

IAB Member Spotlight

Beverly Looney

I joined Dori Foods five years ago as Director of Sales, with K-12 being my primary focus. I have learned so much and have enjoyed working with all the wonderful people in this K12 industry.

Before Dori, I was in Foodservice Sales and Sales Training with over 20 years of experience, covering different areas of North America. I truly love being back in Virginia and working toward the common goal of delivering the best quality products to feed our children.

I am excited and look forward to continuing to learn and grow with K12 as it changes; and working collaboratively with all aspects of the K12 industry.



Inside Industry

Vinny Giacinto Industry Chair



INDUSTRY ADVISORY BOARD (IAB)

The SNA-VA Industry Advisory Board met again on Tuesday, June 18th at Wintergreen Resort which was the location of SNA-VA Leadership Retreat. We had a good turnout of IAB Members despite the summer's busy schedule. The IAB was invited to stay for lunch by the Executive Board as a "thank you" for volunteering their time and it was a wonderful meal with fun conversations. Among the topics discussed were membership level amendments, review of our state conference in Hampton Roads and discussion about new and different sponsorship opportunities for industry. Also, lengthy discussion was given about the upcoming Supervisor/Industry conference in October. The same week as our show also sees the start of MD, NY and MA State Show starting and ending at different times but overlapping with Virginia's. There was a concern that many industry members would not attend ours as a result, but we worked through those issues and hopefully will have a good turnout for our breakfast/lunch "chat with industry" tables at the conference.

VA AGRICULTURE and NEW USDA CREDITING HOPES TO REVEAL SOME GREAT NEW PRODUCTS

As we focus on VA agriculture, industry is preparing for the upcoming VDAC show on October 23rd at the Marriott in Newport News. With some of the new USDA crediting of different agriculture products and components, it will be interesting to see what, if any, new product manufacturers will come out with. Here is what is new to develop products on.

- Tempeh: Schools may now credit 1 ounce of tempeh as 1 meat alternate.
- Surimi Seafood: Schools may now credit surimi seafood as a meat alternate in child nutrition programs.
- Popcorn: Schools may now credit popcorn as a whole-grain.
- Coconut: Schools may now credit fresh or frozen coconut as a fruit based on volume just like other fruits.
- Hominy: Depending on how it's offered, hominy may now credit towards either a grain or a vegetable. A quarter cup of canned, drained hominy credits as a quarter cup starchy vegetable. A half cup cooked or 1-ounce dry hominy grits credit as 1 ounce equivalent grains.
- Corn Masa, Corn Flour, and Cornmeal: Corn masa, corn flour, and cornmeal are now creditable as whole-grain ingredients; therefore, corn products made with corn masa, corn flour, and cornmeal meet the whole-grain criteria.
- Pasta Products made from Vegetable Flour: USDA now allows pasta made of vegetable flour(s) to credit as a vegetable, even if the pasta is not served with another recognizable vegetable. The ingredients in the pasta (e.g. vegetables vs. legumes) and the quantity of each ingredient affect how the product can be credited in meal programs.