

USDA Foods:

Food and Nutrition Service Initiatives

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United States Department of Agriculture
Food and Nutrition Service



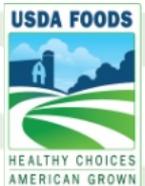
USDA/FNS Initiatives

2015 Dietary Guidelines for Americans

- Expected release by end of 2015
- No immediate changes expected in USDA Foods program
- FNS will evaluate and adapt foods and food packages as needed



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USDA Foods: Initiatives

Lower Sodium Products for Schools

- Sodium Target 1 in place and in second year of implementation
- USDA Foods is preparing for Sodium Target 2 scheduled for implementation in SY17-18
- Prioritize reductions where feasible, specifically in protein items
- Will collaborate with industry to discuss possible reductions and get input



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WHAT YOU SHOULD KNOW...

The sodium targets for school meals help kids eat less sodium while still getting the amount they need to stay healthy.

FOR SCHOOL NUTRITION PROFESSIONALS

WHAT'S SHAKING?

creative ways to

BOOST FLAVOR LESS SODIUM



TOP SOURCES OF SODIUM FOR CHILDREN

- pizza
- bread
- cheese
- lunch meats
- chips

Lowering sodium in children's diets today can help prevent heart disease tomorrow.



SCHOOLS ARE MAKING A DIFFERENCE!

Before Updated Nutrition Standards (1,650 mg)

After (1,420 mg)

(Depicts sodium content data for high schools.)

School lunches now have 230 mg less sodium.



90%

of children in the United States consume too much sodium.

HOW YOU CAN REDUCE SODIUM *in* SCHOOL MEALS



1 USE HERBS & SPICES

Feature "Flavor Stations" in your cafeteria where students can add seasonings (without added sodium) that appeal to their tastes.



2 EXPLORE NEW RECIPES

Find large quantity recipes for school food service on the new recipe Web site, <http://www.WhatsCooking.fns.usda.gov>.



3 ORDER USDA FOODS

Stretch your budget and serve nutritious foods by planning your school meals around no-salt-added or low-sodium USDA Foods.



4 CONTACT VENDORS

Write bid specs that request lower sodium options. Depending on the brand, a food item may have different amounts of sodium.



Check out all of our resources at the "What's Shaking?" Web site:
[HTTP://HEALTHYMEALS.NAL.USDA.GOV/WHATSSHAKING](http://HEALTHYMEALS.NAL.USDA.GOV/WHATSSHAKING)



Industry Offers Lower Sodium Options



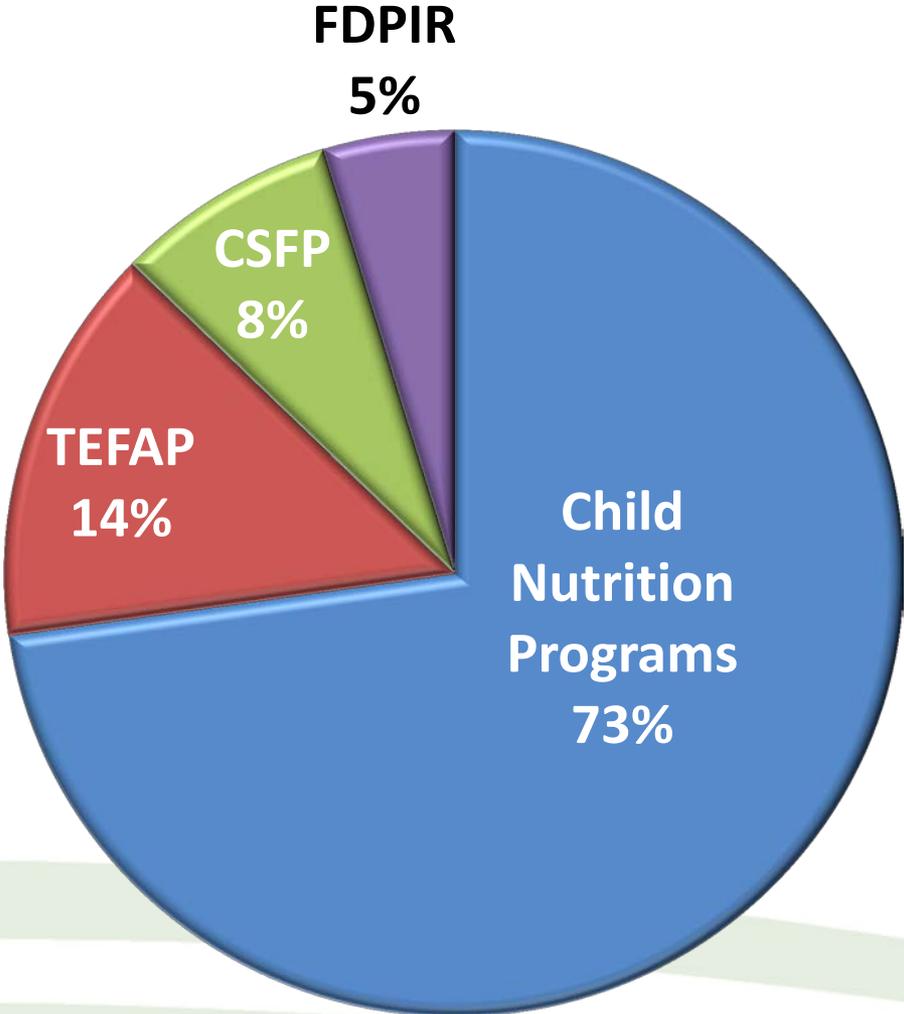
- Pizza manufacturers: adjusting spec's to achieve lower sodium versions of their products
- Poultry vendors: adjusting brine solutions (sodium replacements), spice blends, and breading mixes to lower sodium
- Cold cuts/Cured Meats: many manufacturers report a 30-50% reduction in sodium already in place
- Lower sodium soups and sauces



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USDA Foods Estimated FY16 Funding

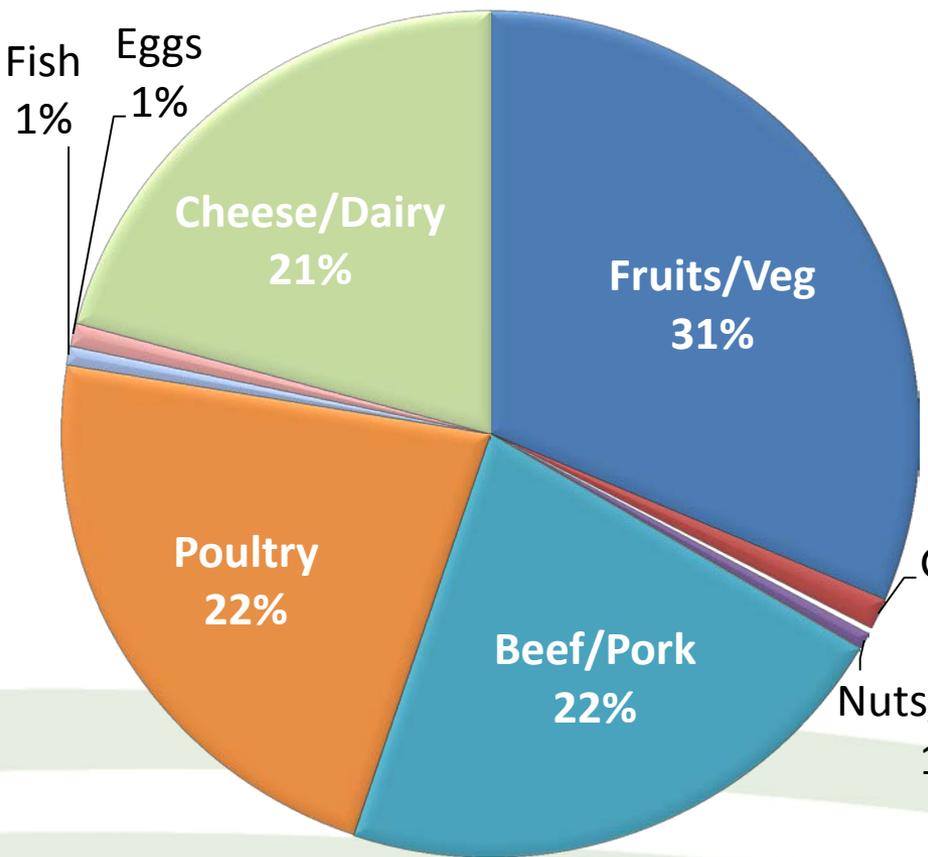


Anticipated FY16 Food Purchases

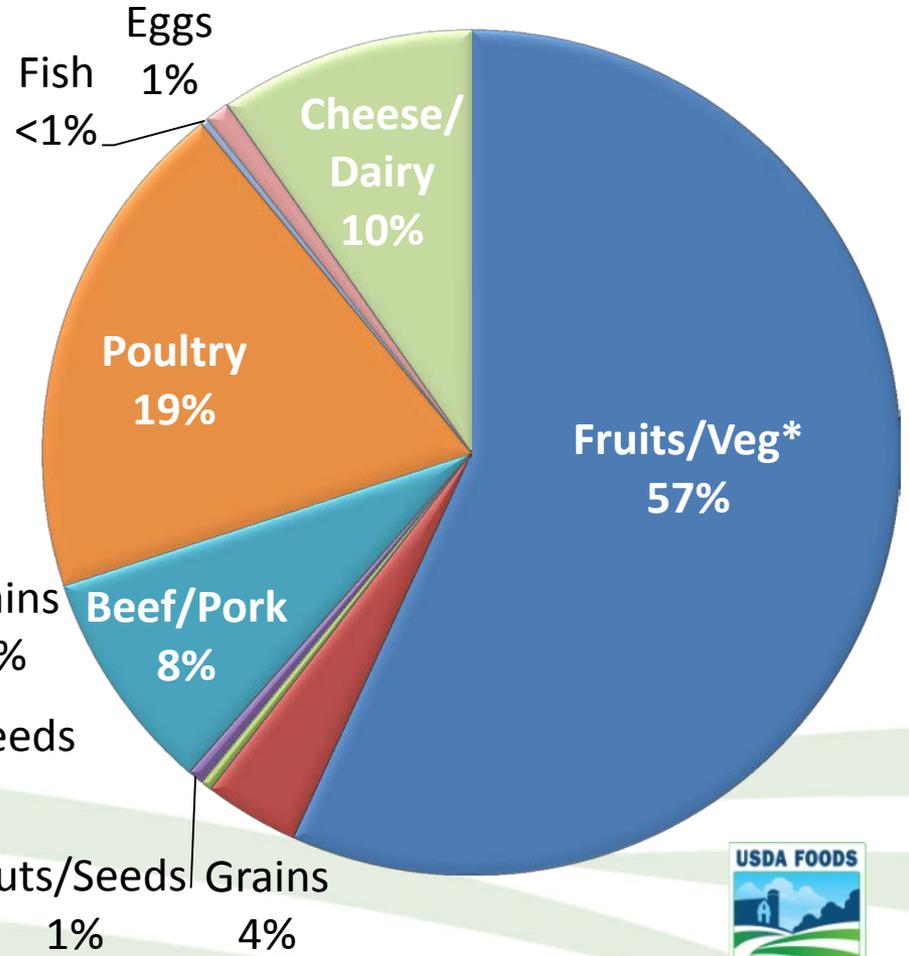
Program	USDA Foods \$
CNP	\$1,600,752,000
TEFAP	\$319,750,000
CSFP	\$175,932,000
FDPIR	\$103,664,000
TOTAL	\$2,200,098,000

USDA Foods FY14 School Purchases

FY14- Total Dollars



FY14- Total Pounds



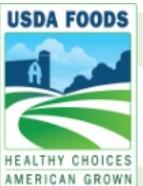
*Value estimated for DoD Fresh

USDA Foods: Operations Updates

- **SY16 Entitlement Rate**
- **SY15-16 Spending**

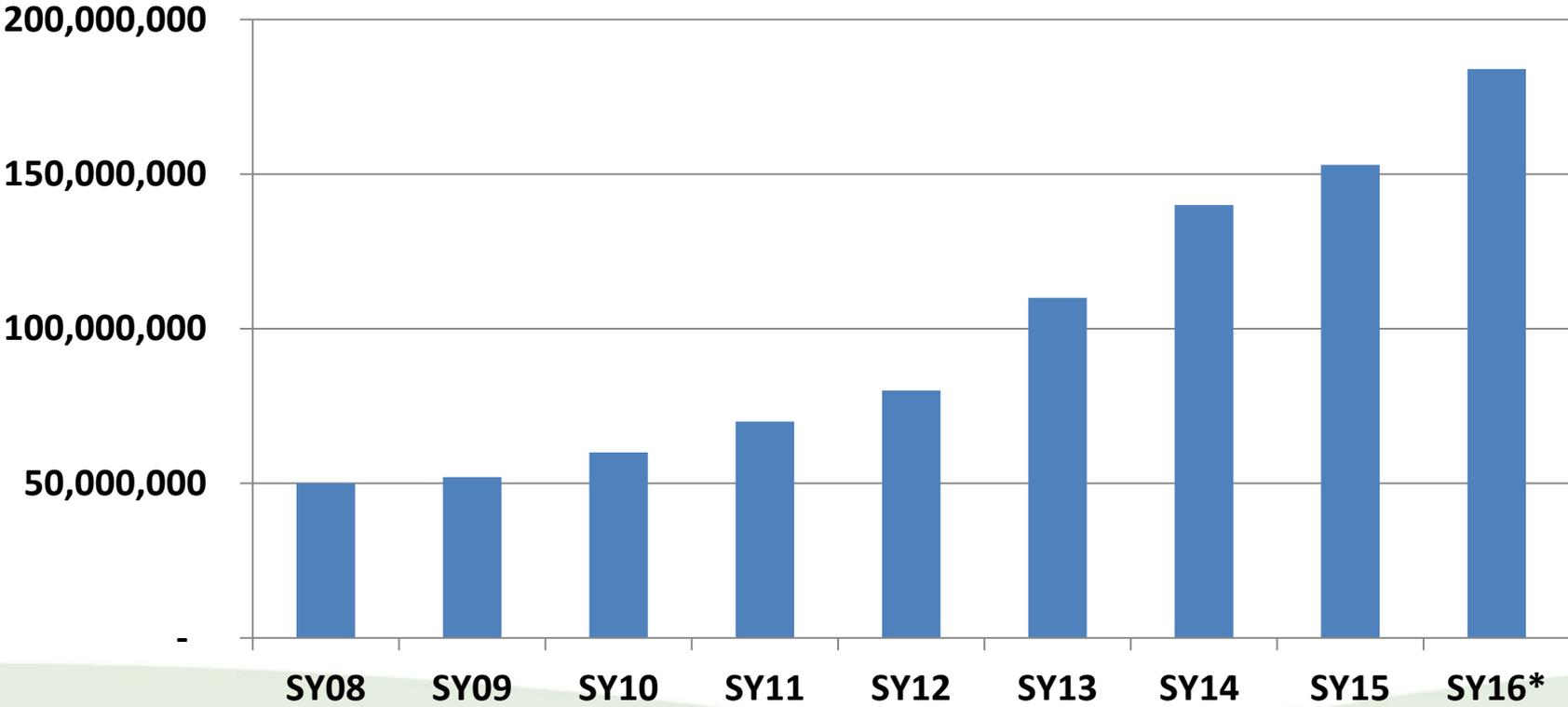


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USDA Foods: DoD Purchases SY08-16

DoD Fresh Fruit and Vegetable Program Purchases



* Estimated

USDA Foods: Pilot Project

Pilot Project for the Procurement of Unprocessed Fruits and Vegetables:

- States can use entitlement for unprocessed fruit and vegetable purchases they bid/contract on their own
- Supports local procurement of fruits and vegetables
- Vendors must be approved by AMS
- Participating States: CA, CT, MI, NY, OR, VA, WA, WI

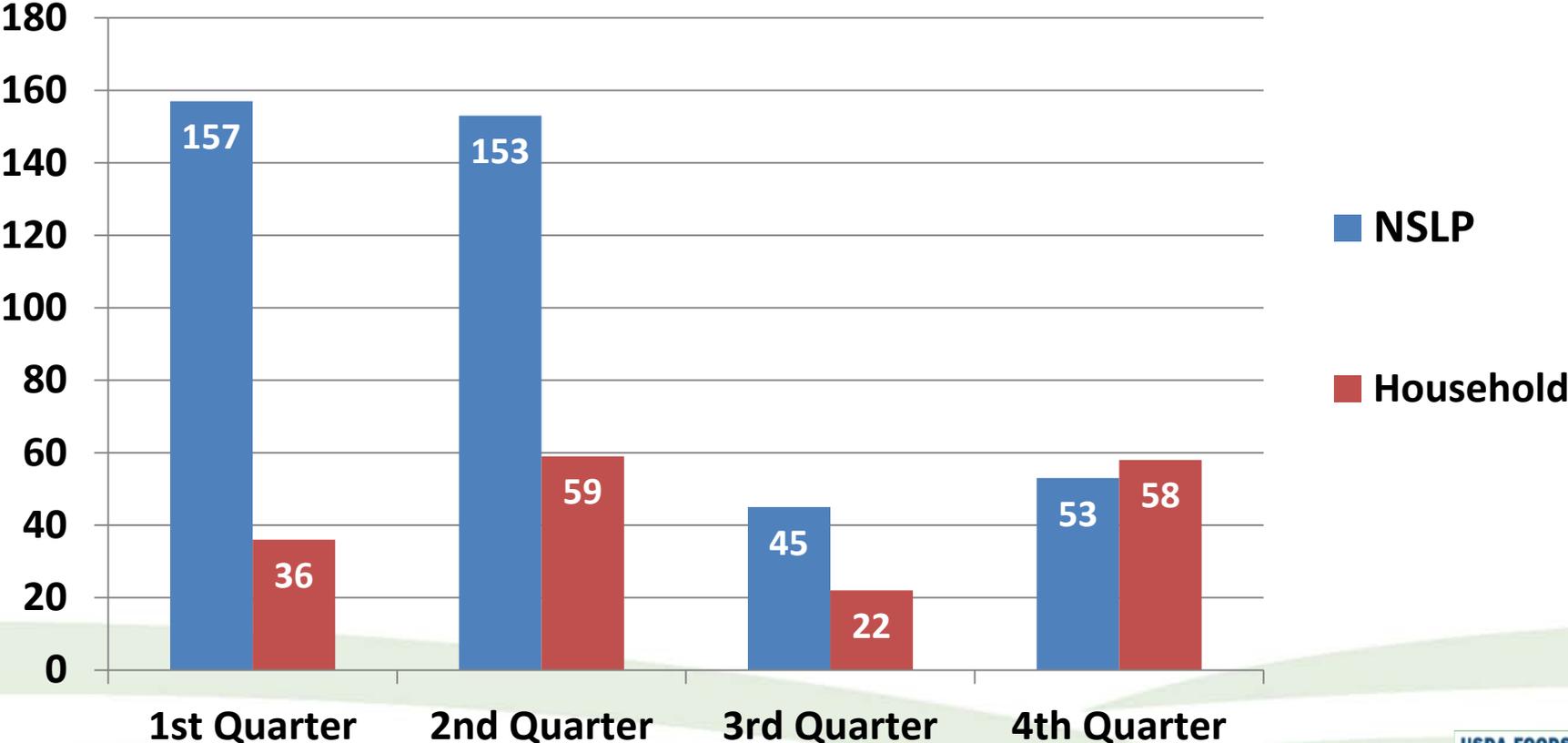


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USDA Foods: Operations Updates

FY 15 Complaints



USDA Foods: Policy Update

- **FNS Instruction 709-5**
Published: June 2, 2015
- **Proposed Donated Foods Rule (7 CFR Part 250)**
Published: October 22, 2014
Comments were due: January 20, 2015
- **Processing Regulation**

USDA Foods: How to Get on the List

How USDA Determines Customer Needs/Demand:

- Feedback from stakeholder workgroups/meetings/conferences
- Formal surveys/outreach
- Informal feedback from State agencies/school districts
- Trends analysis of current product requests
- Industry distribution trends in similar market

USDA FOODS: HOW TO GET YOUR PRODUCT CONSIDERED

The U.S. Department of Agriculture (USDA) Food and Nutrition Service (FNS) strives to provide nutritious food to our nation's children and low income families while strengthening American agriculture by purchasing food to support schools, institutions, and food assistance programs. FNS works with Agricultural Marketing Service (AMS) and Farm Service Agency (FSA) to purchase a pre-determined list of USDA Foods products. If your product is not yet being purchased by USDA, please review the following criteria to determine if your product meets the minimum criteria for consideration by USDA.

In order to be considered as a USDA Food, the product must:

- **Be 100% grown and processed in the United States or its territories.** USDA aims to support and strengthen American agriculture, so all food products and ingredients must be domestic, with limited exceptions.
- **Support the nutrition goals in the Dietary Guidelines for Americans¹.** Products considered for distribution by USDA must align with the Dietary Guidelines for Americans and the nutrition guidelines for each program setting (e.g. Healthy-Hunger Free Kids Act of 2010²). The guidelines encourage a variety of fruits and vegetables, whole grains, fat-free and low-fat dairy, and items that are low in sodium, saturated fat, trans fat, added sugar, and refined grains. For example:
 - Fruits (fresh, frozen, dried, or canned in 100% juice or extra light syrup)
 - Vegetables (no salt added or low-sodium)
 - Beans/legumes (no salt added or low-sodium)
 - Grain products (whole grain or at least 50% whole grain content)
 - Milk and other dairy products (low-fat or nonfat)
 - Meats and meat alternates (low in fat, saturated fat, and sodium)
 - Nuts and seeds (unsalted)
- **Be versatile.** USDA Foods provide products for school children, families, the elderly, emergency feeding programs, and persons residing on Indian Reservations. We seek to purchase foods that meet the needs of the diverse population served by these programs nationwide. Many USDA Foods are basic food items that can be used in a variety of recipes and meal patterns.
- **Be available from more than one vendor.** USDA strives to purchase food products that are available from multiple vendors to encourage competitive pricing. It is unlikely that the product would be considered if it is patented and/or a "sole source" product (e.g. only one company can supply).
- **Have a documented demand in a commercial setting.** USDA seeks to purchase foods that have been used successfully in a similar program setting. For example, vendors are encouraged to market their products to schools directly first to determine demand for the product in the National School Lunch Program. USDA product purchases are request driven, so the list of available foods must reflect items that are currently being used or are requested by schools or household programs.
- **Be produced by a responsible entity.** Vendors must demonstrate their responsibility in areas such as experience and past performance through successful participation in a commercial/governmental setting. USDA will not be the first or the only customer for a product. Vendors must also demonstrate financial solvency and the capacity to meet contract requirements in terms of quality, timeliness, and quantity. Refer to the [Federal Acquisition Regulation \(FAR\) 9.104-1](#) for additional information.

If your product meets all of the above criteria, you may submit product information to this mailbox for consideration: USDAFoods@fns.usda.gov. Please provide a complete description of the product, including packaging information, nutritional data, indications for use, cost per pound, and storage requirements. In addition, items that are used in Child Nutrition Programs require an ingredient statement, product formulation statement or CN Label, and allergen information if applicable. USDA will review all submissions that include the requested information to determine if the product could be considered for a limited purchase into future procurement cycles.

If your company supplies products that are already being purchased by USDA, please refer to the AMS and FSA websites³ for information on how to become a qualified vendor and to review upcoming solicitation schedules.

¹ <http://www.cnpp.usda.gov/DietaryGuidelines.htm>
² <http://www.fns.usda.gov/school-meals/healthy-hunger-free-kids-act>
³ www.ams.usda.gov and www.fsa.usda.gov



USDA Foods: Initiatives

New Product Research Focus Areas

- Products that help schools meet meal pattern requirements
- Products in packages to help meet individual program needs
- Explore purchase of traditional foods for FDPIR
- Explore purchase of kosher and halal foods



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USDA Foods: Initiatives

Product Labeling

- **Successful initiative: canned fruits and vegetables**
- **Exploring expansion to other products and product categories**
- **Focus on Customer Perception and Providing Needed Information**



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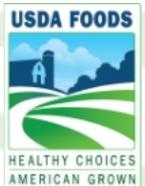
Availability of Nutrition/Allergen/Ingredient Information for Schools

- **Need: Vendor-specific nutrition/allergen/ingredient information for USDA Foods products for schools**
- **Solution: Web-based solution using the Child Nutrition Database; collect USDA Foods vendor information and make available to States/schools**

USDA Foods: Initiatives

Availability of Nutrition/Allergen/Ingredient Information for Schools

- **Vendor support needed to ensure schools have access to the most up-to-date product information to:**
 - **Make informed decisions when selecting USDA Foods products**
 - **Appropriately analyze nutritional content of menus**
 - **Take precautions in the foodservice setting to avoid allergen-related incidents**
 - **Identify allergens/ingredients of concern that are not required by the allergen statement**



USDA Foods Communication

- Quarterly Calls with State Distributing Agencies
- Monthly Ordering Updates
- Conference Call with Processors
- New USDA Foods E-Letter

Sign up via GovDelivery on the FNS website:

<http://www.fns.usda.gov/fdd>

-Webinars

www.youtube.com/user/USDAfoodandnutrition

Questions?



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