



"We enhance the careers of our members through professional and personal growth'



### fife on the Weil Side!

Richard F. Weil, MCFE, MCFP Chairman of the Board

#### Falling into fall and trends

Happy fall everyone. First and foremost, I would like to thank Alysha Brooks for all of her tireless work and efforts that she has for so many years provided to IFSEA. Alysha as you will read with the published September newsletter that is part of this month's edition, is stepping down as chair elect. Thank you, Alysha is an understatement, and take care of you.

As I have been reading, as many of you may have seen we are experiencing multiple consumer shifts. For the consumer, Covid mostly feels, indirectly, over. But business owners and restauranteurs understand the long-term effects of the pandemic, and how those consequences are playing out in the current economic situation.

While regulations have long been lifted and restaurant business operate at a pre-pandemic standard, the numbers around dining are still not leveling out and certainly differ from projections before Covid.

Some of it is to be expected, as in off-site dining and food delivery services. During lockdown, those services reached historic levels and became the only revenue source for many restaurant businesses.

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## SOMETHING TO THINK ABOUT

While you're busy doubting yourself, someone else is admiring your strength.



fife on the Weil Side!

Richard F. Weil, MCFE, MCFP Chairman of the Board

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"From April until December of 2020, off-premises dining accounted for 44% of all sales. As a result, an ancillary option became an essential part of business,".states Nation's Restaurant News NRN) article. With a return to in-person dining, those numbers have been on the steady decline—but they're not gone entirely. Lockdown food delivery and off-site dining set a precedent for carryout moving forward. Of course, as could be expected, the new precedent isn't the dominating mainstay and restaurants are seeing a dip in their off-premises services. NRN writes, "according to data from Market Intelligence by GuestXM. Even April and May were down 7.9% and 7.6% respectively for full service. Both delivery and to-go channels are down in 2023 year to date (YTD) for full service."

However, despite the instability of these once relied upon services and a shifting economy, the restaurant industry experienced growth this past spring. Experts are crediting, not necessarily an influx of customers, rather a higher value customer as the reason. "Average guest check growth has been moderating in recent months, largely due to menu price increases decelerating this year. Average check grew by +5.8% year over year during May, up modestly from 5.2% the previous month but significantly lower than the average 8% for the last three months of 2022." While this is, in part, due to increased costs and supply chain issues across industries and products, it also marks the returned importance of on-premises dining for restaurant goers. They are willing to show up and increase the ticket price for a positive experience of dining on-site.

All that post-pandemic data really shows us is that the economy is still settling, a lingering effect of both lockdown and other related consequences. But as diners return looking for familiar and worthy experiences, even in financial uncertainty, it is this, that restaurant owner-operators should focus on. Customers are looking for experiences—and they will share these experiences. If the world was keen on social media pre-pandemic, it became a necessity during Covid, and now the norm for information sharing. Consumers will document their real-time experiences and opinions of products, menus, aesthetics—and this shared information is increasingly becoming make-or-break for restaurants. Reviews matter! "Restaurants that improved their average star rating saw their traffic increase by 3% over three years, while those with a negative change had a 1-point decrease in traffic," NRN reports..

I would challenge our colleagues and friends at IFSEA to take the time to greet your guest from the parking lot in. Appease their senses with great eye sensory, sound, and the touch of your establishment from the second the guest walks through your doors to be sure you meet and exceed the guests' expectations to have that great and positive memorable experience.

The restaurant industry in a 2023 world is still evolving. Needs, data, challenges can all change quickly, and restaurant owner-operators must keep the temperature of the industry to be successful. This evolution also includes associations such as our beloved 122-year-old IFSEA. Take the time to ask how you can make a difference as well as we are always seeking positive inputs and involvement from you. Make it a great September for everyone.





You've asked. We've answered.

A flavorful shopping experience awaits you. Our most popular items are now available online. Flavors fit for professional chefs that you can enjoy in your home kitchen!

#### **FREE SHIPPING ON ORDERS OVER \$50!**



## LOOKING AHEAD WITH MANLEY

Ed Manley, MCFBD, MCFE, CHP President Emeritus



#### ED SAYS GET OUT - SEE AND BE SEEN

I'll start with a personal note - 7 years ago I sold my Las Vegas house. The selling realtor had toured the house and asked my realtor who that was in the picture in the Navy dress uniform; she thought I was adorable (many of you would agree – lol). Having been told that, I greeted her with the client with, "Shall we have an Elvis wedding.?" We just got engaged on a Bahamas cruise, and we're having an Elvis wedding in Vegas, 7 years later – talk about patience, all kudos to Sharleen.

Lots of certification interest, just finished the 7th Army Special Operations Group



(commanded by a Green Beret Colonel), and in a few days for the 5th Special Ops at Fort Gordon, then the listed 21st Enlisted Aide of the Year and Class for the Secretary of the Air Force Dining Room, both at the Pentagon. So, busy busy. IFSEA and GFI share the testing revenue.

I'd like to pay personal homage to Alysha Brooks for her tireless work for a very very long time -15 years? She has been our "go to". Time to pay attention to the home front, which we understand. All the best, and see you when the pace slows down.

We can use new leadership to prepare to replace Dick, Dave and myself. So If you or someone you know is interested please let Dave know at hq@ifsea.org. We are an equal opportunity operation. Bless you.



• Chairman Richard Weil called the meeting to order at 4:05 PM Eastern Time

• Attending-Richard Weil, Ed Manley, David Kinney, Alysha Brooks, Brian Kunihiro, David Zander, Dr. Ernest Boger, Jamie Ricci, Larry Brown, Kathleen Willis, Shawn McGregor, and Matt Trupiano by proxy. Excused absences - Donna Foster, Grant Thompson, Laurel Schutter, Robert Matthews, Michelle Hackman. Absent - David Orosz, Jack Kleckner, Jesus Guillen, John Chapman, Julius Harrison, Anica Long, Curtis Ladue, Richard Hynes, Stan Gibson

• A quorum was established after the meeting commenced.

• Chairman Weil stated that Alysha Brooks was stepping down as chair elect but would remain on the board. She has been a very good worker and supporter of our organization and we fully understand and appreciate her continued support on the board.

• Alysha made the following comments. She noted that with her family responsibilities, jobs and all the other activities she is involved in, she simply did not have the time to give the focus to IFSEA that she wished to give. She further noted that she appreciated all the support she has been provided all these 15 plus years with her involvements since college to now from her IFSEA mentors and colleagues. She wanted to let everyone know that her decision to step down is based on her own mental health and for the betterment of her family as well.

• Chairman Weil is in discussion with other members of our board to possibly step up to the chair elect position.

• A motion by Larry Brown and second by Dr. Boger was made to accept the April minutes as presented. The motion carried.

• Treasurer David Kinney presented the financial statements. We have slightly under \$31,000 in our bank account after some year-to-date one-time only investments and expenses. We show a year-to-date loss of just over \$7000 on our profit and loss statement but in part that is due to pain for services such as our website and our membership programs for one and two years in advance to obtain discounts. Additionally, we have provided support to Ed Manley at the ACF conference, the NRA conference and other areas that will be bene-ficial to IFSEA going forward. Ed is currently teaching many classes and will continue to add to our deposits and bring our account to a positive balance soon. We average about \$400 to \$500 a month in expenses. The only major additional expense we foresee is the Enlisted Aide of the Year program which Ed will be attending and will have budgeted about \$4000 for this event. See below the YTD P&L and Balance sheet.

• A motion was made by Kathleen Willis and seconded by Brian Kunihiro to approve the treasurer's report as submitted. The motion carried.

• President Emeritus Ed Manley gave his report about classes that he is currently teaching. He just fin-(*Continued on page 6*)

ished several in Florida and has many others around the country to teach. He will be attending the enlisted aid awards program coming up later this year. He continues to work on securing support from the military and healthcare for certifications. Ed also noted that he got engaged the prior evening and the board members present on the call all congratulated and wished Ed well. Ed noted that he has been working with an individual to finally assist in getting IFSEA in the COOL programs. Ed further noted the importance of the health care portion of the industry as an untapped opportunity. Dave Zander also noted this as well as part of Ed's report.

• Dr. Boger presented the scholarship report. We had 47 applicants from 33 schools apply for scholarships through the Worthy Goal Foundation. We presented 17 scholarships representing 13 schools for a payout of around \$15,000. This was down from last year due to economic situations affecting the Worthy Goal Foundation accounts. Again, this year we extended the deadline for students to apply an Dr. Boger reached out to several schools to seek more applicants. See Dr. Boger's report below as part of these minutes.

• Chairman Weil expressed his thanks to Dr. Boger and the Worthy Goal Foundation for their continued support.

• David Kinney reported on the Kae DeBrent Hodges fund that the stock market improvements this past period have raised our funds to \$121,000.

• Treasurer David Kinney reported that our membership has 125 active members.

• Chairman Weil opened a discussion regarding the future of IFSEA given that our membership does not seem to grow and is even declining. He brought forth to the board the possibility of creating an Advisory Board which would be smaller than our current board. He stated that our goals would then be focused as we are now but even greater relating to scholarships, military support, and certifications. It is apparent that the organization most likely will not be able to support branches or have conferences going forward. Organizations like IFSEA are all showing decline as the younger generation focuses primarily on the Internet and social media to gain their knowledge and association with others in their careers. Richard suggested that he would put together a small task force to rewrite our bylaws to be more in compliant with the smaller organization as we go forward. Richard will most likely call upon past chairs to assist with a virtual process along with Dr. Boger to assist in proofing the proposed updated by-laws.

• Ed Manley indicated during his report as noted above and further reiterated that an area of growth potential is the long term healthcare industry. He has pursued this very actively and successfully in certifications. However, as he pointed out people still do not join organizations just because they've got certifications.

• Dr. Boger stated that we need to train people to support Ed and help him do his certifications around the country as Ed's plate is completely full at this point. Ed indicated that in the past he has had other trainers

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and certainly would welcome new ones at this time.

• Larry Brown and Brian Kunihiro both concurred with Richard's proposal to develop a smaller organization based on an Advisory Board and pursuing our scholarships, military support and certifications.

• David Zander emphasized his support for this type of an idea especially since as he pointed out that the younger people are all using social media instead of being part of organizations like ours.

• Jaynee Ricci indicated she would do some further research to see how best to make this transition a +1 for our organization.

• Shawn McGregor Stated that and all his training of cooks and chefs that it is best to provide this type of program as opposed to branches and regular meetings.

• It was then agreed upon by the board that this process should proceed, and Richard will work to have a draft 30 days before the annual meeting in October for the organizations approval.

• Chairman Weil Expressed his thoughts and prayers to the people of Lahaina, Hawaii after their terrific loss due to fires. He encouraged us to keep them in our prayers and thoughts. Board member Brian Kunihiro also appreciated the well wishes for the people in Maui as well.

• David Kinney mentioned and asked everyone to wish Dick Weil a happy birthday.

• A motion was made by Kathleen to adjourn and seconded by Larry Brown. Motion passed and the meeting was adjourned at 5 PM eastern time.

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#### **IFSEA SCHOLARSHIP REPORT**

Ernest P. Boger, D.Mgt. Scholarship Chairman

I am delighted to report the successful conclusion of the 2023 scholarship award season. Forty-Seven new applications were received, up from Seventeen last year. Schools indicated no difficulty in communicating scholarship information to students during this first full year post-Covid. Seventeen applicants from thirteen different schools received awards this year and posted scores of 26 (70%) or above on a 35-point scale. Individual awards ranged in amount from \$500.00 to \$2,000.00 for a total of \$15,000 down from \$28,500 last year. Thirty-three different schools were represented in the applications, up from twelve last year. The difference is accounted for by an extension of the deadline and a "full court press", "last call" outreach to the key educational institutions and their student organizations, primarily through ICHRIE.

As a matter of procedure, applicants are each assigned a tracking number and rated anonymously in accordance with IFSEA scholarship requirements, measured on a 35-point scale. After ratings and rankings are determined, named and unnamed scholarship amounts are assigned. Student names and school identifications are then brought back into the process and presented via a formal template. It should be noted that the process is not totally anonymous in the sense that student transcripts, bios, etc. all carry their names and affiliations. To block all of this out would be more trouble than it's worth. However, the assignment of a tracking number does facilitate an additional useful modicum of comfort and objectivity as applications move through the evaluation process. The application process for 2023, per David Orosz' 2021 request, featured the enhanced application form that requires the following:

Student Legal Name; Student Numbers; College/University Attending; Student Mailing Address; College/University Email address

All of this information can be found on the Excel spread sheet prepared by Michelle Hackman and available to the distribution Chairperson for check writing and envelope addressing for mail out. Special thanks again to Michelle Hackman for that, and the overall excellence of her critical technical support.

I am prepared to address any questions or concerns in the IFSEA Board Meeting, now slated for Tuesday

August 22, 2023. Thank you for the opportunity to serve! Sincerely, E.P. BOGER E.P. "Ernie" Boger, D.Mgt. IFSEA Scholarship Chairman Respectfully submitted by: David E. Kinney David E. Kinney, MCFE IIFSEA International Secretary/Treasurer



#### GARLIC

Although it is one of the most important ingredients in all of the culinary arts, garlic nevertheless seems to mystify us when it comes to classifying it—is it an herb, spice, or vegetable? The simple answer is that garlic is a member of the lily family, along with onions, shallots and leeks.

Its intense and unique flavor and aroma make it a mainstay of cuisines around the world, nearly indispensable in just about every form of Asian, European, African, Latin American, and North American cooking. Most of the garlic sold in the United States comes from China with a small percentage grown in California. Garlic is often cooked, but can also be incorporated raw into recipes.

#### What Is Garlic?

Garlic grows underground in the form of a bulb. (Its long green shoots produce flower stalks called garlic scapes, which can be eaten.) Covered in an inedible papery skin, the bulb, or head as it is more often referred to, is comprised of individual sections called cloves, and there can be anywhere from 10 to 20 cloves per head. These cloves are themselves enclosed in a paper like skin, which needs to be removed, and the pale yellowish flesh within is the part of the garlic that is used in cooking and can be cut in a variety of ways.

Garlic, which is inexpensive, is generally used as a flavoring ingredient in recipes rather than as the main ingredient itself. An exception to this is roasted garlic, which can be eaten as a spread or condiment.

Chicago got it's name from the American Indian word for the wild garlic that grew around Lake Michigan - "chicagaoua".

One farm in Monterey County (near Gilroy "The Garlic Capital of the World"\*) plants 2000 acres of garlic and produces almost 25 million pounds annually.

Garlic is pictured on ancient Egyptian tombs from 3,000 B.C. and is mentioned in the Old Testament, by Herodotus, Aristophanes, Virgil and Dioscorides. It is said to have grown in the left footprints of Satan when he left the Garden of Eden.

Garlic was an ingredient in mixtures used to attach gold leaf to early works of art.

Garlic and onions are among the oldest cultivated food plants. Their culinary, medicinal and religious use dates back more than 6000 years.



Production	Production
by	(Tons)
China	21.263.237
India	1.400.000
Bangladesh	381.851
Egypt	280.216
South Korea	275.549
Russian Federa- tion	262.211
Myanmar	212.909
Ukraine	187.96
Uzbekistan	174.17
Spain	170.042
United States of America	167.37



#### GARLIC

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1 medium garlic clove = 1/2 tsp finely chopped.

When you use a garlic press or crush the garlic cloves, you get a stronger flavor than when you mince it fine with a knife. This is only noticeable when using the garlic raw

The easiest way to peel a garlic clove is to place it on a cutting board and give it a good whack with the flat side of a large chefs knife or cleaver. The garlic clove will now slip easily out of the skin.

Garlic can be used as a pest repellent to repell aphids.

Small bulbs of garlic can be as much as 20 times as strong as larger bulbs.

#### Garlic In Oil:

Research performed by the National Center for Home Food Preservation confirmed that mixtures of garlic in oil stored at room temperature are at risk for the development of botulism.

Garlic-in-oil should be made fresh and stored in the refrigerator at 40°F or lower for no more than 7 days. It may be frozen for long term storage for up to several months. Package in glass freezer jars or plastic freezer boxes, leaving ½-inch headspace. Label, date and freeze.

#### **Cooking Garlic**

Cooking garlic decreases the strength of its flavor making it much milder. The longer it is cooked, the more mild it tastes. Be careful not to sauté garlic too long at too high a temperature, it will brown very quickly and can become bitter.

To bake garlic, place whole, unpeeled bulbs rounded side down in a shallow baking dish, drizzle with oil, cover with foil and bake for 1 1/2 hours at  $325^{\circ}$ F

#### TION AND STOPACE

#### ABILITY, SELECTION, AND STORAGE Garlic is available year-round frozen or fresh. When buying fresh garlic, choose from plump, dry heads that feel firm. Avoid soft, mushy or shriveled cloves. American garlic should be white to off-white. Garlic should be stored in a cool, dark place (though not a refrigerator) and can be kept for several weeks. Many people use small clay garlic holders to keep their garlic as fresh as possible. Cloves that have sprouted can still be used but they will not be as strong in flavor as fresher cloves. The sprouts themselves can be cut up like scallions and chives and used in dishes.

AVAIL-

#### PREPARATION

To remove individual garlic cloves, peel outer layers from the bulb and snap out each clove from the base. Cloves can than be peeled very easily. For a more mild flavor, whole cloves can be added (unpeeled for an even more subtle taste) to food while it cooks or marinates and than discarded before serving the meal. Another trick for imparting a mild garlic flavor in your dish is to spear a garlic clove with a fork and stir your dish with it — discarding the garlic when stirring is complete.

For a stronger flavor, used chopped, crushed, pressed or pureed garlic in dishes. The more finely garlic is chopped, the stronger its flavor will be. To chop garlic, cut in half lengthwise (remove the green core if there is one — it is bitter). Make several lengthwise cuts and than cut crosswise. A garlic press can be used also though these can be a bit tricky to clean. To remove garlic odor from hands, use salt or lemon juice and than wash hands with



#### Easy Garlic Shrimp serves 4



1 1/2 pounds medium shrimp, deveined (tail on or peeled)\*

3/4 teaspoon kosher salt
Fresh ground black pepper
2 tablespoon olive oil
6 garlic cloves, finely minced
1 tablespoon fresh parsley, chopped
2 tablespoon salted butter

1 tablespoon lemon juice, plus the zest of 1 lemon

Thaw the shrimp, if frozen. Pat the shrimp dry. Place it in a bowl and sprinkle it with the kosher salt and a few grinds of fresh ground black pepper. Stir to combine.

Prepare all the remaining ingredients as noted above.

In a very large aluminum or cast iron skillet\*, heat the olive oil over medium high heat. Add the shrimp in a single layer (without stacking it) and cook for about 1 to 1 1/2 minutes, until cooked and one side.

Flip the shrimp with tongs. Add the salted butter and allow it to melt. Add the minced garlic, parsley, lemon juice, and lemon zest. Cook for another 1 to 1 1/2 minutes until the shrimp is opaque and just cooked through. Serve immediately. Leftovers store well for up to 3 days.

Vegetarian Kale Soup serves 6-8



20 garlic cloves 5 ounces shiitake mushrooms 1 pound broad leaf kale (2 bunches) 2 tablespoons olive oil 1/3 cup rice vinegar 10 cups vegetable broth 2/3 cup faro Kosher salt

Thinly slice the garlic. Remove the stems from the mushrooms and thinly slice them. Roughly chop the kale.

In a large pot or Dutch oven, heat the olive oil over medium heat. Add the mushrooms and a bit of kosher salt, then sauté beginning to brown, about 8 minutes. Add the garlic and sauté 2 minutes more. Add the rice vinegar; simmer, stirring, until vinegar is almost evaporated.

Add the vegetable broth and farro to the pot. Bring to a boil, then simmer for 20 minutes.

Add the kale and cook for 5 to 10 minutes until the kale is tender. Season to taste with kosher salt.



## Squash

Squashes come in many different shapes and colors including tan, orange, and blue. There are many kinds of squashes (pumpkin, winter squash, summer squash, etc.), all part of the genus Cucurbita (Family Cucurbitaceae).

Squashes are one of the oldest known crops -10,000 years by some estimates from sites in Mexico. Since squashes are gourds, they most likely served as containers or utensils because of



their hard shells. The seeds and flesh later became an important part of the pre-Columbian Indian diet in both South and North America. De Soto, Coronado, and Cartier all saw "melons" (probably squash) in the Americas.

The name "Squash" comes from the Narragansett Native American word 'askutasquash', which means "eaten raw or uncooked."

Northeastern Native American tribes grew pumpkins, yellow crooknecks, patty pans, Boston marrows (perhaps the oldest squash in America still sold), and turbans. Southern tribes raised winter crooknecks, cushaws, and green and white striped sweet potato squashes. Native Americans roasted or boiled the squashes and pumpkins and preserved the flesh as conserves in syrup. They also ate the young shoots, leaves, flowers, and seeds.

Virginia and New England settlers were not very impressed by the Indians' squash until they had to survive the harsh winter, at which point they adopted squash and pumpkins as staples. Squashes were baked, cut and moistened with animal fat, maple syrup, and honey.

Summer squash includes those varieties of squash that are harvested while still immature and when the entire squash is tender ad edible. They include the yellow Crockneck, the large yellow Straightneck, the greenish-white Patty Pan, and the slender green Zucchini and Italian Marrow. Some of these squash are available year-round.

Winter squash are those varieties of squash which are marketed only when fully mature. Some of the most important varieties are the Acorn, butternut, Buttercup, Hubbard, Delicious and Banana. Winter squash are most plentiful from early fall until late winter.

# **SEPTENBER**

**APPLES BLACKBERRIES** BROCCOLI CAULIFLOWER CHILES CORN **CUCUMBERS** EGGPLANT **ESCAROLE** FENNEL GARLIC **GRAPES GREEN BEANS** KALE PEARS PEPPERS **PUMPKINS** POTATOES RADISHES RASPBERRIES SQUASH **TOMATOES ZUCCHINI** 

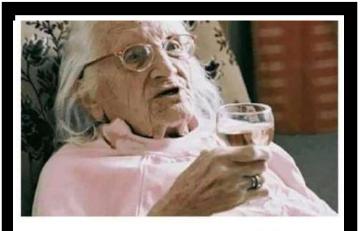
#### **2023 IFSEA OFFICERS AND DIRECTORS**

Board	Position
Richard Weil	Chairman
Ed Manley	President Emeritus
David Kinney	Treasurer
Alysha Brooks	Chair Elect
Brian Kunihiro	Director
CSC (Chief) David Zander	Director
Dave Orosz	Director
Donna Foster	Director
Dr. Ernest Boger	Director
Grant Thompson	Director
Jack Kleckner	Director
Jaynee Ricci	Director
Jesus Guillen	Director
John Chapman	Director
Julius Harrison	Director
Larry Brown	Director
Laurel Schutter	Director
Matt Trupiano	Director
Michellle Hackman	Director
MSG Anica Long	Director
Richard "Dick" Hynes	Director
Robert Mathews	Director
MSG Curtis Ladue	Director
SFC Kathleen Willis	Director
Shawn McGregor	Director
Stan Gibson	Director

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## **RANDO**m STuff



"For better digestion – I drink beer. In the case of appetite loss, I drink white wine. In the case of low blood pressure, I drink red wine. In the case of high blood pressure, I drink scotch. And when I have a cold, I drink Schnapps." "When do you drink water?" "I've never been that sick.

I AM FOREVER DISAPPOINTED THAT CHEF BOBBY FLAY DIDN'T NAME HIS DAUGHTER

## SUE.



