

September 23, 2021

Dear Administrator:

At the onset of the school year, we shared with you our concern over potential supply chain issues that may impact your food service operation. That concern has quickly become a reality, and this week it seemed each day we received more unfortunate news about products we will no longer be able to purchase for the foreseeable future. We share just a few of these email communications with you to demonstrate the magnitude of the challenges at hand:

- **Chicken** "It was just revealed that we have plant improvements that are scheduled for the back half of 2021, which is affecting K12 items. Our contingency plan to maintain supply has been hindered by a greater demand for product and will go straight through January. This will affect all of the whole muscle items, as well as some of the formed products. - *Gold Kist/Pilgrim's Pride*
- **Bread** "Due to unexpected manufacturing equipment failure and increased transportation challenges, we are currently experiencing intermittent challenges supply white whole wheat hamburger and hot dog buns as ordered" - *East Baking Company*
- **Breakfast** "...supply issues due to increased demand." - *Kellogg's*

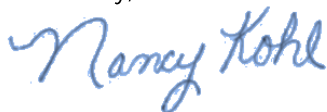
To compound the problem, our vendors are struggling moving what food they do have in their warehouse to our locations due to driver shortages. To date, this had caused minimal issues for TNG accounts, but we are seeing many surrounding school districts simply being told they will not be receiving any food deliveries. We are fortunate to have a strong partnership with a National supplier that provides a level of protection for our clients.

I can proudly say that TNG has one of the finest purchasing departments, and that team has been working tirelessly to stay ahead of this fast-changing situation. It is their wisdom, foresight and fast responses that has kept this situation from being much worse.

At the start of the school year, TNG instituted several measures in an effort to be prepared for this situation, and to mitigate impact on our valued customers. This included emergency food supplies at each location and emergency staffing plans.

We share all of this to keep you informed, and to ask for your continued support and understanding. Unfortunately, we are being forced to change menu options, and in some instances with little notice. We will do our utmost to be as proactive as possible. Rest assured our top priority has always been, and will continue to be, to provide every student with a quality, nutritious meal and provide professional leadership for your food service department. Again, thank you for your continued support and understanding.

Sincerely,



Nancy Kohl
President

