

"... the day the restaurants closed..."

What We've Learned, What's Next?

How Covid-19 is Changing Healthcare Foodservice in 2020

- Presenter: Mary Angela Miller MS RDN, LD, President, KeepSafe Food, LLC
- Moderated by: Marsha Diamond, MA, RDN, New Business Development, Allusery/Lakeside
- HOSTED BY AHF-NY AND AHF-NJ

allusery.com



OBJECTIVES

- Identify the huge operational shifts created for essential foodservice operators who must continue to operate during a pandemic and for the restaurants trying their best to do so
- Identify the food safety challenges created by this public health crisis and the strategies to address them.
- Summarize the lessons learned and forecasting future ones that will alter every step of the feeding process from supplier to operator to server to customer.

"... the day the restaurants closed..."



What We've Learned, What's Next?

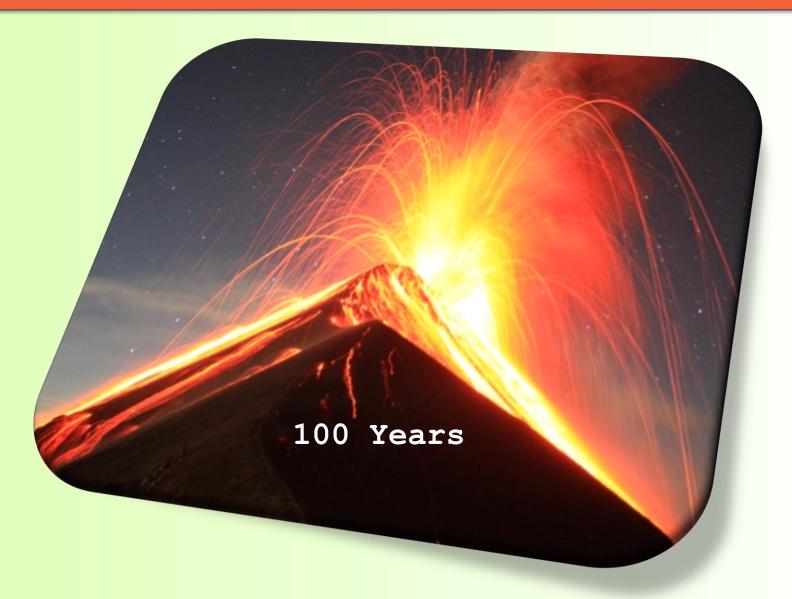


How Covid-19 is Changing HC Foodservice in 2020



Mary Angela Miller
MS RDN LD

Disruption





Some saw it coming



Mary Angela Miller

April 10 . 3

How many of my AHF/HFM friends remember this conference, this topic: I clearly recall Michael O. saying "it's not a question of if, but when, and how bad will it be?" Now we know.



Pandemic Influenza: A Harbinger of Things to Come? Michael Osterholm, Ph.D., MPH, Director of the Center for Infectious Disease Research and Policy (CIDRAP) and the Associate Director of the Department of Homeland Security's National Center for Food Protection and Defense Today, avian influenza is front-page news throughout the world, yet there remains considerable confusion as to what the current "bird flu" situation means for a future influenza pandemic. This presentation will provide the facts about pandemic influenza every healthcare foodservice manager should know and the necessary planning steps for business

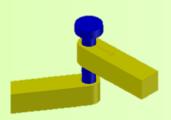
continuity during a pandemic.



FSDs



Challenges



Pivots

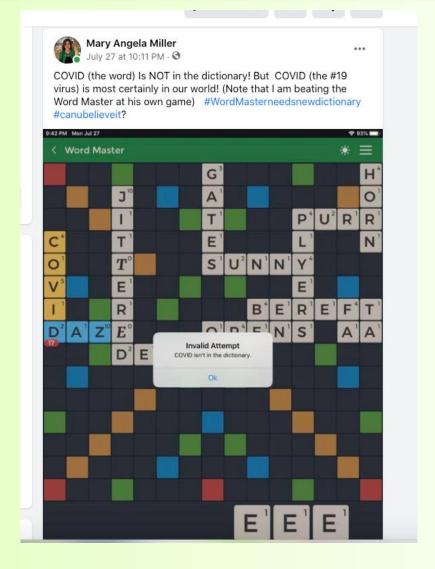




Lessons Learned

C-Lex Covid Lexicon

COVID... Not in the **Dictionary** 1111



Would you to like to buy an **E?**



Covid Playlist





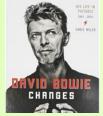






- Recognize it
- Like it
- Rep of a Certain Era
- (PC)





















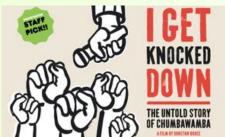














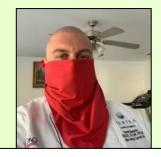


HC Heroes & Heroines





OSUWMC : Julie Meddles



Centra Health Tim Schoonmaker



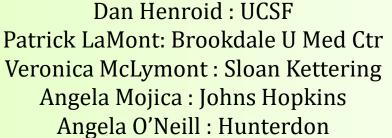
Mike Folino Akron Children's



Eric Eiseneberg Rogue Valley Manor



Kettering Health: Cheryl Shimmin



Martha Rardin : Hendricks



Robert Wood Johnson: Tony Almeida

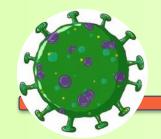


Dave Reeves



HC Heroes & Heroines





Covid: Not an FBI, But it is a Virus

C-Lex





Civet Cats







Zoonotic Diseases





Where Were You...

The Day the Restaurants Closed?

"the month of April was a blur"



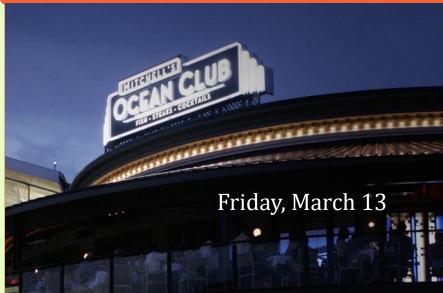
Don McLean
American Pie
"the day the music died"





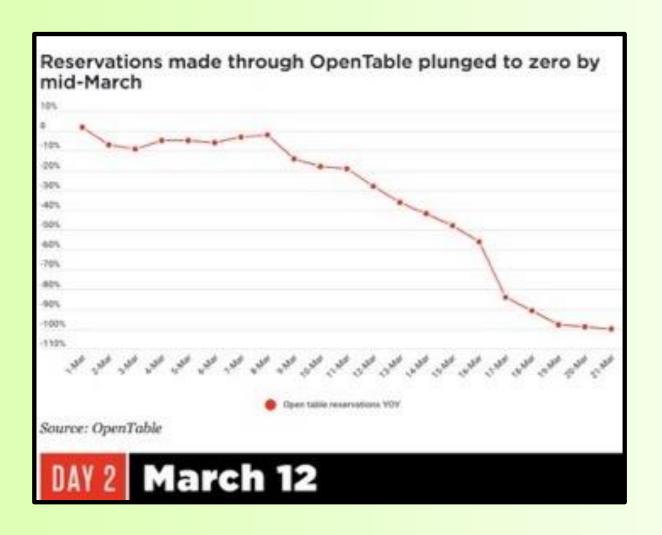
Fondly Recall Your Last Supper?



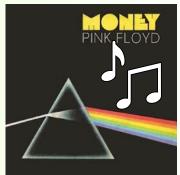




4 of Top 10 US Employers





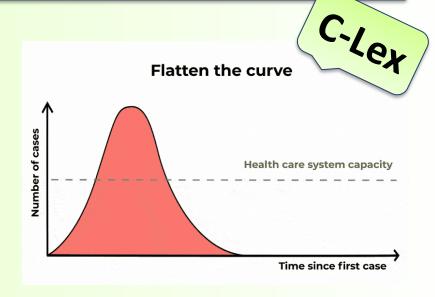




Economy: March/April



↓5.5 M Jobs





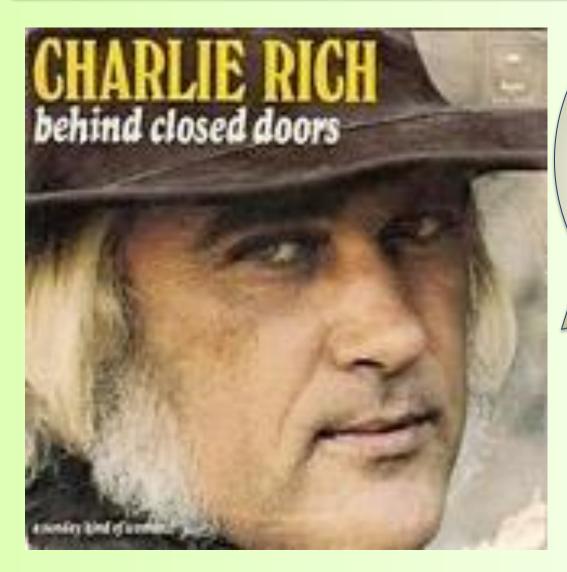
↓1.5 M Jobs



CC BY-SA Source: Advisory Board



Initial Challenges



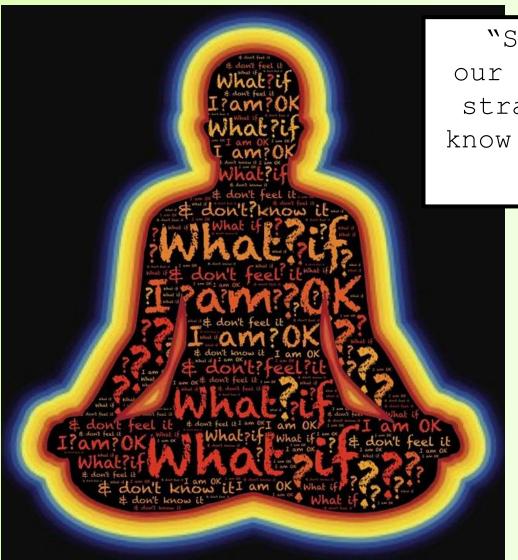
Let's go
Behind Closed
Doors with
HC Heroes &
Heroines







#1: Dealing with Unknown



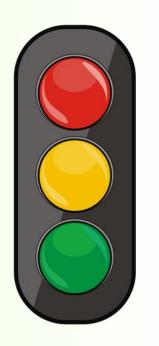
"Strategic planning is our strength, unable to strategize if we don't know what you're dealing with"



#2 Change & Inconsistency Guidelines & Operations









3 Communication



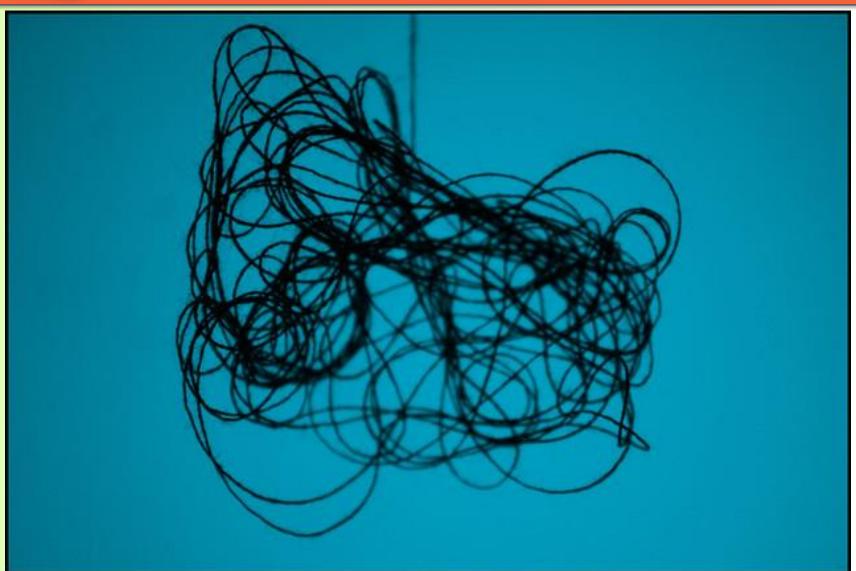


#4 Protecting Staff Physically & Emotionally

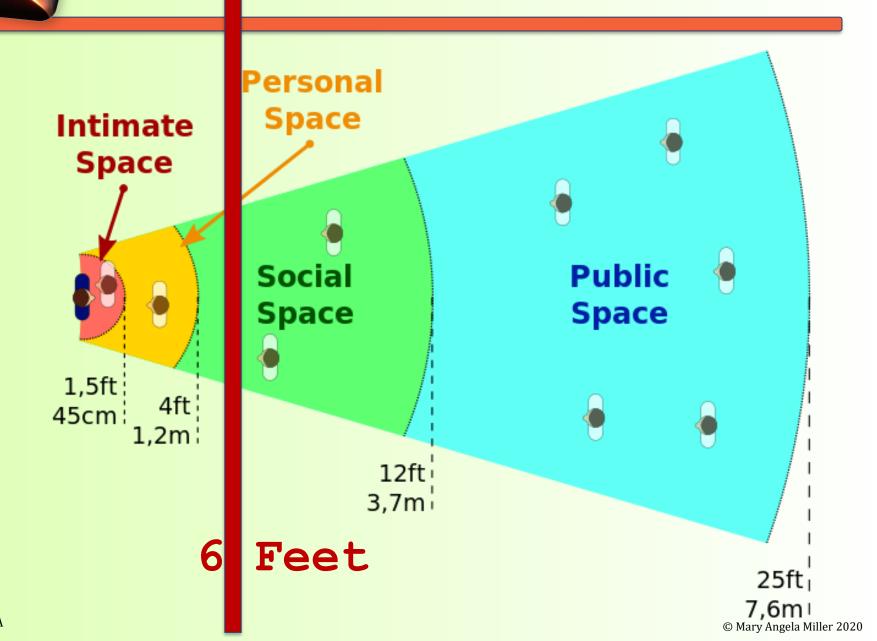




Complicated



Shift in Physical & Social Space





Physical Distancing

C

Lex

(preferred over Social Distancing)





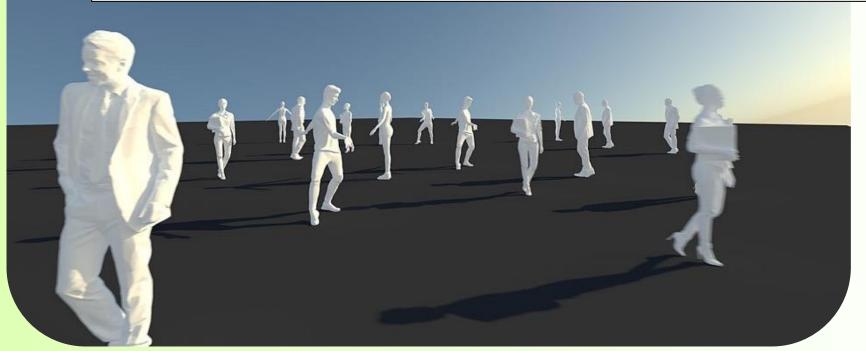
Physical Distance



Lex

Emotional Distancing

"We've never had a crisis where we couldn't socially gather with people," said John Gordon, founder of Pacific Management Consulting Group in San Diego, which advises restaurants.













Dealing with Donations

"It's like WKRP: Turkeys Falling from the Sky"



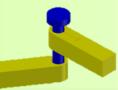




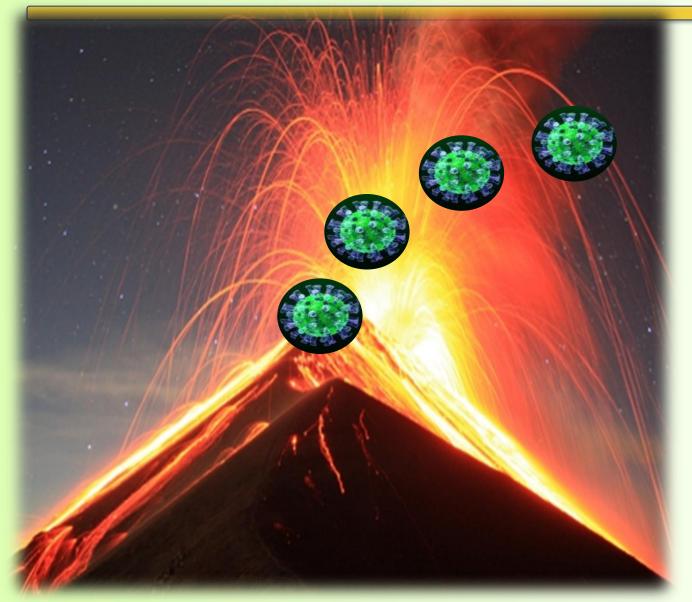
Donation Dilemma/Distraction

'We're not hungry, we need masks' says Australian doctor on coronavirus frontline

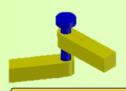




Pivots: CCCC

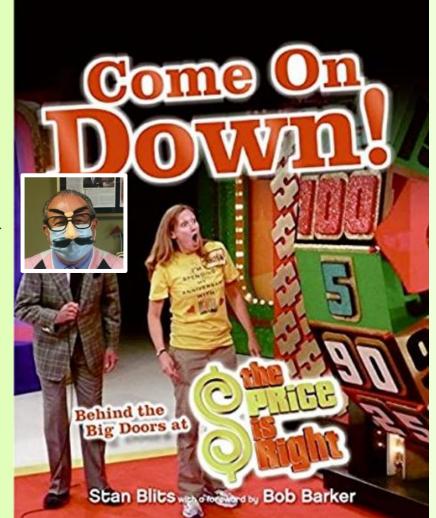


Corona
Crisis
as a
Change
Catalyst



Hero Meals













Donation Guidelines



- Reliable Source?
- Distribution?
- Legal?
- Taxable?
- Charity Credit?
- Acknowledgement?
- SM Publicity?

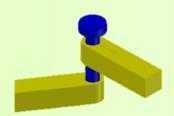




FSD Pivots



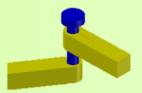
Challenges



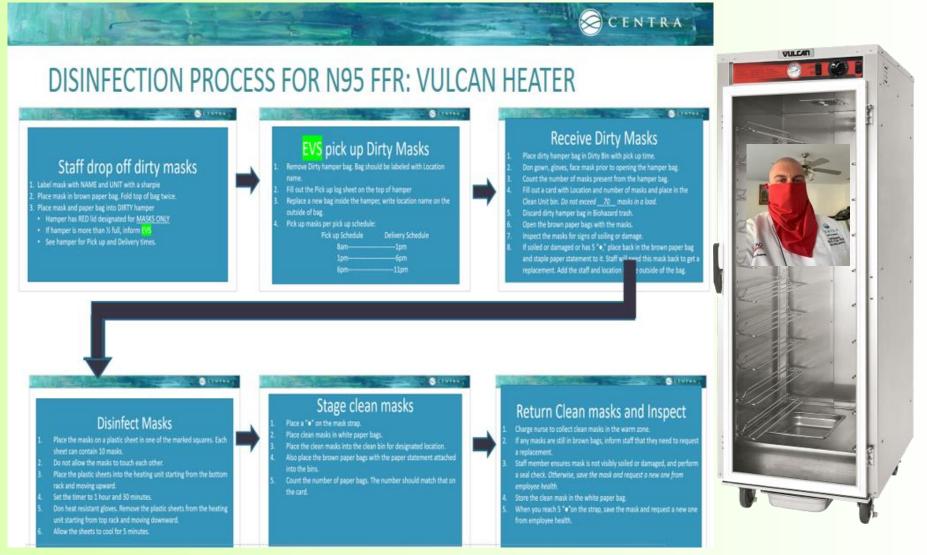
Pivots



Lessons Learned



Physical Protection





Physical Distancing



Please limit people per table as indicated to ensure proper physical distancing.

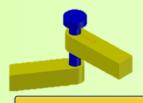
Do NOT move/remove this chair or move chairs to other tables.

Do NOT move tables together.

Please wash your hands or use hand sanitizer before and after enjoying your meal.

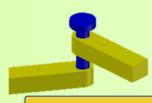
Thank you for helping keep our patients and staff safe!





Emotional Support





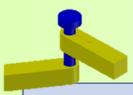
Staff Scheduling



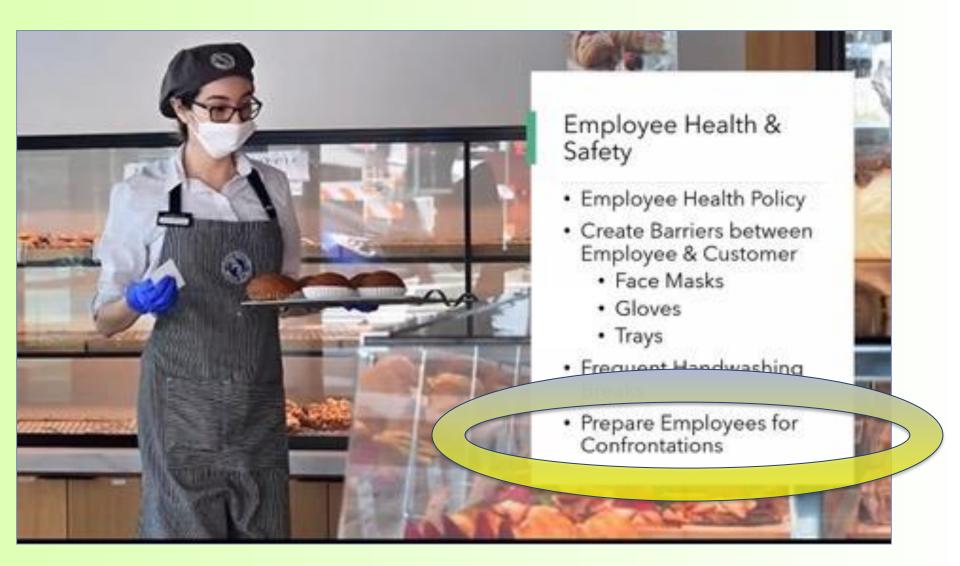
Platooning vs Cocooning

Give 'em a LYFT

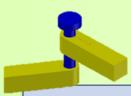




Staff Training Support



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Staff Protection Duty



"My Next Recruit may be a Bouncer"

CC BY-SA Source: ORA



Retail Sales: RE-Everything



Repurpose



Redesign

Reassign



Self Serve to DYI

Coffee Stations

Served Coffee Station Self-Service Coffee Station



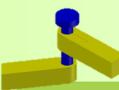


Salad Bar

- · Salad bars were eliminated at start of COVID 19 crisis
- · Relaunch options
 - · Launch served salad concept
 - Continue with grab and go salad options







Pop Up Restaurants Pandemic Pantries

Micro Markets













Safety Eclipses Taste & Sustainability







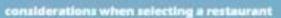


Which normally NEVER Happens

Cleanliness beats taste (which normally never happens).

In regular times, "great taste" is universally the thing consumers care most about when selecting a restaurant. But these aren't normal times, and perhaps somewhat predictably, cleanliness today sits alone at the top of the list. This is nonetheless remarkable — people care more if a restaurant is clean than if it tastes good.

Consider the marketing implications. Rather than the beautiful food visuals that restaurants have long relied upon to promote themselves, it may be more effective to lead with a message around sanitation and safety.



Clean & sanitary 45%

Great taste 36%

Nearby 36%

Value 34%

Speed 23%

Healthy 22%

Variety 19%

Supporting restaurants that need help 18%

Good service / staff 14%

Locally / independently-owned 13%



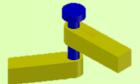
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Supply Chain Interruptions







Menu Adds & Subtracts

Easy to Eat Covid Menu



	COVID	OOW SERV	ICE NON-SEL	ECT MENU	1020 - 30F1	
BREAKFAST						4-Mar-20
Sun	Mon	Tue	Wed	Thu	Fri	Sat
Orange juice	Apple Juice	Cranberry Juice	Orange Juice	Apple Juice	Cranberry Juice	Orange Juice
Milk						
Greek Yogurt						
Fruit Cup						
Honey Bran	Rice Krispies	Blueberry Muffin	Cheerios	Banana Bread	Rice Chex	Blueberry Muffin
Scrambled Eggs	Scrambled Eggs	Scrambled egg				
Decaf Coffee						
Sugar/Creamer/Salt/Pe pper/Marg Double Margarine and Syrups where needed.	Sugar/Creamer/Salt/Pepper /Marg Double Margarine and Syrups where needed.	Sugar/Creamer/Salt/Pepp er/Marg Double Margarine and Syrups where needed.	Sugar/Creamer/Salt/Pepper/ Marg Double Margarine and Syrups where needed.	Sugar/Creamer/Salt/Pepper /Marg Double Margarine and Syrups where needed.	Sugar/Creamer/Salt/Pepper/ Marg Double Margarine and Syrups where needed.	Sugar/Creamer/Salt/Pepper, Marg Double Margarine and Syrups where needed.
LUNCH						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
Vegetable Soup	Potato Soup/ crax	Chicken noodle soup		Crm of Tomato	Chicken Noodle Soup	Potato Soup
Grilled Cheese Sandwich	Chicken Tenders	Egg salad sandwich	Vegetable Lasagna Stouffers NH 05171	Egg Fried Rice	Beef and Macaroni USF 2326304	Chicken Salad Sandwich/Wheat
Diced Peaches	Mandarin Oranges	Applesauce	Green Beans	Diced peaches		Mandarin Oranges
Butter Pecan Magic Cup	Chocolate pudding	Vanilla Ice Cream	Orange Magic cup	Vanilla Ice cream	Chocolate Pudding	Vanilla Magic Cup
Milk						
Salt/Pepper	Salt/Pepper	Salt/Pepper	Salt/Pepper/BBQ/Ketchup	Salt/Pepper	Salt/Pepper	Salt/Pepper
SUPPER						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
Chicken noodle soup	Vegetable Soup	Crm of Tomato	Vegetable Soup	Vegetable Soup	Potato Soup/ crax	Crm of Tomato
Meatloaf/ Double Gravy	Cheese Ravoli	Chicken Burrito Bowl / no com	Salisbury Steak Stouffers USF # 3003134	Chicken Tenders	Salmon Stir-fry	Mac and Cheese
Mashed Potatoes/Double Gravy			Mashed Potatoes/Double Gravy	Mashed Potatoes/Double Gravy	Rice	
Carrots	Green Beans	Mandarin Oranges		Applesauce	Applesauce	Green beans
Cheese cake	Sugar Cookies	Carrot Cake	Butter Pecan Magic Cup	Chocolate Magic Cup	Carrot Cake	Chocolate Torte
Decaf Coffee						
Sugar/Creamer/Salt/Pe	Sugar/Creamer/Salt/Pepper	Sugar/Creamer/Salt/Pepp	Sugar/Creamer/Salt/Pepper	Sugar/Creamer/Salt/Pepper	Sugar/Creamer/Salt/Pepper	Sugar/Creamer/Salt/Pepper





OVERT Sanitation

C-19

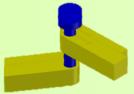
OVER COMMUNICATE & OVERKILL



Best OVER KILL Example





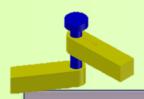


Gel In - Gel Out



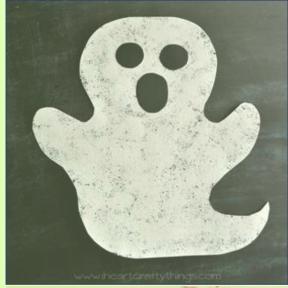






Frictionless Contactless

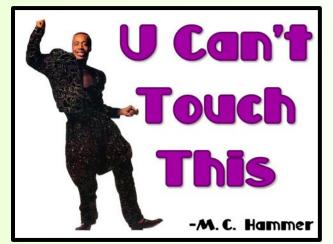






Technology

Creating & Adapting Apps
Virtual Café
Ghost Kitchens
Robotic Delivery
Added Beds
Café as Store Room







Unexpected Challenges

C-

Lex

- Unemployment
 - Enhanced
 - Partial Unemployment
- Covid Time off
 - +Sick Leave Bank
 - Childcare





- Social Justice Movement
- Accreditation Visit
- Enteral Feeding Pumps
- Rolling Power Outages
- Natural Disasters











Biggest Challenge NOW?



RIFs
Furloughs
Lay Offs
Hiring Frost
Hiring Freeze



NOW: Attracting Diners







NOW? Budgets & Financials

PreCovid - PostCovid (



"Jan/Feb were on track to be our biggest year ever.

How do you create a run rate from that?"



NOW? Corona Fatigue

C. Lex

"We've gone from compliance to complacency."

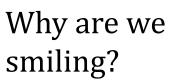
"Emergency without an endpoint."



What Can't You Wait to STOP Doing?





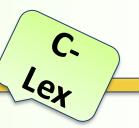


So they don't notice the sweat.





What Else?



- Covid Questions
- Physical Distancing
- Directing Traffic
- Crowd Control
 - Covid Captains
- Wiping Down Keyboards
- Using Disposables
- Remote Meetings
- Zoom in? No Zoom out!



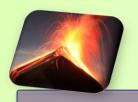
Other duties as assigned:

- Telehealth
- Screening
- Contact Tracing
- Designing Dots
- Building Drive through Testing Centers
- **Expanded Supply Chain Duties**









Worst Moments?

Pandemic Collided with People

"Fellow director died, one of the earliest deaths in our county."

"I spiked a fever... had to quarantine"

"One of our most respected supervisors passed."





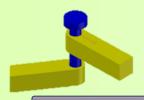
Proudest & Most Memorable Moments?



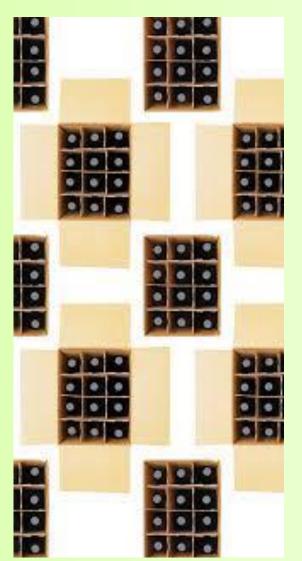
- Passing Trays to Covid Patients
- Covid Survivor Send Offs
- What FAND Does Best:
 Take care of
 Care Givers & Community



J Meddles, T Almeida

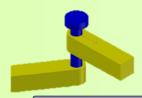


What Do these 3 things have in Common?









What FSDs do to Decompress

















In every life we have some trouble, but when you worry you make it double. Don't worry. Be happy.

— Bobby McFerrin —













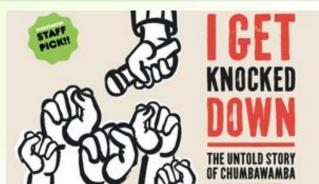


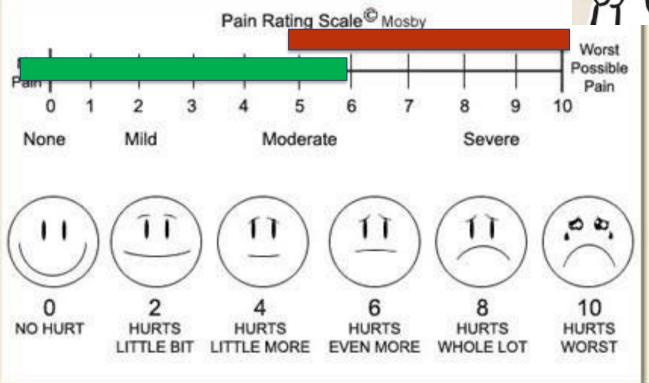




Is it Working?



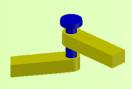








Challenges



Pivots



Lessons Learned

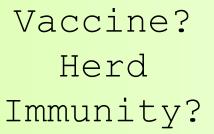


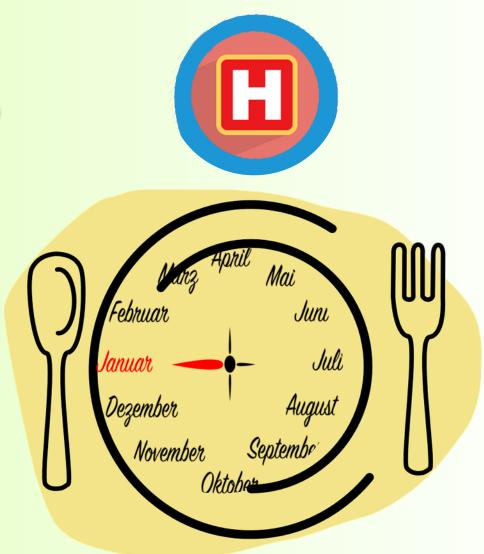
New Normal (Date TBD) New "AbNormal"





Return to Open







Preparing for the Twindemic



Action Plans

- Tabletop Drills: Worst Case Scenarios
- Document Everything: What works , What Doesn't

Develop Protocols

- Communication
- Break Rooms
- Donations... then Hand off Donation Mgt



Preparing for the Twindemic

- Stockpile Inventory
- Create a Covid menu
- Plan for (& hopefully reduce) Disposables & Waste
- Expand/Hardwire Telehealth
- Re-Imagine the Dining Experience







Staff

- Take care of Staff and they will take care of you
 - PPE & Sanitizers: work may be safer than home
 - Job Stability: May be their only stability
- Plan stress relief for staff before it is needed
- Capitalize on Staff's Secret Super Skills



Flexible Scheduling as a Retention Strategy

Establish Time Off Guidelines & Parameters with HR





CC BY-SA M Rardin



F&N Org & Community Role





Solidify Partnerships



"Never let an opportunity to develop a relationship with a colleague or business partner go-because you never know when you might be able to help each other.



Peer to Peer

Administration

Senior leaders

Nursing

Infection Control

Primary & Secondary Vendors

Health Dept.

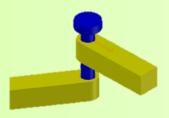








Challenges



Pivots

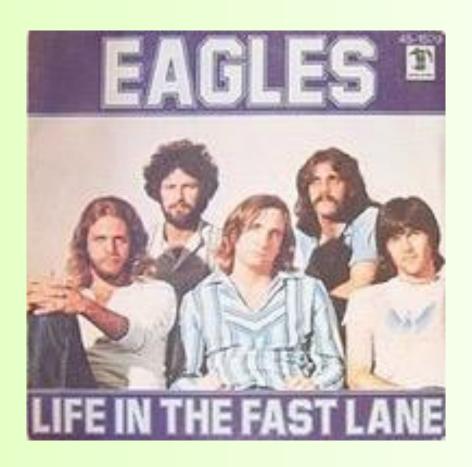


Lessons Learned

"I Can't wait to Put Covid in the Rearview Mirror!"



Be Careful Driving in the Fast Lane







Covid 19 in 20-21?

"This is not the end, it is not even the beginning of the end, but it's perhaps the end of the beginning. "





WINDING ROAD

From The Beatles' Motion Picture "Let It Be"

With Gratitude

"Stay Safe - Stay Secure - Stay Healthy"





"... and be sure to send me your C-Lexicon and Song suggestions! mamiller56@gmail.com



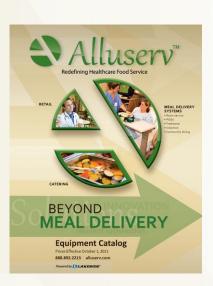
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Kevin Vigeant - Executive VP, Sales,

Alluserv, Lakeside

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860.993.6724 or 888.892.2213





COVID-19 RESOURCES FROM LAKESIDE/ALLUSERV

- Michigan City High School SCREEN WALLS & TRAFFIC RAILS walk and traffic rails can add form and function. (Installation Completed FALL 2016)

- Screen walls / traffic rails-Screen walls
 - provide decorative, functional and safe separation
 - block ugly sight lines too.
- Portable handwashing sinks



- Isolation carts-meal delivery, and yellow isolation carts for masks, garments, etc..
- **IV Stands and tables**
- **Wire Storage & Transportation**
- **Utility Carts**







THANK YOU FOR ATTENDING

- Video, PowerPoint slide show, and certificate of participation can be found
 - At either of these websites
 - www.ahfnj.org
 - www.ahfny.org
 - www.alluserv.com