



WASHINGTON
SCHOOL
NUTRITION
ASSOCIATION

Washington Apple Press

Winter 2022 Volume XXXII, Issue 2



Marcia Wagner
WSNA President
Email: Mkwagner@gsd200.org

I REALLY WANT TO CELEBRATE

You are receiving this after the Holiday Season, I hope you all had a nice break and are back refreshed and ready to take on whatever comes your way!

Those of you that attended the Fall Workshop were treated to a very funny speaker, Matt Booth, who had some great information. I knew that positivity was important but didn't realize that you need 5 positive thoughts to counter every negative thought.

That was a bit overwhelming for me. We are bombarded everyday with negative stuff and it can be easy to get dragged down that negative rabbit hole.

This next year I really want to celebrate. I want to celebrate that we have survived; that we have jobs and homes; that we don't have to walk 2 miles to get water; that we are part of an amazing organization that helps us feed children; and much more. I want to celebrate each and every one of you!

Lou Centlivre said "The fun of being alive is realizing that you have a talent, and you can use it every day, so it grows stronger."

Each one of us has many talents. Some of those talents are related to work and others to hobbies at home. We have people that are amazing cooks; that are great at connecting with children; that are great with inventory and paperwork; that are good with money; that are good leaders. We have quilters, artists, crafters, dog trainers, writers, musicians, marathoners, athletes, moms, grandmothers, gardeners and much more. We live in a great country where we have the freedom to use all of those talents and help them grow.

I would really love to hear from you. I would love to hear about your talents. Please send me your stories. I want to get to know you better, so I can better serve you. Please email me your stories, and let me know if it is ok to share them or not.

I feel very honored to be your President this year. Thank you for everything you do everyday for people you come in contact with at work and at home. I pray this next year will be filled with fun and celebration!

Marcia, WSNA President

In This Issue...

Washington Apple Press Publication Information.....	2
Rest & Recharge	3
by Vice President Magieline Benedicto	
Sponsor Thank You	3
My Child Nutrition History	4
by Marketing Chair Debbie Rodewald	
Facebook Content	4
by Marketing Chair Debbie Rodewald	
Spring WSNA Workshop & Registration Information	5
OSPI Child Nutrition Services.....	6
by Director Leanne Eko	
School Meal Programs Grapple With Supply Chair Fallout.....	8 & 9
by SNAC Bites	
Federal Legislation Report.....	12
by WSNA Public Policy & Legislation Chair Donna Parsons	
Happy 2022	12
by NW Region I Lead, Ericka Santana	
Summer Conference	13
Meet Martin From Industry	14
by WSNA Industry Chair, Martin Loyche	
Education/Scholarship.....	15
by Education/Scholarship Committee Chair, Samantha Brueske	
WA School Nutrition Association Board of Directors.....	16 & 17
Welcome New Members List.....	18
We Need You Information	19
Legislation Report.....	22
by Mitch Denning & Donna Parsons	
WSNA 2022 Dates to Remember	24

The Washington Apple Press:

THE OFFICIAL PUBLICATION OF THE WA SCHOOL NUTRITION ASSOCIATION

The Washington Apple Press is published four times a year by the Washington School Nutrition Association.

Advertising & Editorial Offices

Mindy Cass

13514 W. Sunset Highway B362
Airway Heights, WA 99001
wsnaexecmc@gmail.com

Membership Mailing

Heather Godfrey

1723 181st St E
Parkland, WA 98387
hgodfrey@bethelsd.org

Articles and columns printed herein may be divergent in view and controversial in nature. Materials published herein represent the ideas, beliefs, and opinions of those who write them, and are not necessarily the view or policies of the Washington School Nutrition Association. Neither the Association nor the editor assumes responsibility for the opinions expressed by the authors of the paper abstracts, quoted or published in this journal. NOTE: Tax laws state 35% of your WSNA dues are used for lobbying or other political action and that portion of the dues is NOT deductible on an individual's tax return.

NEW! NATURE VALLEY

HEARTY ON-THE-GO OATMEAL

Introducing NEW Nature Valley™ Soft Oatmeal Rounds

- Individually wrapped, versatile grab & go solution
- Heat & serve or thaw & serve for breakfast or snacking
- Available in two flavors: Apple Cinnamon and Banana Chocolate Chip
- A brand consumers trust: Nature Valley is the #1 granola in Foodservice* and the #1 bar brand in the World**

Sources
 *NPD Supply Track, Total Foodservice Dollar Volume L12M Ending June 2020
 **Euromonitor International Passport Data, World, Snack Bars by Brand, Retail Value RSP (\$), 2020

Call your Washington General Mills Team for more information.
 Marni Fisher (253) 431-6276 Western WA
 Gabie Knopick (763) 331-1922 Western WA
 Jeri O'Reilly (509) 944-5099 Eastern WA



Official Publication of the Washington School Nutrition Association



REST & RECHARGE

As I sit in my home office, catching up on emails and thinking of all the things that I need to do during “winter break”, I come across an email. An email reminding us that the holiday break is an important time for school nutrition professionals to rest and recharge. In the 7 years in my position, I have not taken any extended time off during spring or winter breaks. I take the quiet, uninterrupted time to work on perfecting my menus, or updating policies and procedures, preparing for an audit (which in fact is what I will be doing this winter break), and so much more. This email is a great reminder for those who work through the breaks and days off, that it’s okay to take some time to disconnect from work and catch up with family and friends. As the challenges continue such as food supply and labor shortages, we find it difficult to let go of tension, anxiety, and stress. Whether you are the director managing these shortages or on the front lines adhering to the many changes or covering multiple positions. Many consider rest as indulgent and feel guilty when taking time for themselves. However, making time for yourself can recharge your ability to deal with relationships, commitments, and general health.

By the time you read this article, winter break will be over, preparing for the second half of the school year. As we enter the new year, the next “break” seems so far away. However, don’t wait for the next holiday or break to take time to rest and recharge. I know it is tempting to use your break time to get “caught up”. The weekends and holiday breaks are your time to let go and set aside the worries and anxieties that go along with your work and other life stressors. I encourage you to take a day, a weekend, or every weekend to slow down and rest. Choose a day, a day for yourself. Read a book, go to the spa, get a massage, binge watch some Netflix. What whatever it takes to make you happy. During these cold months, is best spent cozied up with your loved ones. This time may be to do something creative or find a new stress-free hobby.

The goal is to get some real rest and recharge your mind and body. Make the time, whether its one full day for yourself or with loved ones. Recharge your mind and body so you can be a better version of yourself when you return to work.

Magieline Benedicto, Vice President

Benedictom@wvwsd208.org



Thank You, Industry Sponsors

Thank you to the following vendors for your support of WSNA. Your generous donations have helped to make this year a success and have helped to insure the continuation of successful programs throughout the coming year.

PLATINUM SPONSORS

(\$3,500)

General Mills

Health-e Pro

JTM

US Foods

Washington State Potato Commission

EDUCATION FUND SPONSORS

EDUCATION FUND

GOLD SPONSORS (\$500)

Foster Farms

United Salad (formerly Duck Delivery)

Washington State Potato Commission

EDUCATION FUND

SILVER SPONSORS (\$400)

General Mills

National Food Group

Rich Products

Voeller & Associates

EDUCATION FUND

BRONZE SPONSORS (\$300)

Pacific Support Systems (SFS Pac)

Piper Products

From the MarketingChair

MY CHILD NUTRITION HISTORY

My journey into the world of Child Nutrition started after a stint of 14 years as a stay-at-home mom. It was time to go back into the working world and working in the kitchen at my kid's elementary school was the perfect solution. I had the same schedule as them, and being a parent volunteer, it was a place I was familiar with. My plan was to work there until my kids were done with their school years.

I was the assistant for 3 years, then took on the role as manager. To become a manager in my district, you must be level one certified. I joined SNA, took the required classes, and received my certification. Going to the annual WSNA Conference was where I really learned what SNA is all about. I discovered a passion for Child Nutrition. I had a purpose.

From there, I was fortunate to attend 2 Annual National Conferences, focusing my learning on marketing. We began social media accounts in our district, using the things I learned to promote our program.

WSNA had an interest in using social media as well. I was asked if I wanted to

serve on the board to help in that area.

I nervously accepted, and my work life pivoted a bit. Social media was a relatively new idea to promote school food, but quickly gaining popularity. I was asked if I wanted to teach a class about marketing. Being a stay-at-home for the time I did, I missed out on all of the new computer programs that everyone was using. I didn't know what a Power Point was, let alone create one. Well, I found someone to show me what to do, and I dove right in. I've since created and taught 4 different classes for WSNA, for workshops and annual conference. I also started our WSNA Facebook page, which was launched this year.

I had an opportunity to move up the ladder as Central Kitchen manager. After being in my elementary school comfort zone for 12 years, it was a tough decision, but I did it. I worked with an amazing staff in my new kitchen and learned the ropes. It was during that first year in my new position, I was approached to see if I was interested in something new. I was very happy where I was, but also intrigued to see if I was

capable of this new endeavor.

I made the decision to become a K12 Broker. My work life took another pivot. It just so happened that it coincided with the state, country, and world shutting down because of a pandemic. So, I've been learning a new job during a time that nothing is normal. There have been challenges, but there have also been victories and accomplishments.

I've been able to do things in the last 14 years, I never realized I could do. And they wouldn't have been possible without SNA and WSNA. I've learned from the classes I've sat in, taught, and the keynote speakers I've listened to. I've met some of the most supportive group of people in my life, who have given me guidance and advice. I've worked alongside the hardest working people out there. And I found jobs that have an important purpose, feeding kids. My SNA membership was my ticket to do all of these things.

Debbie Rodewald, Marketing Chair

From the MarketingChair

FACEBOOK CONTENT



As I wrote about in the last Apple Press, WSNA now has a Facebook page. Social media is a great way to promote Child Nutrition Programs to the public, and a vehicle to get information to our members.

I have two things I'd like from you, our members. One, is news, information, pictures, or anything you'd like to share with the rest of the membership. What is great about working in this industry, is we aren't competing against each other. We can see a great idea that is working in another district and try it out in our own kitchens and cafeterias. Also, during these trying times we've been living and working through, it's uplifting to see positive things happening in the world of school food.

Second, I'd love to hear from you about what content you'd like to see on WSNA's Facebook page. Are you looking for class information to complete CEU's? Do you want to see what's happening in other states as well? Any input would be appreciated.

You can contact me at debbie@yourservicesales.com. We won't post any pictures with student's faces, due to privacy and safety issues. Our Facebook page is called Washington School Nutrition Association. If you haven't already, stop by to like and follow the page.

Debbie Rodewald, Marketing Chair



WSNA Spring Workshop

March 26, 2022, via Zoom

Join us for WSNA's spring Workshop 2022. Our planned agenda includes:

- ☀ OSPI Keynote: Hot Topics presented by Leanne, Liz and Mikhail
- ☀ Heather Church, Waste Reduction & Recycling Coordinator, WSDE (cology): Single-Use Service ware Law, Expanded Polystyrene Ban
- ☀ Annette Slonim, Farm to School purchasing Grant Specialist, WSDA: Farm to School
- ☀ Wrapping up with our President, Marcia Wagner with all your questions and answers.

You will receive 3 CEU's for this workshop. This workshop will start at 8:00 am with introductions. Agenda information will be available through the WSNA website and an email will be sent to everyone when registration is open online. Preregistration is required.

Questions: Call Mindy at 509-999-5076 or email wsnaexecmc@gmail.com

Spring Workshop Registration

NAME _____

DISTRICT _____ CHAPTER _____

SNA Member # _____ PHONE (____) _____

ADDRESS _____

CITY _____ ZIP _____ EMAIL _____

PLEASE CIRCLE ONE:

Registration (Postmarked by 03/18/22)

Member \$15 Non-member \$25

PAYMENT:

- ☐ On-line at www.washingtonsna.org (*Preferred*)
- ☐ Check (enclosed) Payable to WSNA (**NO PURCHASE ORDERS**)
- ☐ Credit Card: ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx

Credit Card # _____

Exp. Date _____ Security Code _____

Complete Billing Address: _____

Printed Name: _____

Authorized Signature _____

Mail registration to: WSNA, 13514 W. Sunset Hwy, B362,
Airway Heights, WA 99001

Credit card registrations should be completed on the
***washingtonsna.org* website whenever possible.**

Questions: 509-999-5076, wsnaexecmc@gmail.com

Refund & Returned Check Policy: It is the policy of WSNA to grant a full refund up to two weeks prior to the workshop less a processing fee of \$10. No refund will be allowed if the request is made after the meeting has taken place. A \$15 fee will be assessed for returned checks.

From the Directors Desk

OSPI CHILD NUTRITION SERVICES

Greetings! I hope this message finds you, your family, and co-workers well.

Here are some highlights from Child Nutrition Services:

- We are happy to provide multiple opportunities to provide funding to support Child Nutrition Program operations:
 - ◀ Multiple Grant opportunities including:
 - ◀ Safe School Meal Grants: Non-competitive grant to support safe meals during the 21-22 school year.
 - ◀ USDA NSLP Equipment Grant: To support purchased of equipment to serve healthier meals
 - ◀ Washington State Department of Agriculture Farm to School Purchasing Grant: This is an exciting new grant program to support farm to school purchases.
 - ◀ You can find information, including application guidance on the CNS Grants webpage at www.k12.us/policy-funding/child-nutrition/child-nutrition-grants
 - ◀ Issuance of state funding: State supplemental funding is typically distributed through NSLP and the School

Breakfast Program co-pays and per meal assistance. Due to the majority of districts operating SSO this school year, we will distribute these funds in two payments on a per meal basis, for breakfast and lunches served in October and March.

- ◀ We are happy to continue to pay for Food Distribution warehouse and shipping charges for the remainder of the 21-22 school year.

- We are excited to have upcoming events to look forward to, where we will have the opportunity to see you in person! We hope to see you at the WSNA Industry Seminar, Spring Workshop, Annual Conference—or all three!.

We continue to be in awe of your dedication, hard work and commitment to serve nutritious meals to students. A sincere thank you, we see you!

Please stay well.

Leanne Eko, Director



**EVERYTHING
BUT THE FOOD.®**

When you work in the foodservice business, you've got plenty on your plate.

That's why you need a supplier who knows the product AND the business.

Operating since 1921, we stock more than 12,000 items in seven full-service distribution centers located in Chicago, Philadelphia, Atlanta, Miami, Dallas, Los Angeles and Seattle.

For your smallwares and equipment needs, contact Cameron Danby at danbyc@don.com.

To order, use State Contract # 03215



don.com | 800.777.4DON







healthy meals for all

with support from your Dairy Council

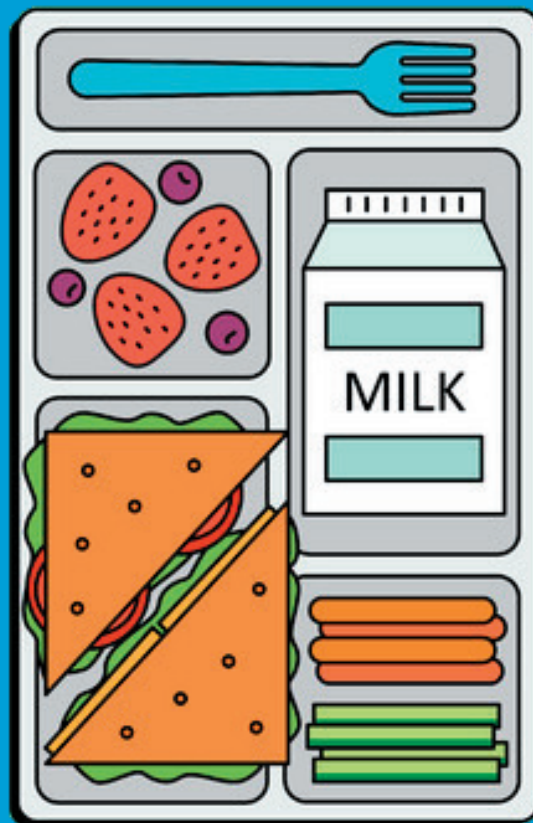
Don't miss out on funding to support your meal programs!

Need cooler bags, carts, cold storage, or other equipment for meal service?

The Dairy Council has videos to raise awareness and share the importance of school meals free for your use.

Contact Bri Kappel for funding applications and videos.

Bri Kappel, RDN, CD
brianne@wadairy.org



For resources, visit:
wadairy.org/grants-and-resources

Article from January SNAC Bites

SCHOOL MEAL PROGRAMS GRAPPLE WITH SUPPLY CHAIN FALLOUT

SNA survey finds shortages on food, supplies & staff add to financial woes

ARLINGTON, VA – A new School Nutrition Association (SNA) survey reveals extensive impacts of supply chain and staffing challenges on school meal programs' financial and operational sustainability. SNA's [2021 Supply Chain Survey](#) of 1,212 school meal program directors underscores the importance of U.S. Department of Agriculture (USDA) pandemic waivers and the urgent need for continued regulatory relief and funding to support school nutrition programs for students next school year.

The survey revealed a wide variety of pandemic supply chain issues impacting school meal programs from every geographic region and district size. The **top three challenges, cited by over 98% of respondents**, are:

- Menu items not available in sufficient quantities/shortages.
- Supplies/packaging not available in sufficient quantities.
- Menu items discontinued by a manufacturer.
- Over three quarters of respondents indicated these three issues are “significant challenges.”

“Supply chain disruptions are making it infinitely more difficult to plan and serve nutritious meals, critical to student health and success,” said School Nutrition Association President Beth Wallace, MBA, SNS. “School nutrition professionals continue to ensure healthy meals are available for students, but perpetually difficult conditions have forced many last-minute menu changes and limited the number of choices in school cafeterias. Given the extent of these disruptions and ongoing financial challenges for school meal programs, SNA is urging

USDA to extend pandemic school nutrition waivers through the 2022/23 School Year.”

Supply chain disruptions leave school meal programs scrambling to place additional orders for substitute menu items, find new vendors when orders are shorted, cancelled or delayed, and even make trips to local stores to purchase necessary food and supplies.

STAFF SHORTAGES:

National labor shortages are impacting school meal programs, which often compete with local restaurants for employees.

- Nearly all respondents (95%) indicated staff shortages are a challenge for their program.
- Staffing is a greater concern for large school districts serving more than 25,000 students. Nearly 90% reported a “significant challenge.”

Staffing challenges persist despite extensive **efforts to attract workers:**

- 42% of programs have **raised salaries** (15% are considering this step)
- 19% report offering a **bonus** (14% considering)
- For programs not providing raises/bonus, 58% indicate they have not been approved by district administrators and a third indicate a lack of sufficient funds to provide them.

Supply chain disruptions have school nutrition staff stretched thin as they struggle to manage orders and re-work menus, which require more staff time and resources. Staff shortages also limit the opportunity to offer more labor-intensive menu options, such as customizable entrées and freshly cut and portioned produce.

FINANCIAL HURDLES:

Federal pandemic waivers have allowed schools to serve all students free meals without an application during School Year 2021/22. Recognizing rising pandemic costs, USDA is reimbursing schools for free meals at the higher Summer Food Service Program (SFSP) rate this school year. However, **only about half of school meal programs indicate these reimbursement rates for breakfast and lunch are sufficient to cover the costs** of producing a meal, including food, labor, supplies and pandemic costs:

- 36% of respondents say the **lunch** reimbursement rate is insufficient (18% unsure).
- 33% say **breakfast** reimbursements are insufficient (16% unsure).

School meal programs have always operated on extremely tight budgets. Pandemic-related losses left many programs on shaky financial ground this school year, just as supply chain issues compounded rising costs:

- 97% of respondents are challenged by **higher costs, compared to contracted bids**, with nearly three quarters citing it as a “significant challenge.”
- 38% of responding school meal programs closed SY 2020/21 with an **overall net loss** (12% unsure).

REGULATORY CONCERNS:

More than 96% of respondents cited challenges with **suppliers not carrying sufficient menu items** needed to meet nutrition standards, such as whole-grain, low-sodium and low-fat options.

continue on next page

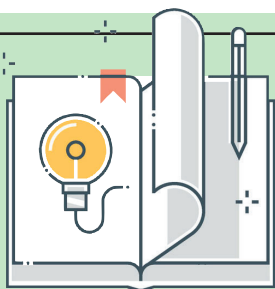


USDA issued waivers for SY 2021/22 to ensure schools are not penalized for failing to meet these requirements due to supply chain disruptions. Given widespread reports of discontinued K-12 menu items, consolidation in the school nutrition industry and concerns regarding the upcoming bid season, school meal programs will require regulatory relief moving forward. **SNA is urging USDA to extend pandemic waivers through SY 2022/23.**

Even prior to SY 2021/22, an overwhelming majority of school nutrition directors also [expressed concerns](#) about [future sodium regulations](#) and the mandate that all grains offered with school meals be whole grain-rich. SNA is also urging USDA to extend the [delay](#) on Target 2 sodium mandates until July 2024, eliminate unachievable Final Target sodium limits and restore the mandate that half of all grains offered with school meals be whole grain rich.

CONTACT

Diane Pratt-Heavner
703-576-7526
media@schoolnutrition.org



KEEP YOUR SNA MEMBERSHIP CONTACT INFORMATION CURRENT

Our WSNA website is linked with information SNA sends us monthly regarding your membership. For you to use the log-in feature on our website (www.washingtonsna.org) and in order to receive emails from us about opportunities or events, the information we receive from SNA must be correct. When you register for a workshop or conference, make sure that the information you use, particularly your email address, is the same as that listed on your SNA account.

To update your information or to make sure it is correct, follow these steps:

1. Go to www.schoolnutrition.org (the website for our national association). If you have never done this before, you may need to set up a password.
2. Once you've logged in, the page will say "Welcome [Your Name]". The page is light green.
3. Look down to the middle of the page where you will see the words "Member Record" in blue. Click on "Member Record," and you will be directed to the page where you can check and, if necessary, update your member information.
4. If you are prompted to save it, do so; and you are finished.

Every month SNA sends us updated information; so when you update your information with them, we will receive it the following month and update your state record accordingly.

We appreciate your help with this. If you need help, please contact Mindy Cass, wsnaexecmc@gmail.com, 509.999.5076.

Thank you so much.



Healthy food starts with a clean, safe kitchen.

Cleaning products aren't enough. You need a partner who also understands your operation, works with employees, provides onsite education and verifies that best practices are in use.

For one set cost, our customers receive:

- Education – Over 115 courses approved for School Nutrition Association Continuing Education Units that also help meet Professional Standards requirements.
- Verification - Evaluations throughout the year by a Certified SFSPac® Food Safety Specialist.
- Compliance – Including new OSHA HazCom Standard 2015 requirements.
- Certified Cleaners – All products are EPA registered or Green Seal™ Certified.

SFSPac® - our cleaners are just the beginning.

For more information contact Tim Harkleroad
at 800-704-7487 or TimH@Pacsystems.org

SFSPac®
Authorized Provider

SFSPac® ©2019 All rights reserved.



Improve nutrition and participation for less cost, time, energy and resources



The Eloma K-12 Foodservice Program

Featuring the best warranty in the business



100% Boiler
Free



4-year parts,
3-year labor



Easy to learn
and use



Superior baking
and steaming



Best-in-class
cleaning

Visit: ElomaForSchools.com

Contact Your PNW Representative

— BVH —
BLUE VIEW HILL

Foodservice Equipment Consulting

Martin Loyche: 253-313-6929

elomausa.com

1-844-356-6287

© 2021 Eloma is a registered trademark of Eloma GmbH



eloma

www.washingtonsna.org

From the WSNA Public Policy and Legislation Chair

FEDERAL LEGISLATION REPORT

The ***Build Back Better Act*** contains sections specifically for Child Nutrition Programs. The House of Representatives has passed the Act (H.R. 5376). However, even though there were great hopes that the Senate would also pass the bill prior to the holiday break, it did not happen. Here is a brief description of each of the child nutrition-related sections:

A much-anticipated section on the ***Community Eligibility Provision*** (Section 24001) would expand eligibility and funding. Community Eligibility Provision (CEP) allows a school, group of schools, or school district to offer meals at no charge to all students. Currently, to qualify for CEP, at least 40% of the students must be eligible for free meals by being directly certified, a process by which data from other means tested programs, such as SNAP, TANF, Medicaid, to name a few, is used to automatically enroll children in free meals without a household meal application. Section 24001 would allow USDA to set the eligibility threshold (called the identified student percentage (ISP) at 25% or below. The section would also increase the multiplier used in CEP's reimbursement formula from 1.6 to 2.5, which would increase funding among participating schools. Section 24001 would also establish a new option for states to operate CEP on a statewide basis. States that opt-in would calculate the ISP on a statewide basis and use the 2.5 reimbursement multiplier, as well as agree to provide the LEAs the funding needed to reimburse all meals at the free rate.

Summer Electronic Benefits Transfer (EBT) for Children (Section 24002) would establish a nationwide summer EBT program for two years, providing electronic benefits to eligible families to purchase groceries during the summer months. Children certified for free or reduced-priced school meals through the NSLP/SBP in the

school year prior to the summer would be eligible for benefits. For most states, the benefits would be redeemable at retailers authorized to accept SNAP benefits for SNAP-eligible foods. Benefits would be \$65 per summer month per child in the first year and USDA would adjust the amount for inflation in the second year.

Healthy Food Incentives Demonstration (Section 24003) would authorize and provide \$250 million for a new demonstration that would fund nutrition-related activities in states participating in USDA's child nutrition programs. The demonstration would support "grants and monetary incentives" to (1) improve the nutritional quality of meals and snacks; (2) enhance the nutrition and wellness environment (including by reducing the availability of "less healthy foods" during the school day); (3) increase procurement of fresh, local, regional, and culturally appropriate foods and foods produced by underserved or limited-resource farmers; and/or (4) fund a statewide nutri-

tion education coordinator.

School Kitchen Equipment Grants (Section 24004) would provide additional funding of \$30 million for school kitchen equipment grants and related USDA technical assistance. USDA would provide grants to states, and states would make competitive awards to local educational agencies to purchase equipment with a value of greater than \$1,000 to serve healthier meals and improve food safety. LEAs could also use grants to increase scratch cooking and USDA could use some funds to provide technical assistance to support scratch cooking.

If you have any questions or would like to be part of the Legislative Committee, please email me at drparsons33@comcast.net. Your voice counts, as only you can tell the story of how specific legislation impacts your students and your district.

Donna Parsons



Happy New Year to everyone. In a new year it is customary to set goals for ourselves. Whether it be physical, organization, self care or even educational goals. It is always a great motivation to start at the beginning of the new year. There are great opportunities at WSNA for those of you who are looking to expand knowledge in our field. At the recent board meeting last month our Education chair Samantha Bureske reminded us of the wonderful scholarships and resources we have in our WSNA web site. There you can also find workshops, links and many great growth opportunities. Still need to get certified? Maybe stepping up to the next level in certification? Now is the best time to start! I encourage you to take the time and look at our wonderful resources. You can also get to know the board members on our website. We have some new board members including myself. you can find a way to communicate with us on the site. Here is to a wonderful new year filled with growth resolutions.

Erika Santana, Northwest Region 1 Lead

Erika.santana@highlineschools.org

ANNOUNCING SUPER SUMMER NEWS!!!!

Summer Conference Hilton in Spokane July 25-27

We are super excited about seeing everyone at the Summer Conference this year! There was such a great response from our fall speaker that we are bringing back Matt Booth with his humor and energy. If you did not get a chance to hear him in the fall, you are in for a treat!

The conference will be a little different this year. We have taken the opportunity to shake things up a bit and remove or alter the pieces of conference that were not well attended. Our hope is that we can reconnect, celebrate, learn, and have some fun.

We are also excited to share what we have worked on this year.

See you in July!



G.A. SYSTEMS, INC.



SERVING LINES ARE
DESIGNED, BUILT AND
PROVEN TO SERVE
STUDENTS FAST AND
SAFE.

www.gasystemsmfg.com

P: (714) 848-7529 • F: (888) 596-0387

MEET MARTIN FROM INDUSTRY...

First, I would like to thank the districts for the efforts you have put in during the past 2 years of dealing with the pandemic. It's been a challenge for us all in the foodservice industry.

Great things are in the horizon. The road there is full of obstacles, but great minds and efforts can clear the way to everyone's pleasure.

I started in the industry when I was 15 years old by attending a classic chef apprenticeship in Europe. 8 years later I became one of the youngest in Europe titled certified executive chef. Part of my experience was to be invited to join Euro-Toque. The goal was to push for healthy food for children in their homes. We did chef appearances in the schools teaching the children the importance of nutrition and the fun of growing their own vegetables. We created a demand the parents would be asked by their children to meet. We wrote the regulations for what can be in food and how it can be produced within the European Union. During that time a well-known chef decided to travel to USA to work with schools. He learned a lesson: What is done in other parts of the world is not necessarily what will work here in the USA. Regulations and the welfare systems are different and access to healthy and quality food is sadly often a problem for many families.

Working in various restaurants, hotels and lastly for Sodexo-Disney as a Sr. Executive Chef, I eventually ended up in a career in equipment sales. It's been a joy all along. But I lost touch with the children and their food needs.

A couple of years ago I joined WSNA. I was in some ways confused about school funding, didn't understand the regulations and programs, and I had many questions. During my membership in WSNA I wondered how I could contribute with my foodservice knowledge for the better of feeding the kids. Mindy and I spoke in the later part of 2021 and she suggested me to join the board as an Industry Chair. It was with great enthusiasm I accepted in the hope to strengthen the bridge between the districts and the industry for the better of the children.

The pandemic has caused us to need each other's support in many ways. As the districts are facing challenges sourcing food and supplies, we as vendor partners struggle getting products out the door for various reasons such as shipping costs skyrocketing, containers not being unloaded, components for manufacturing not being available and other obstacles. Little has been more frustrating than the shortage of employees and product availability for us all. As schools need products, we too need help getting back on our feet. We need to feed the children first and foremost.

Many manufacturers have seen tremendous loss of business during the past 2 years and budgets have been cut. Some companies have had to lay off many of their employees and pull out of supporting the school associations. Personally, I knew it was going to be a struggle when I on March 5, 2020 showed up for an appointment with a director in California - She asked me to leave when she learned I lived in Washington where the first cases had started. About 35% of our sales up to then was school business. Other large foodservice segments stopped buying equipment and we had a very difficult time.

But when life gives us lemons... I believe we can make lemon martinis, lemon pie, lemonade, lemon ice cream and everything in between.

It will take time to recover but when resources are scarce new ideas and creative ways to service the children are born. Many of us as industry members are impressed by how you in the schools managed to navigate new regulations and initiatives. Unfortunately, we don't always fully understand how to go about helping you unless we all engage with each other and talk. So, that's why I wished to have a more active role in WSNA. I wanted to learn how to better support you, make it fun for the children to eat and of course grow our business in the industry. Getting engaged is something I will encourage all industry members to do. I believe the districts can benefit from our experience as we see a lot of different solutions among our customers every day. The essential duty in my sales job is to help clients and customers with solutions to their problems. For me it is with equipment - for many of my peers it's with food.

I encourage the districts to open the doors when someone from the industry make a call wishing to meet with you. Last week is a great example of what often happens when we in sales call a district. I was told no thank you to meet because "We currently are short staffed and I'm dealing with some major issues handling our trash". The director hung up on me.... Although I deal with foodservice equipment I happened to know of a solution, which possibly could help the district. We, in the industry all know each other, which is giving us a wealth of contacts to people, who might just have what you need. So, I sent him a contact and the solution and 10 minutes later he called to thank me for pointing him in a direction that could make his life easier.

Together we have the power to do some great things.

Yours Sincerely,

Martin Loyche, WSNA Industry Chair

*From the Committee Chair***EDUCATION/SCHOLARSHIP**

Each year WSNA offers several scholarships for members, like you. If you are furthering your education, or planning to attend the 2021 Annual Conference, there's a scholarship for you! Applications are due to WSNA by June 20, 2022!

- Ruth Ann Bennett Scholarship

This scholarship is updated to award two WSNA members up to \$400 to attend Summer Conference! Scholarship funds can be used for pre-conference and conference registration, and lodging.

- WSNA Workforce Development Grant

This grant is to help members enhance their professional development in Child Nutrition. One \$500 or two \$250 grants can be used to attend a professional development class (like a Microsoft Office or Excel class, management skills training, or a culinary class) or to attend college or university.

- WSNA Hobart Workforce Training Grant

Also adjusted to help members enhance their professional development in Child Nutrition, the Hobart Workforce Training Grant awards up to two \$300 scholarships to WSNA members. Grant funds can be used to attend a professional development class (like a Microsoft Office or Excel class, management skills training, or a culinary class) or to attend college or university.

The past year has been quite busy for everyone! More details will be released on the (webpage) as applications become available!

Samantha Brueske, Committee Chair



6G SUGAR PER OZ. EQ. GRAIN

1 BOWL = 2 OZ. EQ. GRAIN

honey Cheerios

Blueberry Chex

NOW IN BOWLPAK!

MORE FLAVORS, BENEFITS & yum!

NEW Honey Cheerios™ and Blueberry Chex™ Bowlpak for K-12!

HONEY CHEERIOS™:

- Cheerios: the #1 cereal brand in retail!
- Made with real honey
- No nut ingredients*

BOTH FLAVORS:

- Gluten-free
- Nutritious whole grains in every serving
- CACFP-eligible
- No artificial flavors
- And so much more!

*Honey Cheerios™ does not contain nuts. However, the product is not labeled as nut free because it is not produced in a nut free production facility.

Learn more about the entire K-12 cereal lineup at GeneralMillsCF.com

Marni Fisher (253)431-6276 Western WA
 Gabie Knopick (763)331-1922 Western WA
 Jeri O'Reilly (509)944-5099 Eastern WA

General Mills
Convenience



WA SCHOOL NUTRITION ASSOCIATION

2021-2022 EXECUTIVE BOARD OF DIRECTORS

OFFICER POSITION	NAME & ADDRESS	PHONE & E-MAIL
<u>President</u> (2021-2022 & 2022-23) Finance Committee Executive Board	Marcia Wagner 1811 Smith Ln. Grandview, WA 98930	mkwagner@gsd200.org
<u>President Elect</u> Finance Committee Executive Board		
<u>Vice President</u> (2023-24) Finance Committee Executive Board	Magieline Benedicto 2800 Campbell Road Wapato, WA 98951	Benedictom@wvwsd208.org
<u>Secretary/Treasurer</u> Finance Committee Executive Board	Erica Wistrom 4616 205th St. Ct. E. Spanaway, WA 98387	ewistro@tacoma.k12.wa.us Eryka322@msn.com
<u>Leadership Chair</u> Finance Committee Executive Board	Kristina Marsh 15675 Ambaum Blvd SW Burien, WA 98166	kristina.marsh@highlineschools.org
<u>Member at Large</u> Finance Committee Executive Board	(Appointed by President) Teresa Fields 12033 SE 256th St, Bldg E Kent, WA 98030	teresa.fields@kent.k12.wa.us
<u>Executive Director</u> (Non-Voting) Finance Committee Executive Board	Mindy Cass W. 11204 Newkirk Rd. Spokane, WA 99224	Cell: 509-999-5076 wsnaexecmc@gmail.com
<u>Northwest Region</u> <u>1 Lead</u>	Erika Santana 317 Wells Ave. N. Renton, WA 98057	erika.santana@highlineschools.org
<u>Western Region</u> <u>2 Lead</u>	Corinne Christensen 16009 81st Ave E Puyallup, WA 98375	mopargirlse2001@gmail.com
<u>Southeast Region</u> <u>3 Lead</u>	Alexandra Epstein-Solfield	Alexandra.epsteinsolfield@esd401.org
<u>Eastern Region</u> <u>4 Lead</u>	Tracy Calhoun 2931 W. Broad Ave. Spokane, WA 99205	lifeisgood4ct@gmail.com
<u>PPL Chair</u>	Donna Parsons 507 Central Street SE Olympia, WA 98501	drparsons33@comcast.net

EXECUTIVE BOARD

OFFICER POSITION	NAME & ADDRESS	PHONE & E-MAIL
<u>Membership/ Certification/ Credentialing/ Chair</u>	Heather Godfrey 1723 181st St. E. Spanaway, WA 98387	Hgodfrey@bethelsd.org
<u>Education Chair</u>	Sam Brueske 17024 Eugene St. SW Rochester, WA 98579	Samantha.Brueske@k12.wa.us
<u>Marketing Chair</u>	Debbie Rodewald 10405 Springwood Dr. E. Bonney Lake, WA 98391	debbie@yourservicesales.com
<u>Industry Chair</u>	Martin Loyche 13408 83rd Ave NW Gig Harbor, WA 98329	mloyche@blueviewhill.com
NON-VOTING BOARD POSITIONS		
<u>Parliamentarian</u>	Kameron Lott 22001 43rd Ave. E Spanaway, WA 98387	klott@bethelsd.org
<u>State Liaison</u>	Leanne Eko, OSPI P.O. Box 47200 Olympia, WA 98504-7200	Cell: 360-880-4612 WK: 360-725-0410 FAX: 360-664-9397 leanne.eko@k12.wa.us
NON-BOARD POSITIONS		
<u>2022 State Conference Chair Tacoma</u>	Mark Oswalt	Mark.oswalt@mead354.org
<u>Industry Seminar /USDA Foods</u>		
<div> <div> <p><i>Executive Board at the Dec. 11 Board Meeting having fun.</i></p> </div>  </div>		



Welcome New Members!!!!

Elvia Alvarez De
Nava
Patricia Barret
Delores Bonderman
Malou Bowen
Eric Cardenas

Karen Dane
Irma Galvez
Claudette Gambill
Cassandra Hayes
Kyle Herron
Glenda Jensen

Jamie McMartin
Emiko Okubo
Alma Perez
Cyndi Shackleton
Bea Shults
Sylvia Zavala

Welcome New Industry Members!!!!

Alish Van Gilder
Schwan's



J.T.M.[®]

NEW!

Premium **Reduced-Sodium** Cheese Sauce & Mac & Cheese

**Sodium
SHAKEDOWN**

Item #5734
**Premium Reduced-Sodium
CHEESE SAUCE**
1.82 oz. serving =
1.0 M/MA
209 mg of sodium

49%
less sodium*

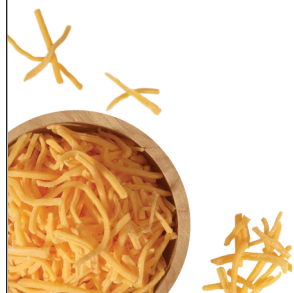
Item #5776
**Premium Reduced-Sodium
MAC & CHEESE**
6.0 oz. serving =
2.0 M/MA + 1 grain
577 mg of sodium

25%
less sodium**

- Formulated to help you meet Target 2 sodium guidelines •
- Cleaner label - free from phosphates and artificial flavors •
- Packed with protein - provides M/MA contribution •
- Menu versatility - works for multiple menu applications •
- Labor savings - fully prepared, heat & serve •

For more information or to request samples, please contact:
Rachel Martin - rachelmartin@jtmfoodgroup | Kim Evans - kevens@jgneil.com

* as compared to 5705 Premium Cheddar Cheese Sauce
** as compared to 5768 Premium Creamy Mac & Cheese



LET'S CREATE GREAT DISHES TOGETHER.™

Official Publication of the Washington School Nutrition Association

WE NEED YOU

The Public Policy and Legislative (PPL) Committee needs Food Service Directors/Supervisors to share your opinions, your voices, and your stories!

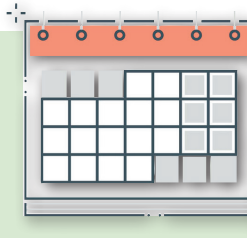
One of the most successful tactics of helping to get legislation passed that works for the child nutrition programs is to have the Legislators hear your personalized story of what is going on in your district ... For example, how has COVID impacted your programs? Has meal participation gone up or down? Do you have enough staff? How has the supply chain shortages affected you?

I need a wide variety of people from all over Washington to share information with me regarding proposed legislation and how that legislation could impact your programs: Would it interfere with other policies/procedures within the district? Would it cost your program money to implement? Does the reporting requirements place an administrative burden on you?

Having a large pool to choose from would allow us to communicate with a more diverse group of Legislators, as they prefer to hear from someone within their own legislative district.

You can choose how involved you would like to be – from replying to an email to joining a Zoom meeting with a small group of WSNA members and a State Legislator or Congressional member.

If you are interested or have questions, please send an email at Donna Parsons, PPL Chair, at drparsons33@comcast.net.



BOARD MEETING WAS HELD ON DEC. 11, 2021

This was the boards first in person meeting in 2 years. There was not a quorum present at that time. Board votes are ongoing.

BVH BLUE VIEW HILL

Foodservice Equipment Consulting

Maestro
by BONNET

eloma

OSCARTEK

LBC SINMAC
Manufacturers of Bakery and Foodservice Equipment

BRUNNER ANLIKER ORCA

The future in school serving...

We can't predict the future post Covid.
But many districts work with us on adjustable sneeze guards,
mobile multi-function custom kiosks and serving counters.
And even induction cooking...



Cooking Equipment...



BVH is a proud
official and active
supporter of
the Food Waste
Action Plan.



**Meet your new
WSNA Industry Chair**
25 years being an Executive Chef.
13 years working for equipment
manufacturers.

Martin Loyche
Mobile: 253-313-6929
mloyche@blueviewhill.com

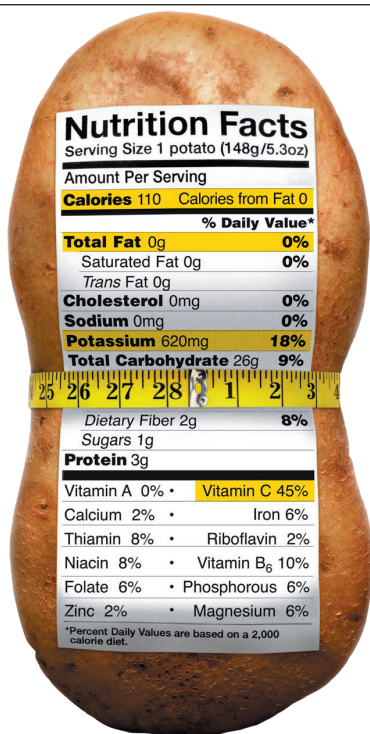


400 tonnes
is how much food waste
a single ORCA can divert
from landfills a year



ORCA
Inspired by Nature. Fueled by Science.

GUARDIANS
OF GRUB



**Providing students
with healthy
meals, one potato
at a time!**



www.potatoes.com/wsna-info

WHETHER YOU'RE IN THE CLASSROOM OR REMOTE LEARNING...

WE CAN ASSIST YOU WITH:

- Training
- Market Reporting (like Farmers Report)
- Broad Product Choices
- Quality Brands
- Extensive Child Nutrition Products
- Nutritional Support Assistance
- HACCP Plans
- Commodity Support via Net Invoicing
- Recall Tracking System
- US Foods® Technology
- Reporting

OUR SPECIALISTS ARE READY TO ASSIST YOU

ACCOUNT COORDINATOR

Carrie Isham | Spokane | 509-483-7749
Beth Kostecki | Fife/Everett | 253-620-3810
Chris LeDoux | Portland | 503-980-2586

ACCOUNT MANAGERS

Liz Guerrero | Everett | 425-407-6046
Carmen Steele | Spokane | 509-483-7746
Amanda Kjellesvik | Fife | 253-620-3880

MANAGERIAL SUPPORT

Pam Olsen | 206-218-6848

US FOODS® WE HELP YOU
MAKE IT®

© 2021 US Foods, Inc. 03-2021 OTH-20210304-277440





**STOP TURNING PANS! LET LBC'S COMPACT,
ROLL-IN, ROTATING RACK OVEN DO THE
WORK FOR YOU... UNDER YOUR
EXISTING HOOD!**



The LBC LMO-Max, Roll-in Rotating Rack Oven

- Ships fully assembled
- Increase capacity up to 60% in the same footprint by replacing double-stacked convection ovens with the LMO-Max (16 vs 10 pan capacities)
- Fits beneath your existing standard hood (78")
- Bake, cook, or slow roast using our boiler-free steam system, eliminating frequent maintenance costs
- Simple to operate and easy to learn programmable control
- Reduce operating labor by minimizing redundant and costly production steps
- **Evenly bake, cook or slow roast, without the need to manually turn pans**
- Save time by efficiently staging production to meet your mealtime demand
- Patented high-efficiency heat exchanger technology (Patent 10,314,315)

Represented by: **BLUE VIEW HILL**
Foodservice Equipment Consulting
www.blueviewhill.com / 253-313-6929

LBC SINMAG
Manufacturers of Bakery and Foodservice Equipment
www.lbcbakery.com / 888-722-5686

LEGISLATION REPORT

This article will highlight eight legislative-related activities in which WSNA is currently involved. They include (1) WSNA's interim activities; (2) inconsistent supply of school meal products; (3) Gov's 2022-23 supplemental operating budget which increases OSPI's food service budget by \$7M for SY 2022-23 for emergency food reimbursement costs; (4) USDA's flow-through funds to OSPI for school nutrition services (\$27.1M); (5) seated lunch duration pilot program; (6) OSPI's proposed rule change process re: seated lunch duration and recess; (7) implementation of Breakfast After the Bell; and (8) implementation of SHB 2660, Community Eligibility Provision (CEP).

One, during this *legislative interim*, WSNA continue to build professional relationships with members of the state legislature and the U.S. Congress regarding our school nutrition programs, discussing priorities as more time is available than during the session. WSNA met with Congresswoman Kim Schrier's (D-WA) office to discuss the impact of supply chain issues. We also connected with Congresswoman Jaime Herrera Beutler's (R-WA) office as her office wanted to call a school district in her congressional district about local school nutrition issues. We mentioned that Kelso School District might be a good one to contact.

WSNA also met with Rep. April Berg (D-Edmonds) via Zoom on Dec. 20. She plans to sponsor a bill re: statewide free and reduced-price electronic meal application and family income survey.

Also, on December 6, WSNA facilitated a school nutrition lunch visit with Rep. Roger Goodman (D-Kirkland), a longtime Meals for Kids champion in the House Democratic caucus, with the Lake Washington School District. We visited Redmond Elementary to view their kitchen and cafeteria area, talking with the principal, district food service director and kitchen manager about their program.

Then we toured Redmond High School, where we again talked with the principal, district food service director and his assistant, along with the kitchen manager about their program.

Both programs are social distancing during lunch periods, and are having difficulty getting food and supplies due to the supply chain

issues. We also talked with two of the staff members who expressed an interest in joining WSNA.

Two, **inconsistent supply of school meal products** continues to present challenges, according to food service directors. Meal counts are dramatically increasing as more kids are eating, particularly breakfast counts. Paper products are exceedingly difficult to get, with some vendors adding "daily limits" to the orders they receive.

Directors report that though some issues are improving. However, challenges still exist as much time is being spent on meal changes and substitutions. Challenges also exist with reassessing lines and point of service (POS) meal counting.

Further, districts need to know what their expectations will be for SY 2022-23, like which meal program they'll be able to operate. They usually begin to work on their budget in January or February, and it's difficult without knowing which meal program they'll be operating. The program, NSLP/SBP vs. SSO is necessary to determine revenues and expenditures to plan for the future.

Three, **Gov's 2022-23 supplemental operating budget increases OSPI's food service budget by \$7M for SY 2022-23** to provide schools additional funding for current supply chain delays, labor shortages and increased food and packaging prices to close any gaps in meeting the nutritional needs of students. WSNA testified in support of this provision during virtual public hearings on Monday, January 10 in House Appropriations, and the next day in Senate Ways and Means.

Four, **USDA has just announced that increased federal dollars** will soon be available to OSPI in the amount of \$27.1M. These funds would be disbursed then to school districts in three categories, (1) \$18.2M in supply chain assistance funds; (2) \$5.3M for USDA food purchases; and (3) \$3.6M for local food service schools cooperative agreements.

Five, **seated lunch duration pilot program**, which is currently in its scheduled second year, is funded through OSPI in six elementary school demonstration sites. There's one new school among the six, Arthur H. Smith Ele-

mentary in the Grandview SD. Grant funds are scheduled to expire on June 30, 2022.

Six, **OSPI's proposed rule change process which would implement seated lunch duration of 20 minutes in all schools, and recess prior to lunch in elementary schools** continues to be on hold. OSPI has not yet considered holding public hearings, and has not yet decided on a possible extension to the SY 2023-24 implementation date.

Seven, **implementation of SHB 1508, breakfast after the bell**, is in its third year of implementation. The number of BAB schools has increased from 392 to 495, primarily due to the increase in Community Eligibility Provision (CEP) schools.

OSPI is also working with United Way/King County to make sure schools have enough time to plan for BAB. OSPI wants to ensure that the schools can implement the program during this school year. UWKC is providing useful resources that are being shared with all the schools.

Eight, **implementation of SHB 2660** continues as most CEP schools are operating Summer Food Service Program (SFSP). There are 13 new school districts and 79 new schools have joined CEP this school year, with the total number of students increasing from 127,000 to 160,000. The total number of school districts using CEP this year is now 103, with a total of 398 individual schools.

OSPI is nearly finished approving new CEP applications for the current school year, which include 40-50 new schools. A list of the approved schools will be published soon.

By Mitch Denning & Donna Parsons

CONTACT

If you have ideas or comments on any legislative topics, you are encouraged to contact

Donna Parsons, WSNA PPL chair
drparsons33@comcast.net, or

Mitch Denning
mdenning@wasa-oly.org.





MORE THAN MENU PLANNING



FLEXIBLE MENUS

Need flexible menus to accommodate supply chain challenges? Health-e Pro can help with that.



INSTANT PUBLISHING

Looking to offer beautiful menus online with nutrient and allergen information? Health-e Pro can help with that.



POWERFUL DATA

Looking to save time and money with powerful reports and KPI's? Health-e Pro can help with that.



HELPFUL SERVICES

Want help with data entry or preparing for an Administrative Review? Health-e Pro can help with that.



www.healthepro.com



800-838-4856



sales@healthepro.com



Performance Reps NW is here to help!

We offer **K-12 Equipment Solutions** that allow you to adapt quickly to meet the demands of the ever-changing face of school foodservice.

Continued Support - even after the bell!

PERFORMANCE REPS
NORTHWEST



Contact **Janel Rupp**
school segment specialist
(360) 624-7097
JanelR@prnw.com

School Packages

Flexibility

Mobility

Sanitation

Labor Saving



www.PRNW.com



Washington School Nutrition Association
13514 W. Sunset Highway #B 362
Airway Heights, WA 99001

NON PROFIT ORG.
U.S. POSTAGE
PAID
SPOKANE, WA
PERMIT NO. 7



WASHINGTON
SCHOOL
NUTRITION
ASSOCIATION

WSNA DATES TO REMEMBER 2022

January 27	WSNA Day on the Hill, Olympia (Tennis Shoe)	May	Conference, West Palm Beach Florida
February 1	AEA Day on the Hill, Olympia	May 6	WSNA Scholarship Applications due to Education Committee
March 1	SNA Employee of the Year Entries due to State President	May 31	School Lunch Hero Day
March 1	SNA Manager of the Year Award Entries due to St. President		Apple Award Nominations due to Executive Director
March 1	SNA Director of the Year Award Entries due to St. President	June (tentative)	WSNA Conference Committee Meeting
March 6-8	SNA Legislative Action Conference, Washington DC	July 10-12	SNA Annual National Conference, Orlando, FL
March 7-11	National School Breakfast Week: Score Big with School Breakfast	July 23	WSNA Executive Committee Meeting, Spokane
March 25	WSNA Executive Committee Meeting	July 24	WSNA Executive Board Meeting, Spokane
March 26	WSNA Board Meeting	July 25-27	WSNA Annual State Conference, Spokane
March (tentative)	WSNA Conference Committee Meeting	July TBD	WSNA Board Training & Board Meeting, Spokane
March 26	Spring Workshop		WSNA State Conference Tacoma!!!!!!
April 16	SNA Scholarship Applications Due		
April 18	Apple Press Deadline		
April 28-30	SNA National Leadership	July 24-26	