



USDA Foods: New Products Specification Updates and Labeling

Looking Ahead





USDA Foods–Mission

- 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 – Healthy eating patterns
 - Increase fruit and vegetables
 - Increase whole grains/products
 - Reduce sodium and added sugars
- Support specific program needs (e.g. Backpack program, traditional foods)
- Support ag markets and expand vendor participation





New Products/Specification Updates

- Seek versatile, high volume products
- Timing with harvest/production
- Align with commercial manufacturing/performance based practices
- Packaging and labeling - helping customers use the products; perceptions about quality





Labeling/Packaging

- FDA/FSIS defines minimum label information on **primary** packaging:
 - Company name
 - Company/Plant location
 - Food item
 - Ingredient list
 - Allergen declaration





Labeling/Packaging

- Additional USDA Foods needs:
 - Nutrition Facts Panel
 - More colorful, “retail” (at least two colors; picture/image)
 - Cooking/handling instructions





Labeling/Packaging

Where can I find the requirements?

- USDA specifications –include link to FDA
 - 21 CFR 101
- OR
- Solicitation language

For 2018-2019– add to Master Solicitation document?





Labeling/Packaging

Package sizes and types:

- Schools/Institutional Foodservice pack
- Households –what is common retail size?
- What could work for both?

Bonus purchases/surplus removal

- ✓ Household package sizes-distribution through food banks
- ✓ Must meet labeling requirements





Labeling/Packaging

Phased implementation through 2017-2018 purchase cycle

- Updated FDA nutrition labeling
- product development/reformulation





Changes to Nutrition Facts Panel

format

<http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/LabelingNutrition/ucm513734.htm>

Nutrition Facts	
Serving Size 2/3 cup (55g) Servings Per Container About 8	
Amount Per Serving	
Calories 230	Calories from Fat 72
% Daily Value*	
Total Fat 8g	12%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	12%
Dietary Fiber 4g	16%
Sugars 1g	
Protein 3g	
Vitamin A	10%
Vitamin C	8%
Calcium	20%
Iron	45%
* Percent Daily Values are based on a 2,000 calorie diet. Your daily value may be higher or lower depending on your calorie needs.	
	Calories: 2,000 2,500
Total Fat	Less than 65g 80g
Sat Fat	Less than 20g 25g
Cholesterol	Less than 300mg 300mg
Sodium	Less than 2,400mg 2,400mg
Total Carbohydrate	300g 375g
Dietary Fiber	25g 30g

Nutrition Facts	
8 servings per container	
Serving size	2/3 cup (55g)
Amount per serving	
Calories	230
% Daily Value*	
Total Fat 8g	10%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	13%
Dietary Fiber 4g	14%
Total Sugars 12g	
Includes 10g Added Sugars	20%
Protein 3g	
Vitamin D 2mcg	10%
Calcium 260mg	20%
Iron 8mg	45%
Potassium 235mg	6%
* 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 nutrition advice.	





New Products/Specification updates

- Stakeholder meetings
 - American Commodity Distribution Association
 - School Nutrition Association, including SNIC
 - Industry Meeting
- Industry/Vendor feedback
 - Formal vs informal –which works better?
- Recipient feedback –variability/product performance





Decision matrix

- Would the new product or spec update
 - impact market availability?
 - Impact vendor participation?
 - support meal pattern/Dietary Guidelines?
 - add value for recipients?
- What contracting challenges might we encounter?





Products under consideration:

More Fruits and Vegetables:

- mixed berry cup
- butternut squash
- diced potatoes
- vegetable blend – frozen
- mixed vegetables - canned

More whole grain options:

- 100% white whole wheat flour





Products under consideration:

Versatile protein options:

Alaska Pollock fish stick

Beef strips

Chicken drumsticks

Chicken filet/patty

Egg patty

Chili with beans – shelf stable

High protein yogurt – peach 4 oz cup

Sliced cheddar cheese

Bulk skim milk





Potential specification updates:

More consistent flavor/performance/reduce variability

Vegetarian beans

Refried beans

Chicken strips

Mozzarella cheese - effective CY 2017

Whole grain rich products (tortillas, pasta)





Potential specification updates:

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

Why?

- Cooked beef/pork/ham
- Turkey roast
- Canned beef stew





Potential specification updates:

Reduce Added Sugars:

high protein yogurt – less than 15 grams/4oz

Ready To Eat cereal – less than 6 grams/1oz serving

New package sizes:

- Frozen liquid eggs – 2lb cartons
- Frozen fruits and vegetables (2.5 and 5lb)
- Individual portions
 - Unsweetened applesauce cups in 4-pack sleeve
 - Ready to Eat Toasted oat cereal
- Cream of mushroom soup – condensed, “healthy”





Other key initiatives

- Identify/expand Kosher products
 - existing Kosher certifications
- Access to nutrition, allergen and ingredient info





Timeline

November 2016

Post draft specifications for 2 week comment period

Finalize specifications for new products

December 2016

Updated Foods Available List for Schools

January 2017

Schools begin ordering in WBSCM





Test Your USDA FOODS knowledge!





Test Your USDA FOODS knowledge!

Which cooked poultry product is requested in largest volume?

- Chicken Fajita strips
- Chicken strips- unseasoned

- Answer: Chicken Fajita Strips 11,310,000 lbs

Chicken Strips

5,577,000

lbs





Test Your USDA FOODS knowledge!

True or False:

Foods purchased for surplus removal are exempt from FDA labeling requirements.

Answer: False





Test Your USDA FOODS knowledge!

USDA receives requests for specification changes from which stakeholders?

- a) Industry
- b) Schools
- c) Household program recipients
- d) a) and b)
- e) **All of the above**





Summary

USDA Foods: Looking to the future

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





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