SNAPA Happenings

Spring 2020

• President's Message
• USDA Secretary Perdue - Flexibilities to Feed Children When Schools Close
• 2020 Legislative Action Scholarship awardees share their conference experience
• Welcome Megan Schaper, SNS- SNAPA’s new Vice President
• Mix it Up at Lunch Day- Lincoln Charter School
• Upper Bucks County Technical School- Food truck takes to the road!

...and much more! Read what's inside today!
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Covers Designed by:  
Tyler Whiting  
North Montco  
Technical Career Center
President’s Message
Spring 2020

With spring just around the corner it’s that time of year to start thinking about fresh changes. It’s time to throw up the windows, roll up your sleeves and start spring cleaning. However, instead of just thinking about “spring cleaning” your home or workspace, why not take some time to focus on you. Every day we work hard to plan, prepare, and serve meals to over 300,000 students daily across Pennsylvania. The work we do day in and day out is amazing and exhausting all at the same time. Take what little time you have and refresh your senses and recharge your mind. What do you do to rejuvenate your mind, body, and soul? Is it yoga, donating your time, worship service? Why not take some time to show your gratitude towards others? There are many health benefits associated with gratitude such as, gratitude improves physical and psychological health, gratitude reduces aggression and can even help you sleep at night.

Additionally, I want to take a moment to express my sincere gratitude for allowing me to serve as your 2019-2020 SNAPA President. It has been an honor to represent such wonderful, dedicated men and women in the Keystone State. I am so grateful to have served with board members across the state who willingly give their time to help make our association stronger and brings a wealth of invaluable knowledge to our meetings. I am grateful for our B & I partners that work with our members to give them the best items they have to offer. However, it is our members that has made this year unforgettable. The love and joy that the chapters share is truly infectious. The chapter meetings are packed with resources to make our jobs easier. This is a great way to socialize with your colleagues and have a great time while learning! Our members are the best and hardest working individuals that work in our educational system!

Whatever you do, take a moment to recharge, refresh and recommit. After all, don’t we all deserve a little recess. See you at the Kalahari! Thank you so much for this wonderful opportunity.

Evora Nichole Taylor
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Jackie Froehlich (center), shown here with her sisters, is a life-time active SNAPA member. She retired and moved to Florida in December. Thank you Jackie for your many years of service!

L to R: Evora Nichole Taylor, SNAPA President, Paul H. Schmid, SNAPA Past President and SNAPA Gina Giarratana, President-Elect shown at the SNA Industry Conference in California.
Improving the Impact of School Foodservice on the Environment

Written by Teri Dickinson, Dietetic Intern, Immaculata University

Nationwide, school foodservice managers struggle with ways to create climate-friendly menus, served on biodegradable or compostable plates and trays, at a budget-friendly cost. This is not a new struggle. Feeding students has always come with its share of funding issues. The pressure of serving low-cost healthy meals, while meeting the NSLP nutritional standards, leaves little room in the budget to purchase higher-priced sustainable foods and supplies. So, what affordable steps can schools take to provide more climate-friendly changes in their cafeterias? School foodservice professionals are in a unique position to power the shift to an eco-friendlier school environment, but change does not happen overnight. Taking small steps now can help ensure that your school reduces its carbon and water footprint in the future.

Eco-friendly foodservice encompasses a broad range of terminology. What exactly do they mean? Here are a few terms used when describing environmentally friendly practices:

- Eco-friendly: not harmful to the environment
- Climate-friendly: not harmful to the environment with minimal impact on weather patterns
- Compostable: a product that degrades to an organically neutral material (humus) in about 90 days
- Biodegradable: a product that breaks down by bacteria or microorganisms into harmless compounds, but may also leave behind a trace metallic residue
- Sustainable food: food sources that are healthy, renewable and reliable, resistant to change, and are produced humanely, responsibly, and in an ecologically safe manner
- Environmental or carbon footprint: the effect that a person, company, or activity has on the environment, such as the number of natural resources that are used and the amount of harmful gases they produce. Every living thing creates an environmental footprint.
- Green foodservice: foodservice that seeks to monitor energy use, reduce waste (such as removing polystyrene foam products and reducing food and plate waste), and make sound sourcing and operational decisions. Many “green” school foodservice programs make purchases that are locally sourced and incorporate local fruits and vegetables in their plant-forward menus.

The million-dollar question is: where do schools begin to reduce their environmental footprint? Experts say that to reduce our carbon footprint, we should reduce the consumption of meat, eat more plant-based foods, and purchase foods that are sustainable and ecologically grown or raised. There is no doubt that plant-based
diets create the smallest environmental footprint. Schools across the country are making outstanding efforts to become green foodservice operations. Oakland Unified School District (OUSD) in California has become the model of eco-friendliness. In a 2017 Friends of the Earth US report, an analysis of OUSD’s climate-friendly program determined that in just two years, after replacing meat-based meals with more plant-based foods, they were able to reduce their carbon footprint by 14 percent. Animal product purchases decreased by 30 percent and fruit, vegetable, and legume purchases increased by 10 percent. The plant-based and reduced-meat school menu items included in their menu met or exceeded NSLP standards and improved overall student satisfaction ratings.¹

To reach the level of eco-friendliness demonstrated by OUSD, school foodservice directors can begin by examining their menus, reviewing their purchasing sources, and introducing waste reduction policies. However, to create and purchase fresh, high-quality plant-forward food, within an allotted budget, requires creativity, research, and collaboration with suppliers. Many schools are starting with just one meatless day per week. The “Meatless Mondays” campaign is one way to begin incorporating plant-forward menu options offered to students in the cafeteria. The Meatless Monday webpage offers free resources to help get your school started with the movement. The “Meatless Mondays: Grades K-12 Foodservice Implementation Guide” includes a step-by-step implementation guide, culinary guides, a K-12 cookbook, food trends, promotional materials, and tips for talking to staff. The “Meatless Monday Goes to School” e-cookbook provides plant-forward recipes that provide the meat/meat alternate component of the National School Lunch Program’s (NSLP) meal pattern. Staff dietitian, Diana Rice, RD, and Karla Dumas, RD, a staff dietitian for The Humane Society, collaborated to produce delicious recipes that include Mediterranean Flatbread, Baked Chili Mac, and Shanghai Sweet and Spicy Spaghetti among others.¹ The link to this cookbook is available below.

Creating a plant-forward menu is not the only way to reach eco-friendly school status. Polystyrene foam tray and container bans (incorrectly referred to as Styrofoam®) are currently sweeping states across the nation and has become a topic of debate in many state legislatures. Foam trays and containers are not recyclable nor are they biodegradable. Some school districts are replacing polystyrene trays, plates, and serving containers with commercially available recyclable, compostable paper products. Eco-friendly purchases come with higher price tags. The biggest obstacle is finding a budget-friendly source and collaborating with other districts to seek better pricing clout. Durable, washable trays can be considered if an onsite dishwasher is available. If an alternative solution is simply not feasible, school foodservice teams may consider programs like Trayless Tuesdays. Paper boats or compostable plates are used in place of the foam tray just one day each week. This is a somewhat painless and easy way to begin to reduce the school’s foam dependency.

If Meatless Mondays and Trayless Tuesdays do not work for your foodservice, consider an expanded recycling plan. An efficient recycling program reduces the amount of waste diverted to landfills. Perform a
waste audit. See what types of waste are being dumped into the kitchen and lunchroom trash cans. Once you identify the source of most of your waste, you can tackle the solution. Most schools already have recycling trash cans in the cafeteria but are the students using it properly? Get students involved in lunchroom and classroom recycling monitoring programs.

Examine your kitchen food waste. Is there a problem with overproduction, food spoilage or food prep losses? Food waste collection and pick up services are available in some areas. Food waste collection prevents compostable organic products from reaching landfills. The EPA reports that food waste is a growing problem in modern society. In 2017, 41 million tons of food waste were produced with only 6.3 percent diverted from landfills. Plate waste and kitchen food waste can be used for animal feed or composted to form humus, a rich, dark, organic material that provides nitrogen to the soil. Less waste pickup provides savings for schools.

Consider instituting a “Zero Waste” policy in your school district cafeterias. The Green Schools National Network recommends introducing this program in stages. Involve principals, staff, and students. Enlist teaching staff support and provide education about food waste policies. Train kitchen staff and introduce food waste policies. This is an ongoing process, with regular reminders and education for students and staff. Try a Zero Waste challenge day or week! This can make students more aware of how much waste is generated each day by uneaten food, both home-packed and school purchased lunches. Separate food waste from paper and plastic waste and weigh food waste daily. Report back to the school administrators and students and do additional zero waste days for comparison and challenge students. Similar challenges can be done with the kitchen staff team to reduce kitchen waste.

Whatever eco-friendly project is feasible for your school and your school foodservice team, remember that small steps create big results. Just one recipe swap can profoundly impact the environment. In 2016, Lee County School District tried a Lean and Green Friday just eight times yearly. They served Beyond Meat® Crumble Tomato sauce instead of a ground beef tomato sauce. Using the EPA’s Greenhouse Gas Equivalencies Calculator, Friends of the Earth US determined that they reduced their footprint by over 2.3 million pounds of carbon dioxide emissions over two years! In 2016, Santa Barbara School District began serving a Hungry Planet® Plant-based Meat Alternative “beef” Chow Mein. Over two years, they reduced their carbon footprint by 300,000 pounds of carbon dioxide emissions. This equates to driving 300,000 miles or the burning of 15,000 gallons of gasoline! You can view additional school strategies and impact on the environment in the Friends of the Earth US Executive Summary by clicking on the link below. Remember, what we do today will have a profound effect on the world of tomorrow!
Resources:
Meatless Mondays Resources: https://www.meatlessmonday.com
Meatless Mondays Go to School e-Cookbook:
Zero waste information: https://greenschoolsnationalnetwork.org/about/

References:
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2 Michaelsen KF, Greer FR. Protein needs early in life and long-term health. Am J Clin Nutr 2014;99:718S-22S.
3 Black MM. Micronutrient deficiencies and cognitive functioning. J Nutr 2003;133:3927S-31S.

Find amazing school foodservice beef recipes here: pabeef.org/resources/school-foodservice

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~How one district celebrates National School Breakfast Week and how it benefits everyone all year long!

Written and Submitted by:
Allison Kimmel, MS, RD, LDN
SNAPA Region 6 Representative
Nutrition Services Director
Marion Center Area School District

At Marion Center Area School District National School Breakfast Week has turned into a month-long celebration. The district has a long history of inviting parents to come in and dine with their children during National School Breakfast and Lunch Weeks. Every spring the Nutrition Service Department hosts Muffins with Moms and Donuts with Dads at their elementary buildings as a way to encourage parents (or any special person in the student’s life) to see what school breakfast is about. The events have been wildly successful and highly attended. We have about 700 elementary students in our district. Last year, each of our four events saw between 350-450 guests. Every year the event attendance grows, and we adjust our plan to try to make the guest experience as seamless as possible. We are beyond thrilled that so many parents & families want to come into our buildings and share a school meal with their students.

Coordinating four large events in a month isn’t easy, but it’s worth the extra effort to make an impact in our school community. Colorful fliers about the events are sent home with students a few weeks before the event is scheduled. Parents then fill out the attached RSVP forms and submit their payment for adult guest meals. RSVPs are collected by the FSD and tracked on a spreadsheet by event and building. Colorful, themed decorations are crafted and placed all over our cafes. Food orders are placed, and buffet lines are prepped.

The events are held in the early morning, prior to the start of the school day. This allows working parents to participate and still make it into the office for the day. Students arrive with
their parents, sign in, and go through our buffet lines. Parents’ meals are pre-paid, but students are charged for a reimbursable breakfast at our POS terminals. After families are done eating, they can make crafts and have a souvenir photo taken to remember the event. Students who participate in the event are entered into a drawing to win special prizes.

The day of the event all hands are on deck to host the large crowd. The building secretaries’ man the phones for cancelations and late RSVPs. District administrative staff drive the school vans to shuttle teachers and guests from the far ends of our parking areas to the building doors. Our PTA volunteers assist the FSD with checking families into the events and welcoming them. Principals and school resource officers work as a welcoming committee and assist in crowd control. Nutrition services staff keep the buffet lines moving and our custodial department keeps the building looking spotless. The elementary technology team runs the popular photo booth. Teachers host a movie in the library and monitor students after their parents have left until school starts. It takes a hardworking village to feed a crowd.

These events take a massive amount of planning, organization, and time, but the benefits are well worth the effort. Many students who do not normally join us for breakfast attend, which gives us a chance to entice them to come back for a meal in the future. It also gives us the opportunity to converse with parents and to show off our program to those who might be skeptical of school nutrition. Most importantly, it puts big smiles on our students’ faces to have their special guests join them at school for a fun event.
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Whitsons School Nutrition partnered Lincoln Charter School in York, PA, to participate in Mix It Up at Lunch Day on February 7, 2020. Lincoln Charter School students are now among over one million other students across the country and around the world to help break down social and racial barriers by participating in the First Annual Mix It Up at Lunch Day.

The event was brought to the school and implemented by Kelly Friend, COO and John Koutras, District Manager, of Whitsons School Nutrition. According to our team, it was a huge success.

“We were thrilled to see so many children actively participating and excited to be a part of the event. The interaction was sensational, and the experience brought such positive energy to the environment,” said Friend.

“We added some additional entertainment with a photo booth where the students could express their personalities with fun props. This helped facilitate a connection among students who participated, many who they had never spoken to before. The schools created large posters for the students to color together, giving them another opportunity for them to engage with each other,” said Koutras.

The Southern Poverty Law Center established Teaching Tolerance in 1991 to provide educators with free resources designed to reduce prejudice, improve intergroup relations and support equitable school experiences for the nation’s children. The Mix It Up event was originated through the Teaching Tolerance Project in 2002, encouraging students to sit with someone new in the cafeteria for one day, and then to incorporate the day into yearlong efforts to promote a healthy school climate. School cafeterias are the focus of Mix It Up because that’s where schools’ social boundaries are most obvious.
“Mix It Up is a positive step that schools can take to help create learning environments where students see each other as individuals and not just as members of a separate group,” said Teaching Tolerance Director Maureen Costello. “When people step out of their cliques and get to know someone, they realize just how much they have in common.”

The Mix It Up initiative is in alignment with Whitsons’ mission of Enhancing Life One Meal at a Time™. Whitsons plans to expand the program to other school districts that are interested in partnering on this important program, knowing that positive interactions that start in the school cafeteria can lead to greater diversity and inclusion throughout the school district.

About Lincoln Charter School
Lincoln Charter School is a public charter school located in York, PA. It serves 695 students in grades K-5. Lincoln Charter School became the first and remains the only conversion charter school in Pennsylvania. Contact information: Anne Clark, 717-817-4019, aclark@lincolncharterpa.com.

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Upper Bucks County Technical School (UBCTS) is taking their culinary team on the road. The newly acquired “Feed Our Future” Food Truck, which made its big debut in September 2019, has been featured at several sending district and community events. UBCTS proudly serves the Palisades, Pennridge, and Quakertown communities.

Since the food truck trend began in 2008, the industry exploded to over 4,000 registered trucks across the nation with revenue into the billions annually. Jeff Sweda, UBCTS Executive Director, saw an opportunity for the UBCTS students and worked diligently to make it happen. He applied for grants and reached out to local businesses for sponsorship to fund the project. In just six short months since its inception, the food truck has been to eleven local events including sending district sporting events, the Quakertown Christmas Tree Lighting, and an Employee Appreciation Luncheon for a local sponsor.
The food truck is not just a culinary arts project, it is a school wide learning experience. The Mechatronics program has added lighting as well as creating a specialized extension cord. The Graphic Arts program not only created signage, business cards, flyers, but they also designed the outside wrap on the truck and helped install it. Between the four automotive programs, the truck has been fixed, maintained, and detailed. The culinary students gain valuable “real world” experience in everything from food safety, creating menus, inventory, prepping, cooking, clean up, and customer service. The students employed on the truck are paid through a grant funded by the Bucks County Workforce Development.

The Culinary Program, along with the Food Truck Coordinator, researched and developed some of the “Feed our Future” signature dishes. The hand cut french fries have a unique behind the scenes method of being prepared to create the perfect salty crunch. The cheesesteak grilled cheese, also known as the “Grilly Philly”, has also become a popular yet affordable option during service. “We try to appeal to a broader audience with our creations while maintaining an affordable price point to the consumer,” says Amber Ott, the Food Truck Coordinator. “The students have begun to develop the understanding that it’s not just about creating a menu that sounds good. It’s creating a menu that you need to be able to execute quickly, efficiently, and maintain the high standards as you would during table service.”

Tim Weingartner, 17 of Springfield Township and senior at Palisades High School, stated “I have learned how to work as a team in high pressure situations. Teamwork is everything.”
The Feed our Future Food Truck is already booked for another 4 events before June 30, 2020, bringing the total number of events to fifteen in one school year alone! To learn more about the food truck and other exciting things happening, visit the school’s website www.ubtech.org.
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K–12 OFFERINGS FOR THE 2020/2021 SCHOOL YEAR

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Secretary Perdue Announces Proactive Flexibilities to Feed Children When Schools Close

(Washington, D.C., March 10, 2020) – U.S. Secretary of Agriculture Sonny Perdue announced proactive flexibilities to allow meal service during school closures to minimize potential exposure to the coronavirus. You may click HERE or on the image below to watch Secretary Perdue discuss the proactive flexibilities during today’s House Appropriations hearing.

Background:
During an unexpected school closure, schools can leverage their participation in one of USDA’s summer meal programs to provide meals at no cost to students. Under normal circumstances, those meals must be served in a group setting. However, in a public health emergency, the law allows USDA the authority to waive the group setting meal requirement, which is vital during a social distancing situation.

As always, States may request waivers of other Program requirements, as needed, and those will be considered on a case-by-case basis. States may submit waiver requests immediately by providing their FNS Regional Office with the required waiver information. Information on how to submit a waiver request is available at: https://www.fns.usda.gov/cn/child-nutrition-program-waiver-request-guidance-and-protocol-revised. The Regional Offices are also available to provide technical assistance on development of waiver requests.

Today’s announcement is effective immediately and will cover efforts triggered by school closings through June 30, 2020. USDA stands ready to provide additional assistance to areas impacted by the coronavirus as part of the much larger government-wide response, in accordance with the law.

All Food and Nutrition Service (FNS) programs – including the Supplemental Nutrition Assistance Program (SNAP); Special Nutrition Program for Women, Infants, and Children (WIC); and the National School Lunch and Breakfast Programs – have flexibilities and contingencies built-in to allow them to respond to on-the-ground realities in the event of a disaster or emergency situation. For more information on FNS programs, please

USDA’s Food and Nutrition Service administers 15 nutrition assistance programs that leverage America’s agricultural abundance to ensure children and low-income individuals and families have nutritious food to eat. FNS also co-develops the Dietary Guidelines for Americans with HHS’ Office of Disease Prevention and Health Promotion (ODPHP). The Dietary Guidelines for Americans provide science-based nutrition recommendations and serve as the cornerstone of federal nutrition policy.
Congratulations to our 2020 Legislative Action Conference Scholarship Winners

Jeremy Bergman
James Cameron
Kristan Delle
Christopher Dunn
Denise Flynn
Helen Heidler
Kelsey Gartner
Brian Watts

As part of their 2020 scholarship, we asked our winners to share their experience with our members. Check out what they had to share about their conference experience.

My First Legislative Action Conference

What I loved and didn’t love

Helen Heidler- LAC scholarship Winner
Whitson’s School Nutrition
Southern York SD

My first Legislative Action Conference was an amazing experience. It is such a blessing to be surrounded with SNA members who share my passion for school nutrition. We all know what an impact we have on students each and every day, but this conference gave us the ability to share SNA legislative positions with our legislators and possibly make a difference nationwide. Hearing from Senator Roberts and Secretary Perdue in person was insightful and inspiring and gave me a sense of empowerment prior to our day on the Hill.

What I loved… I think whenever you get a chance to network with your peers the information shared is priceless. The conference itself was a wealth of knowledge and data learned will be helpful with my work in school nutrition. What I didn’t love… I didn’t love having the conference end and leaving the friends, peers and Washington DC behind to head home.

To all my SNAPA colleagues & members I would like to suggest you consider advocating at LAC next year. The accumulation of knowledge and skill that results are so very valuable.

L to R: Christopher Dunn (Cocalico School District), Jim Ruhling (Michael Foods), Helen Heidler (Whitson’s School Nutrition), Congressman Guy Reschenthaler, and James Cameron (North Montco Youth Center)
Christopher M. Dunn  
Cocalico S.D.

This month, I had the distinct pleasure of winning one of the 2020 SNAPA trips to LAC. This scholarship is offered every year to SNAPA members and is certainly one of the best national conferences I attend. Getting to meet and compare with other nutritional professionals from around the country is awesome. (Everyone around the United States has the same challenges and issues we do. Sometimes they have other creative solutions). Also spending quality time with our great B&I partners is also a highlight. More details about this is someone else’s article, so I must move on.

This article is about Member to Legislator.

If you have been in School foodservice for more than two years and do not know your state and federal representatives and senators, put this on your list of things to do! Knowing who they are and what committees they are on will help you get your voice heard. Better yet they should know you. You want them to recognize you as their local hometown expert in school foodservice. If a question comes up in one of their sessions, you should be the person they think of.

Our group visited 5 different legislative offices. Republican or democrat, it does not matter! Everyone wants to see that children are well fed and taken care of. These meetings were scheduled weeks in advance, and one person has to be a constituent of each representative. I was in a group with two other food service directors and one person from industry. Our task was simple: use the six talking points given to us by SNA to each office and tell the folks our story. The staffer or representative that you’ll speak to listen to folks tell stories and ask for things all day every day. When you go, make your story relevant and true. Explain to them what you do what you need and why it is important. If you are asking for funding, where are you getting the funding from? Personal heartfelt stories give them a true picture of what is going on in their hometown.

If this is your first time, they will pair you up with folks that have done this before. During our visits, I was fortunate to visit a few offices that I been to before and we actually sat down with Rep. Guy Reschenthaler from Pa. 14th district. He remembered us from last year and was interested in how things were going and what the new SNA plans were about. He and his aid knew who they needed to nudge on other committees to make things happen. Representative Lloyd Smucker from Pa 11th district is my local school and hometown congressman. He recognized me as we walked in and asked how things were going back home in Denver. He was originally scheduled to meet with us but was called away to a meeting. Before he left, though he asked some questions about our conference and took some pictures. I am fortunate to know him, he has visited Cocalico several time and has had lunch with students.

My advice to all:
1. Get to know your state and local legislators.
2. Invite them school for visits and lunch.
3. Apply for the SNA LAC scholarship in 2021.
Universal Meals for School Students

Brian Watts
Food Service Director
Esperanza Academy

Every student deserves to have a nutritious breakfast and lunch without worrying about how to pay for it and dealing with lunch shaming. The government’s Policy Navigation Group (PNG) is conducting research to see if the social benefit in the long run justifies the expense of the government feeding all students.

Will making all students free save money for the schools by being more efficient with paperwork and productivity? It can be assumed that FREE Meals will increase meal participation and that will increase the amount of federal reimbursements. Universal meals will also streamline meal service, reduce or eliminate unpaid student debt, and resolve turning away students who cannot pay.

Other benefits being investigated include healthier students because they are eating HHFKA meals and not skipping meals. PNG has difficulty measuring the health of participants because of HIPAA. It is assumed that healthy eating will lead to healthier lives with less health insurance expenses.

Other PNG investigations include the increase in test scores. When children have breakfast then classrooms have fewer distractions from student’s behavior problems and teachers can have more productive classroom time. When children are better fed in general then there will be fewer absences in school and help students achieve higher test scores. PNG doesn’t have answers to these questions yet because studies are new and incomplete. But it seems to be common sense that well fed students will have a positive effect in many areas that will benefit all students.

If no parents have to purchase lunches for their children then all households will save money, assuming taxes don’t go up to actually pay for this new social welfare program, and the savings can lead to higher test scores. A UK study showed that higher test scores at age 10 leads to a 4.8% higher salary by the time your 38 years old.

Investing in free meals for all students now can have a positive result on the lives of those in the United States and save money in the future with increased efficiencies, better health and less disease, higher household income, higher test scores that lead to adults who are less dependent on government.

Sabato’s Crystal Ball

2020 Political Predictions
Dr. Larry J. Sabato was the speaker at the Opening General Session of the SNA 48th Legislative Action Conference on Monday 3/9/2020. Dr. Sabato has a “Crystal Ball” for Political Predictions. He combines politics with humor, and he predicts election winners with 99% accuracy—of every Congressional, Senatorial and Gubernatorial race in the country, while also predicting the Electoral College count with the smallest possible margin of error. His opening message was “No one agrees 100%, but we need to learn to talk to each other and agree to disagree.” I could not agree with him more. He predicted, looking at the Electoral Map, his “Crystal Ball” foresees it may be a Trump – Biden Election. After Super Tuesday it looks as if his “Crystal Ball” might very well be accurate. With the current conditions in the financial markets and unknown direction of the Coronavirus it is hard to tell what the future may hold. It will certainly be interesting to see how accurate Dr. Sabato and his “Crystal Ball” predictions are.

First General Session- Anything Goes – Kids Say the Darndest Things! #LAC2020

Kristan Delle
Upper Dublin School District

Attendees of the 2020 Legislative Action Conference’s First General Session had the pleasure of watching an amazing and enlightening group of students hailing from Prince George’s County Public Schools in Maryland. In this session named, Anything Goes – Kids Say the Darndest Things! our moderators, SNA President Gay Anderson and SNA President-Elect Reggie Ross asked the panel of high school students candid questions that gave incredible insight into the needs, perceptions and wants of our students.

When we take the time to really think about it, The Healthy, Hunger-Free Kids Act has been in effect for the last 8 years of these student’s lives! They have plenty of experience and ideas that we can all learn from…. and they were ready to share!

Here are 5 takeaways we learned from the student panel.

Presentation- Well, we suspected it all along, but they are making sure we know!!! They eat with our eyes! Many times, the students relayed that they had to be drawn to the cafeteria and food visually before even being willing to try it. While they understood that we are serving many, many students they equated presentation with quality and definitely valued presentation as a main component of their experience.

Variety- Our students are adventurers! Students see meal service as a gateway to trying new things. They really hope to see unique and fresh items on our menus to break up the rotation of our menu cycles. While our students have their favorites, having those “safe” foods available actually made them more willing to try new foods. They felt that because they had a fallback food if they tried something but didn’t care for it, trying something new was low risk.
Alternative Options- Our students asked specifically for more Vegan and Vegetarian options. We got the impression that while they were wanting to experiment with new foods, they also considered inclusion of their vegan or vegetarian fellow students very important in the school meal experience and wanted to advocate for those students.

Mealtimes- It was not lost on the audience that serving line times and seated mealtimes are a barrier to the students. They simply need more time to eat. When they see the lines going a little longer, they get worried that they will miss valued time to eat, conversing with friends or making it to their next class. Many times, in the panel, they said that they would put off eating until they left school so that they had enough time just to get to their locker.

Education and Meals- In a surprising twist, we learned that the students (yes- high school students!) love when their meals programs tie in things that are happening in school or that they are learning in class to the menu offerings. They said that connecting food to their experience supported their education and really had a lasting impression on how they retained the information they were given.

How this conference influences my school nutrition political view

Kelsey L. Gartner
Great Valley School District

As a first-time attendee at LAC, I wasn’t quite sure what to expect. Before the conference, I read SNA’s position paper, but I didn’t realize that I would get to play a direct role advocating for school nutrition programs. SNA prepared us to charge the hill with several sessions focusing on increasing access to healthy meals. The big items that we were asked to talk to legislators about included eliminating the reduced-price category, promoting adequate time for meal consumption, and preserving the flexibilities for milk, whole grains and sodium. Upon charging the hill, we spoke with legislative assistants who were very receptive to the information we were presenting. They had questions about our program and the current legislation. Some were opposed to a few items on our position paper including our effort to maintain current sodium and whole grain requirements. We explained that we fully support the changes that have been made in school nutrition but that lowering the sodium requirements further would result in decreased participation and lack of meal choice options. I learned that it is important to advocate for these items because our legislators and legislative assistants may not know much about our programs and what it really takes to run them. This conference opened my eyes to the important role that SNA and all state affiliates play in the legislation process.

Advantages and Benefits of Networking

James Cameron
Montgomery County Youth Center

The School Nutrition Association (SNA) has held a Legislative Action Conference (LAC) called “CHARGE THE HILL”, for the last 48 years. After meeting and networking for two days members are encouraged to visit the hill and present our position on topics and issues that we face in the effort to feed our children that are participating in the School Nutrition
Programs. There has been a growing movement to feed the nation’s children healthy and nutritious meals. With some of the regulations put forth in the Healthy Hunger Free act of 2010 they were overreaching and unsustainable. By networking with individuals from across the nation we are able to see what is working and where changes or adjustments are needed. Most programs are putting more emphasis on increasing Breakfast participation.

Empowerment of individual schools is needed to stimulate sustainable high-quality school meals at an affordable price. Combined with the demand for public accountability, has placed a lot of extra pressure on many operations throughout our country. Networks bring together individuals and institutions in a horizontal partnership, where the rationales are democratic exchange, and mutual stimulation and motivation; Networking is a form of social interaction of growing interest and analyses the broader social and educational forces. Networks provide an effective approach to support clusters of schools rather than single schools. They give otherwise isolated schools and innovative individuals new ways of connecting with like-minded institutions and individuals, as well as a vehicle through which to speak to the broader public. One of the many benefits of networking is to a line and presents a unified front too acquiring the tools, funding and policies that are needed to complete the task of feeding out nations children. By networking we can assure that we are sending a consistent message through the School Nutrition Association to the members of Congress and the House so we may achieve the goals.

Being from a smaller school, the benefit of networking with the larger School Districts, Manufacturing and Association gives us a better platform from which we can learn and improve our program. By the sharing of ideas, we can learn different ways of accomplishing our mutual goal to provide Healthy, Nutritious and Sustainable meals to our participants.
The USDA had a panel to update us on all the different Child Nutrition Programs. Members of the panel included Kristen Hyatt—Acting Deputy Director, Angela Kline, Julie Brewer, and Laura Castro. The panel began with a brief history of the National School Lunch Program, which was started under Harry Truman in 1946. The first year they served 7 million lunches, today that number eclipses 30 million.

Some additional funding the USDA has secured/provided this year include 30 Million dollars for equipment grants, 18 million dollars for "Team Nutrition", 19 million dollars for farm to school imitative, 25 million dollars for technology innovation, and 5 million dollars for school breakfast equipment grants.

They briefly touched on the paid lunch equity, and that only SFA’s with a negative balance needed to complete it.

The USDA has rolled out a new food buying guide that includes an App. Some of the new features include, searchable databases, the ability to mark favorites, a recipe analysis workbook, and a exhibit A grain tool. They also introduced us to a revised Child Nutritionrecipes from the Institute of Child Nutrition. It can be found here: theicn.org/cnrb

The panel spent some time going over the proposed rule changes that were published January 23. Highlights include:

- Streamlining program requirements and improving integrity in the SFSP.
- Simplifying meal patterns and monitoring requirements in the NSLP and NSBP. This includes vegetables subgroup changes like only be required to offer 1/2 C of all vegetable subgroups over a week and legumes offered as a M/MA counting towards the weekly requirement.
- Eliminating the minimum grains requirement at breakfast so schools could offer more M/MA.
- Breakfast outside of the classroom would only require a 1/2 C fruit offering.
- Adding a additional day to the time frame entrees offered under the NSLP could be served ala carte.
- 5-year review cycle vs. 3-year with targeted follow up for high-risk SFAs.
- Some updates on the Meal modifications for disability and non disability requests. They are specifically seeking feedback on if requiring a note from a licensed health care professional is too burdensome. The result of that being eliminated was eluded to.
- We were encouraged to comment on the proposed changes at regulations.gov
  The comment period has just been extended for 30 days to April 22.

They closed with discussing the Coronavirus and the unanticipated school closure process and procedures. They discussed flexibilities that would be considered and or offered. This information has changed considerably and been re-communicated by both the USDA and PDE.
Making a difference in Washington DC
Gina Giarratana, SNAPA President Elect and Devon Sandburg, the School District of Philadelphia.

L to R: Jeremy Bergman (New Castle Area School District), Sue Rhoades (Super Bakery), Congressman Mike Kelly, Pamela Gallagher (Executive Director) and Jim Ruhling (Michael Foods)
Curtistine Walker and Pamela Gallagher have a long history with Pennsylvania and school nutrition. Their career paths are intertwined and they both proudly served the School Nutrition Association of Pennsylvania (SNAPA) for a very long time! Both leaders were born in Pennsylvania and never moved too far from their roots. Both leaders started with school nutrition around the same time in their careers. It was 1993 and it was a good year for school nutrition staff and students in Pennsylvania! Both leaders worked in similar environments, large urban school districts, ensuring students were fed every day! SNAPA is going to miss these two vibrant figures at Board meetings and in their leadership roles for our association!

Curtistine Walker has served on the Pennsylvania School Food Service Association (PSFSA) Board of Directors since 1994, first on the conference committee and as president for two separate terms. Curtistine was the first African American president to serve on the Board.

SNAPA History

1994-1996 Served on PSFSA Conference Committee
1998-2000 Served as Region 7 Representative
2006-2009 Served as Region 7 Representative
2003-2004 President
2011-2012 President
2014-2016 Membership & Nominating Chairperson
2015-2020 Secretary/Treasurer

Not Goodbye but see you later my friends! Thank you to two great leaders!

Curtistine Walker

Pamela Gallagher
Other SNA Leadership Roles

2013-2015 Major City Directors Advisory Committee Member
2013 and 2015 SNA Executive Management Academy Attendee – Georgetown University
2016 SNA Procurement Task Force
2017 Strategic Planning Committee

Curtistine graduated from Penn State University in 1982. Her professional career began with Wendy’s Fast Food Restaurant Company. Later, she accepted the position of Home Economics teacher at Aliquippa High School and then Foods and Nutrition Instructor at Beaver County Vo-Tech. It was in 1987, when Curtistine’s career in Pittsburgh Public Schools began. She started as a production coordinator and was quickly promoted to an elementary school food service supervisor and served 22 years as the Coordinator of Building Operations. During that time period, she received a Masters Degree in Vocational Education from the University of Pittsburgh. Curtistine became the Director of Food Service in Pittsburgh Public Schools in 2012.

Curtistine credits her involvement in the School Nutrition Association (both national and state) to her many accomplishments, especially in leadership as a result of the various opportunities for leadership training. Curtistine stated SNA/SNAPA has helped her grow both professional and personally. She has traveled all over the United States to places she may never have visited. Curtistine believes the most valuable benefit of her membership has been the professional networking. She has actively learned from other leaders and has been able to share her experiences with others too. It is this dynamic journey that makes Curtistine such a great leader and mentor!

Thank you Curtistine for all you hard work and dedicated volunteerism. SNAPA would not be the same without you!

Pamela has served on the Pennsylvania School Food Service Association (PSFSA) Board of Directors since 1994. Pamela credits her association membership to her long successful career. Furthermore, she believes that professional development is vital to career growth and became an active member of the Pennsylvania School Food Service Association almost immediately after accepting her school industry position in 1989. Being active in the association helped Pamela develop and grow into a dynamic school nutrition leader.

Pamela graduated from Community College of Philadelphia’s very first Dietetic Assistant Program in 1979. She began her professional dietetic career in health care at Pennsylvania Hospital in Center City Philadelphia and later moved onto Frankford Hospital in Northeast Philadelphia. In 1989, she accepted the position of Food Service Manager at Austin Meehan Middle School in Philadelphia. It was during this time, that she developed her love for the school food service industry. Later, she moved up to the Field Supervisor position and eventually the Operations Manager in Philadelphia. After obtaining her BS in Business Management from Holy Family University in 2006, Pamela accepted the position of Child Nutrition Service Director in the City of Allentown.

Curtistine’s Favorite Quote
Proverbs 3:5-6 - Trust in the LORD with all your heart; and lean not unto your own understanding. In all of your ways acknowledge him, and he will direct your paths.

Pamela’s Favorite Quote
Abraham Lincoln – All that I am or ever hoped to be, I owe to my mother.
In 2009, Pamela was honored to receive her MBA with a concentration in Public Administration from Holy Family University. In 2010, Pamela moved closer to home to accept the position of School Nutrition Director in North Penn School District. Pamela is leaving her position as the SNAPA Executive Director to start her own consulting business School Food Service Solutions, LLC. She is looking forward to creating and presenting energetic, educational, and super interactive training sessions for school nutrition professionals across Pennsylvania and beyond continuing to make a positive impact on the growth and importance of school nutrition.

Thank you Pamela for your hard work, dedication and commitment to school nutrition in Pennsylvania. We appreciate your volunteerism as well as your as well as your dedication to our association. Best of luck to Pamela in her new venture!

SNAPA History

1994-1998 Served on PSFSA Board as Region 3 Representative
2002-2005 Served on SNAPA Board as Public Policy & Legislative Chair
2008-2010 Served on SNAPA Board as Secretary
2014-2017 Served as on the Executive Committee as Vice President, President Elect, President and Past President.
2018-2020 SNAPA Executive Director

~ All great achievements require time ~

Maya Angelou
Grow participation with these **New** items!

**New! IN NOVEMBER 2019**

**NEW Yoplait® Smooth: Keeping It Cool for Secondary School.**
- Delight with the classics: student-loved Strawberry and Vanilla
- Excite with something new: Horchata, a creamy, cinnamon drink flavor with Mexican roots!
- Perfect on-the-go option: from breakfast to lunch, to a la carte snacks
- 1g less sugar than main K-12 adult yogurt competitor, Upstate Farms¹

**New! IN DECEMBER 2019**

**Celebrate 10 Years of Pillsbury™ Mini Pancakes with new Chocolate Chip flavor.**
- Generate excitement with chocolate chip, our most anticipated flavor
- Students agree, Pillsbury™ Mini Pancakes are tastier than the main competitor²
- The #1 individually wrapped pancake in K-12 schools³
- Thaw & serve or heat & serve great for breakfast in the classroom or on the go

**New! IN DECEMBER 2019**

**Your One-Bag Wonder, Now in Blueberry!**
- Bring more color and flavor to your menu with Blueberry Yoplait® ParfaitPro®
- Student approved: preferred taste and texture* to DannonPro®
- Squeezable bag perfect for making parfaits, blenderless smoothies, overnight oats and so much more!
- Yoplait® ParfaitPro® is the #1 bulk yogurt in foodservice⁵

**New! IN DECEMBER 2019**

**Serve Up the Love with NEW Pillsbury™ Freezer-to-Oven Muffin Tops.**
- Build K-12 breakfast participation with tempting, fresh-baked goods from Pillsbury™ Freezer-to-Oven bakery
- No thawing or proofing required — simply place, bake and serve!
- Whole grain, place & bake 1 oz. equivalent grain muffin tops
- Muffin tops available in two student-loved flavors: Blueberry with whole, juicy blueberries, and Chocolate Chip with rich, sweet chocolate chips

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**UPC** | **PRODUCT DESCRIPTION** | **SCHOOL MEAL/EQUIVALENT** | **CASE/PACK**
--- | --- | --- | ---
100-94562-11113-4 | Pillsbury™ K12 Place & Bake Whole Grain Muffin Top 2.1 oz. Blueberry | 1 oz. equivalent grain | 112/2.1 oz.
100-94562-11114-1 | Pillsbury™ K12 Place & Bake Whole Grain Muffin Top 2.1 oz. Chocolate Chip | 1 oz. equivalent grain | 112/2.1 oz.
100-18000-16049-2 | Pillsbury™ Mini Pancakes Chocolate Chip Explosion | 2 oz. equivalent grain | 72/3.17 oz.
100-70470-16067-9 | Yoplait® ParfaitPro® Yogurt Bulk Low Fat Blueberry 64 oz. | 4 oz. = 1 Meat/Meat Alternate | 6/64 oz.

¹ Data Source: Upstate Farms Website, Sugars per 4oz cup: 15g vs Yoplait Smooth Sugars per 4oz cup: 14g [http://upstatefarmsfs.com/yogurt/single-serve/](http://upstatefarmsfs.com/yogurt/single-serve/)
² Based on internal single location CLT, N=119, 1/15/18, Based on mean liking score—Pillsbury 4.9, Eggo® 4.7
³ Data Source: The NPD Group/SupplyTrack®, IW Frozen Breakfast in K-12 channel, 12 months ending June 2019, in $ and pounds
⁴ Based on external single location CLT, N=120, 8/14/18, Based on mean liking & preference scores. DannonPro Vanilla vs ParfaitPro Vanilla & DannonPro Strawberry vs ParfaitPro. Strawberry
⁵ The NPD Group/SupplyTrack®, Yogurt in All Foodservice, 12 months ending July 2018, in $ & pounds

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5164  Country Breakfast Scramble (GF)

CP552  Homestyle Sausage Gravy

5950  Steel Cut Oats with Brown Sugar (AF, GF)

5955  Cheddar Grits (GF)

Learn more and get recipes at jtmfoodgroup.com.

J.T.M.

Lisa Pline • (443) 994.7203 • lisapline@jtmfoodgroup.com
Bonnie Dean • (215) 646.9771 • bonnie@barryfoodsales.com
Did you know that Pennsylvania leads the nation in mushroom production or that, although sweet potatoes are sometimes referred to as yams, actual yams are not grown in the US? You can share these facts and more with your students as part of an upcoming Pennsylvania Harvest of the Month program. Harvest of the Month promotes a state-produced item each month through school meals or taste tests and provides a great opportunity for schools to begin or expand local purchasing as well as to educate students about locally produced foods.

Perhaps you have already considered implementing a Harvest of the Month program in your schools but didn’t have the time to investigate which fruits and vegetables were in season in Pennsylvania, not to mention develop materials to promote those items. Beginning in the 2020-2021 school year, you will be able to implement Harvest of the Month without doing any of that background work. Through funding from a USDA Farm to School Grant, the Pennsylvania Department of Education (PDE), in collaboration with Penn State (Project PA), is developing a Pennsylvania Harvest of the Month Program for schools, child care centers, and summer meal programs.

The first step in the process involved developing a Harvest of the Month calendar with consideration of seasonality, availability, and cost of Pennsylvania-grown items. Through conversations with Pennsylvania produce distributors, producers, and school food service directors, the Pennsylvania Harvest of the Month calendar shown on the right was developed.

Food service directors provided input regarding the types of promotional materials that would be most useful for Harvest of the Month implementation. Based on their feedback, for each of the items on the calendar, plus the three alternate items, Project PA and PDE are developing customizable posters, table tents, signage, fact sheets, family newsletters, and sample social media posts. Schools, child care centers, and summer meals programs will find these downloadable resources on a Harvest of the Month website. The website will also offer:

- Recipes featuring each Harvest of the Month item, including crediting information and PrimeroEdge recipe codes;
- Guidance about where to find local sources of the Harvest of the Month items;
- Information about local procurement;
- Tips for using social media;
- Taste-testing resources; and
• Further ideas for implementing Harvest of the Month.

Flexibility is built into the program by not including the name of the month on any materials. Schools, child care centers, and summer meal programs can use the materials outside of the designated month if needed. If the Harvest of the Month item is not readily available, one of the alternate items (potatoes, eggs, or broccoli) can be featured.

In February 2020, Nichole Taylor (Chichester School District), Lindsay Radzvin (North Hills School District), and Brenda Žeiler (Wallenpaupack Area School District) pilot-tested the PA Harvest of the Month program in their respective school districts. In the Spring of 2020 the program will be introduced through a webinar during which Nichole, Lindsay, and Brenda will share their experiences conducting taste tests, featuring the Harvest of the Month item on their menus, and educating students about the nutritional and agricultural value of eating from Pennsylvania’s harvests.

The School Nutrition Association of Pennsylvania (SNAPA) offers opportunities for school nutrition professionals to learn about how to implement the Pennsylvania Harvest of the Month program through a farm to school exhibit and presentation at the 2020 Annual Conference and as part of SNAPA regional training sessions in 2020/2021.

Pennsylvania Harvest of the Month officially launches for the 2020-2021 school year. In advance of each month, an e-newsletter will be sent to all school food service contacts directing them to a PA Harvest of the Month website to find materials to promote the Harvest of the Month item.

Look for information about the PA Harvest of the Month webinar and website (coming soon) and hope to see you at “Harvest Row” at the SNAPA conference in August!

Pennsylvania Harvest of the Month Website…coming soon.
Refresh your menu with Peterson Farms Treats!

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Jennifer Riegle
Cell: 570-778-4744
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Do you wait until the end of food preparation to clean up? Does your kitchen area look like the tornado has hit?

Here is a time saving tip that might sound like an oxymoron; “clean as you go”. Would you think that “clean as you go” could interfere with the workflow? What “clean as you go” does is prevent that unsightly mess from building to unmanageable levels.

So, let’s explore some ways to accomplish “clean as you go”. First thing to look at is how your work area is organized. As you are assessing your work area, think about how you are going to handle the 5 “S’s...”

1. **Sort**
2. **Straighten**
3. **Shine**
4. **Standardize**
5. **Sustain**

Take a small work area, maybe where you prepare vegetables, now sort out all the utensils and straighten. If there are items that are not used in that area, move them to the proper area or holding box in the storeroom. Next is the workflow and location of utensils, trash receptacle (maybe a small container on the worktable) and ingredients – also called mise en place. This allows you to move through the prep or cook process effortlessly. If something is spilled, wipe it up – trash goes into the proper receptacle and once the process is finished the work area is relatively clean.

With workflow planning, it is possible to make work easier. It’s important to find ways to simplify, eliminate unnecessary movements or improve old methods. For instance, when peeling carrots, if you let the peelings fall into a bowl, the need to clean the table is eliminated. Shine and sanitize before you move to your next task.

Finally, look to find ways to standardize your work task so that “clean as you go” is second nature. This will help sustain your “clean as you go” mindset!
STOP TRAINING.
START COOKING.

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## Check out our New Items

<table>
<thead>
<tr>
<th>Item Code</th>
<th>Product Description</th>
<th>Size</th>
<th>Pack</th>
<th>Grain/Fruit Crediting</th>
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</thead>
<tbody>
<tr>
<td>9545</td>
<td>Bavarian Soft Pretzel Stick</td>
<td>2 oz.</td>
<td>72</td>
<td>2 grain</td>
</tr>
<tr>
<td>9546</td>
<td>Bavarian Soft Pretzel Hot Dog Roll</td>
<td>2.6 oz.</td>
<td>72</td>
<td>2.5 grain</td>
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<tr>
<td>9549</td>
<td>Bavarian Soft Pretzel Dinner Roll</td>
<td>2.2 oz.</td>
<td>100</td>
<td>2 grain</td>
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<tr>
<td>9552</td>
<td>Bavarian Soft Pretzel Roll - Bulk Pack</td>
<td>2.2 oz.</td>
<td>90</td>
<td>2 grain</td>
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<tr>
<td>4522</td>
<td>Dutch Waffle Sticks</td>
<td>4&quot;</td>
<td>600</td>
<td>2 grain</td>
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<tr>
<td>40407</td>
<td>Maple Brown Sugar Bar</td>
<td>2.5 oz.</td>
<td>48</td>
<td>2 grain</td>
</tr>
<tr>
<td>14409</td>
<td>Gourmet Mayan Hot Chocolate with Caramel Pieces</td>
<td>1.85 oz.</td>
<td>192</td>
<td>1 grain</td>
</tr>
<tr>
<td>14410</td>
<td>Gourmet Spiced Key Lime with White Chocolate Chips</td>
<td>1.85 oz.</td>
<td>192</td>
<td>1 grain</td>
</tr>
<tr>
<td>14411</td>
<td>Gourmet Sweet Heat Oatmeal Cranberry</td>
<td>1.85 oz.</td>
<td>192</td>
<td>1.25 grain</td>
</tr>
<tr>
<td>56080</td>
<td>Belly Bears Cinnamon Graham Crackers</td>
<td>2.0 oz.</td>
<td>100</td>
<td>2 grain</td>
</tr>
<tr>
<td>56079</td>
<td>Jungle Crackers</td>
<td>2.0 oz.</td>
<td>100</td>
<td>2 grain</td>
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<tr>
<td>2049190</td>
<td>Crunch &amp; Crave™ - Spicy Queso</td>
<td>1.6 oz.</td>
<td>100</td>
<td>2 grain</td>
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<tr>
<td>2049191</td>
<td>Crunch &amp; Crave™ - Pizza</td>
<td>1.6 oz.</td>
<td>100</td>
<td>2 grain</td>
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<tr>
<td>2049192</td>
<td>Crunch &amp; Crave™ - Original</td>
<td>1.6 oz.</td>
<td>100</td>
<td>2 grain</td>
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<tr>
<td>2049193</td>
<td>Crunch &amp; Crave™ - Churro</td>
<td>1.0 oz.</td>
<td>160</td>
<td>1 grain</td>
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<tr>
<td>48456</td>
<td>Sour Orange/ Raspberry Swirl</td>
<td>4.4 fl. oz.</td>
<td>96</td>
<td>1/2 cup fruit</td>
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<tr>
<td>48470</td>
<td>Strawberry Jalapeño</td>
<td>4.4 fl. oz.</td>
<td>96</td>
<td>1/2 cup fruit</td>
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<tr>
<td>48471</td>
<td>Mango Chamoy</td>
<td>4.4 fl. oz.</td>
<td>96</td>
<td>1/2 cup fruit</td>
</tr>
<tr>
<td>48472</td>
<td>Horchata</td>
<td>4.4 fl. oz.</td>
<td>96</td>
<td>1/2 cup fruit</td>
</tr>
<tr>
<td>48473</td>
<td>Watermelon Chili Limón Verde</td>
<td>4.4 fl. oz.</td>
<td>96</td>
<td>1/2 cup fruit</td>
</tr>
</tbody>
</table>
Product Features

- 100% Fruit Juice and No Added Sugars
- 100% Vitamin C DV
- Fortified Vitamins A, D, E, Calcium, Potassium and Fiber
- Fat-Free, Gluten Free & Low Calorie
- Qualifies as a 1/2 Cup Serving of Fruit Reimbursable

Program Features

- Smart Snack Approved
- Cost Effective vs. Other Fruit Options
- Over a Dozen Bold and Innovative Flavors
- Custom Designed Cafeteria / Kitchen Layout
- Staff Training with Equipment, Installation, Service and Support

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South Shore Slush Puppie (814) 459-4328  
Tri-State Slush Puppie (724) 775-4940  
W.A. DeHart, Inc. (570) 568-1551
The SNAPA Board of Directors would like to welcome Megan Schaper, SNS as the 2020-2021 incoming Vice President. The election was very close with Megan winning 58% of the vote. We wish Megan the best of luck as she helps to move SNAPA forward with our strategic plan. Here’s a little bit about Megan…

Megan has been the Food Service Director at the State College Area School District since 1993. She has a degree in Hotel, Restaurant, and Institutional Management from the Pennsylvania State University and previously worked for Aramark as a food service director at Shaler Area School District and Farrell Area School District. Megan has served multiple terms as a regional representative on the SNAPA board. She also served in the capacity of legislative chair and was the program chair for the 2014 SNAPa annual conference. Megan served in all of the leadership positions of the SNAPA Clear-Cen Chapter and is currently the chapter president. Megan served on the board and bid committee for the Pittsburgh Regional Food Service Directors and maintains their webpage. She was the 2012 Pennsylvania Director of the Year and Northeast Region Outstanding Director of the Year. Megan would like the opportunity to continue to build SNAPA as a valuable resource for professional growth for both directors and staff.
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Greta Askew Key Impact Sales
Sklick@kisales.com
Gaskew@kisales.com

¹ CN Pizza Taste Test, 2017 ©2019 Schwan’s Food Service, Inc. All Rights Reserved.
Whole Grain
RASPBERRY & CREAM CHEESE BAR

Item # 8071W | Case Pack 48/3.4oz | 2.0 OZ EQ per bar

Nutrition Facts
- 48 servings per container
- Serving size 1 bar (96g)
- Calories per serving 280

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<tr>
<th>Nutrient</th>
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<th>% Daily Value</th>
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<td>Total Fat</td>
<td>8g</td>
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<tr>
<td>Saturated Fat</td>
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<td>13%</td>
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<tr>
<td>Trans Fat</td>
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<td></td>
</tr>
<tr>
<td>Cholesterol</td>
<td>0mg</td>
<td>0%</td>
</tr>
<tr>
<td>Sodium</td>
<td>280mg</td>
<td>12%</td>
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</table>

Vitamin D 0mcg 0%  Calcium 45mg 4%  Iron 1.6mg 8%
Potassium 110mg 2%

Total Carbohydrate 48g 17%
Dietary Fiber 3g 11%
Total Sugars 15g

Competitive Foods Data
Percent Calories from Fat (<5%) 25.71%
Percent Calories from Sat. Fat (<10%) 8.04%
Percent Sugar by Weight (<5%) 19.79%

Allergen Information:
Contains: Soy, Wheat

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Nut Free Facility

Spring 2020 57
ARE YOU READY TO TAKE
THE SNA +1 MEMBERSHIP CHALLENGE?

Members like you are vital to the success and growth of SNA. That’s why SNA invites you to show your support by taking the +1 Membership Challenge!

THE CHALLENGE IS SIMPLE:

1. Download the fun signs and social media tools
2. Share your reason for being an SNA member
3. Recruit at least one new member

And yes, you will earn credits toward great prizes!*

Are you up for the challenge?
Learn more and download the shareable tools at www.schoolnutrition.org/challenge

*Find out more about SNA’s Star Club and membership recruitment programs and prizes at www.schoolnutrition.org/challenge. VOID WHERE RESTRICTED OR PROHIBITED BY LAW.
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- Menu Planning
- Commodity Drawdown
- Diversion Planning

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- **PaySchools QuikApps**
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ASIAN RAINBOW SLAW
Featuring Minh® Less Sodium Sweet & Sour and Teriyaki Sauces

INGREDIENTS

<table>
<thead>
<tr>
<th>Ingredient</th>
<th>Weight</th>
<th>Measure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minh® Sweet and Sour Sauce, Thawed</td>
<td>1 lb 10.8 oz.</td>
<td>2 ⅔ cups</td>
</tr>
<tr>
<td>Minh® Teriyaki Sauce, Thawed</td>
<td>4 lb 8 oz.</td>
<td>7 ⅔ cups</td>
</tr>
<tr>
<td>Bok Choy, Fresh Shredded</td>
<td>3 lbs. 9.8 oz.</td>
<td>12 ½ cups</td>
</tr>
<tr>
<td>Coleslaw Mix, Fresh</td>
<td>7 lbs. 6.4 oz.</td>
<td>12 gallons</td>
</tr>
<tr>
<td>Edamame Beans, Prepared and Chilled</td>
<td>4 lbs 7.2 oz.</td>
<td>12 ⅛ cups</td>
</tr>
<tr>
<td>Shredded Carrots, Fresh</td>
<td>2 lbs 8.8 oz.</td>
<td>12 ½ cups</td>
</tr>
<tr>
<td>Pears, Diced Canned</td>
<td>6 lbs. 15.2 oz.</td>
<td>12 ½ cups</td>
</tr>
<tr>
<td>White Vinegar</td>
<td>11.4 oz.</td>
<td>1 ⅓ cups</td>
</tr>
</tbody>
</table>

DIRECTIONS
1. Blend together bok choy, slaw, edamame, carrots and pears into a large bowl.
2. Mix sauces and vinegar together.
3. Add sauce to cole slaw mixture and toss to coat.
4. Cover with plastic wrap and refrigerate until ready to serve.

SWEET & SOUR

CN CREDITING

<table>
<thead>
<tr>
<th>M/MA</th>
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<tbody>
<tr>
<td>Vegetables</td>
<td>½ cup</td>
</tr>
<tr>
<td>Vegetable</td>
<td>1 cup</td>
</tr>
<tr>
<td>Fruit</td>
<td>½ cup</td>
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KEY NUTRITIONALS

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<tr>
<th>Nutrition</th>
<th>Value</th>
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<tr>
<td>Calories</td>
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<tr>
<td>Total Fat</td>
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<tr>
<td>Saturated Fat</td>
<td>0.3 g</td>
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<tr>
<td>Cholesterol</td>
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</tr>
<tr>
<td>Sodium</td>
<td>380 mg</td>
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<tr>
<td>Carbohydrates</td>
<td>38 g</td>
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<tr>
<td>Dietary Fiber</td>
<td>6 g</td>
</tr>
<tr>
<td>Protein</td>
<td>7 g</td>
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<tr>
<td>Vitamin A</td>
<td>5000 IU</td>
</tr>
<tr>
<td>Vitamin C</td>
<td>48 mg</td>
</tr>
<tr>
<td>Calcium</td>
<td>95 mg</td>
</tr>
<tr>
<td>Iron</td>
<td>1.8 mg</td>
</tr>
</tbody>
</table>

*WEIGHT QUANTITIES ARE BASED ON FOOD BUYING GUIDE FOR CHILD NUTRITION PROGRAMS.
What are your plans this summer? Are you looking for a somewhere new to learn and explore? A place where you can go to advance your program and yourself in all one place? Well, look no further! SNAPA has the solution!

The SNAPA 2020 Conference is returning to the Kalahari Resort in the Pocono Mountains, August 3rd through August 6th. This year’s conference theme is Recess in the Rainforest—allowing you to Refresh your Skills, Recharge Yourself, and Recommit to your Students. The conference committee is working hard to create a schedule that will be beneficial to all levels of your school nutrition program as well as your personal well-being!

If this is your first time coming to the Kalahari, you will be amazed at the beautiful conference facility and awed with America’s largest indoor water park! If you are returning to the Kalahari, you will be mesmerized with the transformation of the convention center which has now doubled in size! The Kalahari staff is dedicated to making your experience exceptional!

In addition to over 15 educational opportunities, the 2020 SNAPA Conference will offer you the biggest and best Food and Equipment show in Pennsylvania! Our Business and Industry Partners are excited to show you their new items for the 20-21 School Year and the new Kilimanjaro Ballroom will allow us to host up to 242 vendors!!

The Kalahari is a family friendly resort that has an Indoor and Outdoor Waterparks, Gorilla Grove Tree-top Adventures, Spa Kalahari & Salon, Restaurants, and too many other experiences to list! Visit https://www.kalahariresorts.com/pennsylvania/ to explore everything that the Kalahari has to offer.

Registration will be open soon—be sure to book early! Room rates are just $209 per night, which includes the waterpark passes!

We are looking forward to seeing you in the Rainforest.
What is the Summer Food Service Program (SFSP)?

The SFSP is a federally-funded program administered at state-level by the Pennsylvania Department of Education (PDE).

The SFSP serves healthy meals to children (18 years and under), at no-charge (free), in low-income areas, during the summer months when school is not in session.

Why Should I Get Involved?

There are not enough meal service sites in the state (only 14% children eligible during the school year receive summer meals).

SFSP helps prevent “summer slide.” Studies show that when children do not get proper nutrition during the summer, they fall behind academically when returning to school in the fall.

How Can You Help?

Become a Sponsor that runs the program in your community.

Become a meal site that works with an existing sponsor and provides a safe location for children to eat.

What is a SFSP Sponsor?

- Sponsors are non-profit organizations (501(c)3 status).
- Sponsors are trained by PDE and complete the application process — handle the administrative responsibilities of the program — manage the sites— submit and receive the claims for reimbursement..
- Sponsors find the sites — staff the sites — train the staff and any volunteers — arrange for the meals — maintain the paperwork and records.
- Sponsors operate and manage any number of sites, from one to 100, based on need of the community and the sponsor’s administrative capability.

What is a SFSP Site?

- Places in the community that are income-eligible where meals are served, and the children eat.
- Sites work directly with their Sponsor.

There are three common types of sites:

- **Open sites** - serve all children in the area where 50 percent or more of the children residing in the area are eligible for free or reduced-price meals. All qualified meals served are reimbursed.

- **Enrolled sites** – serve an identified group of children where at minimum, ½ are identified as free/reduced eligible for meals. All qualified meals served are reimbursed.

- **Camps** – serve residential and nonresidential camp children. Only qualified meals served to individual children who are eligible for free or reduced-price meals are reimbursed.

The SFSP Website: www.education.pa.gov/sfsp
Seasoned Loaded Nacho Fries
(about 6-8 fries/ serving)

McCain Crispy Bakeable Crinkle Cut Fries (1000007470) topped with taco seasoned ground turkey, cheese sauce (Land O'Lakes), diced tomato, sliced green onion and black olives.

RECIPE (50 SERVINGS)

- 1000007470 Crispy Bakeable Crinkle Fries: 6 ½ lbs.
- Ground Turkey Crumbles: 70 ounces
- Land O Lakes Style Cheese Sauce: 70 ounces
- Diced Tomatoes: 1 ½ cups
- Chopped Green Onion: ¾ cup
- Chopped Black Olives: 1 ½ cups
Pennsylvania School Nutrition Directors Go Wild for Maine’s Original Superfruit

Thank you Pennsylvania for purchasing USDA Wild Blueberries since 2018! We hope your students love their big, bold flavor as much as your nutrition staff love how easy they are to serve. Pennsylvania joins 30 other states in serving a record number of Wild Blueberries from coast to coast. As in Pennsylvania, the 2016 update to the USDA’s Buying Guide is proving to be great news for school nutrition directors all across the country by allowing them to ramp up the nutritional value of their menus with a super healthy fruit like frozen wild blueberries, all while staying on budget.

“Maine’s wild blueberries have only scratched the surface of the significant opportunity available through schools,” says Ronald Adams, former Food Service Director in the Portland Public Schools. “Maine has the supply and ability to deliver more value to schools like those in Pennsylvania than ever before, especially as support for premium, natural, clean label foods gains strength.”

**Wild Has 25% More Servings**

In 2016, the USDA determined one pound of frozen wild blueberries provides 25% more servings than the same weight of frozen cultivated blueberries. Because they are smaller and more compact, wild blueberries carry less water weight than larger cultivated blueberries. So, not only do you get more berries in each cup, but you get more servings per case. In fact, a 30-pound case of frozen wild blueberries gives you 225 half-cup servings, and per-pound yield has increased from 5.9 to 7.5 half-cup servings. That’s a lot more berries!

“This is really fantastic news for food service providers,” notes Adams. “Now schools can better afford to incorporate a premium, tasty, “super-fruit” into menus.” Wild blueberries are not just for breakfast anymore either,” Adams added. “With wild blueberries, you can serve an antioxidant-rich healthy fruit any time of day.”

**A More Intense Blueberry Taste**

At the 2019 California SNA food show, The Nutrition Advisory Council brought 110 students to sample foods for their district menus, and 75% of those students loved or liked the plain Wild Blueberry sample – nothing added, just straight from the freezer. “Some even came back for seconds,” says Adams. “They love the big, bold flavor of Wild.”

In addition to being universally loved, wild blueberries are easy to use,” notes Adams, and
schools can now use our new recipe resources to create fresh and exciting menu ideas with wild blueberries that span breakfast and lunch.”

**New Resources for Schools**

To help schools go wild, The Wild Blueberry Commission of Maine has developed a School Nutrition website ([www.wildblueberries.com/school-food-service/](http://www.wildblueberries.com/school-food-service/)) that features a variety of easy-to-use wild resources. These include:

- Easy and versatile sweet to savory wild blueberry recipe ideas that meet fruit serving guidelines
- Professional signs and templates that can be customized and printed for the cafeteria
- Marketing content for social media outreach to help educate parents and the community about their meals that include wild blueberries

Looking for more foolproof ways to incorporate wild blueberries in a half-cup serving consider:

- Wild Blueberry Pancakes & Wild Blueberry Syrup
- Wild Blueberry Smoothies
- Wild Blueberry Parfaits & Fruit Cups
- Grab-and-Go Salads with Wild Blueberries on Top
- Chicken or Turkey Wraps with Wild Blueberry Chutney
- Wild Blueberry Sweet and Savory Dipping Sauces

**Unique Heritage: A Wild Natural Fruit**

Wild blueberries have always been part of Maine’s heritage. These iconic berries first emerged on the desolate plain, aptly called The Barrens of Maine, following the retreat of the glaciers more than 10,000 years ago. Unlike ordinary blueberries, wild blueberries are not planted. Instead, they are indigenous and spread naturally where Mother Nature put them, with thousands of genetically different varieties in every field. Wild blueberries have never been hybridized or genetically modified to enhance or alter their naturally occurring characteristics. This diversity is what gives them their intense, delicious, sweet-tart taste and their spectacular blend of complex flavors.

Adams concluded, “Wild blueberries have long been praised as delicious, kid-friendly, nutritious, and a premium fruit that can be served year-round as part of a healthy diet. It is really great to see Pennsylvania directors serving this amazing super fruit to their students!”
Chapter 7 News

Upper Bucks County, Chapter 7 had their February dinner meeting on February 12 at the Quakertown SC. Our meal was fantastic. Carol Gilbert Consulting presented the topic Customer Service. The presentation was well received and very relevant. The centerpieces were made by one of our members and then raffled off at the conclusion of the evening.

Chapter 35 News

Gnaden Huetten Chapter Meeting
On January 16, Gnaden Huetten Chapter 35 had their chapter meeting held at East Stroudsburg High School South Cafeteria. There were 29 members from East Stroudsburg and Pleasant Valley school district. The program for the evening was My Plate Checklist to Good Health presented by a Casey Hucaluk the Registered Retail Dietitian from ShopRite of Stroudsburg. Her presentation was about school child nutrition. She reviewed my plate, school nutrition and nutrition for adult’s, calorie intake in relation to the different food groups. She explained her background in nutrition and her occupation at ShopRite as a Registered Dietician.

Next Meeting March 19 at Pleasant Valley High School at 5:30pm
Chapter 33 News

North Montco Chapter Meeting
Chapter members met on January 30th at Upper Merion Area Middle School. Angie Ferguson from ASM Waypoint presented new products including Tyson, Super Bakery and Popcorn Indiana products. The meeting was Superbowl themed and attendees played Superbowl Football Trivia!

Chapter 19 News

Red Rose Chapter Meeting
Our January meeting was super well attended at Elanco School District. Thank you for hosting us! Pete from KB Pizza demonstrated his product and discussed allocating commodities. 4-Star Reps did a presentation on equipment myths & facts. Everyone learned a great deal! We are looking forward to our Dream Dinner Fundraiser and our March Meeting!
McCain Foods is proud to support the School Nutrition Association of Pennsylvania.
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Northeast Regional Leadership Conference
Mystic Seaport, Connecticut
December 2019

Mystic Seaport Scenery
Top left: Nichole Taylor & Pamela Gallagher share leadership training with colleagues from the SNA - NE Region.
Bottom Right Warren DeShields. NE
Platinum and Gold Partners get FREE advertising in our Fall & Spring SNAPA Happenings

<table>
<thead>
<tr>
<th>Platinum Partners</th>
<th>Annual Partnership</th>
<th>$2200.00</th>
<th>(1) Full page per issue or</th>
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<td>(1) 2 Page spread/annually</td>
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| Gold Partners          | Annual Partnership | $1600.00 | (1) Half page per issue                  |

All other Partner Levels can advertise using the ad size, placement and cost menu below:

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<thead>
<tr>
<th>Standard Ad Sizes &amp; Placement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ad Size</td>
</tr>
<tr>
<td>2 Page Spread (bleed)</td>
</tr>
<tr>
<td>2 Page Spread</td>
</tr>
<tr>
<td>Full Page (Bleed)</td>
</tr>
<tr>
<td>Full Page Image</td>
</tr>
<tr>
<td>Half Page Horizontal</td>
</tr>
<tr>
<td>Half Page Vertical</td>
</tr>
</tbody>
</table>

*Rates are subject to change by fiscal year- July 1st- June 30th

Ad Specifications

- Electronic version of ad MUST be supplied. A Press Ready PDF with fonts/art embedded
- Screen - 133-150-line screen
- Publication size is 8.5 inches x 11 inches
- Bleed size is 8.75” x 11.25”
- Type area is 7.5” x 10”
- Fall Deadline- September 15th
- Spring Deadline- February 15th

Terms & Conditions

- Upon ad request, SNAPA will send an invoice.
- Partner must confirm receipt of invoice
- If payment is not received by the issue payment deadline, the publisher reserves the right to exclude the advertisement.
- No cancellations will be accepted after the deadline.
- Placement is on a first-come, first-reserved basis. The publisher makes every attempt to separate ads of competing companies.
- Publisher’s liability for any error will not exceed the value of space occupied by such error.

To Submit an Ad:

Contact SNAPA Executive Director at 717-732-1100

Email ad to SNAPA Executive Director at executivedirector@snapa.org

Updated 2/2020
Calendar of Events

April 21, 2020- Strategic Planning Meeting – Kalahari, Mt. Pocono

April 22, 2020- Board of Directors Meeting – Kalahari, Mt Pocono

April 24, 2020
SNF Application Deadline for ANC Conference Scholarships

April 24, 2020
SNF Application Deadline for ANC First-Timer Scholarships

April 24, 2020
SNF Application Deadline for Jack Maas, Jr. ANC Scholarship

April 30-May 2, 2020
National Leadership Conference

May 1, 2020
School Lunch Hero Day Celebration

May 2020
Spring Industry Boot Camp Events

July 12th-14th, 2020
ANC- Nashville, TN

August 3, 2020- 2020-2021 Board of Directors Meeting – Kalahari, Mt Pocono

August 3-6, 2020 SNAPA Annual Conference -Kalahari