Bost Health Policy Forum Webinar: 
*Promoting Healthy Lifestyles through Nutrition & Physical Activity*

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Healthcare Industry Sales Strategist
Topics

- Who is GFS?
- Benefits of Proper Nutrition
- Meal Patterns
- Foodservice Pivots
- Supply Chain Challenges
- Future Operational Changes
- Industry Collaboration
Benefits of Proper Nutrition...For Kids

- Develops life-long good eating habits
- Ensures essential vitamins & minerals necessary for healthy growth
- Decreases risk of chronic disease
  - Obesity
  - Type 2 Diabetes
  - Hypertension
- Develops an appreciation of food & various cultures
School Breakfast & Lunch Benefits

- Improved learning
- Reduce childhood obesity
- Improved attendance
- Improved test scores
- Fewer hunger distractions
- Decreased food insecurity
- Allows families more morning time together
- Improved overall diets
- Reimbursement for schools
<table>
<thead>
<tr>
<th>MEAL PATTERN (NSBF)</th>
<th>Grades K-5</th>
<th>Grades 6-8</th>
<th>Grades 9-12</th>
</tr>
</thead>
<tbody>
<tr>
<td>*Fruits (cups)</td>
<td>5 (1)</td>
<td>5 (1)</td>
<td>5 (1)</td>
</tr>
<tr>
<td>*Grains (oz eq)</td>
<td>7 (1)</td>
<td>8 (1)</td>
<td>9 (1)</td>
</tr>
<tr>
<td>Fluid Milk (cups)</td>
<td>5 (1)</td>
<td>5 (1)</td>
<td>5 (1)</td>
</tr>
<tr>
<td>Min-Max Calories (kcal)</td>
<td>350-500</td>
<td>400-550</td>
<td>450-600</td>
</tr>
<tr>
<td>Saturated Fat (% of total calories)</td>
<td>&lt;10</td>
<td>&lt;10</td>
<td>&lt;10</td>
</tr>
<tr>
<td>Sodium (mg)</td>
<td>≤540</td>
<td>≤600</td>
<td>≤640</td>
</tr>
<tr>
<td>Trans Fat</td>
<td>Nutrition label or manufacturer specifications must indicate zero grams of trans fat per serving</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Substitutions
# Lunch Meal Pattern

<table>
<thead>
<tr>
<th>Food Components</th>
<th>Preschool</th>
<th>Grades K-5</th>
<th>Grades 6-8</th>
<th>Grades 9-12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fruits (cups)</td>
<td>1¼ (¼)</td>
<td>2½ (½)</td>
<td>2½ (½)</td>
<td>5 (1)</td>
</tr>
<tr>
<td>Vegetables (cups)</td>
<td>1¼ (¼)</td>
<td>3¾ (¾)</td>
<td>3¾ (¾)</td>
<td>5 (1)</td>
</tr>
<tr>
<td>Dark Green</td>
<td>N/A</td>
<td>½</td>
<td>½</td>
<td>½</td>
</tr>
<tr>
<td>Red/orange</td>
<td>¾</td>
<td>¾</td>
<td>1¼</td>
<td></td>
</tr>
<tr>
<td>Beans and Peas (Legumes)</td>
<td>N/A</td>
<td>½</td>
<td>½</td>
<td>½</td>
</tr>
<tr>
<td>Starchy</td>
<td>½</td>
<td>½</td>
<td>½</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>½</td>
<td>½</td>
<td>¾</td>
<td></td>
</tr>
<tr>
<td>Additional Vegetables to Reach Total</td>
<td></td>
<td>1</td>
<td>1</td>
<td>1½</td>
</tr>
<tr>
<td>Grains (ounce equivalents (oz. eq.), unless otherwise indicated)</td>
<td>1 ¼ slices/servings (½ slice/serving) or 1¾ cup (¾ cup)</td>
<td>8-9 (1)</td>
<td>8-10 (1)</td>
<td>10-12 (2)</td>
</tr>
<tr>
<td>Meats/Meat Alternates (oz. eq.)</td>
<td>7½ (1½)</td>
<td>8-10 (1)</td>
<td>9-10 (1)</td>
<td>10-12 (2)</td>
</tr>
<tr>
<td>Fluid Milk (cups)</td>
<td>3¾ (¾)</td>
<td>5 (1)</td>
<td>5 (1)</td>
<td>5 (1)</td>
</tr>
</tbody>
</table>
Foodservice Pivots

COVID-19 Pandemic is a Forceful Catalyst of Numerous Changes:

• Operational Changes
• Student, Parent & Employee Expectation Changes
• Supply Chain Disruptions & Changes
• Food Manufacturer Changes
• Distributor Changes
A ripple effect occurred secondary to a supply chain disruption:

- Meatpacking industry: Over 42,000 confirmed cases of COVID-19
- Negative impacts to both commercial & non-commercial segments
- Higher prices and reduced supplies of beef, pork & poultry
  (Causes include labor shortages & reduced harvests)
- Produce crops destroyed or not used
- Dairy farmers dumped excess milk that was designated for schools & restaurants that were closed
Supply Chain Challenges

COVID-19 negatively impacted the foodservice supply chain affecting the availability of products:

• Immediate growth in demand for safety & sanitation related items
  • Chemicals/disinfectants/hand sanitizer, disposables and IW items
• Immediate halt in overall distribution center purchasing
  • Excess inventory in warehouses secondary to lower demand from commercial segment
• Near future supply & demand production impacts
  • Significant data analysis will be required to assist with future farming/production planning
The Next Normal in School Foodservice

• On-going focus on safety protocols, infection control & training
• Comprehensive evaluation of menu items
• Flexibility in menu structure based on ingredient availability
• Industry innovation
• Increased collaboration with industry partners
Collaborating Together

All parties must partner strategically together in order to be successful.

Solutions-Oriented Approach:

- Frequent communication (may be virtual)
- Menu engineering & design
- Ingredient cross-utilization
- Operational efficiency & best practice sharing
- Practical tools for foodservice leaders
- Value-added services including resources & training
Nutrition Resource Center

Registered dietitians & support team members are available to assist with:

- Nutrition, wellness & food safety information
- Ingredient, nutritional content & allergen analysis
- Training & staff preparation
- Menu tools & services
This is a top priority for every kitchen:

- Employee Training: Food safety, sanitation, personal hygiene & foodborne illness
- ServSafe training & certification
- Kitchen documentation forms
- Food safety emails
- Product recall process
Stewardship

Minimize Environmental Impact
Our planet is the source of our food and the future of our children. Sustainable operations and practices are vital.

Promote Social Responsibility
Caring for extended family of employees, as well as customers, suppliers and the communities being served is essential.

Ensure Corporate Sustainability
Steady growth provides provide jobs & helps to support the communities where we live and work.
Commitment to Diversity

It is important that business partners meet the needs of the increasingly diverse customers & communities being served... including schools.

To help achieve this goal, GFS is a member of:

- Multicultural Foodservice & Hospitality Alliance (MFHA)
- National Restaurant Association (NRA)
- Women's Foodservice Forum (WFF)
Thank you