



Looking Ahead

Developing New Products
and
Specification Updates





Specification Review Project

- Establish a timeline for annual research/new product development
- Seek versatile, high volume products that could be offered to both schools and households
- Where are current requirements adding cost but no value?





Information Gathering - AMS

- Stakeholder meetings
 - American Commodity Distribution Association
 - School Nutrition Association, including SNIC
 - Industry Meeting
- Responses to Notice to Trade
- Industry/Vendor feedback
- Production challenges - inspection/grading/line time
- Product complaints – are these attributable to specification or ?





Information Gathering- FNS

- Stakeholders: State agencies and school districts
- Forums: conferences, webinars, surveys, State calls, Regional input, school trends, complaints, emails
- Factors to Consider: Nutrition/meal pattern needs, demand (number of sites and volume), versatility
- New Product ideas:

USDAFoods@fns.usda.gov





Align with commercial practices

- Manufacturing efficiencies and limitations
- Packaging and labeling - how these shape perceptions about the products
- Responding to RFI and draft specs is critical!





Decision matrix

Key Factors:

- How would the new product or spec change impact market availability?
- Would this potentially increase or decrease vendor participation?
- How does the product support meal pattern/Dietary Guidelines?
- How would it add value for recipients?
- What contracting challenges might we encounter?





New Product Development Focus Areas

- Support School Meal Pattern Requirements
 - Increase variety within vegetable subgroups
 - Help schools meet sodium targets
 - Help schools implement whole grain-rich requirements
- Support ease of preparation/service in schools
- Support Dietary Guidelines for Americans goals
- Support specific program needs (e.g. Backpack program, traditional foods)
- Support ag markets and expand vendor participation





New products for consideration:

Fruits/Vegetables:

Sweet potato crinkle cut

Red and Green Peppers and Onion blend

Meat/Poultry/Fish

Minimally seasoned cooked shredded pork

Cooked beef patty – no soy

Pollock product

Chicken filet/patty





New products for consideration:

Grains/Nuts/Oils

Peanut Butter –individual portion

Dairy

Cheddar Cheese –sliced

High protein yogurt – other flavors 4 oz;

larger containers for plain and vanilla

Bulk fluid milk for processing





Other specifications:

Build truckloads efficiently – cases per truck

Clarify allergens – no soy/gluten/advisory labels

Sodium reductions where possible– 10-15% from current level

- Pork ham (also increase dice size)
- Chicken fajita
- Canned beef stew

More consistent flavor/texture/size

- Spaghetti sauce and salsa
- Frozen strawberries – sliced IQF vs pail?
- Cheddar cheese loaf

Primary packaging/labeling – what are cost implications?

- Dried fruit, including individual portion dried cranberries
- Other individual portion products – juice, fruit cups





Timeline

October 2015

- Get additional feedback at industry meeting
- Issue Requests for Information for some products

November 2015

- Post draft specifications for 2 week comment period

December 2015

- Finalize specifications in advance of new purchase cycle
- NSLP Foods Available List

January 2016

- Release WBSCM catalogs





Other key initiatives

- Access to nutrition, allergen and ingredient info
- Updates to Food Buying Guide
- Product Formulation Statement templates





Child Nutrition Database

- Web-based data collection tool currently used by USDA
- Additional USDA Foods information requested by States and school districts
- Upgrades made to tool by USDA Foods
 - USDA Foods material code/material description
 - Nutrition Information
 - Ingredients
 - Allergen information
 - Kosher certifications
- How Information Will be Used

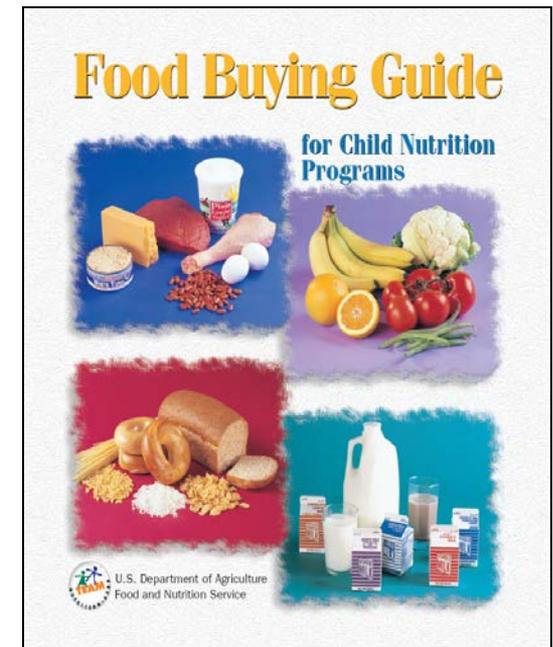
The screenshot shows the USDA Food and Nutrition Service website. At the top, it says 'USDA United States Department of Agriculture Food and Nutrition Service'. Below this is a navigation bar with links for 'Home', 'About CNDB', 'New Window', 'Contact Us', and 'Logout'. There is also a search bar and a link to 'Add New Product | Edit Product | Mark Product as Discontinued'. The main content area features a red header for 'CN Database Qualification Report'. Below this, there is a paragraph explaining the Paperwork Reduction Act of 1995 and the purpose of the information collection. A red box contains the text: 'Welcome to the web tool for submitting nutrient information into the Child Nutrition Database for release annually during springtime.' Below this, there is a link to 'submit your information via the Internet' with a note: '[Please complete all data entry within 30 minutes or incomplete work will be lost.]'. There is also a section for users who prefer to submit information via paper, mentioning 'USDA Form FNS-710 [Adobe PDF Version]'. At the bottom, there is a footer with links for 'CNDB Home | Policies and Links', 'FOIA | Accessibility Statement | Privacy Policy | Non-Discrimination Statement | Information Quality | FirstGov | White House', and a copyright notice: '© FNS 2015 CNDB. CNDB is meant for the FNS community and other authorized users. Access by others will be prosecuted to the fullest extent of the law.'





Food Buying Guide for Child Nutrition Programs

- Updated in phases
 - ✓ Grains section now includes 25 whole grain and whole-grain rich items.
 - ✓ 40 additional fruit and vegetable items will be added
- Web-Based Food Buying Guide
 - ✓ Allows for easier searching, navigation, and display of content
 - ✓ Comparison of foods within food categories (e.g. diced canned carrots vs. diced fresh carrots)
- <http://www.fns.usda.gov/tn/food-buying-guide-school-meal-programs>
- Develop Mobile App





Manufacturer's Product Formulation Statement (PFS)

- PFS Templates
- Checklist for Evaluating a PFS
- Webinar:
 - Manufacturer's PFS – *providing accurate info to schools*



Sample Product Formulation Statement (Product Analysis) for Meat/Meat Alternate (MMA) Products

Child Nutrition Program operators should include a copy of the label from the purchased product carton in addition to the following information on letterhead signed by an official company representative.

Product Name: _____ Code No.: _____

Manufacturer: _____ Case Pack/Count/Portion Size: _____

I. Meat/Meat Alternate
Please fill out the chart below to determine the creditable amount of Meat/Meat Alternate

Description of Creditable Ingredients per Food Buying Guide (FBG)	Ounces per Raw Portion of Creditable Ingredient	Multiply	FBG Yield/ Servings Per Unit	Creditable Amount *
		X		
		X		
		X		
A. Total Creditable MMA Amount¹				

*Creditable Amount - Multiply ounces per raw portion of creditable ingredient by the FBG Yield Information.

<http://www.fns.usda.gov/cnlabeling/food-manufacturersindustry>





Summary

- **USDA Foods as a dynamic list of options**
 - **What value provided to nutrition and feeding programs?**
 - **What value provided to agriculture industry?**
 - **Which USDA Foods products most useful in accomplishing dual mission?**





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