

**School Lunch Advisory Council (SLAC)  
Meeting Notes – Friday, January 19, 2024 (Virtual)**

**Attendees**

**NYS Office of General Services (OGS) USDA Food Distribution:**

Nicholas Barber  
Gabrielle Viens  
Frank Palmo  
Jeffrey Ruff  
Artemis Artoun

**USDA Northeast Regional Office Food and Nutrition Service:**

Adrienne Vingello

**SLAC Area Representatives**

Area A - Scott Ziobrowski, Food Service Director, Hilton Central Schools  
Area C - Heather Myers, Food Service Director, Westfield Central School  
Area D - Bryan McCoy, Food Service Director, Broome Tioga BOCES  
Area E - Kate Dorr, Food Service Director, Oneida Boces  
Area F - Brian Mitchell, Food Service Director, Ogdensburg Public Schools  
Area G - Lyn Prestia, Food Service Director, Monroe-Woodbury Central School District  
Area J - Colleen Wise, Food Service Director, East Greenbush Central School District  
Area K - Alessandro Palumbo, Food Service Director, Farmingdale Public Schools  
Area L - Geoffrey Fasy, School Lunch Director, Canandaigua Public Schools  
NYC - Anne O'Donnell, Director of Supply Chain Management, Office of Food & Nutrition Services  
Direct Ship-to - Ruth Connor, Food Service Director, Buffalo City Board of Education

**NYS Education Department (SED) – Child Nutrition Program Administration**

Meghan Lanzetta  
Jamie McMillian  
Kristin Junco

**New York School Nutrition Association (SNA):**

Jennifer Martin

**NYS Agriculture & Markets:**

Mark McMullen  
Timothy McBride

**Institute of Child Nutrition(ICN)**

Cassandra Hawkins

**Cornell Cooperative Extension (CCE)**

Cheryl Bilinski

**Affinity Sales**

Marianne Dayton  
Annemarie Norton  
Corey Dill

**Fellowships:**

Alex AlamEIDin

## Opening Remarks

- **Notes**

- Nick Barber introduced the meeting and discussed the meeting's agenda.
  - We welcomed Kate Dorr as the Area E representative.
  - Updates were provided:
    - Strawberry Cup Lid and Peaches Complaints
    - Turkey Roasts for A, C, D, E, L, G, and J
      - 2/15/2024 delivery periods – in purchase status.
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## Affinity Sales

Website: [Affinity Sales](#)

[View Presentation](#)

Presented by Marianne Dayton, Annemarie Norton, Corey Dill

- **Notes**

- Poultry Reprocessing: Use of white and dark meat items
  - How does commodity processing currently operate?
  - Benefits
    - Reduce labor cost and cash outlays
    - Lower cost
    - Large variety of end products
  - Types of commodity processing agreements:
    - Multiple types
  - What is the value of the foods processed under commodity processing agreements?
  - Poultry Cuts
    - White meat
      - Comes from the breast and wings.
    - Dark Meat
      - Comes from the legs
  - Diverting the whole bird
    - Use the commodity calculators. The ratio often changes from item to item.
    - Processors usually offer products that are white meat only, dark meat only, and a mix of the two
    - Use the SEPDS and/or calculator to see which product is white, dark, or mixed
  - Commodity Calculators
    - Help you order using the whole bird
    - Often have monthly breakdowns
    - Often offer a cases and servings breakdown
    - Helps prevent unbalanced diversions
  - Best practices for poultry
    - Plan menu items for the year
    - Plan on some mixed items – white, dark, and mixed to help balance white/dark
    - Divert based on pounds and let that convert to entitlement dollars
    - Use the calculators – don't try to calculate ratio's on your own
    - Dark/white diversion are more challenging if you divert based on a dollar amount vs. pounds. You need to use both white and dark meat, so you need to be able to work the pounds to get the correct mix.
    - Create a good relationship with your processors
    - If state becomes unbalanced, trucks might be cancelled, pounds swept, measure taken to try and balance.
  - K12 (<https://www.k12foodservice.com/>)
    - Shows % of pounds used
  - ProcessorLink (<https://www.processorlink.com/>)
    - Shows % of pounds available
  - Discussion
    - Jennie-O has great products but some school districts are going toward whole muscle or other products to avoid having to balance the white/dark meat aspect.
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## **Cornell Cooperative Extension (CCE)**

Website: [Cornell Cooperative extension](#)  
[View Presentation](#)

Presented by Cheryl Bilinski

- **Notes**

- Introduction to Harvest NY
  - Available as a resource
- Who we are and what we do:
  - Systems based solutions to institutional procurement needs
  - Focused in the volume and variety of NY foods purchased by institutional markets
    - NY Foods are comprised of 51% NY or more product grown in NY
  - Support SFAs with local procurement goals
  - Assist with strategic bid development to target local products
  - Ready farmers/food producers to respond to school food bids
  - Coordinate supply chain logistics
  - NY Food Product Database
    - Nearly 600 products!
    - All products are verified and qualify for 30%
  - Training, 30% resources
  - NYS Cookbook and training
  - Partnership with NYSED for capacity building
    - F2S Summit
      - When/where: Syracuse November 21<sup>st</sup> and 22<sup>nd</sup>
      - Workshops
      - Available space for NYS Producers
    - Culinary training
    - B2B events
    - Farm to school education
- Building Capacity for Farm to School
  - Farm to School Education
    - Goal is to expose students to where their food comes from and engage them
      - Connect the cafeteria, classroom, and community
      - Experiential learning
- 30% NY Initiative
- Discussion: How can SLAC better connect with Cornell CC?
  - Educate the area representatives to know”
    - who the coordinators are for their area.
    - What Cornell CC does and can do for the schools in their area.
    - Challenge the SLAC team to make a connection with the Cornell coordinators.
  - NYS grants for funding farm to school coordinators and AGM is accepting applications for assistance for coordinators too.
    - Many times these funds are used to pay for man-hours to complete the paperwork/administrative work needed.

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## **NYS Education Department (SED) – Child Nutrition Program Administration**

Website: [Child Nutrition](#) | [NYSED](#)  
[View Presentation](#)

- **Notes**

- CEP
    - 2.6 million students (86%) are enrolled in CEP schools
    - 96% of SFAs are operating CEP in all their RAs
  - Updates
    - National Breakfast Week
    - Summer Food Service Program Interim Final Rule
    - Trainings
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## **NY School Nutrition Association**

Website: [Home \(nyschoolnutrition.org\)](http://nyschoolnutrition.org)

No Presentation Available

- **Notes**

- NYS Industry Conference
    - Registration in February
      - May 14<sup>th</sup> – 17<sup>th</sup> in Lake George
      - Welcome reception on steamboat
      - Keynote: Bryan Badge
      - Networking lunch with manufacturers, brokers, and schools
    - ANC (Boston) Scholarships
    - Memberships renewals have been sent out
  - Nominate peers and coworkers for SNA awards- Dealine 3/1/24
  - \$1,000 Stipens starts in February - Keep a look out for email
  - Award winning publication “Fresh Bites” - new edition is now available
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## **NYS Agriculture & Markets**

Website: [Agriculture and Markets | Agriculture and Markets \(ny.gov\)](#)

[View Presentation](#)

- **Notes**

- Farm to School Update
    - USDA Grant Applications
    - Scratch Cooking Program
    - Regional School Food Infrastructure
    - Farm to School Capacity Building Grants
    - New York Food for New York Families
      - Round 2
      - Backpack Program
      - Food Banks purchasing food boxes from from farms
    - Bid Listing Resource
      - Trying to foster connectivity between school districts and the farmers – and where to find the bids
    - 2024 Coodinating Committee
    - 30% 2023 Recap and Looking Forward
  - Farm to School resources
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## **Institute of Child Nutrition (ICN)**

Website: [Institute of Child Nutrition – Website for the Institute of Child Nutrition \(theicn.org\)](#)

[View Presentation](#)

*Presented by Dr. Cassandra Hawkins, Associate Director of Data and Quality Management*

- **Notes**

- The ICN Process
- About the Applied Research Division
- Research methodologies
- Resources
- Education and Training Resources
  - Face to face
  - Virtual
  - Self-paced
- Menu planning/meal pattern
  - Reimbursable School Meals
  - Micro Trainings for menu planning
  - Transitional Standards for Milk, Grains, and Sodum
- Leadership and Management
- Food Safety
- Scratch and Speed-scratch cooking

- Grab and Go recipes
- Quick Bites
- Standardizes recipe guide for USDA
- Menues of Flavor
- Recipe Box are all USDA approved recipes
- Civil Rights training available
- Child Nutrition Archives
- <https://theicn.org/icn-resources-a-z/food-safety/>

## **NYS Office of General Services (OGS) USDA Food Distribution**

Website: [USDA Food Distribution](#) | [Office of General Services \(ny.gov\)](#)

[View Presentation](#)

- **Notes**

- General Updates
- What's going on?
  - Meal Rate for SY 2023-24 is \$.365
  - DoD Vendor Accountability
- Ordering from the State Perspective
  - Brown Box Ordering Criteria
  - Example Provided
  - Processing Ordering Criteria
- USDA Direct Delivery (Brown Box)
  - Update on the OGS USDA Foods Marketplace
    - Moving to a bi-weekly offering schedule
    - As of January 17, 2024, over 32,000 cases have been distributed to schools through the marketplace.
- USDA Direct Diversion (Processing)
  - Mandatory January Sweep closes January 26<sup>th</sup>
- USDA DoD Fresh Program and USDA Pilot Program
  - DoD Fresh reminders
  - Pilot reminders
- Reports
  - WBSCM Reports
    - Sales Order Statuses and Definitions
  - FFAVORS Reports

## **Representative Area Feedback**

Area A – Scott Ziobrowski

- Had a meeting with my area about the trucks and ordering situation so they understand why sometimes the dates change from when order is placed.
- Personal feedback is that it is awesome how much everyone is involved (meaning, NYSED, AGM, ICN, NYSNA, Cornell CC).
- Visited a district in alleghany country with 7 to 8 directors and went over diversion and everything. Spent a few hours and it was eye opening how many directors start and have no idea.

Area C – Heather Myers

- No Updates

Area D – Bryan McCoy

- No Updates

Area E – Kate Dorr

- N/A

Area F – Brian Mitchell

- No Updates

Area G – Lyn Prestia

- Glad there is a survey for vendor performance.

Area J – Colleen Wise

- We got a lot of great feedback and I think its because the schools feel so well supported now by OGS.

Area L – Geoffrey Fasy

- A lot of positive feedback from my area.
- Chef Jeff Corner recommendation, add some recipes for the spring and summer.

Area KW – Alessandro

- Raising wareness about Chef Jeff's Corner.
- Converation about priority for ordering.

Direct Ship-to – Ruth Conner

- Nothing new to report.
- Ordering training for area C scheduled for Wednesday, Jananuary 24, 2024, 2:30 – 3:30.

New York City Board of Education – Anne O'donnell

- 7.8% increase in lunch counts.
- NYC seeing increases due to migrant influx.

**SY 23-24 SLAC meeting dates**

- Meeting 3 (Spring) – May 10, 2024 (In-person)

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**Closing**

Thank you for representing your areas and your participation in the School Lunch Advisory Council.