

MEALS ON WHEELS

AUGUST 27-29, 2019

ANNUAL CONFERENCE AND EXPO

DALLAS, TX



HOW DISCOUNT PROGRAMS ALLOW YOU TO SAVE MORE TO SERVE MORE

Presenters:

1. **Marzella Tyson**, CEO/Executive Director, Meals on Wheels Collin County
Mckinney TX
2. **Candace Duerr**, Regional Manager, Strategic Accts-National, Premier
New York, NY

How Discount Programs Allow You to Save More to Serve More



Marzella Tyson

CEO/Executive Director,
Meals on Wheels Collin County
Mckinney, TX
tysonz@mowcc.com

How Discount Programs Allow You to Save More to Serve More



Candace Duerr

Regional Manager, Strategic Accts-National,
Premier

New York, NY

Candace_Duerr@PremierInc.com



How Discount Programs Allow You to Save More to Serve More

Member Panel Discussion

Who is Premier?

- Premier is one of the nation's largest performance improvement alliances of approximately 4,000 U.S. hospitals and 181,000 other providers
- Premier Healthcare Alliance was built to drive member savings and create solutions to help them succeed
- Publicly traded on NASDAQ with majority ownership by 185 of America's leading healthcare institutions
- No cost to join or utilize the GPO program
- Recognized for transparency, ethics and consistent execution
- Leading Food Program in the industry



Purchasing Portfolio

We're here to help you save on your entire **operation**

- Advertising Services
- Air Filtration Products
- Background Check Services
- Brand Name & Generic Pharmaceuticals
- Car Rental Services
- Cellular Services
- Credit Card Services
- Electronic Reference Checks
- Elevator, Escalator & Dumbwaiter Equipment & Service
- Energy Efficiency Products & Services
- Floor Care Equipment & Services
- Flooring – Resilient & Carpet
- Food
- Foodservice Disposables
- Gloves
- Housekeeping Products
- HVAC
- Inbound/Outbound Freight
- Laundry Products & Services
- Maintenance & Repair Operations
- Medical/Surgical Products
- Moving Services
- Office Supplies
- Paint & Related Sundries
- Paper & Janitorial Supply
- Paper Towels & Tissue
- Parking Management, Equipment & Services
- Payroll Services
- PC Hardware & Software Resellers
- Pest Elimination Services
- Printers, Copiers, Facsimiles & Facilities
- Management
- RFID Asset Tracking & Management Solutions
- Sale & Rental of Uniforms & Mats
- Stainless Steel Carts & Equipment
- Television Systems & Services
- Vaccines
- Yellow Pages Advertising
- And more!





Foodservice Distribution Program Contracted Manufacturer Agreements (CMAs) for food

US Foods Distribution Program

- 20 year relationship with our sole distribution partner US Foods
 - Earned through sourcing process – every 5 years
- Premier is US Foods' largest customer
 - Drives top commitments and contract terms
- Offers the best mark-up and incentive program through US Foods
- 99% Fill Rate Commitment
- Commitment to stock any item a Premier member requests with movement of 3 cs/week
- Dedicated support, technology tools and more
- Awarded by Foodservice Members



Food and Nutrition Services

- Centralized Kitchen
- Licensed Dietitian Staff
- HDM
- Congregate



Why MOWCC Needs Premier

- Increase in Demand
- First Time Waiting List
- High Food Costs
- Funding Cuts



Quality Meal Services

- Hot Lunches
- Breakfast
- Weekend
- Shelf Stable



Food Distribution Operational Incentives

Drop
Size

- Average quarterly drop size
- 0.0% up to 1.4% quarterly

Accounts
Payable

- Based on average daily sales outstanding (DSO)
- 0.0% up to .50% quarterly

New
Business
Incentive

- Less than 20% of current purchases come from US Foods today
- 2% paid on total purchases for first 6 months of utilizing the program

US Food Premier

PROVIDING QUALITY BENEFITS

- Increase Buying Power



- Increase Meals



- Reduce Food Costs

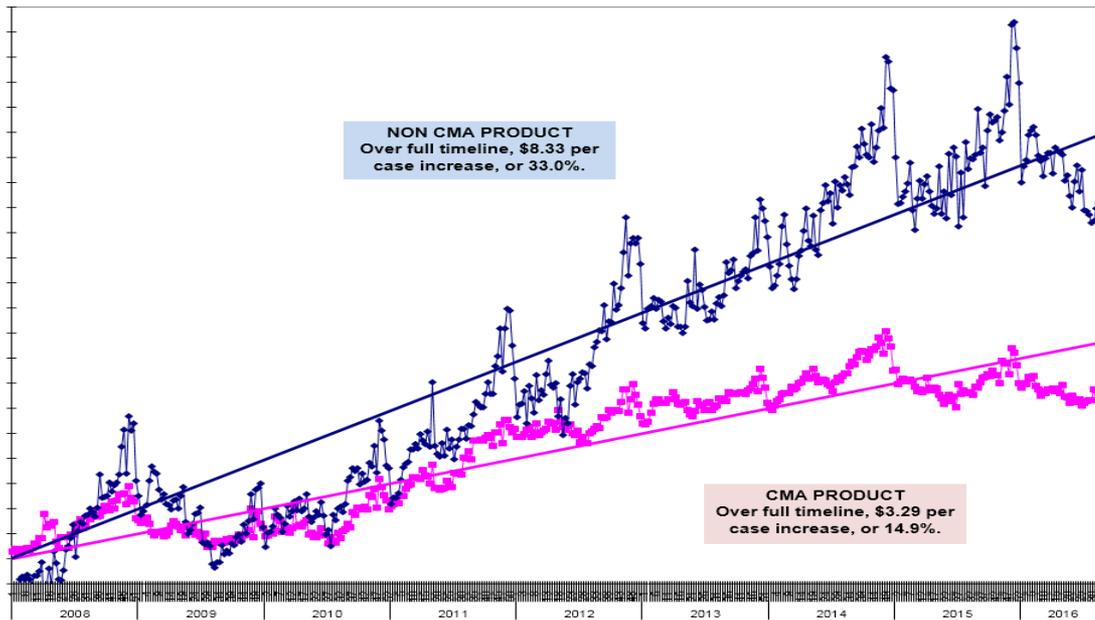


- Manage Ordering

Are your Costs Protected?

GUARD AGAINST PRICE VOLATILITY with Premier CMAs

(Contracted Manufacturer Agreements)



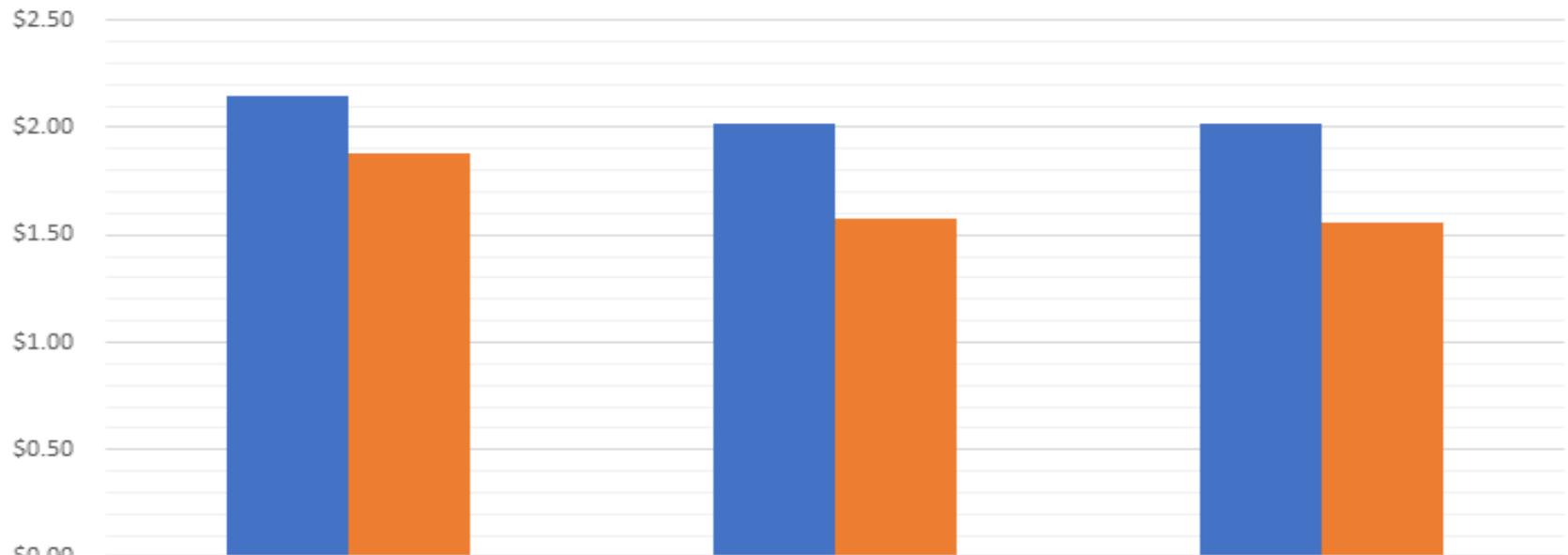
CMAs are protected from inflation by caps and price change cycles, resulting in less pricing volatility.

CMA contracts also allow for price decreases during deflationary market conditions. CMAs have averaged 23% lower in 5 years

Decreasing Food Costs

Raw Food - 3 Year Trend

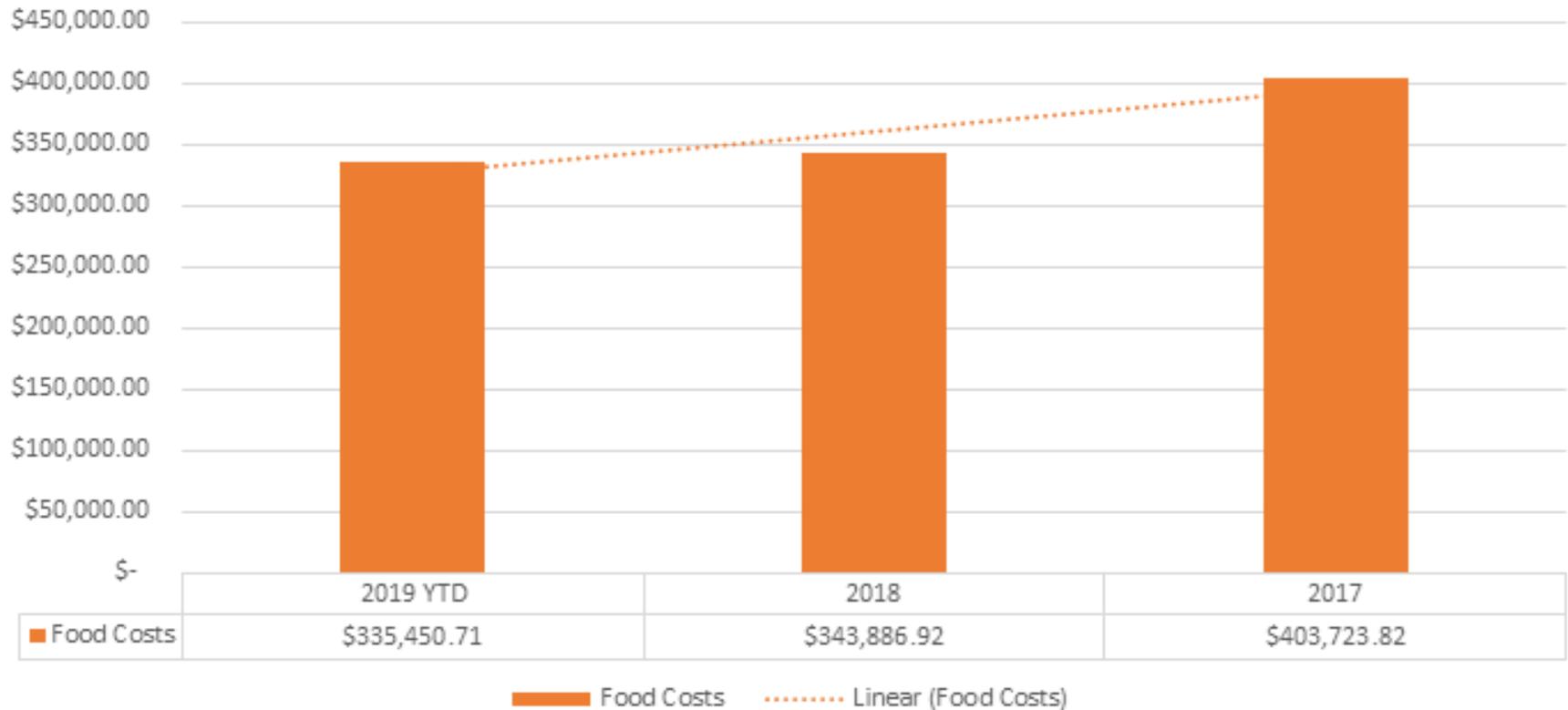
■ Budget ■ Actual



	2017	2018	2019 YTD
■ Budget	\$2.15	\$2.02	\$2.02
■ Actual	\$1.88	\$1.58	\$1.56

Decreasing Food Costs, continued

Food Trend - 3 Years



Value Added Support



Spring/Fall
Regional
Networking
Meetings
National
Breakthroughs
Conference
Culinary Clinics

Allergy Tool Kit
FARE



Online Ordering
FSDO
Business Analytics
Consolidated
Reporting

Invoice History

Nutritionals

CMA & Local
Product Flags



Food Safety &
Quality Assurance
Vendor
Expectations
Manual

3rd Party Audits

Industry leading
recall process



Transparency
Audit Rights
Code of Conduct
Premier Cares
Awards
Sustainable Living
2014 Champion
For Change Award

Premier Support – Knowledge, Networking, IT Tools, QA, Transparency

Indirect Benefits

- Leveraged Partnerships 
- Increase in Volunteers 



Bank Statement



**Statement of
Earned Incentives**

PREMIER PURCHASING PARTNERS (9800)

(PREMIER PURCHASING PARTNERS)

September 30 - December 29, 2012

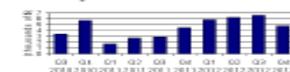
This Quarter

2012 - Q4			Year to Date		
	Volume	Incentive		Volume	Incentive
Purchases					
Total USF Purchases	\$673,198,839		\$2,347,075,318		
Eligible Purchases	\$618,436,006		\$2,332,010,271		
Number of Lines per Invoice	302,405				
Avg. Purchases per Drop	\$2,569		\$81,136		
Scheduled drops per Quarter	239,790				
<hr/>					
Incentives		Percent		Percent	Incentive
Average Scheduled Drops		0.44%	\$2,729,038	0.42%	\$10,022,52
Days Sales Outstanding		0.08%	\$512,706	0.07%	\$1,715,135
Carried Tax Adjustment			\$763,671		\$998,283
<hr/>					
Total Incentives			\$3,506,052		\$12,739,94
Adjustment (Prior Quarters)					-\$2,161
Net Incentives			\$3,506,052		\$12,737,77
Markup Program					

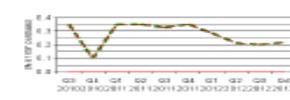
Opportunities

	2011 - Q4			2012 - Q3			2012 - Q2			2012 - Q1		
	Volume	Percent	Incentive									
Purchases												
Total USF Purchases	\$565,186,955			\$565,186,955			\$571,071,067			\$587,350,534		
Eligible Purchases	\$561,589,227			\$561,896,990			\$567,449,631			\$584,237,643		
Number of Lines per Invoice	322,219			360,463			349,631			359,449		
Avg. Purchases per Drop	\$2,383			\$2,372			\$2,719			\$2,584		
Scheduled drops per Quarter	189,226			262,856			250,011			223,479		
<hr/>												
Incentives		Percent	Incentive									
Average Scheduled Drops		0.46%	\$2,580,626		0.43%	\$2,425,656		0.43%	\$2,419,963		0.42%	\$2,447,229
Days Sales Outstanding		0.07%	\$381,750		0.07%	\$366,616		0.07%	\$403,352		0.07%	\$432,381
Carried Tax Adjustment			\$271,428			\$274,387			\$223,270			\$236,555
<hr/>												
Total Incentives			\$3,233,764			\$3,067,659			\$3,050,594			\$3,116,165
Adjustment (Prior Quarters)			\$3,278			\$21			\$317			-\$2,499
Net Incentives			\$3,237,041			\$3,067,120			\$3,050,901			\$3,113,666
Markup Program												

Purchase History



Incentive History



Look under the Opportunities section to see your current incentive levels.
 Your US Foods Representative can show you ways to reach the next level of incentives.

The incentives and allowances provided by US Foods may be considered a "discount" or "other reduction in price" Section 170(b)(2)(A) of Social Security Act. Accordingly, you may be required to disclose any such discount or other reduction in price you receive under any state or federal program which provides cost or charge based reimbursement for the products and services covered by our agreements.

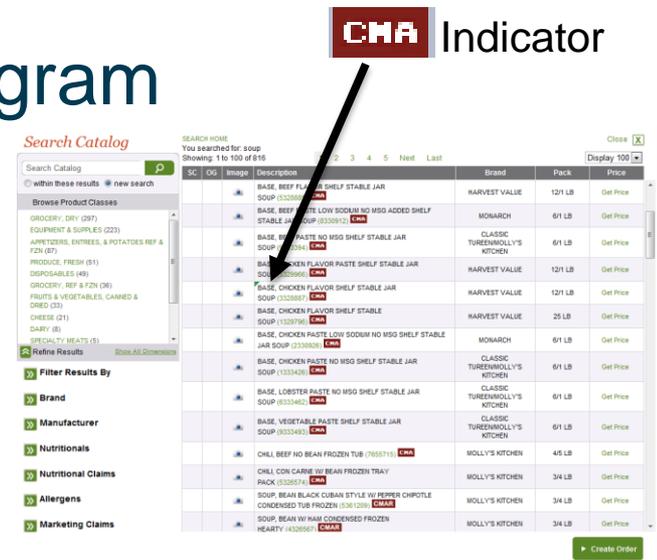
10/30/2012 8:56:21 PM Page 136 of 14222



KEEPING KITCHENS COOKING.™

Foodservice Direct Order

- Complete USFood.com functionality
 - Many features were built through collaboration with Premier members
- Custom page with links to key program updates
- Customized Product Information
 - CMA Product Flagging
 - Highlights for new contracts
 - Highlights for expiring contracts
- Customized Reporting



Meals on Wheels America – Premier Group Purchasing Organization



One of the greatest benefits of Meals on Wheels America membership is the ability to harness the power of the national network of overall programs into significant savings for your local program. Access your members-only discounts for the products and services you need to run your program successfully through Premier's group purchasing program. This member benefit is free of charge!

Premier's group purchasing services provide multiple options for members to aggregate volume and receive discounts on categories such as facilities, equipment needs, office supplies, information technology, administrative and more.



Access Premier's group purchasing savings today
by completing the enrollment form.

[GET STARTED](#)

To receive members-only discounts, you must be a
member of Meals On Wheels America.

[JOIN TODAY](#)

Online Enrollment Form



Premier Group Purchasing Organization enrollment form

Confirmation

Please confirm that you are a Meals On Wheels America participant by checking the box below before continuing. *

Our organization provides meals and/or services to seniors

Contact information

Name *

First

Last

Title *

What is the title of your role / job at your organization?

Email address *

Enter Email

Confirm Email

Phone number *

FAX

Account information

Organization name (participating member) *

Federal Tax / Employee Identification No. (TIN/EIN)

Address *

Street Address

City

State

Additional ship to locations or sites

If your agency has multiple locations that would access any or all of the GPO contracts, please download and complete this [spreadsheet template](#) ("Schedule 1") and email it to [Premier](#) to ensure that they are linked to the program.

Terms and conditions

I agree to the [Terms and Conditions](#) of participation on behalf of the Participating Member and all facilities listed on [Schedule 1](#).

I agree to the terms and conditions *

Yes

[Back to home page](#)

Organization type

Meals on Wheels Service Provider? *

Yes.

Confirm your organization provides Meals on Wheels services.

Are you a healthcare provider (i.e., receiving Medicare and/or Medicaid funding)?

Healthcare provider *

Yes

No

Food purchasing

If you are interested in the Meals On Wheels / Premier Foodservice program please provide the following information:

Estimated Annual Foodservice Purchases: \$

Current Foodservice Distributor(s)

Average Daily Sales Outstanding (account payable terms)

Scheduled Food Deliveries Per Week

Average Food Drop Size: \$

Are you interested in other contract categories?

Check all that apply.

- Office supplies
- Copiers / print services
- Background checks
- Janitorial supplies
- Furniture
- Facilities / construction
- Foodservice equipment

Get Started...



<http://mealsonwheels.premierinc.com/>

Candace Duerr-Regional Manager-Premier Inc.

candace_duerr@premierinc.com

Zenzo Tazawa – Premier Director – US Foods

Zenzo.Tazawa@usfoods.com

Doyle Delph-Manager, Member Relations and Business Services-
Meals on Wheels America

doyle@mealsonwheelsamerica.org



How Discount Programs Allow You to Save More to Serve More

Session Q & A

QUESTIONS ABOUT THE MEMBER DISCOUNT PROGRAM?



Doyle Delph

Manager, Member Relations and Business Services,

Meals on Wheels America

Arlington, VA

doyle@mealsonwheelsamerica.org

Don't forget to evaluate today's session in the Conference App!

