



Monday, July 13 7:30am – 8:00am

First Timers Meet-Up

New to ANC and a little overwhelmed with all the great opportunities? Come meet up with other first-timers in this facilitated roundtable session to share ideas and discuss how to implement new concepts after the conference is over.

Monday, July 13 8:00am – 8:30am

Bento Boxes Build Participation

Speakers(s): Jean Ronnei, SNS

Compartmentalized meal boxes, also known as bento boxes, are popular offerings at many places that kids frequent; including convenience stores, coffee shops and airports. These cold grab 'n' go meals can increase participation and address the needs of even your fussiest customers! See examples from districts around the country, get recipes and gather ideas for containers and labeling.

Target Audience: All

Breaking Barriers with Parents and School Communities

Speakers(s): Sarah Kinney, SNS

We all know that school meal programs need the support of the entire school community to succeed—this includes parents and guardians. And if school nutrition programs receive negative feedback, it's often the result of misunderstandings, which can be avoided through building strong community relations. Learn how to connect, build trust and create a community that is engaged and supportive of your school nutrition program.

Target Audience: All

Interactive Wellness Fair Stations

Speakers(s): Karen Olsen, RDN, LD, SNS

Tired of standing at a Back to School Night or wellness fair just handing out pamphlets? Learn innovative ideas through examples that will infuse your table with fun (and foot traffic!) allowing you to promote your program and promote nutrition education. Once the creative juices are flowing, attendees will share ideas or stations they have used successfully at their events.

Target Audience: All

Keep on Truckin' With Summer Meals

Speakers(s): Debbi Beauvais, RD, SNS

Wondering how you can get summer meals easily distributed to those non-traditional feeding sites in your community? Are you a small district with limited resources available to you, or are from a bigger district in need of fresh delivery ideas? A "mobile meal bus" could be the answer to drive summer meal

participation. In this session, you'll learn how a small district of under 4,000 students converted an old bus into a mobile-meals initiative, and how you can relate this idea to your district's objectives.

Target Audience: M, D

Make Your Food Photos Fantastic!

Speakers(s): Chris Burkhardt, SNS

You know how to take a photo, but do you know how to take the perfect food photo? Beautiful food photography can boost your department's social media presence, promotional materials and employee trainings. Learn about the right equipment for the job—smartphones, point-and-shoot cameras or a digital single-lens reflex camera—and glean tips and tricks that will make your photos worthy of any magazine page.

Target Audience: All

Recruiting, Hiring and Retention: How to Find the Right Employees to Grow Your Team

Speakers(s): Courtney Morabito, MBA, DTR, SNS

No operation can run efficiently without being properly staffed. Learn tactics for recruiting quality candidates, screening for the best fit and developing them for long-term success. Additionally, factors will be identified that may be hindering your ability to hire and retain staff, and you'll gain a proactive approach to resolve these issues. Key takeaways include detailing job descriptions, marketing your vacancies and drafting goals for on-boarding. Sample documents will be shared.

Target Audience: All

Social Media Master Class

Speakers(s): Brook Thomas

Let's get social! Discover how you can harness the power of social media to communicate with key stakeholders and influence the positive perception of your cafeteria. Social media provides an interactive and direct avenue for telling your story, communicating menu schedules, cultivating feedback, showcasing the exciting activities happening in your cafeteria and so much more. You'll walk away from this session with tips, tricks and inspiration that will help you create an exciting social media brand for your foodservice operation.

Target Audience: All

Will One of Your Students Be the Next Top Junior Chef?

Speakers(s): Tracey Bates

Participation in a junior chef competition offers an unprecedented opportunity to translate skills acquired in the classroom to real-world kitchens—where developed recipes can be featured on future school menus. In this way, a junior chef competition fulfills the goals of inspiring the next generation of culinary professionals, stimulating interest in locally produced agriculture, increasing participation in school nutrition programs, providing nutrition education and encouraging healthy eating habits. Want your students to be a part of this exciting opportunity? Come to this session to learn best practices for implementation and hear student participation success stories.

Target Audience: All

Monday, July 13 8:45am – 9:15am - Repeat

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Target Audience: All

Monday, July 13 12:00pm – 2:00pm

State Agency Section Meeting

Speaker(s): USDA Representatives

This session is a must-attend for all state agency staff looking for the most up-to-date information on USDA's recent activities and upcoming areas of interest.

Target Audience: SA

Monday, July 13 2:45pm – 3:45pm

Farm to School: Big City Slickers to One School Wonders

Speaker(s): Samantha Gasbarro, SNS; Jason Hull; Rebecca Polson, SNS

Many schools have found a variety of innovative way to meet the increased demand for farm-fresh foods in their cafeterias. Whether you have one school or 72, you'll benefit from learning three school chefs' best practices to bring local foods into school nutrition programs.

Target Audience: All

How to Analyze a Bid

Speaker(s): Mike Birkmeyer, Stephanie Bruce, MBA; Barry Sackin, SNS

So, you've done your research, drafted and re-drafted language for your invitation to bid or request for proposal and published the final document for bidders. Now what? In this session, representatives from the American Commodity Distribution Association will discuss best practices for analyzing bid/proposal responses for your school nutrition contracts. Learn how to appropriately weigh evaluation criteria, filter and cut proposals and analyze the information you've received to award the contract to the most responsive and responsible bidder/proposer.

Target Audience: M, D, MC, SA, I

Increasing Participation in Low Free and Reduced Districts

Speaker(s): Paula De Lucca, SNS; Jessica Gould, SNS

When you are in a highly affluent district, getting students to eat school meals takes more than just putting a wholesome, nutritious meal on the menu. Come learn tips and tricks on how to increase participation in your program when you are a low free and reduced district.

Target Audience: M, D, MC, I

Marketing Tips and Tricks to Help You Score Big for NSBW

Speaker(s): Stefanie Dove, MBA, RDN, SNS; Dee Fields; Darla Koff, SNS; Breanna Gustafson

Join this interactive panel featuring 3 operators from districts of various sizes as they share their experiences and ideas on how to positively promote school meals through impactful video storytelling, digital marketing, serving line decorations and practical hands-on demonstrations, all while creating engaging and fun experience for students of all ages! Attendees will walk away from this session with ideas and tools required to achieve BIG results for NSBW and beyond!

Target Audience: All

Media Management 101: What to Do When The Media Calls

Speaker(s): Michelle Michaud; Ryan Yarnell

Media can strike fear into the hearts of any seasoned executive chef, café manager or school nutrition director. This session will teach you how to proactively prepare a plan before a crisis situation and the essential steps to regain control over a media call.

Target Audience: All

Use What's On Hand to Create Miracle Cafeteria Makeovers

Speaker(s): Barbara Kincaid, SNS; Nancy Lane

Well-merchandised cafeterias and branded menu items can enhance the cafeteria experience and bring students to the lunch line. Attendees will learn how to showcase or re-use items that may already be on hand in new and appealing ways to help boost the perception of dining in the cafeteria.

Target Audience: All

Recruiting and Retention in a Competitive World: Best Practices on How to Manage Talent Shortages

Speaker(s): Brittany Dvorak; Lisa Jenkins, SNS; Suzanne McCarty

In today's competitive job climate, schools and school districts not only contend with the everyday challenges of hiring and retaining foodservice professionals, but in many cases, compete with business giants (such as Amazon and Costco) for hourly workers. As businesses and organizations continue to battle it out for a local workforce—amidst a record-low unemployment rate—developing strong retention strategies is just as important as determining how you will rise above the competition to

recruit new employees. And because these issues are shared across many businesses, a variety of business professionals will be on hand to share best practices and approaches for recruitment and retention in the current job climate.

Target Audience: M, D, MC, I

Selling and Structuring Your Afterschool Meals Program

Speaker(s): Donna Martin, EdS, RDN, SNS; Carolyn Wait

Effectively engaging key stakeholders is critical to building and maintaining buy-in for a successful afterschool meals program that nourishes hungry students while bringing extra revenue to your district. This session will highlight plans for communicating with and soliciting input from administrators, afterschool program staff, coaches and more. It will also cover the options for operating the supper program—from menus, to staffing, to logistics—so that you can serve afterschool meals in a way that meets the needs of schools and students within your capacity.

Target Audience: M, D

SNA Legislative Update

Speaker(s): Scott Clements; Sherri Lehman; Cathy Schuchart

The Second Session of the 116th Congress is in full swing! Join us for the 2020 Legislative Update where you'll hear about the upcoming election and how it may affect school meal programs. SNA's Advocacy Team, along with the SNA Public Policy and Legislation Committee Chair will discuss the possibilities for Child Nutrition Reauthorization in 2020, the current political administration and USDA developments.

Target Audience: All

SNA Research Agenda: A Roundtable—College Section Meeting

Speaker(s): Alicia Landry, PhD, RD, LDN, SNS

Join members of SNA's Nutrition and Research Committee in this interactive roundtable discussion to learn more about the Association's research agenda, how you can get involved and they will share any related research.

Target Audience: All

Yes, And...Improving Leadership and Communication Through Improv (Game Changer Session)

Speaker(s): Jon Colby

The basic rules of improv deal with finding agreement, listening, leading by empowering others and making and celebrating those choices—all while thinking quickly. These same attributes can be applied to the workplace. Jon Colby's improv and quick-thinking session will help you improve networking skills, build stronger leaders, foster creativity and encourage employees and clients to feel more valued. This interactive session will give you an entertaining opportunity to grow in a safe environment and walk away with valuable skills that can be put to use immediately.

Target Audience: All

Accommodating for Food Allergies in Breakfast in the Classroom

Speaker(s): Bettina Applewhite, RDN, SNS; Sherry Coleman Collins, MS

Students with food allergies may find it difficult to participate in breakfast in the classroom programs. However, through separate menus that accommodate these students' needs, they are able to take part and begin the day with healthy choices. In this session, experts will share how they accommodate food allergies and detail their best practices—so you can plan ahead

Target Audience: All

Bored Board? Get your School Board and District Admin on Board with your School Nutrition Program

Speaker(s): Miguel Villarreal; Bertrand Weber

Community stakeholders can be powerful advocates for school meals. Learn how to successfully advocate for your school nutrition programs to your school board and administrators within your own district.

Target Audience: M, D, MC

Creative Vegetarian and Ethnic Menu Options

Speaker(s): Mark Augustin; Stacy Koppen, MS, RD, SNS; Sara Parthasarathy

International cuisine offers many meat-free options. An expert panel consisting of a food entrepreneur, foodservice director and an executive chef will take a back-to-basics approach to flavoring vegetarian and vegan foods from scratch. Discover how to create lip-smacking delicious and nutritious meals that have a well-balanced combination of proteins, carbohydrates and fiber.

Target Audience: All

The Intentional Inclusionist: A Practical Approach to Diversity & Inclusion (Game Changer Session)

Speaker(s): Dr. Nika White

Many people see diversity and inclusion (D&I) as the work of the people who carry the “title”—when in reality it is a leadership competency. When D&I is viewed in the light of leadership competency, it tends to take on a different meaning and shift people toward more intention in the methods they use to identify opportunities to help foster inclusivity. Join diversity and inclusion expert, Dr. Nika White, to learn practical steps you can take to become a more inclusive leader and develop a more successful team.

Target Audience: All

Operating in the Black: Creative Ideas for Improving your Food Service Operations!

Speaker(s): Heather Hopwood, USDA Representatives

Do you have a three months' operating balance? Learn how a panel of local program operators used funds to make innovative improvements to meal quality and school food service operations. This interactive discussion will provide time for participants to ask questions and share their own best practices for optimizing school food service operations.

Target Audience: D, MC, SA, I

SNA Legislative Update – Repeat

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Target Audience: All

Steps for A Successful Cafeteria Redesign

Speaker(s): Lora Gilbert, MEd, SNS; Javier Vazquez

Your school's cafeteria can become the place where students want to hang out. Learn the tricks that Orange County (Florida) Public High Schools implemented for a successful renovation. It not only d refreshed their infrastructure—it ultimately helped boost meal participation, too.

Target Audience: D, MC, I

Monday, July 13 4:00pm – 5:00pm

13 Common Errors Managers Make and How to Avoid Them

Speaker(s): Curtistine Walker, M.Ed.

Back by popular demand! Discover the top 13 common errors that managers display in front of their employees, peers and upper level management that can lead to conflict and problems with all three groups. Identifying these behaviors and how to avoid them will enable participants to become more effective communicators and managers.

Key Area: 3 – Subtopic: Leadership/Management

Room: Ryman Ballroom

Target Audience: M, D, MC

Transform Your Cafeteria into the Most Popular Restaurant in Town

Speaker(s): Carmen Berry, MPH, RD, LD; Patricia Hopes; Brian Wieher, SNS

Step out from behind the line and look at your cafeteria space with fresh eyes. Discover low-cost, but impactful ways, how marketing, re-branding, merchandising and menu planning can boost participation and entice students to eat at what will become the most popular restaurant in town—the school cafeteria.

Target Audience: All

Waste Not, Want Not: Innovative Strategies to Reduce Food Waste

Speaker(s): Sheldon Gordon

From menu planning, to meal service, to promotions in the cafeteria, there are ample opportunities to minimize food waste. Join this session to gather information from local school nutrition directors who have implemented strategies to reduce waste. Additionally, you'll hear from USDA with helpful guidance, tools, resources, and best practices. You'll take back concrete approaches to your district on how you can individually and collectively make a difference by conserving precious school nutrition assets.

Target Audience: All

Whining & Dining: How to Soothe Over Complaints

Speaker (s): Hollie Best, MBA, RD, LD; Beverly Glaze, SNS

The key to a successful program is being able to assess and address school foodservice complaints. Because regrettably, no matter how hard you try to make the school nutrition experience spectacular—there will always be some criticism. Be equipped for any objections by joining this interactive session. It will provide you with the tools for effective customer service as well as engaging first-hand insights to inspire you to turn "whining" about school nutrition into a positive "dining" experience.

Target Audience: E, M