

Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses

USDA AMS Dairy Program Update



National Association of Dairy Regulatory Officials

Franklin, TN

July 12, 2022



United States
Department of Agriculture

Chris Thompson Chief, Dairy Standardization Branch

Today's Updates

- **AMS Dairy Program**
- **Dairy Grading & Standardization Division**
- **Dairy Trade**



Dairy Donation Program (DDP)

Authorized by the Consolidated Appropriations Act of 2021

- Encourage dairy donations to non-profits
- Reduce food waste

More at:

[Dairy Donations Program](#)

DDP@usda.gov




Pandemic Market Volatility Assistance Program (PMVAP)

- Pandemic assistance payments to dairy farmer who received a lower value due to market abnormalities caused by the pandemic and ensuing Federal policies.
- Payments may not exceed \$350 million.
- Reimbursements: 80 percent of the revenue difference per month, up to 5 million pounds of milk marketed from July through December 2020.

pmvap@usda.gov

Dairy Grading and Standardization Division

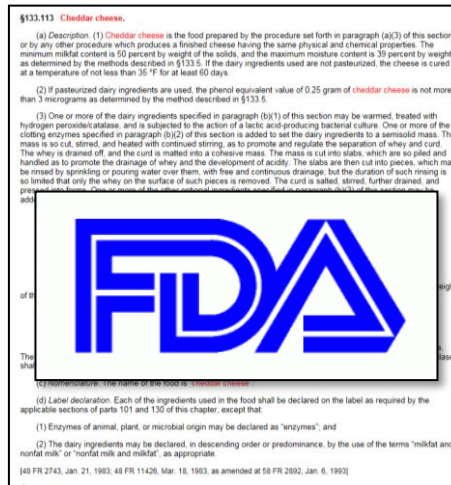
Dairy Standardization Branch	Dairy Grading Branch
Policy Oriented and Program Development	Operations and Program Implementation
Domestic Dairy Standards & Spec. Development, Model Requirements – Milk for Manufacturing, Technical Consultation	Dairy Grading 
International Standards Development, International Trade Items	Plant Surveys and Inspections
Quality Management System, Training Program Development, Program reviews	Dairy Equipment Review
Outreach activities, liaison with other agencies	Dairy Export Certification
Collaborate with other Agencies	

Modernization Activities

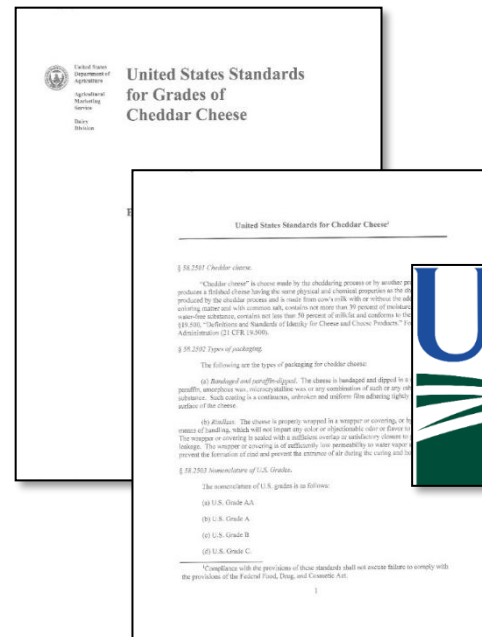


Different Types of Domestic Dairy Standards

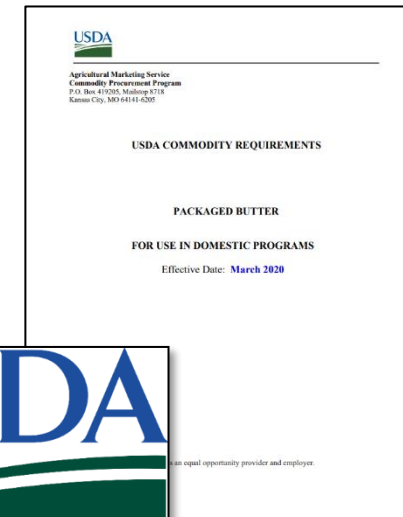
Standards of Identity



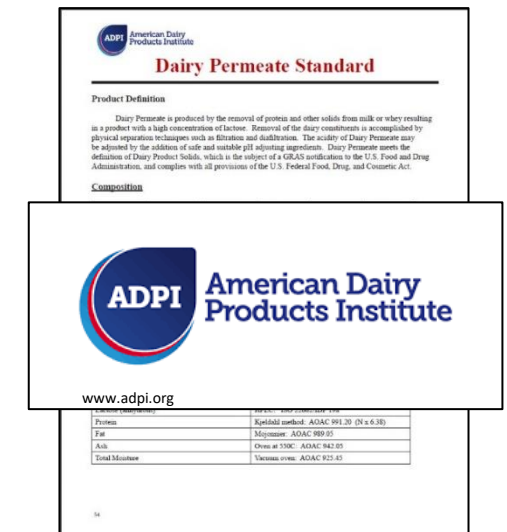
Quality Standards



Procurement Standards



Trade Association Standards




Domestic Dairy Product Grade Standards

- Dairy Product Grade Standards: official descriptions that measure quality attributes i.e. taste, texture, appearance and color
 - Serve as an industry guide for the marketing of quality dairy products
 - Used by Dairy Grading Service to assign an official grade.



AMS Procurement Standards

- Commodity Requirement Documents (CRD)
 - Provide guidance on standard of identity and quality specifications
 - Provide quality assurance expectations
- Commercial Item Descriptions (CID)
 - Important characteristics of products
 - Analytical test requirements, food safety and quality

 Agricultural Marketing Service Commodity Procurement Program P.O. Box 419205, Mailstop 8718 Kansas City, MO 64141-6205	
USDA COMMODITY REQUIREMENTS	
PACKAGED BUTTER	
PROGRAMS	
020	
and employer.	
<div><div>METRIC</div><div>A-A-20388B Mar 23, 2019 SUPERSEDING A-A-20388A April 10, 2009</div></div>	
COMMERCIAL ITEM DESCRIPTION	
MACARONI AND CHEESE MIX	
The U.S. Department of Agriculture (USDA) has authorized the use of this Commercial Item Description (CID).	
1. SCOPE. This CID covers macaroni and cheese mix, packed in commercially acceptable containers, suitable for use by Federal, State, local governments, and other interested parties. Please note: This document does not guarantee purchase of this item by USDA. ¹	
2. PURCHASER NOTES.	
2.1 Purchasers must specify the following:	
<ul style="list-style-type: none">• Macaroni product(s), flour type(s), shape(s), cheese sauce color(s), cheese mix composition(s), cheese flavor(s), preparation method(s), fat content(s), sodium content(s), package type(s), and agricultural practice(s) desired (Sec. 3).• When analytical requirements are different than specified (Sec. 7.1).• When viscosity, coagulase positive <i>Staphylococcus aureus</i>, and <i>Salmonella</i> testing is required (Sec. 7.2).• When compliance with analytical requirements must be verified (Sec. 7.2).• Manufacturer's distributor's certificate (Sec. 10.3) or USDA certification (Sec. 10.4).	
2.2 Purchasers may specify the following:	
<ul style="list-style-type: none">• Food Defense (Sec. 10.1) and Manufacturer's Quality Assurance (Sec. 10.2). Purchaser may specify one of the following combinations: Sec. 10.1.1 with 10.2.1 or 10.1.2 with 10.2.2.• Packaging requirements other than commercial (Sec. 11).	
3. CLASSIFICATION. The macaroni and cheese mix must conform to the following list which must be specified in the solicitation, contract, or purchase order.	
<small>¹ USDA purchase specifications are available at: https://www.ams.usda.gov/offering-foodproducts.aspx</small>	
FSC 8940	

Dairy Product Grading Services

Dairy Grader Training



Equipment

Plant Inspection

Product Quality Grading



www.landolakesfoodservice.com

Commodity Procurement Program (CPP) FY 22

- Build Back Better
- National School Lunch and Food Assistance Programs (Entitlement)

Dairy Purchases	Value	Quantity
Build Back Better	\$ 72.1 Million	22.3 Million Pounds
Entitlement	\$ 206.1 Million	105.4 Million Pounds
Total	\$ 278.2 Million	127.7 Million Pounds

Dairy Program contact for CPP: matthew.siedschlaw@usda.gov

Section 32 Purchase Requests

- Trade groups on behalf of industry may make a formal request for the purchase of dairy products
- AMS provides an economic and market analysis of the purchase request
- Purchase request package is reviewed
- CPP Contract Solicitations are issued based on approved purchase amounts

International Analytical Standards

International Dairy Federation

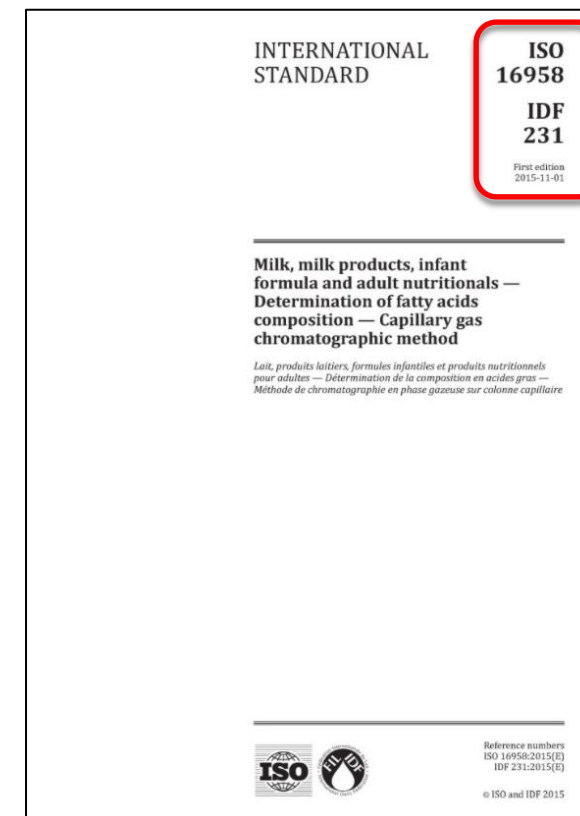


International Organization for Standardization

Technical Committee: Food Products

Subcommittee: Milk and Milk Products

ISO TC/34/SC5 Milk and Milk Products



U.S. Technical Advisory Group (TAG) to ISO Technical Committee 34 / Subcommittee 5 (TC 34/SC 5) – Milk and milk products



<https://www.iso.org/committee/47878.html>

189	12	25	49
PUBLISHED ISO STANDARDS*	ISO STANDARDS UNDER DEVELOPMENT*	PARTICIPATING MEMBERS	OBSERVING MEMBERS
<small>under the direct responsibility of ISO/TC 34/SC 5</small>	<small>under the direct responsibility of ISO/TC 34/SC 5</small>		



TC 34/SC 5 SCOPE

*Standardization of methods of analysis
and sampling for milk and milk
products, covering the dairy chain from
primary production to consumption*

U.S. TAG Chair: Wendy Warren, PhD.

Wendy.warren@cafmmo.com

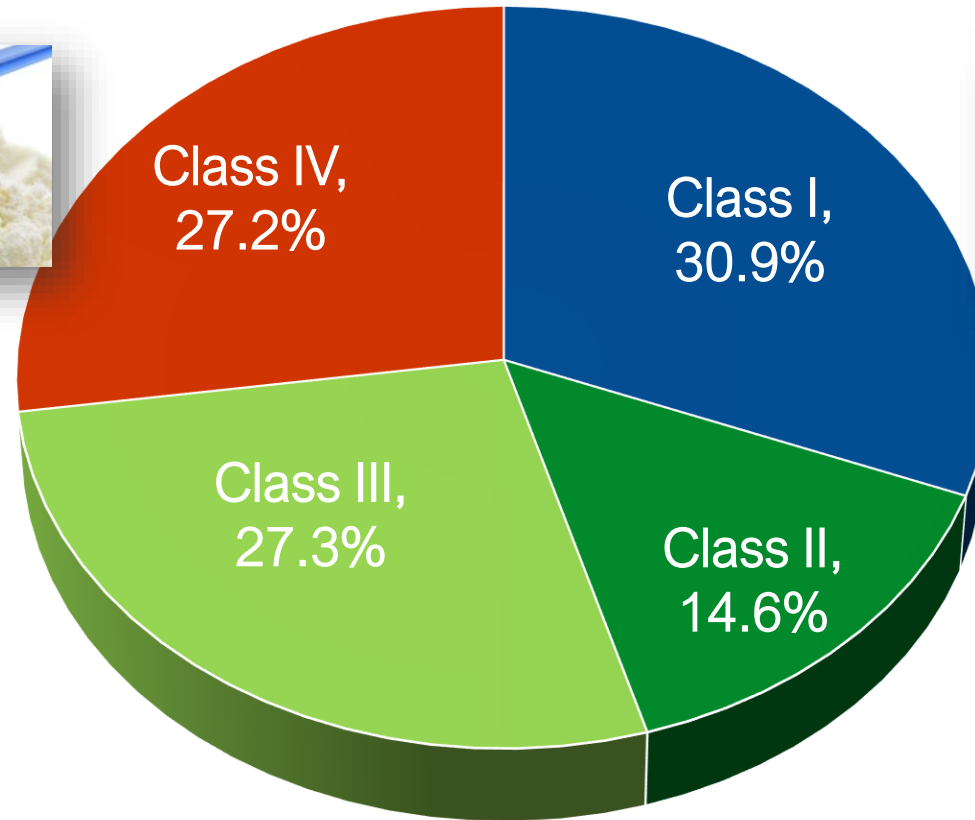
Food Technologist, Haiping Li, PhD.

Haiping.Li@usda.gov

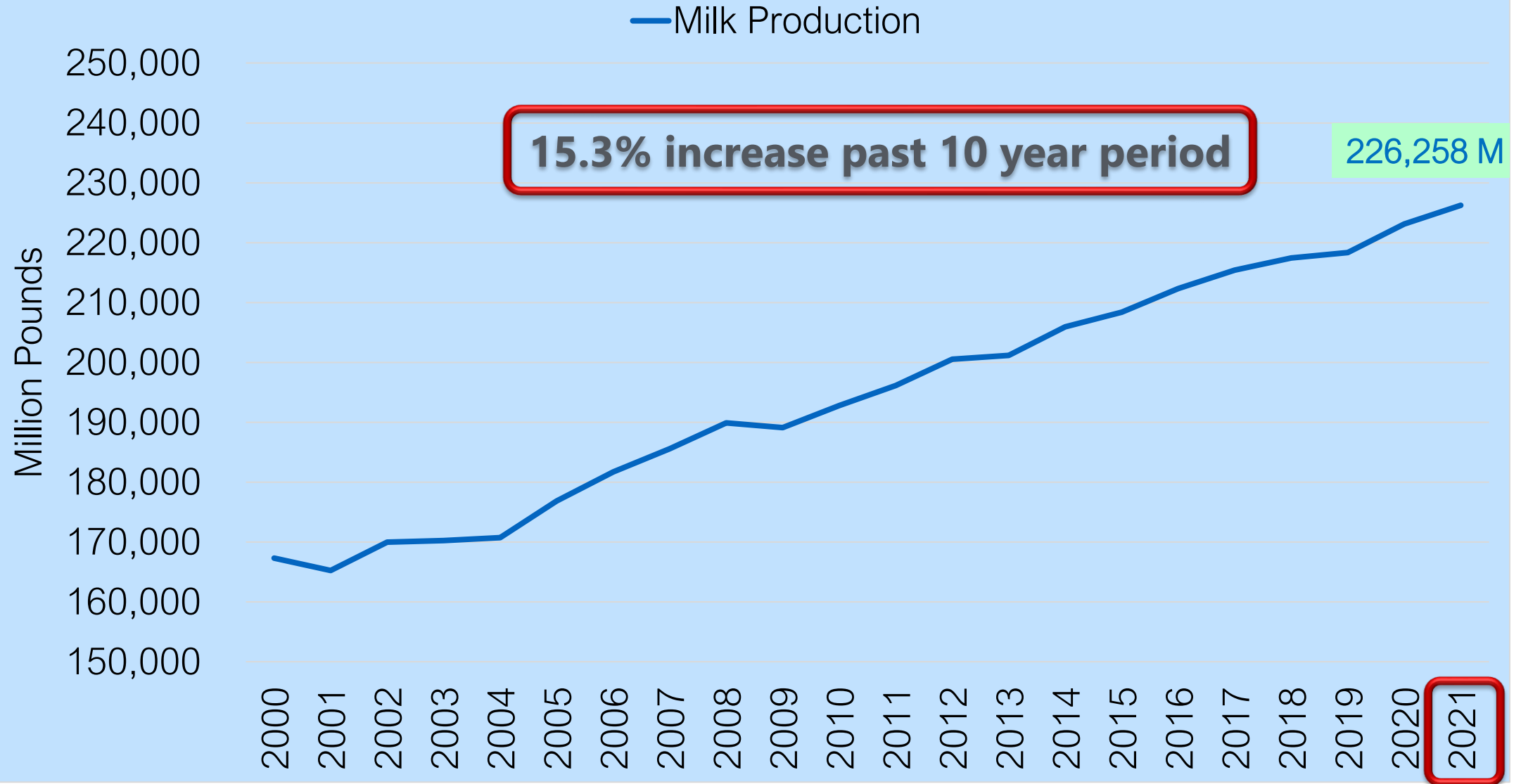
Dairy Export and Trade Related Activities



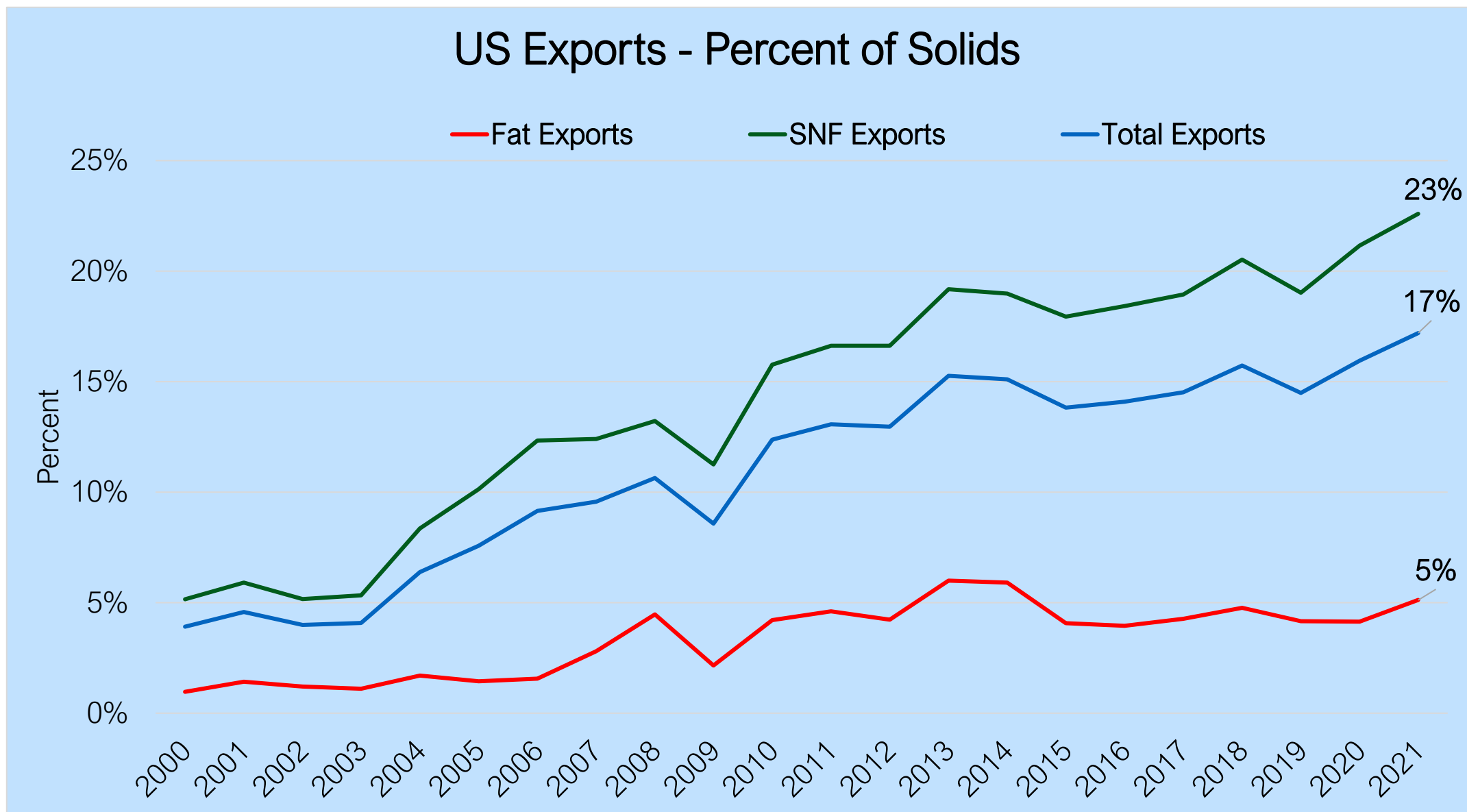
FMMO Pool Utilization 2021



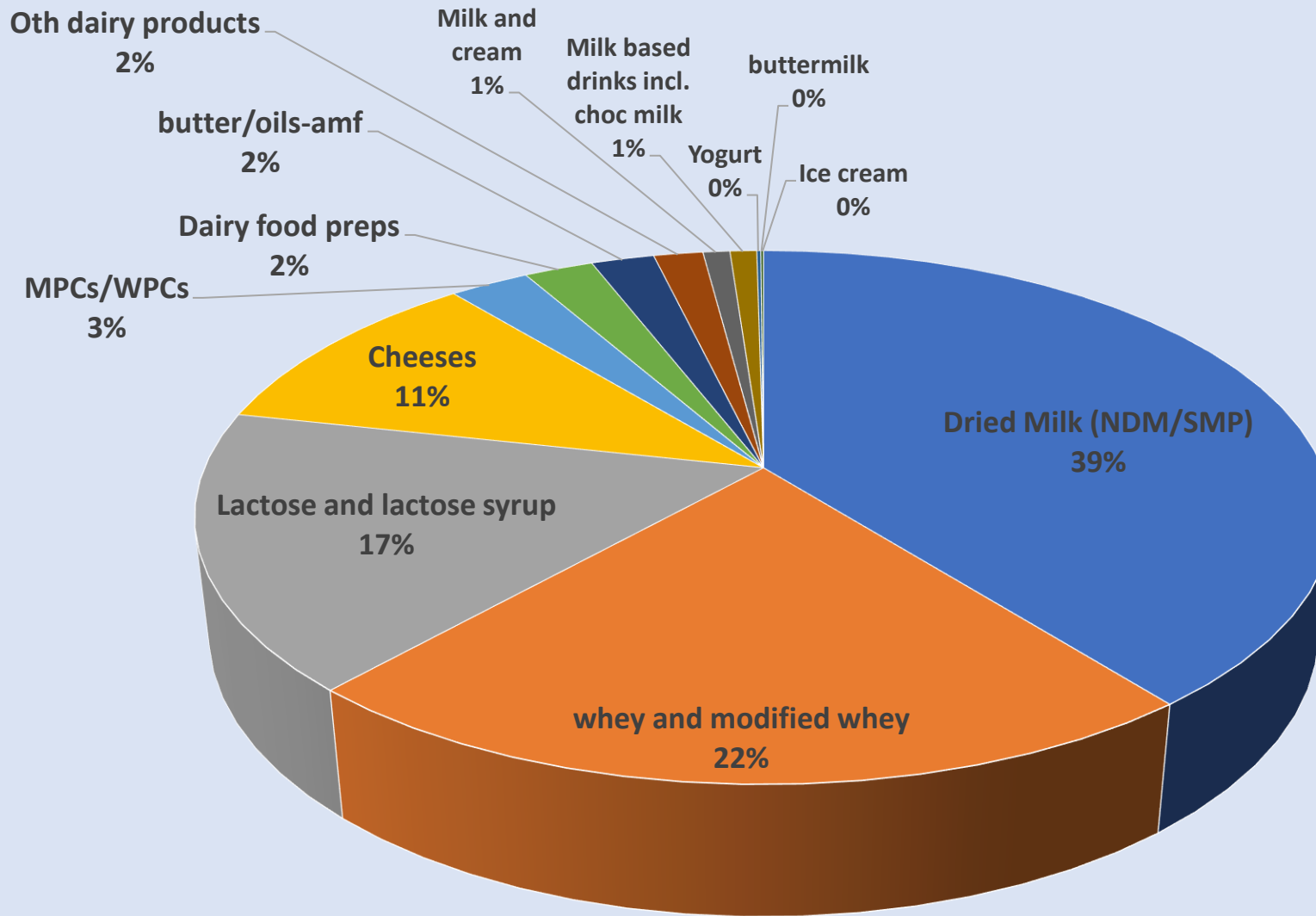
Milk Production - United States



USDA, National Agricultural Statistics Service, AMS Dairy Program



US Exports by Trade Category 2021 (Percent of Milk Solids Exported)



New Export Certificate Program Software



eDOCS



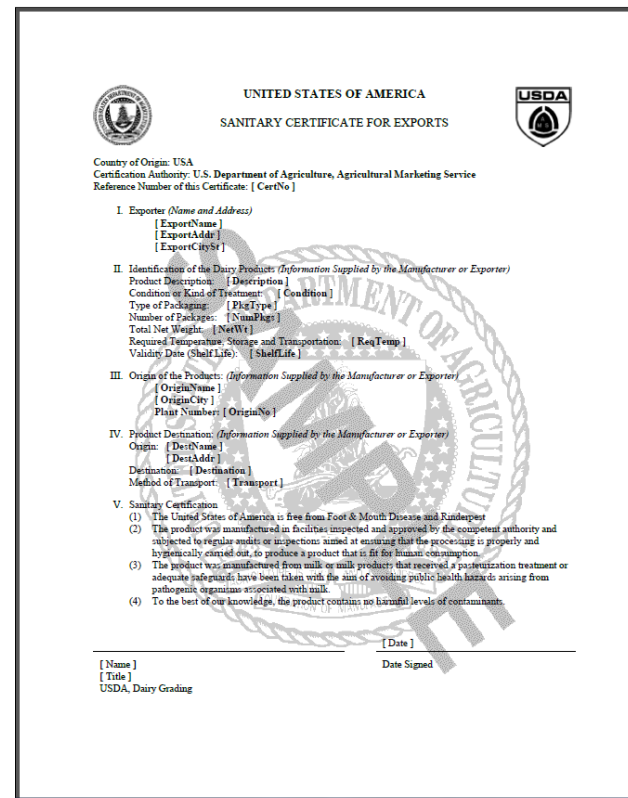
General Sanitary
Program

Agriculture Trade Licensing & Attestation Solution

AMS Dairy Program Export Certificates

2021 ~ 60,000 dairy certificates issued

~120 Countries recognize the “General Sanitary Certificate” for Dairy



UNITED STATES OF AMERICA
SANITARY CERTIFICATE FOR EXPORTS

Country of Origin: USA
Certification Authority: U.S. Department of Agriculture, Agricultural Marketing Service
Reference Number of this Certificate: [CertNo]

I. Exporter (Name and Address)
[ExportName]
[ExportAddr]
[ExportCitySt]

II. Identification of the Dairy Products (Information Supplied by the Manufacturer or Exporter)
Product Description: [Description]
Condition or Kind of Treatment: [Condition]
Type of Packaging: [PkgType]
Number of Packages: [NumPkg]
Total Net Weight: [NetWt]
Required Temperature, Storage and Transportation: [ReqTemp]
Validity Date (Shelf Life): [ShelfLife]

III. Origin of the Product: (Information Supplied by the Manufacturer or Exporter)
[OriginName]
[OriginCity]
Plant Number: [OriginNo]

IV. Product Destination: (Information Supplied by the Manufacturer or Exporter)
Origin: [DestName]
[DestAddr]
Destination: [Destination]
Method of Transport: [Transport]

V. Sanitary Certification
(1) The United States of America is free from Foot & Mouth Disease and Rinderpest
(2) The product was manufactured in facilities inspected and approved by the competent authority and subjected to regular audits or inspections aimed at ensuring that the processing is properly and hygienically carried out, to produce a product that is fit for human consumption.
(3) The product was manufactured from milk or milk products that received a pasteurization treatment or adequate safeguards have been taken with the aim of avoiding public health hazards arising from pathogenic organisms associated with milk.
(4) To the best of our knowledge, the product contains no harmful levels of contaminants.

[Date]
[Name]
[Title]
USDA, Dairy Grading

Date Signed

Importers with Unique Export Certificates

Algeria	Peru
Argentina	S. Korea
Brazil	Taiwan
Chile ¹	Tunisia
China ¹	Turkey ²
Cuba	United Kingdom ^{1,2}
European Union ^{1,2}	Uruguay
Morocco	

¹ Additional “listing” requirements

² Additional “market access” requirements

Country Specific Lists for Dairy

FDA to Foreign Governments

- China



- Chile



- European Union



- United Kingdom



Stakeholder to Foreign Governments

- Brazil



- Costa Rica



- South Korea



Trade: Other International Activities

Trade Negotiations, export certificate negotiations

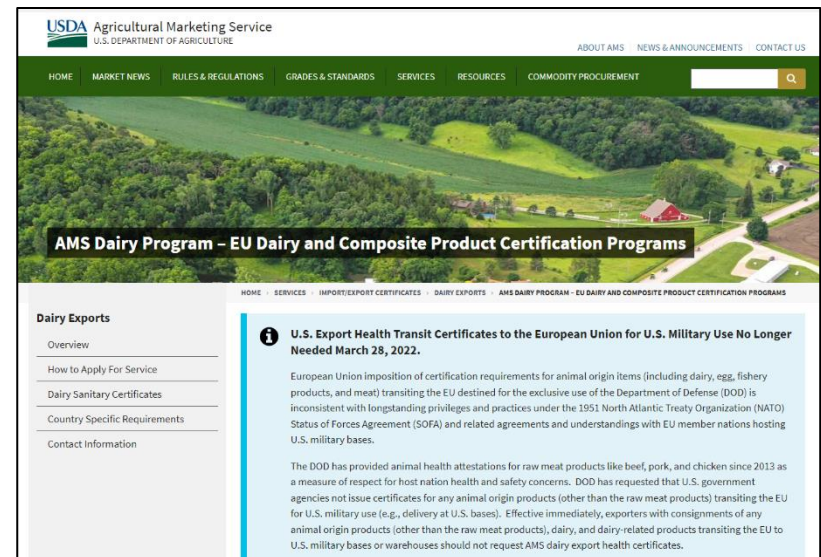


Bilateral Certificate of Origin (Form 100) (Rev. 10/10)	
1. Exporter/Manufacturer/Producer (Name, Address, City, State, Zip, Country)	
2. Consignee (Name, Address, City, State, Zip, Country)	
3. Description of Goods (Quantity, Unit of Measure, Description)	
4. Country of Origin (Country, State/Province)	
5. Date of Issuance (Month, Day, Year)	
6. Signature of Exporter/Manufacturer (Name, Title, Signature)	
7. Signature of Consignee (Name, Title, Signature)	
8. Customs Declaration (Country of Origin, Country of Destination)	
9. Additional Information (Remarks, Notes)	

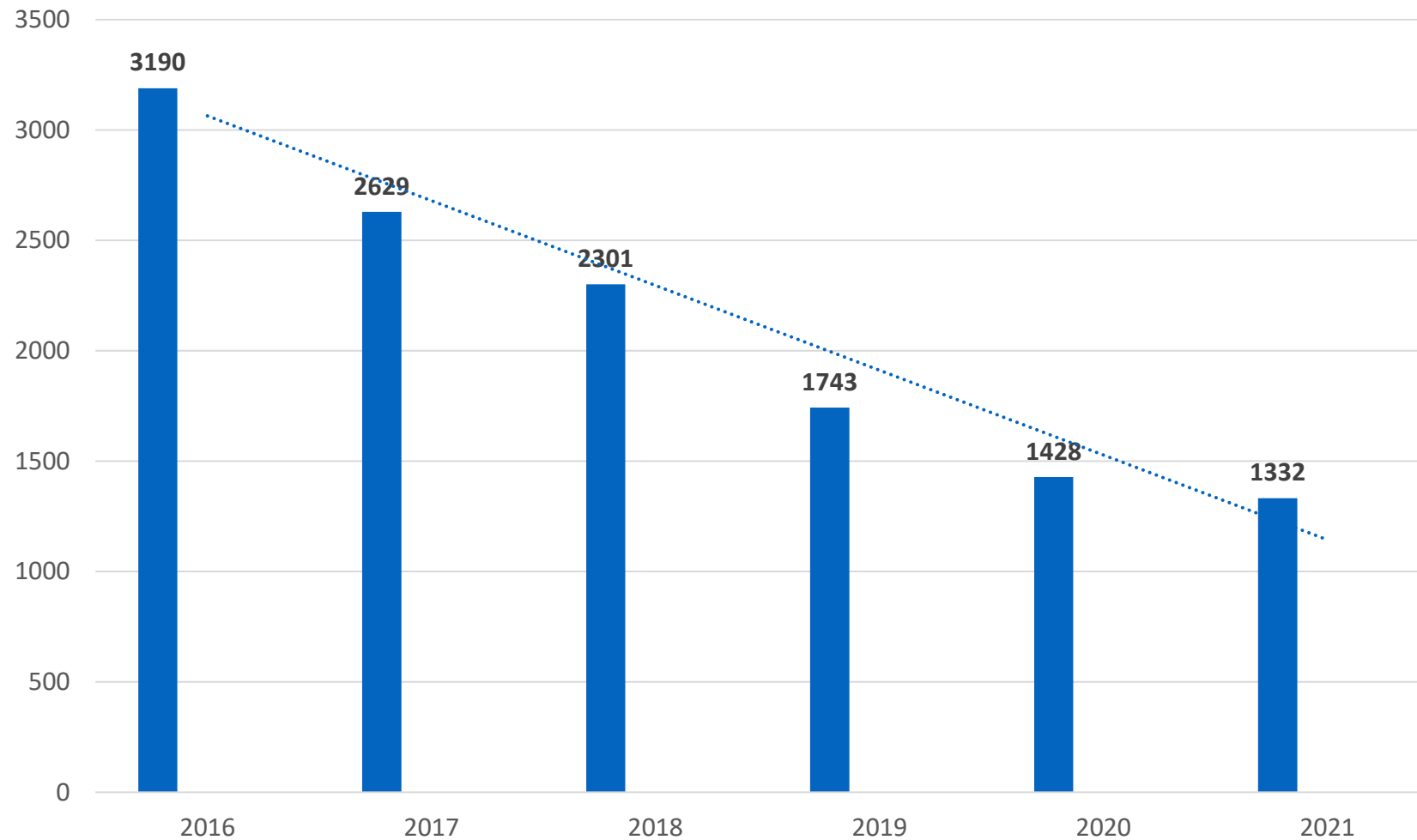
Current European Union (EU) Requirements for Trade in Dairy

- Plant is on approved facilities list for EU
- Meet EU requirement for Somatic Cell Count (SCC) of 400K/ml
- Meet EU requirement for Standard Plate Count (SPC) of 100K/ml
 - Certificate of Conformance
 - Derogation

[EU Export Verification Program](#)



SCC Derogations/Year



Trade: Other International Activities

Problem Resolution - Common Issues

- Labeling issues: plant ID numbers do not match



Registration
List



Packaging



Export
Certificate

- Company name changes
- Inaccurate or omitted information – production dates, lot numbers, validity dates...
- Diverted shipments

IDF World Dairy Summit 2023



Chicago, IL

October 16-19, 2023

IDF World Dairy Summit 2023

Location: Chicago, USA

Dates:

- **October 12-15, 2023 - IDF Business Meetings**
- **October 16-19 – World Dairy Summit**
- **October 19-20 – Technical Tours**

Thank you!

Chris Thompson

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USDA/AMS/Dairy Program

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