USDA Foods:
Dairy, Grains and Oilseeds Products
Specification Updates

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New Products/Specification Updates

• Seek versatile, high volume products
• Align with commercial manufacturing/performance based practices
• Packaging and labeling - helping customers use the products; perceptions about quality
Products Reviewed 2017

Grains
• Bakery Flour Mix—new pack size and type
• Tortilla – clarify whole grain
• Whole wheat flour – clarify, add white whole wheat
• Oats – clarify “quick cooking” type
• Farina – change package size
• Toasted oat cereal – individual packaging
• Whole grain rich pasta in 1 lb box
Products Reviewed 2017

Oilseeds
- Sunflower seed butter – included Kosher requirement
- Peanut butter - clarify packaging requirements for individual serving

Dairy
- Hi protein yogurt- added peach 4 oz
- sliced cheddar cheese - Continuing market research
- mozzarella cheese - Continuing work on meltability and quality issues
Labeling/Packaging

• FDA defines minimum label information on **primary** packaging:
  – Company name
  – Company/Plant location
  – Food item
  – Ingredient list
  – Allergen declaration
Labeling/Packaging

Where can I find the requirements?

– USDA specifications – include link to FDA
  • 21 CFR 101

OR

– Solicitation language
Labeling/Packaging

• Additional USDA Foods needs:
  – Nutrition Facts Panel
  – More colorful, “retail” (at least two colors; picture/image)
  – Easy to open
  – Cooking/handling instructions
Looking Ahead....

Updating packaging
- exploring smaller household sizes
- colorful, retail packaging
- Implementing new format: Nutrition Facts Panel
Changes to Nutrition Facts Panel

https://www.fda.gov/food/guidanceregulation/guidancedocumentsregulatoryinformation/labelingnutrition/ucm385663.htm

<table>
<thead>
<tr>
<th>Nutrition Facts</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Serving Size:</strong> 2/3 cup (55g)</td>
</tr>
<tr>
<td><strong>Servings Per Container:</strong> About 8</td>
</tr>
<tr>
<td><strong>Amount Per Serving:</strong></td>
</tr>
<tr>
<td><strong>Calories:</strong> 230</td>
</tr>
<tr>
<td><strong>Calories from Fat:</strong> 72</td>
</tr>
<tr>
<td><strong>Total Fat:</strong> 8g</td>
</tr>
<tr>
<td><strong>Saturated Fat:</strong> 1g</td>
</tr>
<tr>
<td><strong>Trans Fat:</strong> 0g</td>
</tr>
<tr>
<td><strong>Cholesterol:</strong> 0mg</td>
</tr>
<tr>
<td><strong>Sodium:</strong> 160mg</td>
</tr>
<tr>
<td><strong>Total Carbohydrate:</strong> 37g</td>
</tr>
<tr>
<td><strong>Dietary Fiber:</strong> 4g</td>
</tr>
<tr>
<td><strong>Sugars:</strong> 1g</td>
</tr>
<tr>
<td><strong>Protein:</strong> 3g</td>
</tr>
<tr>
<td><strong>Vitamin A:</strong> 10%</td>
</tr>
<tr>
<td><strong>Vitamin C:</strong> 8%</td>
</tr>
<tr>
<td><strong>Calcium:</strong> 20%</td>
</tr>
<tr>
<td><strong>Iron:</strong> 45%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Calories:</th>
<th>2,000</th>
<th>2,500</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Fat</td>
<td>Less than 45g</td>
<td>65g</td>
</tr>
<tr>
<td>Sat Fat</td>
<td>Less than 22g</td>
<td>25g</td>
</tr>
<tr>
<td>Cholesterol</td>
<td>Less than 300mg</td>
<td>300mg</td>
</tr>
<tr>
<td>Sodium</td>
<td>Less than 2,400mg</td>
<td>2,400mg</td>
</tr>
<tr>
<td>Total Carbohydrate</td>
<td>300g</td>
<td>375g</td>
</tr>
<tr>
<td>Dietary Fiber</td>
<td>25g</td>
<td>30g</td>
</tr>
</tbody>
</table>

*The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutritional advice.*
Looking ahead

• FDA issued a **proposed rule** to extend the compliance dates:
  – Jan. 1, 2020, for manufacturers with $10 million or more in annual food sales.
  – Jan. 1, 2021, for manufacturers with less than $10 million in annual food sales.
Looking Ahead....

• FDA intends to exercise enforcement discretion with respect to the current July 26, 2018, and July 26, 2019, compliance dates
SKU Rationalization

- Monitoring trends/products volumes
- When and how to “retire” products
  - low volumes- analyze why
  - Updating package sizes
Looking ahead....

• Lead times for product updates
• How to align with commercial best practices
• What contracting challenges might we encounter?
Summary

USDA Foods: Looking to the future

- Program priorities
- Dietary Guidelines
- Adapt to changing markets/customer needs
- Monitor trends
Questions?