	0%
Sodium 707mg	29%
Total Carbohydrate 56g	19%
Dietary Fiber 7g	28%
Sugars 1g	
Protein 11g	
Vitamin A 45%	Vitamin C 50%
Calcium 15%	Iron 65%
Iodine 50%	Thiamin 55%
Vitamin B12 60%	Zinc 35%

*Percent Values are based on a 2,000 calorie diet. Your Daily Values may be higher or lower depending on your calorie needs.

MannaPack™ Lentil

Ingredients

White Rice, Lentils, Vegetarian Flavoring (Salt, Hydrolyzed Corn Protein, Potato Starch, Potato Flour, Canola Oil, Natural Flavor and Disodium Inosinate, Disodium Guanylate), Dehydrated Carrots, Dehydrated Potatoes.

Vitamins and Minerals:

Dicalcium Phosphate, Magnesium Oxide, Ascorbic Acid, Ferric Orthophosphate, d-1 alpha Tocopheryl Acetate (Vitamin E), Maltodextrin, Niacin, Pantothenic Acid, Zinc Oxide, Manganese Sulfate, Vitamin A Palmitate, Pyridoxine Hydrochloride (Vitamin B6), Cooper Sulfate, Thiamin Hydrochloride, Folic Acid, Biotin, Potassium Iodide, Cholecalciferol (Vitamin D3), Cyanocobalamin (Vitamin B12).

Non-GM Product

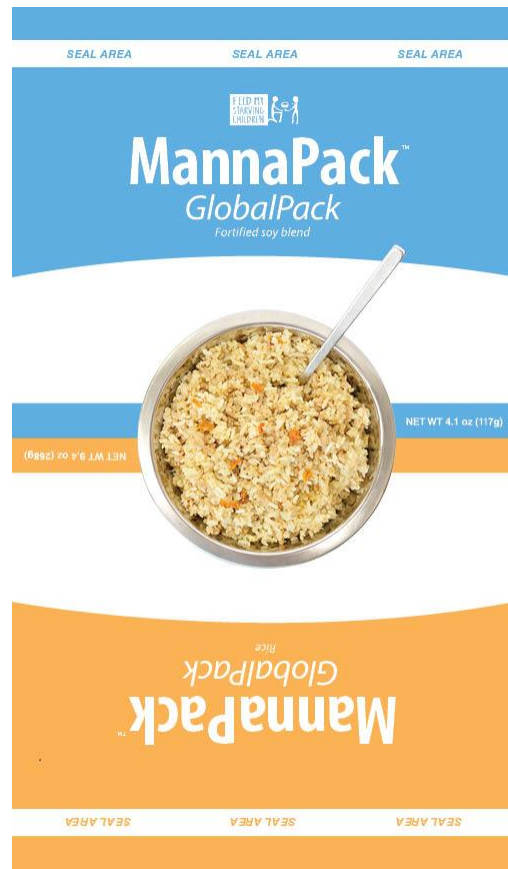
NET WT. 487.6G (17.2 OZ)

Best Before July 2019
Lot # 180115-05-06



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MannaPack™ GlobalPack



Ooooo! Ahhhhh!

Big THANK YOU to the FMSC Marketing Staff



Why Stop There?

FMSC is researching institutional size pouches...

- School/community feeding – bulk size
- Requested by partners in the past
- Research phase/project team



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Remember...

NO (Florida) Partner Conference 2021...

See you in **2022!**

Look for regionalized CROPPS Conferences
Details in 2020/2021



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Q&A time

