#anc 2020
See the Possibilities
Annual National Conference Preview

Nashville, TN | July 12-14

Early Bird Deadline: May 15, 2020
GET READY TO SEE THE POSSIBILITIES—and seize the solutions!
Mark your calendars now and join us in Nashville for the “School Nutrition Event of the Year”—SNA’s 74th Annual National Conference, July 12-14, 2020!

OPENING GENERAL SESSION
SUNDAY, JULY 12

Ben Nemtin, Keynote
Writer and Television Personality

A #1 New York Times bestselling author of What Do You Want to Do Before You Die? and a star of MTV’s top-ranked show “The Buried Life,” Nemtin is the co-founder of The Buried Life movement. Its message of radical possibility has been featured nationwide on programs including “The Today Show” and “The Oprah Winfrey Show.” Creating the world’s greatest bucket list with his three best friends, they crisscrossed North America in a borrowed rickety old RV, achieving the unthinkable. Every time they accomplished a dream, they helped a complete stranger cross something off their bucket list. From playing basketball with former President Obama to surprising a young girl with a much-needed bionic arm—Nemtin’s bucket list quest has inspired millions. See what could be next for your own bucket list with insight from this amazing keynote address. Sponsored by Jennie-O Turkey Store

CLOSING GENERAL SESSION
TUESDAY, JULY 14

Erik Qualman, Keynote
Best-Selling Author

Join SNA in welcoming Erik Qualman, a can’t miss keynote speaker who thrilled attendees of SNA’s School Nutrition Industry Conference. Known as the “Digital Dale Carnegie,” Qualman is the best-selling author of Socialnomics: How Social Media Transforms the Way We Live and Do Business. His works have been featured on “60 Minutes” to the Wall Street Journal and used by companies from the National Guard to NASA. Qualman will fascinate you with details of how we’re operating in a world where “word of mouth” is on steroids—in fact, it’s world of mouth.” Qualman will help you see the way to your ultimate digital legacy. Sponsored by TITAN School Solutions
TUESDAY, JULY 14

Party on the Plaza
7:30 pm-9:30 pm

CLOSING EVENT CONCERT
9:30 pm-11:00 pm

Grand Ole Opry House
The “home of American music,” The Grand Ole Opry House is an iconic destination and Nashville’s number one attraction. Attend a private show on Tuesday evening featuring five or more artists—a mix of country legends and contemporary chart-toppers. Prior to the show, join us at 7:30 p.m. for a Party on the Plaza and enjoy the park-like setting in front of the Opry House while sipping a cool drink. Food trucks will be available to purchase something to eat prior to the show.

A ticket to the show is included in the full ANC conference registration fee. Make sure you indicate your intention to attend when you register for the conference. If additional tickets are available, an announcement will be made onsite. Sponsored by TITAN School Solutions

WEDNESDAY, JULY 15

Post-Conference Workshop (Offsite)
8:00 am-11:45 am
(includes travel time)

Help End Hunger in the Nashville Area
Experience a one-of-a-kind opportunity to visit Second Harvest Food Bank of Middle Tennessee, an organization that provides relief to children, families and seniors through innovative programs including a mobile pantry, farm partnerships, produce truck, emergency food boxes and more. Learn about these unique initiatives and pack food for donations to help the local community.

Cost: $129; CEUs: 2.5; Key Area: 2
Target Audience: All

A Few of the 120+ Sessions!
• Creating an “Experience” with Multi-functional Mobile Pop Ups
• Dig In with Farm to School!
• Do I Have to Sit at the Peanut-Free Table? Food Allergy Management in Schools
• Don’t Feed the Trolls: How to Handle Negative Comments on Social Media
• Emergency Preparedness: Planning for the What-Ifs
• Farm to School: Big City Slickers to One School Wonders
• Food Truck—Is it in Your Future?
• Increasing Participation in Low, Free and Reduced Districts

#ANC2020
NEW GAME CHANGER SESSIONS

INTRODUCING GAME CHANGER SESSIONS!

Somewhere between a general session and an education session, these exciting sessions will have the intimacy and information of an education session, but can accommodate larger audiences, enabling more interaction and learning.

Yes, And... Improving Leadership and Communication Through Improv

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.

The Intentional Inclusionist: A Practical Approach to Diversity & Inclusion

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.

Six Ways to Know If You Are Culturally and Linguistically Responsive

There is a buzzword phrase floating around the K-12 sector—being “culturally and linguistically responsive.” This teaching principle focuses on the importance of including a student’s cultural references in all aspects of learning—and benefits all students including many students who have been traditionally underserved in schools. With so much recent focus on diversity, inclusion and equity and how implementation of the three can help students be academically successful, are you embracing these concepts in your workplace? In this thought-provoking session, Dr. Sharroky Hollie will help you understand if you are truly culturally and linguistically responsive in your mindset and skillset.

www.schoolnutrition.org/anc
SEE THE POSSIBILITIES of your professional growth with 120+ education sessions—including the best speakers in school nutrition—in one place! Earn 13 CEUs or ALL your annual training hours for Professional Standards. Take a deep dive into everything from the nuts and bolts of K-12 foodservice to cutting-edge ideas to grow school nutrition programs!

More Can’t Miss Sessions!
- Little Kids, Big Nutrition—Understanding the Preschool Meal Pattern
- Making Sense of the Community Eligibility Provision (CEP)
- Miracle Makeovers “Twisting it Up”—Making the Most with What You Already Have
- Mobile Ordering: On-Demand Lunches for the On-Demand Generation

We Hear You!
Sometimes, the best learning takes place in more informal conversations. New for #ANC2020 are opportunities to participate in roundtable discussions on hot topics led by the experts.

PRELIMINARY ROUNDTABLE TOPICS:
- The Great Recipe Swap
- Inclusion & Diversity: What’s Next?
- Major Cities: Let’s Talk Central Kitchens
- Meeting Clean Food Demands: How Can You Decide on Items to Include in Your Program?
- School Nutrition Ethical Dilemmas: What Should You Do?
- Sniff and Match Spices: Can You Identify the Right Spice?

RICHARD B. RUSSELL LEADERSHIP SERIES
TUESDAY, JULY 14

Exploring the Topic of Bias and Diversity
On the surface, Ervin Watson and Keshia Williams may not have much in common—age, gender, race, education and life experiences. But together, they will lead a session to explore how our personal biases can limit our teams and the diversity we desire. Using their own experiences and differences, Keshia and Ervin will candidly discuss how to challenge assumptions. This session should make you reflect on yourself and hopefully provoke you to be an agent of change that can energize an organization or team.

The Richard B. Russell Leadership Series (through the School Nutrition Foundation) was established in 2010 by Georgia SNA in memory of Senator Richard B. Russell. The series also honors three SNA past presidents from the state of Georgia: Josephine Martin, Mary Nix and Nancy Rice.
SATURDAY, JULY 11

Express Pre-Conference Workshops
(90-min. to 2-hour training)

1:00 pm-3:00 pm

Culinary Tour: Behind the Scenes at the Gaylord Opryland Kitchens
Join Executive Chef Matt Foreman for an exclusive behind-the-scenes tour of one of the largest resort and convention centers in the country. The banquet culinary team at this property fulfills in excess of 100 food orders per day on a routine basis for more than 3,000 guests. Gain an insider’s view of the hotel’s pastry kitchens and hot and garde manger kitchens. Chefs will discuss everything from procurement to production to event order management and will provide the opportunity to taste food samples during the tour.

Cost: $99; CEUs: 2; Key Area: 2
Target Audience: ALL

3:30 pm-5:00 pm

Free Digital Tools to Bring Your Marketing to Life
Speaker(s): Christine Clarahan, MS, RD, SNS; Liz Roesel
Back by popular demand! This workshop is a crash course on six smartphone apps that will help you better market your program and engage customers. Inspired by GIFs, memes and videos created by school nutrition programs across the country, learn to easily create professional marketing content in minutes using these free or very low-cost tools: Texting Story, My Talking Pet, Boomerang, Canva, Screen Recording and Quik. Bring your smartphone and get ready to create. We will move fast and have a lot of fun!
Cost: $79; CEUs: 1.5; Key Area: 4
Target Audience: ALL

Pre-Conference Workshops
(4-hour training)

8:00 am-12:00 pm

Social-Emotional Wellness: Me First!
Speaker(s): Amanda Venezia, SNS
Taking care of yourself is important, but do you fully understand how important your personal emotional wellness is, too? In today’s world, where there is an emphasis on wellness policies, this session will define the multifaceted concept of social-emotional wellness, and talk about how it translates to the unique world of school foodservice. Learn the 12 factors that affect your wellness and how you can achieve better balance in your life. With more self-awareness, you can better assist staff and foster a more well-balanced workplace.

Cost: $99; CEUs: 2; Key Area: 3
Target Audience: ALL
Scale and Standardize Your Favorite Recipes

*Speaker(s): USDA Representatives*

Does your team or your students have a favorite recipe they want to try, but you’re not sure how to prepare it for hundreds of students? Need a little assistance with scaling and standardizing recipes? Menu planners, bring your favorite recipes and your mobile device and join us at the table! In this four-hour session, you will receive hands-on training on best practices and techniques for scaling a recipe, how to standardize recipes to ensure consistent results and implement Team Nutrition’s *Food Buying Guide* and its *Recipe Analysis Workbook* (RAW) to credit your recipes.

Cost: $199; CEUs 4; Key Area: 1

Target Audience: ●●●


*Speaker(s): USDA Representatives*

USDA Food and Nutrition Service (FNS) is revising the procurement review process and providing template tools state agencies may adopt or modify. If adopted, the now three-step process is intended to reduce burden, improve state agency oversight of federal procurement standards applicable to all school meals programs and enable state agencies to prioritize resources where procurement oversight is most needed. This session will explain the options available to state agencies and explain the three-step procurement process and tools.

Cost: $199; CEUs: 4; Key Area: 3

Target Audience: ●●

Supervisory Skills Training for New Leaders

*Speaker(s): Carol Gilbert, MEd, SNS*

Specifically designed for managers and supervisors, this interactive workshop focuses on discovering the inner leader in you! With an emphasis on the six C’s of leadership, you’ll understand your communication style, address the impact of change and learn how to handle conflict. Start the year with a toolbox of new supervisory skills, to prepare you to lead effectively.

Cost: $199; CEUs 4; Key Area: 2

Target Audience: ●

1:00 pm-5:00 pm

Conflict Resolution in the School Nutrition Workplace

*Speaker(s): Nancy Rice, MEd, RD, LD, SNS*

Conflict can be a part of any workplace, but dealing with conflict is likely your very least-favorite part of the job. In this session, you will learn the various aspects of conflict, study real-life kitchen conflict scenarios and discover the best way to manage and resolve these issues head-on.

Cost: $199; CEUs: 4; Key Area: 3

Target Audience: ●●

Key Areas
1. Nutrition
2. Operations
3. Administration
4. Communication & Marketing

Target Audiences
- Employee
- Manager
- District Director/Supervisor
- Major City Director/Supervisor
- School Chefs
- State Agency
- College
- Industry

#ANC2020
Pre-Conference Workshops
(full-day training)

8:30 am-3:30 pm
(offsite, includes travel time)

A Nashville Spin on Menu Planning and Media Outreach
Speaker(s): Michelle Michaud; Spencer Taylor, MS, RDN, LDN; Chef Ryan Yarnell
Today’s students want creative and flavor-packed meals, while school nutrition departments want simple preparation techniques. You’ll learn both during this field trip to Metro Nashville Public School District as well as learn how to offer fun school meals that can work across various equipment and kitchen types throughout a district. Experience a hands-on activity that highlights Nashville’s signature “hot flavor,” and how to incorporate creative methods such as salad bars to drive participation.

After lunch, you’ll learn first hand how to harness the power of local media and communicate on camera. Be ready BEFORE a crisis hits your kitchen through real-world scenarios.
Cost: $229; CEUs: 6; Key Areas 1,2,4
Target Audience: ●●●

8:30 am-4:30 pm

School Nutrition Specialist (SNS) Credentialing Preparation Course
Speaker(s): Sandy Ford, SNS; Adrea Katzenmeier, RD, SNS
Back by popular demand and a must-do for those thinking about taking the School Nutrition Specialist (SNS) exam, the SNS Prep Course* is based on the SNS Exam Study Guide and covers key content areas. Taught by subject matter experts, it provides key resources and concepts to help you prepare. Course fee includes the SNS Study Guide and lunch.
Cost: $249; CEUs: 7; Key Areas: 1, 2, 3, 4
Target Audience: ●●●●●

*Please note: The SNS Prep Course will NOT guarantee a passing score and DOES NOT include content from the actual exam.

Ideas@Work
These popular 30-minute, fast paced learning sessions are focused on singular innovations. Trace the path of a big idea from concept to implementation, identifying the steps to put the idea to work in your operation.

Sponsored by Tyson Foods

SESSION TOPICS INCLUDE:
- Bento Boxes Build Participation
- Breaking Barriers with Parents and School Communications
- How to Find the Right Employees to Grow Your Team
- Make Your Food Photos Fantastic
- Summer Meals: See the Possibilities—We Transformed a Bus!
- Will Your Students Be the Next Top Jr. Chef?
- And check the SNA website for more!

www.schoolnutrition.org/anc
SUNDAY, JULY 12

8:00 am-9:00 am
District Directors/Supervisors Section Meeting
Check the SNA website to find out more about what’s being planned for new and veteran directors and supervisors!

9:15 am-10:15 am
Major City Directors/Supervisors Section Meeting
Dishing Up Hope for Homeless Students
School nutrition employees deal with many challenging issues throughout the school year, including an increasing number of students facing food insecurity due to homelessness. This interactive panel of urban school nutrition directors will discuss some of the creative ways their districts are offering hope to students. From partnering with community non-profits, to repurposing an old school as a residential center for homeless high school students, to making sure breakfast carts are out and available everywhere by 6:00 am; directors from the Urban School Food Alliance will share school nutrition best practices that are making a difference.

MONDAY, JULY 13

12:00 pm-2:00 pm
State Agency Section Meeting/USDA Workshop
USDA Update for State Agencies
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.

2:45 pm-3:45 pm
College Section Meeting
SNA Research Agenda: A Roundtable
Join members of SNA’s Nutrition and Research Committee to learn more about the Association’s research plans, how you can get involved and share any related research.

TUESDAY, JULY 14

9:15 am-10:15 am
Employee/Manager Section Meeting
Plays Well with Others: Fresh Ideas on Dealing with Conflict
Wouldn’t it be nice if people wore signs so everyone else would know how to interact with them? Unfortunately, they don’t. During your day, you live and work with a wide range of people: friends, co-workers, parents, students, administrators and teachers to name just a few. Sometimes these people can seem passive, aggressive, loud or inconsiderate. During this fun, interactive session, Dr. Tami West teaches you how to handle all kinds of personalities to develop personally and professionally.

NEW!
ANC Conference Video Package
(Available in Sept. 2020)
20+ recorded sessions for $25

#ANC2020
For Directors:
- Bored Board? Get Your School Board and District Admin on Board with Your School Nutrition Program
- Community Eligibility: Tools, Tips and Title I
- Farm to School 2.0—Beyond the Basics
- How to Analyze a Bid
- How to Clean Up Your Menu and Ingredient List
- Media Management 101—What to Do When the Media Calls
- Recruiting and Retention in a Competitive World—Best Practices on How to Manage Talent Shortages
- Selling and Structuring Your Afterschool Meals Program
- Understanding Your Data
- Zero Waste Strategies & Tactics for Breakfast-to-Go Programs

For Managers:
- Coaching Difficult Employees and the Basics of Progressive Counseling
- Creating an Inclusive Work Environment by Embracing Diversity
- Emotional Intelligence: The Link Between Emotions & Leadership
- Money Management for Managers: An Overview
- Motivating Staff Beyond the Phrase “Thank You!”
- Oh, My Aching Back! How to Use Ergonomics to Keep Kitchen Workers Safe, Healthy and Happy
- Sure, We Do Food Safety—FOOD DEFENSE, WAIT, What’s That?
- Take the Leap! Transitioning From Your School to the Central Office
- 13 Common Errors Managers Make and How to Avoid Them

For Employees:
- The ABCs of Teamwork
- Be Your BEST with School Breakfast
- Choose What You Want, Eat What You Choose: Offer Versus Serve Understood
- Communicating Without Saying a Word
- Culinary Skills Lab with SNA’s Chefs Task Force
- Effective Customer Service Strategies: How Small Moments Create Big Momentum
- Food Safety Basics: It’s a Matter of Employee Health and Hygiene
- Meal or No Meal: Offer Versus Serve
- Time Management in Today’s World
- What the Fad? Navigating Dietary and Nutrition Trends

Especially for School Chefs:
- Creative Vegetarian and Ethnic Menu Options
- See the Possibilities with USDA Foods
- Tips, Tricks and Secrets of Successful Standardized Recipes
- Waste Not, Want Not: Creative Ways Chefs in Schools Combat Food Waste
- What’s for Lunch? K-12 Food Trend Report
- Your Standardized Recipes are Your Signature Brand

Are you a School Chef? Be sure to visit the School Chefs Lounge to network with chefs from across the country!

www.schoolnutrition.org/anc
ANC hosts the largest and most thrilling Exhibit Hall in the K-12 school foodservice market! Explore more than 900 booths from 300+ companies showcasing culinary trends and cutting-edge food, beverage, supply, equipment and service solutions for your school nutrition operation. Check out the interactive floorplan online to see who is currently exhibiting.

Directors-Only All-Access Pass
Attention, SNA directors and supervisors! Exclusive time has been set aside for you on Tuesday, July 14, to walk the aisles of the Exhibit Hall at your own pace and network with exhibitors. Before entering the Exhibit Hall, pick up your Directors-Only All-Access Pass and visit each sponsor listed on the card to be entered into a drawing to win a 2021 SNA Conference Registration Package, featuring one free registration to the School Nutrition Industry Conference (SNIC), Legislative Action Conference (LAC) and Annual National Conference (ANC).

“Spark” Sessions
Spark your curiosity and gain insight on a variety of school nutrition topics with brief targeted training sessions. These interactive sessions will allow you to learn about new industry resources and give you time to “ask the expert” about relevant industry topics. This is a can’t-miss opportunity to learn and connect.

Partners Pavilion
Engage with allied organizations at the Partners Pavilion. Network with those who share your commitment to the K-12 school foodservice and support the work of school nutrition professionals.

Relaxation Station
Feeling stressed? Not at ANC! Visit the Relaxation Station to receive an upper body massage by Body Works and meet with health and wellness professionals who are ready to offer you tips to live a healthier life. Sponsored by Forrest T. Jones

“Catch the Moment” Photo Booth
Attendees will have the opportunity to take photos, GIFs and Boomerang videos in a unique conference memorabilia setting. Sponsored by Horizon Software International
Reservation Information
Conference registration is required before you will be allowed to reserve a room within SNA’s discounted hotel room block. Whether registering online or by email/mail/fax, after your registration has been processed, a personalized link to housing information will be provided in your conference registration confirmation. If you need the registration confirmation resent to you, please log into the online Registration Resource Center or call (774) 247-4018. Hotels do not honor tax exemptions. Please note, online registrations will be processed immediately. Registrations faxed or mailed may take up to two weeks to be processed.

Credit Card Authorization
School districts paying hotel expenses by credit card must contact the hotel for a credit card authorization form and fax the completed form to the hotel two weeks prior to arrival.

Why Book at SNA’s Hotels?
Each year, SNA works hard to keep your overall conference costs as low as possible. Our group arrangements with the official ANC hotels in Nashville provide members with discounts that allow SNA to keep your hotel rates low, and have protective clauses to prevent you from being shut out from a hotel. Therefore, we ask you to book the conference hotels through SNA’s official Conference Housing Bureau, ConferenceDirect.

Hotel Information
All conference-related activities will be held in the Gaylord Opryland Resort & Convention Center. The SNA headquarters hotel is also the Gaylord Opryland, and we have contracted with nine (9) additional hotels. There are a few hotels within walking distance. However, we will be providing shuttle service between the Gaylord Opryland and all the SNA official hotels.

HOTEL INFORMATION

Navigate to the ANC website for more travel information and to discover your “only in Nashville” experience.

Hotel Information

**GAYLORD OPRYLAND (HQ HOTEL)**
$201 single/double, $221 triple/quad

**COURTYARD BY MARRIOTT OPRYLAND**
(on shuttle route) $149 single/double/triple/quad
1.1 miles from Conference Center

**EMBASSY SUITES NASHVILLE AIRPORT**
(on shuttle route) $201 single/double/triple/quad
6.4 miles from Conference Center

**FAIRFIELD INN & SUITES AT OPRYLAND**
(on shuttle route) $149 single/double/triple/quad
1.2 miles from Conference Center

**HILTON GARDEN INN NASHVILLE AIRPORT**
(on shuttle route) $179 single/double/triple/quad
6.4 miles from Conference Center

**HYATT PLACE OPRYLAND**
(on shuttle route) $192 single/double/triple/quad
1 mile from Conference Center

**THE INN AT OPRYLAND**
(on shuttle route) $167 single/double, $177 triple, $187 quad
0.6 miles from Conference Center

**NASHVILLE AIRPORT MARRIOTT**
(on shuttle route, satellite registration)
$182 single/double/triple/quad
6.0 miles from Conference Center

**SHERATON MUSIC CITY**
(on shuttle route, satellite registration)
$171 single/double, $181 triple/quad
6.2 miles from Conference Center

www.schoolnutrition.org/anc
1. Gaylord Opryland Resort & Convention Center (HQ hotel)
2. The Inn at Opryland, A Gaylord Hotel (.6 miles)
3. Hyatt Place Opryland (1.0 miles)
4. Nashville Airport Marriott (6 miles)
5. Embassy Suites Nashville Airport (6.4 miles)
6. Sheraton Music City (6.2 miles)
7. Hilton Nashville Airport (5.4 miles)
8. Hilton Garden Inn Nashville Airport (6.4 miles)
9. Fairfield Inn & Suites at Opryland (1.2 miles)
10. Courtyard By Marriott Opryland (1.1 miles)

*Distances noted are in relation to Gaylord Opryland Resort & Convention Center.

Shuttle routes service multiple hotels and frequently include multiple stops. Be sure to arrive early to your nearest boarding location and allow ample time to get to the Gaylord Opryland Resort & Convention Center.

Estimated one-way travel time is 20–35 minutes depending on hotel location and traffic conditions.

VisitMusicCity.com

#ANC2020
ANC 2020 REGISTRATION INSTRUCTIONS

EARLY BIRD DEADLINE: MAY 15, 2020

NOTE: Conference Registration is required before reserving a room within SNA’s discounted hotel room block.

EVENT POLICY: SNA’s Annual National Conference and exhibit hall are open only to professionals (current/retired) servicing school nutrition programs in the K-12 and post-secondary markets, industry representatives servicing those markets and professionals administering child nutrition programs at the state and federal level. Registration is required for admittance. SNA reserves the right to exclude any unauthorized persons from the conference facilities, meeting rooms and exhibit hall. (Find SNA’s complete Event Policy at www.schoolnutrition.org/anc.)

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<th>CODE</th>
<th>MEMBERSHIP CATEGORY</th>
<th>MEMBERSHIP DESCRIPTION</th>
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<tr>
<td>SNE</td>
<td>School Nutrition Employee</td>
<td>Cooks, bakers, chefs, bookkeepers, technicians, assistants, etc.</td>
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<td>STU</td>
<td>Student</td>
<td>Full-time students enrolled in post-secondary nutrition, health or other food related program</td>
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<td>RET</td>
<td>Retired</td>
<td>Retired members</td>
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<td>SNM</td>
<td>School Nutrition Manager</td>
<td>Managers, head cooks, head chefs, assistant managers</td>
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<td>DDS</td>
<td>School Nutrition Director, Supervisor, Specialist, Executive Chefs</td>
<td>Working in a school nutrition (SN) program at the school district (SD) level</td>
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<td>MCD</td>
<td>School Nutrition Director, Supervisor, Specialist (Major City)</td>
<td>Working in a SN program where the SD enrollment is 40,000 or more or city population is 200,000 or more</td>
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<td>SDS</td>
<td>State Agency Director, Supervisor, Specialist</td>
<td>Working in state office for child nutrition (CN) programs</td>
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<td>EDU</td>
<td>School Nutrition Educator</td>
<td>Faculty working in a college/university setting</td>
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<td>Principals, superintendents, teachers, etc.</td>
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<td>Affiliate Retired</td>
<td>Optional category for Retired SN staff</td>
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**HOW TO REGISTER**

ONLINE www.schoolnutrition.org/anc

FAX (508) 743-9619
(SNA accepts VISA, American Express, MasterCard, Discover or Purchase Order.)

MAIL ANC 2020 Registration, SNA, PO Box 759297, Baltimore, MD 21298-9297
Check payments must be received by June 5, 2020. For the most current information about ANC 2020 Nashville, please visit www.schoolnutrition.org/anc or contact SNA at (800) 877-8822.

REGISTRATION closes June 5, 2020. After June 5, all registrations must be submitted onsite and will be charged at the onsite registration rate and confirmations will not be emailed. DO NOT MAIL OR FAX.

If you REGISTER ONLINE, your order confirmation will be generated immediately upon submission of payment, and it will include special instructions on making your Housing Reservation immediately.

If you MAIL, EMAIL OR FAX your registration, SNA requires up to 10 days from the date of receipt to process your registration and email your confirmation. Your email confirmation will include the instructions on making your Housing Reservation.

YOU MUST check all events you plan to attend on the Registration Form.

TRANSFERS: Registrants who are unable to attend the conference may transfer their registration to another individual within the same organization, provided advance written notice is forwarded to the SNA Meetings Center at meetings@schoolnutrition.org or faxed to (508) 743-9619. Please provide your name and the individual’s name to whom you are transferring your registration. All transfers must be received by June 5, 2020, transfers WILL be accepted onsite.

SPEAKERS AND EXHIBITORS: Visit www.schoolnutrition.org/anc to register for the conference.

REGISTER online, mail OR fax your Registration Form. Please DO NOT use more than one method or you may be charged for multiple registrations.

NO ONE under 16 years of age will be admitted to the Exhibit Hall for any reason at any time.

NO ROLLING BAGS will be allowed in the Exhibit Hall.

NOTE: The conference program and events are subject to change.

CANCELLATIONS: Refunds, minus a $75 administrative fee, will be made if you notify SNA Meetings Center at meetings@schoolnutrition.org or by faxing your request to (508) 743-9619 on or before June 5, 2020. Cancellations must be made in writing. No refunds will be made on cancellations received after June 5 or for NO-SHOWS. Refunds and or credits will be issued 30 days after the conference.

NOTE: Members receive special savings when more than one person in the same membership category registers from their school district. To qualify for these savings, each registrant from the same school district must take the following steps:

A. Include the name of the first person registered from the school district in the space provided on the Registration Form.

B. Send all registration forms from the same school district in the same envelope or with the same fax. Special savings not available online.
### A. Registration Fees:

#### Early Bird Rate–EB (rec’d on or before 5/15)
- $460

#### Regular Rate–RR (rec’d after 5/15 & before 6/5)
- $510
- $480

#### Onsite Rate–OS (rec’d after 6/5)
- $560
- $530

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**Name of first person from school district**

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<th>Preferred Name on Badge</th>
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#### FS Member DDS/MCD/EDU/OTH
- $340
- $390
- $440

#### FS Member SNM/SNE
- $310
- $360
- $410

<table>
<thead>
<tr>
<th>Membership No.</th>
<th>Preferred Name on Badge</th>
<th>Job Title</th>
</tr>
</thead>
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<td>First</td>
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</table>

**Name of first person from school district**

<table>
<thead>
<tr>
<th>Membership No.</th>
<th>Preferred Name on Badge</th>
<th>Job Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>First</td>
<td>Last</td>
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</tbody>
</table>

#### FS Member RET*
- $220

#### FS Member/STU**
- $125
- $175
- $225

#### FS/SNA Nonmember
- $545
- $595
- $645

#### Industry Member
- $575
- $655
- $705

#### Industry/SNA Nonmember
- $855
- $915
- $965

#### Government Rate (Federal & State only)
- $460
- $510
- $560

#### Guest (non-foodservice)
- $370
- $420
- $470

**SECTION "A" TOTAL $**

+ Must be mailed or faxed together at same time. *Must have a current Retired Membership to receive this rate. **Valid college ID must accompany Registration Form.

**CANCELLATIONS**: Refunds, minus a $75 administrative fee, will be made if you notify SNA Headquarters by faxing your request to (508) 743-9619 on or before June 5, 2020. Cancellations must be made in writing. No refunds will be made on cancellations received after June 5 or for NO-SHOWS.

### B. Pre-Conference Workshops:

**Pre-registration is required. Sessions may be canceled if not full. If canceled, registrants will be offered alternate courses or receive a full refund by mail after the conference concludes. NEW this year—2-hour Express Pre-Cons. Register by June 5.**

- **Bite-Sized Science: Integrating a Safe Food Culture, 8 am–Noon** $199
- **Scale and Standardize Your Favorite Recipes, 8 am–Noon** $199
- **Supervisory Skills Training for New Leaders, 8 am–Noon** $199
- **Social-Emotional Wellness: Me First!, 1–3 pm** $99
- **Culinary Tour: Behind the Scenes at the Gaylord, 1–3 pm** $99
- **Conflict Resolution in the School Nutrition Workplace, 1–5 pm** $199
- **Free Digital Tools to Bring Your Marketing to Life, 3:30–5 pm** $79
- **A Nashville Spin on Menu Planning & Media Outreach (all day), 8:30 am–3:30 pm** $229
- **SNS Credentialing Preparation Course (all day), 8:30 am–4:30 pm** $249

**SECTION "B" TOTAL $**

### C. Post-Conference Session:

**Pre-registration is required. Sessions may be canceled if not full. Register by June 5.**

- **Help End Hunger in Nashville, 8 am–11:45 am** $129

**SECTION "C" TOTAL $**

### D. ANC Conference Video Package:

- **Access to 20+ video-recordings of ANC sessions** $25

**SECTION "D" TOTAL $**

### Closing Event:

**GRAND OLE OPRY HOUSE CONCERT**

Check here to indicate your intention to attend. Additional tickets for guests ARE NOT AVAILABLE at this time. If tickets are available, an announcement will be made onsite.

**SIGNATURE**

**PRINTED NAME ON CARD**

*Credit card orders cannot be processed unless all information is completed.

For additional registration questions, call SNA’s Registration Center at (774) 247-4018.
See the
POSSIBILITIES
#anc
2020
Nashville, TN | July 12-14

Register Early and Save $50!
Early Bird Deadline: May 29, 2020
www.schoolnutrition.org/anc

#ANC2020 Day By Day

SATURDAY, JULY 11
Pre-Conference Workshops
SNS Credentialing Exam

SUNDAY, JULY 12
Member Section Meetings
SNA Red Carpet Awards Ceremony
Education Sessions Begin
Culinary Demonstrations
Opening General Session featuring Ben Nemtin

MONDAY, JULY 13
Star Club Breakfast (Invitation only)
Exhibit Hall
School Nutrition Research & Best Practices Showcase
Education Sessions Continue
Member Section Meetings
Culinary Demonstrations

TUESDAY, JULY 14
STEPS Wellness Event—Learn to Line Dance!
Richard B. Russell Leadership Series
Member Section Meeting
Exhibit Hall
Education Sessions Continue
Culinary Demonstrations
Closing General Session featuring Erik Qualman
Closing Event Concert: Grand Ole Opry House

WEDNESDAY, JULY 15
Post-Conference Workshop

Register online and donate $50 to SNF for a “Fast Pass” to jump the registration line!