



Meeting the U.S. Origin Requirement

Companies participating in WUSATA programs, which are funded through the Market Access Program (MAP), must verify they promote products that have at least 50% U.S. agricultural content and are labeled as a product of the U.S.A.

WUSATA and MAP determine U.S. content of food and agricultural products by calculating the percentage of finished products (measured by weight) that originate in the United States, *excluding water or packaging*.

TO HELP US CALCULATE THE U.S. CONTENT OF EACH PRODUCT, PLEASE USE THIS PROCESS:

- STEP 1: Identify each ingredient
- STEP 2: Calculate the weight of each product ingredient as a percentage of total product weight.
- STEP 3: For each ingredient, determine the percentage sourced from within the United States. (*Please note this means U.S. grown, not processed or manufactured*).
- STEP 4: Multiply the two percentages to determine the U.S. content level for each ingredient.
- STEP 5: Total these percentages to determine the U.S. content level for the total product. This percentage must be greater than 50% to be eligible for WUSATA programs.

On the calculation excel form and in the *examples below*, if the Totals box turns green, then your product meets our 50% U.S. origin requirement. If the Totals box turns a light red, then your products fall below the minimum requirement, and your company's product is not eligible to participate in WUSATA programs.

If you have any questions on how to complete this form or need assistance with our instructions, please contact WUSATA at 360-693-3373.

Thank you.

EXAMPLES

Processed Foods Example

Product: Cookie

Ingredients	Step 1: Ingredient as Percent of Total Product Weight	Step 2: Percent of Ingredient Sourced in U.S.	Step 3: MULTIPLY Step 1 column by Step 2 column	Step 4: TOTAL Step 3 column for U.S. Content
Flour	70%	80%	56%	←
Sugar	20%	0%	0%	
Eggs	8%	100%	8%	
Spices	2%	0%	0%	
Totals	100%		64%	

Produce Example

Product: Washington Apples

Ingredients	Step 1: Ingredient as Percent of Total Product Weight	Step 2: Percent of Ingredient Sourced in U.S.	Step 3: MULTIPLY Step 1 column by Step 2 column	Step 4: TOTAL Step 3 column for U.S. Content
Apples	100%	100%	100%	←
Totals	100%		100%	

Drinks Example

Product: Fruit infused Tea

exclude water and packaging

Ingredients	Step 1: Ingredient as Percent of Total Product Weight	Step 2: Percent of Ingredient Sourced in U.S.	Step 3: MULTIPLY Step 1 column by Step 2 column	Step 4: TOTAL Step 3 column for U.S. Content
Raspberry Juice	25%	100%	25%	
Sugar	45%	10%	5%	
Black Tea	30%	0%	0%	
Totals	100%		30%	

**Not all Teas or drinks would result the same as above. We just wanted to display how you would calculate your beverage without including water. In most cases fruit drinks will still meet our 50% requirement even without the water added. ¹

¹ All the examples, ingredients, and totals are fictitious. None of these totals are based on actual results