



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



### February 2022

### IN THIS ISSUE

Did You Know	10
Egg Conversion Chart	18
February is	15
Flash Back	19
From the Vine	13
IFSEA Famous	9
Life on the Weil Side	2,3
Looking Ahead/w Manley 5,6	
Mind of a Millennial	7,8
Officers and Directors	16
Random Stuff	14
Recipe Box	11,12
Who Knew	17



### SOMETHING TO THINK ABOUT

"All you need is love. But a little chocolate now and then doesn't hurt



# **Life on the Weil Side!**Richard F. Weil, MCFE, MCFP Chairman of the Board

### Survival and my forty plus years in IFSEA

I have the honor and privilege to have been associated with the food service and hospitality industry my entire life. My parents were members of the then International Stewards and Caterers Association in Denver and I have fond memories of attending gatherings as a youngster with the organization. In 1982 I was provided the opportunity to attend a reorganization of the Denver Branch and later that year we chartered as the Colorado Centennial Branch. From there, the lifelong friendships have cultivated for forty plus years this year. IFSEA has proven to be not just an association of food service and hospitality industry relationships, but networks, vast networks that have crossed the globe.

Today, in our industry we have traversed the most difficult of terrain these past two years and face continued challenges from staffing, supply chain, and forty plus year historic inflation. During our recent Board of Director's meeting in January, long time friend, colleague, and Past Chairman of he Board from Detroit, MI, Mr. Larry Brown noted with conviction and the notion that our industry, "is an industry of survivors." I agree so much that this month's article is about the absolute notion of how do we survive?

After looking up the definition of survival on the web, "Wikipedia" states, "Survival, or the act of surviving, is the propensity of something to continue existing, particularly when this is done despite conditions that might kill or destroy it. The concept can be applied to humans and other living things, to physical object, and to abstract things such as beliefs or ideas." I am adding the word industries. The notation that our industry will survive despite current and existing conditions.... I believe this so much, and so should all of us. Why?

The why is in the strength and convictions that the human element of our industry is why we will survive and the basics that Maslow's physiological hierarchy of needs that our industry fulfills the basic physiological needs of humans.

Continued on page 3



# fife on the Weil Side!

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

Continued from page 2

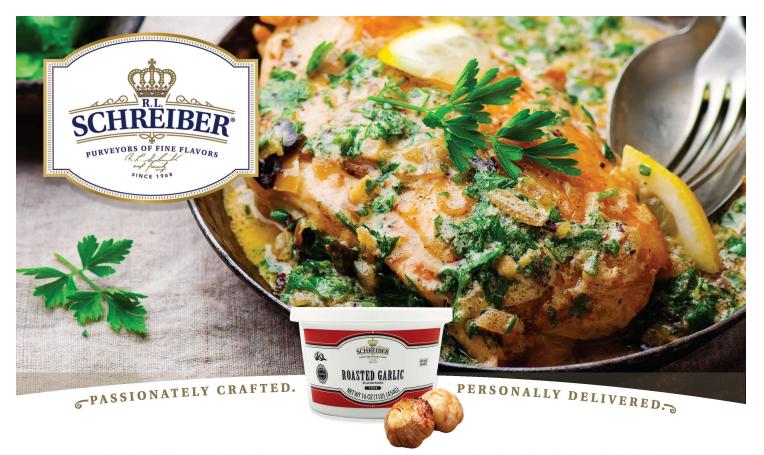
### Survival and my forty plus years in IFSEA



Looking at the pyramid of basic needs, all we need to do is think about how our industry fulfills the basics of providing, food, shelter, water, security, love and belonging, feeding self esteem and the so many events we host that provides self-actualization from weddings, engagements, memorial services and so much more.

This is the why our industry will survive and why I have gained so much in my forty plus years as an IFSEA member. Be the leader, be the drummer, be the confident person that we know we all can be. Do not let the news media and hysteria tell us we cannot, because we are the industry of, we can, and the industry of smiles, happiness, and our guests want to come back, enjoy our hospitality and we will survive and continue to serve and fulfill our guests most basic needs. But make not only our guests feel loved and belonging but so important our very hard-working staff's and don't forget about vendors as well. We all need this now and for the future.

I am proud to have been a member of IFSEA for over 40 years and proud of what the future will hold as we will survive!



### CREATE YOUR DISHES WITH ROBUST ROASTED **GARLIC FLAVOR** & WITHOUT THE BIG ALLERGENS.









R.L. SCHREIBER'S ROASTED GARLIC FLAVOR PASTE is a must-have ingredient for every kitchen. Save precious time without the need for peeling or crushing garlic cloves. Add R.L. Schreiber's Premium Roasted Garlic Flavor Paste for pungent flavor to marinades, sauces, pastas, potatoes, breads, entreés, and about any recipe.

o Contains NONE of the Big 8 Allergens: Milk, Soy, Wheat, Tree Nuts, Eggs, Fish, Shellfish, Peanuts

d Gluten Free

No MSG Added

ORDER TODAY! NO MINIMUMS.

Contact your R.L. Schreiber Independent Purveyor at 800.624.8777 or www.RLSchreiber.com







PASSIONATELY CRAFTED. PERSONALLY DELIVERED.



### LOOKING AHEAD WITH MANLEY

Ed Manley, MCFBD, MCFE, CHP President Emeritus



#### WHY CERTIFICATIONS MATTER FOR YOUR CAREER

From the wisdom chair of Ed Manley, President Emeritus, IFSEA

This is from a presentation I made on National Restaurant Consultant's Helpful Moments, hosted by Richard Weil. You can watch that at tinyurl.com/Why-Certify-Why-NOW

I start with a brief re-cap of two success stories, one old and one new.

\*Dave Zander, 10+ years ago, retired from the Navy Submarine service after 24 years, had enough of food service so he didn't put MCFE, CHM, CPFM on his resume, and DIDN'T get a job and DIDN'T have a happy wife after 4 months. So, hoping for a \$55,000 job, he put out a new resume, sent it again to, among others, Winn-Dixie, which was having food safety issues, saw HACCP and called him. Bottom line, an \$85,000 job as regional food safety manager for Deli/Bakery operations, ended up as a GM with them and two other retail stores.

\*Glenn Beatty, 10+ weeks ago, 30 years in the business, Regional Manager with Pizza Hut, GM many restaurants, owned 2 large restaurant/nightclubs, currently GM of a steak restaurant in a casino. No degree, no certifications, a ton of experience and knowledge. F&B Director job coming open, felt certifications would help, so he found FSI, took the MCFBD Symposium self-study. Contacted me most days to say how excited he was, how much he was learning, especially loved the Customer Service class. Fast forward a month, job opened, he interviewed, job went to the Executive Chef of 12 years, but they told Glenn they had undervalued him, he is now the Asst. F&B, 30% pay raise and another coming up shortly. No good deed goes unpunished – LOL – he is now running 5 restaurants while they re-organize.

#### Let's start with the easy part – WHY NOW?

It is too late when an opportunity presents itself. What if Glenn waited, didn't get the job, and wished he had gotten certifications. I was getting a job at UNLV once, Prof. said, oh you can't get it, you don't have a Master's. Yes, I do. Oh ok. Well, what if I had thought about a master's but didn't do it. Too late then.

(Continued on page 6)

## LOOKING AHEAD WITH MANLEY

Ed Manley, MCFBD, MCFE, CHP President Emeritus



#### (Continued from page 5)

There are MANY reasons to add certifications to your resume!

- \*Maybe you love your job, not thinking of leaving, but someone notices your resume and HACCP, and says I'm looking for someone with HACCP, and it pays much more than you are making, are you interested?
- \*Recently, at least 10 people from my classes pre-2010, are reaching out because now they are out of the military, found out they ARE important, but can't find their certificates.
- \*Today, most jobs are found through computer sifting programs that all large companies use, as well as job search engines like Indeed, Monster, etc. They match the words on your resume with the words on the job postings.
- \*Maybe one day you want to get a bank loan for a new business the loan officer must justify why you get a loan degrees and certifications are more concrete examples of expertise than having been on various jobs where maybe you were great and maybe not.
- \*Perhaps your company manages school cafeterias, and you want to expand. The School Board is going to want to know who is going to be managing their cafeteria. This worked for one of our students whose company put him forward as the manager.
- \*Retaining your staff people stay where they are learning and see a future.
- \*Motivating your staff people do a better job when they understand the industry, see the potential growth within it. Plus, they are available for promotions because they know more.
- \*Preparing to interview for a promotion or new job, like Glenn, he was full of ideas when they asked about customer service and he could say we're going to put in a service sequence, like a HACCP plan for the front of the house. He never heard of that until a few weeks before.
- \*Being certified, wearing lapel pins, having a business card with your certifications gives you more confidence in presenting yourself for opportunities.

### SO, GET READY TO BE READY – WHAT IF GLENN DIDN'T KNOW THE F&B JOB WAS OPENING, BUT BAM, IT DID! TOO LATE THEN TO GET CERTIFIED.

Next month I'll tell you what informed me to put this program together and the rationale for the 9 certifications. Until then, do SOMETHING, ANYTHING to prepare your future!

### From the Mind of a Millennial

Alysha Brooks, MCFBD, MCFE, CHP Director of Development



After one year of saying, "I am not joining TikTok," I did it and here is why!

I started going on the app and making videos in relation to foodservice. One day, I posted about training servers and my page started to get some movement! Followers, likes and comments from customers and other foodservice professionals asking me questions, giving me their perspective, and of course, with the internet, some hate as well.

What this tells me... I have found my niche! I actually had a user ask me if I could do a server series to help her gain more tips!

I've also received questions like, "how do I show my boss I'm ready to become a server?" Or "what do you do if the restaurant doesn't have a special, but a guest wants suggestions?"

I decided it was time to step it up! I went to Amazon and purchased a few props to help me train:

Server Apron Server Beverage Tray Server book Pocket Thermometer Chef Coat

Within just a week I have made a few videos about the items and how to carry a tray, putting drinks on the tray, and taking drinks off.

Like I said before, of course, I am receiving some "disagreeing" comments. I had one person tell me the way I train "is dumb and unhelpful" and another person commented "nobody has to work to your standards."

What makes me laugh these comments right off?

First off, it's an app filled of strangers. It works differently than Facebook and Instagram, although you can follow your friends, the majority of the people following you are following you because they like your content and not because they know who you are. The people commented could be a "robot," "troll," or simply someone who is trying to get their anger out and since they don't know you, you become their target.

This industry has given me tough skin when it comes to working with the public, you learn to not take it personal.

Second, whenever someone comments, they are pushing it further and further to the top of this algorithm and that means more and more people are going to see that video. The more hate they give, the more love I get from the followers who want to hear my advice, and that's what really matters.

Third, I can pass this information I am receiving in these comments onto my fellow IFSEA friends!

That server training video I mentioned above, I made that video with the restaurant I was working with in mind. I was trying to get the servers to remember to say the special, so I encouraged them to (Continued on page 8)

### From the Mind of a Millennial

Alysha Brooks, MCFBD,MCFE, CHP Director of Development



(Continued from page 7)

go up to the table, introduce themselves, inform them of the specials and soup, and then before walking away, get the drink orders.

It worked for that individual restaurant and their servers.

Wow! The comments started coming in from customers saying things like:

- "Pretending to listen to the specials is my greatest performance."
- "Honestly, I don't want to hear the specials. I looked at the menu and decided what I wanted before we got there."
- "Honestly, it's overwhelming when you guys come up and start listing off a bunch of stuff. I'd rather get my drink and look over the menu."
- "I literally hate being told the special because they never tell me how much any of them cost (lol)."
- "I want my drinks & I don't care about the specials."
- "I'll let them do their spiel but I'm not ordering whatever is almost out of date and needs to be sold."
- "I honestly prefer it if they ask, "would you like to hear the specials today?""
- "I would hate a server to list all the specials cuz I get the same order every time."
- "I already researched the menu and know exactly what I want. Let me order my drink (lol)."

#### And comments from servers:

- "I'm there to serve, not sell."
- "Let them settle in FULLY, greet and water them, let them know about specials, ask about allergies, then take drinks, boom."
- "I'll ask if they want to hear the specials after they get their drinks, usually people know what they want."
- "Not always the case. Most people in fine dining restaurants want their drinks first. Then explained when you come back with them."
- "Instead of that, I always ask them if they've been to the restaurant before and then I decide where to go from there."

These aren't even close to all the comments. Currently, this video has 90.1 thousand views, 3,958 likes and 86 comments, and it's still climbing! As you can see above that the feedback is extremely helpful to anybody in the industry, good or bad.

If you have TikTok follow me by searching for alyshabrooks or All Things Foodservice.





MEET Dave Kinney

For the first IFSEA Famous for 2022, we want to introduce the one and only, David Kinney.

David is on the IFSEA Executive Board as the Treasurer and Secretary. He is an asset to the organization, his organization, consistency, and communication, assist with keeping the finances up to date, and to ensure the meetings are being run based on by-laws and recorded accurately.

"I have had various positions throughout my life and used each and every one of them as a source of education to use in future endeavors," says David adding that, "Even in retirement, I try to continue learning something new and challenging. That includes learning golf later in life."

Unlike the majority of the IFSEA members, David has unique experiences beyond the foodservice and hospitality industries. Prior to retirement, he worked for Intelliteach as a financial consultant in cash flow management as a Regional Vice President, where he was responsible for 30 law firms and accounting firm clients throughout the United States.

"IFSEA provided me an education in the foodservice and hospitality industries as I entered the industries later in life. I learned from many members going back to Orange County, CA member Vince Paris and encountering many more members throughout the years. The ongoing education, certification and conferences all provided great opportunities to advance my knowledge and experiences."

The last foodservice Company he worked for was at Kraft Food Service (Alliant Foodservice), he has also managed hotels and has owned his own restaurant.

David has a BS Degree in Business Management from Monmouth College, Monmouth, Illinois. His education didn't stop there, he received his Certified Credit Executives (CCE) Certification and served as a teacher for the organization.

Additionally, he has remained an active member of IFSEA and in the mid-90s, he served as the International Chairman. David can help fellow members with event planning and conference specific projects or jobs.

"I believe in hard work and learning to achieve my goals. Doing the job until it is done correctly is paramount in success. You may have some bumps in the road, but persistence will win out in the end."

We are lucky and beyond grateful to have David as part of our team! His knowledge and skills make a positive contribution to the IFSEA organization. If anyone is near Ocala, Florida - David will be at the golf course this summer if you want to join!

# ? Did? You? Know?

CHERRIES

Cherries are drupes, or stone fruits, related to plums and more distantly to peaches and nectarines. They have been enjoyed since the Stone Age — pits were found in several Stone Age caves in Europe. The Romans carried cherries throughout Europe and England along the routes of conquest.

Michigan has over 35,000 acres of tart cherry trees and grows almost 75% of the tart cherries produced in the United States. Traverse City is called the Cherry Capital of the World.

Eau Claire, Michigan, is known as the Cherry Pit Spitting Capital of the World.

Michigan has almost 4 million cherry trees, producing about 150-200 pounds of tart cherries on each tree.

The Cherry was designated as the Official Fruit of Utah in 1997.

Seventy percent of the cherries (both sweet and tart) produced in the United States come from four states (Washington, Oregon, Idaho, and Utah).

Washington state grows more sweet cherries than any other state. In 2016 Washington growers produced about 211,000 tons of tart cherries compared to Michigan's production of about 23,000 tons.

Michigan state grows more tart cherries than any other state. In 2016 Michigan growers produced about 227,000 tons of tart cherries compared to Washington states production of about 28,000 tons.

The earliest known mention of cherries is in Theophrastus (372-272 B.C.) 'History of Plants', in which he indicated that cherries had been cultivated for hundreds of years in Greece.

Pliny suggested that Roman General Lucullus introduced cherries to Europe around 74 B.C., but some research suggests that cherries were known in Italy at a much earlier date. Lucullus is said to have committed suicide when he realized he was running out of cherries.

Broadway in New York shifts west at East 10th Street

because a cherry tree once stood there.

There are more than 1,000 varieties of cherries in the United States, but fewer than 10 are produced commercially.

Kane, Pennsylvania, is the Black Cherry Capital of the World

At one time it was against the law to serve ice cream on cherry pie in Kansas.

There are about 7,000 cherries on an average tart cherry tree (the number varies depending on the age of the tree, weather and growing conditions), and it takes about 250 cherries to make a cherry pie, so each tree potentially could produce enough cherries for 28 pies.

There are thousands of Japanese cherry trees that circle the Tidal Basin and the Jefferson Memorial in Washington D.C. The trees were originally planted as a gift from the people of Tokyo, Japan, in 1912. In 1910, a previous donation of 2,000 cherry trees had to be destroyed after they were infested with insects. Each spring, the National Cherry Blossom Festival, a two-week-long celebration, attracts tens of thousands of visitors from around the world to see the magnificent trees in full bloom.



### Fresh Pear and Cherry Salad with Vanilla Pear Vinaigrette

serves 2



1/4 cup white sugar

1 teaspoon ground cinnamon

1 cup walnuts

1 (15.25 ounce) can pears in light syrup, drained

reserving syrup

tablespoons white wine vinegar

3 tablespoons fat-free vanilla yogurt

2 tablespoons honey

3/4 teaspoon kosher salt

1/4 teaspoon freshly ground black pepper

1 teaspoon vanilla extract

1 pinch ground nutmeg

1/2 (10 ounce) package mixed salad greens

1/2 (10 ounce) bag spinach leaves

1 pear - peeled, cored and sliced

1/2 cup dried cherries

1/3 cup crumbled feta cheese

Combine sugar, cinnamon and walnuts in a skillet over medium heat. Mix together until sugar and cinnamon are melted and walnuts are evenly coated. Remove from heat. Spread walnuts on a large plate to cool.

In the container of a blender, combine the drained pears, 1/3 cup of the reserved syrup from the can, vinegar, yogurt, honey, salt, pepper, vanilla extract, and nutmeg; blend until smooth.

Assemble the salad by tossing together the mixed greens, brown. Let cool slightly before serving. spinach, pear slices, dried cherries, feta cheese, and walnuts in a serving bowl. Serve with dressing on the side.

Cherry Enchiladas serves 5



Ingredients

1/2 cup water

1/2 cup butter

3

1/2 cup white sugar

5 (10 inch) flour tortillas

1 (21 ounce) can cherry pie filling

2 tablespoons white sugar

1/2 teaspoon ground cinnamon

1 tablespoon crushed sliced almonds

Grease a 9x13 inch baking dish. Combine the water, butter and 1/2 cup of sugar in a small saucepan and bring to a boil. Place a few spoonfuls of cherry pie filling just slightly off center of each tortilla. Roll up and place seam side down in the baking dish. Pour the hot liquid over the 'enchiladas' making sure to coat the tops completely. The mixture will be watery. Cover and refrigerate overnight.

Preheat the oven to 375 degrees F (190 degrees C). Combine 2 tablespoons sugar, cinnamon and almonds in a small bowl or cup; sprinkle over the top of the enchiladas.

Bake for 35 to 40 minutes in the preheated oven, or until outside edges of the tortillas are golden brown. Let cool slightly before serving.

#### 1 tablespoon



### Prosciutto-Wrapped Cherry-Stuffed Chicken Breasts serves 2

vegetable oil

1/3 cup dried cherries, chopped

1/4 cup plain bread crumbs

1 egg yolk

1 1/2 tablespoons finely grated Parmigiano-Reggiano cheese

2 teaspoons olive oil

1 teaspoon fresh thyme

1 teaspoon fresh oregano, minced

2 cloves garlic, minced

salt and pepper to taste

1 pinch cayenne pepper

2 (6 ounce) skinless, boneless chicken breast halves

4 thin slices prosciutto

3/4 cup chicken broth

11/2 tablespoons balsamic vinegar

1 tablespoon butter

salt and pepper to taste

Preheat the oven to 400 degrees F.

Brush the inside of an oven-proof skillet with vegetable oil. Set aside.

Mix cherries, bread crumbs, egg yolk, Parmigiano-Reggiano cheese, olive oil, thyme, oregano, garlic, salt, black pepper, and cayenne pepper until combined. Cut a 1-inch slit in each chicken breast by slicing at an angle from the thick end of the breast toward the thinner end.

Open flap and place one butterflied chicken breast between two sheets of heavy plastic (resealable freezer bags work well) on a solid, level surface. Firmly pound chicken with the smooth side of a meat mallet to a thickness of 1/2-inch. Repeat with the other breast.

Place half the stuffing on each chicken breast, place each breast on a piece of plastic wrap and roll into a tight roll, twisting the ends of the plastic wrap to hold create a tight package.

On a piece of plastic wrap, slightly overlap 2 slices of prosciutto so they are as wide as the rolled chicken breast. Unwrap rolled chicken breast and place the breast at one end of the prosciutto. Roll prosciutto



around the stuffed breast using the plastic to make a tight roll. Repeat with the second stuffed breast and remaining 2 slices of prosciutto.

Lay 4 pieces of string on the cutting board, about 1-inch apart. Place chicken roll across the strings, and tie each into a knot to keep the chicken from unrolling. Repeat for the second stuffed breast.

Place stuffed, rolled chicken breasts in the prepared skillet and bake in the preheated oven until the prosciutto is browned and crispy and chicken is no longer pink, about 25 minutes. An instant-read thermometer inserted into the center should read at least 165 degrees F (74 degrees C). Remove chicken to a plate and loosely cover with aluminum foil.

Drain grease from the pan as desired, leaving juice and browned bits. Pour in chicken stock and balsamic vinegar, and bring to a boil over high heat. Cook, while scraping the browned bits from the bottom of the pan, until liquid has reduced by half, 5 to 6 minutes. Remove from heat, add butter and stir until melted. Season with salt and black pepper to taste.

Remove twine from chicken breasts; slice into bite-sized pieces. Serve drizzled with pan sauce.

# **Cherry Wine**

In 1931, country music pioneer and rail Court and state governments across the road man Jimmie Rodgers sang the words, "I'm goin' where the water drinks ke cherry wine/ Cuz the Georgia water tastes Wike turpentine."

In the 80 years since Rodgers recorded that line from his classic song "T for Texas," legends in 🛮 cluding Buddy Guy, Van Morrison, Tommy arres & the Shondells, Prince, Steely Dan and the Foo ters, have all written "cherry wine" into song lyrics. It's typical that cherry wine would account for Artists use "cherry wine" in the most positive, poetic, romantic way, such as when Sheryl Crow sings, "I feel like cherry wine, like Valentines, like the spring is coming/ And everything is alright..." on her track "Over You."

In the time between Rodgers' plaintive yodeling and Crow's power hooks, cherry wine has evolved, too, from being a Prohibition- and Depression-era "homebrew" to being crafted and sold by 50-some wineries across the country.

These winemakers lend their training, experience, and expansive resources to perfecting — and experimenting with — the recipes pioneered in woodsheds, cellars, and higher than the typical growth in consumption of grape kitchens during Rodgers' day.

Vintners in cherry states like Michigan most often source cherries from their neighbors, or simply pick the cherries growing on their own property. (Michigan cherry farmers evolved into the state's first winemakers in the early 1980s, and to this day it's common to see grape vines and cherry orchards fruiting next to one another, since cherries and wine grapes share a love for the same glacial soil and moderate climate off the shore of Lake Michigan.)

Beyond its unofficial home base in Michigan, cherry wine has been made across other Midwest states, the Northwest and the Northeast. But only in the last few years have rulings by the U.S. Supreme

country made this famous yet hard-to-find wine available to a majority of Americans via direct shipping. Wherever cherry wine is made — it's tasted and talked about — and apparently in glowing terms, too, because the demand is increasing at a rate that's unusually high for the wine business. For example...

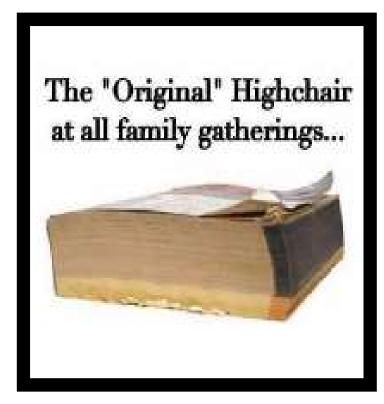
10 to 25 percent of the sales for Michigan wineries that make it. That's incredible when you consider that these wineries are also offering customers nationally recognized, award-winning whites and a selection of reds that are on the rise. Yet when tasting room visitors saddle up to the winery's bar to sample the flights of award-winning reds and whites, it's cherry wine that visitors so often walk out of the winery with.

And the demand is growing. Every year, Leelanau Cellars has made and sold more cherry wine than the year before — about 25% growth annually, which is much wines.

Vintners tend not to make more cherry wine than they can sell because it's not meant to age for more than a couple of years. And Leelanau Cellars makes cherry wine six times a year to meet demand. Each batch fills 500 cases with 12 bottles each, so Leelanau Cellars makes — and sells — 36,000 bottles of gold medalwinning cherry wine per year.

If that sounds like a lot, just a few miles across Grand Traverse Bay, Chateau Grand Traverse makes six times that amount — as much as 216,000 bottles of cherry wine per year, accounting for a full 25 percent of its annual wine production.

# RANDOm STuff



Hard to believe I once had a phone attached to a wall.

When it rang, I'd pick it up without knowing who was calling. Amazing I'm still alive

Did You Know... In Las Vegas there are more Catholic Churches than casinos. Not surprisingly some worshipers at Sunday services will give casino chips rather than cash when the basket is passed.

Since they get chips from many different casinos, the churches have devised a method to collect the offerings. The churches send all their collected chips to a nearby Franciscan monastery for sorting and then the chips are taken to the casinos of origin and cashed In.

This is done by the chip monks.





February is the second and shortest month of the year in the Julian and Gregorian calendar with 28 days in common years and 29 days in leap years, with the quadrennial 29th day being called the leap day. It is the first of five months to have a length of less than 31 days (the other four months that fall under this category are: April, June, September, and November), and the only month to have a length of less than 30 days, as the other eleven months have a length of at least 30 days. This year February had 28 days in it.

The Roman month Februarius was named after the Latin term februum, which means purification, via the purification ritual Februar held on February 15 (full moon) in the old lunar Roman calendar. January and February were the last two months to be added to the Roman calendar, since the Romans originally considered winter a monthless period. They were added by Numa Pompilius about 713 BC. February remained the last month of the calendar year until the time of the decemvirs (c. 450 BC), when it became the second month. At certain intervals February was truncated to 23 or 24 days, and a 27-day intercalary month, Intercalaris, was inserted immediately after February to realign the year with the seasons.

### Zodiac signs for the month of January are:

Aquarious: (January 20 through -February 18)

The Water-bearer is actually an Air sign whose dual nature creates a unique, intellectual, and social individual who cares deeply for community and mankind. While Aquarius prefers ideas over emotions, their stimulating personality earns them fast friends. The worldly Water-bearer is a progressive spirit who's focused on the greater good. When this rebellious sign isn't satisfied with the way things are, they're experts at garnering the support they need to instigate change. Ruled more by the head than the heart, Aquarius' brilliant ideas and visionary plans inspire us all to raise the bar in our everyday lives.

### Pisces: (February 19 through March 20)

Pisces are very friendly and often find themselves in company of very different people. They are selfless and always willing to help others, a very fine intent for as long as they don't expect anything much in return. People born with their Sun in Pisces have an intuitive understanding of the life cycle and form incredible emotional relationship with other humans on the basis of natural order and senses guiding them.

February birth stone Its birthstone is the amethyst. It symbolizes piety, humility, spiritual wisdom, and sincerity.



# February flower Its birth flowers are the violet (Viola) the common primrose (Primula vulgaris), and the Iris.







### 2022 IFSEA OFFICERS AND DIRECTORS

**Position Board Email** Richard Weil Chairman richard@nrcadvice.com **Ed Manley** Chairman Elect ed@ehmanley.com David Kinney Treasurer daveearlkinney@gmail.com Alysha Brooks **Director of Development** albrooks.491@gmail.com **Brian Kunihiro** Director brianifsea@gmail.com CSC (Chief) David Zander Director dazsr66@gmail.com Dave Orosz dave@orosz.us Director Donna Foster Director drfhealth2@gmail.com Dr. Ernest Boger Director epboger@umes.edu **Grant Thompson** Director attgrant@rogers.com Jack Kleckner Director jack.kleckner@ecolab.com Jaynee Peterson jpeterson@rlsinc.com Director Jesus Guillen jrguillen01@yahoo.com Director John Chapman Director puravida94@msn.com ilshrrsn@aol.com Julius Harrison Director Larry Brown Director larry.brown@affinitysales.com **Laurel Schutter** Director laurelschutter@iammorrison.com **Matt Trupiano** Director mattifsea@gmail.com Michellle Hackman Director michelle@its-go-time.com MSG Anica Long Director anicalong900@gmail.com Richard "Dick" Hynes Director dickhynes.dbassociates@gmail.com **Robert Mathews** Director robertifsea@gmail.com SFC Curtis Ladue Director Curt.LaDue@gmail.com chefbigkat22@gmail.com SFC Kathleen Willis Director Shawn McGregor smcgregor1@cfl.rr.com Director

scgibson32@gmail.com

Director

Stan Gibson



# The History of Valentine's Day

The Feast of Saint Valentine was established by Pope Gelasius I in AD 496 to be celebrated on February 14 in honour of Saint Valentine of Rome, who died on that date in AD 269. The day became associated with romantic love in the 14th and 15th centuries when notions of courtly love flourished, apparently by association with the "lovebirds" of early spring. In 18th-century England, it grew into an occasion in which couples expressed their love for each other by presenting flowers, offering confectionery, and sending greeting cards (known as "valentines"). Valentine's Day symbols that are used today include the heart-shaped outline, doves, and the figure of the winged Cupid. Since the 19th century, handwritten valentines have given way to mass-produced greeting cards. In Italy, Saint Valentine's Keys are given to lovers "as a romantic symbol and an invitation to unlock the giver's heart", as well as to children to ward off epilepsy (called Saint Valentine's Malady).



Antique card from 1909

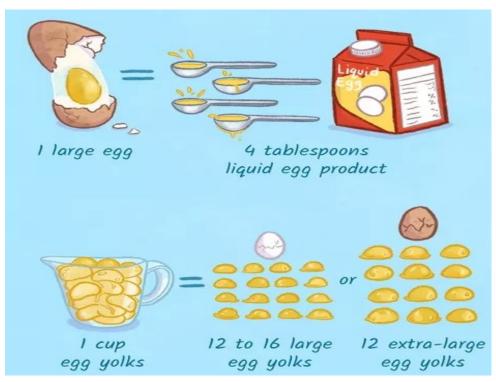
#### Folk traditions

While the European folk traditions connected with Saint Valentine and St. Valentine's Day have become marginalized by the modern Anglo-American customs connecting the day with romantic love, there are some remaining associations connecting the saint with the advent of spring.

While the custom of sending cards, flowers, chocolates and other gifts originated in the UK, Valentine's Day still remains connected with various regional customs in England. In Norfolk, a character called 'Jack' Valentine knocks on the rear door of houses leaving sweets and presents for children. Although he was leaving treats, many children were scared of this mystical person

In Slovenia, Saint Valentine or Zdravko was one of the saints of spring, the saint of good health and the patron of beekeepers and pilgrims. A proverb says that "Saint Valentine brings the keys of roots". Plants and flowers start to grow on this day. It has been celebrated as the day when the first work in the vineyards and in the fields commences. It is also said that birds propose to each other or marry on that day. Another proverb says "Valentin – prvi spomladin" ("Valentine – the first spring saint"), as in some places (especially White Carniola), Saint Valentine marks the beginning of spring. Valentine's Day has only recently been celebrated as the day of love. The day of love was traditionally March 12, the Saint Gregory's day, or February 22, Saint Vincent's Day. The patron of love was Saint Anthony, whose day has been celebrated on June 13.

# Egg Conversions from spruce







### 2005 San Diego Conference

Photos courtesy of Donna Foster



A group went to Tijuana after the San Diego conference. We found a manhole with the letters CFE on the cover and couldn't resist!!!

Donna Foster

**Bob Matthews** 

Herman Cohen

Linda Blakita

Lori Schutter

Loris' sister Peg

Joy Johnson



At the President's Ball

L-R Matt Trupiano, Bob Mathews, Donna Foster, Dave Orosz