

PROGRESSIVE quarterly

Our Progressive Hero: Barya Hoel

Learn more about Barya and find out why she is this quarter's Progressive Hero.



Our Favorite Football Teams

Find out which NFL teams we love and support!

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Find out which NFL teams we love and support!



Editor's Note

BY: OSCAR GUZMAN

Welcome to the seventh edition of Progressive Quarterly! In this issue, we're thrilled to bring you a mix of inspiring content, a dash of Halloween spirit, and a touch of football fever.

First and foremost, we proudly feature our Progressive Hero, Barya Hoel, whose hard work, commitment, and dedication to embodying our Core Values have truly set her apart.

As we're heading into the spooktacular season, we've got some exciting Halloween activities lined up. Mark your calendars for our upcoming Halloween costume contest and kickball event. These events are all about fostering camaraderie and having fun with your colleagues. And, for those looking to add a little spooky flair to their celebrations, we've included our very own Dracula's Elixir sangria recipe. With just one sip, you'll be prepared for any ghostly encounter that comes your way!

Speaking of camaraderie, we're diving headfirst into the world of football. Don't forget to check out the results of our football prediction poll, where you can see which teams your colleagues are rooting for and how their season predictions have fared.

I want to express my heartfelt gratitude to our remarkable contributors who have made this edition possible, and, most importantly, to our incredible Progressive Produce team. This magazine is a testament to your unwavering commitment, and we hope you find both inspiration and pride within its pages.

Here's to a fantastic fourth quarter!



2023 Q3 State of the Company

BY: MARTY KAMER

Team Progressive:

Welcome to PQ 7... 2023 is flying by!

As things tend to be here at Progressive, Q3 was another crazy busy and highly productive quarter.

Sales and Procurement Teams were seemingly everywhere nurturing relationships while visiting numerous customers and growers at their respective locations in North and South America. These teams attended multiple trade shows and industry events to leverage even more face-to-face engagements with customers and growers. Other focal points of ongoing activities and achievements at Progressive included our 2-day Annual Sales Meeting, facility audits, chili roastings, company-wide cyber security training, installation and learning new machinery at Peachtree, the relentless pursuit of excellence in the areas of on-time and in-full by our talented warehouse operations teams, just to name a few.

None of this growth and exciting activity would be possible if not for each and every one of you! At Progressive Produce, our Great People are at the core of everything we do. You make Progressive successful—and I will never forget that.

All of our efforts in Q3 translated to solid results, and we have excellent momentum as we head into Q4. Through the first 3 Quarters of 2023 we have effectively EVOLVED personally and as an organization.

Now, we round the last corner, start down the home stretch and race towards the finish line of 2023. To organically grow our business, we run multiple races. The finish line of the marathon is many years out in the future.

This race is focused on our strategic plan and long term goals. It requires endurance, patience, consistency, and continuous improvement. The finish line of a sprint is more near term... the end of a project, or month-end, for example. Through the course of a year, we run many sprints that require bursts of speed and laser focus on daily execution to achieve short term goals. I never cease to be amazed at the great energy and attitude you bring to work to run our sprints!

Progressive is blessed by an outstanding and talented TEAM fully capable of running both races simultaneously. This is apparent in absolutely everything we achieve!

In this edition of PQ, our Pathfinder and Food Safety Teams are highlighted. Both teams have a “unique set of skills” and both are absolutely essential to our Operations at Progressive Produce. I am grateful for all their contributions. Join me in appreciating their efforts and applauding all the accomplishments of Pathfinder and our Food Safety Teams.

As we begin Q4 and race down the homestretch of 2023, I want to hear what you have to say. Each of you has a unique talent to offer. I need your ideas, suggestions, and feedback in order to win the race! It is our collective talents and strengths that make us Progressive Strong!

It doesn't matter if it's our marathon or our sprints, our races can only be won at the finish line. You can count on Progressive to be running the race, and you can count on us to cross the finish line, together.

Have a great Q4! Thanks for all you do!

Best,



PROGRESSIVE PRODUCE

GREAT PEOPLE GREAT COMPANY GREAT FUTURE



“BETTER PRODUCE THROUGH PARTNERSHIP AND PERFORMANCE”

Our Progressive Hero

BARYA HOEL



WHAT MAKES BARYA A PROGRESSIVE HERO?

“It’s not surprising that Barya Hoel is being recognized as a Progressive Produce Hero. Barya embodies our Core Values in everything she does on a daily basis.

At Progressive Produce, our Core Values are inextricably weaved throughout everything that we do. Essentially, our Core Values are the genetic makeup, the DNA that shapes “who” we are. Core Values also represent “what” we value and appreciate about each other.

What I value most about Barya is her relentless pursuit of excellence – In her regular efforts to deliver flawless execution, Barya has a unique ability to think on her feet to solve all problems. She does so with energy and a great attitude.

As an Executive and Administrative Assistant, Barya wears a multitude of hats as she supports requests from different functions of our business. Constantly prioritizing projects and juggling tasks that are thrown her way at the last minute, Barya is the glue that keeps many things running smoothly.

Thanks for all you do, Barya!”

- Marty Kamer



BARYA HOEL

Executive Assistant

**YEARS AT
PROGRESSIVE:**
5.5

**YEARS IN
PRODUCE:**
5.5

FAVORITE PRODUCE ITEM:

Asparagus, Potatoes and Limes are at the top of my list, but I would have to go with Limes since I always have a bowl of Limes in my house.

WALK US THROUGH YOUR DAY AT PROGRESSIVE

My days at Progressive are never the same and that's what I love about my job. I have been given lots of interesting, challenging and sometimes fun responsibilities here. I would like to think that I'm that "go-to" person at Progressive when someone is looking for something or needing something done. I've learned so much here. I'll usually go in to work with a plan and sometimes I can stick with that plan but sometimes I'll be given a project instead that needs to be done sooner than later. It's nice to work with people who believe in you and know that you will follow through and get things done.

WHICH CORE VALUE DO YOU RESONATE WITH?

I would have to say: We are Relentless in Our Pursuit of Excellence. I'm always trying to become more skillful, knowledgeable and better at what I do. I want to be relentless in striving to be the very best version of myself.

WHAT'S ON YOUR BUCKET LIST?

So far there was only one thing on my bucket list and that was to take a trip to Ireland and I'm finally getting to do that this year.

IF YOU HAD ONE SUPERPOWER, WHAT WOULD IT BE AND WHY?

If I had to pick one Super Power, I think it would be amazing to have Super-Speed. Not only could I say goodbye to traffic forever, but it would help me do everything I need to do at work despite limited time. Most importantly, having Super-Speed would help me to write really fast so I could keep up with conversations when taking meeting minutes.

BEST PIECE OF ADVICE YOU'VE EVER BEEN GIVEN?

I've been given a couple of good pieces of advice but I'd have to say it's Forgive Yourself. Everyone makes mistakes and learning how to let go, move on and forgive yourself can be easier said than done. I try and remind myself to think of each mistake as a learning experience and then move forward.

WHAT DO YOU LIKE TO DO IN YOUR FREE TIME?

I'd have to say shopping, reading, taking walks, eating ice cream and sharing a home cooked meal with the people I love. I love hanging out at the table after a meal and dragging it out by talking about everything or nothing in general.

WHAT'S SOMETHING MOST PEOPLE DON'T KNOW ABOUT YOU?

I got involved in competitive shooting once and even helped to make the bullets. I didn't do this for very long!

Meet Pathfinder



BY: RYAN CONLON

Being the produce experts that we all are, we all know there are many important factors in how our produce gets to us and our customers. The most important being trucking; without trucks, our product would not be able to get from point A to point B. Here at Progressive Produce, we are lucky enough to not only have our own fleet of trucks at our disposal but also a logistics company that can handle all of our out-of-state needs. Enter Pathfinder Logistics, who, ever since their first delivery in 1967, have always strived to offer the highest level of quality and professionalism.

Pathfinder has racked up over a million miles in logistical service and is held together by our wonderful team of Flat Tires. Ken Adams, the General Manager for Pathfinder, has been with Pathfinder for 14 years! He is an avid pickleballer

and loves the 80s. Before Pathfinder, Ken worked at Ralphs for 20+ years. Ken is not the only Ralphs convert we have on our team. Carolyn Gagnon and Tara Olson also worked at Ralphs before joining Pathfinder's team. Carolyn, who is in sales and dispatching, has been with Pathfinder for over seven years and has a wealth of knowledge. If she is ever out of the office, you can find her at the river on the water. Tara is the Assistant General Manager and has been with us for over five years! Tara is the yin to Ken's yang. She knows when to zig when Ken zags. Also, a fun fact: Tara is a wicked go-cart driver!

The longest-tenured Pathfinder employee, however, is Eddie Garcia, who is going on his 21st year with the company. Eddie is in sales and dispatching and is always looking to help out where he can! At Progressive Produce, we have many family members working together, and that doesn't change with Pathfinder. Tara's younger sister, Denise

Palmer, is in her 4th year at Pathfinder and loves working with Citrus! You know Denise is in the office whenever her phone rings, and the Foo Fighters play until she answers. She is also an avid decorator who loves decorating the office during holidays and is currently prepping for Halloween costume ideas....stay tuned!

Alan Wong is our remote sales and dispatcher; Alan is known for his daily ETA emails and handles a lot of our East Coast trucking. Alan is also probably the tallest employee who works at Progressive and Pathfinder! Alan has been booking trucks for Pathfinder for five years and is another Ralphs alumni of over 15 years. Fun fact about Alan: he is a Banana Slug and graduated from UC Santa Cruz. That brings me to Jessica Parra. Jessica has long family ties to Progressive Produce and is known for her fierce work ethic. She has been with Pathfinder for six years and loves showing up for work events. Jessica is quite an athlete, famous for hitting a double in our company softball game. She also made plenty of defensive plays on the kickball field.

That brings me to the newest member of the Pathfinder team. I mentioned earlier how we love a good family connection; that continues here as Ken's son, Eric Adams has been with Pathfinder for six months. Eric enjoys pickleball and golf and handles a lot of our local deliveries.

When you think of Pathfinder, you can imagine how that would make sense. A logistics company that finds the right paths of travel in order to get from A to B. However, the name Pathfinder has a historical meaning. Founder Nace Cohen was a WWII veteran who served in an elite paratrooper company that called themselves Pathfinders. These paratroopers landed first before the invasion of France to guide arriving transports.

So, when you are looking for a truck to move your produce from Point A to B, call Pathfinder. They'll get the truck where it needs to be, on time, most of the time 😊.

Meet the TEAM!



Eric Adams



Ken Adams



Carolyn Gagnon



Eddie Garcia



Tara Olson



Denise Palmer



Jessica Parra



Alan Wong

Food Safety: Navigating Today, Preparing for Tomorrow

In the realm of food production and distribution, safety is not merely a priority; it is a sacred duty. At Progressive Produce, this responsibility is entrusted to a dedicated team that goes above and beyond, ensuring that every food product leaving our facilities is not only safe but of the utmost quality.

Welcome to the journey of our Food Safety Team, a highly specialized unit within our Shared Services department. Their work serves as the bedrock upon which our business operations stand, assuring that you can have complete confidence in the safety and quality of our products.



Marty Kamer



Jeannie Berger



Arturo Coronado



Jennifer Portillo



Dave Walker



Alejandra Jimenez

Staying Ahead of the Food Safety Maze

In the ever-evolving landscape of food safety regulations, our Food Safety Team adopts a proactive approach. Their journey begins with staying informed about the latest changes and developments in food safety regulations. They act as vigilant sentinels, always on the lookout and ready to sound the alarm when necessary.

Their commitment to staying informed is just the first step. Each week, the team convenes for the EOS L10 Meeting, where they ensure alignment and agility in response to regulatory changes. It's where strategies are devised, and plans are set into motion, ensuring that Progressive Produce not only complies but thrives in a shifting regulatory landscape.

But their dedication doesn't stop there. Quarterly internal audits, conducted in collaboration with external consultants, provide a comprehensive view of our practices, driving continuous improvement. The team members are lifelong learners, committed to staying ahead of the curve. They invest in continuing education and certifications to keep their knowledge fresh and up-to-date.

Compliance and Beyond

Understanding the rules of the game is essential. Several regulations significantly impact our industry, from the Food Safety Modernization Act (FSMA) to the Global Food Safety Initiative (GFSI), the National Organic Program (NOP), Foreign Supplier Verification (FSV), to the Food Traceability Rule (FTR). These regulations ensure unwavering dedication to compliance. However, compliance alone is not enough. The team's work extends to identifying and mitigating potential

food safety hazards. This is where their detective work comes into play. They conduct meticulous hazard analyses, scrutinizing biological, chemical, and physical hazards with unwavering precision.

Cultivating a Culture of Food Safety

Prevention is a cornerstone of the Food Safety Team's mission. They impart the wisdom of Good Manufacturing Practices (GMP) to every member of our Progressive Produce family. It goes beyond hygiene and handling; it's about cultivating a culture of food safety that permeates every aspect of our organization.

Every employee, regardless of their role, plays a vital part in our supply chain. The Food Safety Team's mission is to share their knowledge with everyone, ensuring that all are up-to-date with the latest food safety regulatory changes.

But the journey doesn't end with training. The team practices what they preach with daily walkthroughs in our facilities. Procedures are meticulously followed, and logs are reviewed religiously, regardless of the reporting frequency. Every detail matters, and every non-conformance is addressed, ensuring compliance and readiness to respond to any challenges that may arise.

Leveraging Technology and Collaboration

In today's digital age, technology is a powerful ally. Progressive Produce has embraced it wholeheartedly. Our water quality monitoring system, known as "Kemo," keeps a vigilant eye on the concentration of Peracetic Acid (PAA) in the water used to wash our products.

But our digital revolution doesn't stop there. We are in the process of digitizing our food safety program, creating a seamless, interconnected system where safety is paramount, and traceability is assured. Our SAP system allows us to trace our products with unparalleled precision, ensuring we are always in control of our products' journey. However, it's not just technology that keeps us safe; it's the power of collaboration. The Food Safety Team

collaborates not only with each other but with other departments, suppliers, and regulatory bodies. Strong relationships have been built with our produce suppliers and customers, working hand-in-hand with our Sales and Buyer department to guarantee high-quality products that meet all food safety regulations.

Communication is key, and the monthly huddle meetings serve as a forum for discussing critical food safety points. It's a space where ideas are shared, and concerns are addressed, ensuring that everyone is in sync.

A Commitment to Continuous Improvement

Continuous improvement is a way of life for our Food Safety Team. They follow a rigorous 5-step continuous improvement process: prevention, detection, evaluation, resolution, and routine evaluation. Every aspect, from the Food Safety Manual to Supplier Verification, Customer & Regulatory Compliance, Facilities, and People, undergoes regular scrutiny. It's an unending pursuit of perfection, a journey towards excellence.

Challenges and Opportunities Ahead

Looking ahead, there are challenges on the horizon. As food supply chains globalize, maintaining consistent and effective food safety standards becomes more complex.

Yet, the Food Safety Team views challenges as opportunities in disguise. They believe that regulatory agencies must keep pace with evolving technologies, products, and distribution methods. Balancing the facilitation of innovation with maintaining rigorous food safety standards is a challenge they are ready to embrace.

Progressive Produce's Food Safety Team is the unsung hero of our organization, ensuring the highest standards of safety and quality in every food product we provide. Their vigilance, dedication to continuous improvement, and innovative spirit are integral to our mission of delivering safe and delicious produce to our valued customers.

Food Safety Team Achieves Perfect 100% Scores in Yearly Audits

On behalf of the Food Safety team, we would like to inform you that we PASSED all our 3 audits with 100% scores (Peachtree, La Mirada, and Farms) for this year's audit.

We would like to thank everyone who was involved during this audit. Thanks to Dave Walker, Heriberto Ramirez, Daniel Rosinski, Robert Velazquez, Jesus Escobar, Steven Robles, Richard Lopez, Vincent Saldana, Jaime Rodriguez, Jose Quevedo and Edgar Guerra for their hard work during these audits.

Also, to all Progressive's personnel, our maintenance dept., mechanics, leaders, and supervisors from each facility. We appreciate all your hard work you have been putting every day; this success is thanks to you too.



Food Safety Essentials: Keep Your Kitchen Safe!

BY: ARTURO CORONADO

When it comes to food, safety should always come first. We'll show you four common food safety mistakes to steer clear of. Let's make sure your kitchen is a haven for safe and delicious meals!

Eating Raw Batter or Dough

Risk: Uncooked flour or eggs may contain E.coli, salmonella, or other pathogens.

Safety Tip: Cook or bake flour and eggs thoroughly. Wash all surfaces after contact.



Thawing or Marinating on the Counter

Risk: Harmful germs multiply quickly at room temperature.

Safety Tip: Thaw food in the fridge, cold water, or the microwave.



Tasting or Smelling for Quality

Risk: You can't detect germs that cause food poisoning by taste, smell, or sight.

Safety Tip: When in doubt, throw it out! Avoid tasting even a tiny amount.



Washing Raw Meat, Chicken, or Turkey

Risk: Washing these items can spread germs to your kitchen surfaces.

Safety Tip: Do not wash raw meat, chicken, eggs, or turkey; cook them properly instead.





Strengthening Our Cybersecurity: Knowbe4 Training for All

BY: ALAN PIZANA

In an age where digital threats are ever-present, protecting our organization's systems and data is top priority. That's why we've teamed up with Knowbe4 to roll out mandatory cybersecurity training for all employees. Our aim is simple: to ensure that every

team member understands the importance of cybersecurity and has the knowledge to safeguard our digital world from potential threats.



Just a quick reminder: this training program is brought to you by Knowbe4, but before we dive into the details, let's talk about why cybersecurity education is a must.

Why Cybersecurity Education Matters

Phishing attacks, malware, and other common threats are always lurking. Without the right knowledge and awareness, our actions could inadvertently give these threats an opening, potentially putting our organization's data and systems at risk.

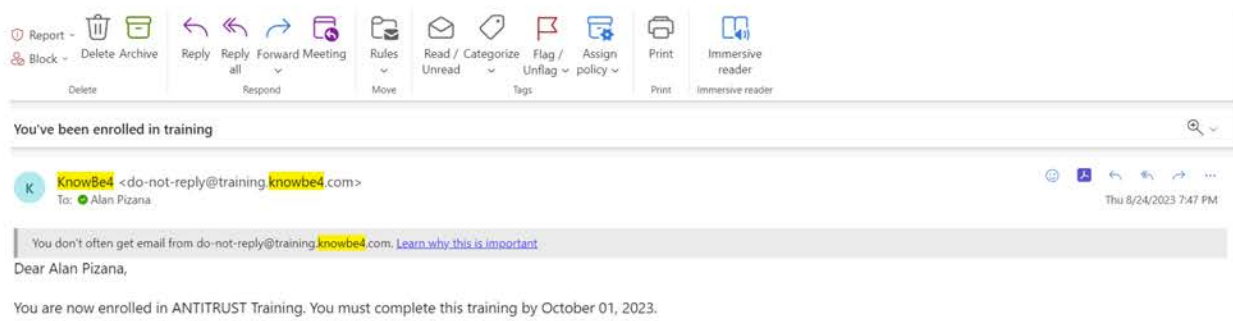
The Knowbe4 training program covers essential topics, including cybersecurity best practices, spotting malware, identifying phishing attempts, and handling other common threats. This training is all about equipping you with the know-how to make informed decisions and take proactive steps to protect our organization.

A Continuous Journey: Cybersecurity Training

It's important to remember that cybersecurity isn't a one-and-done deal. The digital landscape is always changing, with new threats cropping up regularly. To stay ahead of these challenges, we'll be running periodic training sessions to keep everyone up-to-date with the latest cybersecurity trends and best practices. Learning is the key to keeping our digital defenses strong.

How to Access Knowbe4 Training

Accessing Knowbe4 training is easy, and you can complete it using your Windows credentials. Below is an example of what emails to look out for when you have been enrolled in any mandatory training:



If you have any questions or concerns about the training, please reach out to our IT department. Your commitment to this initiative is highly appreciated, as we work together to create a robust defense against cyber threats. Thank you for your cooperation!



Peruvian Sweet Onion Season

As the Peruvian sweet onion season approaches, Keystone Fruit Marketing, a division of Progressive Produce, is ready to provide its industry-leading expertise and premium-quality Peruvian Mayan Sweets to customers across the United States and Canada.

"We are very pleased with the initial quality of this year's harvest and are excited to kick off the Peruvian onion season," says sweet onion commodity manager Matthew Gideon. "Although the weather has presented challenges due to El Niño conditions, resulting in smaller-sized early season onions, we expect normal size profiles and a return to average yields as the season progresses."

Renowned as one of the world's best-known sweet onions, Keystone's Mayan Sweets are well-recognized as a respected and established brand with a long and delicious history. In the early 1990s, Keystone Fruit Marketing was the first company to grow sweet onions in Peru and today remains one of the largest importers of Peruvian sweet onions into the United States.

The Peruvian sweet onion season, which runs from late July to March with peak supply between September and January, offers abundant opportunities for sweet onion enthusiasts to savor this sought-after produce's distinctive flavors and versatility.

"Our Peruvian Mayan Sweets are delicious raw and fantastic when lightly cooked, grilled, or caramelized," adds Gideon. "They enhance the flavors of salsas, sandwiches, burgers, kabobs, relishes, and toppings. Their unique taste profile and versatility make them an ideal ingredient in various culinary creations."

Recognizing the power of cross-merchandising, Keystone offers innovative strategies to boost sales. Gideon suggests, "In the Meat Department, cross-merchandising our Mayan Sweets with meat products such as burgers, sausages, and steaks creates enticing opportunities for consumers, driving sales for sweet onions and meat products. Similarly, cross-merchandising Mayan Sweets with tomatoes, peppers, salads, and squash in the Produce Department generates additional sales. With onions enjoying a high household penetration, consumers are constantly seeking new and creative ways to savor sweet onions."

"We value our relationships with our growers and customers, and we pride ourselves on the integrity we carry through all those relationships," says Gideon. "Bringing high-quality onions from our growers to our retail partners' stores is what we love to do at Keystone!"



Eastern Apples

Apples and autumn go hand in hand and no one knows that better than Keystone Fruit Marketing, a division of Progressive Produce. With a rich history dating back to 1977, Keystone has been all about apples from the start. Lisa Fetterhoff, Director of Operations, reminisces, "Apples were the first commodity Keystone took to market. And the first grower they worked with, El Vista Orchards in Fairfield, PA, is still a grower partner today!"

Currently, Keystone partners with many growers from Pennsylvania, Virginia, West Virginia, New York, Michigan, and New England to ensure a wide variety of apples and fulfill its customers' needs.

"We get started every year in August with Ginger Golds, which are quickly followed by Gala, Honeycrisp, and Macs. We also have an ample supply of Red and Gold Delicious, Ambrosia, Romes, Fuji, Evercrisp, and Pink Lady. Plenty of options for everyone!" Fetterhoff shares.

Eastern Apples are always in high demand in the fall as well as the Thanksgiving and Christmas holidays. And don't forget about January, when so many people want to start eating better. These are all great times to promote, as Keystone will have peak supply from November through January!

"Retailers should offer their consumers options with bags and loose apples. If space is tight, occasionally switch up the apple varieties to keep things fresh and exciting," advises Fetterhoff. "Want to boost sales even more? Pair apples with specialty cheeses in the deli department or feature a small apple display near checkout for those looking for a healthy, on-the-go snack!"

Keystone values its relationships with its growers and customers and prides itself on the integrity it carries through all those relationships. "Getting our growers' apples into our retailer partners' stores so consumers can enjoy high-quality Eastern Apples is what we love to do!" concludes Fetterhoff.

HALLOWEEN COSTUME CONTEST



SEND A PHOTO TO MARKETING ON OCTOBER 31.
VOTE ON NOVEMBER 1. WINNERS WILL BE ANNOUNCED ON NOVEMBER 2.



PROGRESSIVE PRODUCE

JOIN IN IF YOU DARE

HALLOWEEN KICKBALL TOURNAMENT

SATURDAY, NOVEMBER 4TH



COSTUMES ARE
ENCOURAGED!



JOE RODGERS FIELD

4900 E 7TH ST

LONG BEACH, CA 90804

The field is on the corner of Park Ave and Deukmejian Drive



DRACULA'S ELIXIR

INGREDIENTS

- 1 bottle (750 ml) dry red wine
- 2 Progressive Farms oranges
- 2 Progressive Farms lemons
- 1 Progressive Farms lime
- 2 Honeycrisp apples
- 1 cup orange juice
- 1/2 cup dark rum
- 1 cup seltzer water
- ice

Prep Time: 10 min

Chill Time: 4 hours

Servings: 1 large pitcher

DIRECTIONS

1. Thinly slice the oranges, lemons and limes.
2. Core the apples and make sure to remove all the seeds. Then cut up the apples into large chunks.
3. Place all the ingredients, except the seltzer water, in a large pitcher or container.
4. Cover and refrigerate for at least 4 hours.
5. When you are ready to serve your guests, add ice and seltzer water.
6. Stir and enjoy your transition to immortality. Please bite and drink responsibly.



Jaime Greger, the Senior Marketing Coordinator at Progressive, is the mastermind behind the company's delicious recipes. Her passion for cooking started in San Diego with her grandmother and aunt, and she continues to cook for family and friends today, experimenting with new ingredients and fresh takes on classics.



INGREDIENTS

- 2–3 Progressive Farms Jalapeño Peppers,
- thinly sliced (remove seeds and ribs for milder heat)
- 1 large Mayan Sweets® Sweet Onion, thinly sliced
- 4 medium Pacific Gold® Russet Potatoes
- 1 lb ground beef
- 4 hamburger buns
- 4 slices American cheese
- 2 tbsp extra virgin olive oil
- Vegetable oil, for frying

"SECRET SAUCE"

- ¼ cup mayonnaise
- 2 tbsp ketchup
- 1 tbsp yellow mustard
- 1 tbsp pickle relish
- 1 tsp Worcestershire sauce
- ½ tsp garlic powder
- Salt and pepper, to taste

Prep Time: 40 min

Cook Time: 25 min

Servings: 4

DIRECTIONS

1. In a small bowl, combine the secret sauce ingredients. Stir, then set aside.
2. Cut the potatoes into ¼" thick fries. Soak the fries in cold water for 30 minutes. Heat a couple of inches of vegetable oil in a deep, heavy pot to 325° F.
3. In three or four batches, cook the fries for 4–5 minutes per batch. (You want the potatoes to be soft at this point, not browned.) Using a slotted spoon, remove each batch of fries from the oil and drain on paper towels. Increase the temperature of the oil to 400° F. Cook the fries again, in batches, until they are golden brown. Remove from the oil and drain on paper towels. Sprinkle with salt.
4. Preheat a large skillet or griddle over medium-high heat. Divide the ground beef into four equal portions and shape them into balls. Season each with salt and pepper. Add oil to the preheated skillet or griddle. Once hot, place the meat balls onto the surface, leaving space between them.
5. Using a sturdy spatula, smash each ball down until it reaches about ¼" thickness. Continue pressing down to create a good sear. Add sliced onions on top and cook for 2–3 minutes until the bottoms are browned and crispy. Flip the burger patties and cook for an additional 1–2 minutes. Add a slice of cheese and cook until melted. Remove from the heat and transfer to a plate.
6. In a separate skillet, heat some oil over medium heat. Add jalapeño peppers. Cook, stirring occasionally, until the jalapeños are slightly tender, about 4–6 minutes.
7. To assemble the burgers: Spread a generous amount of the secret sauce on the bottom half of each bun. Place a patty on top. Add a spoonful of jalapeños, add another patty, then cover with the top bun. Serve the burgers immediately alongside the fries. Enjoy!



BRUSSELS SPROUTS MAC N' CHEESE

INGREDIENTS

- 1 lb Progressive Farms Brussels Sprouts, trimmed, rinsed, and halved
- 1 package fusilli or rotini pasta
- 1 tbsp olive oil
- 6–8 slices bacon, cut into ½" pieces
- ½ cup onion, diced
- 2 cloves garlic, minced
- ¼ cup flour
- 3 cups whole milk
- 1 tsp Dijon mustard
- ¼ tsp crushed red pepper
- Salt and Pepper to taste
- 2 cups Parmesan cheese, freshly grated
- 2 cups sharp white Cheddar cheese, shredded

Prep Time: 20 min
Cook Time: 40 min
Servings: 4-6

DIRECTIONS

1. Preheat oven to 425° F and line a rimmed baking sheet with tin foil.
2. Place the prepared Brussels sprouts in a large Ziploc® bag. Add enough olive oil to coat, seal the plastic bag, and shake to mix.
3. Pour the Brussels sprouts onto lined baking sheet. Place in oven and roast until caramelized (approx. 20 mins). Set aside.
4. While the Brussels sprouts are roasting, cook the pasta according to package instructions. Drain, and set aside.
5. In a large skillet, cook the bacon pieces over medium heat until crispy. Using a slotted spoon, remove bacon, reserving the rendered fat in the pan. Add the onion and garlic to the pan and cook until softened. Add the flour, whisking constantly for 1–2 mins. Slowly, whisk in the milk. Cook, stirring constantly until the mixture thickens (approx. 5–6 mins). Stir in Dijon mustard, crushed red pepper, salt, and pepper.
6. Turn off heat and add cheeses, stirring until melted. Mix in cooked pasta, bacon, and roasted Brussels sprouts. Enjoy!

Our Favorite Football Teams

Step into the huddle with the Progressive Quarterly as we break away from business as usual to celebrate our passion for NFL action. These photos are a window into the camaraderie and fervor that bind us not just as coworkers, but as fellow football fans.



Mike Blume

Keystone VP Sales and Marketing

My favorite Football Team is the New England Patriots. And as a long time season ticket holder, I have been fortunate to be able to attend a lot of games at Gillette Stadium in Foxboro, MA. Several years ago, my son Mick and I were lucky enough to have our picture taken with one of the Super Bowl trophies!!! And last year, I headed to Las Vegas to see my Patriots play the Raiders. I won't say who won, but my nephews, Maverick and Matthew (attending their first ever NFL game), were ecstatic about the outcome!



Lisa Fetterhoff

Keystone Director of Operations

I share my love of the Steelers with my Dad. Last year I took my Dad to his first Steeler home game. We had a wonderful time! Go Steelers!



Amanda Nojadera

Digital Marketing Coordinator

My family's favorite team is the San Francisco 49ers. We love going to games together when we are all back home in the Bay Area. Go Niners!



Daniel Carlos

Traditional/Ops Satellite Support

I recently got my new #5 Kayvon Thibodeaux jersey. I decided to wear it to the office and brought my team flag. I've been a New York Giants fan for 15 years now, ever since I was a teenager, I'm looking forward to a good upcoming season.

THE RESULTS ARE IN!



Thanks to everyone who participated in our football prediction poll. Let's see how good the Progressive team is at predicting who's going to end up at the top!

Super Bowl LVIII Winner

By a very narrow margin, Progressive predicts Kansas City will win it all in Vegas.

Honorable mention: Cowboys, Saints, Bucs, Chargers & Steelers



League MVP

Progressive was more in sync with their choice for MVP with 36% of votes going to Tua Tagovailoa.

36%

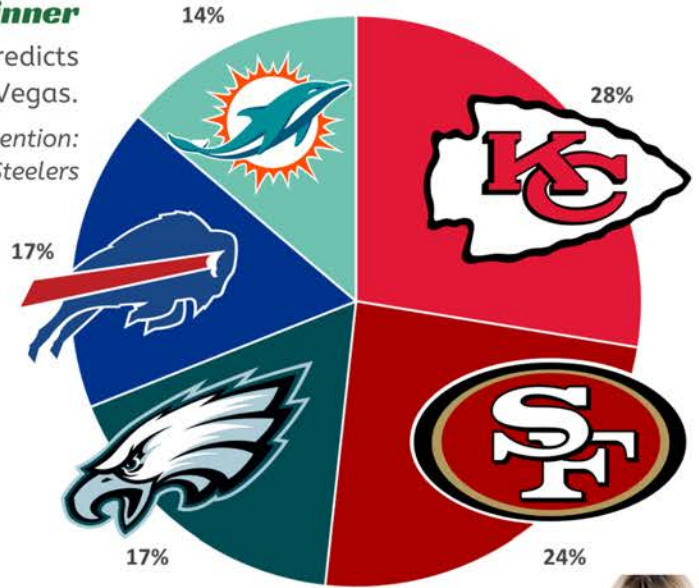


27%

18%

9%

9%



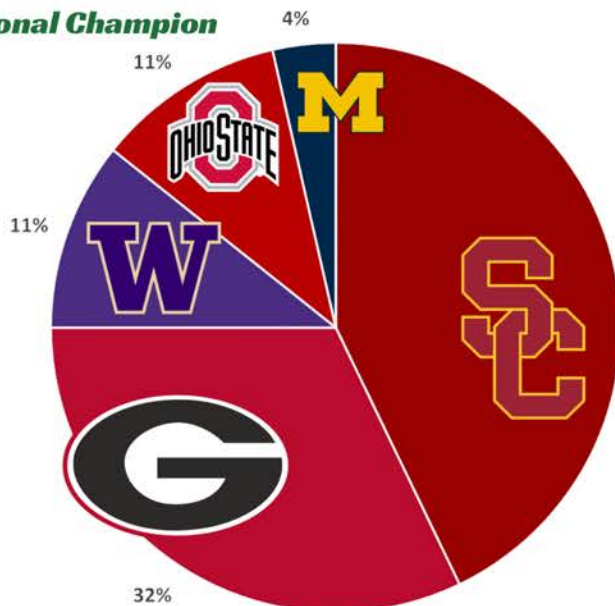
MVP Honorable mention to the multiple Taylor Swift votes!



In a shocking turn of events, it was a unanimous vote that the Los Angeles Chargers would be taking home the Lombardi trophy this year but for the sake of the article I went with the above results instead.

College Football National Champion

Seems to be some pretty strong feelings toward one particular college team this season with almost half the votes (unfortunately) coming in for USC. Fingers crossed it's a different line-up in Houston to kick off 2024.



Heisman Trophy Winner

And lastly, the person that Progressive is in almost perfect agreement on is Caleb Williams. He may have a strike against him playing at USC but 75% of votes came in for him to take home the Heisman this season.





UPCOMING Q4 ANNIVERSARIES

LISA FETTERHOFF	42	JESSE MONTOYA	6
MARTIN LOPEZ JACOBO	36	RYAN CONLON	5
JORGE AREVALOS	30	DANIEL CARLOS	5
LUIS AREVALOS RINCON	28	ANGELICA PEREZ	5
ANDREW COSTA	26	ESTEFANY CASTILLO	5
BETO LAMAS	23	THURSTON WELDON HARDY	4
CRISTOBAL BALBUENA	23	ANTHONY REYES	4
WILFREDO CALDERON	21	SANDRA TURCIOS	4
HERMINIA VALDEZ	20	CRAIG CLINE	3
NELLY MORALES	16	LUZMEIDA VARGAS	3
CLAUDIA ROJAS	16	ALEJANDRO GONZALEZ	3
PEDRO MUNOZ	13	ERICA GARCIA	3
ABDER BENAIFA	13	ISABEL DE JESUS HERNANDEZ	3
EFREN BANUELOS	13	GREGORIO LUNA RANGEL	3
ALAN PIZANA	13	BRYAN GUERRA	3
JOSE NOEL ARGUETA	11	STEVEN ROBLES	3
RAMON PENA JUAREZ	11	ARTEMIO VELAZQUEZ	2
ISMAEL ROSTRAN	11	SYLVIA JIMENEZ	2
JUAN PENA NUNEZ	11	JESUS CANCINO	2
ROBERTO SANTILLAN	11	MARIA ESPINOZA	2
JAIME GREGER	10	JORGE RAMIREZ	2
LUIS QUIROZ	10	ELI CARRILLO	1
BEN STAVA	9	JOSE GONZALEZ	1
JORGE VEJAR	7	MARIA SANDOVAL	1
JOSE PARRA ESPINOZA	7	NELSON SALGUERA	1
JUAN ANGULO	7	JONATHAN RIVERA	1
JAVIER GOMEZ	6	EMILIO MARTINEZ	1
DANIEL SANCHEZ	6	ALEJANDRA JIMENEZ	1
ANGELICA HERNANDEZ	6	JOSE PONCE BUSTAMANTE	1
ANTHONY SANCHEZ RODRIGUEZ	6	RUBEN SANCHEZ	1
FRANCISCO GRANADOS	6	JAVIER OLIVA	1
JOSE RICARDO CORTEZ	6	GLORIA OROZCO	1
BISMARCK ESPINOZA	6	FELIX AMARAL	1
SEBASTIAN CASA	6	ANDRES VARGAS	1
ALEX MEZA	6	ANDY ROMERO	1

YEARS OF SERVICE THROUGH 2023

Upcoming Birthdays

October

- 5 - Andy Webb
- 6 - Penny Harvey
- 7 - Joaquin Guzman
- 10 - Jose Argueta, Ortelio Ortiz, Maria Guzman
- 12 - Jose Gabriel Luna
- 16 - Veronica Rodarte
- 17 - Jose Chavez, Robin Owens
- 20 - Ruben Hinojosa, Claudia Rojas, Gabriel Andrade
- 24 - Rafael Mendoza
- 25 - Nelly Morales
- 27 - Luis Mercado
- 29 - Jose Cortez
- 31 - Kevin Stear

November

- 2 - Cesar Arreola, Brad Searcy, Elvia Lopez, Cory Stahl
- 4 - Francisco Eliceche
- 7 - Amanda Nojadera
- 8 - Jennifer Portillo
- 9 - Bryan Guerra
- 11 - Carlos Gonzalez
- 12 - Cesar Martinez, Ryan Conlon
- 16 - Emily Hassen
- 17 - Ben Stava
- 18 - Marleine Mazlounian-Sevajian
- 20 - Cristobal Balbuena
- 22 - Jose Parra
- 26 - Benjamin Gomez
- 29 - Jose Luna Jr

December

- 5 - Luis Quiroz, Cesar Acevedo, Junior Guzman
- 6 - Jose Argueta, Guillermo Garcia
- 8 - Sean Barganski
- 10 - Atilio Pacheco
- 12 - Maria Parra, Oscar Arellano
- 15 - Steve Long
- 26 - Tami Dinges, Richard Lopez
- 27 - Jessica Parra, Jose Morales
- 28 - Jose Lopez, Daniel Sanchez
- 29 - Craig Cline



Fill up with fruits and veggies

Fruits and veggies are a feast for our senses.

They're colorful, smell good and taste delicious. And they're so healthy for us. They deliver vitamins, minerals and dietary fiber that our bodies need to function well. Plus, they're a good source of water. It's true. Many of our favorite fruits are more than 90% water.

How much should we eat?

That depends on your age, size and level of activity. In general, adult women should get about 2 cups of fruit each day and two to three cups of veggies. Adult men should get even more than that — about 2 ½ cups of fruit and three to four cups of veggies.



Did you know?

Tomatoes are actually considered a fruit, not a vegetable.

5 tips to make your plate colorful

The different colors in fruits and veggies aren't just for show. They help tell us what kinds of nutrients we can get from them.



Red fruits and veggies are a great source of vitamin C, vitamin A and potassium. They also have antioxidants, which help protect our cells from damage. Try strawberries, tomatoes and beets.



Orange and yellow fruits and veggies are also full of vitamin C, vitamin A and potassium. They help give your immune system a boost. And they can help protect our eyes. Try sweet potatoes, carrots and peaches.



Green fruits and veggies have potassium and vitamin K to help protect our hearts. They also keep our eyes, bones and teeth strong and healthy. And they have the highest amounts of antioxidants and fiber. Try broccoli, spinach and kiwi.



Blue and purple fruits and veggies help keep our urinary tracts healthy. They also help with our memory and aging. Try blueberries, blackberries and eggplant.



White fruits and veggies are good for the heart. And they help control cholesterol. Try bananas, mushrooms and potatoes.

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Visit [Aetna.com/individuals-families/member-rights-resources/rights/disclosure-information.html](https://www.aetna.com/individuals-families/member-rights-resources/rights/disclosure-information.html) to view or print your medical, dental or vision plan disclosures. Here, you can also find state requirements and information on the Women's Health and Cancer Rights Act.

Policy forms issued in Oklahoma include: HMO OK COC-5 09/07, HMO/OK GA-3 11/01, HMO OK POS RIDER 08/07, GR-23 and/or GR-29N.

Policy forms issued in Idaho by Aetna Life Insurance Company include: GR-23, GR-29/GR-29N, GR-9/GR-9N, AL HGrpPol 04.

Policy forms issued in Idaho by Aetna Health of Utah Inc. include: HI HGrpAg 04.

Policy forms issued in Missouri include: AL HGrpPol 01R5, HI HGrpAg 05, HO HGrpPol 04.



Learn how to lower work stress

A lot can happen during working hours.

You may have project deadlines, a cooperative team or difficult coworkers. Even if you like your job, it can be stressful at times. Stress, in small amounts, can be helpful. It releases hormones that speed up your heart and give you a burst of energy. This can help you focus on finishing a big project. But too much stress isn't good for you.

Watch out for warning signs like headaches, stomach aches or trouble sleeping. You may also feel irritable, short-tempered or unhappy. But there are things you can do to help.



Did you know?

The average person spends almost **100,000 hours** at work in their lifetime.¹

¹<https://www.gettysburg.edu/news/stories?id=79db7b34-630c-4f49-ad32-4ab9ea48e72b&pageTitle=1%2F3+of+your+life+is+spent+at+work> October 2021

Tips to help manage work stress



Make a list of projects and deadlines.

They'll help you get an idea of the total amount of work you have. And they'll help you know what to do next.



Use a schedule planner.

Break large projects into small steps, set deadlines and build working time into your calendar.



Focus on one thing at a time.

Our brains can focus on one thing at a time. When we switch tasks, we're more likely to make mistakes. So it's better to focus on a single task.



Share the work.

It can be hard to say no or rely on other people. But sharing the load with your team can help get things done. And it's a way to build trust with your coworkers.



Limit distractions and interruptions.

We're wired to pay attention to emails, calls, or texts. It might be hard at first, but try limiting distractions when you need to focus.



Try this simple exercise

A healthy life includes balancing work, home and social responsibilities. To see how you're doing, make a list of the five most important things in your life. Then make a list of the five things you spend the most time on. Put them together and see how they compare.

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