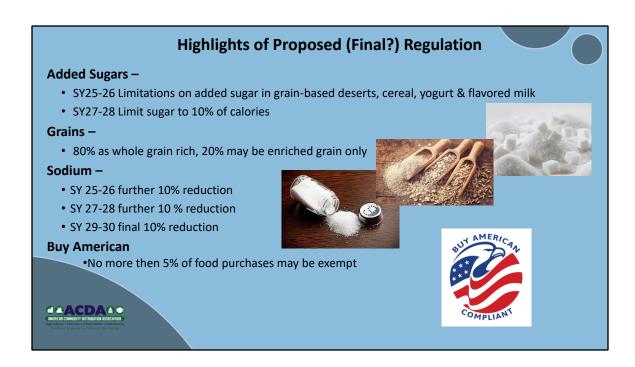


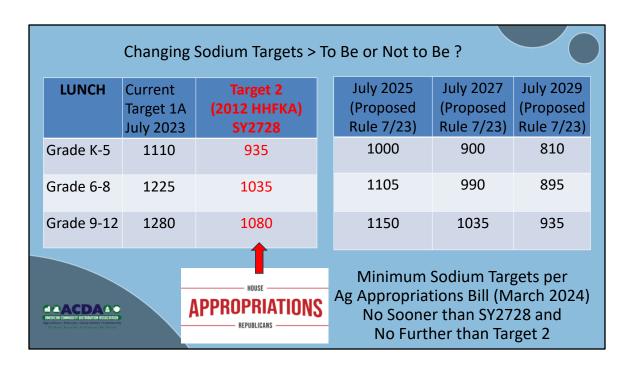






Patricia and Panel > Brief Introductions





ACDA February 2024 Industry & RA Survey Results

Thanks to all who participated!

- School Districts / RA's = 49
- 23 Questions / 12 with Open Ended Response
 - Industry / Processors = 47
 - 19 Questions / 6 Open Ended Response
 - Note: Slightly Different Questions to Each Group

RMERICAN COMMODITY DISTRIBUTION RESOCIATION
Agriculture - Industry - Covernment - Community

 Did you change your menus in order to help reduce sodium to meet Target 1A for SY2324?

7/23 said YES (33%)

 Please provide 3 examples of what you changed to help meet the Target 1A.

CHANGES

Changed to lower sodium products,

Changed rice seasoning.

Change portions sizes.

Use lowered sodium items like gravy & cheese sauce.

We changed to raw beef products to lower the sodium a bit.

We cut the salt in recipes.

Lower sodium, Product & Recipe adjustments.

Reduced the amount of cheese used.



Teresa

 Did you change your menus in order to help reduce sodium to meet Target 1A for SY2324?

7/23 said YES (33%)

Please provide 3 examples of what you changed to help meet the Target 1A.

REMOVED or HIGHLY ELIMINATED

We have removed cheese from many of our menu items.

Eliminated some items from menu that no longer met the sodium requirements.

Removed a frozen pizza item.

We are using very few processed foods.

Cut out meals with a lot of cheese.

Replaced ingredients with ones with lower sodium levels.



Teresa

- 1a. Did you change your menus in order to help reduce sodium to meet Target 1A for SY2324?

 7/23 said YES (33%)
 - i. Please provide 3 examples of what you changed to help meet the Target 1A.

NEW

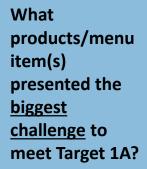
Purchased low or no sodium canned and frozen vegetables.

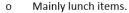
Served more fresh fruits and vegetables without added ingredients in place of canned or frozen vegetables.

Introduced more Scratch Cooking (CA) w/ recipes matching new target.



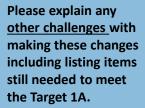
Teresa





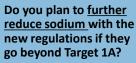
- o Chips, Deli sliced meats, condiments.
- o Anything with cheese.
- Cheese and anything containing cheese, seasoned fries, Asian sauces, pickles, & bread products
- o Proteins and baked goods.
- Proteins need salt <u>in order to</u> develop the depth of flavor we can flavor with spices, but kids still complain about not having the salt.
- Baked goods need sodium for the chemistry to work
 Note: most food service folks are not bakers / chemists so it's hard to adjust a recipe.
- o Rice Seasoning, Salsa (We now make our own salsa.)





- o Meeting the calorie count for each grade level.
- o Really trying to make the homemade food have a great flavor. Limited on gravies etc...
- o We saw a drop in the number of kids taking the items that they thought didn't taste as good with lower sodium.
- Kids love cheese and will eat more things if it has cheese on it.
 With the high amount of sodium, taking the cheese away is making products undesirable to kids. It's hard to find low-sodium foods that kids will want to eat.
- We have more waste, and less participation. Our students don't understand, and they just think our food is bland. We need education to be a part of healthy kids, not just school food service.





• 13/23 Said YES (57%)
Of the 13, 7 had
previously answered
NO

(Meaning no changes yet)

Please provide at least 3 examples of products /menu items that you will change next?



Specific Items Listed

- Cheese, tomato sauce, & breaded chicken
- o Crispitos, Hotdogs/Corndogs, Walking Taco Chips
 - Condiments, processed meats, and grains
- o Condiments, extra desserts, & green beans
- Further removal of cheese and cheese products.
- o We are looking to only serve chocolate milk once per week.

Change in Preparation Method

- o Making our own ranch instead of store bought. Making pizzas from scratch.
- Start looking for bread made with lower sodium levels. Fewer days in the menu cycle.
- We will move toward more scratch made, locally sourced items, so that we can control the sodium.

NOT SURE YET (3

- TBD. Once we know for sure if the target will change again before the new Central Kitchen opens.
- Not sure which items will be adjusted. We'll have to look at the levels and the popularity of the item.
- o I'm not sure. I need to run the numbers and figure out which Items we need to remove in order to meet this target. More than likely, we'll have to take all of the additional salt out of our proteins, but then our numbers will go down.

What products / menu item(s) would you have to reduce or eliminate on your menu?

Cheese / Meat / Bread Products

o Cheese

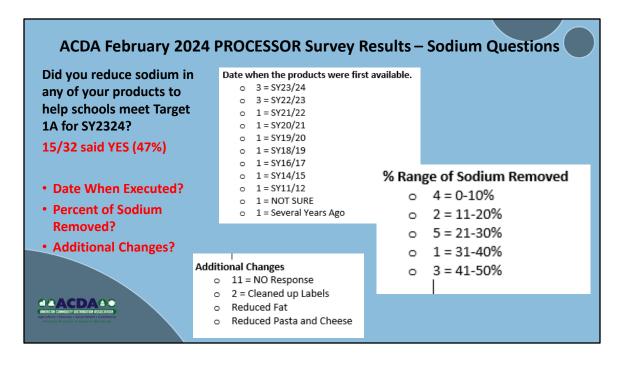
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- Cheese and cheese containing products, & some bread products
- o Multiple cheese products, meat products, chicken products. It really will be extremely difficult to meet.
- o Pasta bake, chocolate milk, & cheese
- o Chips, condiments, & cheese sauce

Mexican Style Entrees / Canned Beans

- o Crispitos, Hotdogs/Corndogs, Walking Taco Chips
- o I expect we will have to remove <u>nachos & cheese, chili cheese nachos</u> and anything using canned beans - so other than garbanzo beans on the one day a week requirement. I think we will have to stop serving refried and cowboy beans, bean burritos etc.
- Not sure which items will be adjusted. We'll have to look at the levels and the popularity of the item.





Do you plan to further reduce sodium in your products if the new regulations continue to go beyond Target 1A?

10/32 Said YES (31%);

Of those 10 – 4 had previously answered NO

If NO, why not?

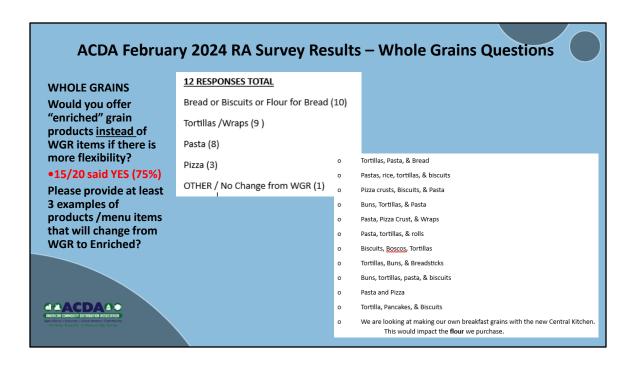


% Range of More Sodium that can be removed

- o 1 = No Reply
 - Previous response 1 = 31-40%
- o 4 = 0-10%
 - Previous response 3 = NO
 - Previous response 1 = 11-20%
- o 2 = 11-20%
 - Previous response 1 = NO
- Previous response 1 = 41-50%
- 0 2 = 21-30%
 - Previous response 2 = 21-30%
- o 1 = 51-60%
 - Previous response 1 = 41-50%

If NO, why not?

- o 21/32 Responded (66%)
 - 12 = Currently fit into the average range suggested.
 - 3 = Product requires some sodium
 - 3 = Taste
 - 1 = Not Needed
 - 1 = Cost, formulations, demand
 - 1 = Unknown



ACDA February 2024 PROCESSOR Survey Results – Whole Grains Questions



WHOLE GRAINS

Did you reformulate any of your products to help meet the new WGR standards?

11/31 said YES (35%)

Date when available? Any other changes?



- 1 = Not Sure
- 1 = SY10/11
- 1 = SY11/12
- 2 = SY14/15
- 1 = SY16/17
- 2 = SY18/19
- 1 = SY20/21
- 1 = SY21/22
- 1 = SY22/23

Please explain any other changes.

- 7 = No Response
- 2 = Reduced Sodium & Clean up ingredients on label
- 1 = Offer 51% and 100% Whole Grain
- 1 = Always evaluating way to improve products and stay within compliance.



ACDA February 2024 PROCESSOR Survey Results – Whole Grains Questions



WHOLE GRAINS

Do you plan to further change your WGR products if the new regulations offer the limited exemption language for "enriched"?

5/31 said YES (16%)

How many products will be impacted by this change?

- 1 = No Response
- 2 = 8 10
- 2 = More than 10

If NO, why not?

No responses



ACDA February 2024 RA Survey Results – Added Sugars Questions ADDED SUGARS Cereal (6) List the top 3 items Bread / Specialty Breads/ Bagels / Cinnamon Rolls /French Toast (6) that would be affected and/or eliminated Yogurt / Fruit Flavored Yogurt / Yogurt Parfait (4) Danish / Donuts / Poptarts (3) **CATEGORIES** Packaged Breakfast / Lunch Items (2) All Bread Products = 14 Fresh Made Pocket Items / Muffins (2) Flavored Milk (1) Desserts (1) **OBACDA®** Fruits/ Vegetables (1)

ACDA February 2024 RA Survey Results – Added Sugars Questions **ADDED SUGARS** Muffins, Cereal, Danish, & Yogurt Desserts, bread, certain fruits, and vegetables List the top 3 items Cereals, cream cheese bagels, & French toast that would be affected Packaged breakfast items & lunch - a la carte and/or eliminated Fruit flavored yogurt & some WG cereals Flavored milk, Yogurt & Cereal **Response By Items** Donuts, Muffins, & Breads (banana, pumpkin, etc.) Listed Muffins, Cereals, & most IW breakfast items Cereal, Muffins, Cinnamon rolls, & Poptarts Milk, Cinnamon rolls, & Cocoa Puffs cereal Fresh, scratch made muffins, Fresh, scratch made breakfast pockets (Nutella, banana, pizza dough), & Yogurt parfaits **OLACDA®** Yes for purchased items, but we are planning on making our own breakfast breads, and we will have more control over sugar that way.

ACDA February 2024 RA Survey Results – Added Sugars Questions



ADDED SUGARS

Will your school district be negatively impacted by further restrictions on added sugar?

•15/20 said YES (75%)

How many products will be impacted by this change?

Breakfast:

- o 2=1-2
- o 2=3-4
- o 3=5-7
- o 1 = 8 10
- o 5 = More than 10
- o 2 = No Response

Lunch:

- o 1=0
- o 5 = 1 2
- o 3 = 3 4
- o 3=5-7
- o 1 = More than 10
- o 2 = No Response

EMERICAN COMMODITY DISTRIBUTION ASSOCIATION
ASSOCIATION - ASSOCIATION ASSOCIATION - AS

ACDA February 2024 PROCESSOR Survey Results – Added Sugars Questions



ADDED SUGARS

Will your company be negatively impacted by further restrictions on added sugar?

4/31 said YES (13%)



- 1=5-7
- 2 = 8 10
- 1 = More than 10

Has your company already started reformulation?

- 2 = YES
- 2 = NO

How long will it take your company to reformulate these items?

- 1 = 6 months 1 year
- 2 = 18 months
- 1 = 3 or more years

If NO, has your company already made changes to reduce or change added sugars?

- 13/31 said NO (42%)
- 13/31 said YES (42%)
- 5/31 (16%) Did not respond.



ACDA February 2024 RA Survey Results – Buy American Questions

Will your school district be positively impacted by the proposed changes to the Buy American rules?

7/12 said YES (58%)

If YES, explain. If NO, explain



If YES, explain.

- o Need to review again.
- o Less admin burden.
- o More versatile.
- o Mandarin Oranges, Pineapple, etc. Kids love these.

If NO, explain.

- o It will make it harder to acquire a larger number of products that qualify.
- o We already purchase the food that we can and is available from US suppliers and ingredients.
- o Having to spend up to 25% more for American products is going to either kill our budget or force us to take away choices from our kiddos and just use the basics.
- Takes away the variety of fresh fruits.

ACDA February 2024 RA Survey Results – Buy American Questions



If the new regulations require tracking of purchases to meet new criteria, will that impact any of your purchase/menu decisions?

7/11 said YES (64%)

If YES, explain.



Eliminating any non-domestic purchases

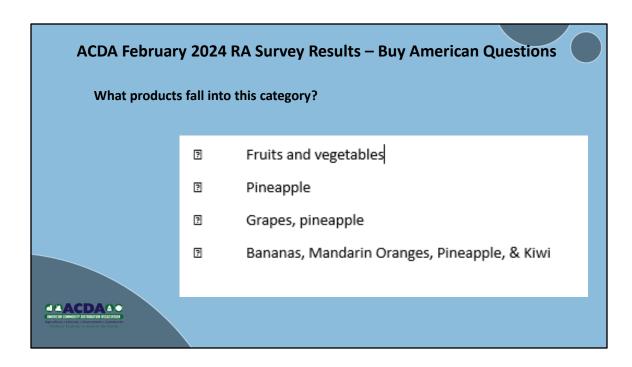
- I will not purchase anything non-domestic.
- o It will impact what products we consider.
- o Will avoid products to avoid excess paperwork.

Reducing the amount of non-domestic products purchased

- I don't have staff to track, it would require more hours,
 so I would have to severely limit our choices to make it easier.
- o I'm an all-hats person. Time is important to me and making changes that facilitate that will be what I am looking for.

Same Amount of non-domestic purchases

- o More documentation to gather and store.
- o Spend more time to find qualifying products to purchase.



ACDA February 2024 PROCESSOR Survey Results – Buy American Questions



BUY AMERICAN

Will your company be positively impacted by the proposed changes to the Buy American rules?

5/31 said YES (16%)

If YES, explain.

- Most of our products are already domestically sourced.
- Currently exceed 65% in CY2024; will exceed 75% by CY2029.
- Levels the playing field for small business.
- Already qualify for current and future Buy American Rules.

If NO, explain.

- 11 = Already qualify 100% American Made
- Will require additional substantiation.
- Need to meet the same regulations as larger farms.
 - GAP Certification





