

ACDA ANNUAL CONFERENCE

Coming Together to Nourish the Nation



April 21 - 24, 2024
Marriott St. Louis Grand
St. Louis, Missouri

Today's Speakers



Jessica Shelly, MBA, SNS, REHS
Cincinnati Public Schools



Chef Brenda Wattles, RDN,
SproutCNP



Jennifer Miller, MBA, SNS
Garland ISD



Jodi Batten
Red Gold

Jessica Shelly, Cincinnati Public Schools



Cincinnati Public Schools

Cincinnati, OH



District Profile

- **District Size: 37,000 scholars**
- **Number of Schools: 67 schools**
- **Free and reduced Percentage: 86%**
- **Budget: \$38 million**
- **Team Size: 328 school lunch heroes**
- **Meals per year: 5.5 million**

Collaboration Process

- Partnership formed based on mutual need/interest
 - CIA Healthy Kids Collaborative has been a key connector of our partnerships
- Standardized recipe development
 - CPS Test Kitchen with CPS chef, CPS menu planner, & company representatives
- Rollout to Student Leadership Team for test taste & feedback
- Trial menu item run at selected schools
 - Schools are selected for diversity of grade range, socio-economic status, race & ethnicity
- Items added to bid & menu as part of permanent menu rotation

At any point, we may have to take one or two steps backward to re-evaluate how items are incorporated

Collaboration with Northwest Canned Pears



Collaboration with Quaker



Collaboration with Artic Apples

*****Beginning stages of recipe development*****



Chef Brenda Wattles, SproutCNP



Consulting Chef Partnerships – Ag & School Partnerships

- West Ada School District
 - National School Lunch Week with Simplot Foods
 - National School Breakfast Week with Pacific Northwest Canned Pears
- California Beef Council
- Pacific Northwest Canned Pears
- Butterball Foodservice
- International Fresh Produce Association
- USDA Food and Commodity Boards



West Ada School District Partnering with Industry

- National School Lunch Week
 - **Simplot Foods** Frozen Cherries
 - Waca Waca Cherries on the Salad Bar
 - Students Loved Them!
- National School Breakfast Week
 - **Pacific Northwest Canned Pears** through USDA Foods
 - **Simplot Foods** Frozen Raspberries in The Unicorn Parfait



California Beef Council



HOW TO USE:

**USDA FOOD
BUYING GUIDE**

For Child Nutrition Programs



MEAT/MEAT ALTERNATIVES:

BEEF

Pacific Northwest Canned Pears Can Do Challenge!



2023 Winners



Spiced Pear Sharlotka

First Place

Submitted by
Callie Gavorek
Canton, MI

[→ VIEW THE RECIPE](#)



Pear Marinated Korean Bulgogi

Second Place

Submitted by
Camille Korenek
Kansas State University
Manhattan, KS

[→ VIEW THE RECIPE](#)



Chilean Pumpkin & Pear Empanadas

Third Place

Submitted by
Chef Andrew Francisco
Western Michigan University
Kalamazoo, MI

[→ VIEW THE RECIPE](#)

Butterball Foodservice



International Fresh Produce Association



A screenshot of a Zoom meeting. The main window shows a woman with dark hair, wearing a brown cardigan, smiling. She is in front of a virtual background with a blue and pink color scheme. The background features the text "INTERNATIONAL FRESH PRODUCE ASSOCIATION™" in a pink circle on the left, and various white and light blue abstract shapes like leaves, flowers, and swirls on the right. At the top of the Zoom window, there are three smaller video thumbnails for participants: Brenda Wattles, Kristen Homer, and Nicole Farris. The name "Weathers.Meghan" is visible in the top right corner of the Zoom interface.

USDA Foods and Commodity Boards



- Pacific Northwest Canned Pears
- California Avocado Commission
- Blueberry Council
- National Processed Raspberry Council
- Idaho Eastern Oregon Onion Committee
- Washington State Potato Commission

Jennifer Miller, Garland ISD



AT A GLANCE: GARLAND ISD *STUDENT NUTRITION SERVICES*

- 500 School Based Employees
- 45 Warehouse and Support Staff
- Direct Ship district
- 70 Sites (58 CEP) future consolidation
- 53,000 Students
- \$36 million Budget
- 8,586,489 Meals SY 22-23



COLLABORATION EVENTS



RECIPE/PRODUCT TESTING



OVERALL REVIEW

Production Review – Prep time is minimal. Cooking time for this entrée is not extensive.

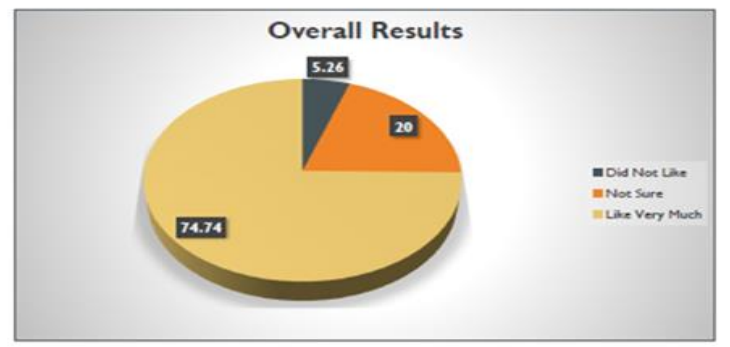
Cost Review - .83¢ which is slightly higher than the average that usually runs between .60-.70 cents but not high enough to keep it off the menu.

Conclusion – Production prep and cook time is reasonable. Cost is slightly above average. Acceptance is above average. High chance of adding this recipe to next year's menu.

COYLE MIDDLE SCHOOL SURVEY RESULTS

Total Number of Surveys Collected:

Totals: All Grades: 95
 Did Not Like: 5
 Not Sure: 19
 Like Very Much: 71

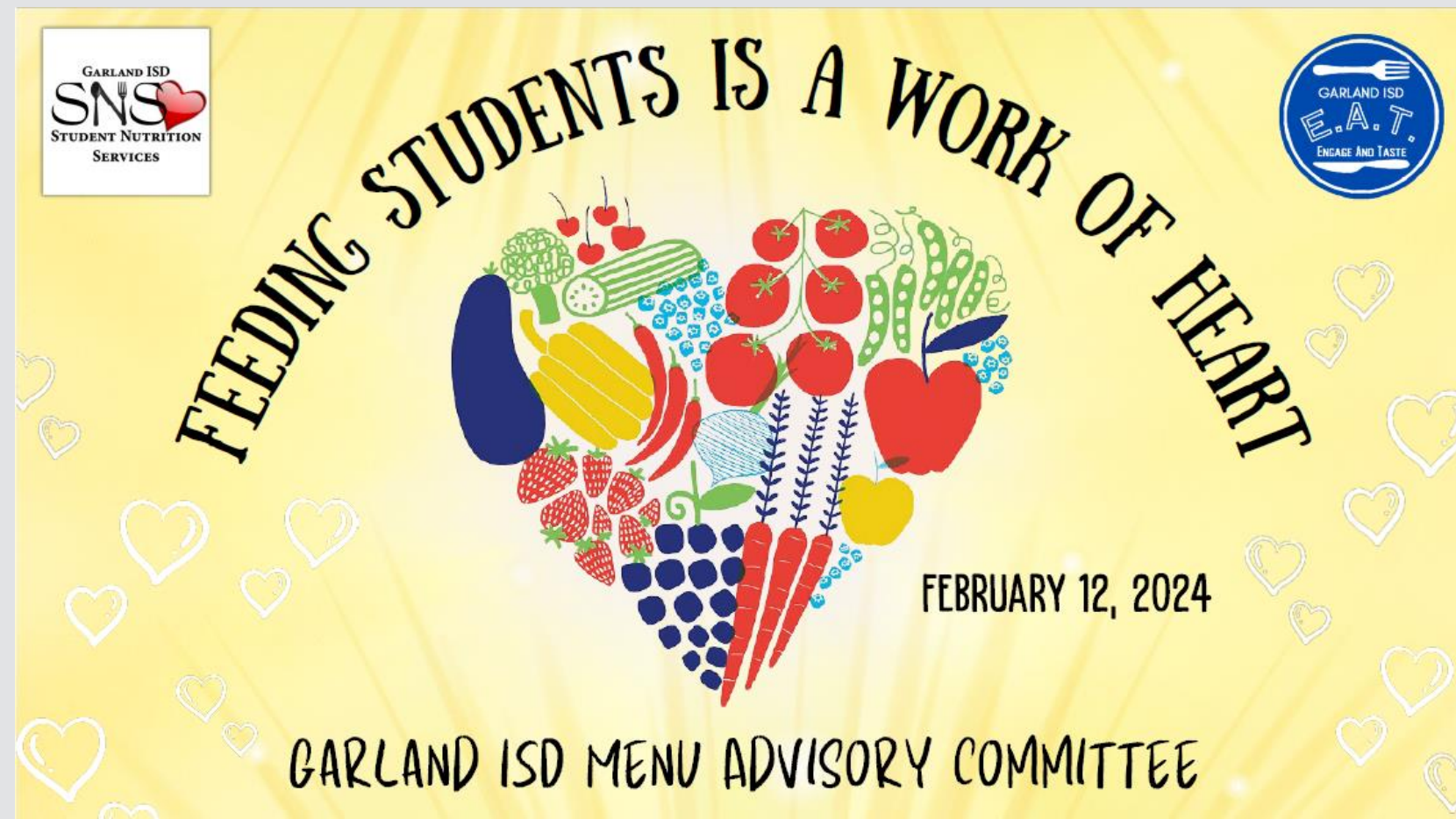


CONSUMER COMMENTS

- "Sounded different but it's actually really good."
- "The BBQ goes really well with the tots, please introduce new dishes more often."
- "Less cheese and more tater tots."
- "More tater tots please."
- "I like the mixture of salty and sweet."

- "Try it without melting the cheese, and maybe put it on fries instead."
- "Tater tots aren't crispy enough, they get soggy."
- "I do not like the BBQ." 8 responses

MENU ADVISORY COMMITTEE





TEXAS DEPARTMENT OF AGRICULTURE



NATIONAL SCHOOL LUNCH WEEK

Level Up with a Healthy School Lunch

October 15-19

TEXAS DEPARTMENT OF AGRICULTURE
COMMISSIONER SID MILLER

This product was funded by USDA. This institution is an equal opportunity provider.



DIVE! Healthy Breakfast K-12

MON	1/2 Ham & Cheese Cinnamon Toast 1/2 Grapel Variety and Cinnamon Toast	1/2 Apple Sauce 1/4 oz. Juice Variety 1/2 Choice of Milk
TUE	1/2 Oatmeal Bars 1/2 Grapel Variety and Cinnamon Toast	1/2 Mandarin Oranges 1/4 oz. Juice Variety 1/2 Choice of Milk
WED	1/2 Blueberry Lemonade Breakfast Bar 1/2 Grapel Variety and Cinnamon Toast	1/2 Raisins 1/4 oz. Juice Variety 1/2 Choice of Milk
THU	1/2 Texas Open Face Sandwich 1/2 Grapel Variety and Cinnamon Toast	1/2 Raisinberries 1/4 oz. Juice Variety 1/2 Choice of Milk
FRI	1/2 Dutch Waffle w/ Berry Compote 1/2 Grapel Variety and Cinnamon Toast	1/2 Fruit Cup 1/4 oz. Juice Variety 1/2 Choice of Milk

TEXAS FARM FRESH

HOMEGROWN & HEALTHY: CREATING A FARM FRESH GENERATION

Garland ISD SNS STUDENT NUTRITION SERVICES

LOCALLY SOURCED

LOCAL PRODUCE MENU ITEMS TEXAS MADE

DON'T FORGET THE SIMPLE THINGS



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Jodi Batten, Red Gold



Red Gold Representing Manufacturer

Collaborations:

Processor / Manufacturer &

School District Recipe Development =

Customer Focused

Reimbursable Meal Solutions



Goal: New Reimbursable Meal Solutions



It all started in 2014 !!

10 Manufacturer Products included

The Future . . . 2025 and beyond!
Focus on Adding Nutritional Elements

to Meet New Guidelines!!

Target 1A / Target 2 based on Total >

Not an individual item

Multiple Processors (4): Chicken/Potatoes/ Tomatoes/ Cheese

Multi Company Recipe Development: 2020 & 2021
 Year 1 > Tyson
 Year 2 > Tyson / Land O Lakes
 Joint Execution > Cool School Café



RED GOLD QUALITY SINCE 1942

ENDLESS POSSIBILITIES

Our Redpack Nutritionally Enhanced line of tomato products provides you with **ENDLESS POSSIBILITIES!** Take a look at these simple and nutritious meal solutions we have put together for you. **All with 6 ingredients or less!**

Better Nutrition made simple.

Child Nutrition Crediting
 Look for these color indicators next to the meal options. Each color indicates the crediting amount for each option.

- Meat/Meat Alternative
- Ounce Grain Equivalent
- 1/2 Cup Red/Orange Vegetable

CoolSchoolCafe.com/Bonus | 844.241.8207 | RedGold@RealTime-Solutions.com

Chef-Inspired Queso Meatball Nachos

Prep Time Cook Time **25** Servings



Ingredients

1 pound (2 1/2 cups) Canned black beans, rinsed, drained
12 ounces (2 cups) Canned corn, rinsed, drained
12 ounces (2 cups) Yellow onions, chopped
2 tablespoons Fresh jalapeño peppers, diced
1 tablespoon Granulated garlic
2 teaspoons Pepper
38 1/2 ounces (4 1/4 cups) LAND O LAKES® Ultimate Jalapeño™ Cheese Sauce
100 (3 pounds) AdvancePierre™ Beef Meatballs

Instructions

1. Combine black beans, corn, onions, jalapeños, garlic and pepper in large mixing bowl. Add ; stir until combined.
2. Place meatballs into full steam table pan. Pour sauce mixture over meatballs, toss to coat. Cover.
3. Bake in 350°F oven until internal temperature of meatballs reaches 165°F. CCP: Heat to 165°F for at least 15 seconds
4. To build nachos, portion one #8 scoop sauce (includes 4 meatballs) over 1 ounce tortilla

Shared Recipes with Product Specs

3/8/24, 11:45 AM

Chef-Inspired Queso Meatball Nachos

25 ounces Corn tortilla chips
75 ounces (8 1/3 cups or 25 PC salsa cups) Red Gold® Nutritionally Enhanced Salsa
2 ounces (1 cup) Fresh cilantro, chopped, if desired

chips. Top with cilantro, if desired. Serve with 3 ounces salsa.

Can replace tortilla chips with whole grain hoagie bun.

© 2021 Land O'Lakes, Inc. LAND O LAKES® Ultimate Jalapeño™ Cheese Sauce - Product Code 39946AdvancePierre™ Beef Meatballs Beef Meatballs - Product Code 10000075050Red Gold® Nutritionally Enhanced Salsa - Product Code REDSC22C168



Culinary Institute
of America

Red Gold Recipe Collaboration

with Garland Independent School District

New Recipe Collaborative Project

Recipes: *curated by*
Chef Kevin Jenkins with Garland ISD

- **Chilaquiles w/egg & Bacon** *using Red Gold Mild Salsa*
- **Cheese Enchiladas w/Green chilies** *using Red Gold Enchilada Sauce and Red Gold Diced w/Green Chilies*
- **Fresh Cilantro Salsa w/Red Gold Diced Tomatoes** *no Salt Added*

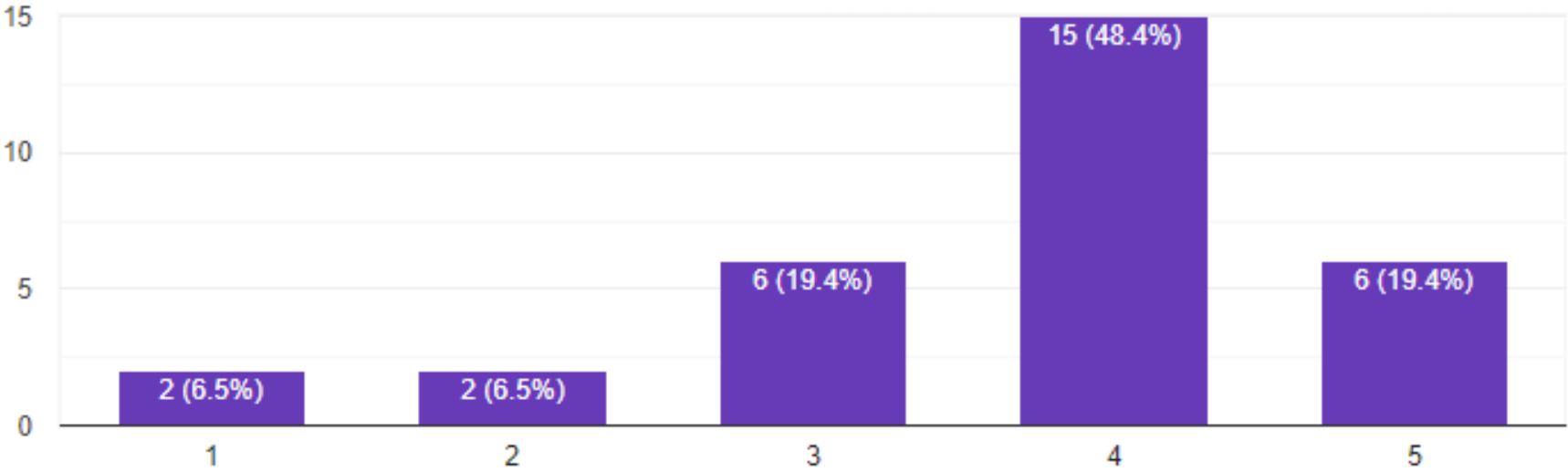


Cheese Enchiladas w/Green chilies using *Enchilada Sauce* and *Diced w/Green Chilies*



How Likely are you to eat Cheese Enchiladas with green chiles and tomatoes again?

31 responses

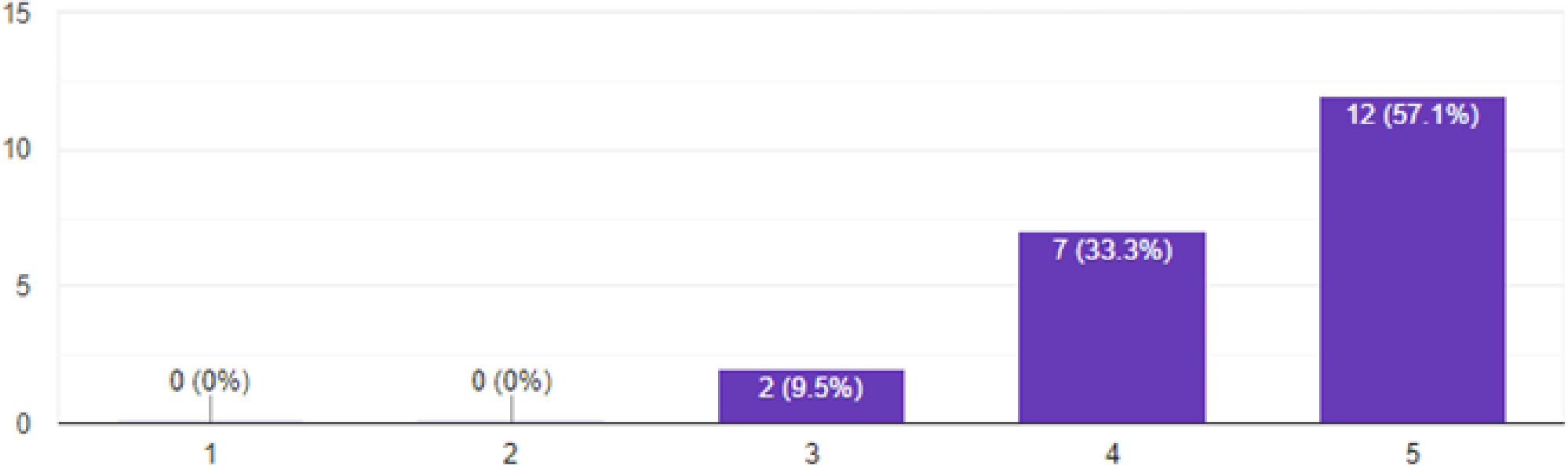


Chilaquiles w/egg & Bacon using Mild Salsa



How likely are you to eat Bacon and Egg Chilaquiles again?

21 responses

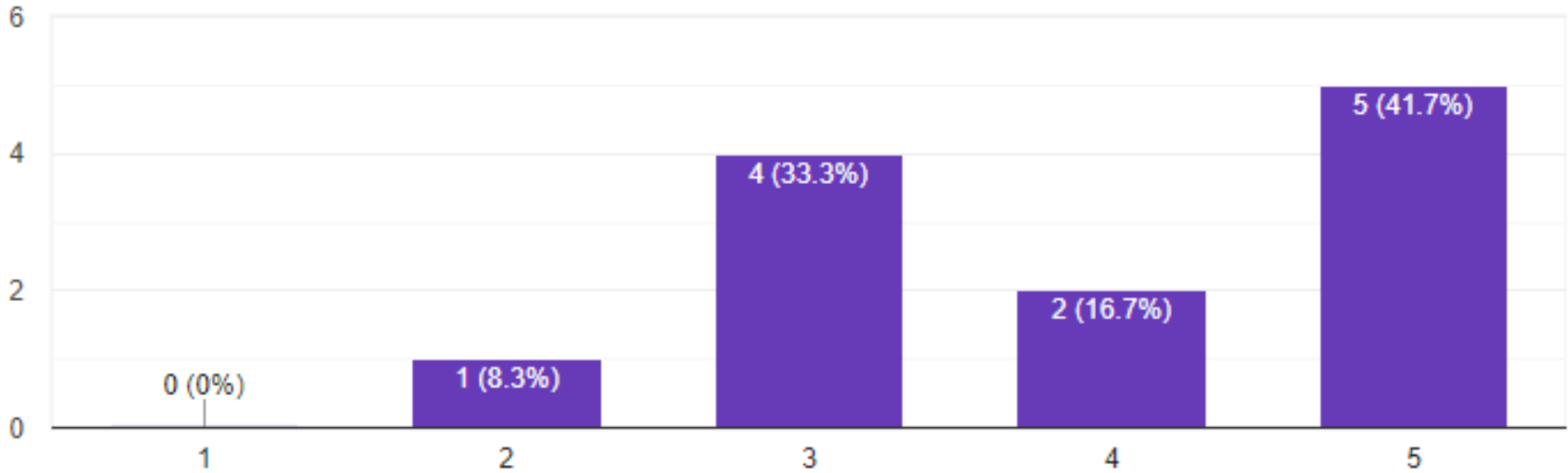


Fresh Cilantro Salsa *using Diced Tomatoes no Salt Added*

How Likely are you to eat Fresh Cilantro Salsa again?

 Copy

12 responses





"Stewie" the
Tomato was a
HIT in HS !!!



Key Takeaways



- **Chef Kevin tested all recipes and tweaked according to his students' preferences, as well as taking into consideration ease of preparation, presentation appeal, and line holding quality.**
- **Student Survey was conducted by Garland ISD Menu Director and Dietetic Interns – great feedback overall from Students!**
- **Giveaways = Tomatotrition Magnets were handed out to all students / Red Gold Pack T-shirts to give out to students who participated in the surveys**
- **Tomato Character Stewie**
 - Kept the Students entertained with some sweet dance moves!
 - The High School students took photos with Stewie – he was a HIT!
- **2024 Spring Menu for Garland ISD > Added 3 new menu items**

QUESTIONS?

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