

SNAPA HAPPENINGS

FALL 2021



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A MESSAGE FROM OUR PRESIDENT



Hello Pennsylvania School Nutrition Hero's,

The last two years have changed the world as we knew it. During that time, we have identified new ways to serve students, learned how to operate various technology outlets to host and attend meetings, and shared many success stories. The unsung heroes of the state have made the School Nutrition Association of Pennsylvania boast in pride. Being a member of SNAPA provides engaging opportunities to connect with peers and partners that only the bonds of networking create. This year will bring many more challenges with the supply chain and staffing shortages but SNAPA will be here every step of the way to offer guidance and support.



School nutrition professionals across the nation have received attention like never before. With the extension of the Seamless Summer Option school meals have become essential so that students can continue to learn. The opportunity to serve everyone a no cost reimbursable meal has become a reality because of the pandemic. School food service programs have geared up for the long haul, and as always, continue to deliver wholesome meals. As the School Nutrition Association of Pennsylvania President, I look forward to showcasing all the amazing contributions you offer the students and districts of our great state.

As President, I look forward to working with the current board to engage existing members, reconnect with those who did not renew their membership, and recruit new members. I encourage each of you to invite a peer that is not a member to participate in SNAPA by attending a chapter meeting or a regional food show.

I am excited and honored by the opportunity to serve as your President. I also want to thank you for the support and advocacy you have shown for the issues which SNAPA continues to fight for. Without your efforts and commitment, we would not be successful.

Looking ahead to the future, plans are developing at this time for the SNAPA 2022 Annual Conference at the Spooky Nook in Manheim, Pennsylvania.

This conference is positioned to be a major event in the history of the organization. We will keep you posted on this event as well as continuing educational opportunities such as SNAPA Teaches Tuesdays and SNAPA Connects.

Sincerely Yours,

Dimitra Barrios
2021-2022 President

School Nutrition Association of Pennsylvania

2021-22 Board of Directors

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PDE/PROJECT PA FARM TO SCHOOL UPDATE

Elaine McDonnell & Audrey Hess

Pennsylvania Harvest of the Month

Pennsylvania Harvest of the Month (PA HOM) materials including posters, fact sheets, newsletters, recipes, and more are now available for all 15 PA HOM items on the PA HOM website - www.paharvestofthemonth.org. Newest additions to the site include preschool activity sheets and recipes for Child and Adult Care Food Program sponsors. Resources are also available related to local procurement, produce safety, and taste-testing. If you are implementing PA HOM, share your story through the submission of a Promising Practice and it will be published on the PA HOM website. The project team is currently working with 10 Pennsylvania School Food Authorities to develop standardized recipes for selected PA HOM items. When completed, these recipes will be included on both the PA HOM website and the Institute of Child Nutrition's Child Nutrition Recipe Box.

Pennsylvania Farm to Child Nutrition Summit

The first-ever Pennsylvania Farm to Child Nutrition Summit will be held in 2022. The summit is tentatively scheduled for February 23rd at the Farm Show complex in Harrisburg but, given pandemic-related concerns, organizers are discussing the possibility of delaying the summit until later in the year and possibly identifying a more open-air location. The purpose of the summit is to facilitate peer-to-peer learning and networking among Child Nutrition Program (CNP) operators, establish connections between CNP operators and producers, and showcase farm to child nutrition "best practices." The summit planning committee is looking for engaging speakers who have a farm to child nutrition experience to share or who want to engage the audience in discussion around a farm to child nutrition topic. Presentation proposals are currently being accepted through the Project PA website.



Culinary Training Sessions

Four 2-day culinary training sessions are planned for the summer of 2022. Dates and locations are to be determined. These hands-on sessions designed to help school food service employees plan, prepare, and present attractive meals that students will enjoy will be led by Chef Bill Scepanisky of Smart Partners, LLC. PA HOM items will be featured in many of the recipes prepared during these sessions. Any school that is represented at these sessions will be eligible to apply for a \$2,500 mini-grant to extend the lessons learned at the sessions in their schools. More information about these sessions will be shared in early 2022.



Rest, Relax, and Enjoy the Holidays! Happy New Year 2022!

- In Person Trainings are back!
 - *Schedule **early** for August*
- Manager Skill Training ***New***
- ServSafe™ Certification Classes
- Consulting and Analysis
- Interim Program Management



UPDATES FROM THE PA DEPARTMENT OF AGRICULTURE, BUREAU OF FOOD ASSISTANCE

Caryn Long Earl, Director

Distributor Contract Changes and USDA

Foods Considerations: As everyone is now aware, the new 5-year Distributor Contracts for USDA Foods were put into place as of July 1, 2021. Gold Star Foods was awarded the contract for Regions 1-7, and Share Food Program retains the contract for Region 8. Both of these distributors are working to develop and roll-out online ordering platforms in the coming months,

which should both modernize and simplify the process of ordering NSLP Brown Box products from the distributors and also provide a real-time look at what products are currently on each individual School Food Authority's account at the distributor.

Unfortunately, USDA Foods are not immune to the supply chain disruptions that schools have otherwise been experiencing in procuring needed foods and other supplies. In an effort to keep our SFAs as updated as possible on order status, delivery dates, and cancellations, our office will now be issuing monthly updates to the Gold Star and Share Delivery Calendars. These calendars will be sent out via email and will be available for viewing on PA Meals.

For those in Regions 1-7 receiving product from Gold Star Foods, it is important to remember that each truckload of USDA Foods that is delivered to the distributor is now being allocated amongst schools in 62 counties. This means that, while you may receive more frequent allocations, as more trucks are coming into this distributor, each individual allocation will be much smaller than what you may have received in previous years.

Processing: As a reminder, if schools are interested in changing the distributor from which they receive processed product containing USDA Foods, we ask that they notify our office PRIOR to obtaining product from the new distributor. These changes can be made quickly, will update on the computer systems overnight, and will be effective the next day. Failure to request this change before obtaining the product could potentially result in the inability to receive the Net off Invoice (NOI) product discount.

Flexibility! As we have already learned, flexibility will be the key buzz word for the 21-22 school year as it pertains to the school lunch program. We encourage school food authorities to continue to be as flexible as possible this year. For instance, if you have the space to safely store additional quantities of food, you may want to consider taking advantage of biweekly instead of weekly delivery. Or, if a processor you routinely work with can't fulfill your orders for a period of time, you may want to consider switching to a different processor.

Questions? As always, we are here to assist you with any USDA Foods needs. Please feel free to reach out to us at any time if you need assistance at 800-468-2433 or RA-Fooddist@pa.gov.



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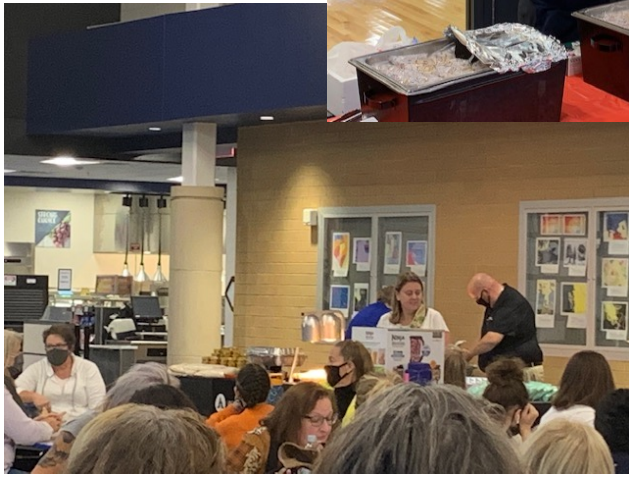
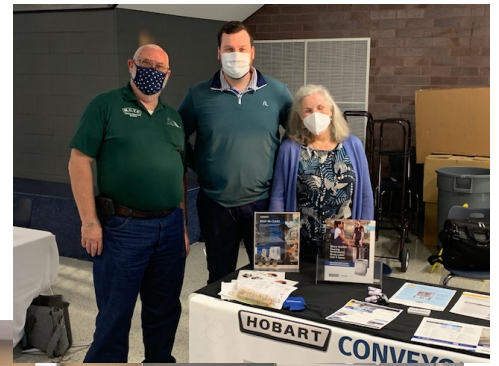
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Manheim Township Food Show



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Serving Your Mission



Pittsburgh Public Schools' Food Service Department tied together the ideas of National School Lunch Week and Smoothie Tastings. During the September Chapter 23 meeting the American Dairy Association Rep. Robin Duff demonstrated smoothies and shared samples. Staff were encouraged to share tastings with the students during the National School Lunch Week as a fun discussion and engagement with students. The staff was "Wild" to put their talents on display with chocolate banana smoothies, exciting tiger cub cuties, and a safari to explore.



Elementary School Students in the **Tulpehocken Area School District** participated in a "Wild About School Lunch" Coloring Contest!





State College ASD elementary staff went Wild for School Lunch with a cafeteria decorations contest. Students went wild when they found their lunch lines turned into jungles and African savannas!



Celebrations took place in all the Hatboro-Horsham School District cafeterias on Friday, October 15th. Students that participated in lunch received prizes, free snacks and more! The school community helped decorate the cafeteria based on this years theme "Wild about School Lunch". The Superintendent and District Administrators came out and helped serve meals and spend time with the students during their lunch period.



At Dover, the Wellness Committee combined with NSLW to be Wild about Wellness and School Lunch. The Dover school nutrition team did not disappoint! We decorated, dressed up and tried new menu items, despite the food shortages and everyone had a Wild time! Throughout the week we featured morning announcements offering the students "Nutrition Nuggets" and "Wellness Wisdom". High School and Middle School students were invited to participate in an art and writing contest as well, by showing or telling us about their favorite wild animals, physical activity and school meal and what may happen when all of those things collide one day in the cafeteria with all their friends! Winners receive a \$25.00 or \$50.00 gift card to our District School Store, The Red Zone!



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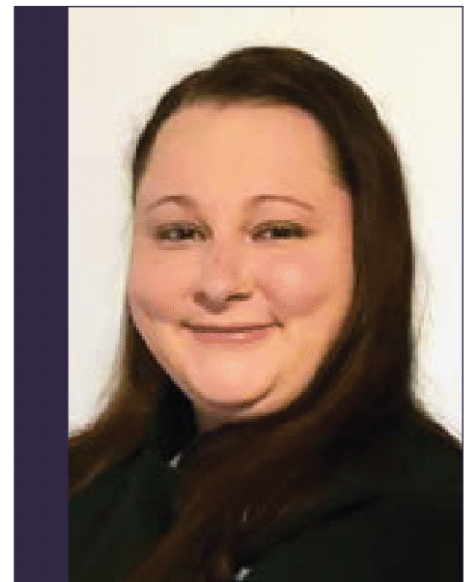
Manager of the Year

Amber Ott-Underdown

Upper Bucks County Technical School, Pennsylvania

As cafeteria manager at Upper Bucks County Technical School (UBCTS), Amber Ott-Underdown has been on a mission to change perceptions about school meals. “I’ve always been passionate about making things better,” says Ott-Underdown. That philosophy applies to personal improvement, as well. “I didn’t have much of a school nutrition background before starting here, and because this industry changes all the time, I have learned that professional development is extremely important for keeping up with the trends.” Even during the pandemic, Ott-Underdown made it a priority to leverage her SNA membership to continue learning.

“I’ve become more and more involved with SNA over the years, especially during COVID,” Ott-Underdown continues. Prior to the crisis, she and her staff regularly participated in in-person training opportunities and attended local chapter meetings of SNA of Pennsylvania (SNAPA). Throughout the pandemic, they’ve taken advantage of online offerings. “If I don’t know how to do something, I’m going to find out, whether I’m watching an official training video or finding it on YouTube and practicing it myself to show my staff.”



Throughout SY2020-21, this award-winner and her staff have been able to serve meals in person, but there have still been operational challenges to navigate. Serving a technical school that receives students from three participating districts, UBCTS nutrition staff must accommodate three separate district schedules, each operating the spectrum of in-person, hybrid and/or virtual learning models in all of their fluctuations and iterations. As a result, “We are only feeding about a third of our typical number of students right now, and unfortunately that has been a huge financial burden for us,” reports Ott-Underdown. Their popular catering

program has also been on hold due to the pandemic, but she remains focused on what she *can* control: using UBCTS foodservice to create community.

That sense of community has personal resonance for Ott-Underdown. You see, she’s not just an UBCTS employee—she is also a graduate of the school’s culinary arts program. She returned at age 21 to work first as an instructional assistant, then as catering coordinator. When she took over as cafeteria manager at age 26, her approach to managing a staff of veteran school nutrition professionals was to lead with positivity and optimism.





Amber Ott-Underdown

Cafeteria Manager

Upper Bucks County Technical
School, Perkasie, Pa.

SNA Member Since

2016

Lives In

Riegelsville, Pa.

Favorite School Lunch

“Tech Noodles” is a UBCTS dish Ott-Underdown recalls from her own time as a student. She made a few adjustments to the old recipe, and it continues to be extremely popular to this day—even staff members circle the dates it appears on the menu, and students tell her their parents have fond memories of the dish.

“I wanted to keep the tradition going,” she says.

Family

Husband Josh, sons Dalton (9)
and Jameson (4)

“If I’m excited about something, then my staff is excited about it, and they pass that on to the kids,” she reports. “I’m always focused on doing something better than I did the last time.”

There’s a lot to get excited about! Over time, Ott-Underdown and her staff started experimenting with new dishes, including scratch-made items that both maximized USDA Foods and earned positive attention from students. One particular “fan favorite” was a Chicken Cheesesteak Burrito—a clever (and a bit risky!) twist on the regional classic Philly Cheesesteak sandwich. “Try It Tuesdays” exposed students to other new menu items and recipes. Not every experiment worked (RIP Chicken Curry Casserole), but students appreciated the efforts and the opportunity to offer feedback. Today, the UBCTS cafeteria offers a largely scratch-cooked menu, from hamburgers to beef chili to whole roasted chickens that end up in salads, sandwiches and soups.

Introducing scratch cooking, increasing participation and leading her staff with enthusiasm—these were just a few reasons Pennridge School District Director of Nutritional Services Gina Giarratana nominated Ott-Underdown for Manager of the Year. “Everything she does is about the students. They are her driving force and why she goes above and beyond every single day in every single thing she does,” says Giarratana, who supervises foodservice at UBCTS, in addition to Pennridge.

Giarratana affirms that an important part of her own job is showing her staff the benefits of SNA national and state membership. “The networking and relationships you make

through SNA are invaluable. Being a part of something bigger than your one cafeteria is powerful,” she explains. “I feel so strongly about the organization, my district pays for our cafeteria managers to be SNA national members because the training, the networking and the opportunities the Association provides for school nutrition professionals is unparalleled.”

There’s another special SNA connection for Ott-Underdown that deserves mention: A notable pre-pandemic highlight for UBCTS’s culinary arts students and school nutrition staff has been hosting the annual SNAPA chapter Christmas dinner. Previously held at a restaurant, this gourmet dinner with all the trimmings was moved to UBCTS. Culinary and baking students help Ott-Underdown execute the event, and providing this catering experience to students is an especially rewarding part of her job. “Over the years, students have come back to thank me for the experience,” she reports. “They have used me for a reference, and a lot of them have gone on to college and done really well for themselves.” Hopes are high that the SNAPA holiday dinner will return to UBCTS in 2021, along with other popular events like Breakfast with Santa and Breakfast with the Easter Bunny fundraisers that she revived from her student days.

Ott-Underdown has been undeterred by pandemic complications this last year. Her philosophy for professional success is simple and effective: “I go in every single day and try to do better than I did the day before: the appearance of the food, tweaking recipes, asking questions, learning and making sure the kids are enjoying it.”



Congratulations!

Northeast Region Director of the Year!

Curtistine Walker

Pittsburgh Public Schools, PA

Congratulations to SNA's Northeast Region Director of the Year, Curtistine Walker. Curtistine is the Director of Food Service for Pittsburgh Public Schools and has been in the school food service industry since 1994. Curtistine has served as an influential leader in her school district as well as through SNAPA. Thank you, Curtistine, for your continued support of students and school nutrition professionals across the state!



[Read more about this recognition!](#)

Pennsylvania Director of the Year!

Megan Schaper

State college Area School District, PA

Congratulations to SNAPA's Director of the Year, Megan Schaper. Megan has been the food service director at the State College Area School District since 1993. Megan was also the Pennsylvania Director of the Year and Northeast Region Outstanding Director of the Year in 2012. She has served multiple terms as a regional representative on the SNAPA board and has also served in the capacity of legislative chair. She was the program chair for the 2014 SNAPA annual conference. She has served in all leadership positions of her local chapter. Congratulations Megan! Thank you for your continued support of SNAPA!



2022 SNA Awards

NOMINATIONS DUE MARCH 1, 2022

Honor a colleague by nominating them for an SNA award! There are SNA awards to recognize every member type:

- Employee of the Year Award
- Manager of the Year Award, in honor of Louise Sublette
- Director of the Year Award



New for 2022

It's now easier than ever to recognize a school nutrition colleague by nominating them for an SNA Award!

- No certificate requirement for Employee and Manager of the Year
- No requirements for a certificate, SNS credential or service on a committee or board for Director of the Year
- Membership requirement for Director of the Year is now 3 years
- Applications have been streamlined and are now all digital
- Regional judging will be done by an ad-hoc committee of volunteers, and
- You can now team up to collaborate on applications!

Get started today at schoolnutrition.org/awards



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FRESH EYES

Dimitra "Mimi" Barrios, SNAPA President

The beginning of the school year is always so hectic and trying. Now that things have hopefully had a chance to settle and become more routine, have you had the chance to think about **how your customers view your food service program?**

Many times, we get caught up in the daily tasks of the operation and we fail to look at what are customers see on the serving lines each day. Included is a daily check list of helpful tips to share with school nutrition professionals so that the last student receives the same service as the first student.

1. Are the correct daily menu options posted and easy to read?
 - a. Are new menu items or options identified and highlighted? Are samples given when a new menu item is introduced; in doing so, success is more probable.
2. Is a monthly menu posted in the cafeteria?
3. Food is the STAR. Is the serving line free from visible distractions such as:
 - a. oven mitts
 - b. towels
 - c. chemical spray bottles
 - d. plastic wrap/foil that has been removed from pans
 - e. bread twisty ties and empty bread bags
 - f. disposable glove boxes
 - g. spotted, fingerprinted, or smeared, stainless, glass and/or sneeze guards
 - h. items used to replenish between lunches (i.e., compartment tray cases, extra bread, chips boxes, condiment or plastic ware cases)
 - i. remove visible tape or any sticky substance
 - j. preparation mess (i.e., soiled utensils and smallware's, crumbs, empty dirty pans, trays, and lids)
 - k. personal items of any type (i.e., water bottles, personal note books)
 - l. pen/pencil caddy, daily HACCP logs, production sheets

*Most of the items listed can be easily tucked behind and/or below the serving line and out of the customers eye sight so that food remains the STAR of the line.

4. Are serving lines full and fresh? Food must be replenished throughout the meal period. This does not mean that the same hotel pan is continually refilled with spaghetti sauce so that the crusty dark red dissipating sauce line is the highlight of meal service. Back-up half pans of sauce must be filled before each meal service to eliminate the buildup of cooked sauce lines.

5. Are the proper hotel pans being used for meal service? A good example of this is French fries being served in a 2-inch, full hotel pan rather than a 4-inch, full hotel pan. The best choice is a 2-inch, full hotel pan because the fries will maintain their structural form much better because less weight will be stacked on them. Fries will be crispier because there will be more air circulating between the fries rather than creating a clump of mushy fries; which

students despise. Some servers prefer to use deep hotel pans to save on the number of times that the pan must be filled throughout meal service. This is a typical mistake that will compromise food quality and customer satisfaction.

6. Are cold items cold and hot items hot? A good example of this is when bottled beverages are stored at room temperature, but served ice cold. Has proper planning occurred so that beverages have been transferred from the store room to the refrigerator so that beverages are ice cold BEFORE service begins? If not, what is being done to change the process to ensure that beverages are served ice cold?

A hot example is pizza that has been cooked on a sheet pan and transferred to a hotel pan for service from a heated well to stay hot. Many employees cut corners and serve pizza directly from a sheet pan because it is easier. They lay the sheet pan on top of the serving wells but the wells cannot maintain the cooked pizza temperature that is not directly being heated by the hot wells. Pizza served from a sheet pan that does not have a heat source maintaining the temperature of the hot food will again compromise food quality and customer satisfaction.

7. Be sure that frozen 4 oz. juice is defrosted before placing on the serving line. Most students do not enjoy receiving frozen juice, contrary to what some school nutritional professionals may say. Students that receive frozen juice as part of their meal do not have enough time for juice to defrost before the meal period ends.

Juice cases should be taken out of the freezer and placed under refrigeration at least three days prior to meal service. To ensure juice will defrost in one day, remove the juice from the cardboard box and place a single layer on a sheet pan in the refrigerator.

8. Don't forget the sauce. Are condiments being offered that coincide with the menu and student preferences? If chicken nuggets are on the menu, is ketchup, BBQ sauce, and honey mustard being offered? If ranch dressing is the most popular dressing, never run out of ranch dressing. Offer at least two other dressings to satisfy all students that enjoy leafy green salads. Food service professionals must be mindful to not impose personal preference on menu options. Generational menu preference sway eating habits and vary from year to year.

9. Separate foods by colors to create clear and concise differences between options. The bright pops of color are eye appealing and will draw customers in and expedite speed of service. Separate green apples, red apples, and oranges in different serving vessels. Another best practice is to place one flavor of a popular a la carte item to fill one shelf rather than displaying it on two or three shelves (only taking up a row or two) on one display rack. Not only does this assist customers in identifying their preferred choice, the cashier/server can quickly find the item being ordered and can refill the rack easily.

10. Place food and beverage in an orderly manner in a serving vessel or display area. Examples of presentable items may be shingled chicken patties, sausage links lined like soldiers facing the same way, fruit cups in straight rows, bottled water with the label facing the same direction and in a straight row.

11. Turn display lighting on in beverage coolers, and on serving lines. Highlight the food so that the customers can see how good it looks.

12. Label all prepackaged meal items with a typed label. Avoid the use of hand written labels or signs; they do not appear professional or well thought-out. Reprint or redo signs that display incorrect information or are damaged in any way.

13. Is staff presentable and in a uniform that is neat and clean. Are aprons clean, is hair properly restrained, and are gloves changed regularly?

14. Service with a smile! If and when possible, learn the customers names. A person's name is like music to their ears.

Being prepared and paying attention to details makes a difference. Take the time to view the serving line from the customers point of view. Stand alongside the students in the food court to identify areas that can be improved or that may need additional attention during service.

Listen to what the customers are saying about the offerings and pay attention to what they can see. Take action on the good and the bad so that your program is constantly evolving with the everchanging needs and wants of the students.

Do's



Don'ts



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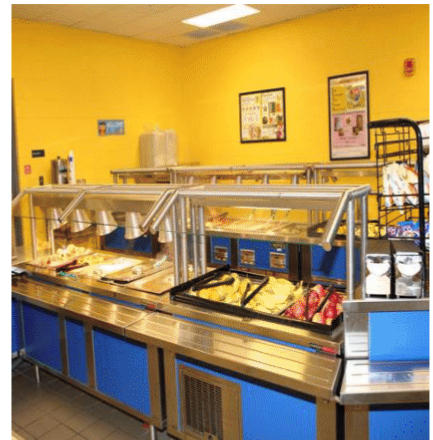
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Supply Chain Crisis

The supply chain crisis affecting the U.S. economy has now hit school cafeterias and lunchrooms nationwide.

Many schools are struggling to feed students as delays and supply shortages still continue.

Dimtra Barrios, the director of food service at the Ridley School District, said, "it's a daily battle" for schools.

"We are hoping that deliveries arrive so that we don't

have to adjust our menu to ensure that our students receive meals," she told FOX Business' Jeff Flock.

Nutrition is a vital necessity for students of all ages. With a lack of food, students' learning and development could also suffer.

There's also a supply shortage as well. Plates and serving trays are also in low inventory, especially five-part compartment trays.

Although these items seem simple, they are essential in lunchrooms, especially for young kids who need something easy to hold to prevent accidents and spills.

In addition to shortages, delays in deliveries also pose a problem for schools and directors. If schools don't receive their delivery on time, school officials have to come up with a quick solution.

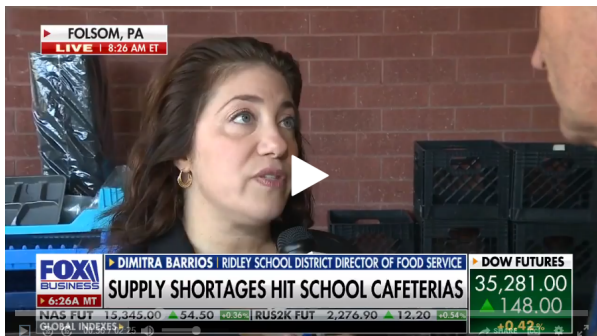
Barrios says she goes to grocery stores and large warehouse suppliers to "get whatever we can get our hands on to make it happen for our students to receive meals."

Like Barrios, many have had to find their own transportation to and from grocery stores and warehouses to make this happen, which also comes at a cost.

"We're hoping that at some point we're able to receive more reimbursements to subsidize that difference in the increase of goods right now," Barrios said.

"Hopefully we continue to receive deliveries, they come on a regular basis, and they have the items that we need," she concluded.

If the crisis persists, students nationwide could struggle both educationally and developmentally.



[Watch the full interview](#) with our very own Dimitra "Mimi" Barrios!

*Above article is from Fox Business. Visit [Foxbusiness.com](https://www.foxbusiness.com) to read this article and see the full interview.

Heading back to school... they're ready to learn, because of you!

Your tireless efforts helped so many children get through the challenges of the past year. Today, we're still here to help you increase school meal participation through marketing support, operational expertise, innovative programs and resources to promote nutrient-rich foods including dairy that all students need, now more than ever.

Welcome back, and thank you!

American Dairy Association North East is a proud supporter of Pennsylvania's school nutrition heroes as you continually provide good nutrition to ensure students are fueled to learn. We're always here for you, with grateful support.

For more information, please contact us at:
AmericanDairy.com • schools@milk4u.org



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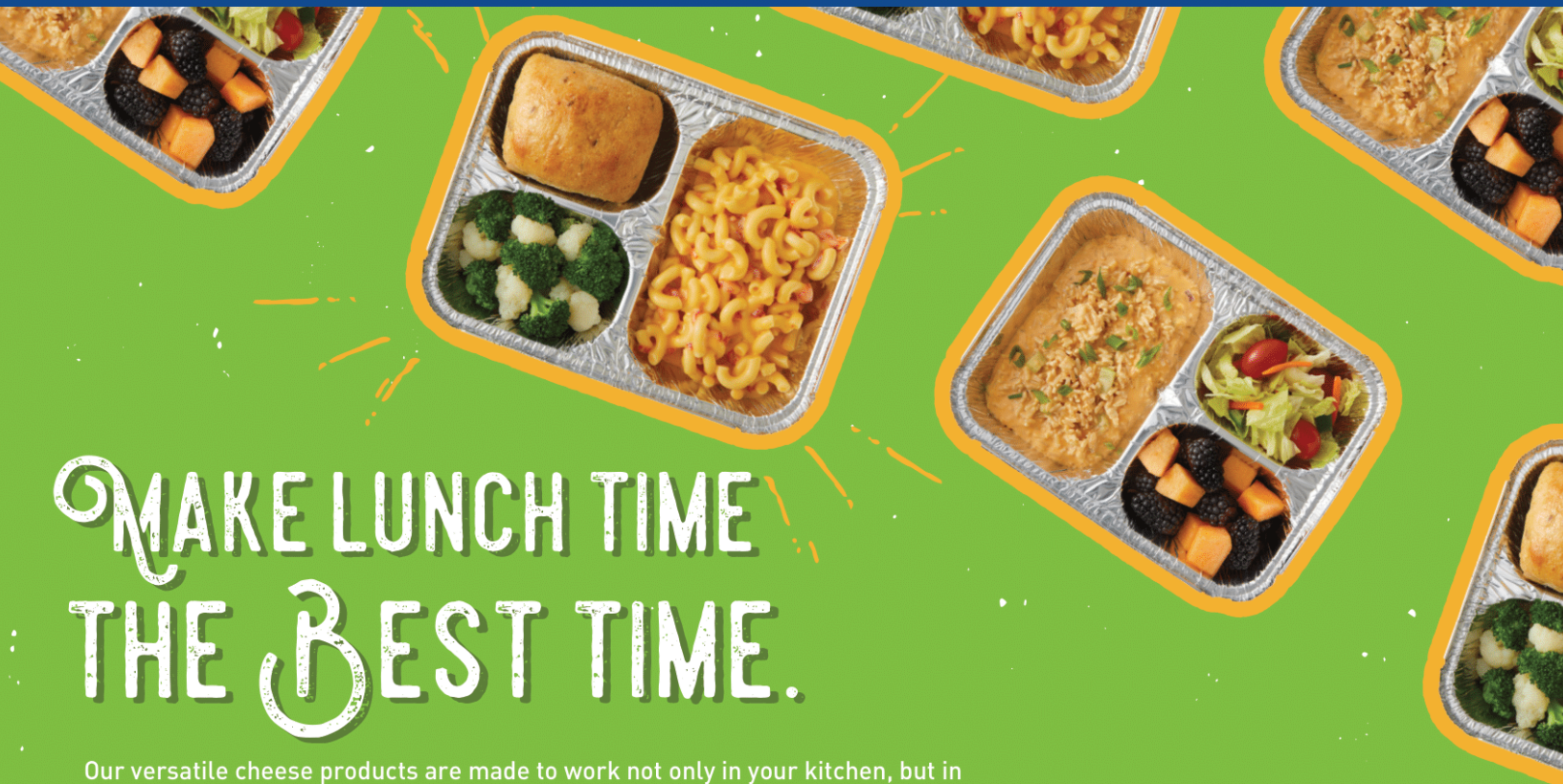
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How to Create a Social Media Plan

Social media can be a powerful promotional tool for any school nutrition program. Here are a few key elements for social media success.



Identify the social media platforms you wish to use for your marketing efforts. In general, your audience may be different based on the platform you use- Facebook for parents, Instagram for students, Twitter for local media. Use multiple platforms, but tailor your post based on the audience.

Consider your content goals. Reflect on what you are trying to accomplish with social media. Do you want to highlight your healthy school meals? Are you promoting an event coming up in your cafeteria? Make sure content reflects department goals.

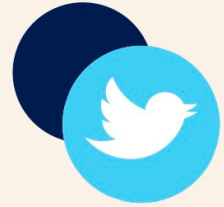
Create a timeline for each social media platform. Consider using a calendar to plan out the days to post something and add topics to help with organizing your vision.

Make sure your social media plans also include user engagement. Use polls, short videos or live streaming to engage users in a way outside a standard post.



Follow us! @SNAofPA

Social Media Dos & Don'ts



Use photos of nutritious menu items

Don't share poor quality photos

Use relevant hashtags

Don't go hashtag crazy

Use different tools to increase engagement

Don't post any photos of students without understanding your district policy

Tailor your messages & images according to your audience

Review your work!
Don't post with grammar or spelling mistakes



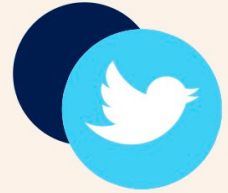
Post regularly, but don't over post

Don't veer off brand or from your goals



Follow us! @SNAofPA

10 Content Ideas for School Nutrition Programs



- 01** Introduce or reintroduce your program.
- 02** Mind-blowing tip about the school nutrition industry.
- 03** Stories from day to day operations or routines in the kitchen or cafeteria.
- 04** Funny relatable meme or food pun.
- 05** Highlight your employees so your audience gets to know the staff.
- 06** Facts about school meals, highlight nutrition regulations.
- 07** Useful tools your audience can use: online menus, nutrition information, how to add money to an account, etc.
- 08** Answer common questions you receive from your audience.
- 09** Show your audience a behind the scenes look at your kitchen or cooking a specific meal (Reels are good for this).
- 10** Share pictures often: reimbursable meals, beautiful displays of serving lines, fresh fruits & vegetables, students enjoying meals, etc.



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*Must meet volume requirements

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High-quality protein, like lean beef, is especially important for children because it supports the growth, repair and maintenance of all body tissues, makes red blood cells and boosts the immune system.¹ Sufficient protein is essential for children to perform their best both physically and mentally.^{2,3}

Schools can feel good about continuing to include high-quality protein, like beef, on the menu to help growing kids get all the essential nutrients they need for optimal health while still meeting the requirements for healthy school meal patterns.

¹ Schwarzenberg SJ, et al. Advocacy for improving nutrition in the first 1000 days to support childhood development and adult health. *Pediatrics* 2018;141:e20173716.

² Michaelsen KF, Greer FR. Protein needs early in life and long-term health. *Am J Clin Nutr* 2014;99:718S-22S.

³ Black MM. Micronutrient deficiencies and cognitive functioning. *J Nutr* 2003;133:3927s-31s.



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



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2021 SNAPA FOOD SHOW

SNAPA is excited to be back in-person! This year's first food show took place on November 2, 2021 at Ridley High School. A special thank you to all of our members and partners that made this event possible! SNAPA members had the opportunity to visit with more than 30 Business and Industry partners. Attendees also had the opportunity to hear from the Pennsylvania Department of Education on supply chain issues and the Annual Financial Report (AFR).



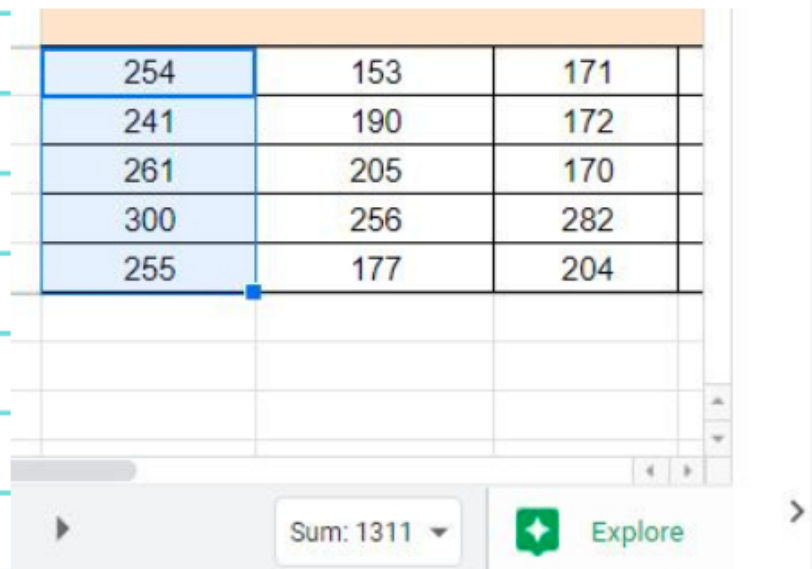
TECH TIPS AND TRICKS

With Kristan Delle

TIP 1- Did something pop up on your screen that you can hardly see?
Hit the Ctrl key and the + key to make your screen larger
Hit the Ctrl key and the - key to make your screen smaller
Extra tip- if you're in Excel just add the ALT key!

Tip 2- Have numbers to count? Need to get your meal tallies in?
Highlight the cells you want to calculate.

In the bottom right, find
Explore. Next to Explore,
you'll see "Sum: total."
To see more calculations,
click Sum. Average.
Minimum. Maximum.
Count. Count numbers.



The screenshot shows a portion of an Excel spreadsheet with a table of numbers. The table has 5 rows and 3 columns. The first row is highlighted in orange. The bottom of the spreadsheet shows a summary bar with a dropdown menu set to 'Sum: 1311' and a green 'Explore' button.

254	153	171
241	190	172
261	205	170
300	256	282
255	177	204

Sum: 1311 Explore

Tip 3- Have to delete a word in Word or Sheets?
Instead of slowly hitting at the keyboard to delete words, or holding down Backspace to delete full words or sentences, hit Ctrl+Backspace with the cursor placed after a word you want to erase a word at a time.

Look out for a SNAPA Teaches Tuesday with more Tech Tips and Tricks for Everyone- plus a downloadable Cheat Sheet!

**HAVE YOU PLANNED YOUR ANNUAL IN-SERVICE DAY(S)?
ANNUAL PROFESSIONAL STANDARD TRAINING?**

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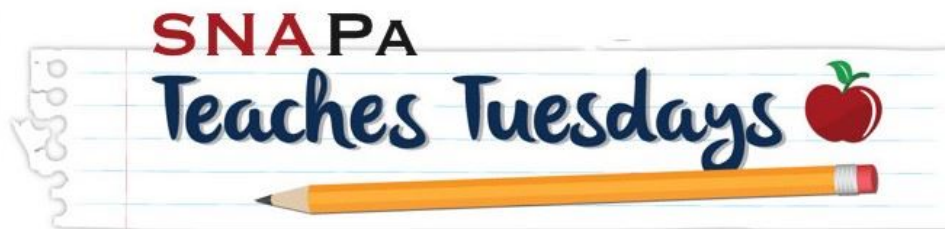
- **Mini Custom Workshops**
(2-Hour Morning and/or Afternoon Availability)
- **Customer Service, Merchandising, and Food Presentation**
- **ServSafe Training or Basic Food Safety**
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- **Offer vs. Serve**
- **Conflict Resolution**



**Contact Pam
484-357-6759**

pam@schoolfoodsolutions.com

**SCHOOL FOOD
— SERVICE SOLUTIONS**



SNAPA Teaches Tuesdays are a great way to brush up on various skills, network with colleagues and earn CEU credits! Join us each month as we learn from industry professionals from across the state. We have a great line up of speakers and topics in the coming months.

As a reminder you can view all previous webinars at SNAPA.org/webinars/

We look forward to seeing you at our next Teaches Tuesdays!



Top 6 Reasons to Join SNA

1

Free Training

Free live and on-demand webinars at your fingertips on The Training Zone

2

Meetings & Events

Unparalleled in-person & virtual networking & professional development opportunities

3

Advocacy in Action

Unyielding efforts to provide a voice for school nutrition at the state and national levels

4

Career Advancement

The ability to grow professionally with Certificate & Credentialing programs

5

School Nutrition Magazine

A subscription to SNA's award-winning publication and other timely news you need

6

Marketing & PR Resources

An array of tools to promote and grow your school meals program

Membership starts with



#ISupportSNA

SNA membership is a smart investment for you and your program.

Become a member today at www.schoolnutrition.org/join



Membership starts with



#ISupportSNA

SNA is excited announce the all-new monthly membership campaign, **Membership Starts with Me #ISupportSNA.**

From August through May, this revamped approach to the Annual Membership Campaign will have randomly selected winners and prizes each month. This is a great opportunity to get involved and show your support for SNA and school nutrition – you can also win great prizes!

Monthly campaign prizes include:

- **Free SNA membership**
- **Free Training Zone class**
- **SNA Shop gift card**

To be eligible for a monthly prize, you just need to recruit at least ONE new SNA member. ***Be sure that the member you recruit lists you as the referrer when they join SNA (online or using print application).*** Winners will be selected through a random prize drawing each month.* In addition to winning a great prize, monthly campaign winners will be showcased on SNA social media platforms. We encourage you to recruit a new member today!

**Don't Forget! SNAPA membership dues are only
\$25 with SNA membership!**

TAKE PRIDE IN SCHOOL MEALS: CHILDREN GET THEIR HEALTHIEST MEALS AT SCHOOL!

Lesley Shiery, MS, RD, General Mills Bell Institute of Health & Nutrition

Whether it's kicking the day off with breakfast or refueling at lunch, school meals provide the nutrition kids need to set them up to learn, play and be active. And, you don't have to look far in nutrition research to see school meals indeed are delivering on good nutrition.

In a recent study from Tufts University looking at meals consumed by Americans, schools were found to be the healthiest place kids were eating!¹ The study compared foods from the grocery store, restaurants and other sources and showed school meals gave kids more whole grains, fruits, greens and beans, and less sugar sweetened drinks, refined grains, added sugar and saturated fat.

Of course, this should come as no surprise as this isn't the first study to show the nutrition benefits of school meals. The U.S. Department of Agriculture's (USDA) School Nutrition and Meal Cost study² similarly showed that breakfasts and lunches consumed by kids in the School Breakfast Program (SBP) and the National School Lunch Program (NSLP) were more nutritious and better align with Dietary Guidelines compared to breakfasts and lunches of those kids who did not participate.

At lunch, kids participating in NSLP got more whole grain, dairy and veggies and fewer calories, calories from total fat and saturated fat compared to kids who didn't participate. And, at breakfast, kids got more whole grains and less refined grains and empty calories when compared to non-participants.

Even better, eating school meals more frequently during the week can improve intakes of food groups and nutrients. A study³ looking at the frequency of eating school meals showed those kids eating school breakfast every day compared to 0 to 4 days per week got more fruit, fiber, whole grains, dairy and calcium. Kids who ate school lunch everyday versus those who ate it less frequently consumed more dairy and calcium.

Kids often fall short on many of the nutrients and food groups school meals are providing. All kids above age four fall short on meeting the recommended 3 cup equivalents of dairy.⁴ When it comes to whole grain, 9 out of 10 kids don't meet the recommendations.⁵ This can lead to falling short on important vitamins and minerals like calcium and vitamin D from dairy and fiber from whole grains. So, it's only fair to say getting more kids to eat school meals could lead to better diet quality and nutrient intakes!

Among all the challenges you have faced over the past year and are facing currently to feed children, take a moment to take pride in the work you do providing nourishing meals to children when they need it most.

1 Liu J, Micha R, Li Y, Mozaffarian D. Trends in Food Sources and Diet Quality Among US Children and Adults, 2003- 2018. *JAMA Netw Open.* 2021;4(4):e215262. doi:10.1001/jamanetworkopen.2021.5262

2 School Nutrition and Meal Cost Study: Volume 4 – Student Participation, Satisfaction, Plate Waste, and Dietary Intakes. Available at: <https://fns-prod.azureedge.net/sites/default/files/resource-files/SNMCS-Volume4.pdf>

3 Au LE, Gurzo K, Gosliner W, Webb KL, Crawford PB, Ritchie LD. Eating School Meals Daily Is Associated with Healthier Dietary Intakes: The Healthy Communities Study. *J Acad Nutr Diet.* 2018 Aug;118(8):1474-1481.

4 National Dairy Council. NHANES 2011-2014. Data Source: Centers for Disease Control and Prevention, National Center for Health Statistics, National Health and Nutrition Examination Survey Data. Hyattsville, MD: U.S. Department of Health and Human Services.

<http://www.cdc.gov/nchs/nhanes.htm>

5 NHANES 2015 - 2016

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

¹Nielsen Nitro US XAOC, RTE Cereal, Dollar Share, 52 Weeks Ending 10/3/2020

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Vonda Ramp, Pennsylvania Department of Education

The Pennsylvania Department of Education, Division of Food and Nutrition (DFN), has issued several communications and conducted presentations regarding the supply chain issue. Below is a synopsis of information that DFN has communicated:

- Communication to superintendents/chief administrators and business managers regarding potential supply chain issues:

<https://www.education.pa.gov/Schools/safeschools/emergencyplanning/COVID-19/messages/July2021/Pages/July27.aspx>

- Emergency Procurement-prior approval from DFN not required. For more information see:

www.fns.usda.gov/tn/dynamic-school-environment-supply-chain-issues.

- Meal Pattern Waivers. See PEARS Download Forms, COVID-19 Section.
- COVID 19 Response #100: USDA Fiscal Action Waiver related to Supply Chain Issues. See PEARS Download Forms, COVID-19 Section.

Best practices for schools to consider:

- Limit variety on menu
- Be flexible for hours/days that SFA is willing to receive orders
- Decrease number of drop/delivery sites
- Increase lead time for placing orders
- Consider smaller/local vendors/distributors to help fill gaps/need

Schools should try to avoid:

- Messaging that will deter participation (encouraging students to pack) and could create program or student stigma, which could have negative program impacts that last far beyond the supply chain issue
- Panic buying (overordering) from distributors, large box stores or grocery stores



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The SNS Credentialing Exam evaluates candidates' knowledge and skills required to perform specific job activities related to managing or directing school nutrition programs. The SNS Exam is based on four key areas that are the basis for USDA Professional Standards and SNA's professional development programming.

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 - Improves credibility with peers, school district administrators and the general public

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1. Meet the academic, key area, and work experience requirements to apply to take the SNS Credentialing Exam (see back for details)
2. Choose a date to take the SNS Credentialing Exam from the list of available exam dates and locations
3. Submit completed application and college transcripts / diploma to SNA
4. Pass the SNS Credentialing Exam

"[The SNS Credential] shows to my colleagues my commitment to continuing education in my field, so that I can be that trusted expert to turn to."

—Jeremy West, CDM, SNS, Nutrition Services Director, Greeley-Evans School District 6, Greeley, CO

Learn more and apply today at www.schoolnutrition.org/SNS





SNA's Credentialing Program

The Requirements:

Before you can sit for the SNS Credentialing Exam, you must meet the academic, key area, and work experience requirements listed below:



Academic Requirement	Key Area Requirement	Work Experience Requirement
60 College Credits OR Associate's Degree OR Bachelor's Degree or Higher*	30 College Credits in any of the 4 Key Areas: Nutrition, Operations, Administration, Communications/Marketing OR 3 Years of Work Experience in coordinating, managing, or supervising various aspects of child nutrition OR Some Combination of College and Work Experience (1 year of work equals 10 college credits)	1 Year of Work Experience related to school nutrition within the past 5 Years in any of the following settings: <ul style="list-style-type: none"> • school nutrition program • community nutrition program • college program • university program • technical program • culinary program • state/community agency • trainer • consultant • industry staff • and/or SNA state/national association staff

*The key area requirement is waived for individuals with a Bachelor's Degree or Higher.

How to Apply:

To apply to take the SNS Credentialing Exam, you must complete and submit an application form, along with your college transcript, and the application fee.

Visit www.schoolnutrition.org/sns to view the current listing of SNS Credentialing Exams scheduled throughout the country and for exam fees.

"It should be a goal of every Foodservice Director, regardless of the size of their district, to attain this credential."

—Timothy W. Goossens, SNS, Director of Food Service, Laconia, NH



Learn more and apply today at www.schoolnutrition.org/SNS

Calendar of Events

NOVEMBER 2021 SNAPA Food Show: Altoona, PA - November 15

DECEMBER 2021 SNAPA "Teaches Tuesdays" - Tech Tips and Tricks - December 14

JANUARY 2022 School Nutrition Industry Conference (SNIC): San Antonio, TX - January 16-18

MARCH 2022 SNA Awards Nominations Due - March 1
Legislative Action Conference: Washington, D.C. - March 6-8

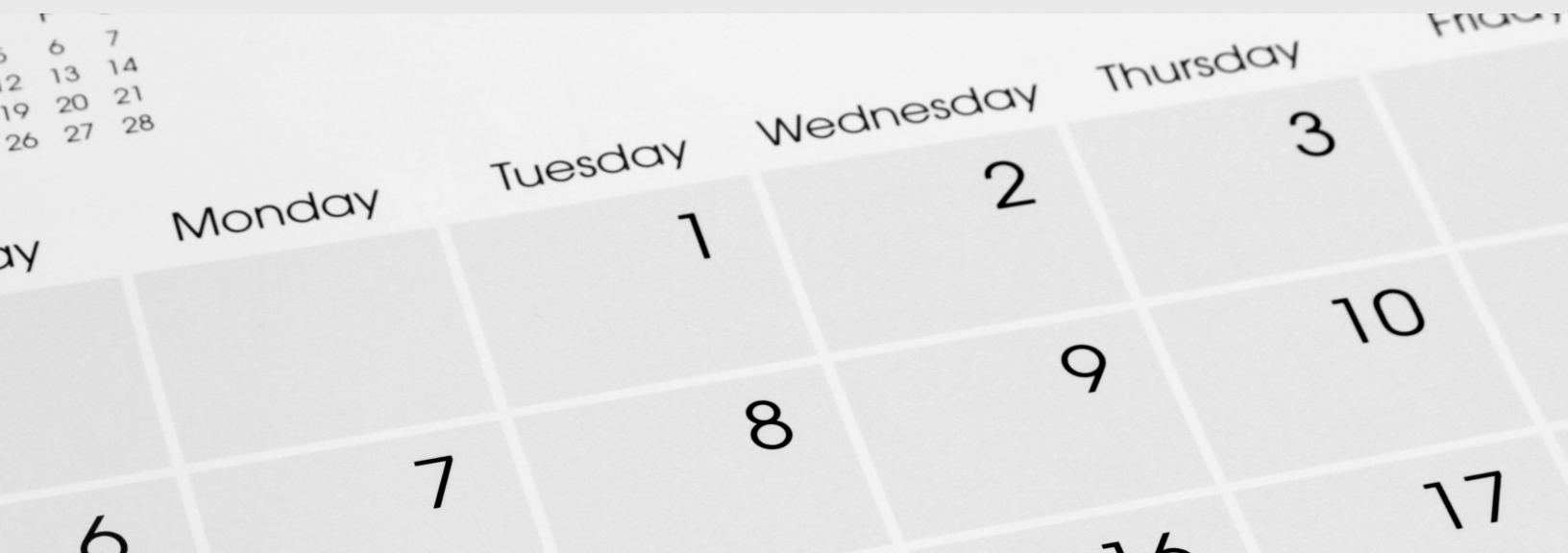
National School Breakfast Week - March 7-11

MAY 2022 School Lunch Hero Day - May 6

JULY 2022 SNA Annual National Conference: Orlando, FL - July 10-12

SNAPA State Conference: Manheim, PA - July 25-28

October 2022 National School Lunch Week - October 10-14



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