

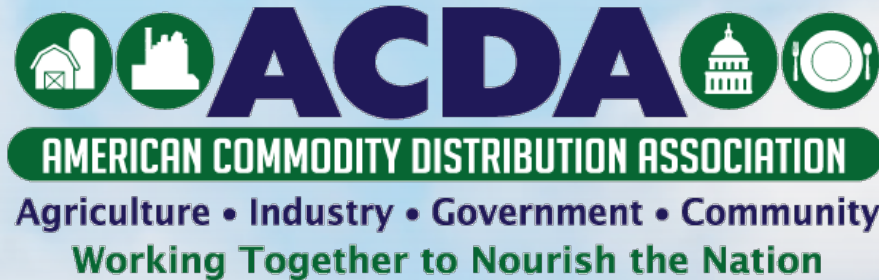
ACDA ANNUAL CONFERENCE

Coming Together to Nourish the Nation



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

USDA General Session: USDA Foods Updates



Please Welcome to the Stage

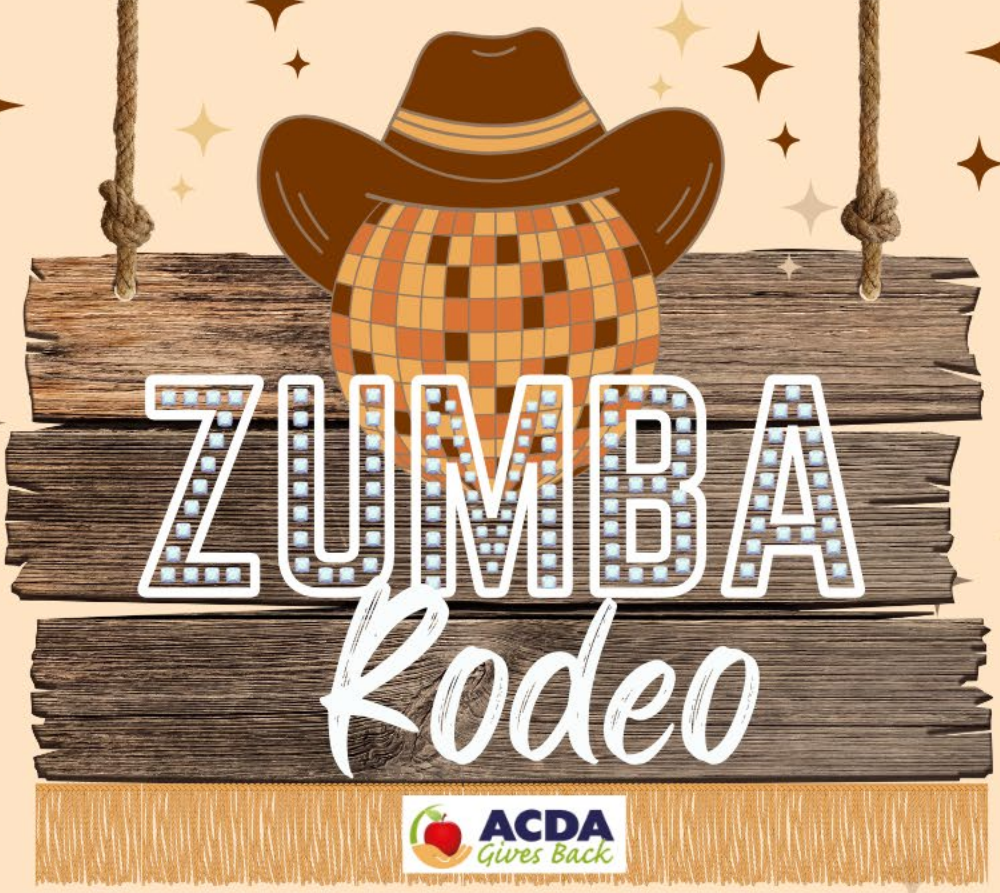
ACDA President



Kyle Jordan

Florida Department of Agriculture
and Consumer Services

HELP US RAISE \$20,000 FOR
THE ST. LOUIS AREA
FOODBANK!



Finance Committee

Co-Chair



Jim Copp

Co-Chair



Roxann Greenlee



Lisa Ward

Public Policy Committee

Co-Chair



Mack Williams

Co-Chair



Lena Wilson



Anna Almanza



Jennifer
Armstrong



Teresa Bettleyon



Katherine Byers



Nanci Byrne



Deborah
Cameron



Tami Hitt-Wyant



Kyle Jordan



Tara Koster



Caryn Long-Earl



Christie Meresse



Dawnetta Miller



Karen Moore



Noelle Sanchez



Roger Szemraj



Kathy Underhill

Please Welcome Our Speakers



Laura Castro

Director

USDA Foods Operations Division,
Supplemental Nutrition and Safety
Programs, Food and Nutrition Services



Dave Tuckwiller

Deputy Administrator

Commodity Procurement Program,
AMS(Agricultural Marketing Services)



USDA Foods Updates

Laura Castro

Director, USDA Foods Operations Division, FNS

Dave Tuckwiller

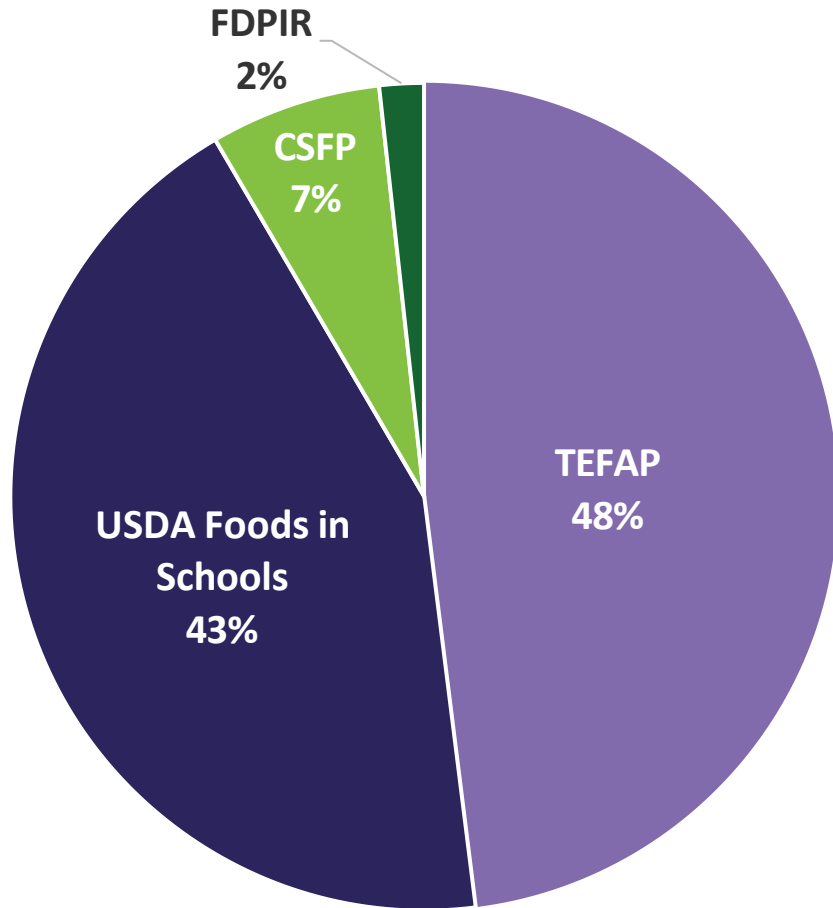
Deputy Administrator, Commodity Procurement Program, AMS



USDA Foods Funding



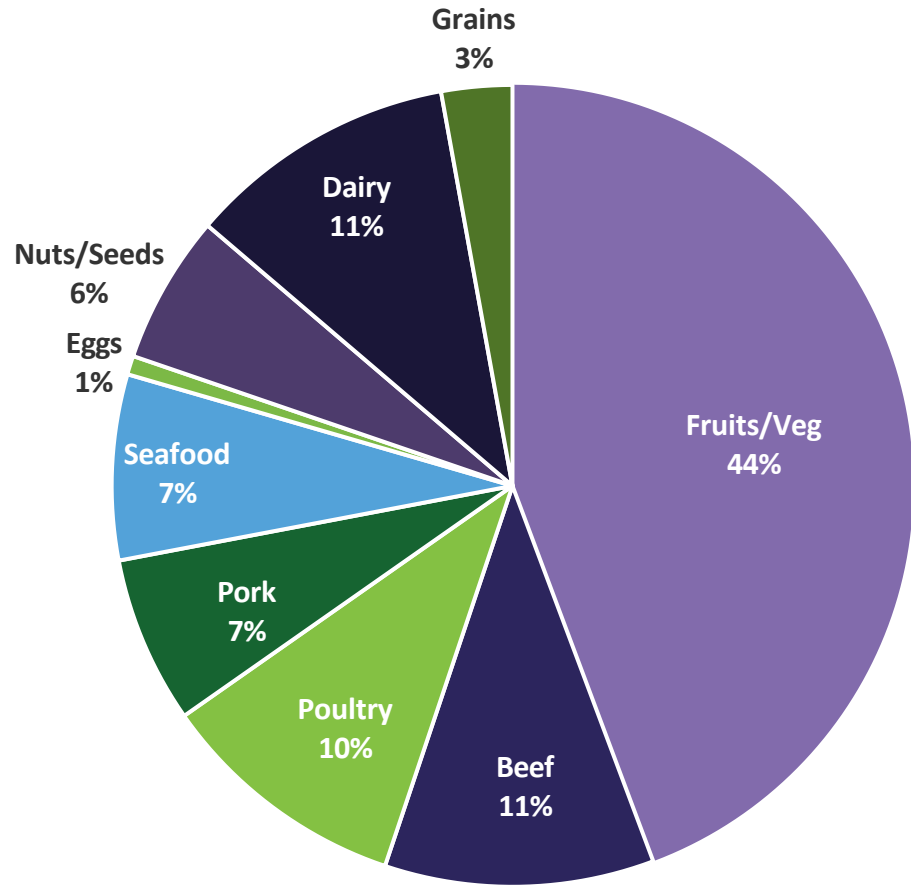
FY23: TEFAP Was Largest Share of USDA Foods Spending



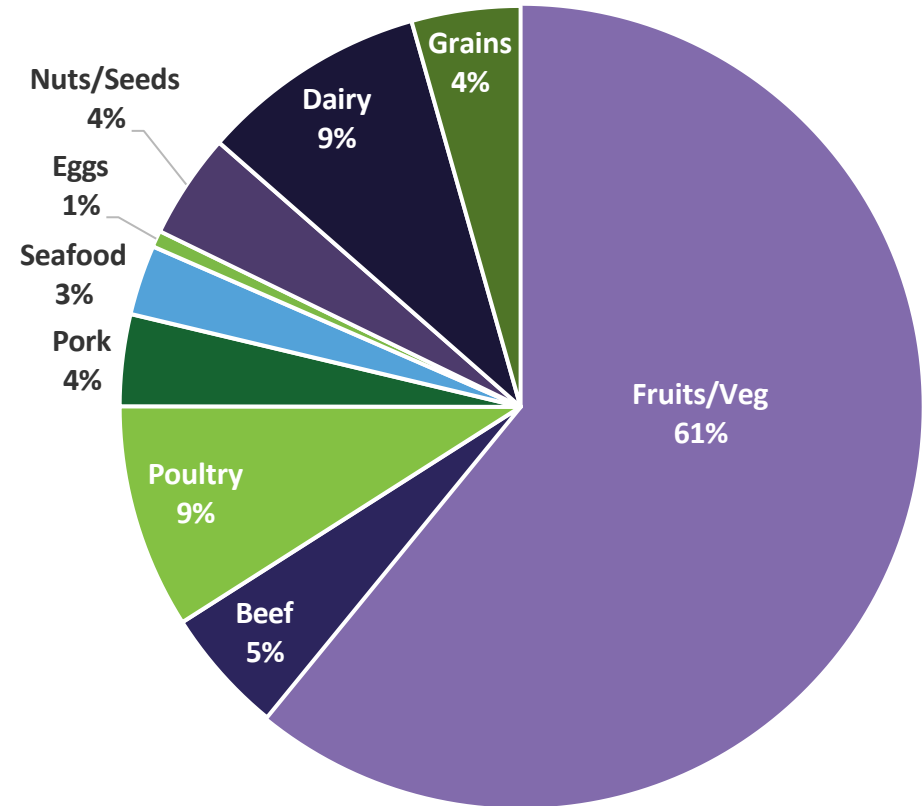
Program	FY23 Food Purchases
TEFAP	\$2,267,891,211
USDA Foods in Schools	\$2,057,507,476
CSFP	\$315,758,591
FDPIR	\$82,218,390
Total	\$4,723,375,668

FY23 USDA Foods Purchases

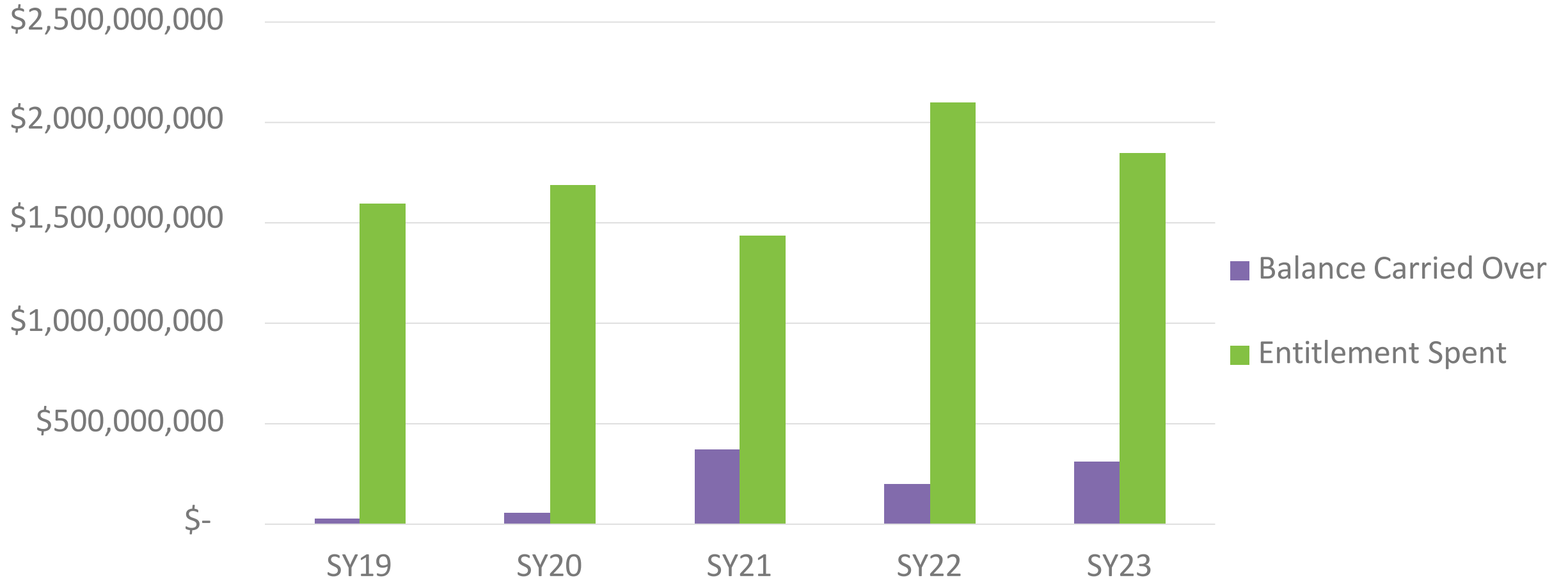
Dollar Value



Pounds



USDA Foods in Schools Entitlement Spending



FY24 USDA Foods Funding Finalized March 8

Program	Fiscal Year 2024 Appropriated Amount
USDA Foods in Schools (Section 6)	\$1,948,518,000
CSFP	\$389,000,000
FDPIR	\$165,001,000
TEFAP USDA Foods	\$461,500,000
TEFAP Administrative Funds	\$80,000,000

Commodity Credit Corporation (CCC) Support for TEFAP



- \$943 million received in FY23 and FY24
- About 75% of FY24 funds spent in 2 rounds of purchases
- Fresh, frozen canned, and dry fruits, vegetables and beans; nuts; canned and frozen fish, chicken, beef, and pork; cheese and fluid milk

FY24 Section 32 (Approved to Date)

Approved Items:

- Fresh Fruits (apples, pears, mandarins, oranges, grapefruit)
- Processed Fruits (apple products, dried cherries, frozen raspberries)
- Nuts (almonds, hazelnuts, pecans, pistachios, walnuts)
- Beans (kidney, navy, pinto)
- Salmon
- Shrimp
- Pork Products



Policy Updates



Food Distribution Programs: Access & Parity Rule



Objectives:

- ✓ Increase access to USDA Foods Programs
- ✓ Promote FDPIR parity with SNAP
- ✓ Modernize program operations & policies
- ✓ Incorporate lessons learned from the pandemic

Final rule publication expected this fall!

Revised FNS Instruction 709-5 ^{New!}



- Empowers consignee to refuse a shipment outright from a vendor in certain limited situations
- Allows Goods Receipt in WBSCM within **2 business days**, rather than calendar days
- Requires inspection costs by USDA-authorized agent to be paid by **USDA** if foods not out of condition; vendor pays if food is out of condition

USDA Foods Program Updates



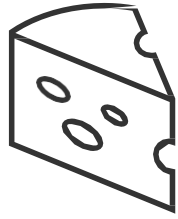
FY23 Procurements Were Generally Successful

- Purchased and delivered more than **64,000 trucks** of USDA Foods in FY23
- Delivered more than **375 million pounds** of fresh produce through USDA DoD Fresh
- Rate of fulfillment was 89% for USDA Foods and 98% for USDA DoD Fresh



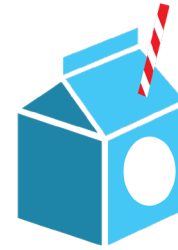
89%
Fulfillment

New Options for USDA Foods in Schools



Mozzarella String Cheese- Less than Truckload Deliveries

- Available in: All States
- Order minimum: ½ truck
- Splits: Up to 3 stops



Ultra-High Temperature (UHT) 1% Milk Pilot

- Available in: VA and WA
- Goal of Pilot: Assess capacity, cost, and utilization in school meals

FNS is Working to Better Serve Diverse TEFAP Communities



Supporting Kosher and Halal
Observant Communities
Through TEFAP webinar



Procurement and Storage
Strategies for Kosher
Observant TEFAP Participants
webinar

USDA Foods Database Offers Vendor-Specific Product Info



USDA Foods
Database

USDA Foods Processing: 3 New Processors in SY24-25



- 3 new processors for SY24-25
 - Northeast Apple
 - Reggio's Pizza
 - Taylor Farms
- Processor bonds due May 3rd

TEFAP Reach & Resiliency Grants

Expand TEFAP's reach into remote, rural, Tribal, and low-income areas.



TEFAP Farm to Food Bank Projects



Reduce Food Waste

Provide Food to Individuals in Need

Build Relationships



www.fns.usda.gov/tefap/fy24-farm-food-bank-projects

Effective April 1: New National Warehouse Contract



- One National Warehouse for CSFP and FDPIR beginning April 1
- Competitive bid process awarded in January 2024
- Contract for 5 years



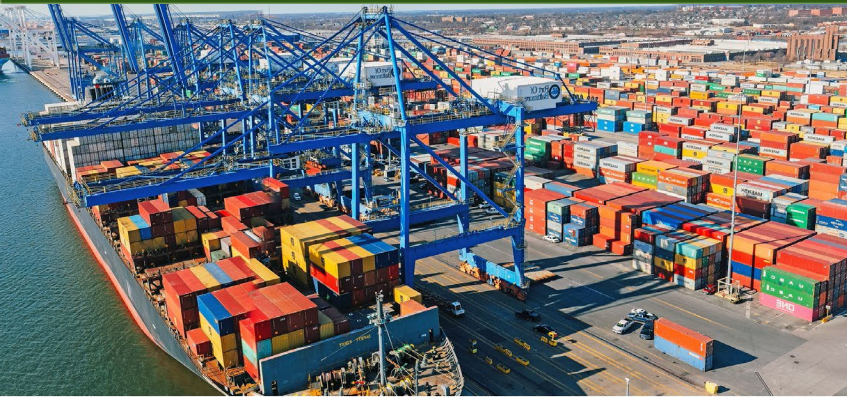
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COMMODITY PROCUREMENT PROGRAM



Agricultural Marketing Service
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Organization Updates



AMS Commodity Procurement Program

Dave Tuckwiller
Deputy Administrator

Gabby Gomez
Administrative Assistant

Elisa Gladstone
Associate Deputy Administrator

Elizabeth Lober
Assistant Deputy Administrator

Chad Burke
WBSCM /Program Manager

Christine Gouger
PPSCD Director

David Jackson
SCPD Director

Jason Fish
FAB Branch Chief

Heather Calhoon
WMD Director

Beth Hoover
PGOPD Director

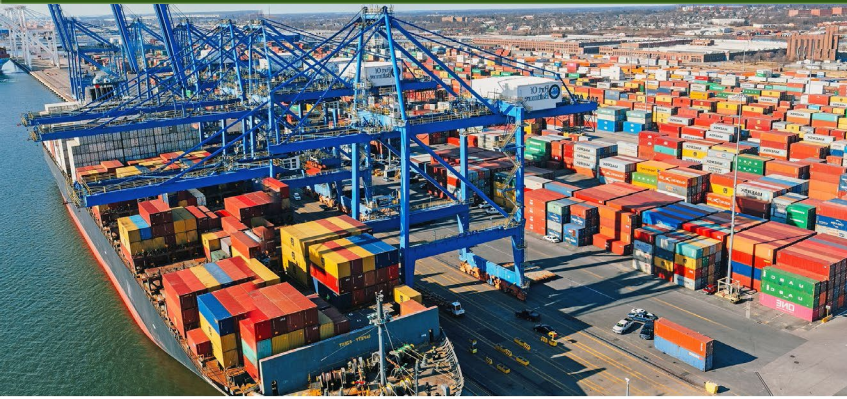
Wesley Harris
ICPD Director

Jessica Tytel
OSD Director

Denise Glover
NSMD Director



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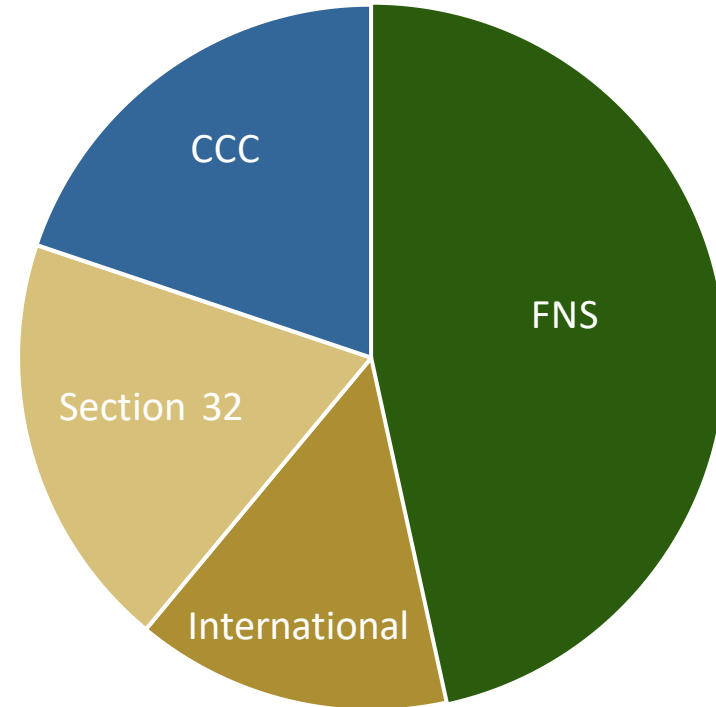


Fiscal Year 2023 Activity



Fiscal Year 2023 Procurement Activity in Millions of Dollars

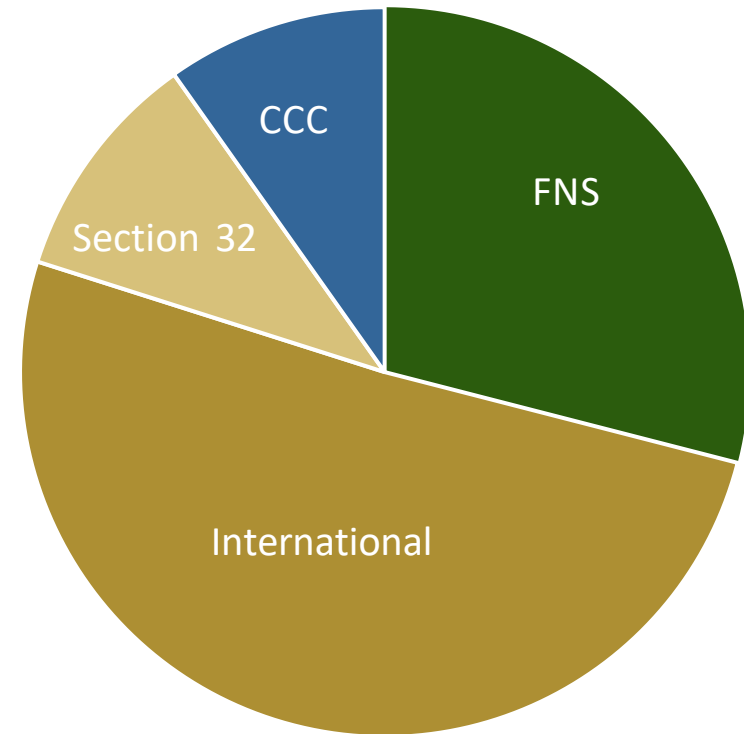
FNS Programs	\$2,331.3
International Programs	\$723.6
Section 32 Programs	\$958.8
CCC Programs	\$992.7
Total	\$5,006.3





Fiscal Year 2023 Procurement Activity in Millions of Pounds

FNS Programs	1,735.9
International Programs	3,046.5
Section 32 Programs	616.2
CCC Programs	586.6
Total	5,985.2





FY 2023 Shortfalls

Over 50%

Shredded Wheat Cereal	Canned Plums
Brown Rice	40 lb Turkey Deli Breast
Bulk Vegetable Oil	Canned Chicken
Apricot Cups	Canned Lima Beans
Buttery Spread	Whole Grain Pasta
Canned Hominy	Cranberry Apple Juice
Canned Vegetable Mix	Macaroni and Cheese
Grits	Orange Juice Cups



FY 2023 Support of Small Businesses

- 62.1% purchased from small businesses
- 20.1% purchased from small, disadvantaged businesses
- 1.5% purchased from service-disabled veteran owned small businesses
- 4.1% purchased from women-owned small businesses
- 6.5% purchased from businesses in historically underutilized business zones



FY 2023 Support of American Farmers Through Surplus Removal

Almonds	Dates	Plums
Apples	Grapefruit	Prunes
Apricots	Hazelnuts	Pork
Asparagus	Lamb	Raisins
Chickpeas	Lentils	Rice
Dry Split Peas	Nectarines	Salmon
Highbush Blueberries	Oranges	Shrimp
Catfish	Pacific Fish	Strawberries
Tart Cherries	Freestone Peaches	Sweet Potatoes
Sweet Cherries	Pistachios	Walnuts





FY 2023 Support of Local Producers

- Local Food Purchase Assistance Program (LFPA)
 - Agreements with state and tribal governments
 - Purchase from local producers
 - Target underserved producers
 - Target distribution to underserved communities
- Local Food for Schools Program (LFS)
 - Agreements with state governments
 - Purchase from small, local producers
 - Target underserved producers
 - Distribution to schools
- \$897.8 million obligated in FY 2023



FY 2023 Accomplishments

- Removed requirement for commercial seals
- Reduced supplier burden to determine financial responsibility
- Fully developed forecasting capability in WBSCM
- Purchased without orders to reduce shortfalls



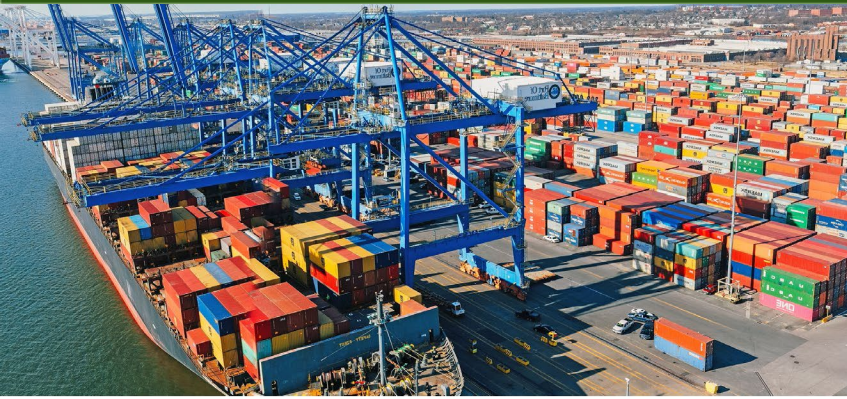
FY 2023 Accomplishments

- Conducted a pilot to purchase tribally produced bison for FDPIR
- Solicited for 3PL contracting services
- Expanded LFPA





Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE



Fiscal Year 2024 Activity

FY 2024 Funding Sources

- FNS Funding
- FAS/USAID Funding
- Section 32 (\$961.9 million available)
- CCC for FNS Programs (\$943 million)
- CCC for USDA/USAID Program (\$1 billion)





FY 2024 Shortfalls

Over 50%

Split Breast Chicken	Natural Almonds
Wild Blueberries	Brown Rice
Wild Rice	Bison Stew Meat





FY 2024 Oct-March Purchase Price Increases Compared to Last Year

- Whole Eggs – 119.30% (6/5) and 93.56% (12/2)
- Bulk Turkey Thighs – 96.54%
- Rolled Oats – 94.18%
- Egg Patties – 88.72%
- Refried Beans – 80.55%





FY 2024 Oct-March Purchase Price Decreases Compared to Last Year

- Chili with Beans – 32.06%
- Orange Juice Cartons – 30.90%
- Processing Potatoes (Dehy) – 25.94%
- Oranges – 22.39%
- Bulk Chicken Legs – 19.9%



FY 2024 Section 32

- Funding available: \$961.9 million
- Requests from industry: \$2.9 billion
- Using both Section 32 and CCC funding to support multiple agricultural industries



FY 2024 Section 32 Approved

Pink Salmon	Gulf Shrimp	Pork
Almonds	Apples	Grapefruit
Hazelnuts	Kidney Beans	Oranges
Pears	Pecans	Pinto Beans
Pistachios	Raspberries	Sweet Cherries
Walnuts		



FY 2024 Section 32 Under Consideration

Asparagus	Concord Grapes	Dates
Figs	Nectarines	Peaches
Plums	Prunes	Strawberries
Catfish		



FY 2024 CCC Supporting Industry Requests

Alaskan Pollock	Sockeye Salmon	Atlantic Groundfish
Chicken	Black Beans	Cranberries
Highbush Blueberries	Plums (canned)	Tomatoes (fresh)
Pork	Grapes	Hazelnuts
Kidney Beans	Oranges	Navy Beans
Pinto Beans	Walnuts	





FY 2024 Initiatives

- Learn how to use the forecasting functionality
- Extend the bison pilot, document lessons learned
- Document long-term contracting business requirements for WBSCM
- Conduct a bulk poultry “long-term” pilot



FY 2024 Initiatives

- Assess FOB Origin and transportation contracts through GSA
- Award 3PL contract and assess/document challenges
- Document inventory management business requirements
- Collect data on commercial truck/pallet configurations





FY 2024 Initiatives

- Begin development of a Performance Management System
- Continue to award tribal LFPA agreements and begin closeout of LFS agreements
- Conduct industry meetings with suppliers





Closing

- We learned from the “opportunities” over the few years
- We have a plan to attain our desired procurement model – it will take time
- We look forward to working with you and we need your input as we walk through the next few years



Questions?

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