



# Focus National

## District Procurement Report

### Portland Public Schools

School Year 2015-16

Created March 2017

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## Introduction

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School Food Focus is pleased to share Portland Public Schools' (PPS) school year (SY) 2015-16 procurement data report. This report highlights the exceptional progress that PPS Nutrition Services has made year after year in procuring high quality foods to serve to students through its school meal program.

This report provides an in-depth look at the Focus National priority food groups including beef, cheese and chicken. Sections of the report include summaries of results for these food groups in relation to the following attributes: healthfulness, regional sourcing and sustainable production. Data covers purchasing trends between SY 2012-13 and SY 2015-16.

Here are a few ideas on how to use the data presented in this report:

- Work with School Food Focus to set annual procurement goals
- Use the data to inform future purchasing decisions
- Share it with department staff to demonstrate procurement progress
- Share it with vendors to highlight the district's procurement efforts
- Utilize the information in presentations and other resources developed for parents or board members

## Focus National

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Focus National is a multi-district initiative of School Food Focus that involves 21 large school districts from across the country. Through a Learning Lab model, Focus supports a community of practice whereby school food leaders learn from each other and collectively leverage their purchasing power. The Lab provides a forum for sharing purchasing practices and bid specifications, as well as a way for districts to work together to demand higher quality foods through commercial and commodity markets. To date, Focus National has worked on efforts around sourcing more healthful and sustainably produced beef, cheese and chicken products.

**Beef:** Focus National prioritized working on a **beef crumble**, **raw ground beef** and a **patty** with the following attributes:

- Contains no unwanted ingredients (as defined in the Focus [Ingredient Guide](#))
- Contains no lean finely textured ground beef or boneless lean beef trimmings
- Must be of domestic origin
- From cows raised without the use of hormones and/or antibiotics
- From cows raised as grassfed and grass-finished with acceptable label claims

Through supply chain research, Focus is working to identify reasonably priced beef products that meet these attributes.

**Cheese:** In early 2016, Focus National decided to expand its work to include dairy products. Seventy percent of the participating districts were interested in improving their current **mozzarella string cheese stick**. Many districts regularly serve this specific product; thus, improvements will have the greatest impact, and the product is available through both commodity and commercial streams. The following are the desired product attributes:

- Contains no unwanted ingredients or cellulose
- From cows not treated with rBGH/rBST

In early 2017, School Food Focus identified a reasonable product with adequate supply and districts conducted taste testing. Priorities for this work, in particular related to beef and cheese, are to promote supply chain transparency, and to identify the raw material producers and manufacturers of these products.

**Chicken:** Chicken was the first priority food group that Focus National worked on, specifically, **strips** and **drums**. Nationally, chicken is the number one animal protein served in school meals. The Lab set out to identify or develop whole muscle options made with reduced amounts of fillers, fat, sodium and other unwanted ingredients as well as raised with the responsible use of antibiotics. One big success was the development of a USDA commodity unseasoned, frozen chicken strip, currently available to districts across the country.

## Highlights from SY 2015-16

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### Priority Food Groups

**Spending:** PPS spent 15% of total food spending on these three food groups: beef, cheese and chicken.

**Procurement pathways:** PPS purchased all cheese products through USDA direct diversion; whereas chicken and beef were purchased through both USDA procurement pathways and the open market.

### Beef

**Healthier beef:** Sixty-three percent of total beef servings were free of unwanted ingredients.

**Regional beef:** PPS regionally sourced 53% of all beef servings from Carman Ranch and Rays Wholesale Meats.

**Sustainable beef:** Fiver percent of beef servings were sustainably produced in the form of grassfed patties.

### Cheese

**Healthier cheese:** All cheese servings and all cheese sticks that PPS purchased were free of unwanted ingredients.

### Chicken

**Healthier chicken:** Seventy-seven percent of chicken servings were free of unwanted ingredients, and 72% of servings were whole muscle products.

**Sustainable chicken:** Fifteen percent of chicken servings were raised with responsible use of antibiotics, specifically RWA drums and thighs from Smart Chicken.

## Priority Food Groups

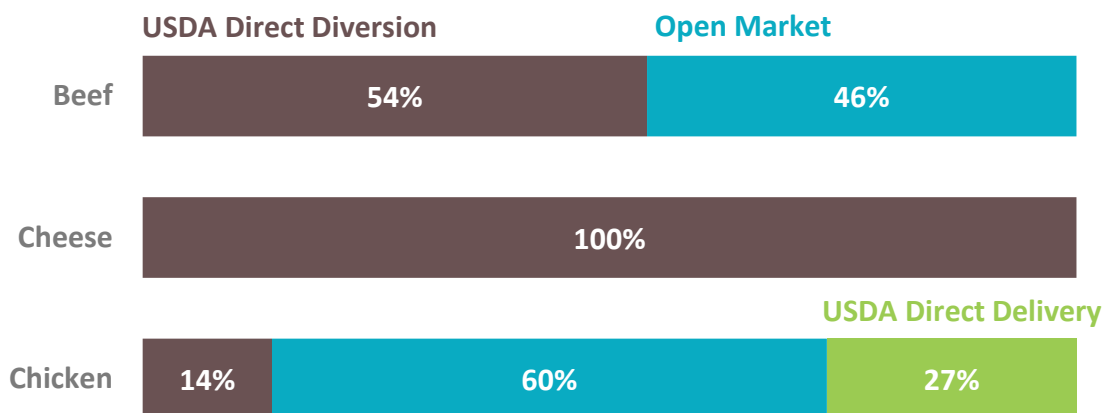
This section of the report includes results on total food spending in the context of beef, cheese and chicken.

In SY 2015-16, PPS spent 15% of total food spending on beef (4%), cheese (3%) and chicken (8%) (Figure 1). Spending on over half of all beef products was through USDA direct diversion with the remainder of spending being through the open market. PPS procured all cheeses through USDA direct diversion. Most of PPS's chicken purchases were through the open market (60%), with 27% purchased through USDA direct delivery, and the rest through USDA direct diversion (14%) (Figure 2).

**Figure 1. Spending on priority food groups compared to other food spending in SY 2015-16.**



**Figure 2. Percent\* spent on each priority food group by procurement pathways in SY 2015-16.**

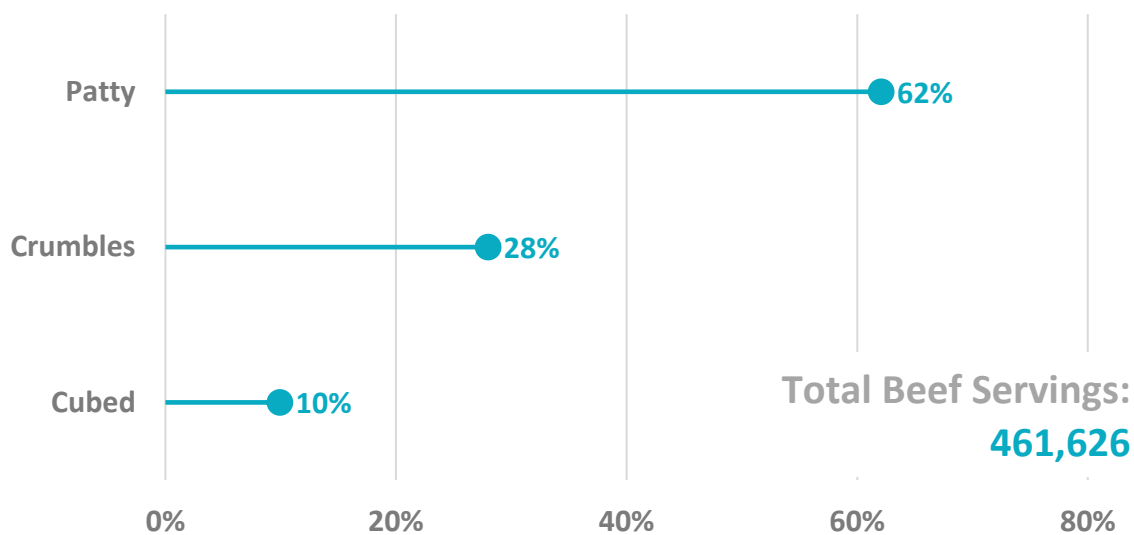


\*Due to rounding, percentages do not add up to 100%.

## Beef

In SY 2015-16, PPS purchased over 461,000 two-ounce servings of beef<sup>1</sup> in the form of patties (62% of servings), crumbles (28% of servings) and cubed beef (10% of servings) (Figure 3). All of these products were from three manufacturers; the bulk of which was produced by JTM Food Group and Rays Wholesale Meats (Table 1).

**Figure 3. Percent of beef servings (2 oz. M/MA) purchased by product type in SY 2015-16.**



**Table 1. Product types and quantities of beef purchased from 3 manufacturers in SY 2015-16.**

Manufacturer	Product Types	Spending	Servings	Cost per Serving
JTM Food Group	Crumbles, Cubed, Patty	\$183,240	218,890	\$0.84
Rays Wholesale Meats	Patty	\$133,520	218,603	\$0.61
Carman Ranch	Patty	\$24,056	24,134	\$1.00

<sup>1</sup> See Appendix B for a summary of absolute dollars spent and servings purchased of beef in SY 2015-16.

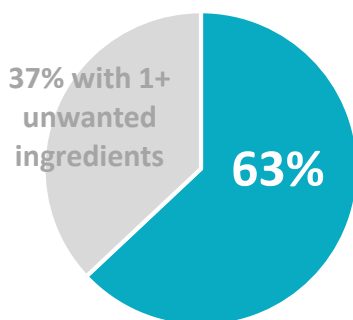
## Healthier Beef

**Beef free of unwanted ingredients:** In SY 2015-16, 63% of the beef products purchased by PPS were free of unwanted ingredients (Figure 4).<sup>2</sup> These products included patties from Carman Ranch and Rays Wholesale Meats, as well as cubed beef from JTM Food Group.

Focus National’s priority beef products are a crumble, raw ground beef and a patty. In SY 2015-16, 85% of patties purchased were free of unwanted ingredients. PPS did not purchase any crumbles free of unwanted ingredients (Figure 5), and did not purchase any ground beef.

**Figure 4. Percent of beef servings that were free of unwanted ingredients in SY 2015-16.**

### Beef Free of Unwanted Ingredients

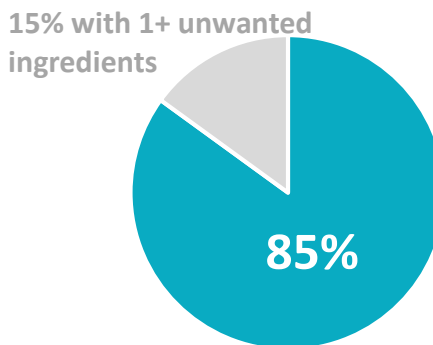


**Figure 5. Percent of priority product servings that were free of unwanted ingredients in SY 2015-16.**

### 0% Crumble Free of Unwanted Ingredients



### Patties Free of Unwanted Ingredients



<sup>2</sup> See the [Ingredient Guide for Better School Food Purchasing](#) for descriptions of unwanted ingredients.



**Specific unwanted and watch ingredients:** The following unwanted and watch ingredients were not present in SY 2015-16 beef purchases.

**Unwanted Ingredients Not Present In Beef**

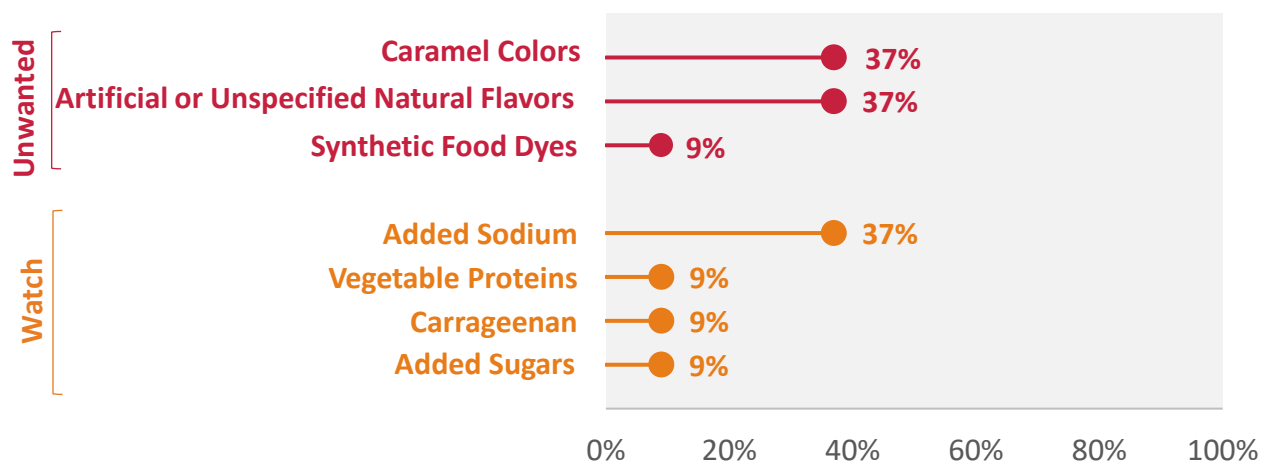
- |  |                                   |
|--|-----------------------------------|
| 1. Artificial or Other Sugar-Free Sweeteners | 6. High Fructose Corn Syrup       |
| 2. Azodicarbonamide (ADA)                    | 7. Monosodium Glutamate (MSG)     |
| 3. Bromated Flours                           | 8. Nitrates or Nitrites           |
| 4. Butylated Hydroxyanisole (BHA)            | 9. Partially Hydrogenated Oils    |
| 5. Butylated Hydroxytoluene (BHT)            | 10. Propyl Gallate                |
|  | 11. Tert-Butylhydroquinone (TBHQ) |

**Watch Ingredients Not Present In Beef**

- |                              |                              |
|------------------------------|------------------------------|
| 1. Benzoates or Benzoic Acid | 3. Specified Natural Flavors |
| 2. Bleached Flour            | 4. Sulfites                  |

School Food Focus identified three categories of unwanted ingredients and four watch ingredients in beef products that PPS purchased. Caramel colors, artificial or unspecified natural flavors were the most common unwanted ingredients. A smaller portion of beef contained synthetic food dyes. The most common watch ingredient was added sodium. Vegetable proteins, carrageenan and added sugars were listed in 9% of beef servings (Figure 6).

**Figure 6. Specific unwanted and watch ingredients present in beef products purchased in SY 2015-16, by percentage of servings.**



## Regional & Sustainable Beef

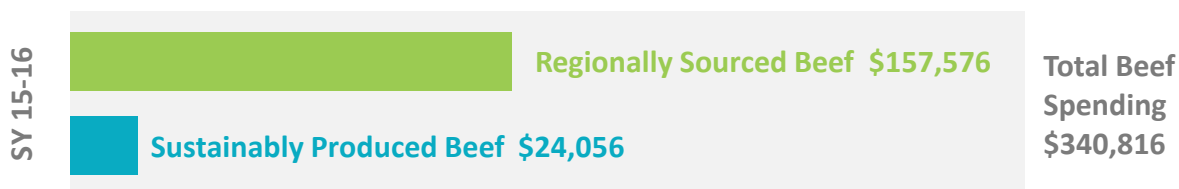
**Regional beef** represents beef sourced from a regional producer and reported as such by PPS.<sup>3</sup>

**Sustainable beef** refers to beef products produced with one or more of the following claims:

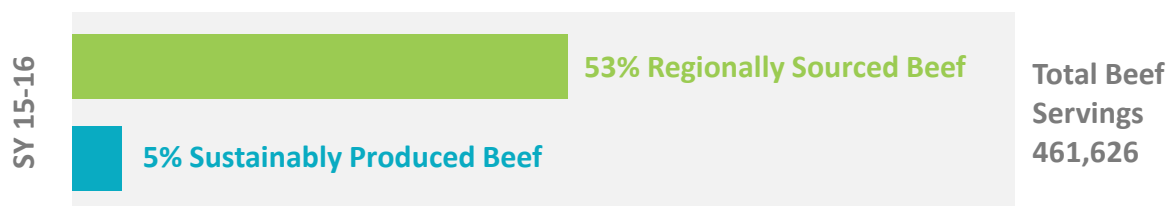
- USDA Organic
- Grassfed (and third party certified by USDA)
- American Grassfed Association or Animal Welfare Approved
- Global Animal Partnership (GAP) Steps 1-5+
- No hormones administered (with documentation from USDA)
- No antibiotics administered/ raised without antibiotics (with documentation from USDA).

In SY 2015-16, PPS purchased nearly \$160,000 worth of regionally sourced beef and \$24,000 worth of sustainably produced beef (Figure 7). Regionally sourced beef – purchased in the form of patties from Carman Ranch and Rays Wholesale Meats – represented 53% of beef servings purchased. The Carman Ranch patties were also 100% grassfed, making up 5% of total beef servings (Figure 8).

**Figure 7. Spending on beef that was regionally sourced or sustainably produced in SY 2015-16.**



**Figure 8. Percentage of beef servings that were regionally sourced or sustainably produced in SY 2015-16.**

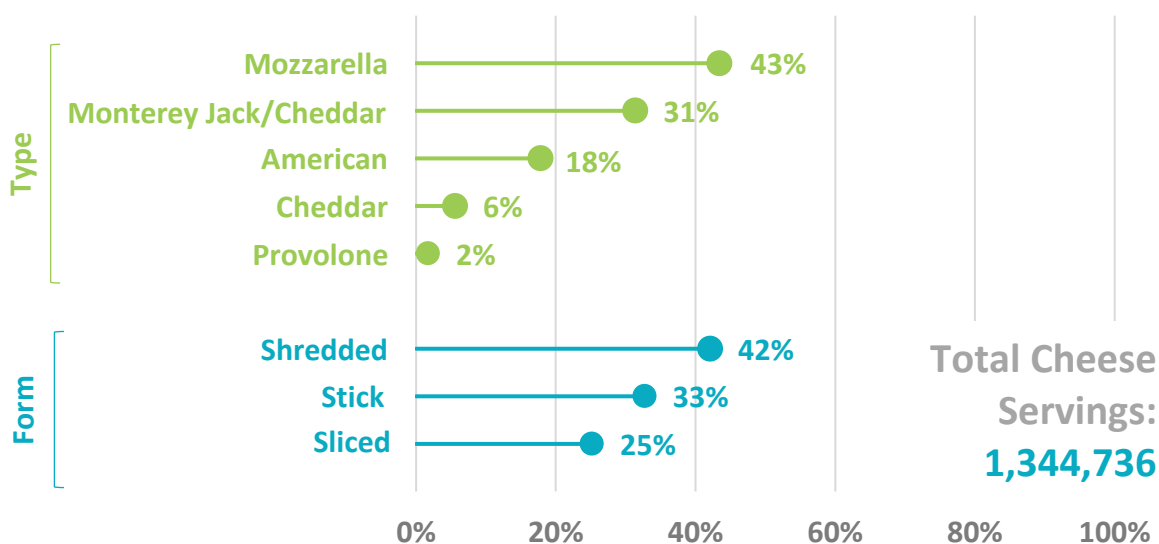


<sup>3</sup> Actual amounts of regional product may be greater than the data presented due to limited transparency in the supply chain.

## Cheese

PPS purchased 1.3 million one-ounce servings of cheese in SY 2015-16.<sup>4</sup> Mozzarella was the most common type of cheese, followed by a Monterey jack/cheddar blend and American cheese. PPS purchased three forms of cheese: shredded (42% of servings), sticks (33% of servings) and sliced cheeses (25% of servings) (Figure 9). Two manufacturers, Land O’ Lakes and Bongards’ Creameries, produced all of these products (Table 2).

**Figure 9. Percent of cheese servings (1 oz. M/MA) purchased by cheese type and form in SY 2015-16.**



**Table 2. Product types and amounts of cheese purchased from 2 manufacturers in SY 2015-16.**

Manufacturer	Product Types	Spending	Servings	Cost per Serving
Land O' Lakes	American, Cheddar, Mozzarella	\$143,297	800,736	\$0.18
Bongards' Creameries	Cheddar, Mozzarella, Monterey Jack/Cheddar, Provolone	\$101,908	544,000	\$0.19

<sup>4</sup> See Appendix B for a summary of absolute dollars spent and servings purchased of cheese in SY 2015-16.

## Healthier Cheese

**Cheese free of unwanted ingredients:** Of the 1.3 million cheese servings that PPS purchased, 100% of servings were free of unwanted ingredients (Figure 10). These products included sliced cheddar, American and provolone; shredded mozzarella and Monterey jack/cheddar blend; and mozzarella sticks.

Focus National prioritized mozzarella cheese sticks as a specific product to focus its collective procurement change efforts. PPS only purchased mozzarella cheese sticks free of unwanted ingredients (Figure 11).

**Figure 10. Percent of cheese servings that were free of unwanted ingredients in SY 2015-16.**



**Figure 11. Percent of cheese stick servings free of unwanted ingredients in SY 2015-16.**



**Specific unwanted and watch ingredients:** The following unwanted and watch ingredients were not present in SY 2015-16 cheese purchases.

### Unwanted Ingredients Not Present In Cheese

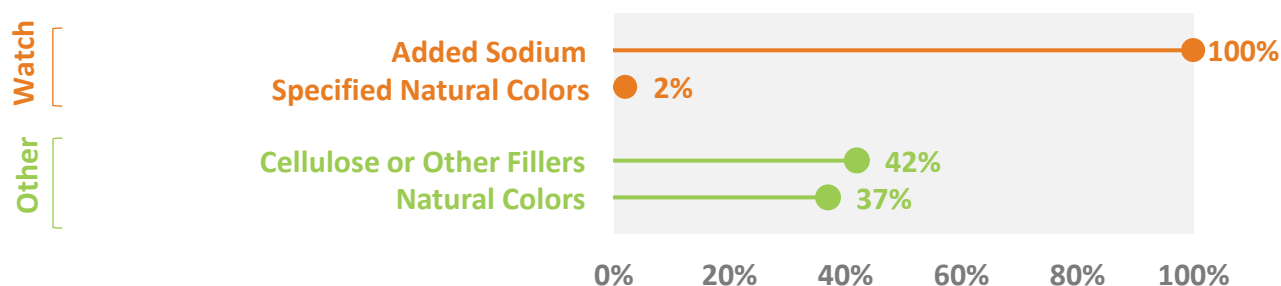
- |  |                                   |
|--|-----------------------------------|
| 1. Artificial or Other Sugar-Free Sweeteners | 7. Caramel Colors                 |
| 2. Artificial or Unspecified Natural Flavors | 8. High Fructose Corn Syrup       |
| 3. Azodicarbonamide (ADA)                    | 9. Monosodium Glutamate (MSG)     |
| 4. Bromated Flours                           | 10. Nitrates or Nitrites          |
| 5. Butylated Hydroxyanisole (BHA)            | 11. Partially Hydrogenated Oils   |
| 6. Butylated Hydroxytoluene (BHT)            | 12. Propyl Gallate                |
|  | 13. Synthetic Food Dyes           |
|  | 14. Tert-Butylhydroquinone (TBHQ) |

### Watch Ingredients Not Present In Cheese

- |                              |                       |
|------------------------------|-----------------------|
| 1. Added Sugars              | 4. Carrageenan        |
| 2. Benzoates or Benzoic Acid | 5. Sulfites           |
| 3. Bleached Flour            | 6. Vegetable Proteins |

School Food Focus identified two types of watch ingredients -- added sodium and specified natural colors -- in cheese products that PPS purchased. Focus National also prioritized cheese products without cellulose, fillers or natural colors. Of total cheese servings, 42% contained cellulose or other fillers, while 37% included natural colors (Figure 12). PPS did not purchase any cheese products containing unwanted ingredients in SY 2015-16.

**Figure 12. Specific watch and other undesirable ingredients present in cheese products purchased in SY 2015-16, by percentage of servings.**



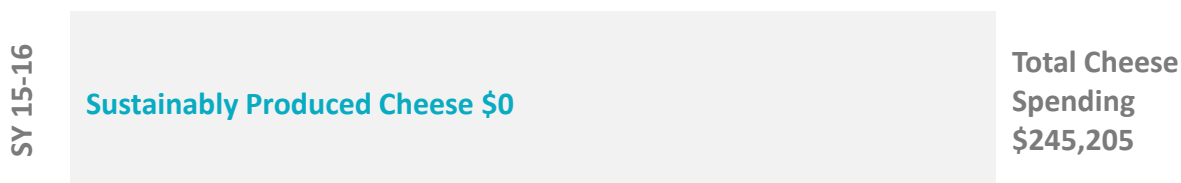
## Sustainable Cheese

Based on Focus National’s specifications, **sustainably produced cheese** refers to products listing any of the following designations:

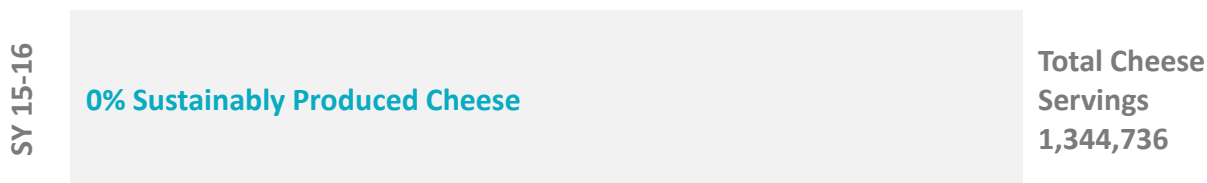
- Made with milk from cows not treated with rBGH/rBST
- USDA Organic
- Grassfed (and third party certified by USDA)
- American Grassfed Association or Animal Welfare Approved
- Global Animal Partnership (GAP) Steps 1-5+
- No hormones administered (with documentation from USDA)
- No antibiotics administered/raised without antibiotics (with documentation from USDA).

PPS did not purchase any sustainably produced cheeses in SY 2015-16 (Figures 13 and Figure 14).

**Figure 13. Spending on cheese that was sustainably produced in SY 2015-16.**



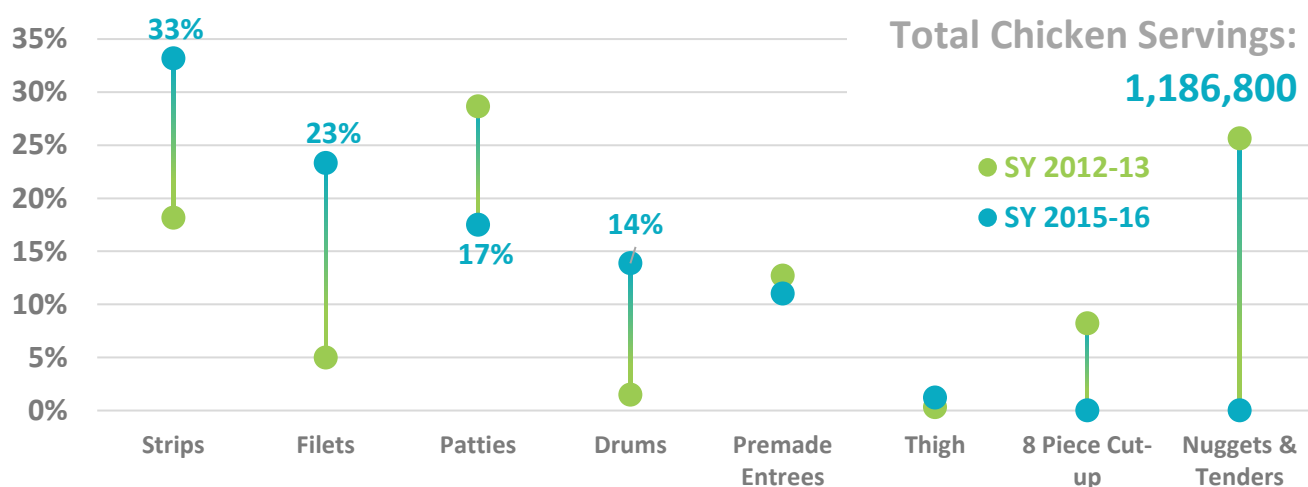
**Figure 14. Percentage of cheese servings that were sustainably produced in SY 2015-16.**



## Chicken

In SY 2015-16, PPS purchased approximately 1.2 million two-ounce servings of chicken, a decrease from the 1.4 million servings in SY 2012-13.<sup>5</sup> The top four products purchased were strips, filets, patties and drums. Since SY 2012-13, the percent of strips increased from 18% to 33% of servings in SY 2015-16. Percent of servings of filets and drums also increased, while percent of servings of patties decreased (Figure 15). Four manufacturers produced all chicken products; the majority of which was from ProView and USDA direct delivery (Table 3).

**Figure 15. Change in percent of chicken servings (2 oz. M/MA) by product type from SY 2012-13 to SY 2015-16.**



**Table 3. Product types and amounts of chicken purchased from 4 manufacturers in SY 2015-16.**

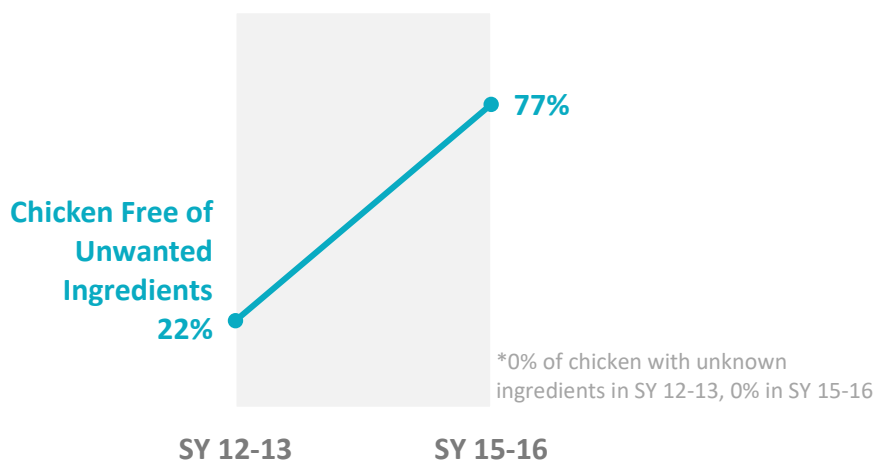
Manufacturer	Product Types	Spending	Servings	Cost per Serving
ProView	Filets, Patties	\$299,635	483,840	\$0.62
USDA Direct Delivery	Strips	\$159,203	393,600	\$0.40
Smart Chicken	Drums, Thigh	\$57,868	178,800	\$0.32
Yang's 5th Taste	Premade Entrees	\$84,028	130,560	\$0.64

<sup>5</sup> See Appendix B for a summary of absolute dollars spent and servings purchased between SY 2012-13 and SY 2015-16.

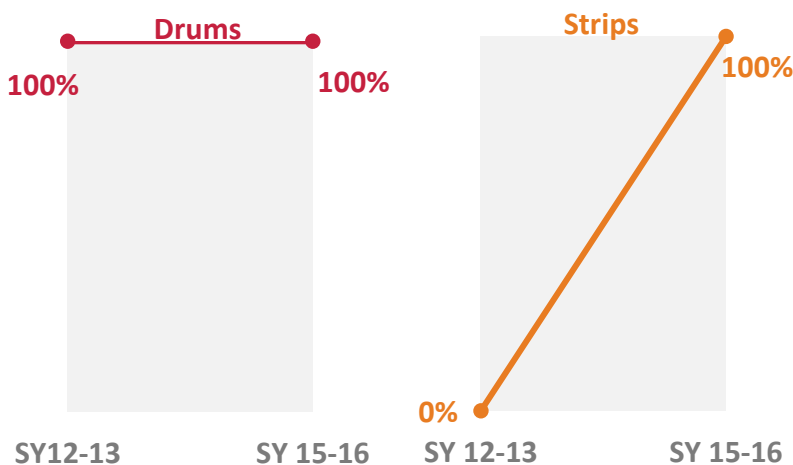
## Healthier Chicken

**Chicken free of unwanted ingredients:** In SY 2015-16, PPS purchased 900,000 servings of chicken (77%) free of unwanted ingredients.<sup>6</sup> This was an increase from 22% of servings free of unwanted ingredients in SY 2012-13 (Figure 16). Products free of unwanted ingredients included drums, thighs, patties, premade entrees and strips. All drums were free of unwanted ingredients in both years, and strips increased by 100 percentage points with the purchase of the USDA unseasoned strip in SY 2015-16 (Figure 17).

**Figure 16. Percent of chicken servings that were free of unwanted ingredients in SY 2012-13 compared to SY 2015-16.**



**Figure 17. Percent of priority product servings that were free of unwanted ingredients in SY 2012-13 compared to SY 2015-16.**



\*0% of drums with unknown ingredients in SY 12-13, 0% in SY 15-16; 0% of strips with unknown ingredients in SY 12-13, 0% in SY 15-16

<sup>6</sup> See the [Ingredient Guide for Better School Food Purchasing](#) for descriptions of unwanted ingredients.



**Specific unwanted and watch ingredients:** The following unwanted and watch ingredients were not present in SY 2015-16 chicken purchases.

**Unwanted Ingredients Not Present In Chicken**

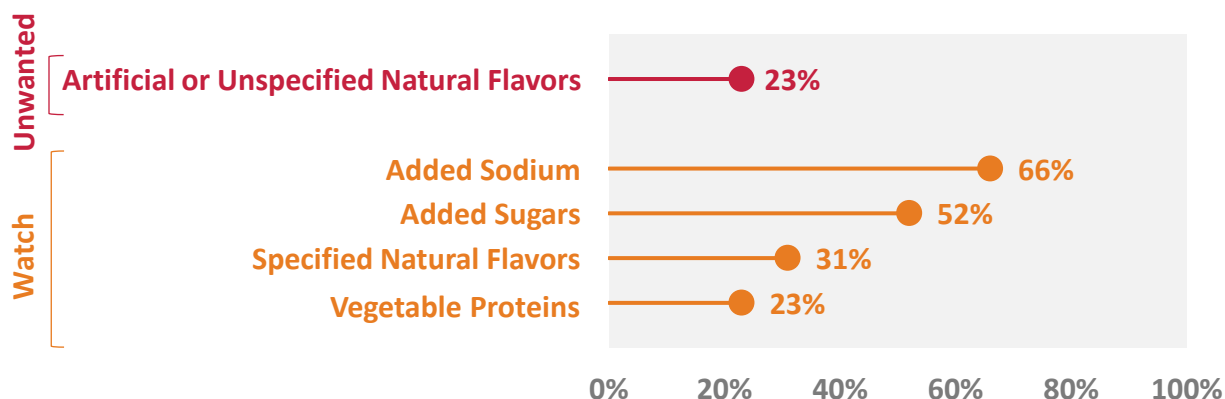
- |  |                                   |
|--|-----------------------------------|
| 1. Artificial or Other Sugar-Free Sweeteners | 7. High Fructose Corn Syrup       |
| 2. Azodicarbonamide (ADA)                    | 8. Monosodium Glutamate (MSG)     |
| 3. Bromated Flours                           | 9. Nitrates or Nitrites           |
| 4. Butylated Hydroxyanisole (BHA)            | 10. Partially Hydrogenated Oils   |
| 5. Butylated Hydroxytoluene (BHT)            | 11. Propyl Gallate                |
| 6. Caramel Colors                            | 12. Synthetic Food Dyes           |
|  | 13. Tert-Butylhydroquinone (TBHQ) |

**Watch Ingredients Not Present In Chicken**

- |                              |                |
|------------------------------|----------------|
| 1. Benzoates or Benzoic Acid | 3. Carrageenan |
| 2. Bleached Flour            | 4. Sulfites    |

School Food Focus identified one category of unwanted ingredients and four watch ingredients in chicken products that PPS purchased. The only unwanted ingredients present in chicken products in SY 2015-16 were artificial or unspecified natural flavors (23% of servings). Watch ingredients present in chicken products included added sodium, added sugars, specified natural flavors and vegetable proteins (Figure 18).

**Figure 18. Specific unwanted and watch ingredients present in chicken products purchased in SY 2015-16, by percentage of servings.**

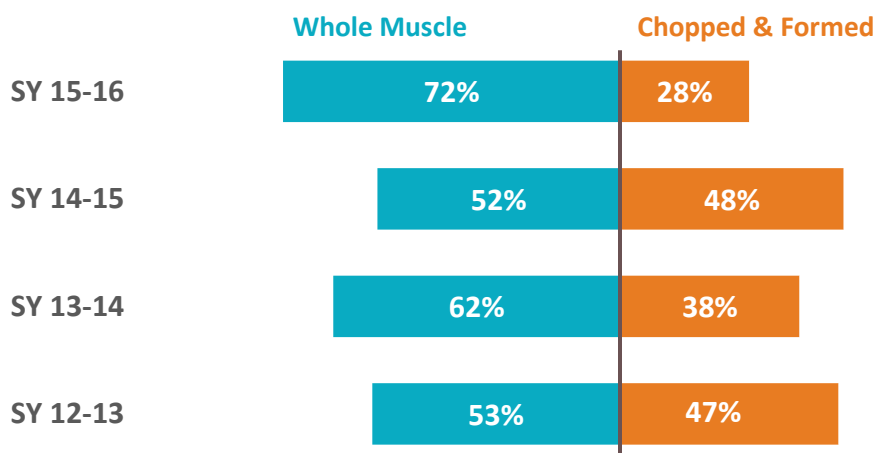


**Whole muscle chicken:** Of all the chicken purchased by PPS in SY 2015-16, 72% of servings were whole muscle products, including drums, thighs, filets, strips and premade entrees. These products were sourced from USDA direct delivery, ProView, Smart Chicken, and Yang’s 5<sup>th</sup>

Taste. Over this four-year period, this was the highest percentage of whole muscle servings that PPS purchased.

During SY 2015-16, 28% of total chicken servings were chopped and formed products, representing the smallest percentage of this type of processed chicken compared to the three school years prior (Figure 19).

**Figure 19. Types of chicken processing by percentage of total servings over time.**

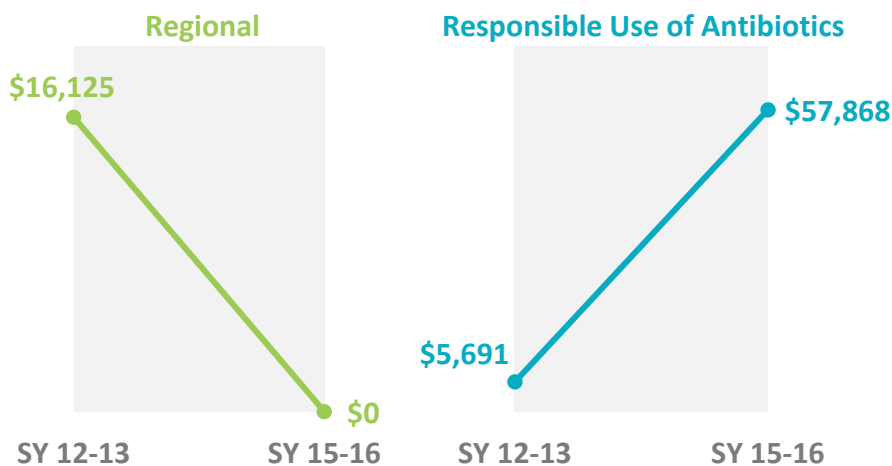


## Regional & Sustainable Chicken

**Regional chicken** represents chicken sourced from a regional producer and reported as such by PPS.<sup>7</sup> **Sustainably produced chicken** refers to chicken raised with responsible use of antibiotics. Sustainable label claims include Certified Responsible Antibiotic Use, No Antibiotics Ever, Raised Without Antibiotics (RWA), USDA Certified Organic and Global Animal Partnership.<sup>8</sup>

PPS purchased approximately \$58,000 worth of chicken raised with responsible use of antibiotics in SY 2015-16, representing a notable increase in these purchases since SY 2012-13 (Figure 20). These purchases of Smart Chicken RWA drums and thighs made up 15% of total chicken servings in SY 2015-16 (Figure 22). PPS did not purchase any regional chicken in SY 2015-16 (Figure 20 and Figure 21).

**Figure 20. Spending on chicken that was regional or raised with responsible use of antibiotics in SY 2012-13 compared to SY 2015-16.**



**Figure 21. Percentage of chicken servings that were regional or raised with responsible use of antibiotics in SY 2012-13 compared to SY 2015-16.**



<sup>7</sup> Actual amounts of regional product may be greater than the data presented due to limited transparency in the supply chain.

<sup>8</sup> See Appendix A for further definitions of these label claims.

## Appendix A: Glossary of Terms

### Beef Product Categories

- **Crumble:** Beef chopped or ground to a slightly larger size than ground beef, chopped and formed
- **Cubed:** Beef cut into chunks, whole muscle
- **Fajita Strips:** Beef cut into strips, whole muscle
- **Ground:** Beef ground to be used as an ingredient, chopped and formed
- **Hot dogs & Sausage:** Frank, link, or sausage patty type products made with chopped and formed or mechanically separated beef
- **Meatball:** Ground beef mixed with seasoning and binder, chopped and formed
- **Patty:** Beef that is chopped and formed into a patty or burger
- **Roast:** Roasted whole muscle beef cuts
- **Shredded:** Beef cooked so that it easily pulls from the bone, chopped and formed
- **Other Whole Muscle:** Other whole muscle items include roasts or premade entrées
- **Other Chopped & Formed:** Beef products that do not fit into any of the above categories, including Salisbury steak and other fabricated steaks, meatloaf, sliced beef, premade entrées

### Cheese Processing Categories:

- **Fresh:** Fresh cheeses have not been aged, or are very slightly cured. These cheeses have a high moisture content and are usually mild and have a very creamy taste and soft texture and are highly perishable
- **Hard:** Hard cheeses is a broad category with taste profiles that range from very mild to sharp and pungent. They generally have a texture profile that ranges from elastic, at room temperature, to the hard cheeses that can be grated
- **Processed:** Pasteurized process cheese is the food prepared by comminuting and mixing, with the aid of heat, one or more cheeses of the same or two or more varieties for manufacturing with an emulsifying agent into a homogeneous plastic mass

### Cheese Product Categories

- **American:** Grated American cheese food is the food prepared by mixing, with or without the aid of heat, one or more of the optional cheese ingredients: cheddar cheese, washed curd cheese, colby cheese, and granular cheese; nonfat dry milk; dried whey; an emulsifying agent; an acidifying agent, salt and artificial coloring. It is mixed into a uniformly blended, partially dehydrated, powdered, or granular mixture. It contains not less than 23 percent of milkfat
- **Cheddar:** The minimum milkfat content is 50 percent by weight of the solids, and the

maximum moisture content is 39 percent by weight

- **Colby:** Colby contains not more than 40 percent of moisture, and its solids contain not less than 50 percent of milkfat
- **Cottage, Ricotta:** Cottage cheese is the soft uncured cheese prepared by mixing cottage cheese dry curd with a creaming mixture. The milkfat content is not less than 4 percent by weight of the finished food, and contains not more than 80 percent of moisture
- **Mozzarella:** Mozzarella cheese, scamorza cheese may be molded into various shapes. The minimum milkfat content is 45 percent by weight of the solids, and the moisture content is more than 52 percent but not more than 60 percent by weight
- **Parmesan, Romano:** cheese characterized by a granular texture and a hard and brittle rind, grates readily. It contains not more than 32 percent of moisture, and its solids contain not less than 32 percent of milkfat
- **Pepper jack:** The minimum milkfat content is 50 percent by weight of the solids, and the maximum moisture content is 44 percent by weight
- **Provolone:** Provolone, a pasta filata or stretched curd-type cheese has a stringy texture. The minimum milkfat content is 45 percent by weight of the solids and the maximum moisture content is 45 percent by weight
- **Swiss:** Swiss cheese, emmentaler cheese has holes or eyes developed throughout the cheese. The minimum milkfat content is 43 percent by weight of the solids and the maximum moisture content is 41 percent by weight
- **Other Cheese:** Other type of cheese not specified in the above categories

### Chicken Product Categories

- **Diced:** Chicken cut into chunks, typically whole muscle
- **Drums:** Chicken drumsticks with the bone in, whole muscle
- **Filets:** The filet portion of the bird, whole muscle
- **Ground:** Chicken ground to make meatballs or other such products, typically chopped and formed
- **Hot dogs & Sausage:** Frank, link, or sausage patty type products made with chopped and formed or mechanically separated chicken
- **Leg Quarter:** Chicken thigh and drums with the bone in, whole muscle
- **Nuggets & Tenders:** Handheld chunks of chicken, can be chopped and formed or whole muscle
- **Patties:** Chicken that is chopped and formed
- **Premade Entrees:** Chicken mixed other ingredients into a premade meal
- **Pulled:** Chicken cooked so that it easily pulls from the bone, typically whole muscle
- **Strips:** Chicken cut into strips, typically whole muscle
- **Thigh:** Chicken thigh with or without the bone in, typically whole muscle
- **Wing:** Chicken wing with the bone in, whole muscle
- **8 Piece Cut-up:** whole chicken cut into eight pieces; two each of drums, breasts, thighs

with back, and wings, whole muscle

- **Other:** Chicken products that do not fit into any of the above categories

**Commodity Costs:** In some cases, assumptions and estimations were made so that both the value of the USDA food and the cost of processing were included for USDA direct delivery and USDA direct diversion items.

**Healthier:** For purposes of this report, healthier school food refers to districts' procurement efforts towards purchasing more whole and minimally processed foods free of unwanted ingredients. For example, definitions of level of processing for poultry products are listed in this glossary of terms; whole muscle products being the least processed. In addition, in July 2016, School Food Focus published an [Ingredient Guide](#) that lists of both unwanted and watch ingredients that districts aim to reduce in products developed by the Learning Labs.

### Poultry Processing Categories

- **Whole Muscle:** Products of whole muscle without further processing. Kinds, classes, and cuts of poultry (e.g., drums, breasts, thighs, legs, etc.) have a standard of identity, which is established by the Food Safety and Inspection Service of the USDA. Portion sizes and/or shapes typically vary.
- **Chopped & Formed-Made with Whole Muscle:** Products that are chopped and re-formed to look like whole muscle productions or to be uniform in shape and size. Made with a whole muscle poultry cut or part.
- **Chopped & Formed:** Products that are chopped and re-formed to look like whole muscle productions or to be uniform in shape and size. Made with unspecified poultry cuts or parts.
- **Mechanically Separated Meat:** Poultry is mechanically separated from the carcass, the paste is then formed into products. Contains bone solids.

**Poultry Raised With Responsible Use of Antibiotics:** Label claims including Certified Responsible Antibiotic Use, No Antibiotics Ever, Raised Without Antibiotics, USDA Certified Organic, and Global Animal Partnership match these criteria. Note, some claims require third party verification, whereas it is optional for others. Focus has a strong preference for third party verified with regular on-site audits.

- [Certified Responsible Antibiotics Use \(CRAU\)](#) eliminates the overuse of medically important antibiotics in conventional poultry production and provides an essential level of transparency and accountability lacking in the school food market.
- **No Antibiotics Ever (NAE), Raised Without Antibiotics (RWA), USDA Certified Organic and Global Animal Partnership (GAP)** generally mean no antibiotics of any kind have been administered at any time.

## Procurement Pathways

- **Open Market:** Products purchased on the commercial market.
- **USDA Direct Delivery:** Also known as “brown box”: Products which USDA purchases for delivery to Recipient Agencies, Direct delivery items include both unprocessed and minimally processed products as well as further processed “value added” items. Unprocessed or minimally processed items include like canned or frozen fruits and vegetables, raw ground beef, cut up chicken and whole-body turkey, roasted pieces, and sliced cheese. Value added products include items like turkey taco meat, roasted chicken pieces, and frozen fruit cups. These products are not diverted to processors for further processing.
- **USDA Direct Diversion:** Items purchased in bulk form for shipment to further processors on behalf of recipient agencies. Diverted items include chilled chickens and turkey, coarse ground beef and pork, blocks of cheese and similar items that are used in making finished end products for recipient agencies.

**Regional:** The definition of regional is defined by each school district. Food sourced from a regional producer and reported as such in procurement reports (via distributors or the district back of the house system). Actual amounts of regional product may be greater than what’s presented in this report. Due to the lack of farm source transparency in school food supply chains, information on the source of most foods is not accessible or reported to districts.

**Serving Sizes:** All meat/meat alternates (M/MA) are reported as 2 oz. M/MA except for cheese which are reported as 1 oz. M/MA. These serving sizes are used to compare various attributes across the same serving size over time. Actual serving sizes used in meals may vary.

**Sustainable:** For the purposes of this report, sustainably produced school food refers to food with label claims including but not limited to improved environmental, economic, and social impacts. Within the Learning Lab, districts have mostly focused efforts on poultry raised with responsible antibiotic use. These label claims include Certified Responsible Antibiotic Use, No Antibiotics Ever, Raised Without Antibiotics, USDA Certified Organic, and Global Animal Partnership. Additional label claims pertaining to beef and cheese include grassfed (and third party certified by USDA, American Grassfed Association or Animal Welfare Approved), no hormones administered (with documentation from USDA), no antibiotics administered / raised without antibiotics (with documentation from USDA), and cheese made from milk from cows that are rBGH-free, rBST-free. Label claims pertaining to fruits and vegetables that meet some sustainability criteria include Food Alliance Certified, Certified Fair Trade, and USDA Certified Organic. Note that some claims require third party verification, whereas it is optional for others. Focus has a strong preference for third party verified with regular on-site audits.

## Appendix B: Additional Tables

**Table A. Total annual food spending on priority food groups from SY 2012-13 to SY 2015-16.**

Food Group	School Year			
	2012-13	2013-14	2014-15	2015-16
<b>Beef</b>	n/a	n/a	n/a	\$340,816
Crumble	n/a	n/a	n/a	\$80,023
Ground	n/a	n/a	n/a	\$204,844
Patties	n/a	n/a	n/a	\$0
<b>Cheese</b>	n/a	n/a	n/a	\$245,205
Cheese stick	n/a	n/a	n/a	\$87,869
<b>Chicken</b>	\$774,839	\$777,607	\$767,908	\$600,735
Drums	\$10,434	\$33,298	\$59,707	\$53,565
Strips	\$90,898	\$39,750	\$105,733	\$159,203
<b>Total Food</b>	\$7,163,614	\$7,281,633	\$8,235,580	\$8,000,000

**Table B. Total annual servings\* purchased of priority food groups from SY 2012-13 to SY 2015-16.**

Food Group	School Year			
	2012-13	2013-14	2014-15	2015-16
<b>Beef</b>	n/a	n/a	n/a	461,626
Crumble	n/a	n/a	n/a	129,210
Ground	n/a	n/a	n/a	286,576
Patties	n/a	n/a	n/a	0
<b>Cheese</b>	n/a	n/a	n/a	1,344,736
Cheese stick	n/a	n/a	n/a	440,160
<b>Chicken</b>	1,421,311	1,696,370	1,440,035	1,186,800
Drums	20,848	72,116	128,720	164,576
Strips	257,996	93,609	242,473	393,600

\*Servings reported on 2 oz. Meat/Meat Alternate basis for chicken and beef; 1 oz. for cheese.