



ACDA ANNUAL CONFERENCE

Coming Together to Nourish the Nation



April 21 - 24, 2024
Marriott St. Louis Grand
St. Louis, Missouri

Patricia

Regulation Changes . . . Change Everything

Tuesday April 23 2:00 – 2:45 PM



Patricia

Affiliation or Financial Disclosure > NONE

Jodi Batten
Red Gold

Nicole Nicoloff
SYSCO

Cindy Denton
Acxion

Patricia Phillips
Phillips Resources

Patricia

Today's Speakers



Jodi Batten, SNS
Red Gold (Mfg.)



Teresa Bettleyon
Marsing (ID) Schools



Ken Simcox
Washington
County(MD) Schools



Cindy Denton, SNS
Acxion (Broker)



Nicole Nicoloff
Sysco Corporation
(Distributor)



Patricia and Panel > Brief Introductions

Highlights of Proposed (Final?) Regulation

Added Sugars –

- SY25-26 Limitations on added sugar in grain-based deserts, cereal, yogurt & flavored milk
- SY27-28 Limit sugar to 10% of calories

Grains –

- 80% as whole grain rich, 20% may be enriched grain only

Sodium –

- SY 25-26 further 10% reduction
- SY 27-28 further 10 % reduction
- SY 29-30 final 10% reduction

Buy American

- No more than 5% of food purchases may be exempt



Patricia

Changing Sodium Targets > To Be or Not to Be ?

LUNCH	Current Target 1A July 2023	Target 2 (2012 HHFKA) SY2728	July 2025 (Proposed Rule 7/23)	July 2027 (Proposed Rule 7/23)	July 2029 (Proposed Rule 7/23)
Grade K-5	1110	935	1000	900	810
Grade 6-8	1225	1035	1105	990	895
Grade 9-12	1280	1080	1150	1035	935



Minimum Sodium Targets per
Ag Appropriations Bill (March 2024)
No Sooner than SY2728 and
No Further than Target 2

Jodi

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



Jodi

ACDA February 2024 RA Survey Results – Sodium Questions

- 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

ACDA February 2024 RA Survey Results – Sodium Questions

- 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

ACDA February 2024 RA Survey Results – Sodium Questions

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

ACDA February 2024 RA Survey Results – Sodium Questions

What products/menu item(s) presented the biggest challenge to meet Target 1A?

- o Mainly lunch items.
- o Chips, Deli sliced meats, condiments.
- o Anything with cheese.
- o Cheese and anything containing cheese, seasoned fries, Asian sauces, pickles, & bread products
- o Proteins and baked goods.
- o Proteins need salt in order to develop the depth of flavor - we can flavor with spices, but kids still complain about not having the salt.
- o 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.)



Ken

ACDA February 2024 RA Survey Results – Sodium Questions

Please explain any other challenges with making these changes including listing items still needed to meet the Target 1A.

- 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.
- o 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.
- o 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.]



Ken

ACDA February 2024 RA Survey Results – Sodium Questions

Do you plan to further reduce sodium with the new regulations if they go beyond Target 1A?

• 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

- o Cheese, tomato sauce, & breaded chicken
- o Crispitos, Hotdogs/Corndogs, Walking Taco Chips
- o Condiments, processed meats, and grains
- o Condiments, extra desserts, & green beans
- o 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.
- o Start looking for bread made with lower sodium levels. Fewer days in the menu cycle.
- o We will move toward more scratch made, locally sourced items, so that we can control the sodium.

NOT SURE YET (3)

- o TBD. Once we know for sure if the target will change again before the new Central Kitchen opens.
- o 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.

Ken

ACDA February 2024 RA Survey Results – Sodium Questions

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

Cheese / Meat / Bread Products

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

Mexican Style Entrees / Canned Beans

- Crispitos, Hotdogs/Corndogs, Walking Taco Chips
- I expect we will have to remove **nachos & cheese, chili cheese nachos** 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.



Ken

ACDA February 2024 PROCESSOR Survey Results – Sodium Questions

Did you reduce sodium in any of your products to help schools meet Target 1A for SY2324?

15/32 said YES (47%)

- Date When Executed?
- Percent of Sodium Removed?
- Additional Changes?

Date when the products were first available.

- 3 = SY23/24
- 3 = SY22/23
- 1 = SY21/22
- 1 = SY20/21
- 1 = SY19/20
- 1 = SY18/19
- 1 = SY16/17
- 1 = SY14/15
- 1 = SY11/12
- 1 = NOT SURE
- 1 = Several Years Ago

% Range of Sodium Removed

- 4 = 0-10%
- 2 = 11-20%
- 5 = 21-30%
- 1 = 31-40%
- 3 = 41-50%

Additional Changes

- 11 = NO Response
- 2 = Cleaned up Labels
- Reduced Fat
- Reduced Pasta and Cheese



Jodi

ACDA February 2024 PROCESSOR Survey Results – Sodium Questions

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

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

If NO, why not?

- 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

Jodi

ACDA February 2024 RA Survey Results – Whole Grains Questions

WHOLE GRAINS

Would you offer “enriched” grain products instead of WGR items if there is more flexibility?

•15/20 said YES (75%)

Please provide at least 3 examples of products /menu items that will change from WGR to Enriched?

12 RESPONSES TOTAL

Bread or Biscuits or Flour for Bread (10)

Tortillas /Wraps (9)

Pasta (8)

Pizza (3)

OTHER / No Change from WGR (1)

- o Tortillas, Pasta, & Bread
- o Pastas, rice, tortillas, & biscuits
- o Pizza crusts, Biscuits, & Pasta
- o Buns, Tortillas, & Pasta
- o Pasta, Pizza Crust, & Wraps
- o Pasta, tortillas, & rolls
- o Biscuits, Boscós, Tortillas
- o Tortillas, Buns, & Breadsticks
- o Buns, tortillas, pasta, & biscuits
- o Pasta and Pizza
- o Tortilla, Pancakes, & Biscuits
- o We are looking at making our own breakfast grains with the new Central Kitchen. This would impact the **flour** we purchase.



Jodi

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?

Date when the products were first available.

- 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.



Jodi

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



Jodi

ACDA February 2024 RA Survey Results – Added Sugars Questions

ADDED SUGARS

List the top 3 items that would be affected and/or eliminated

CATEGORIES

All Bread Products = 14

Cereal (6)

Bread / Specialty Breads/ Bagels / Cinnamon Rolls /French Toast (6)

Muffins (5)

Yogurt / Fruit Flavored Yogurt / Yogurt Parfait (4)

Danish /Donuts / Poptarts (3)

Packaged Breakfast / Lunch Items (2)

Fresh Made Pocket Items / Muffins (2)

Flavored Milk (1)

Desserts (1)

Fruits/ Vegetables (1)



Cindy

ACDA February 2024 RA Survey Results – Added Sugars Questions

ADDED SUGARS

List the top 3 items that would be affected and/or eliminated

Response By Items Listed

- Muffins, Cereal, Danish, & Yogurt
- Desserts, bread, certain fruits, and vegetables
- Cereals, cream cheese bagels, & French toast
- Packaged breakfast items & lunch – a la carte
- Fruit flavored yogurt & some WG cereals
- Flavored milk, Yogurt & Cereal
- Donuts, Muffins, & Breads (banana, pumpkin, etc.)
- 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
- Yes for purchased items, but we are planning on making our own breakfast breads, and we will have more control over sugar that way.



Cindy

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:

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

Lunch:

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



Cindy

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%)

How many products will be impacted by this change?

- 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.



Cindy

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.
- o Takes away the variety of fresh fruits.



Ken

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

- o 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

- o 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.

Ken

ACDA February 2024 RA Survey Results – Buy American Questions

What products fall into this category?

- Fruits and vegetables
- Pineapple
- Grapes, pineapple
- Bananas, Mandarin Oranges, Pineapple, & Kiwi

Ken

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



Jodi

QUESTIONS?





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