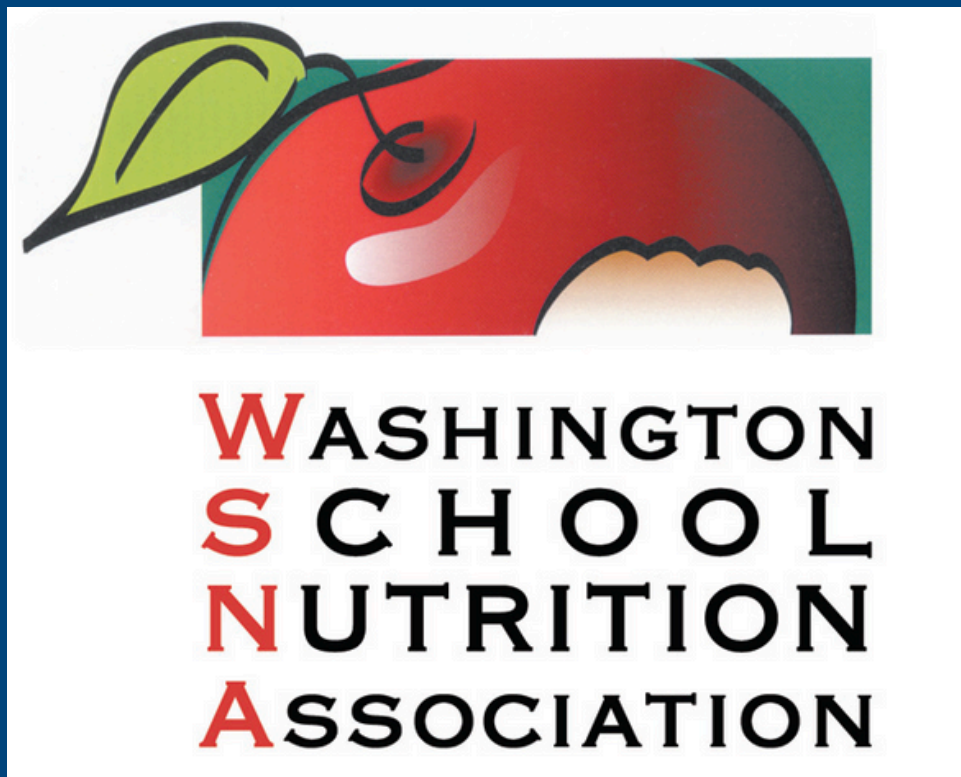


# WASHINGTON APPLE PRESS

Winter 2025 | Volume XXXVI, Issue 5



*The mission of WSNA is to engage, educate and empower School Nutrition professionals to advance accessibility, quality and integrity of school nutrition programs.*

# WASHINGTON APPLE PRESS

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## Membership....

has its privilege's, learning opportunities, certifications, shared experiences and resources from across the State or Nation, being able to participate in group projects (at a discounted rate) with hundreds of Nutrition colleagues, Newsletters, and magazines filled with great information, connection to vendors, conferences and other events on Capitol Hill.

***Encourage others in your workplace to become a pea in your  
WSNA Chapter (Pod) , the sky is the limit in numbers.***

***he link to join SNA is below:***

***Sign Up Now!***

By belonging to SNA, you are part of something bigger than just your school or district. You are joining the 50,000 committed members across the United States who have committed to feeding the future.

### **Welcome to all our newest members since November 2024!!**

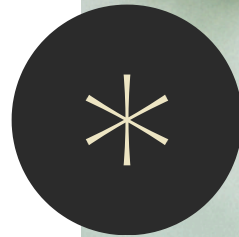
Latisia – Aracell Malo – Anna – Shera – Stephanie – Hannah – Stephanie – Elizabeth –  
Amanda – Beverly – Martha – Kristin – Rina – Patrick – Carly – Maria – Heidi – Katie –  
Melanie – Julia – Jennifer – Taylor – Christopher – Laurabeth – Megan

THANKS for helping SNA stay strong and to continue to be a solid voice for Child Nutrition in our legislature, this will be very important in the coming years as we strive to continue to serve free, or affordable, healthy and nutritious meals and snacks to students everyday.

**HAPPY NEW YEAR!!**

*Submitted by: Melissa Erwin – Membership Chair – Melissa.Erwin@kent.k12.wa.us*

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# LOOKING FORWARD

School Nutrition professionals are always looking forward. We look forward to making breakfast for the kids we serve. We look forward to making fun meals for our kids at lunch. And we look forward to breaks, especially if it's been a challenging year.

Your WSNA Board is always looking forward too. We are looking are planning, and looking forward to Spring Workshop in Leavenworth. And we are already planning our Summer Conference in Spokane. The work that is put into these events is fun and important, and it is our pleasure to serve our members. Our goal is to make sure that you are getting the CEUs and networking that you want. And to have time to reconnect with friends you may only see once a year.

At conference this summer, we want to showcase you! The level of talent that our members have is vast. If you have a topic that you are passionate about, and want to share it with your peers, contact us. We would love to talk to you.

Speaking of the WSNA Board, we are always looking for people to run for positions, and to serve on committees. Everyone takes their individual path to the WSNA Board. Some people are on the Board multiple times, and others just once. My path started as the Education Chair. I then served as Secretary/ Treasurer for two terms, then an additional one-year term. I never had a desire to run for the WSNA President track, which is Vice President, President-Elect and then President. But two years ago, I knew it was necessary for me to step up and run for President-Elect. Serving on the Board has been one of the best and most rewarding jobs I have ever had.



Planning speakers and classes; talking to you all at conferences and workshops; and following my core mission of servant leadership has made my service to you so much more meaningful. If you ever have questions about being on the Board, reach out to any of us.

As I write this, plans are in the works for Spring Workshop in Leavenworth, on April 12. Look for more details to come, and mark your calendar to join in. We are also working on Summer Conference in Spokane, from July 28 - 30. Our theme is The Magic of Child Nutrition, because everything you do, every day, is magic. You work in kitchens built in the 1950s, and keep them sparkling clean. You get last minute lunch count increases, and accept them with a smile. You feed kids who have multiple allergies and keep them safe. And all the while, you make sure the kids you serve know they are important and always welcome.

Start planning your sparkly outfits and shoes for this summer in Spokane so we can bring the magic theme to life!

I look forward to seeing you,

*Karen Brown,*  
WSNA President



# District Directors and Supervisors Spring Event

Friday, April 11, 2025 in Leavenworth, WA

Join us for an invaluable day of networking, professional development, and collaboration, hosted by the DDS Group of the Washington School Nutrition Association. This all-day event is designed to bring together food service leaders from across the state to share expertise, explore new trends, and discuss the future of school nutrition in Washington.



**“While it is wise  
to learn from  
experience, it is  
wiser to learn  
from the  
experiences of  
others”**

Rick Warren

**Register Today!**

# 2025 WSNA SPRING WORKSHOP

SATURDAY, APRIL 12, 2025

📍 Icicle River Middle School in Leavenworth, WA

**REGISTRATION NOW OPEN!**

\$75 for WSNA Members ✓

\$85 for Non-Members ✓



Join us in the scenic beauty of Leavenworth, WA, for the 2025 Washington School Nutrition Association (WSNA) Spring Workshop on April 12, 2025! This event is a unique opportunity for school food service professionals to come together, collaborate, and sharpen their skills in a vibrant, hands-on learning environment.

The workshop will focus on key topics that are essential for success in today's school nutrition programs, including:

- **Budgeting for Success:** Learn strategies to optimize your budget and make the most of every dollar in your program.
- **Incorporating Local Foods:** Discover how to integrate fresh, local ingredients into your school meals while supporting community farmers.
- **Cooking Demonstration:** Watch and participate in a live cooking demonstration that offers practical ideas and techniques you can take back to your kitchen.
- **And Much More!** Engage in discussions and interactive sessions designed to help you overcome challenges, innovate in the kitchen, and enhance your school nutrition program.



Nestled in the heart of Leavenworth, a charming Bavarian-inspired village, this event offers the perfect backdrop for professional development and networking. Whether you're a seasoned veteran or new to the school food service world, you'll walk away with valuable insights, resources, and connections to take your program to the next level. Don't miss out on this opportunity to grow, connect, and be inspired by the WSNA community!



# Food Distribution Program



## Pre-Order Process

The Pre-Order Process is an annual requirement for all sponsors. The process allows you to allocate next year's Entitlement to programs and reserve USDA items for your organization. The Pre-Order Survey tells OSPI Child Nutrition how much, and what types of foods to order through USDA. The survey is released in February every year, and helps us determine which foods to order in the upcoming year.

[USDA Foods Pre-Order Process Reference Sheet](#)

[☒ Pre-Order Survey Entry Instructions](#)

[☒ Pre-Order Process Recorded Training](#)

[☒ Entitlement Calculator](#)

[☒ Pre-Order Process Checklist](#)

[☒ Pre-Order Process Timeline](#)

[☒ Calculating Ordering Amounts Reference Sheet](#)

Open Office Hours to Support You In the weeks following the webinar, the FDP team will be hosting open office hours! Join in during these times to ask questions and receive additional support.

[Register for the SY 25-26 Pre-Order Survey Office Hours](#)

Dates: Every Tuesday starting January 28-February 25

Time: 2-3 pm PT

## Diversions

Requested and distributed USDA Foods are required to be in quantities that can be consumed without waste. This includes USDA Foods that are diverted to processors for processing into end products.

Please use this form to request diversions adjustments for the 2024-25 SY. Requests will only be processed and reviewed after the 10th of each month. The first review of the 2024-25 SY will be after September 10th.

[2024-25 Diversion Adjustment Request Form](#)

## DoD Fresh Produce

Through the U.S. Department of Agriculture (USDA) Department of Defense (DoD) Fresh Fruit and Vegetable Program, USDA is able to offer schools a wider variety of fresh produce than would normally be available through the USDA Foods program.

### Vendor Updates:

DLA contracting awarded the contract for Oregon and part of WA to Pro Pacific Fresh this starts April 2024; the starting date might change. More information to come when the date of the transition has been confirmed. Continue to place orders thru the current vendor (subcontractor United Salas) till Pro Pacific Fresh takes over in April.

Western WA and Eastern WA contracts remain with Charlie Produce till 2025.

### Program Reminders:

Remember to inspect USDA DoD Fresh produce at time of delivery and to reject non-domestic produce or poor-quality produce and to document any issues on bill of lading before signing and returning to the driver. Districts should then report issues to vendor, DLA representative, and State Distributing Agency within 1 business day. Always include the DLA representative in communication with the vendor.

- Delivery period 6:00 a.m. – 2:30 p.m.
- Delivery order minimum \$150.00
- U.S. grown produce
- U.S. No. 1 or better

When the order is delivered you have 2 days to receipt that delivery. After 5 days the receipt of delivery is past due, and you are no longer able to place orders for that site.

# SFSPac® has everything you need to support your successful Food Safety & Sanitation System

Included for one set cost:

Ongoing Food Safety Plan  
Verification

Sanitation Supplies

Chemical Inventory  
Management

## Education

In-person, virtual and on-demand Learning Portal CEU/SNA education on a variety of subjects including:

- Food safety
- Cleaning, sanitizing and disinfecting
- OSHA HazCom compliance
- HACCP required SOPs
- SFSPac® 101 for new hires

Personalized  
HACCP Plans\*

\*Additional cost



To learn more about SFSPac®  
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at 1-800-704-7487

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# *Advocating for Our Future: Legislative Involvement in School Meals*

As we continue to work towards a brighter future for the students we serve, it is crucial that we stay engaged in the legislative process. Legislation has a direct impact on the support and funding that help us provide nutritious meals to children across our schools. This is why advocacy and involvement in legislative efforts are more important than ever.

## **Impact of Unpaid Meal Debt and Rising Medical Costs (SEBB)**

Recent survey results from 122 districts have highlighted some of the ongoing challenges facing school nutrition programs. The survey reveals the growing cost of medical benefits for staff, is a major strain on many program budgets. As we all know, providing benefits to our dedicated staff is critical, but the rising costs are unsustainable without adequate support.

In addition to medical benefits, the survey results also shed light on the burden of unpaid meal debt that many districts are grappling with. Across the 122 districts surveyed, a significant number are facing unpaid meal debt, which further strains their resources and makes it harder to maintain the quality of meals we provide.

These challenges underscore the importance of policies that not only address the need for universal free meals but also provide the financial support necessary to alleviate these pressures.

WSNA had meetings with key legislators prior to the session starting and requested .25 cents per meal added meal reimbursement to help cover these unfunded mandates.

**To follow the progress of this important legislation click on these links and sign up to get Email Notifications about the bill's progress. You may also sign up to testify, submit written testimony, or select your position on the bills when they are scheduled for hearings.**

[SB 5352](#) and [HB 1404](#)

For more information on how to get involved contact:  
[kim.elkins@mead354.org](mailto:kim.elkins@mead354.org) or  
[lbeha@bethelsd.org](mailto:lbeha@bethelsd.org)

## **Exciting Developments in State Legislation**

A key piece of legislation that is currently making its way through the process is a bill (SB 5352/HB 1404) that would ensure free meals for all students beginning SY 2026-2027, regardless of income. This bill reflects bi-partisan recognition of the importance of providing every child with the nutrition they need to succeed, both academically and in life. The proposed legislation includes an additional reimbursement of \$0.05 or greater per meal, depending on funding, which would help support the sustainability of our school meal programs. This incremental funding increase, though modest, can make a difference in helping us continue to provide high-quality, nutritious meals to our students and may increase over time as more funding is available. Free meals for all students is also a top priority for our new Governor, Bob Ferguson.

## **Get Involved: Advocacy Matters**

As we move forward, it is essential that we continue to advocate for our programs. Our work is far from done, and there will always be new challenges and opportunities to advance the cause of school nutrition. Whether it's participating in local or state-level discussions, contacting legislators, or joining our association's advocacy efforts, every voice counts.

We encourage all of you to get involved in advocacy efforts. Stay informed about the legislation that affects our programs, reach out to your legislators, and advocate for policies that will help us continue to provide nutritious meals to every student. Together, we can make a difference for the children we serve.

Let's continue to be a voice for school nutrition and work towards a healthier, more successful future for all students.

# Advocating for Our Future: Legislative Involvement in School Meals Cont.

## Recognizing Champions of School Nutrition

As we celebrate these legislative advancements, we must also take a moment to acknowledge the retiring legislators who have been strong champions for school nutrition programs throughout their careers. In recognition of their contributions, our association has had the honor of making special presentations to these retiring legislators, thanking them for their invaluable support.

Their leadership serves as a reminder of how important it is to have allies in the legislature who understand the critical role school nutrition plays in the health and success of our students.

Alicia Neal - NPS Director, Melinda Bailey - IA for Rep. Bruce Chandler, Mitch Deming - WSNA Consultant



Sandy Conradi - Yelm Director, Sen. Sam Hunt - Dist. 22  
Mitch Deming - WSNA Consultant



Alicia Neal - NPS Director, Rep. Jacquelin Maycumber - Dist. 7  
Mitch Deming - WSNA Consultant

### Rep. Roger Goodman's WSNA Visit to Lake Washington SD Cafeterias and Kitchens at Juanita Elementary & High Schools on Sept. 30, 2024

On September 30, 2024, Rep. Roger Goodman (D-Kirkland) visited Juanita Elementary School and Juanita High School to view their cafeterias and kitchens as part of a WA School Nutrition Assn legislative school visit. While on site, the Juanita Elementary School's Child Nutrition team demonstrated how students' overall wellness is promoted by infusing meals with fruits, vegetables and whole grains and creative ways.

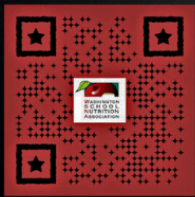
Rep. Goodman also visited the cafeteria and kitchen of Juanita High School during the students' lunch periods. At the high school, the School's Nutrition team discussed the state and federal regulations that are key components of the Child Nutrition program. Juanita High School students have shared that they prioritize variety, great food and fast service which was exemplified in that day's lunch offerings.



From left at Juanita ES, Jon Hicks, CNS operations manager; Dana Stairs, principal; Rep. Goodman; Ralph Peschek, food service director; Dulce Acuna-Cardenas, CNS manager; Mylinh Ngo, kitchen supervisor; John Stone, Sodexo; Leah Choi, LWSD board president; Mitch Denning, WSNA consultant; and Caitlin Cox, LWSD government relations liaison

# Save The Date

WSNA Show  
Spokane  
July 28-30, 2025



*The Magic of  
Child Nutrition*

## NETWORK

Connect with fellow school nutrition professionals across Washington to share ideas, build relationships, and discover local solutions to common challenges—making the magic of collaboration real.



## LEARN

Stay updated on the latest trends, nutrition science, and regulatory changes, ensuring you have the knowledge to create a magical, impactful school nutrition program for students across the state.



## EXPLORE

Delve into innovative products and services that can enhance your program's efficiency and food quality—bringing the magic of new tools and resources to your school kitchens and cafeterias.



**REGISTRATION TO OPEN IN THE SPRING APPLE PRESS!**



# From the **CHIEF NUTRITION OFFICER'S DESK**

By: Leanne Eko, Chief Nutrition Officer  
OSPI Child Nutrition Services

Greetings! I hope this message finds you well. I write this in early February, during the middle of a state Legislative session. There has been a lot of talk about school meals this session, including being identified as a priority of Governor Ferguson and the introduction of two legislative bills (HB 1404/SB 5352). As a result of this interest, I've had the opportunity to share information about school meals to state legislators. Here is a snapshot of what I've shared:

- School meals programs have a dual purpose;
  - 1) providing healthy food to children AND
  - 2) Supporting American agriculture.
- Over 130.8 Million meals (Breakfast and Lunch) were served during the 2023-24 School Year.
- With the support of the state legislator, nearly 700,00 students have access to school meals free of charge at schools operating the Community Eligibility Provision or Meals for Kids.
- When all students have access to school meals, participation rates increase.
- School meals look different than they did in the past. You will find offerings that include a variety of fruits and vegetables and restaurant quality, scratch prepared items.
- OSPI purchased and schools utilized 23 unprocessed or minimally processed foods from local producers including salmon, bison, berries and lentils.
- Schools supported the Summer EBT program that resulted in nearly 600,000 students received grocery benefits over the summer months.

As always, I am proud and honored to represent the work you do and the impact you have on the children in WA state.



# Call for Speakers



**WORKSHOPS**



**CONFERENCE**



**WEBINARS**

Are you passionate about child nutrition and eager to share your expertise? We want YOU to be a speaker at our upcoming events! WSNA is now accepting proposals for webinars, workshops, and our annual conference on an ongoing basis. We welcome a wide variety of topics, and we are particularly looking for speakers for the DDS Spring Event and 2025 WSNA Spring Workshop. Topic suggestions include leadership, program management, policy updates, operational efficiencies, nutrition education, culinary skills, best practices, and innovation in child nutrition programs.

We invite thought leaders, industry professionals, and subject matter experts to submit their proposals for these sessions. Whether your expertise is in nutrition, management, policy, technology, or another related field, we are eager to hear from you!

**SUBMIT YOUR INFO** —————>

**[SPEAKER SUBMISSION FORM](#)**

# INSIGHTS FROM MY RECENT OSPI CHILD NUTRITION ADMINISTRATIVE REVIEW

Dear WA School Nutrition Community,

As your President-Elect, I want to take a moment to share my personal experience after going through an OSPI Child Nutrition Administrative Review in late January 2025. For those new to school nutrition, the Administrative Review is a comprehensive evaluation by the Office of Superintendent of Public Instruction (OSPI) to ensure compliance with federal and state regulations. It is an in-depth process that examines everything from meal patterns and nutritional standards to record-keeping and financial accountability. While it can be a bit daunting, it is an invaluable tool for improving our programs and ensuring we continue to meet the highest standards of quality and efficiency in school nutrition.

During my review, I was able to gain a deeper understanding of the policies and procedures that govern our operations. It also gave me the chance to identify areas for improvement and make adjustments that will help ensure we are not only compliant but also maximizing the impact of our programs on students health and academic success. One of the things that stood out to me was the importance of staying proactive and organized throughout the year—not just when the review is imminent.

I encourage all of you to view the Administrative Review process as an opportunity for growth and reflection, rather than just a checklist of compliance. It's a chance to engage with our team, learn best practices, and share knowledge that helps us all do better by the students we serve. As we continue to navigate these reviews and evolve our programs, I'm excited to work with all of you to foster a culture of continuous improvement in Washington State's school nutrition programs. Together, we can ensure that every meal served is not just nutritious but also supports a better educational experience for every child.

Thank you for your continued dedication to excellence in school nutrition. I look forward to what we'll accomplish together in 2025!

Warm regards,

Alexandra Epstein-Solfield  
President-Elect, Washington School Nutrition Association

# Grants

RESOURCE CORNER FOR GRANTS, SCHOLARSHIPS AND EDUCATION OPPORTUNITIES

## Grants:

- \*SNF Equipment Grants Due March 12th
- \*NSLP Equipment Assistance Grant Opens late Feb/early March
- \*Chef Ann Foundation Salad Bars to Schools Grant

## Education:

- \*Traditional Indigenous Foods of the PNW Series: Sponsored by OSPI/Team Nutrition Grant**
  - Indian Country 101 Feb 13th 2-3:30pm
  - Northwest Native Foods Feb 27th 2-3:30pm
  - Food Sovereignty and Education Initiatives in Tribal Communities March 20th 2-3:30pm
- \*ICN Introduction to School Nutrition Leadership through OSPI (Free)**  
Registration closes Feb 21st
- \*DDS Spring Event:**  
Friday April 11th
- \*2025 WSNA Spring Workshop: Empowering School Nutrition Professionals:**  
Saturday April 12th

# BETTER SCHOOL NUTRITION STARTS IN THE KITCHEN



We consider it an honor to support those who serve our future leaders as they learn and grow.



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**Allison Waldron**  
406-595-0361

**Peter Moreno**  
206-247-4664





# DAY ON THE HILL

## JANUARY 30, 2025

### **Mackenna Long, Western Region 2 Lead**

Meeting with the members of the Senate and House of Representatives was a great way to advocate for SB 5352 and HB 1404. We had a lot of positive conversations, and I felt bipartisan support for these two bills. The majority of the members we met with were co-sponsors and are Meals for Kids Champions.

Being a CEP district we were able to use our experience to show how free school meals affect our programs with no student meal debt, more student engagement and no stigma of being a free or reduced student.

One had concerns about the more affluent districts eating for free, but they are small in comparison to the higher poverty districts. Governor Ferguson has made K-12 a priority with funding in his budget. I am hopeful that we can get the majority to vote so next year we can provide all students the opportunity to start the day with a full stomach and ready to learn.



### **Karen Brown, President**

The WSNA Day on the Hill was a marathon day where we visited with twenty legislators beginning at 8:30 a.m. and ending at 3:45 p.m. If you have never visited with your legislators, whether in Olympia, or in their home town, I would highly recommend it. You help the legislators understand the challenges we face on a daily basis, and how the changes that are made affect our students.

When we walked into Representative My-Linh Thai's office, I recognized her from a virtual meeting we had had during COVID. She also recognized me which made our conversation even better. The more you speak to legislators, the more comfortable it becomes. The legislators, whether state or federal, want to hear from us. When you go into your first meeting, it is natural to be nervous. But do not let that stop you. You will see how well received your story is, and no one can tell it better than you. Our last appointment was with Senator Ron Muzzall. He said people want to know facts, but stories are what changes people's minds.





# Help! I'm a New Director, and I Still Don't Know What I Don't Know!

## Navigating Budget Projections & Forecasting and Entitlement Planning

By: Juliana Fisher, MS, RDN, CD, SNS

Stepping into the role of a school nutrition director can feel overwhelming, especially when managing your program's financial aspects. Budget projections and entitlement planning are two essential pillars that ensure financial stability and the efficient use of resources. This installment will break down the fundamentals of budget forecasting to help you anticipate costs and revenue, along with entitlement planning to make the most of your USDA funds for food procurement.

### Budget Projections & Forecasting

*Budget projections are more than just spreadsheets—they're your roadmap to financial stability. Without a precise forecast, you risk not covering costs with revenue, which can impact the general fund budget and limit opportunities for program improvements. A well-planned budget allows you to align spending with revenue projections, ensuring your program remains financially sustainable.*

*Building a Budget Roadmap - A structured budget roadmap helps you stay on track throughout the year. Using historical data and current trends, directors can project financial needs while creating contingency plans for unexpected costs. Regularly reviewing the budget and adjusting based on real-time financial performance ensures flexibility and preparedness for any changes.*

*Tracking Participation Trends - One of the best ways to forecast revenue is by tracking participation trends. Meal counts directly impact your reimbursement. It is essential to analyze historical data, monitor external factors such as enrollment changes, and use participation trends to estimate revenue while adjusting staffing and food purchasing accordingly.*

### Labor & Food Cost Forecasting -

*Food and labor costs make up most of your budget, so anticipating increases is essential. Food costs fluctuate based on vendor pricing, USDA Foods availability, and inflation trends. Using meal participation data, labor costs should be forecasted to ensure staffing levels align appropriately. Tracking Meals Per Labor Hour (MPLH) and accounting for potential wage increases or contract adjustments can help balance efficiency with financial responsibility.*

### Meal Pricing & Reimbursement

*Rates - USDA reimbursement rates are a key revenue stream, but they aren't released until June or July—after most budgeting work is complete. Reviewing past reimbursement rate trends can help estimate potential changes. Schools that may qualify for Community Eligibility Provision (CEP) or Free Meals for All (HB 1238) should be identified early to maximize federal meal reimbursements. Developing conservative estimates for meal pricing and reimbursement rates ensures financial stability, allowing for necessary budget adjustments when USDA releases the final figures.*

### Additional Budgetary

*Considerations - When building your budget, keep in mind capital improvements, grant opportunities, and collective bargaining agreements that may impact revenues and expenditures.*

*Indirect Charges - Indirect charges typically support administrative overhead functions such as accounting, payroll, purchasing, facilities management, utilities, etc., for which costs are incurred. Indirect costs are for things necessary for the general operation of the program but not directly billed to the Child Nutrition account. Districts may charge Child Nutrition Programs up to a maximum rate for a portion of these overhead costs. USDA determines the maximum allowed indirect rate calculation, and it's given to us via our F196 from OSPI; however, districts can decide to charge any amount up to the maximum rate. Understanding the district's indirect charge structure and reviewing charges annually ensures they align with federal guidelines and do not create an unnecessary financial burden. Indirect charges should be included in your budget planning and tracked monthly with other expenditures. Don't let indirect charges surprise you at the end of the year.*

# Help! I'm a New Director Cont.

## Entitlement Planning

### *Making the Most of Entitlement Dollars*

Entitlement dollars are an invaluable resource, but they are only effective if spent strategically. Often referred to as "Monopoly money" or "coupons," these funds hold real value and can significantly offset food costs. It is important that you consider your entitlement as an equally valuable pot of money as any other revenue source. Being strategic with your entitlement spending may result in a significant difference in the number of servings you can get with this pot of money. However, unspent entitlement dollars do not roll over, making it crucial to plan ahead and ensure your allocation is fully utilized.

*Where to Begin* - Understanding how to maximize entitlement funds starts with knowing the available resources. The OSPI CNS Food Distribution Reference Sheet is a go-to guide outlining the entitlement planning timeline, complete with links to webinars and office hours for additional guidance. The USDA Foods Show, held on both the eastern and western sides of the state, offers training sessions, product tastings, and insights into the latest USDA Foods and WA State Processed options.

*Three Ways to Spend Entitlement Funds* - School nutrition programs have three primary ways to use entitlement funds. The DoD Fresh Produce Program provides fresh, domestically grown fruits and vegetables while allowing schools to combine commercial and entitlement-funded purchases to meet delivery minimums.

USDA Foods & Washington State Processed items are staples in school meal programs and offer reliable access to bulk items. However, forecasting needs in advance is necessary to avoid shortages or excess storage costs. The third option, Diversions (usually through purchasing cooperatives), allows for on-demand purchasing, eliminating the need to pay storage fees. Forecasting annually and working with your distributor are also required to ensure the product is available for your needs.

*Getting the Best Value for Your Dollars* - Not all entitlement purchases are created equal. Conducting a cost-per-serving analysis helps determine whether USDA, WA state-processed, diverted, or commercial products provide the best value. Factors such as processing fees, delivery and storage charges, and administrative costs must be considered.

For example, let's compare purchasing a USDA egg patty and a commercial egg patty for a district that stores its commodities at US Foods. At first glance, the USDA egg patty appears to be at a cheaper price per portion (\$0.17 vs \$0.19) than its commercial alternative. However, when you take into account US Foods storage fees (let's say, for 2 months), your USDA egg patty increases to \$0.20 per portion. If cases are stored for 3 months, the per unit cost increases to \$0.22 for the commodity patties.

*Planning Ahead for Next Year* - A successful entitlement strategy starts with forecasting needs well in advance. DoD Fresh is often the easiest place to start spending entitlement funds, but a well-rounded plan should incorporate historical menu planning data, distributor reports, and cost comparisons between USDA Foods, diversions, and commercial products. Storage fees must also be factored in, as long-term storage of USDA or state-processed items can significantly increase the overall cost.

Flexibility is key when managing entitlement funds. Keep in mind that when surveying for diversions, there is no guarantee that your distributor will stock the items you survey for. Working with neighboring districts to meet distributor minimums at a typical warehouse can help ensure essential items remain stocked. Monitoring diversion balances throughout the year allows directors to adjust allocations and prevent the risk of losing funds due to underspending.

Navigating budget projections and entitlement planning is essential for the long-term success of your school nutrition program. You can create a financially sustainable program that best serves students by tracking participation trends, anticipating costs, and strategically allocating entitlement funds. Remember, financial planning is an ongoing process—stay proactive, use available resources, and make adjustments as needed to ensure long-term success. If you have questions or need additional guidance, don't hesitate to contact other regional directors or contact OSPI CNS for support!

# JOIN US FOR A FISH FRY

Thursday, February 20th  
11am - 1pm

FEATURING

Commercial Kitchen Equipment from

# TW

## ignite

Ignite Test Kitchen  
6809 S 220th Street  
Kent, WA 98032



RSVP  
HERE



## Cheesy Chicken Shawarma

Servings: 35

Meal pattern: 3 oz M/MA

Source: School Nutrition Association & Land O lakes Foodservice.

### Instructions

- Combine yellow cheese sauce, lemon juice and all spices in full hotel pan. Add chicken and combine to coat thoroughly.
- Heat to 165°F using oven on steam or at 325°F 1/2 fan convection oven. CCP: Heat to 165°F for at least 15 seconds.
- To serve, portion scant #8 scoop chicken mixture with desired grain and vegetables. CCP: Maintain hot food at 135°F or above.

### Ingredients

- 1 (106-oz.) pouch yellow cheese sauce\*
- 1/4 cup lemon juice
- 1/4 cup garlic powder
- 1 Tbsp. + 1 tsp. ground coriander
- 1 Tbsp. + 1 tsp. paprika
- 2 tsp. ground cumin
- 1 tsp. ground turmeric
- 1 tsp. ground cinnamon
- 3 lbs. 12 oz. fully cooked diced chicken

Serve with a whole grain pita or brown rice.  
Diced red onion, cucumber or tomato can be used as optional toppings.

### Nutrition Information

206 cal., 18 g pro., 11 g fat, 6 g sat. fat, 5g carb., .5 g fiber, 451 mg sod., 0 g sugar

» **START** →  
*strong*



**COLD**

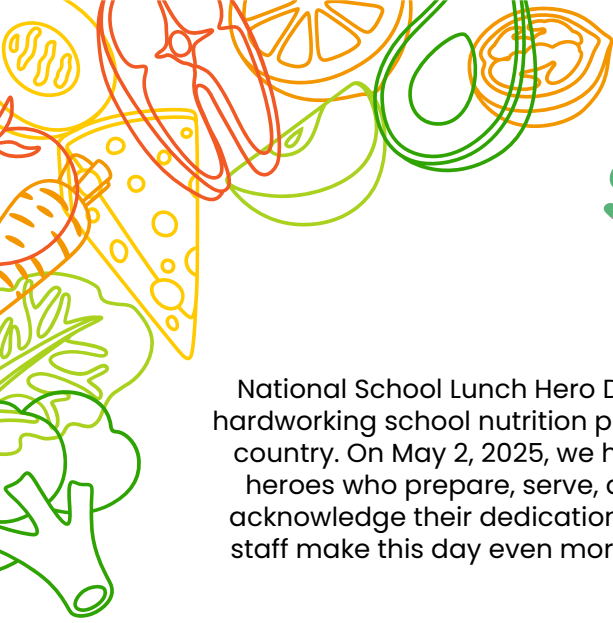
**FRESH**

**Washington Dairy Council  
Supports School Meals  
and Nutrition Staff!**

**Interested in grants  
for your school?**

*Washington*  
**DAIRY  
COUNCIL**

Contact Bri Cowan:  
[Brianne@wadairy.org](mailto:Brianne@wadairy.org)



# CELEBRATING NATIONAL SCHOOL LUNCH HERO DAY FRIDAY MAY 2, 2025

National School Lunch Hero Day, celebrated annually on the first Friday of May, shines a spotlight on the hardworking school nutrition professionals who play a crucial role in feeding millions of students across the country. On May 2, 2025, we have the perfect opportunity to recognize the contributions of these unsung heroes who prepare, serve, and make sure students have healthy meals every school day. It's a day to acknowledge their dedication, care, and commitment to students' well-being. But how can students and staff make this day even more special? Here are some ideas for both students and school supervisors to celebrate this important occasion.

## 5 Ways Students Can Celebrate Their Lunch Heroes

1. Write Thank-You Notes: Students can take a few minutes to write heartfelt thank-you cards or notes to the lunch staff. A simple message of gratitude for the meals they prepare can make a big difference in brightening their day.
2. Create a Lunch Hero Banner: Students can collaborate to make a colorful banner with messages of appreciation for their lunch heroes. This can be displayed in the cafeteria as a public tribute to the hard work of the kitchen staff.
3. Host a Special "Lunch Hero" Performance: Students can perform songs, skits, or dances during lunchtime as a fun way to show appreciation. It could be a lighthearted way to entertain the staff while acknowledging their hard work.
4. Make a "Hero Wall": Dedicate a wall or bulletin board in the school to highlight the lunch heroes with their pictures, names, and fun facts. Students can also add notes on how the lunch heroes have positively impacted their day.
5. Organize a Lunch Hero Parade: Students can organize a short, cheerful parade around the school to celebrate the staff. Accompanied by music or chants of appreciation, it's a fun way to acknowledge the lunch staff and bring joy to the school.

## 5 Ways Supervisors Can Celebrate Their Staff

1. Host a Special Breakfast or Lunch: Supervisors can surprise their cafeteria staff with a special breakfast or lunch in their honor. This gesture would allow the staff to relax and enjoy a meal together while feeling appreciated for their hard work.
2. Give Personalized Thank-You Gifts: A small token of appreciation, like a customized lunch bag, mug, or personalized apron, can go a long way in showing staff they are valued. Supervisors can also include a handwritten note expressing their gratitude for the staff's commitment.
3. Organize a Staff Recognition Ceremony: Take a few minutes to publicly recognize the staff members during morning announcements or a staff meeting. Highlight their hard work and contributions to making school meals a positive experience for students.
4. Provide a Day of Relaxation: Supervisors can treat their lunch heroes to a relaxed day with fewer tasks. This could include providing assistance in the kitchen or giving staff some extra time to rest. A little time off to recharge can make staff feel valued.
5. Offer Professional Development Opportunities: As a long-term gesture, supervisors can celebrate School Lunch Hero Day by offering their staff professional development opportunities. Whether it's training in new kitchen techniques or ways to engage with students, this can improve both job satisfaction and skills.



**Yami.**  
lowfat yogurt

LACTOSE-FREE | GELATIN-FREE | GLUTEN-FREE | VITAMINS A & D3

*Crafted in the Northwest*



**March 3-7, 2025**

National School Breakfast Week (NSBW) celebrates the importance of a nutritious school breakfast in fueling students for success. This special observance during the first week of March celebrates the national School Breakfast Program and the many ways it gives kids a great start every day.



*Minutes*  
WSNA EXECUTIVE BOARD MEETING  
November 4, 2024, 3:00 p.m.  
Virtual via Teams

This meeting was called to order by President Karen Brown at 3:00 pm.

A quorum was present.

A MOTION WAS MADE TO APPROVE THE MINUTES OF THE WSNA MEETING ON 7/31/2024 and was accepted.

A MOTION WAS MADE TO APPROVE THE AGENDA FOR THE 11/4/2024 MOTION PASSED.

DISCUSSION ITEMS:

Industry "Ad" in Apple Press  
Spring Workshop in Leavenworth  
Future Conference Locations – Ad Hoc Group  
Breakout Sessions at Conference

ACTION ITEMS:

Education Fund for Sponsorship to Conference  
Financial Reporting Changes-approved  
Board Travel to National Conferences-approved  
AEA Brochure – approved  
Exhibitor Prospectus Changes

OTHER BUSINESS

There being no other business, at 5:00pm the meeting was moved to adjourn. Motion passed.

Respectfully submitted,

Alison Landry, Secretary

Adjourn



# Addressing Summer Hunger in WA: 2025 Stakeholders Summit

Are you interested in maximizing summer nutrition programs for kids in your community?

Whether you're new to federal nutrition programs or an experienced partner, sessions will offer valuable insights and actionable strategies to expand access to food resources in your community! This one-day event will be featuring credited trainings, non-congregate allowances, program best practices, and more. Check out the invite and event link below for more information.

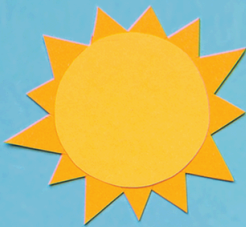
**We look forward to seeing you there!**

Tacoma Convention Center

**REGISTER NOW**

Yakima Valley College

**REGISTER NOW**



## SUMMER FEEDING PROGRAM

Forecast for your summer program to receive:

**\$2 rebate per case**  
by March 31

**\$1 rebate per case**  
by April 30

For a pre-booking form and a list of all eligible items, contact regional sales manager Amy Winters. Must take delivery May 1 - July 11, 2025



Amy Winters | Mountain West Regional Sales Manager | 816-387-7071 | awinters@tastybrandsk12.com

Katie Saelee | Western WA Broker | 206-775-4486 | katie.saelee@affinitysales.com

Troy Vennewitz | Eastern WA Broker | 541-980-6020 | troy.vennewitz@affinitysales.com





## WASHINGTON SCHOOL NUTRITION ASSOCIATION 2024-2025 EXECUTIVE BOARD MEMBERS

| <b><i>OFFICER<br/>POSITION</i></b>   | <b><i>NAME &amp; ADDRESS</i></b>  | <b><i>PHONE &amp; E-MAIL</i></b>   |
|--|---|--|
| <b><u>President</u></b><br>Finance Committee<br>Executive Team<br>Executive Board                              | Karen Brown<br>Franklin Pierce School District  | E-Mail: <a href="mailto:kbrown@fpschools.org">kbrown@fpschools.org</a><br>253-677-3931   |
| <b><u>President Elect</u></b><br>Finance Committee<br>Executive Team<br>Executive Board                        | Alexandra Epstein-Solfield<br>Ellensburg School District                                      | E-Mail: <a href="mailto:alexandra.epsteinsolfield@esd401.org">alexandra.epsteinsolfield@esd401.org</a><br>206-697-2442   |
| <b><u>Vice President</u></b><br>Finance Committee<br>Executive Team<br>Executive Board                         | Juliana Fisher<br>Northshore School District  | E-Mail: <a href="mailto:jfisher@nsd.org">jfisher@nsd.org</a><br>425-408-7656   |
| <b><u>Secretary/Treasurer</u></b><br>Finance Committee<br>Executive Team<br>Executive Board                    | Alison Landry<br>Kent School District   | E-Mail: <a href="mailto:alison.landry@kent.k12.wa.us">alison.landry@kent.k12.wa.us</a><br>253-373-7891   |
| <b><u>Leadership Co-Chairs</u></b><br>Finance Committee<br>Executive Board<br>Executive Team                   | Hanahh Phillips<br>Northshore SD<br><br>Denice Kwate (East)<br>Central Valley School District | E-Mail: <a href="mailto:hphillips@nsd.org">hphillips@nsd.org</a><br>208-520-7697<br><br>E-Mail: <a href="mailto:dkwate@cvsd.org">dkwate@cvsd.org</a><br>509-315-7503 |
| <b><u>Member at Large</u></b><br>Finance Committee<br>Executive Board<br>Executive Team                        | Kara Carlson<br>Walla Walla School District   | E-Mail: <a href="mailto:kcarlson@wwps.org">kcarlson@wwps.org</a><br>509-232-6092   |
| <b><u>Executive Director</u></b><br>(Non-Voting)<br>Finance Committee<br>Executive Board<br>Apple Press Editor | Julia Jarrell<br>PO Box 133301<br>Spring, TX 77393  | E-Mail: <a href="mailto:washingtonsnainfo@gmail.com">washingtonsnainfo@gmail.com</a><br>682-334-4135   |
| <b><u>Northwest Region<br/>1 Lead</u></b>  |   | E-Mail:  |
| <b><u>Western Region<br/>2 Lead</u></b>  | Mackenna Long<br>North Mason School District  | E-Mail: <a href="mailto:mglong@northmasonschoools.org">mglong@northmasonschoools.org</a><br>360-277-2121   |
| <b><u>Southeast Region<br/>3 Lead</u></b>  | Stephine Burkett<br>East Valley (Yakima) School District                                      | E-Mail: <a href="mailto:burkett.stephine@evsd90.org">burkett.stephine@evsd90.org</a><br>509-823-7694   |
| <b><u>Eastern Region<br/>4 Lead</u></b>  | Sheila Myrvang<br>Newport School District   | E-Mail: <a href="mailto:myrvangsheila@newportgriz.com">myrvangsheila@newportgriz.com</a><br>509-447-3167 ext. 4521   |
|  |   |  |

| <b><i>OFFICER POSITION</i></b>                   | <b><i>NAME &amp; ADDRESS</i></b>   | <b><i>PHONE &amp; E-MAIL</i></b>   |
|--|--|--|
| <b>Public Policy &amp; Legislative Co-Chairs</b> | Leeda Beha (federal legislation)<br>Bethel School District                         | E-Mail: <a href="mailto:lbeha@bethelsd.org">lbeha@bethelsd.org</a><br>253-219-9212   |
|  | Kim Elkins (state legislation)<br>Mead School District                             | Email: <a href="mailto:Kim.Elkins@mead354.org">Kim.Elkins@mead354.org</a><br>509-951-7462  |
| <b>Membership / Certification Chair</b>          | Melissa Erwin<br>Kent School District  | Email: <a href="mailto:melissa.erwin@kent.k12.wa.us">melissa.erwin@kent.k12.wa.us</a><br>206-293-2419  |
| <b>Education Chair</b>                           | Laurie Ozanich<br>Selah School District  | E-Mail: <a href="mailto:lauraozanich@selahschools.org">lauraozanich@selahschools.org</a><br>509-698-8070   |
| <b>Marketing Chair</b>                           | Patricia Barret<br>South Kitsap School District                                    | E-Mail: <a href="mailto:barret@skschools.org">barret@skschools.org</a><br>360-528-1856 text<br>360-443-3667 office*<br>*preferred # during workday |
| <b>Industry Chair</b>                            | Janel Rupp<br>Performance Reps NW  | E-Mail: <a href="mailto:Janelr@prnw.com">Janelr@prnw.com</a><br>360-624-7097   |
| <b>NON-VOTING BOARD POSITIONS:</b>               |  |  |
| <b>Parliamentarian</b>                           | Kameron Lott<br>Bethel School District   | E-Mail: <a href="mailto:klott@bethelsd.org">klott@bethelsd.org</a><br>253-228-0631   |
| <b>State Liaison</b>                             | Liz Beechler<br>Director of School Meal Programs<br>Child Nutrition Services, OSPI | E-Mail: <a href="mailto:elizabeth.beechler@k12.wa.us">elizabeth.beechler@k12.wa.us</a><br>360-522-2103   |
|  |  |  |



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adavis@petersonfarmsinc.com 925-918-3339 www.petersonfarmsinc.com

## **UPCOMING EDUCATIONAL EVENTS**

### Legislative Action Conference (LAC)

Be part of advocacy in action when you attend SNA's Legislative Action Conference in the nation's capital.  
Washington, D.C. | March 9-11, 2025

### American Commodities Distribution Association (ACDA)

Coming together to Nourish the Nation  
New Orleans, LA | April 13 – 16, 2024

### 2025 Annual National Conference

The "School Nutrition Event of the Year," SNA's Annual National Conference (ANC) will bring together thousands of attendees from school nutrition operations, industry, and allied organizations, for an unparalleled networking and educational experience!

San Antonio, TX July 13-15, 2025