



NSLP Direct Delivery

Gold Star Foods

September 25, 2025

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TEXAS DEPARTMENT OF AGRICULTURE
COMMISSIONER SID MILLER

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Food and Nutrition Division
Nutrition Assistance Programs



Updated 9/26/2025
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Discussion Topics

- Understanding Full Truckload Requirements
 - Understanding the impact of Direct Delivery requests
 - Importance of unified demand across the region serviced by Gold Star Foods
 - How to utilize information in forecasting for School Year 2026
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Full Truckload Requirements

- For USDA Foods to create a sales order, we must follow the guidance on full truckload quantities.
- This must adhere to "Quarter Truckload" requirements. For example, a truckload of 1,000 cases can only make a minimum stop of 250 cases.
- Truckloads can be split between additional warehouses, within certain constraints such as driving times.
- TDA must also consider the requested delivery periods to allow demand to be spread out and to prevent storage fees at the warehouse.

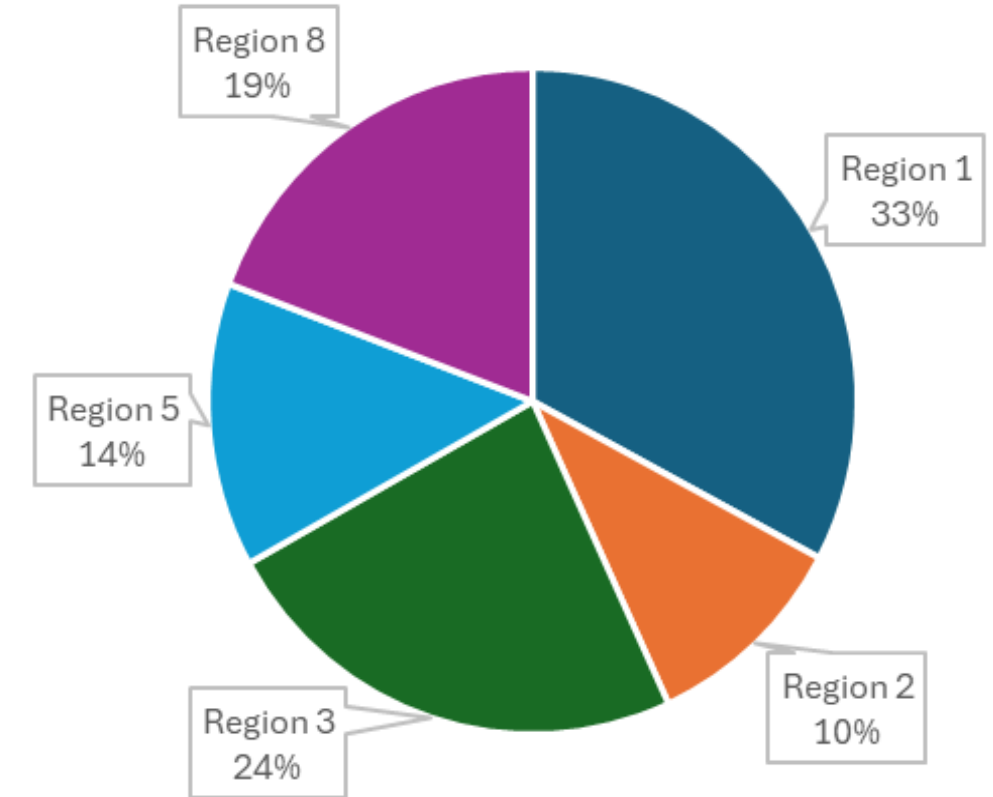
Direct Delivery Requests

How does forecasting impact truckloads?

- The demand for a material influences the creation of successful truckloads.
- Schools that place larger volume requests help ensure the availability of materials in their warehouse region.
- Spreading out requests among materials of similar categories can reduce volume and decrease the likelihood of a truckload being created.
 - For example, requesting multiple types of corn (such as frozen and canned) rather than choosing just one can impact truckload planning.

Who drives requests for the Gold Star Foods Region?

- KIPP Texas Public Schools
- Fort Worth ISD
- Comal ISD
- Bastrop ISD
- Mission CISD
- Waco ISD
- International Leadership of Texas
- Pasadena ISD
- Crowley ISD
- Keller ISD



What are some of the more common categories and materials in the Gold Star Foods Region?

Seasonal fruits and vegetables are extremely important due to their 'one-time buy' aspect.

- 100256 - Strawberry Frz Cup-96/4.5 oz
- 100220 - Peaches Cling Diced Ex Lt Can-6/10
- 100212 - Mixed Fruit Ex Lt Can-6/10
- 100241 - Peach Freestone Diced Frz Cup-96/4.4 oz
- 110859 - Mixed Berry Frz Cup-96/4.oz
- 100225 - Pears Diced Ex Lt Can-6/10
- 100348 - Corn Frz Ctn – 30lb
- 100307 - Beans Green Can – 6/10
- 100219 - Peaches Cling Slices Ex Lt Can-6/10
- 100352 – Carrots Frz Ctn – 30 lb



What are some of the more common categories and materials in the Gold Star Foods Region?

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Animal-based protein is traditionally one of the more expensive materials and fulfills the 'center of the plate' component

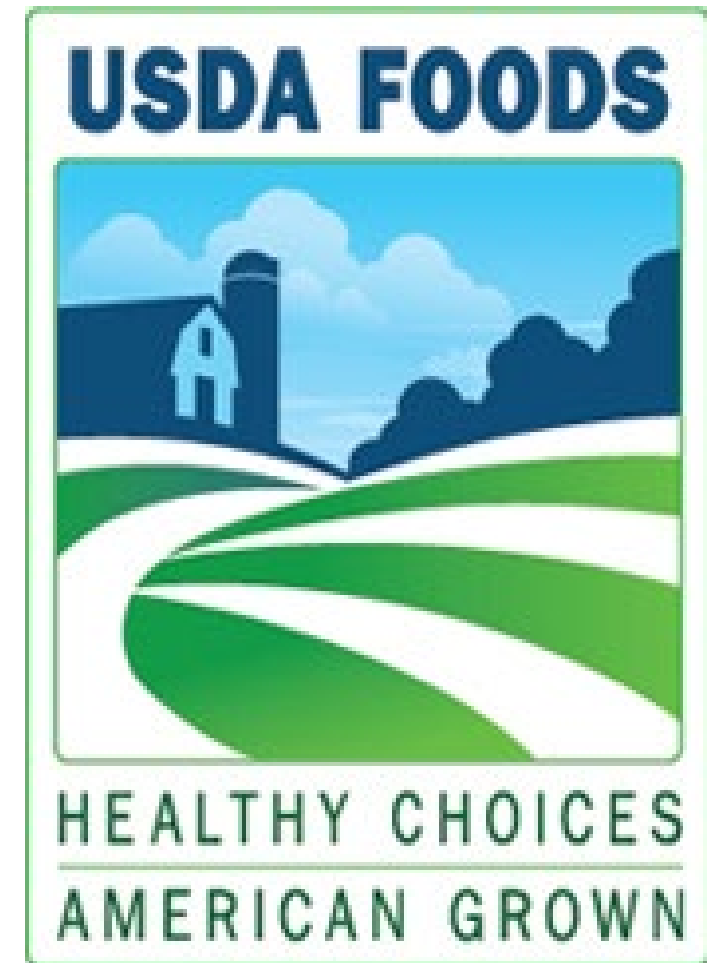
- 100158 - Beef Fine Ground Frz Ctn-40 lb
- 100117 - Chicken Fajita Strips Ctn-30 lb
- 100101 – Chicken Diced Ctn-40 lb
- 110730 – Pork Pulled Ckd Pkg – 8/5lb



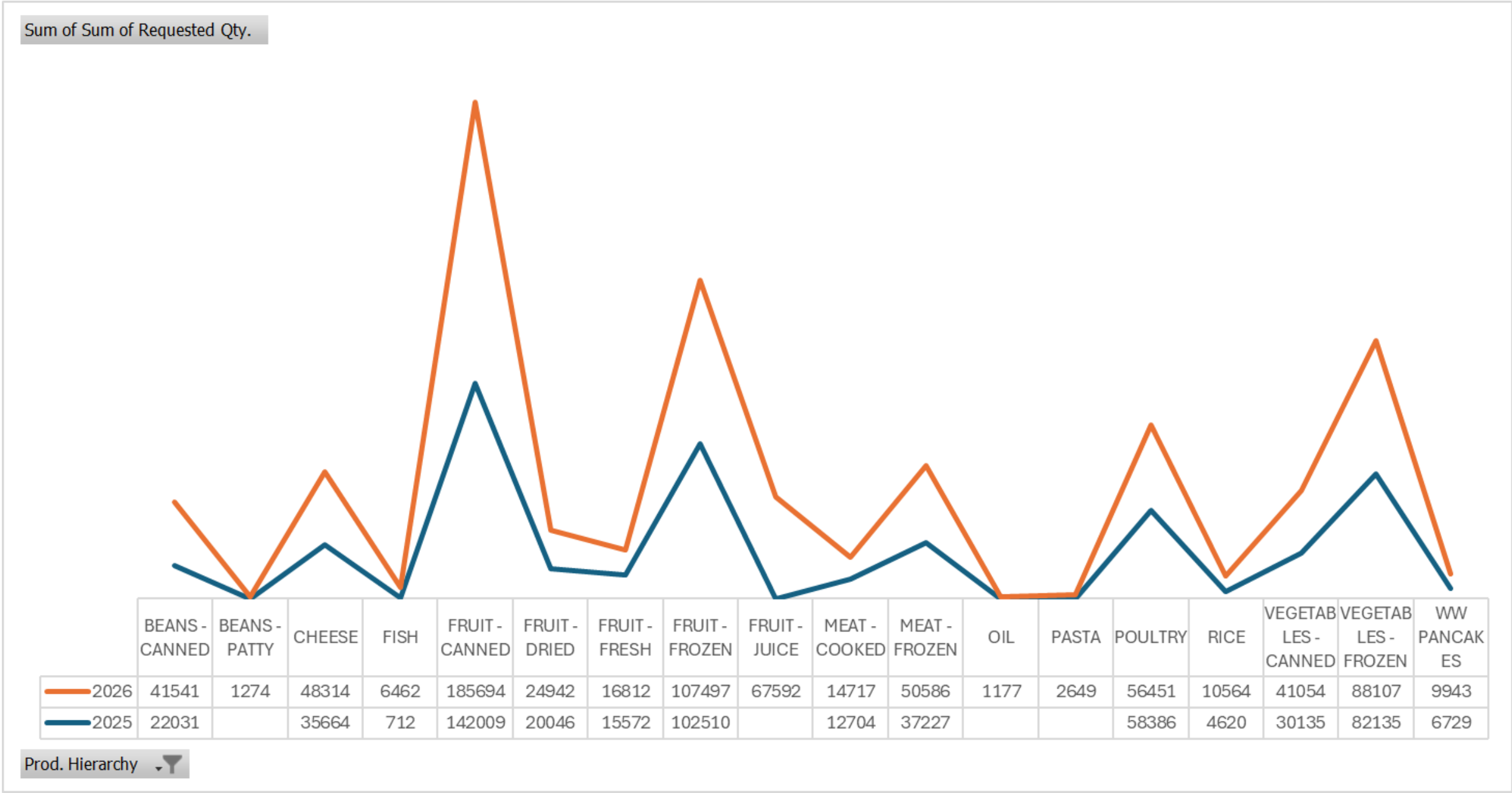
Recap PY 26 Review

Overall, we have 782 deliveries arriving to Gold Star for the upcoming school year.

- 111790 – Apple Juice Cup – 96/4 oz
- 110361 – Applesauce Cup – 96/4.5 oz
- 100158 - Beef Fine Ground Frozen, Ctn. - 40lb
- 100256 - Strawberry Frozen Cups – 96/4.5 oz
- 110541 – Applesauce Unsweetened Can – 6/10
- 100220 – Peaches Cling Diced Ex Lt Can – 6/10
- 100212 – Mixed Fruit Ex Lt Can – 6/10
- 100241 – Peach Freestone Diced Frz Cup – 96/4.4 oz
- 100365 – Beans Pinto Can – 6/10
- 110859 – Mixed Berry Frz Cup – 96/4 oz



Ordering Trends



How Can We Utilize this Information?

- Understanding the importance of the USDA Foods Survey sent out by TDA at the beginning of the year.
- Utilizing the Foods Available List (FAL) released by USDA each year.
- Working with your ESC region and schools within your FDP region to better understand common material needs.
- Getting the most out of USDA Foods to maximize the Planned Assistance Level.

USDA Foods Available List for School Year 2024-2025 for Schools and Institutions

MyPlate.gov

USDA Foods Description	WBCS #	PACK SIZE	USDA Foods Description	WBCS #	PACK SIZE	SUBGROUP
FRUITS			VEGETABLES			
Apples, Braeburn, Fresh	100023	40 lb case	Beans, Green, Low-sodium, Canned (K)	100307	6/#10 can	OTM
Apples, Empire, Fresh	100017	40 lb case	Beans, Green, No Salt Added, Frozen	100381	30 lb case	OTM
Apples, Fuji, Fresh	100022	40 lb case	Beans, Green, No Salt Added, Frozen	110564	12/2 lb bag	OTM
Apples, Gala, Fresh	100021	40 lb case	Broccoli Florets, No Salt Added, Frozen	110473	30 lb case	US
Apples, Granny Smith, Fresh	110143	40 lb case	Carrots, Diced, No Salt Added, Frozen	110480	30 lb case	NO
Apples, Red Delicious, Fresh	100014	40 lb case	Carrots, Sliced, No Salt Added, Frozen	110524	12/2 lb bag	NO
Apple Slices, Unsweetened, Canned	100006	6/#10 can	Corn, Shred, Low-sodium, Canned	100359	6/#10 can	NO
Apple Slices, Unsweetened, Frozen (IGF)	100058	30 lb case	Carrots, Sliced, No Salt Added, Frozen	100352	30 lb case	NO
Applesauce, Unsweetened, Canned (K)	110041	6/#10 can	Corn, Whole Kernel, No Salt Added, Canned (K)	100311	6/#10 can	ST
Applesauce, Unsweetened, Cups, Shelf-Stable	110061	96/4.5 oz cup	Corn, Whole Kernel, No Salt Added, Frozen	100348	30 lb case	ST
Apples, For Processing	110149	Bulk Pounds	Corn, Whole Kernel, No Salt Added, Frozen	110503	12/2 lb bag	ST
Apricots, Diced, Cups, Frozen	100261	96/4.5 oz cup	Mixed Vegetables, No Salt Added, Frozen	111230	6/5 lb bag	ADD'L
Apricots, Diced, Extra Light Syrup, Canned	100216	6/#10 can	Peas, Green, Low-sodium, Canned	100313	6/#10 can	ST
Blueberries, Wild, Unsweetened, Frozen	100343	30 lb case	Peas, Green, No Salt Added, Frozen	100350	30 lb case	ST
Blueberries, Wild, Unsweetened, Frozen	100342	8/3 lb bag	Peas, Green, No Salt Added, Frozen	110793	12/2 lb bag	ST
Blueberries, Unsweetened, Frozen	110044	30 lb case	Peas, Green, No Salt Added, Frozen	110724	30 lb case	OTM
Blueberries, Unsweetened, Frozen	110023	12/2 lb bag	Potatoes, Diced, No Salt Added, Frozen	110844	6/5 lb bag	ST
Cherries, Tart, Dried	100299	4/4 lb bag	Potatoes, Oven Fries, Low-sodium, Frozen	100357	6/5 lb bag	ST
Cherries, Tart, Dried, Individual Portions	111443	250/2.38 oz bag	Potatoes, Wedges, Fat Free, Low-sodium, 1010mm (IGF)	100368	6/5 lb bag	ST
Cherries, Sweet, Fitted, Unsweetened, Frozen (IGF)	110072	12/2 lb bag	Potatoes, Wedges, Low-sodium, Frozen (IGF)	100353	6/5 lb bag	ST
Cranberries, Dried, Individual Portions	110773	300/1.38 oz bag	Potatoes, For Processing to Frozen	100506	Bulk Pounds	ST
Mixed Berries (Blueberries, Strawberries), Cups, Frozen	110059	96/4 oz cup	Potatoes, For Processing to Dehydrated	110227	Bulk Pounds	ST
Mixed Fruit (Apples, Cherries, Cranberries, Raisins), Dried	110161	6/5 lb bag	Salsa, Low-sodium, Canned	100330	6/#10 can	NO
Mixed Fruit (Peaches, Pears, Grapes), Extra Light Syrup, Canned	100212	6/#10 can	Salsa, Low-sodium, Pouch	110186	6/106 oz pouch	NO
Oranges, Fresh	100069	34/29 lb case	Sagehen Sauce, Low-sodium, Canned	100496	6/#10 can	NO
Peaches, Diced, Extra Light Syrup, Canned	100200	6/#10 can	Sagehen Sauce, Low-sodium, Pouch	110177	6/106 oz pouch	NO
Peaches, Diced, Cups, Frozen	100241	96/4.4 oz cup	Spinach, Chopped, No Salt Added, Frozen (IGF)	110420	20 lb case	US
Peaches, Sliced, Frozen	100289	20 lb case	Sweet Potatoes, Cubes, No Salt Added, Frozen	110562	6/5 lb bag	NO
Peaches, Sliced, Frozen	100288	12/2 lb bag	Sweet Potatoes, Cinnamon Cut Fries, Low-sodium, Frozen	110721	6/5 lb bag	NO
Peaches, Sliced, Extra Light Syrup, Canned	100219	6/#10 can	Sweet Potatoes, Light Syrup, No Salt Added, Canned	100317	6/#10 can	NO
Pears, Diced, Extra Light Syrup, Canned (K)	100225	6/#10 can	Sweet Potatoes, For Processing	100980	Bulk Pounds	NO
Pears, Slices, Extra Light Syrup, Canned	100226	6/#10 can	Tomato Paste, No Salt Added, Canned	100317	6/#10 can	NO
Pears, Sliced, Extra Light Syrup, Canned	100224	6/#10 can	Tomato Paste, For Processing	100312	2850 lb boxes	NO
Raisins, Unsweetened, Individual Portions	100293	144/1.33 oz unit	Tomato Sauce, Low-sodium, Canned	100334	6/#10 can	NO
Strawberries, Diced, Cups, Frozen	100294	96/4.4 oz cup	Tomato Sauce, Low-sodium, Pouch	110187	6/106 oz pouch	NO
Strawberries, Sliced, Frozen	100294	30 lb bag	Tomatoes, Diced, No Salt Added, Canned	100379	6/#10 can	NO
Strawberries, Sliced, Unsweetened, Frozen (IGF)	110860	6/5 lb bag				
Strawberries, Whole, Unsweetened, Frozen (IGF)	110846	6/5 lb bag				

Note: USDA Foods entitlement may also be used to order a variety of fresh fruits and vegetables for weekly delivery through the USDA DoD Fresh Fruit and Vegetable Program. Contact your State Distributing Agency if you are interested in participating in this program.

Other USDA Foods found on the Foods Available List can also be used for the processing program.

Reminders

- **Benefits of WBSCM**
 - **Real time data:** Provides up-to-date information on truckload status and the outcomes of ordering rounds, ensuring a clearer understanding of current operations
 - **Entitlement Values:** Displays actual prices once the status is updated to "Purchased," offering accurate financial insights
- **Reports:** Review the Entitlement Bonus/Summary Report and the Requisition Status Report at least monthly to stay informed and manage inventory effectively
- **Inventory Management:** Take ownership of USDA Foods requested from Gold Star warehouse
- **Technical Support:** Contact your ESC for any technical assistance needed.

Preparing for SY 2027

- Review Requisition Status Report to begin forecasting for school year 26-27
- Complete opt-in for DoD participation in school year 2027
- Complete USDA Foods Survey
- Check beginning balance of Planned Assistance Level in Entitlement/Bonus Summary Report in December 2025
- Review which processors you have an awarded bid for in school year 2027 before ordering

Round 1 Processing Diversion Requests

Schools should not be requesting USDA Foods diverted to a processor when bid has not yet been awarded during round 1.

- If you are due for a rebid, it is recommended to focus on direct delivery utilization
- If you are in a renewal year you are safe to make requests as planned.
- Schools utilizing FSMCs or managing their own food bids should seek to complete procurement by end of December.
- If this is currently not your best practice, please reach out to your Cooperative or your schools procurement team to strategize completing the bidding process earlier.

Schools diverting pounds to only find out they do not have an award to draw down has an extremely negative impact on processor inventory.

- This leads to unclaimed inventory at the processor impacting performance.
- This impacts future ordering for the processor as TDA reviews excess inventory and performance metrics of schools.

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Office of the Assistant Secretary for Civil Rights
1400 Independence Avenue, SW
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3. email:

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Please take a moment to complete this survey.
Your feedback will help us understand how useful this information is for your ordering strategy and provide insights on deliveries to and from your state contracted warehouse.

Questions?

Thank you for attending this webinar today, we hope this will help you with your ordering for the next school year!

We're open to any questions you may have regarding direct delivery and USDA Foods in your region.