



PUBLICATION OF THE
SCHOOL NUTRITION ASSOCIATION
OF OHIO

The Dish

SPRING 2019

Charting the Course

**SNA of Ohio
65th Annual Conference**

June 18-20, 2019

**Greater Columbus Convention Center
Columbus, Ohio**

*“Anyone can steer the ship, but it takes a leader to chart the course.”
-John C. Maxwell*

See pages 3, 5, and 7 for information on the conference.

Inside This Issue:

President’s Message.....2	2019 SNA Conference Hotel/Parking Info 7-8	Legislative Action Conference Update 21
2019 SNA Conference Information.....3	Chapter Chat.....15	ODE Update.....29-30
2019 SNA Conference Exhibitor Information5	Thank You Industry Members 15	2019 SNA Important Dates 37

SNA Ohio 2018 – 2019 Executive Committee

Chris Burkhardt, SNS
President

Cleveland Metropolitan School District
1349 E. 79th St.
Cleveland, OH 44103
(216) 650-7612
Christopher.burkhardt@
clevelandmetroschools.org

Krys Hess, SNS
President-Elect

Adams County/Ohio Valley Local SD
141 Lloyd Rd.
West Union, OH 45693
(937) 544-5586
krys.hess@ovsd.us

Jennifer Hirsch
Vice President

Crestwood Local SD
11256 Bowen Rd.
Mantua, OH 44255
(330) 357-8206
jhirsch@crestwoodschools.org

Tiffany McCleese (2020)
Secretary/Treasurer

West Clermont Local SD
4350 Aicholtz Rd, Suite 220
Cincinnati, OH 45245
513-943-5038
mccleese_t2@westcler.org

Linda Leonard (2020)

Lead Regional Director
Clark County Juvenile Court
2666 Morton Drive
Springfield, OH 45505
(937) 324-3712
leonardl@clarkohiojuvcourt.us

Stacey Bettis

*Immediate Past President/
Nominating/SNF State Ambassador*
Minerva Local and Louisville City Schools
406 East Street
Minerva, OH 44657
(330) 868-6293
bettis@minerva.sparcc.org

Tracey Hogan

Executive Director (ex officio)
School Nutrition Assn. of Ohio
17 S. High St., Suite 200
Columbus, OH 43215
(614) 228-4725
Tracey@Assnoffices.com

The SNA of Ohio newsletter is published three times a year. Circulation is 1,000+. For advertising rates call 614-221-1900.

President's Message

by Chris Burkhardt, President, SNA of Ohio



It has been a busy few months in the world of school nutrition. Over 20 School Nutrition Professionals from Ohio descended on Washington DC for the annual Legislative Action Conference. This conference proved to be extra special as the Secretary of Agriculture was there to proclaim his fondness for the hard work we do daily and how he realizes we need common sense reform and flexibilities to meet the needs of the students we serve.

Secretary Perdue announced two initiatives to help ease some of the burdens we face. The first is allowing state offices to opt in for a 5 year review cycle. This would replace the current 3 year cycle that proved to be burdensome for most of the country. The other is flexibility in hiring School Nutrition staff within the professional standards. Both initiatives were greeted by a standing ovation.

These flexibilities are among a string of policies since Secretary Perdue took over. It is fair to say that while the loosening of the regulations lessens some of the burdens on School Nutrition professionals, many will stay the course. Yes, a select few rushed out to rebid items but overall

the changes will be phased in quietly and only when necessary.

From milk regulations to whole grains, directors across the country are now being given a chance to make some common sense changes. Non-whole grain biscuits, pasta, crackers, tortillas are among the first items to find their way back to school kitchens. Again, many will stay the course.

As we look toward the next few months, I would like to recognize those in our industry who helped transform the food landscape since 2010. Simply compare whole grain products from 2011 to 2019 and you will understand how far we have come in such a relatively short time. Manufacturers somehow found a way to reduce sodium while keeping taste intact. Kudos to those who helped us transform our program. We did not know what was possible.

I leave you with a reflection of our School Nutrition program over the past decade. The regulations came yet we still served nutritious meals to our students. We made it work. We found creative solutions to the problems we faced. As the landscape looks as though we will continue to receive flexibilities, never forget that we TOGETHER will find solutions to whatever stands in our way.

As the landscape looks as though we will continue to receive flexibilities, never forget that we TOGETHER will find solutions to whatever stands in our way.

Charting the Course

**SNA of Ohio
65th Annual Conference**

June 18-20, 2019

**Greater Columbus Convention Center
Columbus, Ohio**

*"Anyone can steer the ship, but it takes a leader to chart the course."
-John C. Maxwell*

Are you ready to take the lead and chart your course for your program?

Join us for the 65th SNA of Ohio Annual Conference June 18th-20th at the Greater Columbus Convention Center in downtown Columbus! Don't miss this tremendous opportunity to attend sessions to help keep you on course - and that provide plenty of CEU opportunities. **EARN UP TO 10.5 CEUs!** Bring your compass to help you steer your way through deciding on what breakout sessions will best help you chart your course. Bring your map to navigate your way through Columbus before and after the conference to enjoy some of the local shopping and sites. Don't miss this year's conference social event at the Columbus Zoo! And, the Annual School Nutrition Expo with will have the latest and greatest products - a can't-miss event! Register today! See you in Columbus!

Visit our conference web page today at the link below for full details, including conference schedule, registration, and hotel information.

<http://www.snaohio.org/index.php?page=17>





Say yes and **KNOW!**

Say **YES** to our Pre-Audit services and **KNOW** you're 100% compliant and ready for your NSLP/SBP Administrative Review.

Whether your Review is just around the corner or a year or two down the road, you can be sure your school is fully prepared by saying "Yes" to a CN Resource Pre-Audit of your child nutrition programs.

In our evaluation, CN Resource will apply the same stringent USDA regulations that State Agencies use. We use official forms, guidance and documentation to ensure you're in compliance.

Select from a variety of Pre-Audit services, ranging from completion of USDA menu worksheets to a comprehensive, simulated administrative review including an on-site visit.

So go ahead and say "Yes!"

Visit cnresource.com or call us today at (480) 325-9966 to learn more.



Each year, our dietitians and nutritionists, CPAs and auditors, conduct hundreds of actual NSLP/SBP Administrative Reviews for State Agencies across the country. Rest assured knowing that you have experts on your side.

Ask us about our **Affordable Procurement Pre-Audits**

Charting the Course

SNA of Ohio
65th Annual Conference

June 18-20, 2019

Greater Columbus Convention Center
Columbus, Ohio

"Anyone can steer the ship, but it takes a leader to chart the course."
-John C. Maxwell

SNA of Ohio 2019 School Nutrition Expo

held in conjunction with the SNA of Ohio Annual Conference

WHAT IS THE SNA OF OHIO CONFERENCE?

Annually, SNA of Ohio brings together hundreds of child nutrition professionals for its Annual State Conference. It is the largest meeting of its kind in the state of Ohio for the child nutrition industry.

WHO ARE THE ATTENDEES?

From directors managing multiple schools/districts to kitchen staff who are experts in using the products and services on a day-to-day basis, each person you will meet has an influence in the decision to purchase food, equipment, technology and services.

WHY EXHIBIT?

You will be face to face with key decision makers in school nutrition.
You will have the opportunity to demonstrate your product first-hand.
You will contribute to the educational process for child nutrition professionals in Ohio.

Nutrition EXPO Show Date/Time: June 20, 2019, 12:30-3:30 p.m.

Location: Greater Columbus Convention Center - Columbus, Ohio

Visit our Exhibits web page at the link below for full details
and to reserve your booth today!

<http://www.snaohio.org/index.php?page=10>



Asian Food Solutions[®]

NUTRITION . TASTE . VALUE

Our health focused menu offers restaurant quality meals that taste terrific, increase student participation and fit almost any budgets. Our line will help maximize your menu with minimal effort.

- **Low Calorie and Low Fat**
- **Zero Trans-Fat***
- **No added MSG**
- **No Artificial Flavors or Colors**

* Per Serving

1-888-499-6888

www.asianfoodsolutions.com

Comida Vida

Comida Vida makes it easy to plate perfection.
A perfect portion for both appetizers and entrees.
Quality ingredients & convenient preparation.
Start with Comida Vida for fantastic finishes.

1-855-720-3663

www.comidavida.com



Annual Conference Hotel Reservations/Parking



This year's host hotel is the Hyatt Regency Columbus, 350 N. High Street, Columbus, OH 43215.

A limited number of discounted hotel rooms are available for the nights of June 17, 18, 19, and 20 at the Hyatt Regency Columbus (connected to the Greater Columbus Convention Center). The conference block rate is \$149 (plus taxes) per night for single occupancy and \$159 (plus taxes) per night for double occupancy.

To reserve your hotel room, visit <https://www.hyatt.com/en-US/group-booking/CMHRC/G-SNAO> by May 20th.

Tax Exempt Credit Card or Check Payments to Hyatt Regency Columbus:

The tax exempt per night room rate is: \$163.90 single, \$174.90 double.

Tax Exempt/Credit Card Payments: If you will make your reservation by credit card, please **make your reservation online** at <https://www.hyatt.com/en-US/group-booking/CMHRC/G-SNAO> **with a credit card** and complete the credit card authorization and tax exempt forms at the link below for your reservation to be considered tax exempt. Please note that the credit card will need to be in the same school districts name that the tax exempt form is under. Please email both completed forms to Jessica.hernandez@hyatt.com. Please note that you are required to provide a credit card at check in for incidental charges, including any parking charges billed to your room (if your credit card authorization does not include incidentals to be charged to that card).

Tax Exempt/Check Payments: If you make your reservation by check payment, please **make your reservation online** at <https://www.hyatt.com/en-US/group-booking/CMHRC/G-SNAO> **with a credit card and bring check payment at check in** for your room and tax. *Your credit card will not be charged for your online reservation once your check payment is received at check in.* Please note that you will be required to provide a credit card at check in for incidental charges, including any parking charges billed to your room. Your check payment should be made payable to the Hyatt Regency Columbus. If you have any questions or need assistance, contact Jessica.hernandez@hyatt.com.

- **Credit card authorization form** - complete at http://www.snaohio.org/content/documents/Hyatt_CC_auth_for_hotel_reservations.pdf - **one form for EACH reservation.**
- **Tax Exempt Form** - complete at https://www.tax.ohio.gov/portals/0/forms/fill-in/sales_and_use/exemption_certificates/ST_STEC_U_FL.pdf - **one form for EACH reservation.**

PLEASE NOTE: TAX EXEMPTION WILL NOT BE GRANTED UNLESS A TAX EXEMPT FORM IS PRESENTED FOR EACH TYPE OF TAX AND THE ROOM IS PAID FOR BY A FORM OF PAYMENT FROM THE EXEMPT ORGANIZATION. (i.e., organization check, credit card or credit card authorization) The Hyatt Regency Columbus will not accept a purchase order as a form of payment.

continued on page 8

Hotel Information

continued from page 7

Parking Options

Valet at Hyatt Regency Columbus (connected to the convention center)

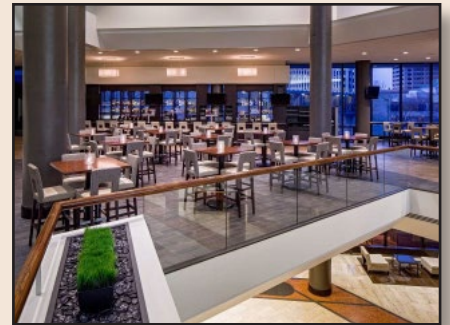
- Recommended for Hyatt Regency overnight guests only.
- Rate is \$20 daily or \$33 overnight (both include in & out privileges)

Chestnut Street Garage (located one block south of the Hyatt - accessible via an enclosed and covered walkway).

- Recommended for overnight Hyatt guests. Cannot accommodate vans.
- Rate is \$18 overnight (day rate varies based on length of time parked).

You may view a parking map and more information at http://www.snaohio.org/content/documents/Parking_Map_2019.pdf.

For additional day guest parking options near the convention center, visit <https://columbusconventions.com/park/parking-availability/> for details, availability, and advance purchase options.



Two NEW tastes for any time of the day.



Fun and flavor come together in new Twisted Stix™ from The Max. Kids enjoy portable, easy-to-eat foods (and cheese-filled breadsticks!) making 51% whole grain Twisted Stix an instant favorite. Put a new twist on your menu with **Cheddar Cheese** and **Blueberry Cinnamon** Twisted Stix!

Questions? Contact
Chris Hale, 614.653.1927



© Conagra Brands, Inc. All rights reserved.

THE 2Market GROUP
Providing equipment solutions to meet all needs



Our Mobile Test Kitchen

The 2Market Group, Inc 285-A Old County Line Rd, Westerville, OH 43081

www.twomarket.com

Ph: 1.877.621.3800

> the **bytes** behind
every **bite.**

PaySchools is
Ohio's nutrition
services partner.



PAYSCHOOLS NUTRITION SERVICES SOLUTIONS



PaySchools Central

Allows parents to manage their children's lunch accounts with ease.



PaySchools QuikLunch

Accept payments quickly and efficiently in the lunch line!



PaySchools QuikApps

Our USDA-compliant free or reduced-cost application software processes and tracks applications and creates reports.



Cafeteria Hardware

We can also supply your cafeteria with computers for a seamless system.

Let's talk about how PaySchools can support your school's nutrition services. Call **855-210-8232**, opt. 4, today, or email **sales@payschools**.

www.payschools.com



Make Lunch A
Flavor-Packed, Fun-Filled

FIESTA!



**SOFT
TACOS**



2 Grain + 2 M/MA

Per Soft Taco

*Individually wrapped
in dual ovenable film.*



Chicken & cheese
TAQUITOS!

1 Grain + 1 M/MA

Per Taquito

*Add Sauce
To Serve As
Enchiladas!**

*Nutritionals are subject to
change with sauce.



Made with
Whole
Grain
Tortillas



Clean
Label
Ingredients



Developed with
Ruiz
Family
Recipes



“Mexican food is
the most popular
ethnic cuisine
among Gen Z.”

Source: Mintel, International Food Trends:
Spotlight on Flavor, US, March 2017



Ruiz Foods is a certified minority owned and managed company, certificate number SC03978.

Contact Laura Lazor at LauraL@ruizfoods.com or 614-940-1960.

©2019 Ruiz Food Products, Inc.

The Kellogg's logo is written in its signature white cursive font on a red background.A yellow rectangular badge with the word "NEW!" in bold black capital letters.The MorningStar Farms logo features the words "Morning Star" in a white, textured font with a small clover-like icon between "Morning" and "Star", and "FARMS" in a bold, white, sans-serif font below it.A close-up photograph of several golden-brown, breaded chik'n nuggets on a blue plate. In the background, a carton of milk and a bowl of sliced fruit (apple and banana) are visible.

**MENU CONFIDENTLY
with a great-tasting
kid favorite.**

Ideal for school menuing, NEW and tasty MorningStar Farms® Chik'n Nuggets make it easy to add more plant-based protein into students' diets. These crispy on the outside, tender on the inside vegetarian nuggets will bring smiles to kids' faces!

Gen Z Demand Grows

Among the younger generation, 67% seek to eat more plant-based foods.¹ They also feel that vegetarian items are better for them and the environment.²

Feed the Need

As consumption increases, K–12 foodservice professionals are responding by planning to add more plant-based choices to their menus.³

Chik'n Nuggets Rule

They are now growing faster than any other category on K–12 menus, and MorningStar Farms® Chik'n Nuggets are the #1 veggie chik'n nugget brand⁴ with 84% share of the format—and growing!⁵

THE OHIO SCHOOL BREAKFAST CHALLENGE IS BACK!

The Ohio School Breakfast Challenge is back for the 2018-2019 school year. The Challenge encourages all schools to give their students a great start to their day with a healthy breakfast. Why? **Breakfast helps students do their best.**

How to Participate in the Challenge

All schools offering the School Breakfast Program can participate in the Ohio School Breakfast Challenge by submitting breakfast participation data from **February 1 – March 29, 2019.**

Recognizing Your Efforts

There is no need to sign up for the Challenge. School food authorities will receive an email the last week of March 2019 to report the total breakfast meals served, serving days and enrollment. Schools planning to participate must report breakfast data by **April 19, 2019.**

Breakfast All-Star Awards

Schools that report the following Average Daily Participation (ADP) rates at breakfast will receive a Breakfast All-Star Banner to proudly display in their school and the following statewide recognition:



Platinum

80% or higher total ADP



Gold

70–79% total ADP



Silver

60–69% total ADP



Bronze

50–59% total ADP



Rising Star

30% increase over previous school year ADP



Look for resources to help promote school breakfast at

OhioSchoolBreakfastChallenge.com

Brought to you by



Kappus

Serving success.



KAPPUS COMPANY
4755 W. 150th STREET
CLEVELAND, OH 44135
1.800.441.8089
www.kappuscompany.com



AccuTemp®

INNOVATIVE COOKING EQUIPMENT SOLUTIONS

*Unmatched Efficiency. Undeniable Quality.
Unbeatable Service.*



WORLD'S BEST
VISION
TOUCH
COMBI OVEN



WORLD'S BEST
EVOLUTION
BOILER-FREE STEAMER



Contact your AccuTemp® Representative
Paul Gerding
260-498-2321
pgerding@accutemp.net

*The Industry's Only Lifetime Service
and Support Guarantee.*

Standard 2 year K-12 Warranty!



Chapter Chat

CHAPTER 31

Chapter 31 had a meeting on February 28th at Wyoming High School. There was a “scratch” cooking contest to show off everyone’s inspiration, creativity and skills. These recipes had to be school friendly. They also voted on a new Secretary/ Treasurer at this meeting.

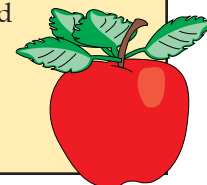
SNAP

The last SNAP meeting was held in October at Commercial Parts and Service where the members learned about taking their combi cooking to the next level. The next meeting is scheduled for February and the members will hear from and sample items from several brokers, giving their input of what they are looking for next school year!

SNAC Bites

SNA Election 2019: The Voters Have Spoken

Members of SNA have spoken, casting their ballots in the annual election for the Association’s top leadership positions. The winning candidates for the Board of Directors will be installed this summer during SNA’s [Annual National Conference \(ANC\)](#) in St. Louis, Mo., and will serve under the leadership of incoming President Doug Davis, SNS. The elected Leadership Development Committee members begin their term March 1, 2019 to align with the nomination and election cycle, under the leadership of Chair Dr. Lynn Harvey. The Industry Advisory Council Chair’s term begins August 1, 2019. SNA congratulates the [following candidates](#) on their election to the SNA Board of Directors, Leadership Development Committee and Industry Advisory Council, and thanks all the candidates for their enthusiasm and commitment to serve the national Association.



Thank you Industry Members!

Current members as of February 20, 2019

PLATINUM

AccuTemp Products Inc
Acosta
Alco-Chem, Inc.
American Dairy Association Mideast
Asian Food Solutions/Comida Vida
CN Resource
Conagra
Country Pure Foods
Descon Signage Solutions
Dietary Solutions
Domino’s Smart Slice
E. Ruff & Associates
Gordon Food Service
Heartland School Solutions
HPS
Innovative Solutions Group, Inc./
SFSPac
J&J Snack Foods
John Soules Foods

JTM FOODGROUP

JTM Foodgroup
Kappus Company
Kellogg’s
Kent Precision Foods Group
KeyImpact Sales & Systems
Meals Plus
National Food Group
PaySchools
Pilgrim’s/Goldkist Farms
Rich Products
Rizwitsch Sales
Ruiz Foods
S.A. Piazza & Assoc. LLC
Schwan’s Food Service
SESCO
Sysco
Talking Rain Beverage Company
Waypoint
Yangs 5th Taste

GOLD

2Market Group
Borden Dairy Company of Ohio, LLC
Hershey’s Ice Cream
Horizon Software International
PepsiCo

SILVER

Allied Technologies Food
Equipment, Inc.
DNO Produce
Hadley Farms, Inc.
Hallrich Incorporated dba Pizza Hut
Hoshizaki North Central
Koehler-Borden & Associates, Inc.
Kraft Heinz
Kunzler & Company, Inc
MealTime/The CLM Group
Nardone Bros.

We appreciate your support!

Quality you can taste...

...Consistency you can trust.



Turning up the heat... naturally!

Ask us about our menu ideas.

Turn old favorites into new, exciting additions to your menu!



Cindy Husar-Marschke - Regional Director of Sales

cindy@yangs5thtaste.com

cell 414-333-5578



MENU PLANNER

Our Menu Planner is just one of the perks you'll enjoy as a Member of HPS. Use it to create your **SCHOOL CYCLE MENUS, TRACK NUTRITIONAL VALUES, FILE 6 CENT CERTIFICATIONS** and more.

HPS has been helping schools fulfill their missions for more than 40 years. Learn more today! hpsgpo.com/800-632-4572



MEMBER-OWNED Group Purchasing Organization

MAKE THEIR DAY WITH THE FLAVORS THEY CRAVE.



TIP:
SEE HOW EASY IT IS TO ADD ASIAN TO YOUR MENU WITH OUR FREE PAIRING GUIDE.

*Source: Schwan's Consider Asian Proprietary Research 2014: Consumers

KIDS LOVE ASIAN FLAVORS,* AND MINH® ASIAN APPETIZERS, SAUCES AND ENTRÉES GIVE YOU AN EASY WAY TO KEEP THEM SATISFIED.

- Less-sodium sauces in 5 flavors kids love
- Boost the ingredients you already have on hand
- Simple solutions to customization and choice



MAKING BETTER DAYS FOR OVER 40 YEARS

TO SEE HOW YOU CAN ADD MINH® ASIAN TO YOUR MENU CALL 1-888-554-7421 OR VISIT SCHWANSFOODSERVICE.COM/K12MINH

©2019 Schwan's Food Service, Inc. All Rights Reserved. 0104



Tailored Solutions to Make Compliance Easy!

Child Nutrition Made Simple



Your Passion. Our Mission.

Dietary Solutions
is the
**USDA
REGULATIONS**
Expert



**ACCURATE,
ORGANIZED,
ON-BUDGET**
and we
GET IT DONE



25
YEARS OF
TRUST

& **100s**
of happy
SFAs!

WHAT WE DO



- ✓ **Mock Administrative Review**
- ✓ **Menu Certification (6 Cents)**
- ✓ **Operations Consulting**
- ✓ **Professional Standard Training**
- ✓ **Menu Development**
- ✓ **Mock Procurement Review**
- ✓ **School Wellness**

Exemplary **CUSTOMER
SERVICE, INTEGRITY,**
and **ACCOUNTABILITY**
are at the core of our
proven solutions.

Experts: Registered Dietitians, SNS Specialists, FSDs, CPAs
Certified Minority & Women's Enterprise

ALCO

Solutions for a Cleaner Environment



Celebrating 50 Years!

Innovative Chemicals & Supplies Backed By Uncompromising Service

We Can Handle Anything You Dish Out!



Dietary Service: 24/7, 365 days/year
In-House Machine Repair Department
Personal Customer Service - Talk to a Friendly Person!

We Guarantee Quality Because We Make It!

Warewash & Food Service • Commercial Laundry • Janitorial
Commercial & Residential Cleaning Chemicals, Supplies & Equipment



Find out more at www.alco-chem.com

North: 45 N. Summit St. | Akron, OH 44308 | P: 330.253.3535 | 1.800.589.ALCO | F: 330.253.9219
South: 1303 Park Ave. SW | Canton, OH 44706 | P: 330.833.8551 | 1.800.437.5248 | F: 330.833.0011

Legislative Action Conference

#LAC19

Legislative Action Conference is a favorite event for many SNA of Ohio members. We get to enhance the efforts that SNA Lobbyists work on all year long. It is exciting to have meaningful conversations with our congress people about how our operations help our students and provide jobs in our communities. On February 26th, 2019 our group of delegates from schools and industry partners in Ohio hit Capitol Hill to discuss the SNA Issue Paper which included many pertinent topics that could have very beneficial impacts for our operations. We left each congress person with a plaque for their office and samples of Eshleman Farms apples grown in Ohio.

- **Continue and increase USDA Foods (commodities) support for the School Breakfast Program (SBP).** The FY 2019 Agriculture Appropriations Bill contains \$20 million for breakfast commodities.
- **Support USDA's ongoing effort to simplify child nutrition programs.**
 - ♦ (AR) Cycle for School Food Authorities (SFAs) that consistently operate in compliance.
 - ♦ Encourage USDA to modify the Smart Snacks in School rule to allow all menu items that are permitted to be served as part of a reimbursable meal to be sold at any time a la carte.
- **Urge USDA and the US Department of Education, in collaboration with SFAs, to develop best practices and guidance to ensure school schedules provide students adequate time to eat healthy school meals.**
- **Oppose any effort to block grant school meal programs.**

Thank you to the following people who were able to CHARGE THE HILL this year!! Our group included 7 first-timers!!

Stacey Bettis
Winne Brewer
Jennifer Bujak-Hirsh
Tina Bulle
Chris Burkhardt
Nicole Carpentar
Juliana Carvi

Patrick Clemens
Roger Doseck
Carol Erb
Laura Filippi
Adriana Flener
Paul Gosinger
David Hackman

Deborah Hart
Krys Hess
Tiffany McCleese
Nicole Morrison
Stacie Pabst
Deanne Pastva
Sally Rathje

Ashley Ritz
Joe Rovelli
Mike Samano
Jessica Shelly
Rachel Tilford
Beverly Wasserbeck
Lincoln Yee



Smooth-Frozen®
sideKicks™
 Celebrations

A Flavor for Every Occasion!

100% Juice • No Added Sugars • Qualifies for Smart Snacks



 **Eeek!**

Orange and
 Cream Flavor

Fall



 **Jolly!**

Kiwi and
 Strawberry Flavor

Winter



 **Be Mine!**

Bold Cherry
 Flavor

Winter



 **Bloom!**

Watermelon and
 Lemonade Flavor

Spring



 **Hooray!**

Banana and
 Cherry Flavor

Year-Round



 **Fiesta!**

Mango Sriracha and
 Pineapple Horchata Flavor

Year-Round

Country Pure Foods' Headquarters is Proudly Located in Akron, Ohio.



Sheri Petrich, Regional Sales Manager- Country Pure Foods: SheriP@Juice4U.com or 724-981-2189

DOMINO'S® DOES DELIVER TO YOUR SCHOOL



As the experts in pizza delivery, Domino's makes it easy for you to get hot, made-to-order pizza — that meets USDA nutritional guidelines — right on time for your lunch period.

To learn more about Domino's Smart Slice program, call 800-810-6633 or email schoollunchinfo@dominos.com



THE SMARTEST LUNCHROOM is smarter than ever before!



Introducing the Next Generation of Nutrition Technology

- Student Information System Connector
- Free & Reduced Management
- Financials
- Online Applications
- Point of Sale
- Online Payments Integration
- Inventory Management with Mobile App
- Menu Planning with USDA Nutrient Analysis
- Single-Sign-On
- Real-Time, Instant Access to Data Reports
- Web & Digital Menu Suite
- Analytics and Custom Reporting



Web-Based



**Intuitive and
User Friendly**



**Award-Winning
Customer Support**

**BRINGING MORE
TO YOUR LUNCH LINE.**



Culinary Inspirations • Competitive Bidding •
Farm-To-School • Commodities • Sysco Mobile •
New Items • Local Products •
Manufacturer & Broker Representation • Innovations

Learn how we can be a valuable resource partner for your lunch line.

Good things
come from
Sysco[®]

Thank you for your business! Enjoy your summer!
Stop by for a visit at our SNA-Conference Vendor Expo Booth!



Sysco Cleveland 800-786-2100 | Sysco Cincinnati 800-326-1112
www.Sysco.com



THE VERSATILE PERFORMANCE YOU NEED FOR PREPARING SCHOOL FOOD WITH CONSISTENTLY GREAT RESULTS

ABC7 COMBI OVEN

SIMPLE CONTROLS. SMART TECHNOLOGY.



Did you know that anyone who can work a convection oven can use the Vulcan School Combi Oven?

Operator training in minutes (not days). Just 3 simple knobs to use:

- Temperature
- Time
- Humidity is auto set to give you ideal cooking conditions



Tim Mulvey, CFSP
800-788-8196
tmulvey@eruffassoc.com



Visit www.vulcanequipment.com/k12 for information on specifications or budget pricing.



DONE TO PERFECTION.

Contact Renee Bowen at
1-877-337-2661 (toll-free)
or Renee@desconinc.com

www.desconinc.com

descon

PROVIDING SIGNAGE AND
GRAPHICS FOR OVER 15 YEARS



NEW PHILADELPHIA HIGH SCHOOL
NEW PHILADELPHIA CITY SCHOOLS, OH



ADD *Personality* TO YOUR CAFE!

© Copyright Descon. All Rights Reserved.



WHOLESOME GRAINS.

Rich's Fresh 'N Ready Whole Grain Oven Rising Sheeted Pizza Dough delivers authentic pizza shop flavor and texture, along with two whole grains per serving. Because pizza lovers won't settle for anything less than the real thing. And our dough is as real as it gets.

Let's dough it.



For more information please contact:
Lori Mattingly
502-554-6432
lmatingly@rich.com

For more Rich's K12 foodservice innovations and solutions,
visit richsfoodservice.com/k12.

Upcoming Events

- This year's Summer Food Service Program (SFSP) summit was on February 12, at the Mid-Ohio Food Bank in Grove City, Ohio. The event featured panel presentations and discussions focused to increase participation and reach children in need through a variety of strategies. Breakout sessions were offered to help Ohio's SFSP improve and expand its reach and services and introduce first-timers to the benefits of the program.
- The Ohio Department of Education will join the Ohio Chapter of the American Academy of Pediatrics (Ohio AAP) for the **Food Insecurity Summit** on Wednesday, Feb. 27, from 1:00 - 3:30 p.m. at the Ohio Department of Health, 246 N. High Street, Columbus, Ohio, 43215.

The Food Insecurity Summit brings together a statewide group of child health and wellness professionals to discuss and act on important topics impacting the lives of children. Join a group of doctors, nurses, family organization representatives, social service professionals, industry, and policy experts. Together, we will address challenges using a diverse and interdisciplinary approach to collaborate on ways to innovate and expand awareness about food insecurity, determine how to identify and assist at-risk families and those experiencing food insecurity, and pinpoint opportunities for breaking barriers through new actions or partnerships.

Training Calendar

Summer Food Service Program (SFSP) Application and Compliance Training

- April 3 and 29 at the Ohio Department of Agriculture, 8995 E. Main Street, Reynoldsburg, Ohio, 43068
- May 15 and 28 at the Ohio Fire Academy, 8895 E. Main Street, Reynoldsburg, Ohio, 43068

National School Lunch Program (NSLP) Basic Training

- March 22 and May 24 at the Ohio Department of Agriculture, 8995 E. Main Street, Reynoldsburg, Ohio, 43068

NSLP Administrative Review Training

- February 21 at the Ohio Fire Academy, 8895 E. Main Street, Reynoldsburg, Ohio, 43068
- March 6 at the Ohio Department of Agriculture, 8995 E. Main Street, Reynoldsburg, Ohio, 43068

2019 Nutrition and Wellness Training and Vendor Show:

This year's training and vendor show is set for July 29 at the Greater Columbus Convention Center, 400 N. High St., Columbus, Ohio. The event features panel presentations from the U.S. Department of Agriculture, Ohio Department of Education and other community partners. Breakout sessions will be offered to help Child nutrition program participants improve and expand their reach and services, and introduce first-timers to the benefits of the program.

Reporting

The Community Eligibility Provision (CEP)

annual reporting is due Friday, April 12. All school food authorities, excluding Residential Child Care Institutions (RCCI), must report by participating building, enrollment and the number of students categorically eligible for free meals in the Claims Reimbursement and Reporting System (CRRS) regardless of interest in CEP. Categorically eligible includes children approved for free meals based on direct certification or extension of direct certification benefits, homeless, migrant and runaway children, and foster children deemed free eligible through court documentation (not submission of a free or reduced-price meal application). Starting the week of March 11, reporting process steps will be published in the weekly items of interest emails.

School Food Authorities (SFA) newly electing or establishing new base year for CEP for school year 2019-2020 must do so in the CRRS by Sunday, June 30. No late elections are permitted for school year 2019-2020. The CRRS 2019-2020 application will open around April 1. Starting the week of March 25, instructions for electing CEP in the 2019-2020 CRRS application will be published in the weekly items of interest emails.

Applications

The Summer Food Service Program (SFSP) application is now open in the Claims Reporting and Reimbursement System (CRRS). Schools, public agencies and private nonprofit organizations may apply to sponsor the program.

The Summer Food Service Program (SFSP) ensures that low-income children continue to receive nutritious meals when school is not in session. All children ages 1 through 18 are eligible to receive free meals during the summer months at participating program sites.

continued on page 30

ODE Update

continued from page 29

The SFSP provides sponsoring agencies reimbursement for nutritious meals and snacks at sites that meet eligibility requirements when school is not in session.

Opportunities

2019 Ohio School Climate State Grant for the 2019-2020 school year is now open. The program is a competitive grant that enables the Department to provide financial assistance to implement Positive Behavioral Interventions and Supports (PBIS) frameworks and evidence- or research-based social and emotional learning initiatives in eligible buildings.

By increasing the number of districts trained to implement PBIS and other social-emotional learning initiatives, the Department strives to decrease discipline incidents that result in suspension or expulsion of students in kindergarten through grade 3. The grant

prioritizes school buildings with an economically disadvantaged rate above the state average and school buildings with high out-of-school suspension rates.

The application window opens in the Department's e-grant system, the Comprehensive Continuous Improvement Plan (CCIP), on Feb. 21 and closes March 21 at 4:59 p.m. Grantees will be notified of awards in April 2019.

More information about the grant, applicant eligibility and application details are [available here](#).

We appreciate the opportunity to communicate with you about child nutrition programs as we work together to feed more children in Ohio.

Office of Integrated Student Supports
Ohio Department of Education
614-466-2945
1-800-808-6325

The Office of Integrated Student Supports invites you to attend the...



Training and Vendor Show

Monday, July 29, 2019

Greater Columbus Convention Center

400 N. High St., Columbus, OH 43215

Registration 8 a.m.
Opening remarks 9 a.m.

Deadline to register is July 20, 2019.

Register on the [Claims Reimbursement and Reporting System training page](#).

Call 877-644-6338 for more information.

Ohio

Department
of Education

WHEN KIDS EAT BETTER THEY DO THEIR BEST



Serve students safely

Gain expert advice from our Nutrition Resource Center.



Stay on track

Let us help you monitor inventory and manage your commodities.



Create memorable menus

Plan and execute 5- or 7-day menu cycles with our monthly and seasonal menu templates.

To learn more, visit [gfs.com](https://www.gfs.com).

Gordon[®]
FOOD SERVICE

IT'S PICK-ME-UP COOL-ME-DOWN KEEP-ME-FOCUSED HYDRATION.



SQWINCHER® ELECTROLYTES MAKE THE GRADE FOR HYDRATION

Sqwincher® electrolyte replenishment beverages bring great tasting electrolytes to the student body. Students need proper hydration to remain focused and learn effectively. Water alone does not provide all of the necessary electrolytes. Give those students the electrolytes they need and enjoy great taste and refreshing Sqwincher!



FOR HIGH SCHOOL



Contains 0% Juice

CHECK OUT SQWINCHER® QWIK STIK® ZERO POWDER MIX SINGLE SERVE STIKS

- Sugar free
- Low calorie
- No aspartame
- Gluten free
- Low sodium
- Just add to bottled water
- Smart Snack compliant for High School

LET'S NOT FORGET SQWINCHER® LITE READY TO DRINK 12 OZ. BOTTLES

- 1/3 less calories than original Sqwincher
- Naturally flavored
- No added color/dyes
- No preservatives
- No artificial sweeteners
- Low sodium
- Gluten free
- Smart Snack compliant for High School

Jocelyn Koziara
Jocelyn.Koziara@kentww.com



Precision Foods Group

©2018 The Sqwincher Corporation. Sqwincher is a registered trademark of The Sqwincher Corporation. www.precisionfoods.com/Foodservice/brands/Sqwincher





Rizwitsch

SALES, LTD.

Your source for All Natural* clean-label products for your menu

*Minimally processed and contains no artificial ingredients



Students Line up for All Natural*

Your Students are familiar with All Natural* on menus away from school, give them what they want in the cafeteria



In Central/Northern Ohio Markets
Contact: Pam Reitz
Phone: 330-858-2519
Email: preitz@rizwitsch.com

In Central/Southern Ohio Markets
Contact: Vince Petrella
Phone: 330-703-2069
Email: vpetrella@rizwitsch.com



Goals drive your nutrition program

From planning healthy menus



to speeding up serving lines



boosting participation

sharing menus with parents & students



increasing online pre-payments

and controlling costs



That's why we're here to help every step of the way

Heartland

HeartlandSchoolSolutions.com  

POINT OF SALE | ONLINE APPS | DIGITAL MENUS | MENU PLANNING | ORDERING & INVENTORY | PAYMENTS

Give Your Mac Menu a *Makeover*

Our Three Cheese Cavatappi (WGR) is a great upscale addition to your pasta line. This made-over mac features a creamy sauce made with a blend of cheddar, Romano, and Parmesan cheeses. Irresistible as is or serve on a Mac Bar with a variety of toppings.

Learn more and get recipes at
www.jtmfoodgroup.com.

No
artificial
flavors
or colors.

J.T.M.
FOOD GROUP

Let's Create Great Dishes Together!®

Roger Doseck • (513) 240.9465 • rogerdoseck@jtmfoodgroup.com

*ProView*TM
K-12

John Soules Foods
Great Food, Made Simple.

TRIED *us yet?*

John Soules Foods ProView K-12 premium brand provides a variety of excellent tasting meal options for your school menus.

**Whole Grain Breading • Low Sodium
NAE Available and Much More!**

For a no obligation tasting, please contact your Regional Sales Manager:

CHERYL PRATT • 847.812.3388



JohnSoulesFoods.com



SNA 2018-19 Important Dates

- 2019 SNA National Leadership Conference – May 9-11 – Sarasota, FL
- 2019 School Lunch Hero Day – May 3rd
- 2019 SNA of Ohio Annual Conference – June 18-20 – Columbus, OH
- 2019 Annual National Conference (ANC) – July 14-16 – St. Louis, MO

SNAC Bites

Meet Me in St. Louis: ANC 2019 Sneak Peek

We can't wait to meet you in St. Louis for the [73rd Annual National Conference](#) July 14-16, 2019! Check your March issue of *School Nutrition* for a sneak peek of #ANC19 – featuring [inspiring keynote speakers](#), expanded [pre-conference workshops](#), 120+ [education sessions](#), and 875+ [exhibitors](#). Take note of the new [3-day schedule](#) for 2019 allowing you less time away from home and work! The conference runs from Sunday July 14 through Tuesday July 16, with pre-conference workshops on Saturday, July 13.

Introducing SNA's New Procurement Zone!

As part of SNA's ongoing efforts to help school nutrition professionals on a path to continuous improvement in procurement practices, SNA has launched the [Procurement Zone \(www.schoolnutrition.org/Procurement\)](http://www.schoolnutrition.org/Procurement), as part of its new [SNA Learning Center \(www.schoolnutrition.org/LearningCenter\)](http://www.schoolnutrition.org/LearningCenter).

The Procurement Zone offers user-friendly resources available to SNA members including procurement do's and don'ts, procurement regulations, procurement and administrative review preparations, understanding the Buy American provision and more. You'll also find templates from state agencies across the country and a primer designed to help school business officials understand the nuances of school nutrition procurement.

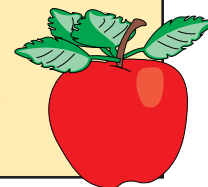
The goal of the new Procurement Zone is to help you feel more confident in this complex part of school nutrition. The resources available will help you manage effective, fair, transparent and competitive procurement practices. Check it out today at www.schoolnutrition.org/Procurement!

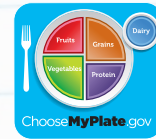
Read the Latest JCN&M: Can Lunch Period Duration Affect Nutrient Consumption?

As part of new research released in the *Journal of Child Nutrition & Management*, the impact of the length of school lunch periods on nutrient consumption was studied. The goal of the study was to determine whether time available for lunch impacted consumption of school meal items, particularly nutrients typically under-consumed such as vitamins A and C, fiber and calcium. [Learn more.](#)

Submit Your Research on Special Diets!

Special diets are a hot topic of debate in lunchroom and school nutrition departments. For the upcoming Fall 2019 edition of *Journal of Child Nutrition & Management*, the issue will be themed with this interesting topic in mind. Consider sharing strategies, research, tips or stories from your own experiences. Submission deadline is May 15, 2019. [Learn more.](#)






Don't just keep up...get ahead!

Our Education Specialists can assist in:

- Meeting Regulations
- Commodity Drawdown
- Menu Planning
- Diversion Planning



KEYIMPACT
Sales & Systems, Inc.

For more information, please contact KeyImpact Sales & Systems, Inc.
 Leah Olex | 270-799-4140 | lolex@kisaales.com
 Tiffanie Catron | 937-441-9563 | tcatron@kisaales.com
 www.kisaales.com  

Panasonic

Panasonic Microwaves
and Sonic Steamers

Fast, high quality steaming
without a water line or drain

No deliming

3 year full warranty



The RATIONAL SelfCookingCenter

Offering the most beneficial and cost effective
cooking solution for commercial kitchen.

Use RATIONAL's innovative combi technology to
perfectly fry, roast, grill, steam, poach, bake, and much
more, all in a single self-cleaning piece of equipment.



For more information go to:
rationalusa.com



High quality custom walk
in coolers and freezers

Heavy duty reinforced doors
and floors

10 year panel warranty



Custom serving lines to
meet your exact needs

Get the kids thru the line faster!

Make your cafeteria a fun
place to eat!

Breakfast and Sharing carts!



Fully insulated

Patented Armor Heat
for quality food holding

Holds up to 16 sheet pans
or 32 steam table pans

SESCO

Rylie Church - Southwest Ohio
Jeff Robertson - Central Ohio
Mike Rykaceski - Eastern Ohio
Ken Barr - Northwest Ohio
Charley Miller - Northeast Ohio
Kevin Leonard - President

513.262.5932
614.579.8905
412.860.2655
734.476.1401
216.406.4198
614.314.0341



**Trusted Brand-
Trusted Quality**

3 year full warranty

5 year compressor warranty



ZEE ZEE'S®



NEW APPLESAUCE CUPS FLAVORS



FLAVOR INFUSED DICED FRUIT CUPS

PROCESSING SOMETHING UNIQUE

Commodity Processing Leader & Innovator

- Local Distribution • Direct Ship Options • Free Samples
- New for SY 19-20 – Now an NOI Processor!

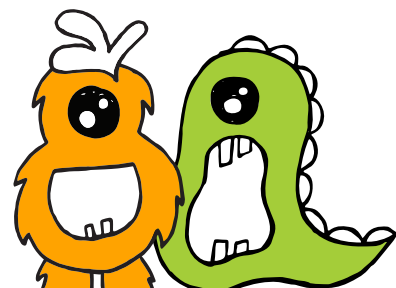


Check out our new Zeesources!

Editable menu templates, printable posters, coloring sheets and more!
 Visit ZeeZees.com/zeesources

Dan Moss | dross@nationalfoodgroup.com | 248.560.2340
www.nationalfoodgroup.com/ZeeZees • 800.886.6866

National food group Zee Zees® are part of the National Food Group Family





WAYPOINT



SCHOOL
NUTRITION
ASSOCIATION

**Accomplished
Clients**

**Working
Together**

**Providing
Solutions**

Our top tier manufacturers are the perfect partners for your K-12 menu needs from breakfast in the classroom and supper programs to USDA commodity planning and everything in between.

- **NSLP Final Rule Implementation**
- **Rising Food Costs**
- **On trend menu concepts to grow ADP**
- **Additional Fruit & Vegetable Requirements**
- **Reaching New Low Sodium Targets**
- **51% Whole Grain Compliance**
- **Competitive Foods / Smart Snack Rule**
- **Special Student Dietary Needs**
- **Commodity Planning & Direct Diversion**

For more information, contact your Waypoint Representative:

HOLLY MCGARRY RD, LD
(734) 679.7074
holly.mcgarry@asmwaypoint.com

CINDY FLEGE
(513) 309.3265
cynthia.flege@asmwaypoint.com



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.

To Learn more about SFSPac:

- **Northern Ohio** - Contact **James Bannerman** with **Innovative Solutions Group** at 866-802-2385, or isgjames@hotmail.com
- **Central and Southern Ohio** - Contact **Chuck Robison** with **SMART Systems** at 502-376-6133, or chuck@smart-4.com



Authorized Provider

SFSPac® ©2015 All rights reserved.



FULL OF FLAVOR. JUST LIKE YOU.

SPARKLING FRUITY WATERS.
WITHOUT THE SUGAR.



For information about Sparkling Ice,[®]
contact foodservice@talkingrain.com

Your **BEST** choice for school milk!



Borden half pint school milk available in **3 GREAT FLAVORS!**
Grade A • Pasturized • Vitamins A & D
For More Information Call
Toll-Free (855) 226-7336

COMMITTED TO
CUSTOMER SATISFACTION.

Jim Chows, Clinton PSD

Excellent service!

Patty Howell, Taylor County School District

Your staff is wonderful! So helpful, they don't make you feel like a dummy. So caring to help me and get it fixed. So patient and kind. Thank you so much!

Chris Strickland, Bartlett City Schools

SUPPORT IS AWESOME.

At Horizon Software, we begin each new day looking forward, and focused on serving you! We are here to listen and be your comprehensive partner in managing your school nutrition department.

Horizon Software is passionate about its role in K-12 school nutrition.

We are **continuously refining our focus** on the people who use our software every day by renewing our team's commitment to K-12 school nutrition.



horizonsoftware.com
 800.741.7100



HORIZON SOFTWARE

Testimonials are from Horizon Customer Satisfaction surveys taken in August and September 2018.

Getting a *smile* with every serving



That's what the passion to please is all about
 PepsiCo can help you delight your students every day.
 visit pepsicoschoolsource.com to learn how.



All trademarks are owned by PepsiCo, Inc. and its affiliates © 2018

A Complete
Smart Snacks Program



- **Huge selection** of ice cream treats to meet everyone's tastes that will **boost your sales and profits.**
- **Exceptional customer service** that surpasses our competition and **saves you time and money.**
- Complete freezer program at **NO charge to you***
- Smart Snack approved items from a family-owned **company that cares** about children's nutrition.



Smart Snacks in Schools
In conjunction with the Alliance for a Healthier Generation.

www.hersheysicecream.com/SmartSnacksInSchools

©PRODUCTS OF HERSCHEY CREAMERY CO. - NOT AFFILIATED WITH HERSCHEY'S CHOCOLATES

*Must meet volume requirements