

May

CHAIRMAN'S CORNER



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

It's Good to be Wrong.... Sometimes us Chickens Get Lost

First and foremost, I would like to extend my sincerest condolences to the Matt Trupiano family for the loss of their Matriarch Rochelle Trupiano. Rochelle spent hundreds of hours in support of IF-SEA for so many years traveling to dozens of conferences as well as networking with lifelong friends within IFSEA not just in Detroit but all over the country and world for that matter. Matt, please know how much we love you and your family and will, as everyone will miss Rochelle deeply.

I would like to follow up with my monthly article by recognizing the error in my ways of saying its good to be wrong, sometimes as you will read below, us chickens get lost. While back in late 2023 of this past year, I suggested that we no longer produce the monthly IFSEA newsletter. This was a bad decision and I take full responsibility for this

THE MANLEY METHOD



Ed Manley, MCFBD, MCFE, CHP President Emeritus

What's Love Got to do With It?

Yes, I went to a Tina Turner tribute concert the prior month which forms my message as Matt Trupiano is kind enough to re-start the IFSEA newsletter. AND recently someone ridiculed my status as IFSEA's President Emeritus, of an organization that is not very active is what this person said to me. While I did not care much for his comment, it did strike a nerve for sure.

All organizations are struggling for members, but we think there's a need for such entities. Well, we do exist, and why we exist is that IFSEA is built into the DNA of those of us who are by gosh not going to let it die because IFSEA members have done so much for so long. Such as:

IFSEA is the oldest food service association in the U. S., founded in 1901, 5 or so years before the National Restaurant Association (NRA).

Our Worthy Goal and Kae de Brent Hodges foundations continue to give generous scholarships and wonderful support to

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Food For Thought

"If you really want to make a friend, go to someone's house and eat with him...
the people who give you their food give you their heart." (Cesar Chavez)



Chairman's Corner

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

decision as Chairman of IFSEA. There is a true purpose of our organization, and communications is certainly one of them. The newsletter not only creates purpose and communications, but it also creates information for our new and older members as well. Additionally, as your chair it has been a difficult first quarter of the year for me both personally and professionally time wise. No excuse, just need to realize priorities sometimes.

The crux of my monthly article is from a blog my company produces ongoing for foodservice and hospitality industry professionals to consider and perhaps utilize for the betterment of their business or themselves.

In the semi-annual "Taking Stock with Teens" survey with Piper Sandler, the top-five restaurants of 2023 fall into QSR and fast-casual categories—not surprising. But a common thread among them all: their chicken options.

Chick-fil-A® led the tally with 16% of the vote. Among the other four, McDonald's® received 10%, Chipotle®, 9%, Raising Cane's®, 4%, and Texas Roadhouse®, 4% of votes from just over 6,000 participating teenagers around the United States. Within that group, 37% work part-time and the average household income settles around \$67,000.

Chicken offerings have become a dominant marketing tactic for fast-food and fast-casual restaurants. "The chicken segment has been on the rise," writes Nation's Restaurants News (NRN) about the results of the teen survey, including the vast increase in Chick-fil-A's numbers over the last few years. "Technomic released its report on Chick-fil-A's 2023 financials, which were up 43% over the chain's 2018 numbers."

This trend toward chicken at QSRs has been steadily increasing since just post-pandemic, when Raising Cane's saw a spike in popularity and viral social media posts. <u>Erin McDowell wrote for Business Insider that it was her fast-food spot of choice for a chicken sandwich</u>, and much of the internet agreed, with <u>review videos</u> popping up on TikTok and receiving millions of views.

The popularity is holding, "Technomic Ignite data, which found the chicken category overall experienced a double-digital sales increase in 2023 versus 2022. Both Raising Cane's and Wingstop® experienced sales growth of over 20%, for example, while Chick-fil-A's sales were up nearly 15% year-over-year." Bloomberg shared about the "deepening" love for chicken that left the \$85 billion beef industry grappling, especially in the wake of meat alternatives.

Like with most trends, there may not be a specific reason for the quick, then prolonged rise in the taste for chicken, and there is no certainty as to how long it will remain true; the best tactic regarding food trends, for restaurant owner-operators, is to pay attention to customers' desires while staying the course of what your establishment does best. For example, if you have chicken items on your menu, this could be the time to promote them, bring them on to happy hour menus, or highlight them in a new way. Adding new menu items that disregard your restaurant's strengths, however, is not a worthwhile use of time and resources.

Not only is the chicken consumer preference with teens, consumers from nearly every demographic are consuming chicken at unprecedented levels. Chicken and poultry in general is still affordable protein for both consumers and food service operators. Year to date, chicken prices remain lower than 2023 and significantly lower overall than 2022. Chicken and poultry not only satisfy many consumers demographic preferences, but margins and pricing remain a viable option to promote and feature.

Hopefully everyone has a great spring and Ed, and I will be reporting in the June article much about what we experienced during the forthcoming NRA show. As I said, it's good to be wrong sometimes, but IFSEA is good to be.....with all of us chickens.

THE MANLEY METHOD

Ed Manley, MCFBD, MCFE, CHP President Emeritus



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- IFSEA is the oldest food service association in the U. S., founded in 1901, 5 or so years before the Nationa Restaurant Association (NRA).
- Our Worthy Goal and Kae de Brent Hodges foundations continue to give generous scholarships and wonderful support to military projects every year.
- If you are fairly new to IFSEA you wouldn't know that we created and ran for 50 years the Navy Ney, Army Connelly and more recently I actually helped create the Marine Corps Hill, Coast Guard and Military Sealift Commands awards for best food service operation in each service. We had 1000 people at our annual conference for the 16 years I ran them, 600 in attendance were military including a dozen Admirals and Generals. In a financial discussion we lost those to the NRA about 10 years ago, now they are done at the NRA show in Chicago. Both Richard Weil and I will be attending the military awards program the Friday night prior to the start of the annual NRA trade show.
- IFSEA's Certified Food Executive may have been the first such certification in the industry, created in the '60's, and I started teaching this program others to the military and now we've tested over 8000 people who have earned 16,000 + certifications, and it was IFSEA that got me started on this path.
- We've tested 1800 food service managers of nursing homes with our Certified Food Manager (CFM) which is 1 or only 2 options accepted by Medicare. They MUST have CFM or CDM. And we've been getting memberships from these professionals and plan to do what we can for not just health care but the entire foodservice and hospitality industry.
 - Perhaps you may not feel the value of your IFSEA membership. However, we have priced the annual membership dues at the level they are at a level that our members see the value in what IFSEA does provide, versus not providing. One idea that you can utilize or just the satisfaction knowing what IFSEA does do to support students of our industry, our military and continuing education/certifications is worth it to you with our modest dues.
- If what you read stimulates your interest in getting certified, that's a game changer because maybe you don't know it, but certifications do matter. Multiples and thousands of recruiters and companies utilize formats such as INDEEDTM. Companies start often with formats like INDEED and LinkedIn® that compares your resume with job postings and utilized "AI" software to forward your qualifications and resumes on to the hiring person within the company you are looking to get noticed. Certifications on your resume will often spark the AI process to forward your resume to the "human". From there, life changing is what I'm told weekly by someone who we certified.
- Matt does a great, interesting, informative newsletter, re-starting with this one. I network with the nursing home people and have become a mentor to many, electronically you can do the same and/or you can mentor others. There's always someone smarter than you lol.

So, what love got to do with it; is the world needs committed industry experts to bring the young people along, so our industry doesn't struggle even more than we sometimes do in attracting and retaining great young people. Us old timers need youngsters to educate us on how AI restaurants are going to work. We'll never be the NRA, but we CAN make a difference, we already are!



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☐ Chairman Richard Weil call the meeting to order at 4:15 PM Eastern Time
☐ Chairman Richard Weil paid respect to Matt Trupiano's loss of his wife, Rochelle Trupiano
☐ Chairman Richard Weill expressed his thanks and best wishes to John Chapman on a continued recovery
from his medical procedures.
□ Quorum Establish ed - Attending Meeting – Richard Weil, Ed Manley, David Kinney, Jaynee Ricci, John Chapman, Markos Mendoza, Molly Warren Advisors attending - Grant Thompson, Larry Brown, Matt Trupiano, and Stan Gibson. Brian Kunihiro was noted as having communicated to Richard Weil that he unex-
pectantly had a conflict to attend the meeting.
☐ John Chapman moved to accept the minutes of the November 8, 2023 annual meeting as submitted and Molly Warren Seconded the motion. Approved
□ President Emeritus, Ed Manley's Report

Ed is continuing to pursue programs in multiples of different states and in particular Florida to provide certification to high school students. He has developed a new strong supporter in the Florida school system. His recent trip to the conference in Washington DC will be proving positive and a great investment in supporting Ed to this conference.

Efforts are continuing and getting closer to IFSEA restarting the certification

programs in the military Cool programs.

Ed is president of the Las Vegas ACF and is having a military General visit their meeting.

Ed has gotten approval for IFSEA participation in an \$80 million grant program. It isn't known at this time whether IFSEA will truly benefit from this, but we just might get some traction here. More follow-up and information to come. Markos Mendoza believes this may have a decent chance to come to fruition.

Ed and Richard will be attending the Enlisted Aide program next fall in Washington DC and Ed will continue his involvement.

Ed indicated they have done over 2000 certification in the Health Care Industry to date and noted the great coordination and support from Director Molly Warren.

Ed mentioned we should try to restart mentoring programs because studies prove their success.

☐ Chairman Richard Weil's Report

Richard will be attending the National Restaurant Association show with Ed this month in Chicago. They will attend the Military dinner, spend a great deal of time networking for IFSEA on Saturday and attend several vendor meetings on Sunday.

Richard and Ed will be gradually transitioning FSI and GFI to Richard and Ed and vice versa so there is a solid succession process in place.

Richard discussed further that Ed will be attending the ACF convention, and that Ed is most likely slated to be inducted into the Academy of Chefs (AAC) which would be quite a distinguished honor for Ed and well deserved for all his dedication to so many chefs throughout the world and in particular military chefs.

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IFSEA Quarterly Board Minutes Meeting May 1, 2024

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Dave Kinney

Richard and Ed meet weekly to discuss all aspects of IFSEA moving forward and the opportunities to enhance our presence.
Additional meetings are also taking place with Ed's advisor Zach who is supporting
Ed with revisions to the certification presentations.
☐ Treasurer's David Kinney's Report
Balance Sheet reflects a current balance of \$32,232.64 in the bank. We are overall very healthy financially compared to years ago. Many opportunities still exist. The 4-month P&L shows revenue of \$4,483.00 primarily from certification income and expenses of \$9,947.58 resulting in a loss of \$5,464.58. This is due to the expenses for Ed's and Richad's to travel to such events as the NRA, ACF, Enlisted Aide, etc. These expenses will be more than covered as Ed continues to generate great certification income. John Chapman moved to accept Treasurer's report and was seconded by Jaynee Ricci. Approved.
☐ Markos Mendoza said we need to not only do certifications for military but also civilians. Additionally, Markos suggested we need to change our "tag line" for the new newsletter. Richard will use Markos's ideas and others to create this. Thank you, Markos.
□ Newsletter Matt Trupiano
Matt and Richard suggested we need to update our look to a modern appearance that attracts all ages. Matt has already created this new contemporary look and we all look forward to Matt's new look "IFSEA Chronicles". Matt mentioned we now have the Manley Method for Ed's articles, Chairman's Corner for Richard and Let's Get Cooking for Matt's and others' ideas on cooking. He will also develop other new ideas for the newsletter. Matt agreed we need a new "tag line." Richard stated that IFSEA's current core competencies and thus, IFSEA's "DNA" is scholarships, certification, and military support primarily. Need to promote those to high school level and need the updated newsletter.
□ Worthy Goal Foundation - Stan Gibson reported that he believed the Worthy Goal Foundation (WGF) would be giving out around \$24,000 to \$25,000 this year. This will be validated with other WFG trustees. □ Kae de Brent Hodges Foundation - David Kinney reported the Kae De Brent Hodges fund
has \$125,000 balance.
 □ Richard reported that the next meeting will be in August and will provide updates from NRA and ACF meetings in the interim as well as further updates in-between. □ Grant Thompson noted the positive components of the meeting and congratulated the board and advisors for their input and time. □ Richard again apologized for the errant links to this board meeting's zoom call and the absence of meetings thus far this year. □ Meeting adjourned at 4:55 PM
Respectfully Submitted,

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Remixed French Pastries: Bakers and recipe creators are putting a fresh spin on classic French desserts. From TikTok's viral upside-down puff pastries to innovative croissants, these next-generation French treats offer a delightful blend of familiarity and novelty. Keep an eye out for ice creamsandwiches served on kouign amann pastry and other clever confections at bakeries and on social media. (Food Network FNDish)

Countertop Ovens: Move over, single-use appliances! Compact, multicooker countertop ovens are the new stars. These versatile ovens can air fry, bake, roast, toast, broil, reheat, and more—all while looking sleek on your kitchen counter. Brands like Our Place, Ninja, GE, Breville, and Cuisinart are introducing these multipurpose wonders at an average price of \$200. (Food Network FNDish)

Functional Beverages: In 2024, expect a surge in functional beverages. These drinks go beyond mere refreshment—they offer specific health benefits. Whether it's enhanced hydration, stress relief, or immune support, functional beverages are becoming a staple in our daily routines. (Food Insight).

Botanicals: Botanical ingredients are gaining popularity. From adaptogenic herbs to floral flavors, expect to see more botanical-infused foods and beverages. These natural ingredients not only add unique tastes but also contribute to overall well-being. (Food Insight).

Emotional Well-Being Foods: Consumers are seeking foods that support their emotional health. Whether it's mood-enhancing ingredients, stress-reducing snacks, or comfort foods, the focus is shifting toward foods that nourish both body and mind. (Food Insight).

Food Labels: People are becoming more label-conscious. Transparency matters, and consumers want to know what's in their food. Expect a greater emphasis on clear, informative labels, including details about sourcing, sustainability, and ethical practices. (Food Insight).

Artificial Intelligence (AI): The acceptance of AI in the food industry is growing. From personalized recipe recommendations to smart kitchen appliances, AI is revolutionizing how we cook, eat, and interact with food. (Food Insight)

1. **Global Peppers**: Heat lovers, rejoice! Complex and fiery flavors from global peppers are making waves. Whether it's smoky chipotles, tangy ají amarillo, or spicy Korean gochugaru, these peppers add depth and excitement to dishes. (Whole Foods)

Water Conservation and Stewardship: As environmental awareness grows, food producers and consumers are focusing on water conservation. Sustainable practices, responsible sourcing, and mindful water usage are becoming integral to the food industry. (Food Insight).

So, whether you're savoring remixed pastries, experimenting with countertop ovens, or exploring functional beverages, 2024 promises a flavorful journey through these exciting food trends!



Papaya is one of the fastest-growing fruit crops, with fruits maturing within 6 to 9 months from planting.

The papaya fruit is a rich source of dietary fiber, aiding in digestion and promoting bowel regularity.

Papaya trees are grown commercially in more than 60 countries worldwide.

The ripe fruit has a sweet, tropical flavor, reminiscent of a combination of melon, mango, and peach.

Papaya is often used in tropical fruit salads and fruit smoothies.

In addition to its delicious taste, papaya has a refreshing and tropical aroma.

The enzyme papain derived from papaya is used in the production of beer and some chewing gums.

The skin of papaya can be used as a natural exfoliant for the skin.

Papayas are known to have anti-inflammatory properties.

Papaya trees can withstand hurricanes and strong winds due to their flexible trunks.

The wood of the papaya tree is used for making furniture, charcoal, and tools.

The papaya fruit is a rich source of vitamin A, which is essential for eye health.

Papayas contain an enzyme called chymopapain, which has been used in traditional medicine to treat inflammation and pain.

In some cultures, papaya leaves are used topically to treat wounds, cuts, and skin disorders.

The papaya plant has been traditionally used in folk medicine for its potential antimicrobial and anti-inflammatory properties.

Papayas are often included in beauty and skincare products due to their natural exfoliating and moisturizing properties.

Some studies suggest that papaya consumption may have potential anti-cancer effects, attributed to its high antioxidant content.

Papaya seeds are sometimes used as a natural remedy for liver detoxification.

The high vitamin C content in papayas supports collagen production, promoting healthy skin and wound healing.

The pulp and seeds of papaya can be fermented to produce a popular traditional drink called "papaya milk."

In traditional medicine, papaya seeds have been used to treat parasites, particularly intestinal worms.

Papayas are often used in marinades for meats, as they contain enzymes that help tenderize tougher cuts.

Papaya plants are highly adaptable and can thrive in a variety of soil types, as long as they receive adequate sunlight and water.

The consumption of papaya has been associated with improved digestion, increased energy levels, and overall well-being.

Let's Get Cooking!

Papaya and chile Chocoalte Bark serves 36



2 cups chopped bittersweet or semisweet chocolate (or chips)

1/3 cup pepitas (see Tip), toasted

1/3 cup finely chopped dried papaya

1 teaspoon ancho or New Mexico chile powder, divided

Line a rimmed baking sheet with foil. (Take care to avoid wrinkles.) Place chocolate in a medium microwave-safe bowl; microwave on Medium for 1 minute. Stir, then continue microwaving on Medium, stirring every 20 seconds, until melted. (Alternatively, place in the top of a double boiler over hot, but not boiling, water. Stir until melted.) Combine pepitas and papaya in a small bowl. Stir half of the mixture along with 1/2 teaspoon chile powder into the melted chocolate. Scrape the chocolate onto the foil and spread it into a 9-inch square. Sprinkle with the remaining pepitas, papaya and chile powder, pressing any large bits in. Refrigerate until set, about 30 minutes.

Transfer the bark and foil to a cutting board. Use a sharp knife to cut into 1½-inch pieces.

Jamaican Jerk Shrimp serves 12



2 pounds frozen peeled, large cooked shrimp (with tails)

1 tablespoon Jamaican jerk seasoning (see Tip) 1 tablespoon cooking oil

1/2 24 to 26-ounce jar refrigerated sliced papaya, rained and coarsely chopped (11/4 cups)

1 (8 ounce) can pineapple tidbits, drained and chopped

1/4 cup chopped roasted red sweet peppers

1/4 cup sliced green onions

1 teaspoon finely shredded lime peel

2 tablespoons lime juice

2 cloves garlic, minced Green onions (optional)

whole green onions.

Thaw shrimp. Place shrimp in a resealable plastic bag. Add jerk seasoning and oil to shrimp. Seal bag; turn to coat shrimp. Chill for 30 minutes. Meanwhile, in a medium bowl, combine papaya, pineapple, roasted peppers, sliced green onions, lime peel, lime juice, and garlic. Cover and chill until serving time. To serve, gently stir together shrimp and fruit mixture. If desired, garnish with

Tip: Look for jerk seasoning in the herb and spice section of a large supermarket. To make homemade jerk seasoning, in a small bowl, combine 1-½ teaspoons dried thyme, ½ teaspoon ground allspice, ½ teaspoon ground black pepper, ½ teaspoon salt, ½ teaspoon ground cinnamon, and ½ teaspoon cayenne pepper.

Let's Get Cooking!

Masngo Papaya Salad serves 6



1 large mango - peeled, seeded and halved1 medium papaya - peeled, seeded and halved

1 avocado - peeled, pitted and diced

3 tablespoons balsamic vinegar

1 tablespoon butter

1/4 cup blanched slivered almonds

1 teaspoon brown sugar

1 head romaine lettuce, torn into bite-size pieces salt to taste

Directions

Place half of the mango and half of the papaya into the container of a food processor or blender along with balsamic vinegar. Puree until smooth, and set aside.

Melt butter in a small skillet over medium heat. Add almonds, and cook stirring constantly until lightly browned. Add brown sugar, and stir to coat. Remove from heat, and pour candied almonds onto a piece of waxed paper, separating any clumps. Set aside to cool.

Just before serving, place romaine lettuce in a large serving bowl. Cube remaining mango and papaya halves, and toss gently with avocado and lettuce. Drizzle the pureed fruit over the salad and lightly salt. Sprinkle with candied almonds, and serve immediately.

Papaya Bruschetta serves 8



1 papaya

5 roma (plum) tomatoes, diced

1/2 red onion, diced

1 red bell pepper, seeded and diced

1/4 cup chopped fresh basil leaves

2 tablespoons white sugar

1/4 cup red wine vinegar

1/4 cup vegetable oil

1/2 teaspoon mustard powder

2 green onions, chopped

1 French baguette, cut into 1/2 inch pieces

Directions

Cut papaya in half and remove seeds. Reserve 2 tablespoons of seeds for the dressing. Peel and dice the papaya, and place in a medium bowl.

Add tomatoes, red onion, red pepper and basil, and set aside.

In a food processor or blender, combine the papaya seeds, sugar, wine vinegar, oil, mustard and green onions. Process until smooth and thick, and most of the seeds have broken up. Pour over the papaya mixture and stir to coat all of the ingredients. Serve with slices of baguette.





BIFCOTTI

In Italian Bisotto" means "biscuit" or what we Americans have come to call a "cookie". Although commonly used to indicate the biscuits of Prato, "biscotti di Prato", in modern Italy, what we call Biscotti also seems to be known by the name "cantuccini". These delightful almond biscuits originated in the Tuscan city of Prato and are twice-baked, resulting in their distinctive dry and crunchy texture. They are often enjoyed dipped in a drink, traditionally Vin Santo. Versions with smaller pieces are known as biscottini or cantuccini. The term "cantuccini" is most commonly used in Tuscany, but it originally referred to variations that deviated from the traditional recipe by using yeasts, acids (to make



them less dry), and flavorings. In other countries, the term "biscotti", used as a singular, specifically refers to the Italian biscuit known in Italy as "cantuccio". So, whether you call them biscotti or cantuccini, these delightful treats are a beloved part of Italian culinary heritage!

1 cup whole almonds raw

1½ teaspoon baking powder

½ cup granulated sugar

3 large eggs (room temperature)

1 tablespoon pure almond extract

1 teaspoon lemon zest

2½ cups all purpose flour 320 grams

½ teaspoon salt

3/4 cup brown sugar

½ cup olive oil

½ teaspoon pure vanilla extract

Preheat oven to 325°F/165° C. Position rack in the center.

Line baking sheet with parchment paper.

Spread almonds on a baking sheet and toast in the oven for about 12-15 minutes.

Meanwhile, in a medium bowl, whisk together the dry ingredients (flour, baking powder, salt and sugars).

In a large bowl, whisk eggs. Add olive oil, extracts, and zest. Whisk lightly together.

When almonds are toasted, remove them from the oven and coarsely chop.

Add flour mixture to egg mixture; stir with a wooden spoon until just incorporated.

Fold in chopped almonds (make sure they have cooled off before incorporating in the batter).

Use a large serving spoon to scoop out the dough and place it on the parchment-lined cookie sheet. Add another scoop adjacent to the batter on the cookie sheet and keep going until two logs are formed.

With damp fingers, shape into a log shape.

Bake for approximately 30 minutes or until golden brown in color and firm. Allow to cool slightly for about 10 minutes. Remove from baking sheet and transfer to a cutting board.

Using a serrated knife, slice cookies at an angle about ½ - ¾ inch thick.

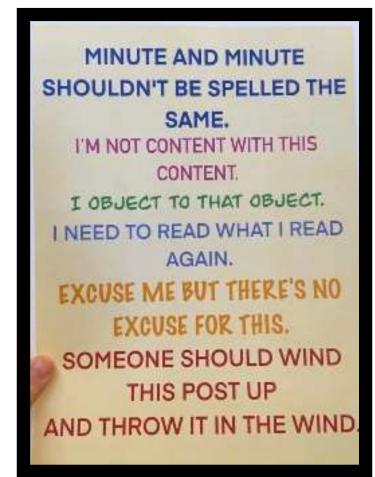
Place slices back on the baking sheets and return them to the oven for about another 15-20 minutes (the longer they stay in the oven, the crispier they get). Turn them over at the halfway mark Place on a wire rack to cool.



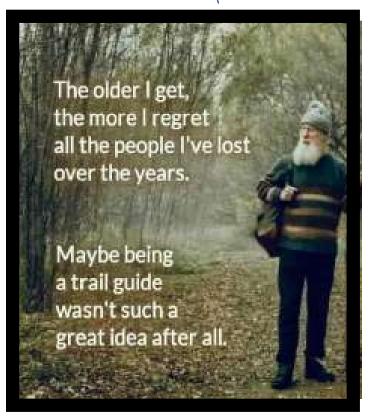
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RANDOM STuff







"I wasn't sure if the wine was breathing, so I've been giving it mouth-to-mouth."

