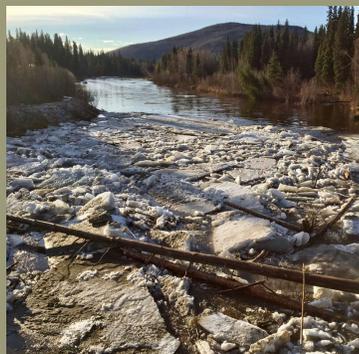


May 2020
Newsletter



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Heavier than normal snowfall this winter is creating flooding and ice jams like this one on the upper Chena.

RESTAURANTS GIVE
BACK TO OUR
COMMUNITY

When schools closed in March, many Fairbanks restaurants stepped up and donated lunches to school kids. We would like to acknowledge their generosity.

- Hungry Robot
- Food Factory
- Spice it Up
- Simply Thai
- Salty's on 2nd

Small restaurants across the country have been hit hard by this pandemic, yet they still give back to their communities.

NEW NORMAL FOR RESTAURANTS

April is over. May is here with signs of recovery. Fairbanks restaurants have begun to re-open their dining rooms and customers have been eagerly responding. But the restaurant business will not be the same. What is the **New Normal**? Even after all dine in services are available, take-out food will remain

very popular. Buffets, salad bars will be slower to return and will no longer be self-serve. Food safety regulations will be more important than ever.

Yes, we will survive this but we have a long way to go.

RECIPE: FRENCH TOAST BAKE

This recipe is perfect for Mother's Day and will work well for take-out or dine in

YIELD: 8 SERVINGS

INGREDIENTS:

- French bread, unsliced, day old8 oz.
- Eggs..... 4 each
- Sugar granulated..... 2 Tbsp.
- Brown sugar.....1 Tbsp.
- Vanilla extract.....2 tsp.
- Maple extract1 tsp.
- Kosher salt1/4 tsp.
- Milk, whole.....12 fl. oz.
- Whipping cream2 fl. oz.
- Flour, all-purpose.....1/4 cup
- Brown sugar3 Tbsp.
- Butter, unsalted, 1/4" cubes.....3 Tbsp.
- Cinnamon, ground.....1 tsp.
- Nutmeg, freshly grated.....1/4 tsp.

- Simplot Fruit Triple Berry Blend,**
thawed (#55020)..... 24 oz.
- Confectioner's sugar..... to taste

STEP 1 • Cut bread into 1-inch thick slices. Arrange in a single layer in a greased 9x13 baking dish. Lightly beat the eggs with the sugars, extracts and salt. Stir in the milk and cream. Pour egg mixture over the bread, turning slices once to coat. Refrigerate, covered, overnight.

STEP 2 • Preheat oven to 325°F. Turn bread again to coat. For topping, combine flour, brown sugar, butter, cinnamon and nutmeg. Blend until sandy in texture. Sprinkle over bread. Bake, uncovered, until a knife inserted in the center comes out clean and topping is golden brown, 45-50 minutes. Let stand 10 minutes before cutting into 8 portions. Top each portion with 3 oz. Triple Berry Blend and sprinkle with confectioner's sugar.



MOTHER'S DAY IDEAS

Even though Alaska is allowing restaurants to reopen, there will still be a demand for Mother's Day take-out food. Here are some tips to make Mother's Day delicious for moms in your area, while bringing in some additional revenue.

Turn your Mother's Day menu into a complete experience.

Mother's Day during a pandemic—when many retail stores and gift shops are closed—gives you the opportunity to add on some extras.

Here are a few ideas of things you can offer beyond food:

Flowers—How about a dozen roses or a spring bouquet to go with your special food

Mother's Day cards—Save Dad and the kids a trip to the drug store. They will love you for it!

Champagne or wine—Or both! Mom has certainly earned it. If you have a beer & wine license, the ABC board does allow this now.

Housemade chocolates—If you don't make them at your place, there are many options here in Fairbanks. It is a scientific fact that moms love chocolate.

Local crafts—Team up with local artists to offer that little something special.



IS THE SUPPLY CHAIN REALLY BROKEN?

Concerns about the U.S. food chain supply made their way into the mainstream media this week as more meat processing plants suspend operations due to Covid-19 outbreaks in the workforce.

Here are the facts:

Last month the market for packaged meat changed because the demand for retail (grocery store) products jumped and the demand for foodservice products declined. This forced processing plants to make changes to their facilities.

Some meat processing plants are temporarily closed including Smithfield Foods in Sioux Falls, South Dakota, JBS pork processing in Worthington, Minnesota and Tyson Fresh Foods in Waterloo, Iowa. Together, these three plants account for approximately 15 percent of pork production.

America is not going to run out of food. The grocery stores may be out of some particular kinds of meat. That means no empty shelves, but maybe less variety.

Here at Quality Sales, we are not experiencing interruption in the supply chain for any food service packaged meat. However, like the grocery stores, we may have issues with the availability of some specific products.

The biggest impact on supply will be **panic buying**. If consumers react to this news by clearing the grocery shelves, that will disrupt supplies.

Farmers will be hit the hardest by this, especially pork farmers. There is no shortage of hogs in the U.S., but the farmers are not able to get them to market. Jim Monroe of the National Pork Producers Council said the current USDA bailouts for farmers related to the pandemic are not enough to save an already struggling industry at the front end of the food supply chain.



PPP LOAN PROGRAM NEWS

The White House signed a \$484 billion relief bill on April 24, refilling the coffers for the Paycheck Protection Program (PPP). As a result, the Small Business Administration will resume accepting applications on Monday, April 27th for the PPP, and borrowers that have already applied will be back in contention.

This is welcome news for the many small restaurant businesses who failed to get relief after the Small Business Administration on April 16 stopped accepting loan applications, saying it had run out of funding.

Several large restaurant chains won millions in loans within the first few days of the first round of funding.

However, after a week of public outrage about the millions in Paycheck Protection Program funds going to publicly traded restaurant chains, the Small Business Administration (SBA) added new guidance to the program. As a result, the following large chain restaurant companies have now returned that loan funding:

- Ruth's Chris Hospitality(\$20 million)
- Shake Shack (\$10 million)
- Kura Sushi (\$5.98 million)
- Sweetgreen (\$10 million)
- Potbelly (\$10 million)
- J. Alexander's (\$15.1 million)