

# USDA Foods - What's New?

AKSNA 2019

# USDA Foods Facts

- Entitlement dollars allocated to States based on meals served in prior year multiplied by the federal meal rate
- Federal meal rate is published annually in July, for school year 2020 it is .3350 cents per meal
- USDA Foods equals 15-20% of foods used in school meals
- USDA Foods are not “surplus” foods, they are the same as the commercial products

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# Changes in USDA Foods

More orders and variety of foods

# Request Driven Ordering of USDA Foods

## School and Agency Input

- YOU receive an announcement in the December program bulletin regarding the SURVEY MONKEY that is open
- YOU submit a response on SURVEY MONKEY with input on what USDA Foods your school is interested in
- WE create a survey in CNP-Web based off of the survey choices
- YOU place your order for USDA Foods that are in the survey for the entire upcoming school year
- WE gather all orders and “balance” the order truckloads, trying to split with neighboring states if needed
- WE place an order with USDA for the USDA Foods YOU have requested

# Availability of Bulk USDA Foods for Processing

- Selection of processed items are done through Invitation to Bid to processor for specific end products.
- Input from YOU of processed end products YOU have interest in through vendor show at AKSNA .
- Schedule of Invitation to Bid (ITB) sent to processors for selected end products for SY2020:
  - Peanut butter end products - Smucker's
  - Alaskan Pollock end products - Trident

# Submitting Orders Throughout the School Year

## Surveys (ordering)

- First survey will be opened January and close in February with delivery periods beginning in August and ending in March.
- If bonus USDA Foods are offered, a separate survey will be opened and all SFAs will be notified in the program bulletin or through broadcast email.

# Administrative Fee

- The administrative fee for SY20 has not been determined
- The fee is used for cost associated with shipping the processed orders to the schools and agencies, also the salaries and benefits for the Food Distribution staff



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# Direct USDA Foods vs Processed USDA Foods

There is a difference.

# Direct USDA Foods(Brown Box)

- Direct USDA Foods (Brown Bow)
  - Orders go directly from State to USDA
  - USDA Foods shipped to one of the 13 pre-paid destinations which are

Anchorage

Soldotna

Unalakleet

Bethel

Dillingham

Juneau

Ketchikan

Wasilla

Fairbanks

Kotzebue

Mt. Village

Kodiak

Sitka

Schools pay for shipping beyond their designated drop point and a per case state administration fee

## Processed USDA Foods

- Orders go from State to USDA to Processor
- Processor which may require a credit line application
- Processed USDA Foods are shipped directly to the school district or agency
- School or agency pays Processor fee-for-service
- School or agency pays per case for state administrative fee

# What is the Processor Fee-for Service ?

- It is the price per pound or by case representing a processor's cost of ingredients other than the USDA donated foods, labor, packaging, overhead, and other costs incurred in the conversion of the USDA donated food into the specified end product.
- Example; JTM Beef Patty
  - Commercial Value = \$95.74
  - USDA Case value = \$67.78
  - Entitlement dollars are used for this amount
  - Fee for Service = \$27.96
  - This is the amount you will be billed by the processor

# Processors for USDA Foods for SY20

- Asian Food Solution - Asian chicken entrees
- Cargill- Breakfast entrees
- Horizon – Fruit pockets
- JTM – Beef and turkey products
- MCI/Los Cabos – Mexican entrees
- National Food Group- Applesauce
- Tyson/Advance Pierre- Chicken and beef products
- Schwan's – Pizza and breadsticks
- Smuckers- Peanut butter sandwiches
- Taco Loco – Tortillas
- Trident – Alaska Pollock products

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# How USDA Foods Support the Meal Pattern

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# USDA Foods Support Meal Pattern Requirements

## Fruits

- Canned fruits in extra light syrup or juice
  - Mixed Fruit
  - Peaches
  - Pears
  - Applesauce is unsweetened
- Frozen fruits- blueberries, strawberry and mixed fruit cups
- Applesauce cups
- Orange Juice in single servings
- Dried cranberries in individual packages

# USDA Foods Support Meal Pattern Requirements

## Vegetables

- Dark Green Vegetables – Frozen broccoli
- Red/Orange Vegetables- Salsa
- Beans (legumes)– Red kidney beans, black beans, and garbanzo beans
- Starchy Vegetables- Canned corn, frozen potato wedges
- Other Vegetables- Green beans

# USDA Foods Support Meal Pattern Requirements

## Meat/Meat Alternate

- Cheddar and Mozzarella Shredded Cheese
- Chicken Fajita Strips -lower sodium
- Chicken Fillet patties (unbreaded)
- Diced Chicken
- Beef crumble
- Fine Ground Beef
- Beef pre-cooked patties (No Soy)
- Pulled pork
- Turkey, sliced, smoked
- Fish sticks (Alaskan Pollock)

# USDA Foods Support Meal Pattern Requirements

## Grains

- Whole grain and enriched pastas
- Brown and white rice
- Flour, all purpose, enriched
- Tortillas

## Milk

- UHT 1% Milk

# Cost Analysis of entrée prepared with USDA Foods versus Commercial Bought Products

## Savings up 45%

Ingredient	100 Servings	Commercial Price	USDA Food Value
Rice	10.6 lbs	\$4.52	\$4.08
Corn, canned	14.2 lbs	\$11.79	\$8.19
Salsa, canned	2 #10 cans	\$8.60	\$7.41
Beans, canned	2 #10 cans	\$7.92	\$5.26
WW tortillas	5 lb	\$19.86	\$15.06
Chicken Fajita strips	12.5 lbs	\$75.56	\$27.37
Reduced Fat Cheddar Cheese	1.5 lbs	\$3.55	\$2.98
Spices	Various	\$2.73	\$2.73
Total		\$134.53	\$73.08
Cost per entrée		\$1.35	\$0.74

# Nutrient Analysis of Entrée prepared with USDA Foods verses Commercial Products

Nutrients/Serving	Commercial	w/USDA Foods
Calories	550	474
Protein	30 g	31.06 g
Carbohydrate	70 g	68.5 g
Total Fat	10 g	9.5 g
Saturated Fat	2.8 g	2.3 g
Cholesterol	52 mg	52 mg
Vitamin A	88.9 RE	137.02 RE
Vitamin C	7.38 mg	9.04 mg
Iron	3.56 mg	3.73 mg
Calcium	112.10 mg	148.78 mg
Sodium	1224.24 mg	731.28 mg
Dietary Fiber	7.76 g	9.3 g

# Why Orders Change

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# Changes in Orders

- State must balance orders by shipment requirements
- Direct USDA Foods are delivered in  $\frac{1}{4}$  truckloads,  $\frac{1}{2}$  truckloads or full truck loads
- Survey response from RAs do not arrive in at least a  $\frac{1}{4}$  truck to split with another state
- Processed USDA Foods may have a minimum order requirement
- USDA may cancel orders
- Check CNP-Web for information on orders under Allocation or Inventory
- Cancellations announced in monthly program bulletin

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# New tools from USDA

Mobile web site and enhanced available food list

# USDA Foods Available List

## Enhanced Version

- USDA Foods Available List for Schools and Institutions



### USDA Foods Available List for School Year 2019 for Schools and Institutions March 2018



USDA Foods Description	WBCSM ID	PACK SIZE
<b>FRUITS</b>		
Apples, Braeburn, Fresh	100523	40 lb case
Apples, Empire, Fresh	100517	40 lb case
Apples, Fuji, Fresh	100522	40 lb case
Apples, Gala, Fresh	100521	40 lb case
Apples, Granny Smith, Fresh	110543	40 lb case
Apples, Red Delicious, Fresh	100514	40 lb case
Apple Slices, Unsweetened, Canned	100206	6/#10 can
Apple Slices, Unsweetened, Frozen (IQF)	100258	30 lb case
Apple Slices, Unsweetened, Frozen (IQF)	110470	12/2.5 lb bag
Applesauce, Unsweetened, Canned	110541	6/#10 can
Applesauce, Unsweetened, Cups, Shelf-Stable	110361	96/4.5 oz cup
Apples, For Processing	110149	Bulk Pounds
Apricots, Diced, Cups, Frozen	100261	96/4.5 oz cup
Apricots, Diced, Extra Light Syrup, Canned	100216	6/#10 can
Apricots, Halves, Extra Light Syrup, Canned	100209	6/#10 can
Apricots, Sliced, Frozen	110862	6/5 lb bag
Blueberries, Wild, Unsweetened, Frozen	100243	30 lb case
Blueberries, Wild, Unsweetened, Frozen	100242	8/3 lb bag
Blueberries, Unsweetened, Frozen	110624	30 lb case
Blueberries, Unsweetened, Frozen	110623	12/2.5 lb bag
Cherries, Dried	100299	4/4 lb bag
Cherries, Red, Unsweetened, Canned	100228	6/#10 can
Cherries, Tart, Unsweetened, Frozen (IQF)	100237	40 lb bucket
Cranberries, Dried	100301	5/5 lb bag
Cranberries, Dried, Individual Portion	110723	300/1.16 oz bag
Mixed Berries (Blueberries, Strawberries), Cups, Frozen	110859	96/4 oz cup
Mixed Fruit (Apples, Cherries, Cranberries, Raisins), Dried	110161	5/5 lb bag
Mixed Fruit (Peaches, Pears, Grapes), Extra Light Syrup, Canned	100212	6/#10 can
Oranges, Fresh	100283	34-39 lb case
Orange Juice, Unsweetened, Cartons, Individual, Frozen	100277	70/4 oz carton
Orange Juice, Unsweetened, Cups, Individual, Frozen	110651	96/4 oz cup
Orange Juice Concentrate, For Processing	100204	Bulk Tankers
Peaches, Diced, Extra Light Syrup, Canned	100220	6/#10 can
Peaches, Diced, Cups, Frozen	100241	96/4.4 oz cup
Peaches, Sliced, Frozen	100239	20 lb case
Peaches, Sliced, Extra Light Syrup, Canned	100219	6/#10 can
Pears, Bartlett, Fresh	100282	45 lb case
Pears, Bosc, Fresh	100280	45 lb case
Pears, D'Anjou, Fresh	100279	45 lb case
Pears, Diced, Extra Light Syrup, Canned	100225	6/#10 can
Pears, Halves, Extra Light Syrup, Canned	100226	6/#10 can
Pears, Sliced, Extra Light Syrup, Canned	100224	6/#10 can
Raisins, Unsweetened, Individual Portion	100293	144/1.33 oz unit
Raisins, Unsweetened	100295	24/15 oz unit
Strawberries, Diced, Cups, Frozen	100256	96/4.5 oz cup
Strawberries, Sliced, Frozen	100254	30 lb pail
Strawberries, Sliced, Unsweetened, Frozen (IQF)	110860	6/5 lb bag
Strawberries, Whole, Unsweetened, Frozen (IQF)	110846	6/5 lb bag

USDA Foods Description	WBCSM ID	PACK SIZE	SUBGROUP
<b>VEGETABLES</b>			
Beans, Green, Low-sodium, Canned	100307	6/#10 can	OTH
Beans, Green, No Salt Added, Frozen	100351	30 lb case	OTH
Broccoli Florets, No Salt Added, Frozen	110473	30 lb case	DG
Carrots, Diced, No Salt Added, Frozen	110480	30 lb case	RO
Carrots, Diced, No Salt Added, Frozen	110481	12/2.5 lb bag	RO
Carrots, Sliced, Low-sodium, Canned	100309	6/#10 can	RO
Carrots, Sliced, No Salt Added, Frozen	100352	30 lb case	RO
Corn, Whole Kernel, No Salt Added, Canned	100313	6/#10 can	ST
Corn, Whole Kernel, No Salt Added, Frozen	100348	30 lb case	ST
Mixed Vegetables, No Salt Added, Frozen*	110871	30 lb case	MULTI
Mushrooms, Diced, No Salt Added, Frozen (IQF)	110920	12/2.5 lb bag	OTH
Peas, Green, Low-sodium, Canned	100315	6/#10 can	ST
Peas, Green, No Salt Added, Frozen	100350	30 lb case	ST
Peas, Green, No Salt Added, Frozen	110763	12/2.5 lb bag	ST
Pepper/Onion Strips Blend, No Salt Added, Frozen	110724	30 lb case	OTH
Potatoes, Diced, No Salt Added, Frozen	110844	6/5 lb bag	ST
Potatoes, French-Cut, Low-sodium, Frozen	100357	6/5 lb bag	ST
Potatoes, Russet, Fresh	101017	10/5 lb bag	ST
Potatoes, Wedges, Fat Free, Low-sodium, Frozen (IQF)	100356	6/5 lb bag	ST
Potatoes, Wedges, Low-sodium, Frozen (IQF)	100355	6/5 lb bag	ST
Potatoes, For Processing to Frozen	100506	Bulk Pounds	ST
Potatoes, For Processing to Dehydrated	110227	Bulk Pounds	ST
Salsa, Low-sodium, Canned	100330	6/#10 can	RO
Salsa, Low-sodium, Pouch	110186	6/106 oz pouch	RO
Spaghetti Sauce, Low-sodium, Canned	100336	6/#10 can	RO
Spaghetti Sauce, Low-sodium, Pouch	110177	6/106 oz pouch	RO
Spinach, Chopped, No Salt Added, Frozen (IQF)	110425	20 lb case	DG
Squash, Butternut, No Salt Added, Frozen (IQF)	110861	6/5 lb bag	RO
Sweet Potatoes, Fresh	100343	40 lb case	RO
Sweet Potatoes, Chunks, No Salt Added, Frozen	110562	6/5 lb bag	RO
Sweet Potatoes, Crinkle Cut, Low-sodium, Frozen	110721	6/5 lb bag	RO
Sweet Potatoes, Light Syrup, No Salt Added, Canned	100317	6/#10 can	RO
Sweet Potatoes, For Processing	100980	Bulk Pounds	RO
Tomato Paste, No Salt Added, Canned	100327	6/#10 can	RO
Tomato Paste, No Salt Added, Pouch	110189	6/111 oz pouch	RO
Tomato Paste, For Processing	100332	2850 Pound Totes	RO
Tomato Sauce, Low-sodium, Canned	100334	6/#10 can	RO
Tomato Sauce, Low-sodium, Pouch	110187	6/106 oz pouch	RO
Tomatoes, Diced, No Salt Added, Canned	100329	6/#10 can	RO

\* Product credits as 25% Red/Orange, 25% Other, and 50% Starchy

#### KEY:

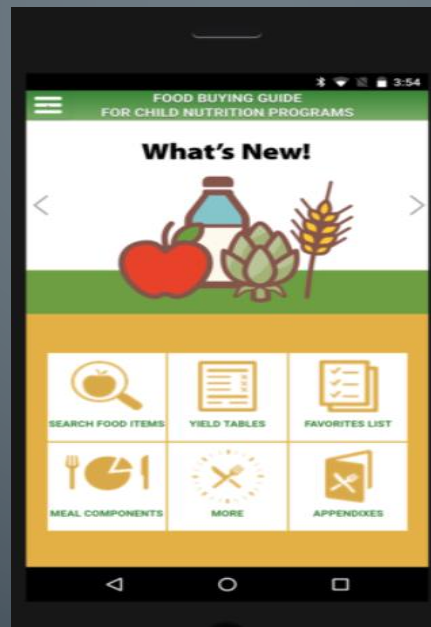
DG - Dark Green vegetable subgroup
OTH - Other vegetable subgroup
RO - Red/Orange vegetable subgroup
ST - Starchy vegetable subgroup
MULTI - Product credits as multiple subgroups, as indicated above
IQF - Individually Quick Frozen
Bulk product for further processing

Note: This list is subject to change based on market availability. Please refer to the WBCSM catalog which contains the most up to date list of available USDA Foods.

# Food Buying Guide Mobile App

The Food Buying Guide assists with purchasing the correct amounts of food and determines the correct contribution that each food makes toward the meal pattern requirements

<https://www.fns.usda.gov/tn/food-buying-guide-mobile-app>



# Food Product Information Sheets

## Describe the USDA Foods

<https://www.fns.usda.gov/fdd/nsfp-usda-foods-fact-sheets>

UNITED STATES DEPARTMENT OF AGRICULTURE

### USDA Foods Product Information Sheet

For Child Nutrition Programs



**110361—Applesauce, Unsweetened, Cups**

**Category: Fruits**



#### PRODUCT DESCRIPTION

This item is U.S. Grade A regular applesauce with no added sweetener. This product is available in cases containing 96 4.5-oz individual portion plastic cups.

#### NUTRITION FACTS

Serving size: 1/2 cup (122 g) applesauce, unsweetened

**Amount Per Serving**

# USDA Standardized Recipes

<https://www.fns.usda.gov/usda-standardized-recipe>



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## USDA Standardized Recipes

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### Recipes for 25-50 and 50-100 servings

These recipes provide Child Nutrition Program operators with delicious new dishes that meet meal pattern requirements. These recipes are standardized to provide updated crediting information, including the vegetable subgroups. They also include recipes made with legumes, whole grains, and/or dark green, red, and/or orange vegetables.

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United States Department of Agriculture  
What's Cooking? USDA Mixing Bowl

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### Nutrition Information

for 1/2 cup (No. 8 scoop)

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Nutrients	Amount
<b>Calories</b>	<b>107</b>
Total Fat	2 g
Saturated Fat	1 g
Cholesterol	27 mg
Sodium	294 mg
Total Carbohydrate	8 g

## Chili con Carne with Beans - USDA Recipe for Schools

[Favorite](#) [Cookbook](#) [Review](#)

★★★★★ (32 votes)

**Makes:** 50 or 100 Servings

Chili Con Carne with Beans – Ground turkey and ground beef based chili with vegetables, pinto beans and spices, topped with cheese.

Directions for: [50 Servings](#) [100 Servings](#)

Ingredients	Weight	Measure	Directions
Raw ground turkey (no more than 15% fat)	6 lb	3 qt	1. Place ground turkey and ground beef in a large stock pot. Heat over high heat uncovered for 5-8 minutes.

## Questions

On the USDA Foods  
Program



# Contact Information

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