

THIS IS THE

**WINTER
2020**

President's Message

Krys Hess, President, SNA of Ohio



Wow, how time flies! I can't believe that we have the first half of the year under our belts and are full speed ahead toward the second half of the year. We still have some exciting SNA events coming up this year.

We have another year of Fall Focus Workshops complete and they were all a huge success! A special thanks to all involved with planning, prep work and implementation of the workshops! We can't do it without all of you and we truly appreciate all that you do! The Fall Focus Workshops were, once again, packed with great presentations, filled with a lot of helpful information. The next exciting addition to our Ohio agenda will be our School Nutrition Industry Conference (SNIC) in March, followed by Annual Conference in June. SNIC will be held in Columbus, Ohio and will be a great collaboration with our Industry Members. This will give everyone an opportunity to meet and chat with Industry members one on one while also having a conference that is packed full of vital, informative sessions. We are super excited to try a new format to our Annual Conference for 2020! The professional development portion of our Annual Conference will be held in June, 2020. This portion will consist of all of our educational sessions. The food show will be moved to October. This separation will give the industry members the chance to be a part of the educational sessions and give them more networking opportunities. Having the food show in October will give all of us more of an opportunity and time to make decisions on new items we are interested in for the following school year. The conference planning committee is hard at work to make this a great conference and food show for all of you!

My hopes are that all of you continue to have another successful year. Many thanks to all of you for the wonderful jobs that you do to feed our students and make your programs a success! Don't hesitate to reach out to your fellow director or industry member. We are stronger together!

"...Many thanks to all of you for the wonderful jobs that you do to feed our students and make your programs a success!"

Inside This Issue:

2019-20 Executive Committee	2	Sue Whitaker Membership Scholarship Program	15
Are You Looking for an Exciting Leadership Opportunity?	2	SNA of Ohio 2020 Retiree Recognition.....	15
ODE Update.....	3	Fall Focus Updates.....	21
LAC Conference Save the Date.....	4	SNIC of Ohio/IAC Update.....	23
Ohio SNIC 2020 Conference.....	8	2020 Important Dates.....	35
+1 Membership Challenge.....	9	SNA of Ohio Future Leaders Program ...	37

SNA Ohio 2019 – 2020 Executive Committee

Krys Hess, SNS **President**

Adams County/Ohio Valley Local SD
141 Lloyd Rd.
West Union, OH 45694
(937) 544-5586
krys.hess@ovsd.us

Jennifer Hirsch, SNS **President-Elect**

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

Tiffany McCleese, SNS **Vice President**

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

Ashley Ritz **Secretary/Treasurer and YP Committee Chair**

Food Service Director
Canton Local SD
4537 15th NW
Canton, OH 44708
(330) 484-8010 ext. 4012
ashley.ritz@cantonlocal.org

Linda Leonard (2020)
Lead Regional Director
Clark County Juvenile Court
2666 Morton Drive
Springfield, OH 45505
(937) 324-3712
leonardl@clarkohiojuvcourt.us

Chris Burkhardt, SNS
**Immediate Past President/ Nominating/
SNF State Ambassador**
Cleveland Metropolitan School District
1349 E. 79th St.
Cleveland, OH 44103
(216) 650-7612
Christopher.burkhardt@clevelandmetroschools.org

Tracey Hogan
Executive Director (ex officio)
School Nutrition Assn. of Ohio
400 W. Wilson Bridge Road, Suite 120
Worthington, Ohio 43085
(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
614-228-4701.

Are You Looking for An Exciting Leadership Opportunity?

Chris Burkhardt, SNA of Ohio Nominating Committee Chairperson

SNA of Ohio wants YOU! We are looking for members who wish to contribute and be part of a collaborative, energetic group! Your talents will shine through and you will enjoy working with the Board of Directors and the committees that make this a great organization with great impact in Ohio!

Ballot positions:

- A leader is needed to in the **office of Vice President**, who then moves through the SNA of Ohio succession to President-Elect, President, then Past President.
- **Regional Director** positions are open for the four regions below for two year terms. In this position, you have a role in Fall Focus and also help to guide Chapters to stay active and informed of changes.
 - ◆ **North Central:** Ottawa, Sandusky, Erie, Seneca, Huron, Wyandot, Crawford, Richland, Hancock, Lucas, and Wood Counties.
 - ◆ **West Central:** Darke, Miami, Champaign, Clark, Montgomery, Greene, Preble, and Shelby Counties.
 - ◆ **Southwest:** Butler, Warren, Clinton, Hamilton, Clermont, Brown, Highland, and Adams Counties.
 - ◆ **Southeast:** Ross, Hocking, Athens, Vinton, Pike, Jackson, Meigs, Gallia, Scioto, and Lawrence Counties.

Appointed positions (*appointed by the SNA of Ohio Executive Committee*):

- The position of **Membership Chair** is available next year. This position is appointed by the Executive Committee and is a two year term.
- The position of **Legislation Chair** is also an appointed position available next year. This position is appointed by the Executive Committee and is a two year term.
- The position of **Lead Regional Director** is an appointed position available next year. This position is appointed by the Executive Committee from the current regional directors and is a two year term.

We need YOU! I am certain you will find leadership in SNA of Ohio extremely gratifying and educational - and it's also a great networking opportunity with your colleagues across the state! Please contact me by February 1st at [Christopher Burkhardt](mailto:burkhardt@clevelandmetroschools.org), burkhardt@clevelandmetroschools.org or 216-650-7612 if you have an interest in any of these positions or have any questions at all. Thank you!

SNA National Awards Information

Nominate a Colleague You Admire!

SNA celebrates members who work every day to ensure well-nourished students across the country are prepared for success. Nominate an employee, manager, and/or director that you admire to be recognized for all of their great contributions!

Visit the link below for full details and to submit your nominations by March 1, 2020!

<https://schoolnutrition.org/Membership/AwardsScholarships/>

ODE Update

Happy New Year from the Ohio Department of Education (ODE)! The Office of Integrated Student Supports placed a special focus on the School Breakfast Program for the 2019-2020 school year. The School Breakfast Program site application in the Claims Reimbursement and Reporting system (CRRS) added a question this year to collect data on the breakfast service models used at each school building. Thanks to the diligent effort of school food service directors communicating with their assigned education program specialist, more than 99 percent of schools have responded to this question. The data collected allowed the ODE to publish its first annual report and data for School Lunch and Breakfast Programs, which is now available to view at www.education.ohio.gov.

With the help of partners and stakeholders like the School Nutrition Association, Ohio Department of Agriculture, Ohio Association of School Business Officials, American Dairy Association Mideast, and Governor Mike DeWine's Children's Initiatives, the Ohio Department of Education will develop strategies and action plans to facilitate peer-to-peer best practice sharing and breakfast expansion throughout the state.

Local Wellness Policy Triennial Assessment: The Healthy Hunger-Free Kids Act of 2010 expanded its requirements to strengthen policies and increase transparency. The final rule requires Local Education Agencies (LEAs) to assess their wellness policy. The first triennial assessment must be completed by June 30, 2020 (7 CFR 210.31(e)(2)). These are monitored through the Administrative Review. There are a variety of assessment tools on the new [Child Nutrition Sharing Site](#) (managed by ICN). Additional information is available on the [USDA FNS website](#).

USDA Foods Forecasting in 2020

With the beginning of the new year, it's time to start forecasting what foods schools will need for the 2020-2021 school year. Forecasting is the process used to estimate what menu items to order for the next school year and begins with reviewing current menus, production records and surveys. To effectively forecast, review your menus and participation to identify which items to order next year. Production record data will help forecast the number of servings needed for each menu item for next school year. Forecasting can help school food service managers plan their budget and spend 100 percent of their Planned Assistance Level (PAL), or entitlement funds. This process

can assist processors and distributors to ensure products are available when needed.

And Justice for All Posters: The Ohio Department of Education received the updated And Justice for All posters from the U.S. Department of Agriculture (USDA). Poster distribution will begin soon. Sponsors will receive one poster for each site. As a reminder, the And Justice for All poster must be displayed in a prominent location. Sponsors should not remove the current poster until receiving the new poster in the mail.

Student Wellness and Success: Each Child, Our Future, Ohio's strategic plan for education, seeks to ensure each student is challenged, prepared and empowered for his or her future by way of an excellent prekindergarten-grade 12 education. Ohio's schools can succeed by meeting the needs of the whole child – the physical, social, emotional and intellectual aspects of the child's well-being. With House Bill 166, passed in July 2019, Ohio invested \$675 million to help districts and schools support their students' academic achievement through mental health counseling, wraparound services, mentoring and after-school programs. School districts will work with local organizations to determine community needs and resources, so they can use the state dollars to make the greatest impact on students' lives.

Applications

The [Summer Food Service Program \(SFSP\)](#) application will open in the Claims Reporting and Reimbursement System (CRRS) on Feb 1, 2020. 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.

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

Reporting

The [Community Eligibility Provision \(CEP\)](#) annual reporting is due Friday, April 10, 2020. All school food authorities, excluding Residential Child Care Institutions

continued on page 4

ODE Update

continued from page 3

(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 9, 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 2020-2021 must do so in the CRRS by Tuesday, June 30. No late elections are permitted for school year 2020-2021. The CRRS 2020-2021 application will open around April 1.

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



SNA National is currently working on compiling our annual Position Paper that we will present to our Legislators when we go to Capitol Hill on Tuesday, March 10th (also known as Charging the Hill!). We speak to our Legislators about our concerns and our successes so that we can continue to have the support and funding that our operations need. Our Legislators need to hear from us directly, so please plan to participate in this very important process. It is so good for Ohio to have as many fine food service professionals lobbying as possible. Industry partners and school district personnel are equally important!

For all things LAC 2020, go to:
<http://schoolnutrition.org/meetings/lac/2020/>

You can register for LAC now at: <https://schoolnutrition.org/meetings/lac/2020/register/>

To make a reservation at the Marriott Marquis under the SNA block of rooms:
<https://schoolnutrition.org/meetings/lac/2020/hotel-travel/>

Note: You must be registered for the conference to reserve a room.



Simply DRESSED®

dressing

BRING THE CLEAN LABEL TREND TO YOUR SALAD BAR

Try all **8 Marzetti® Simply Dressed®** flavors in your school.
Available in gallons, 32 oz. bottles, packets and cups.

Ranch • Lemon Vinaigrette
Italian • Honey Mustard • Caesar
Blue Cheese • Balsamic
Light Raspberry Acai Vinaigrette

*New for
school!*



NO HIGH FRUCTOSE
CORN SYRUP



NO
PRESERVATIVES



NO ARTIFICIAL
FLAVORS



GLUTEN
FREE



NO
SOYBEAN OIL

T. Marzetti 
FOODSERVICE

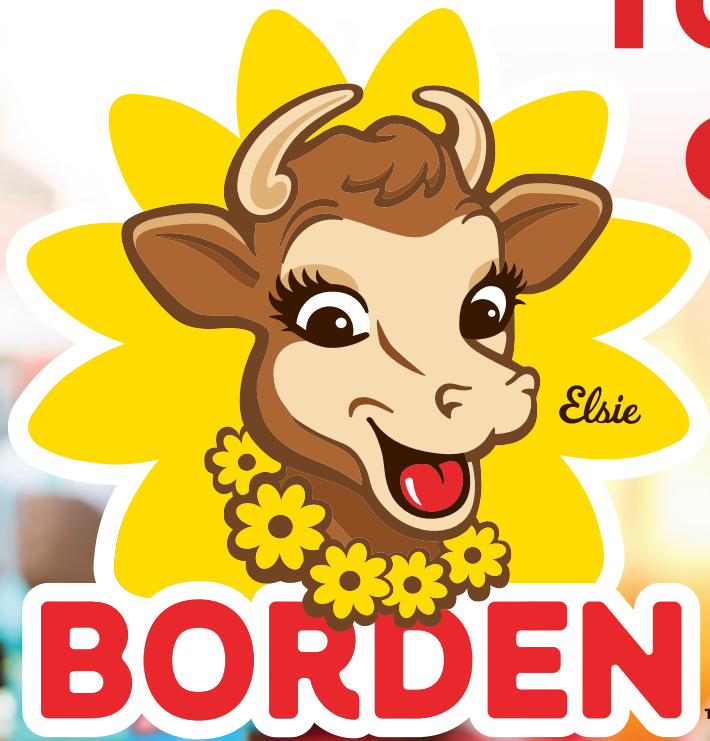
Flavor: it's what unites us.

marzettifoodservice.com

BACK TO SCHOOL FLAVOR FUEL.



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

Ohio SNIC 2020 Conference

March 3rd • Columbus, Ohio



SNA of Ohio is pleased to present Ohio SNIC 2020! The format for this event is a full day of education and showcasing our valued SNA of Ohio Platinum and Gold members!

Timeline: 7:45 a.m. – 3:30 p.m.

Location: Marriott Columbus University Area, 3100 Olentangy River Rd, Columbus, OH 43202

Attendee Information

Cost: \$125 per person to attend - includes breakfast, lunch and up to 5 CEUs!

Register by February 24th at <https://snao.formstack.com/forms/2020snicofohioattendee1>

- Cancellation requests for a full refund may be submitted by email to tracey@assnoffices.com no later than February 24th. Sorry, no refunds may be granted after this date.

Vendor Information

Cost: \$125 registration fee per display (one per platinum or gold member, first come, first served). Registration includes one company representative per vendor display table. Additional representatives from your company may register at the cost of \$50 per person (up to 3 representatives per company total may attend).

Space is limited! Register to reserve your space today at https://snao.formstack.com/forms/2020snicofohio_vendor

- This event is limited to 25 vendors who are current platinum or gold members of SNA of Ohio. If the maximum booth number of 25 is reached, registration will be closed, and you will be provided waitlist instructions, if you wish.
- Please choose check or credit card payment at the online link below by February 10th. Please note that if check payment is chosen, your check must be received by our office by February 17th to hold your spot. Booths that remain unpaid as of February 17th will be released to the waiting list.
- Vendors to arrive at 7:00 a.m. to set up their marketing booths (marketing materials only – no samples/food are permitted).
- Cancellation requests for a full refund may be submitted by email to tracey@assnoffices.com no later than February 10th. Sorry, no refunds may be granted after this date.

Hotel Accommodations

A limited number of hotel rooms are reserved for the night of March 2nd at the Marriott at the discounted rate of \$140 per night.

The deadline to reserve your room is February 10th.

Reserve your room online at <https://tinyurl.com/SNAOMarriott> or you may call (614) 447-9777 by the February 10th deadline and ask for the School Nutrition Association of Ohio room block.

Please note that there will be a welcome event on March 2nd for those arriving that evening – the finalized timeline, location, and format TBD. More information to follow.

Schedule of Events

March 3, 2020

7:45-8:30 am

Check in, Light Breakfast, Visit with Vendors

8:30-8:45 am

Welcome from Laura Lazor, 2019 Industry Advisory Council Chairperson and Krys Hess, 2019 SNA of Ohio President

8:45-9:30 am

Plant-Based Menu Makeover

- Learn about plant-powered meatless options for your menus, along with recipe makeovers, and potential vendors/products. We will also discuss how to market this to your students.
- .75 hours CEU 1320 General Nutrition

9:30-9:45 am

Refreshment Break/Visit with Vendors

9:45-10:45 am

Equipment 101 - Understanding What You Own and What Is Available To Make Your Job

- .75 hours CEU 3510 Facility & Equipment Planning

10:45-11:15 am

Refreshment Break/Visit with Vendors

- Please keep in mind as you visit vendors that our next session is on special menus! Discuss ideas to share during lunch.

continued on page 9...

Schedule of Events

...continued from page 8

11:15-11:45 am

What Day Is It?

- Do you wish you could easily replicate the excitement (and participation!) generated by your annual 'turkey day' menu? Are you interested in how to bring that excitement to the entire school year? Well, rest assured you can! Please join us for an innovative idea sharing session on how to reinvigorate your menu with easy special menu options your students and district will love. We have loads of ideas, tried and true practices, recipes and tips to show you how you.
- .5 hours CEU 1100 Menu Planning

11:45-12:45 pm

Lunch/Discussion Sessions – Special Menu Idea Sharing

- This is a follow up to the What Day Is It? session. Come prepared to discuss special menu ideas with your tablemates and industry attendees!
- .75 hours CEU 1100 Menu Planning

12:45-1:45 pm

Take Your Social Media Game to the Next Level

- 1 hour CEU 4120 Program Promotion

1:45-2:15 pm

Refreshment Break/Visit with Vendors

2:15-3:30 pm

Demystifying Commodities: Commodity Coop vs. Direct Diversion

- This session will provide information on analyzing the features and benefits of direct diversion via the state program and the commodity co-op.
- 1.25 hours CEU 2400 Purchasing/Procurement



Marriott Columbus University Area



It's a new year and we have a new challenge for you. SNA is excited to announce the official launch of the all-new **+1 Membership Challenge!** We invite you to participate in this new recruitment campaign, as it's a wonderful opportunity to rally members and boost membership levels within your state and nationally.

The Challenge is simple (and fun!):

1. Members share their reason for belonging to SNA – using the social media tools. These can be accessed here: <https://schoolnutrition.org/membership/recruitment/SNA-1-membership-challenge-materials/>
2. Members recruit at least 1 new member – their +1.
3. State and national membership numbers increase, and members earn great incentives for recruiting!

Spread the Word About the +1 Membership Challenge!

Please view and share SNA National President, Gay Anderson's official campaign launch video. This video can be accessed to be shared here: https://players.brightcove.net/1490757851001/default_default/index.html?videoId=6114349884001

Then visit the SNA Website for more details on the +1 Membership Challenge and find Challenge Materials. Please contact me if you have any questions.

Thank you,
Nate Bell, State Affiliate Relations Manager
School Nutrition Association



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

Our Education Specialists can assist in:

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



B&G Foods, Inc.
Quality Foods Since 1889



David's
Cookies
a bite above the rest®



Sunny Fresh



Without Borders™



SunOpta™

T.Marzetti
FOODSERVICE



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 [f](#) [in](#)



Rizwitsch

SALES, LTD.



INNOVATIVE PRODUCTS FOR HEALTHY MENUS



CONTACT US FOR MENU SUPPORT

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

In Central/Southern Ohio Markets
 Contact: Cynthia Faccenda
 Phone: 937-840-8894
 Email: cfaccenda@rizwitsch.com

VISION 2020

It's Time!

SNA of Ohio 66th Annual Conference

June 16-18, 2020

Marriott Columbus University Area

*Set your sights on success by attending the 2020 SNA Ohio conference. The purpose of this conference is to meet and network with others in the school nutrition industry, obtain new ideas from informative speakers and workshops and gain a fresh perspective!! We will look ahead to the regulatory and economic changes that have had an impact on the industry and offer tips and ideas that will help overcome these challenges your district faces on a daily basis. So observe your operation, identify your challenges and be ready to take your vision and turn it into your reality!! **Vision 2020...it's time!!***

Look for more information in early 2020!



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



2019 K-12 NEW PRODUCTS



**REDUCED SODIUM
BISCUIT DOUGH**



BISCUIT STICK



6" ROUND FLATBREAD



WGR MOZZARELLA BITES (4)



WGR HAWAIIAN ROLL



WGR WAFFLE FLATBREAD

PRODUCT CODE	DESCRIPTION	MEAL CREDITING	PACK SIZE	SHELF LIFE
16900	Reduced Sodium Biscuit Dough	2 Bread equiv	240/2.2 oz	180
16830	WGR Biscuit Stick	1 oz WG eq.	250/1.25 oz	180
16317	Biscuit Stick	1 Bread equiv	250/1.25 oz	180
15191	WGR 6" Round Flatbread	2 oz WG eq.	144/2 oz	270
16845	WGR Mozzarella Bites (4)	2 oz WG eq./2M/MA	8/2.25 lb	540
16206	WGR Hawaiian Sweet Roll Dough	1 WG oz eq.	240/1.4 oz	180
17279	WGR Waffle Flatbread	1 oz Grain eq.	192/1.1 oz	180

For more information, please contact:

LORI MATTINGLY - K-12 KAM KY & OH
502-554-6432 | lmattingly@rich.com

Sue Whitaker Membership Award Program



In July 2019, the SNA of Ohio lost - far too soon - longtime friend, supporter, and overall AMAZING person, Sue Whitaker. Sue was the Food Service Director of Huron City Schools. Sue gave 35 years of her heart and soul to a job that she found so rewarding.

Sue also gave her heart and soul to SNA of Ohio, SNA National, and her local SNA Chapter 22. Sue was involved with SNA for over 15 years, and she believed that with the right tools, anyone could make a difference in their district. She strongly believed that being an SNA member and attending educational events would help to provide these tools through professional development and networking.

The goal of the Sue Whitaker Membership Award Program is to honor Sue's memory by helping to provide the tools she found so important in her school food service career. These tools are in the form of an SNA membership (a new membership for a

non-member or a membership renewal for a current member) and financial assistance of up to \$500 for the 2020 SNA of Ohio Annual Conference to be held June 16-18, 2020 in Columbus. All school food service employees are eligible to apply (members or non-members, and any category of school food service employee).

Submit this application form and essay via our online form at the link below by March 1st. The recipient will be notified in early April.

http://snao.formstack.com/forms/sna_of_ohio_sue_whitaker_membership_award_2020



SNA of Ohio 2020 Retiree Recognition

SNA of Ohio would like to recognize our members - school district AND industry - for their service! If you will be retiring from school food service this year, please complete the form at http://snao.formstack.com/forms/sna_of_ohio_retiree_2020 by April 30th to

be recognized during the awards luncheon at the SNA of Ohio Annual Conference June 16-18 in Columbus! (Annual Conference registration will open this Spring, so be sure to look for that information and register to attend the conference - visit www.snaohio.org.)

Nutritional Frozen Dessert Options



Introducing Low Fat Frozen Yogurt and Smoothie Programs Designed Specifically for Schools

*Looking for menu items that put
a smile on your students' faces ...
and yours?*

Enhance your menu with low fat/low
sugar frozen yogurt and smoothie options
that taste great while meeting nutritional
guidelines.

Your students will love the added
variety, and you'll love the added
profit generated for your food service
department.

*Purchase, lease-to-own and trial rental
equipment programs available.*



Kappus

Serving success.

www.kappuscompany.com

800.441.8089

BACK TO SCHOOL

Check out our New Items

Bavarian
BAKERY

Item #9549

Item #9546

Bavarian
BAKERY

ITEM CODE	PRODUCT DESCRIPTION	SIZE	PACK	GRAIN/FRUIT CREDITING
BAVARIAN BAKERY® - MADE WITH 51% WHOLE GRAINS				
9545	Bavarian Soft Pretzel Stick	2 oz.	72	2 grain
9546	Bavarian Soft Pretzel Hot Dog Roll	2.6 oz.	72	2½ Grain
9549	Bavarian Soft Pretzel Dinner Roll	2.2 oz.	100	2 grain
9552	Bavarian Soft Pretzel Roll- Bulk Pack	2.2 oz.	90	2 grain
DUTCH WAFFLE - MADE WITH 51% WHOLE GRAINS				
4522	Dutch Waffle Sticks	4"	600	2 grain
READI-BAKE® BENEFIT® GOURMET COOKIE DOUGH- MADE WITH 51% WHOLE GRAINS				
14409	Gourmet Mayan Hot Chocolate with Caramel Pieces	1.85 oz.	192	1 grain
14410	Gourmet Spiced Key Lime with White Chocolate Chips	1.85 oz.	192	1 grain
14411	Gourmet Sweet Heat Oatmeal Cranberry	1.85 oz.	192	1.25 grain
READI-BAKE® PRE-PACKAGED GRAHAMS & CRACKERS - MADE WITH 51% WHOLE GRAINS				
56080	Belly Bears Cinnamon Graham Crackers	2.0 oz.	100	2 grain
56079	Jungle Crackers	2.0 oz.	100	2 grain
LUIGI'S® SOURS 100% FROZEN FRUIT JUICE SORBET				
48456	Sour Orange/ Raspberry Swirl	4.4 fl oz.	96	½ cup fruit
TIO PEPE'S® SPICEDICE™ 100% FROZEN JUICE CUPS				
48470	Strawberry Jalapeño	4.4 fl oz.	96	½ cup fruit
48471	Mango Chamoy	4.4 fl oz.	96	½ cup fruit
48472	Horchata	4.4 fl oz.	96	½ cup fruit
48473	Watermelon Chili Limón Verde	4.4 fl oz.	96	½ cup fruit

J&J SNACK FOODS
CORP.

Adriana Flenor,
K12 Sales Manager for the Midwest
AFlenor@jjsnack.com
614-560-0695

Michelle Brossia,
J&J Regional – Ohio
MBrossia@jjsnack.com
513-382-2331

www.jjsnackfoodservice.com



BeneFIT

Item #14409

Item #4522

Dutch Waffle



**THE BEST VALUE IN STEAM EQUIPMENT
JUST GOT BETTER!**



EVOLUTION™
BOILER-FREE STEAMER

\$200
**REBATE OR
SET OF PANS**

Valid 1/1/20-2/29/20. Cannot be combined with any other offer or special. Rules & restrictions apply. Orders must be placed and ship by 2/29/20. Visit accutemp.net/rebate2020 to apply.

Contact your AccuTemp
Representative
Paul Gerding
260.498.2321
pgerding@accutemp.net





PROUD MAKERS OF



AMERICA'S #1 MANUFACTURER OF FROZEN MEXICAN FOOD*

FAMILY OWNED & INSPIRED SINCE 1964

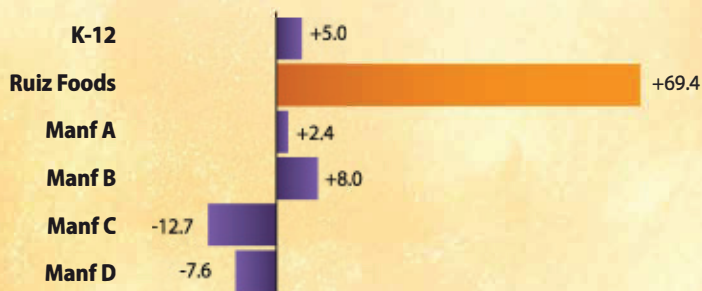


Photographed: Co-Founder, Fred Ruiz, with his mother, affectionately known as Grandma Rosie

K-12 IS UP; +5%

(Ruiz Foods is outpacing the K-12 segment +69.4%, up +5.9 share points)

Handheld Mexican by Manufacturer \$ Change % vs. Six Months Ago



Source: NPD Handheld Mexican 6 Months Ending December 2018

COMPANY PROFILE

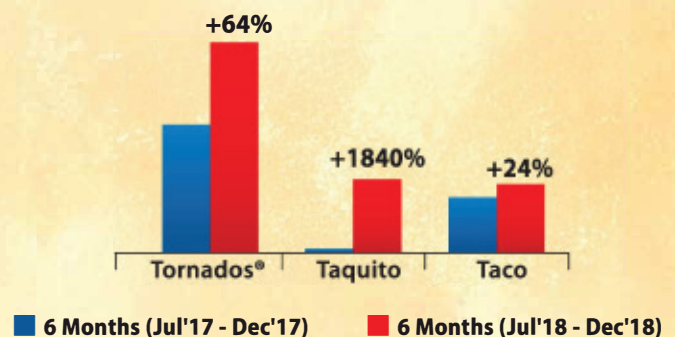
- Privately owned, The Ruiz Family
- Certified Minority Business Enterprise
- Pioneer in the frozen foods industry with unparalleled quality and taste.
- Products made with fresh-baked tortillas
- National distribution
- Dinuba, CA and Tulare, CA both GFSI/BRC certified



*Source: AC Nielsen, US - XAOC, Latest 52 Weeks, Ending on 12/29/18

TORNADOS® ARE UP +64%

New Chicken & Cheese Taquito has made Taquitos Ruiz Foods' second largest item in K-12



Source: NPD Handheld Mexican 6 Months Ending December 2018



NOT YOUR NONNA'S™

Ruiz Foods is a certified Minority Business Enterprise, certificate number SC03978.

RF# 0419-7594 Ruiz Foods
©2019 Ruiz Food Products, Inc.

Ruiz®, El Monterey® and TORNADOS® are trademarks owned by Ruiz Food Products, Inc. Three Bold Brothers™ and Not Your Nonna's™ are trademarks owned by Ruiz Brands LLC.

**EVEN OUR CHEESE
PIZZA COMES WITH
EVERYTHING.**



**OPERATIONAL
EXPERTISE**

**MARKETING &
MERCHANDISING
SUPPORT**

**EARN
SMART
REWARDS
POINTS**

**WHOLE
GRAIN
CRUST**

**COMPLETELY
CUSTOMIZABLE**

**BAKED FRESH
NOT FROZEN**

**DELIVERED
HOT TO
YOUR
SCHOOL**

**NOW
AVAILABLE
on Domino's
Original Hand
Tossed Crust!**

Domino's Smart Slice Pizza is built specifically to the needs of your school and can meet all USDA guidelines.

Available ingredients include lite mozzarella cheese and reduced fat/reduced sodium pepperoni.

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





Fall Focus Updates

West Central Fall Focus

Springfield, OH – October 15, 2019

The West Central SNA of Ohio Fall Focus workshop was very nice and very informative. We had great speakers and the school professionals had a great time. They enjoyed Joann Robinett and they said they got a lot of useful information out of her speaking. Everyone enjoyed the dinner provided by our industry. We had a basket raffle and a 50/50 which was enjoyed by all. Clark County Juvenile Court Kitchen Staff provided everyone with a gift to take home. It was great to see everyone and get to network with so many school professionals.



Northwest Fall Focus

Wapakoneta, OH – October 23, 2019

The NW Region and SNA Chapter 2 held the 2019 Fall Focus Workshop. It was hosted by Wapakoneta Middle School. 105 school nutrition directors, managers and staff attended. The speaker on maximizing training was Ken Wasco GFS, a presentation was given on “How to present your serving line to increase participation.”



Dinner of street tacos and dessert was provided by Accutemp - Paul Gerding, Cholula - Dixie Marksberry, Ruiz Foods - Laura Lazor, Waypoint and Zink Marketing - Drew Patterson.



continued on page 22...

Fall Focus Updates

...continued from page 21

North Central Fall Focus

Bellevue, OH – October 24, 2019

Fifty Five enthusiastic food service professionals attended the North Central Fall Focus event held on October 24th at Bellevue High School. SNA Chapter 22 President Jackie Hess from Bellevue Schools hosted the event along with Vicky Nieset from Clyde-Greensprings Schools and Shelly Geason from Edison Local Schools. Attendees were greeted with fun Halloween decorations and fantastic Fall appetizers and beverages which were provided by Jackie's wonderful Bellevue food service team.



The meeting began with an informative and eye catching video relating to display marketing and how to present great serving lines. The video was paused several times as attendees shared lots of wonderful ideas and themes that are being implemented in different districts. The next topic was entitled "How to maximize training". The presenters went around to each table and gathered ideas, suggestions, problems and situations from attendees. Great discussions were made about problem solving and providing solutions to employee hiring, training and evaluating along with ways to improve employee handbooks and policies. Several employee incentive ideas were also suggested along with different ways to help keep employees motivated and happy in the workplace!

A delicious dinner was provided which included three tantalizing types of soups, a refreshing salad bar, assorted sub sandwiches and a full dessert table! Special "Thank You" to Pam Reitz from Rizwitsch, Holly McGary from Waypointe, Jocelyn Koziara from Kent Precision Foods, Leah Olex from Key Impact, Paul Gerding from Accutemp and The Core Group for all of their hard work and donations to provide the meeting with such a fantastic

meal! Lucky raffle winners included Missy Bauer from Gibsonburg Schools who received a free SNA of Ohio Conference registration and Lorna Black with Vermillion Schools receiving a free SNA membership! A SNA Chapter 22 meeting was held after the Fall Focus event with information regarding the Sue Whitaker Memorial Scholarship and the sharing of great memories of our wonderful friend and food service professional leader.



Southwest Fall Focus

Cincinnati, OH – November 5, 2019

This year the Southwest Fall Focus was held at EH Greene Intermediate School. There were 80 attendees this year. Everyone had a great time learning about merchandising and food presentation as well as how to maximize training. It was great to see all of the in-depth conversations happening during the sessions. Our Industry partners provided an amazing dinner of assorted salads, sandwiches, and wraps plus of course a delicious dessert set up. Thank you to industry for all you do for SNA of Ohio!



continued on page 23...

Fall Focus Updates

...continued from page 22

Our region had a split the pot drawing this year to raise money for the School Nutrition Foundation and the Barbara Duncan Scholarship Fund. Barbara Duncan was a beloved leader in our region and a strong supporter of SNA. This year we were able to donate \$54.50 to the Barbara Duncan Scholarship Fund and \$54.50 to the School Nutrition Foundation. We had some great donated door prizes to raffle off, thank you to everyone who donated their time and everyone who was in attendance.



Southeast Fall Focus

Wellston, OH – November 13, 2019



SNIC of Ohio/IAC Updates

What an exciting first half of the 2019-2020 school year we have experienced!

Hard to believe we will soon be looking at new commercial and commodity items for school bids, creative menu concepts, ala carte options, after school snack and dinner program ideas, as well as equipment, smallwares, and other program needs from the Ohio Industry Members for the 2020-21 school year.

The IAC supported 7 Fall Focus Workshops this past fall, feeding around 475 attendees! Each year is a new learning experience for everyone involved and hope that you were happy with the sessions. Please reach out to your Regional Leads, SNA Board Members, and IAC if you have any ideas for future events and locations.

The past few months have been busy as we plan for upcoming events for the remainder of the year:

- SNIC on March 3rd will give new insight on products, marketing ideas as well as a platform to build on for future conferences. I hope you will walk away with fresh ideas that

will help you grow your menu offerings, create excitement and increase participation.

- We continue to work on strategic plans to make smooth transitions as we change up our conference calendar over the next year. Industry is here to give you the resources needed to make sure that your programs are as successful as possible. Our 2020 Vision is to be able to:
 - ♦ Spend more one-on-one time with you during the upcoming June conference
 - ♦ Provide more Industry involved sessions
 - ♦ Continue to grow our relationships with each of you

Ohio will once again have a strong Industry presence at LAC this year! I look forward to charging the hill for the first time ever!

Please remember to reach out to us for insight, support and resources from your Industry Advisory Council. Each our members have a wealth of knowledge to share.

Here's to 2020.... our Vision is clear!



WAYPOINT

**Accomplished
Clients**

**Working
Together**

**Providing
Solutions**



**SCHOOL
NUTRITION
ASSOCIATION**

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

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.mcgarra@asmwaypoint.com

CINDY FLEGE
(513) 309.3265

cynthia.flege@asmwaypoint.com



THE AUTHENTIC FLAVORS STUDENTS CRAVE.



Cholula® Hot Sauce features bold yet balanced flavors—perfect for adding globally inspired flair to the condiments, dressings and sauces you serve every day. Whether it's whisked with vinaigrette, folded into Greek yogurt or pumped directly from the jug, Cholula® delivers the flavor your students are asking for!

For more information, please contact **Dixie Marksberry**,
Region Sales Manager of Food Service – Midwest, Cholula
Food Company dmarksberry@cholula.com | 513.444.9287
or Waypoint our broker partner | 888.551.5777



CHOLULAFOODSERVICE.COM

The trademarks Cholula, the Cholula bottle design and the Cholula label design are owned by and used under license from the trademark owner, Salsas de Jalisco Cacú, S.A. de C.V.



Tim Zink
Regional Vice President
C 614.625.3664
timz@zinkfsg.com



Kevin A. Stiverson
Regional Vice President
C 614.580.7152
kstiverson@zinkfsg.com



Frank Rivelle
Regional Account Mgr. –
Healthcare & Education
C 614.581.6071
frivelle@zinkfsg.com



Drew Patterson
Regional Account Mgr. –
Healthcare & Education
C 614.296.3521
dpatterson@zinkfsg.com



Chris Mulholland
Territory Manager
C 614.306.8835
cmulholland@zinkfsg.com



**New Columbus, OH Office
& Showroom open for walk-ins
and scheduled appointments!**

Zink's Menu of Services

FRONT OF HOUSE - Expansive small wares line card for all bar, tabletop and janitorial needs. Small wares showroom and dedicated team to make samples, testing and inquiries simple. Custom build bar and furniture options available for any color, style or location.

KITCHEN - Dedicated professionals with 25+ years of operations experience to help assist with layout, design, flow and equipment needs as well as demos and trainings. Full line-card of the best kitchen equipment and safety tools to offer the best solutions to you and your team. Equipment showroom and test kitchen available for demonstration, testing and menu development.

SERVICES - Full ventilation division with options from design to full turn key installation. Walk-in freezer and refrigerator options from simple to custom and designed around your specific needs and installed by our team of professionals. Kitchen evaluations and walk through to help with efficiency and flow of space. Serve Safe Classes taught by on Ohio approved Serve Safe instructor with over 27 years of kitchen management experience. Zink Foodservice happily works with any equipment dealers you are currently using and will work hard to become your best resource for your businesses success. Zink Foodservice covers 8 states and has sales team resources in your area to make the relationship easy.

www.zinkfsg.com

Zink Foodservice ~ 655 Dearborn Park Ln • Worthington, OH 43085

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! Have a great school year!



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.

OHIO SCHOOL BREAKFAST CHALLENGE

2019-2020 Champion & Challenge Award



Apply for the Ohio School Breakfast Challenge (OSBC), Champion and Challenge award. Why? Breakfast helps students do their best.

How to Participate in the Champion of Breakfast Award

Champion of Breakfast schools are recognized for their collaboration and best practices that create, enhance or expand school breakfast. To nominate your district or school [click here](#). Nominations will be accepted thru February 3, 2020. Champion award-winning schools will be announced in March 2020.

Recognizing Your Efforts

Award winning schools will receive special recognition at an OSBC luncheon in May 2020. [Click here](#) to view a sample application and *Champion success stories*.

How to Participate in the Challenge

All schools that offer the School Breakfast Program can participate in the Ohio School Breakfast Challenge by submitting participation data from February 3 - March 31, 2020.

There is no need to sign up! School food authorities will receive a survey gizmo email the last week of March 2020 to report total breakfast meals served, serving days and enrollment. Schools planning to participate must report breakfast data by April 24, 2020.

Recognizing Your Efforts

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

				
Platinum	Gold	Silver	Bronze	Rising Star
80% or higher total ADP	70–79% total ADP	60–69% total ADP	50–59% total ADP	30% increase from previous school year ADP

For a list of *Award-Winning Schools* and resources to promote school breakfast visit

OhioSchoolBreakfastChallenge.com





**JUST
WHEN
YOU
THOUGHT
PIZZA
COULDN'T
GET ANY
BETTER.**

IT DOES!

One bite and you'll
agree everyone
deserves The MAX!

the
MAXTM
pizza + more

For More Information,
Contact Your Waypoint
Representative Holly McGarry,
holly.mcgarry@asmwaypoint.com

734-679-7074



© Conagra Brands, Inc. All rights reserved.



THE BEST PALS FOR THE PROCESS

Process Your Commodities with Zee Zees®

Applesauce Cups • Hummus Cups • Nutrition Bars • Fruit Cups

Zee Zees® Better-For-You Snacks

Local Distribution • Direct Ship Options • Free Samples

Contact Dan Moss for samples or more information

dmoss@nationalfoodgroup.com | 248.560.2340 | zeezees.com/foodservice



Zee Zees® are part of the National Food Group Family

Panasonic

Panasonic Microwaves
and Sonic Steamers

Fast, high quality steaming
without a water line or drain

No deliming

3 year full warranty



High quality custom walk
in coolers and freezers

Heavy duty reinforced doors
and floors

10 year panel 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

RATIONAL

SECO SELECT
TEST OUR METAL™



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





Order Bloom!

The perfect springtime option

Credits as ½ cup Fruit • 100% Juice • No Added Sugars
• Unique Smooth-Frozen Texture

All orders due
to Distributors:

1/31/2019



WATERMELON
& LEMONADE
FLAVOR



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



Sheri Petrich, Regional Sales Manager-
Country Pure Foods: SPetrich@countrypure.com
or 724.981.2189



SideKicks Celebrations have a flavor for every occasion! For school product request form and information, visit countrypure.com.



YOU JUST MADE HIS DAY

MINH® MAKES IT EASY TO GIVE YOUR
KIDS THE ASIAN FLAVORS THEY CRAVE.



Michelle Bott, SNS

517.290.5331

michelle.bott@schwans.com

LEARN MORE ABOUT HOW
MINH® MAKES IT EASY AT
SCHWANSFOODSERVICE.COM/K12MINH
OR CALL 1-888-554-7421

SCHWAN'S FOOD SERVICE, INC.



SNA 2020 Important Dates

- 2020 SNA National Industry Conference – January 12-14- Indian Wells, CA
- 2020 Legislative Action Conference – March 8-10 – Washington, DC
- 2020 SNIC of Ohio Event – March 3rd – Columbus, OH
- 2020 National School Breakfast Week – March 2-6
- 2020 SNA National Leadership Conference – April 20-May 2 – Tempe, AZ
- 2020 School Lunch Hero Day – May 1st
- 2020 SNA of Ohio Annual Conference – June 16-18 – Columbus, OH
- 2020 Annual National Conference (ANC) – July 12-14 – Nashville, TN
- 2020 SNA of Ohio School Nutrition Expo – October 16 – Columbus, OH

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



PROVIDING SIGNAGE AND GRAPHICS FOR OVER 15 YEARS



ADD *Personality* TO YOUR CAFE!

© Copyright Descon. All Rights Reserved.

Make 2020 Cleaner & Healthier!

ALCO
Solutions for a Cleaner Environment

ALCO Has All Your Cleaning Needs Covered
With Innovative Chemicals & Supplies Backed By Uncompromising Service

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

***We Can Handle Anything
You Dish Out!***

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



VISIT, CALL OR ORDER ONLINE!
www.alco-chem.com



We Guarantee Quality Because We Make It!

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



SNA of Ohio Future Leaders Program Scholarship Application

SNA of Ohio, in conjunction with SNA National, will sponsor a future leader at the SNA's National Leadership Conference in Tempe, Arizona, April 30-May 2, 2020. Attendees will have the opportunity to network with other SNA members from across the country and hone their leadership and communication skills. This is an outstanding opportunity for anyone who wishes to increase their leadership potential within SNA of Ohio!

Please review the information below and if you would like to be considered for the scholarship, please complete your application with essay at http://snao.formstack.com/forms/sna_of_ohio_futureleader2020 by January 31, 2020.

Scholarship Information:

This scholarship is to assist in covering costs related to attending the 2020 SNA National Leadership Conference scheduled for April 30-May 2, 2020 in Tempe, Arizona. By applying for this scholarship you acknowledge that you plan on attending the 2020 SNA Future Leaders Program if you are awarded the scholarship. The Future Leaders Program is held in conjunction with the SNA National Leadership Conference.

Scholarship Recipients will be required to complete and submit the SNA Future Leaders Application, as well as the SNA National Leadership Conference Application. The scholarship will include the registration fee, lodging (hotel room costs for three nights), transportation costs and could include some meals. Please note the following requirements for qualification of full reimbursement. The recipient must:

- Attend the entire National Leadership Conference (opening session through closing session).
- Attend at least one SNA of Ohio Board meeting per year as a guest.
- Agree to be mentored by an SNA of Ohio Committee Chair (Nutrition, Legislation, Membership, Professional Development).
- Assist with 2019 SNA of Ohio Fall Focus events in their area.
- Serve on the SNA of Ohio 2021 Conference Planning Committee.

Criteria for Selection. Individuals applying for this scholarship must meet the following criteria:

- Be an active member of both National SNA and SNA of Ohio
- Hold a SNA Certificate in School Nutrition and/or hold the SNS Credential
- Work history to include a minimum of 3 years in school nutrition
- Demonstrate qualities for future association leadership and show evidence of strong leadership potential
- Demonstrate interest in developing leadership abilities and shaping the next generation of state association/SNA initiatives
- Be committed to life-long learning and career in school nutrition
- Be an energetic individual who believes in the importance of their local/state association and who is most likely to contribute to long-term growth and development
- Can be an SNA of Ohio Board member but should not have served as state president or currently serving as state president or president-elect.

Essay:

Candidates who meet/agree to the above criteria may submit the scholarship application which will include a requirement of an essay of no more than 500 words explaining why they believe they should be awarded this scholarship.

Timeline:

- Scholarship Applications with essay are due to SNA of Ohio office by January 31, 2020.
- Applications will be reviewed by the SNA of Ohio Executive Committee.
- Scholarship Recipients will be notified by February 12, 2020.

Increase students' daily intake of

Joy.

Visit us to learn how with delicious favorites from brands kids love.

www.SmuckerAwayFromHome.com/k12



©/® The J.M. Smucker Company

POWER UP

WITH POTATOES

NEW! CRISPY BAKEABLE CRINKLE FRIES

1000007470

100 Calories / 3g Fat / 170mg Sodium
Per 1/2C Serving



VERSATILE AND CUSTOMIZABLE



EXTRA CRISPY BATTER



SMART SNACK COMPLIANT



PARTICIPATION DRIVER



1000004309

McCain® Harvest Splendor® Savory Sweet Potato Fries

These super thin stix have a unique mild savory seasoned flavor that's great for first-time trial of sweet potatoes.

1000002870

McCain® Reduced Sodium Mashed Potatoes

Save valuable prep time & minimize effort in the kitchen without compromising students' expectations of freshly made mashed potatoes.

Struggling to better utilize all your commodity entitlement or need help on diversions for next year? Your McCain representatives are experts with commodities and here to help!

Michelle Verdell
The CORE Group
mverdell@coregroupsales.com

Patrick Williams
The CORE Group
pawilliams@coregroupsales.com

Jim Copp
McCain Foods
James.Copp@mccain.com



www.McCain4Schools.com



Barbara Duncan Professional Development Scholarship

In 2012, the SNA of Ohio lost a longtime supporter of the Association, and more importantly, a friend. Barbara Duncan, School Nutrition Director at Sycamore Community Schools passed away too soon, however she leaves behind a legacy that will live on for years.

While with us, Barb played an active role in the professional development and training programs of the Association, specifically for the Annual Conference. Therefore, it seems only appropriate to create this memorial scholarship in her honor. These funds of up to \$500 can be used for professional development purposes, *including attendance to the SNA of Ohio Annual Conference in June.*

Submit this application form and essay via our online form at the link below by February 15, 2020. The recipient will be notified by April 1, 2020.

http://snao.formstack.com/forms/sna_of_ohio_barb_duncan_scholarship2020_



School Nutrition Association of Ohio Buckeye Service Award

Award Qualifications:

1. Have completed 25 years or more part-time or full-time permanent, uninterrupted employment in school food service as of June.
2. Be a member of SNA of Ohio and SNA.

Complete the online application by February 15, 2020 at http://snao.formstack.com/forms/sna_of_ohio_buckeye_service_award2020_.

The Buckeye Service Award will be presented at the Annual SNA of Ohio Conference. The awards committee encourages you to attend.

NOTE: Recipients are eligible to win this award only one time during their career.

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



SFSPac® ©2019 All rights reserved.



Check Us Out On Social Media
Like, Follow, Share!



Manufacturers' Representative for Foodservice Equipment & Supplies



Contact your 2Market Representative for more info!

285-A Old County Line Rd. Westerville, OH 43081 | 877-621-3800 | orders@twomarket.com



2020 Industry Service Award Nomination Form

The School Nutrition Association of Ohio is seeking applicants for the 2020 Industry Service Award. This award recognizes an individual among the Child Nutrition Industry community who has demonstrated excellence in their profession during the past 12 months. The award is open to individuals at any levels of an organization who has contributed to the development and deployment of innovative products or systems which are designed to improve Child Nutrition operations, menus or enhance services. Nominations can be completed by a third-party if they feel there is a candidate that meets the qualifications. *Entries are limited to SNA of Ohio Industry Members only.

The award will be judged against five key criteria:

SNA Involvement/Promotion: has consistently met or exceeded challenging objectives to ensure the mission of SNA Ohio is recognized, and demonstrated a quality approach through personal values and working practices.

Commitment to Child Nutrition: has showcased knowledge regarding the Child Nutrition program regulations and guidelines, assisted districts with adherence with such guidelines and provided tools and resources to assist Child Nutrition staff with compliance.

Innovation: has used innovative approaches, working practices or technologies to enhance their organization and SNA of Ohio.

Role model: has provided an example to peers or colleagues of the importance Child Nutrition plays in the daily lives of students, staff and the community.

Measurable success: has delivered quantifiable benefits to their organization through involvement in the past year and can demonstrate personal development to enhance their ability to succeed in future.

Should you feel that you or another are qualified candidates for this award, please complete the application by February 15, 2020 at http://snao.formstack.com/forms/sna_of_ohio_industry_award2020. The 2020 recipient will be notified by April 1, 2020 and will be recognized at the SNA of Ohio Annual Conference June 16-18 in Columbus, Ohio.

Past Recipients of this award:

2019 – Dixie Marksberry, Talking Rain Beverage Company
2018 – Roger Doseck, JTM Foodgroup
2017 – James Bannerman, SFSPac
2016 - Founding IAC Members
2015 - Mark Buschor, Michaels & Associates
2014 - Jocelyn Koziara, Acosta Foodservice
2013 - Lincoln Yee, Asian Food Solutions
2012- Michelle Bott, Schwan's
2011 - Greg Brooks, Mascari
2010 - Bev Angne, J & J Snack Foods
2009 - Dorie Pullen, Eastside Entrees

NO ONE OutPizzas
TheHut



ASK ABOUT **FREE**
PIZZA FOR YOUR NEXT STAFF MEETING,

along with details on our  School Lunch Program at
Feedback@InnerCrust.com or 330-474-5416.
Find a full list of our participating locations on InnerCrust.com
Freshly prepared & delivered hot pizza that meets NSLP guidelines
51% Whole-Wheat Crust • Lite Cheese • Reduced Fat & Sodium Pepperoni



Supporting the hero in you

At Heartland, our mission is to provide
power-packed software and unparalleled
service to help you conquer even
your toughest operational foes.

Heartland

HeartlandSchoolSolutions.com  

TPC

Food Service

Products ★ Price ★ Service

265 6th Ave.
Tiffin, OH 44883
800-342-0477

**BROADLINE DISTRIBUTOR OF QUALITY
FRESH, FROZEN, DRY, DISPOSABLE &
JANITORIAL PRODUCTS**



Makeover Your Mac Menu!

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.



#5773 Premium
Three Cheese Cavatappi

jtmfoodgroup.com



2020 Most Valued Principal/Administrator/ Superintendent Award

The **Most Valued Principal / Most Valued Administrator/ Most Valued Superintendent Award** recognizes principals, superintendents, and administrators who have been instrumental in building a “child-friendly” nutrition environment. Candidates for this Award must meet the following requirements:

- Be supportive of nutrition services
- Be committed to the philosophy that children require instruction and guidance if they are to make healthful food choices

State why you feel this principal, superintendent, or administrator should be considered for this award. The following list of attributes is provided to help show the kind of qualities the judges will be looking for in the description of your nominee:

- Evidence of support of nutrition services
- Creates a positive cafeteria atmosphere
- Spends time in the cafeteria, including eating with students
- Interacts well with students
- Supports nutrition activities outside of the cafeteria
- Is a good role model in health and academics
- Provides nutritious foods at activities outside the cafeteria
- Supports your breakfast/lunch program

***You may apply online by February 15, 2020 at
http://snao.formstack.com/forms/sna_of_ohio_mvp_award2020***

Recipients will be notified by April 1, 2020.

***Awards will be presented during the SNA of Ohio Annual Conference
June 16-18, 2020 in Columbus.***

the **FUTURE** is Horizon School Technology

At Horizon, we are proactively leading the way towards innovative solutions that are a **game changer** for efficiently managing all aspects of K12 nutrition and K12 payment solutions.

Align your program with the company that has not only seen and experienced it all, but has **proven solutions** for all of your challenges.



horizonsoftware.com • 800.741.7100

Hadley Farms:
Jeri Thornton
jthornton@hadleyfarms.com
804.400.3687



Rizwitsch Sales:
Pam Reitz
preitz@rizwitsch.com | 330.856.2519
Cynthia Faccenda
cfaccenda@rizwitsch.com | 937.840.8994



Whole Grain **RASPBERRY & CREAM CHEESE BAR**

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

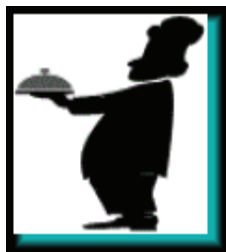
Nutrition Facts	Amount Per Serving	%DV*	Amount Per Serving	%DV*
Serving Size 1 bar (36g)	Total Fat 8g	13%	Total Carb. 44g	15%
Servings Per Container: 48	Saturated Fat 2.5g	5%	Fiber 3g	12%
Calories 268	Total Fat 8g		Sugars 18g	
Calories From Fat 80	Cholesterol 5mg	8%	Protein 5g	
	Sodium 200mg	13%		
	Wheat 8.40%		Wheat 8.40%	
	Wheat 8.40%		Wheat 8.40%	

Comparative Foods Data:
Percent Calories from Fat (<35%) 28.57%
Percent Calories from Sat. Fat (<10%) 8.04%
Percent Sugar by Weight (<25%) 19.79%

Allergen Information:
Contains: Soy, Wheat

PO Box 1000, Smithsburg, MD 21783
800-346-3494 | 301-824-2558 | Fax 301-824-3917
www.hadleyfarms.com

Nut Free Facility REVISED 4/16



Let us Serve you

Products for Breakfast & Lunch

Bakery - Sandwiches - Fruit Cups
Pasta Entrees - Commodity Processing

Contact: Beverly or Chris at 216-469-1542

BeverlyLStewart@aol.com

www.StewartSalesandMarketing.com



Stewart Sales & Marketing

Incomparable Customer Service Since 1968

Quality Food Products and Innovative Solutions

FastStart The New Year WITH FIELDSTONE BAKERY

- ★ Whole Grain Rich
- ★ 10 Grams of Whole Grain per Serving
- ★ Meets the Smart Snacks in Schools Standards
- ★ Equals One Grain Equivalent

FieldstoneBakery.com • FoodService@McKee.com
1 (800) 251-6346 Ext. 24656