



PUBLICATION OF THE
SCHOOL NUTRITION ASSOCIATION
OF OHIO

The Dish

SPRING 2017



63rd SNA of Ohio Annual Conference

"BE THE CHANGE & KEEP CALM AND FEED ON"

June 13-16, 2017

Huntington Convention Center of Cleveland

See pages 30-32

**SNA OHIO
2016 – 2017
EXECUTIVE COMMITTEE**

**Jeni Lange
President**

Mentor Public Schools
4794 Highland Drive
Willoughby, OH 44094
(440) 974- 5227
lange@mentorschools.org

**Stacey Bettis
President-Elect**

Minerva Local Schools
406 East Street
Minerva, OH 44657
(330) 868-6293
bettiss@minerva.sparcc.org

**Chris Burkhardt, SNS
Vice President**

Lakota Local Schools
6947 Yankee Rd
Liberty Twp, OH 45044
(513) 644-1163
chris.burkhardt@lakotaonline.com

**Jessica Johnson
Secretary/Treasurer**

Sycamore Community Schools
5959 Hagewa Dr.
Cincinnati, OH 45242
(513) 686-1796
johnsonj@sycamoreschools.org

**Carrie Woodruff
Lead Regional Director**

Lima City SD
755 St Johns Ave.
Lima, OH 45804
(419) 996-3449
cwoodruff@limacityschools.org

**Tamara Earl, SNS
Immediate Past President/ Nominating/
SNF State Ambassador**

Mason City SD
211 North East St.
Mason, OH 45040
(513) 336-6526
earlt@masonohioschools.com

**Tracey Hogan
Executive Director**

School Nutrition Assn. of Ohio
17 S. High St., Suite 200
Columbus, OH 43215
(614) 221-1900
Fax: (614) 221-1989
Tracey@Assnoffices.com

The SNA of Ohio newsletter
is published three times a year.
Circulation is 1,000+.
For advertising rates call
614-221-1900.

President's Message

by Jeni Lange, President, SNA of Ohio



Spring is on its way and June Conference is just a few short months away. And what an exciting conference it will be. Your conference planner and President - Elect, Stacey Bettis has created an outstanding professional development/event conference that will exceed all your expectations.

Now as my term as your SNA President will be coming to a close soon I find myself reviewing my year and it is time to share what I have learned along the way. Before I do this though I must acknowledge how much I have enjoyed this year more than words can express and want to thank all my wonderful board and each of you for the many experiences I have had along the way.

I have a few insights and thoughts I would like to leave all of you with as I have tried to follow this plan throughout my presidency. Sometimes unfortunately time doesn't allow us all that we hope to accomplish but it well worth passing this along to next leader.

Building a strong leadership requires a high performance team. All must be committed to goals and have ownership. Without these two qualities very little can be accomplished. Never doubt that a small committed group can create change.

How is this accomplished? I strongly believe in the sharing of ideas. Strive to get everyone involved to throw out their thoughts. Brainstorm. Get your team together and identify the focus of the brainstorming. What do you want to accomplish? Every member voices their ideas and quantity breeds quality. You may find that you can hitchhike off each other's ideas. You never know where the great ideas may come from.

Never let anyone get away with the phrase that "we have always done it that way". These days you can pretty much guess it is by now outdated and probably wrong.

Resolve to make better decisions? How do we manage to find mutual ways to come to agreement? Thoughts to keep in mind:

- People's private beliefs are different can be different from their public statements.
- People make assumptions about other people without seeking feedback.
- People can fail to communicate their own desires and beliefs to others – is it because they are afraid and don't feel valued or is it they are not

continued on page 3

Inside This Issue:

President's Message.....	2
Chapter Chat.....	3
ODE National School Breakfast Week.....	5
Thank You Industry Members.....	11
STEPS Challenge Update.....	17
Legislative Action Conference.....	17
Piggy-Bank Fundraiser.....	23
2016 Annual Conference Schedule.....	30-32
Annual Conference Hotel Information.....	32

Conference School Registration Form.....	33-34
Conference Industry Member Reg. Form.....	35-36
Leadership Scholarship Application.....	41
Industry Service Award Nominations.....	44
2017 SNA Important Dates.....	44
Scholarship Application.....	45
MVA/MVP/MVS Application.....	45
Barbara Duncan Scholarship Application.....	46
Buckeye Service Award.....	47
Guidelines for Scholarship Awards.....	back cover

Chapter Chat

Chapter 2

SNA Chapter 2 held it's Winter meeting on 2.22.17, Elida HS hosted the meeting.

146 school nutrition staff members attended the meeting. Kw Edwards with Rightway Food Service held a round table event with several vendors who showed the latest school food items and offered samples.

Dirk Rummel with Powell Company spoke after the round table event about team building and improving ourselves Dinner was provided and served by Rightway Food Service.

Chapter 6

SNAP is going strong! We have had great meetings this year covering topics such as Social Media - the do's and don'ts, How to utilize your resources and make your job easier, and ODE discussions regarding the financial documentation necessary for our admin review and treasurer's audit.

Next up is our physical fitness event where we will be participating this year in the Shamrock Shuffle in West Chester on March 18th. We are looking to adding a community outreach event this summer where we team up to give back to our community with a day of volunteering at Matthew 25.

Chapter 31

Chapter 31 started the year off with a great chapter social in December. We started the meeting off getting to know each other. We went around the room to each person and told just a little about ourselves and what district we were from as we had a wide variety of district's represented. We played a few holiday games, which everyone seemed to really enjoy. We were fortunate to have Chris Vier, from Ritchie Foods, and Bev Angne, from Acosta, to serve us a delicious holiday dinner. A large thank you to all of our industry members, as they play a major role in SNA and we appreciate it tremendously. After the delicious meal we jumped right into the campaign BE THE CHANGE and KEEP CALM and FEED ON we all made piggy banks to take back to our districts to start filling so chapter 31 can bring the bank to Cleveland this summer.

Chapter 31 is looking forward to building our steps with the step challenge this March 18, 2017 while participating as a chapter in The Shamrock Shuffle for a family 5k that will start at 10:00 a.m.. The shuffle gives back to the Community outreach program. Hope to see many from the chapter at the shuffle.

President's Message

continued from page 2

confident in their abilities? Know how to identify the difference and plan accordingly. Small encouragements can pay big rewards.

How do we as leaders make wise choices in finding remedies for this?

- Leaders must encourage the expression of doubt and dissent so ideas can be free flowing. This can sound counterproductive but if everyone is sitting around just agreeing for agreement sake you are not really obtaining new thoughts.
- Assign "devils advocates" and "second guessers". This is a necessary part of the process and can help the flow of ideas. Look for someone from outside the inner circle to play these roles. People from outside the group are able to challenge assumptions and views. What better way to get all sides and have a chance to view thoughts that may not have yet surfaced.
- Lastly have a "second chance" meeting to surface doubts and objections as they were thrown out there and then as a group chose the direction you feel will best achieve your goals.

As we look to now making better decisions remember

that every truth has two sides. "It is well to look at both sides before we commit ourselves to either". (*Aesop*)

Remember as you move ahead in whatever leadership capacity you chose you will need to determine how you will lead. Whether you serve as a team leader in your assigned area in the kitchen, a manager of your building, a chapter president, or moving beyond this and serving in a higher capacity in any organization it is your job to be the "Dealer of Hope".

Look for Possibility Thinkers and surround yourself with those that want to be a part of the journey. Vision is not enough; it must be combined with venture. "It is not enough to stare up the steps; we must step up the stairs." (*Vaclav Havel*)

In parting I want to again share that the road to the top is full of challenges that can sometimes feel impossible until it is done. Success demands that groups of ideas can bring a consensus with singleness of purpose. Nothing will ever deter those that work with these ideals in mind.

Thank you for allowing me the privilege to represent our state and each one of you. I will never forget this journey.

Wishing you all the very best,

Jeni

We're looking forward to showing
you fresh, delicious and nutritious ideas for

SPRING!



BASIC AMERICAN FOODS



Becky Ferrell

Cell # 614-560-7740

Email: bferrell@coregroupsales.com

Doug Priestas

Cell # 419-656-0038

Email: dpriestas@coregroupsales.com

John R. Kasich, Governor
Paolo DeMaria, Superintendent of Public Instruction

National School Breakfast Week 2017
By Paolo DeMaria
Ohio's Superintendent of Public Instruction

Let's celebrate the fact that healthy bodies can make healthier minds. If our students eat healthy, nutritious foods, they can learn more readily. Students who start each day with a nutritious breakfast can focus and concentrate on schoolwork, which is critical to academic success.

We appreciate all of Ohio's school districts for helping make breakfasts available to our students by participating in the National School Breakfast Program. The program safeguards the health and well-being of Ohio's children, encourages consumption of nutritious agricultural foods, and helps show our youngsters that there is a strong relationship between good eating habits and good health. This is an important lesson they can apply throughout their lives.

As we celebrate National School Breakfast Week from March 6-10, 2017, I thank you for helping eliminate the hunger barrier that can keep our students from building the skills and knowledge they need. More than 3,100 Ohio sites offer the program daily, and the number of students being served rose 6 percent from school year 2014-2015 to school year 2015-2016. Your support was important to this success.

Please contact the Ohio Department of Education's Office for Child Nutrition at 1 (800) 808-6325 to learn more about additional resources as well as ideas for promoting and expanding free school breakfasts, school lunches and summer food programs. Thank you for helping us make sure that every Ohio student gets the nutritious food needed to learn and grow.

25 South Front Street
Columbus, Ohio 43215
education.ohio.gov

(877) 644-6338
For people who are deaf or hearing impaired,
please call Relay Ohio first at 711.

SNAC Bites

New! SNA's First Virtual Expo is Now Open

SNA's first virtual expo is now open! This FREE expo will be accessible from January 31 through April 30, 2017. Not only will attendees have the chance to visit 36 virtual exhibitors from the comfort of their own computer 24/7, they can also access education sessions to earn CEU's and network with colleagues and industry reps. Visiting the Expo also gives you a chance to win an ANC 2017 registration (full details and sweeps rules are posted online). Learn more and register for the expo at: www.schoolnutrition.org/virtualexpo.



HAVE YOU SCHEDULED YOUR DEMO YET?

Are you interested in seeing the latest in foodservice equipment that could reduce your labor, and assist you in creating nutritious meals for your students?

JUST CALL LORI!...Lori Lorenz is our dedicated School Foodservice Specialist, who offers 12+ years of foodservice management, and 6+ years of equipment experience. **JUST CALL LORI!**...and we can bring the latest in equipment to you for your own personal demonstration to see how we can assist you with creating the "perfect" menu.

Representing:



And other fine products that can be found at www.twomarket.com
REMEMBER, JUST CALL LORI!
Lori Lorenz (614) 565-9154 Cell lori@twomarket.com



MAKE EVERY SANDWICH EXCEPTIONAL WITH BAKED PILLSBURY™ BREADS.

NEW



New Pillsbury™ Breads make it easy to serve the sandwiches kids love outside school at school. Press-less Panini bread makes offering hot sandwiches easy. Pre-sliced Ciabatta elevates your everyday cold sandwiches into something special.

Your Partner for Participation.



© General Mills

**NOW IS
THE TIME**
to plan for a fresh new space!



**PROVIDING SIGNAGE AND
GRAPHICS FOR OVER 15 YEARS**

Contact Renee Bowen at
1-877-337-2661 or
Renee@desconinc.com

www.desconinc.com



© Copyright Descon. All Rights Reserved.



INCREDIBLE PIZZA, SO INCREDIBLY EASY.

NEW BIG DADDY'S® PRIMO PAR-BAKED CRUST PIZZA



**2M/MA
and
2 GRAIN**

Our great, new par-baked crust pizza has so much to offer your operation:

- **Easy handling and preparation**
- **Freezer-to-oven convenience**
- **Premium-quality ingredients and preferred pizzeria-style taste**
- **Simplified ingredients: no Certified Artificial Colors, no Artificial Flavors, and no High Fructose Corn Syrup**

So make it easy and make it delicious with **BIG DADDY'S®** Primo Par-Baked Crust pizza.

Michelle Bott, SNS Regional Sales Manager
michelle.bott@schwans.com
517-290-5331

Try **BIG DADDY'S®** Primo Par-Baked Crust pizza on your menu.
Call 1-888-554-7421 or visit schwansfoodservice.com/k12foodservice





Commodity Chicken Program



We have hatched all the right products!

APF has been your trusted partner in commodity beef, pork, peanut butter and fruit for over 35 years. Our extensive line of commodity chicken sandwiches, grilled patties and breaded products are full flavor, kid tested and fit perfectly into your menu.

For complete information on our program contact:

Lisa Wright

(734) 776-4132

lisa.wright@advancepierre.com

www.APFk12.com

THE BOLD SIDE OF WATER®

For More Information,
Contact your Regional Sales Manager MWZ

Dixie Marksberry

Talking Rain Beverage Company

dmarksberry@talkingrain.com

(513)444-9287



SPARKLING

ICE

Black Raspberry

Naturally Flavored
Sparkling Water

ZERO CALORIES



SPARKLING

ICE

Coconut Pineapple

Naturally Flavored
Sparkling Water

ZERO CALORIES

With Vitamins C
and Antioxidants



SPARKLING

ICE

Orange Mango

Naturally Flavored
Sparkling Water

ZERO CALORIES

With Vitamins C
and Antioxidants



SPARKLING

ICE

Peach Nectarine

Naturally Flavored
Sparkling Water

ZERO CALORIES

With Vitamins C
and Antioxidants



SPARKLING

ICE

Strawberry
Watermelon

Naturally Flavored
Sparkling Water

ZERO CALORIES

With Vitamins C
and Antioxidants

Thank you Industry Members!

Thank you to our Industry Members

(current members as of February 20, 2017)!

PLATINUM

AccuTemp Products, Inc.
Acosta
AdvancePierre Foods
American Dairy Association
Mideast
Comida Vida, Inc.
ConAgra
Country Pure Foods
Descon
Domino's Smart Slice
E. Ruff & Associates
General Mills
Innovative Solutions Group Inc./
SFSPac
JTM Foodgroup
KB Pizza, Inc.
Kellogg's
Kent Precision Foods Group
Meals Plus

National Food Group
PepsiCo Foodservice
Pilgrim's Gold Kist
Pizza Hut (Hallrich Incorporated)
Produce Packaging
Ritchie Marketing
Rizwitsch Sales
Schwan's Food Service
SESCO
Sysco
The Core Group
The Talking Rain Beverage
Company
Waypoint

GOLD

Alco-Chem, Inc.
Asian Food Solutions
Borden Dairy Company
(Dairymens & H. Meyer Dairy)
Heartland School Solutions
Hoshizaki North Central
Lamb Weston
Rich Products
The 2Market Group, Inc.

SILVER

Atrium Packaging
Dannon
Dessert Innovations
Hadley Farms, Inc.
Health-e Pro
HPS
Phoenix Marketing, INC.
Reiter Dairy/Dean Foods

We appreciate your support!

Congratulations Tamara!



Congratulations to Tamara Earl, newly-elected SNA Mideast Regional Director! And, thanks to all who cast their vote!

Below is a full list of the winning candidates elected to the SNA Board of Directors, Leadership Development Committee and Industry Advisory Council.

SNA Board of Directors

Mideast Regional Director
Tamara Earl, SNS, Mason City Schools, Ohio

Midwest Regional Director

Sandi Kramer, Yankton School District, South Dakota

Southwest Regional Director

Monica Deines-Henderson, SNS, Falcon School District, Colorado

At Large Director

Stephanie Dillard, SNS, Geneva County Schools, Alabama

SNA Leadership Development Committee

Northeast Regional Representative
Judy White, Wrentham Public Schools, Massachusetts

Northwest Regional Representative

Ariane Shanley, South Kitsap Schools, Washington

Southwest Region Representative

Kevin Ponce, SNS, Oklahoma City Public Schools, Oklahoma

SNA Industry Advisory Council Chair Industry Advisory Council Chair

Michael Miller, SMART Temps, Indiana

Smooth-Frozen® SideKicks™

Menu
planning
just got
Smoother

Smooth-Frozen® SideKicks are the fruit and vegetable credits students crave. Effortlessly spoonable—just minutes from the freezer—all SideKicks varieties are soft, sweet and easy to eat. Plus, SideKicks qualify for Smart Snacks and are made with 100% juice, so you'll want to scoop up every flavor.

Introducing Sunbelievable and Cherry Smooth, two new flavors that credit as a vegetable. They join SourCherry Lemon, Kiwi Strawberry, BlueRaspberry Lemon, and Strawberry Mango which all credit as a 1/2 cup Fruit.



Find distributor item numbers or view nutritional information at ridgefields.com/schools or call 1.877.99JUICE.



Proudly Supports The Efforts Of SNA Of Ohio

Sysco Connects with Ohio and K-12 through:

- » Local Warehousing & Distribution
- » Local MFG's and Farmers
- » Partners with Ohio based competitively bid Co-Ops
- » State Commodity Distribution

Thank You For Your Business and Enjoy Your Summer!

SYSCO CLEVELAND 800-786-2100 | SYSCO CINCINNATI 800-326-1112 | WWW.SYSCO.COM



**Graham loves his Chicken Tetrazzini.
We'll help you make sure he never
misses a pea.**

Keeping the lunchline moving. From the server room to the loading dock to the cafeteria floor. MealsPlus.com | 800-541-8999



Point of Sale | Free & Reduced | USDA Nutrient Analysis | Inventory Management | Financial Management | Online Services

GET YOUR FLAVOR ON

INTRODUCING THE FLAVOR LAB SELF-SERVE FLAVOR STATION.

Where customers get to experiment with a variety of popular, on-trend seasonings that add fun and flavor to their meals.



Small footprint fits anywhere
11.2"L x 8.1"W x 15.5"H



Get Your Flavor On Now!

Get The Flavor Lab starter kit when you order qualifying Foothill Farms and Mrs. Dash seasonings.

Learn more at www.GetYourFlavorOn.com

KENT
Precision Foods Group

Mrs. Dash
FOODSERVICES
Foothill Farms

INTRODUCING A DUO THAT ROCKS!

WORLD'S BEST
VISION[™]
TOUCH
COMBI STEAMER



WORLD'S BEST
EVOLUTION[™]
BOILER-FREE STEAMER



When you pair our Vision Combi Steamer with our Evolution Steam Cooker you get a full package of endless cooking capabilities—music to your kitchen's ears!

The **Vision Combi Steamer** allows you to cook items that need both baking and humidity control, including; pork loin, roast, french fries and the ever popular chicken nuggets.

The **Evolution Steam Cooker** will steam your vegetables, seafood, frozen entrees, soups, bagged products and more to perfection.

AccuTemp
(800) 210-5907 WWW.ACCUTEMP.NET



AccuTemp Representative
Paul Gerding
pgerding@accutemp.net | (260) 341-8155



STEPS Challenge Update

Congratulations to our Recent Winner!!

- **September**—Joan Kelly—Fairborn City School District—
- **October**—Brenda King—Marysville Exempted School District—
- **November**—Jessica Kees— Cincinnati Public Schools—
- **December**—Renee Weaver—Canton Local School District—
- **January**—Janet Bauer—Cincinnati Public Schools—

Ohio was All-Star State

in 2015-2016

Let's keep shooting for Stardom for 2016-2017!

We still have a few more challenges so if you aren't signed up yet, come join the fun! Each month the **STEPS Challenge** focusing on something a little different to give us new ideas for health and well being. You can join the **STEPS Challenge** at www.snaohio.org and choose the **STEPS** icon on the left side of the page.

Don't forget...

STEPS Challenge National prizes will be given away at the end of **ALL** challenges, instead of monthly. Anyone who enters 50 points for **at least one** challenge is eligible to win. Check out the prizes on the **STEPS Challenge** website.

Legislative Action Conference Kicks Off April 1st

SNA's 45th Legislative Action Conference held in our nation's capital is fast approaching. This year's conference, set to kick off on April 1st, promises to be an exciting one. We have a new President, a new administration, and hope to successfully reauthorize our School Nutrition Programs. The new Secretary of Agriculture, former Governor of Georgia, Sonny Perdue will be sure to have influence over the continued efforts for Child Nutrition Reauthorization.

Proposed bills for our reauthorization died with our last congress. This gives us the opportunity to further advocate for needed improvements for our programs. Additionally, as stewards for our programs we must continue to send the message that our programs are necessary and integral to the vitality of our nations students. We must continue to send the message that the funding we receive for our programs is money well spent and must continue for the health of nation's future.

SNA surveyed the national membership to collect issues to consider for the 2017 Position Paper. Over 2,400 responses were received. As a state association the executive committee also submitted issues for consideration. Below is a recap of the most commonly expressed issues.

- Maintain current Sodium targets at Level 1.
- Offer flexibility for the whole grain rich component requirements.
- Eliminate the fruit or vegetable requirement for a reimbursable meal.
- Increase funding and provide commodity entitlement funds for breakfast.
- Allow items that are sold as a lunch to be offered as a la carte at any time.
- Abolish the Paid Lunch Equity portion of the regulations for schools operating profitably.
- Maintain federal funding of all School Nutrition Programs by reconsidering any version of Block-Grant funding.

Block grant funding is a critical threat to the future of how we serve our students. For more information about block grants please visit these website resources.

<http://www.schoolnutrition.org/LegislationPolicy/ActionCenter/StopTheBlock/>

<http://www.cbpp.org/research/food-assistance/house-proposal-to-block-grant-school-meal-programs-would-put-childrens>

SNS Credential Exam

SNA established the School Nutrition Specialist (SNS) Credentialing Program in 1997 to enhance the professional image of school nutrition professionals, elevate professional standards and enhance individual performance.

The SNS Credential is a mark of excellence and achievement that reflects what it takes to manage school nutrition programs in today's challenging climate. The SNS Credentialing Exam evaluates candidates' knowledge and skills required to perform specific job activities related to managing or directing school nutrition programs.

The SNS exam will be offered the morning of June 14, 2017 in conjunction with the SNA of Ohio Annual Conference in Cleveland! The registration deadline is May 14, 2017. For more information and to register, visit <https://schoolnutrition.org/SNS/>.

Kellogg's®

**The Taste Students Love.
The Ingredients Parents Want.**



NEW!



It's no secret, kids love the taste of Eggo® Bites™ products. Now that they'll be made with colors and flavors from natural sources, their parents (and you) will love them even more.

**Meets USDA
Whole Grain-Rich
Guidelines**

Meets USDA Guidelines

Eggo® Bites™ products meet K-12 USDA whole grain-rich guidelines with 2 oz. grain equivalents and whole grain as the first ingredient.

Wholesome Ingredients

Colors and flavors from natural sources*, no high-fructose corn syrup and good source of B-vitamins and minerals—Eggo® Bites™ are a choice everyone agrees on.

Delicious Varieties

With six flavors to choose from, students are sure to find the Eggo® Bites™ they can't stand to l'Eggo®.

*Beginning October 2015



BEEF STROGANOFF
Featuring **NEW** Sous Vide Beef
& Alfredo Sauce



SWEET CHILI PORK RAMEN BOWL
Featuring **NEW** Sous Vide Pork
& Sweet Chili Sauce



PHILLY MAC
Featuring Shaved Seasoned Beef Steak
& WGR Mac and Cheese

PUT OUR *speed-scratch ready* PRODUCTS TO **WORK FOR YOU!**

Utilize JTM's **speed-scratch ready proteins** to create a variety of dishes your students will love and your staff will appreciate. Start with our **NEW, clean label, Sous Vide Proteins (Beef, Pork or Turkey)** or our **Shaved Seasoned Beef Steak**. Next, amp up the flavor with one of our signature sauces to create crave-able dishes like Beef Stroganoff, Ramen Broth Bowls, and Loaded Mac & Cheese.

Speed-Scratch Ready Proteins:

- **NEW #5887 Sous Vide Diced Beef** (Allergen & Gluten Free)
- **NEW #5888 Sous Vide Diced Pork** (Allergen & Gluten Free)
- **NEW #5889 Sous Vide Diced Turkey** (Allergen & Gluten Free)
- **#5813 Shaved Seasoned Beef Steak** (Gluten Free)

In Sous Vide, the food is **vacuum-packed** and **cooked slowly** at a low temperature in a water bath resulting in **tender, naturally flavored** products. And, it is easier and **safer to handle** in the kitchen!

Find these recipes and get product specs at
www.jtmfoodgroup.com/schools



Let's Create Great Dishes Together!®

Roger Doseck • 513.240.9465
rogerdoseck@jtmfoodgroup.com



FLAT IS WHERE IT'S AT!

COMING
SOON

New Gilardi Flatbread Pizzas



For more information, contact
Chris Hale at 614-653-1927



© Conagra Brands, Inc. All rights reserved.

OHIO IS FOR ZEE ZEE'S®

TURN "MEH" INTO AMAZING WITH THE ZEE ZEES

Meet The Newest Zee Zees



BOXED
RAISINS



STRING
CHEESE



STRAWBERRY
CRISP BAR

COMMODITY PROCESSING ALSO AVAILABLE

Shelf-Stable Applesauce Cups, Pearsauce Cups & Nutrition Bars

Local Distribution • Direct Ship Options Available • Free samples

LEARN MORE AT NATIONALFOODGROUP.COM/ZEEZEES



Dan Moss

248.560.2340 dross@nationalfoodgroup.com

www.nationalfoodgroup.com



2016 Fall Ohio School Breakfast Challenge

Over 450 schools completed the Ohio School Breakfast Challenge survey.
356 Ohio Schools were recognized as “All-Star” School Breakfast Schools.

Fall 2016 356 Breakfast All-Stars

Schools with the following Average Daily Participation (ADP) rates at breakfast can receive the following statewide recognition:



* 2016 Fall Challenge Awards are based on Ohio School Breakfast Challenge Survey Data.

Fall 2016 Breakfast Challenge Meal Service Method by Award Category*

Award	Traditional Meal Service	Breakfast in the Classroom	Grab N Go	Percent total of Schools-Breakfast in the Classroom & Grab N Go
Platinum	27%	57%	16%	73%
Gold	48%	46%	6%	52%
Silver	61%	34%	5%	39%
Bronze	69%	23%	8%	31%
Rising Star	88%	19%	38%	Breakfast After the Bell- 8% 65%

* Breakfast Meal Service Methods are based on Ohio School Breakfast Challenge Survey Data. Schools may use more than one meal service method for breakfast. Does not include large districts.





Port Clinton's Fundraising for Ronald McDonald House - Piggy Banks!

by Susan Scott, Cook, Bataan School

What an amazing story regarding Port Clinton's fundraising for the piggy banks to raise money for the Ronald McDonald House. Are your piggy banks ready for the 2017 conference? Contact your chapter leader or SNA of Ohio regional director for more information.

Twenty three years ago my niece was born with a heart defect. Surgery was needed and Ronald McDonald House was there to help. I thought here is the perfect opportunity to give back. Port Clinton City is not a large school district but every little bit can only help. So we obtained permission from our Superintendent to start a fundraiser. First we needed to get the students motivated to donate. At Bataan Primary and Intermediate we enlisted the help and support of our Dean of Students, Mr. Kamen and both Principals, Mr. Halsey and Mrs. Van Doren. Photos were taken with our first little pig and the images were placed on recycled ranch containers. The motto would be Feed the Pig and watch him grow.

With the help of my fellow Cook we decorated the cafeteria in pink streamers and little pig cut outs. A school wide Pink out was scheduled to get the Students involved and kick off the event. Posters were placed around the building and a letter was sent home to parents. The day of the Pink out several Kitchen Staff members dressed as pigs. The amount of Students and Staff wearing pink was amazing. A few Students had even made their own little pig hats to wear. During lunches we went out into the cafeteria with our pig and donation containers to explain the contest/fundraiser. We asked that the Students place spare change into the container of the Staff member that they would like to see serve lunches. Any Student who donated also received a little pink pig eraser. Jan Gluth, Director of Students, Staff and Community Development was there to take photos. She has also been placing updates on the school media outlets.

In order to help the Students see who and how much was raised we placed a chart on the kitchen door. The more money raised the more pigs the contestant would have. Before long we had Staff members and Students alike watching the door to see who was ahead. Mrs. Van Doren was pulling ahead fast. During the last days of the fundraising event at Bataan we had results read on morning announcements. Before you knew it Mr. Kamen pulled ahead. He beat Mrs. Van Doren by eleven cents. Mr. Halsey made a good showing but he would not be serving lunches. A total of \$344.14 was raised. In my wildest dreams I would never had thought we could do so much.

Monday morning, February 6th was the day the Students were waiting for. Mr. Kamen and Mrs. Van Doren came to serve lunch. They each wore their aprons with pride. Of course we also gave them pig ears to complete the outfit. A few quick safety and hygiene tips and off they went. Before you knew it they were in a contest to see who could get the Student through the fastest. It was a great success. I'm not sure who enjoyed it more the Student or the Staff. Our pig grew three sizes in two weeks. We still have them on display with a big Thank You!

We now send the challenge to the Middle School. There Students were asked if a Staff member would serve you lunch who would you like it do be? The Kitchen Staff has been hard at work building the suspense by leaving clues around the building to the up coming event. They have themed their fundraiser around the Three Little Pigs. The first one to make it to their home will win and serve the Students lunch. I wish them Luck and cant wait to see how it goes. In March the High School will then try to fill a pot of gold and see if they can raise more money then the other two buildings.

Our District goal was \$500.00 but with the amazing support and all the effort from our Students and Staff I believe we can raise \$1000.00. Way to go Port Clinton!



**YOUR LUNCH LINE
WILL STRETCH**

**FURTHER
THAN OUR
CHEESE.**

80%
OF OUR CUSTOMERS REPORT
**INCREASED
PARTICIPATION
WITH SMART SLICE.**



To learn more, contact:

800-810-6633 

schoollunchinfo@dominos.com



Program available at participating locations nationwide. © 2017 Domino's IP Holder LLC. Domino's®, Domino's Pizza® and the modular logo are registered trademarks of Domino's IP Holder LLC.

IT'S FANTASTIC. LITERALLY!

NEW RECIPES. *EVEN MORE* POINTS.



EARN OVER
55,000
BONUS POINTS FROM
COOL SCHOOL CAFE

Cool School Points on every qualifying product PLUS
2,500 bonus points for each *NEW* product category



Cafe Fantastic® brings you delicious menu solutions from more brands than ever before, with the chance to earn even more bonus points! Why is it so **FANTASTIC**?

- Exciting menu options
- NEW recipes featuring high quality, relevant K-12 products from six major brands
- Delicious recipes designed to make meal planning easier with nutritionals provided

MORE RECIPES!

Easy turn-key recipes to maximize points with six **Cafe Fantastic** Member Manufacturers



Simplot

Mexican Breakfast
Quesadilla



Bird Brand
FOODSERVICE

Sweet & Salty
Bistro Box
(Grab & Go)



Tyson K-12

Tangerine Asian
Stir-Fry



Flowers Bakeries
FOODSERVICE

Cheesy Pulled
Chicken Sandwich



HIGH LINER FOODS

Taco Loco



Uncle Ben's

Splendid
Chicken & Rice Salad

Look for promotion details at CoolSchoolCafe.com/FANTASTIC



Earn over **55,000 Bonus Cool School Points** on Qualifying 2016-17 Purchases.

Receive **2,500 Bonus Cool School Points** for each **NEW Cafe Fantastic** MANUFACTURER CATEGORY PURCHASED IN 2016-17 SCHOOL YEAR.

Minimum 10 cases from each participating manufacturer; qualifying products are subject to change without notice.

For more information, please contact your local Waypoint sales representative.



Holly McGarry RD, LD
(734) 679-7074

Holly.McGarry@ASMWaypoint.com

Michael Luch
(734) 679-7090

Michael.Luch@ASMWaypoint.com

Nila Marquard
(937) 539-2938

Nila.Marquard@ASMWaypoint.com

Waypoint • 13521 Prestige Place • Tampa, FL 33635 • (888) 551-5777 • www.asmwaypoint.com



made with
51% white
whole
grain



We know dough. Since 1919.



feeding kids today
for a successful tomorrow



Making the right food choices, together

Unlike most pizza crusts, **KB Pizza** par-baked crusts are handmade. Our lengthy aging process ensures a consistent taste and texture, every time. To learn more, visit www.kbpizza.com.

Comida Vida



www.comidavida.com



Latin inspired products with flavors from Cuba,
The Caribbean, Costa Rica, Mexico and Brazil.

CN Labeled
Commodity Processed Meats
Beef, Pork and Chicken

Full Meal Burritos and Bowls
2 M/MA, ½ c. Vegetable and 2.5 Grains

Represented by Rizwitsch

Pam Reitz 330-858-2519

Cynthia Faccenda 937-840-8894





**Great Baking
Convection Ovens!**

Gas or Electric at same price
Durable and Affordable



Rational Combi Ovens - 5 Senses Series
Senses, Recognizes, Thinks
Learns, Communicates
Don't forget - Self Cleans



Panasonic Microwaves
and Sonic Steamers



Experience the Kooliest
Convenient Stocking Design
GRAB-N-GO



Full Line of Commercial
Refrigeration Products



SECO Select
Serving Lines
Hot Cabinets



Walk-In Coolers, Freezers
Superior insulation performance
50 year thermal warranty
48 hour express shipping program



Rylie Church - Southwest Ohio 513.262.5932
Jerry Franckhauser - Central & SE Ohio 614.579.8905
Charley Miller - Northeast Ohio 216.406.4198
Andrew Heney - Northwest Ohio 734.476.1401
Kevin Leonard - VP of Sales 614.314.0341



A+ PIZZAZ

BY  **Pizza Hut**
the creators of BOOK IT!

INCREASE PARTICIPATION WITH DELICIOUS VARIETY

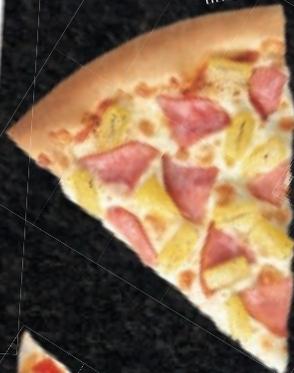
Freshly prepared & delivered hot pizza that meets NSLP and "Smart Snack" entrée guidelines
51% Whole-Wheat Crust • Lite Cheese • Reduced-Fat & Reduced-Sodium Pepperoni

NOW SERVING

STUFFED CRUST
(PEPPERONI OR CHEESE)



HAWAIIAN



BBQ CHICKEN



GRILLED CHICKEN



CHEESE



VEGGIE



SAUSAGE



PEPPERONI



Drop us a line for details and **FREE samples at your next staff meeting:**
MKSmith@Hallrich.net or LAMiller@Hallrich.net

The Pizza Hut name, logo, and related marks are trademarks of Pizza Hut, Inc. ©2017





2017 SNA OF OHIO ANNUAL CONFERENCE

Are you ready to "BE THE CHANGE" that Rocks Cleveland's for the 2017 SNA of OHIO Conference? This entire conference is dedicated to each of you that make a difference in the many children and families lives you work with and serve daily. As the conference starts there will be two great pre – cons, Serve Safe and Leadership along with the opportunity to sit for the SNS exam. Our conference committee hopes during the professional development opportunities, with the a variety of breakout sessions coupled with dynamic general sessions you will leave conference feeling like you will be able to "KEEP CALM AND FEED ON"! All of these sessions and the fabulous Annual Food Expo will be at the Cleveland Convention Center, and no one will want to miss a chance to meet with all of our amazing industry partners. On Thursday after Expo you will have some time to get dinner and head back to the Rock and Roll Hall of Fame for our Evening Event. You will be able to tour the Rock and Roll Hall of Fame, we will have desserts and refreshments and you might just become a SNA Rock Star of your own!



Be sure to register by May 31st to receive a free SNA of Ohio screen printed apron at conference check in! Also, plan to visit the Locon Design booth at this year's School Nutrition Expo on June 15th to purchase SNA of Ohio screen printed t-shirts for \$10 each! A portion of the proceeds will go to the SNA Ronald McDonald Piggy Bank Fund! If you believe you will need to purchase a large number (10+) t-shirts, please email Tracey Hogan at tracey@assnoffices.com no later than May 31st. Two t-shirt styles will be available onsite– see images below.

We are looking forward to seeing you in June in Cleveland!

Stacey M. Bettis

2017 SNA Annual Conference Committee Chairperson

Please note the following deadlines. To attend pre-cons, you MUST register by the deadlines indicated. You may register now to secure your registration and select check payment to meet these early deadlines and mail payment later. Payment must be mailed to the SNA of Ohio Offices to arrive by May 31st by selecting the check or purchase order option. Or, you may register and pay now with credit card (online only).

- May 1st – deadline to register for ServSafe® pre-con and to apply for Leadership Academy.
- May 19th – Early Bird Conference Registration Deadline
- May 24th – Deadline to register with SNA National to take the SNS Credentialing Exam
- May 31st – Pre-registration deadline (onsite registration only after this date) – pre-register to receive an SNA of Ohio screen printed apron (one per registration)!

CEU Information:

SNA's Certificate in School Nutrition and School Nutrition Specialist (SNS) Credential are aligned with USDA Professional Standards. For more information, visit www.schoolnutrition.org/certificate. Annual training for USDA Professional Standards counts toward continuing education requirements for maintaining SNA certificate and credentialing status. 1 SNA Continuing Education Unit (CEU) = 1 hour of training for USDA Professional Standards.

SNA of Ohio Schedule of Events - June 13-16, 2017

***Please note that all conference events will be held at the Cleveland Convention Center, with the exception of the Wednesday Awards Dinner (to be held at the Westin Cleveland Downtown, the host hotel) and the Thursday evening networking event (to be held at the Rock & Roll Hall of Fame).**

TUESDAY, JUNE 13, 2017

(Pre-conference sessions)

8:00 a.m. - 6:00 pm

ServSafe® (15 hours total – continued on Wednesday morning from 7:30-12:30)

Presenter: JoAnne Robinett, MSA, SNS, America's Meal

\$75 for SNA members, \$150 for non-members (includes lunch on Tuesday, Breakfast on Wednesday and course materials). **Please note:** You may register for ServSafe® only if you will not be attending the conference. Registration required by May 1st. ServSafe® is level 2, but there is no level 1 requirement to attend.

The ServSafe® program provides food safety training, exams and educational materials to foodservice managers. Students can earn the ServSafe® Food Protection Manager Certification, accredited by the American National Standards Institute (ANSI)-Conference for Food Protection (CFP).

The program blends the *latest FDA Food Code*, food safety research and years of food sanitation training experience. Managers learn to implement essential food safety practices and create a culture of food safety. All content and materials are based on actual job tasks identified by foodservice industry experts. Trust the only food safety program with roots in the

foodservice industry to help you protect customer health, improve employee performance and preserve business reputation.

After completion of this session, and passing the ServSafe® Food Protection Manager exam offered at the end of the session, students will be issued a Level II certificate in Food Safety from the Ohio Department of Health.

1:00-4:00 pm
SNA of Ohio Leadership Academy, led by Nancy Rice, Former President, SNA
 A favorite recognized leader and valued school nutrition director Nancy Rice has for years been long considered the leader of leaders. Her expertise in providing guidance to anyone that aspires to achieving a role in leading a group will inspire and provide useful information as you begin your journey as a future leader. This workshop is recommended for anyone that is an incoming chapter president or desires to move ahead as a board member for SNA of Ohio. Class size is limited so please register early for this great workshop. **(No charge. Pre-registration required by May 1st and includes lunch. Application is located in the Spring Dish Newsletter, or email Tracey Hogan at tracey@assnoffices.com for an application.)**

WEDNESDAY, JUNE 14, 2017

8:00 am – Noon

SNS Credentialing Exam

SNA established the School Nutrition Specialist (SNS) Credentialing Program in 1997 to enhance the professional image of school nutrition professionals, elevate professional standards and enhance individual performance. The SNS Credential is a mark of excellence and achievement that reflects what it takes to manage school nutrition programs in today's challenging climate. The SNS Credentialing Exam evaluates candidates' knowledge and skills required to perform specific job activities related to managing or directing school nutrition programs. You must pre-register with SNA National for this exam. For more information and to register, please visit <https://schoolnutrition.org/Credentialing/> by May 24th.

12:00-12:30 pm

Conference Hostess Training

Presenter: Mary Burkett, SNA of Ohio East Central Regional Director

Invitation only (includes breakfast)

continued on next page

12:30-1:00 pm

Conference "First Timer" Event

Presenter: Tamara Earl, SNA of Ohio Past President

Join us for a quick overview of the conference schedule and logistics and your chance to ask questions! You will also learn more about SNA of Ohio's mission and local chapter options!

1:15- 2:15 pm

Welcome and Opening Session – The Tao of Ta-Da

1 hour 3400 CEU (Human Resources & Staff Training)

Presenter: Joel Zeff, Workplace Expert, Speaker, Author & Humorist

Watch What Happens When Work Becomes Play.

We've all witnessed the excitement of a three-year-old child. They celebrate finding a ladybug. They celebrate drawing a flower. They celebrate going to the bathroom in the toilet for the first time.

Somewhere along the way, too many adults lose this sense of excitement about our lives and our work. Our tanks are empty. There is no fuel for collaboration, productivity and innovation. When employees and managers are not having fun and enjoying their work, they become "Bye-Bye" people. "Bye-Bye" people don't care about taking care of the customer, meeting goals, producing results, or having fun.

Employees and managers who have fun at their jobs are more loyal, enthusiastic and passionate. They sell more, communicate more effectively, take better care of customers and produce more sustainable results. And fun increases employee retention.

In Joel's dynamic and motivational keynote presentation, employees will appreciate the value of fun in the workplace and learn how to make the simple choices to have more fun, and increase their passion and success.

2:45-3:45 pm

BREAKOUT SESSIONS

1. Professionalism: How to Get Yourself Noticed and Heard

1 hour 3440 CEU (Retention, Promotion, and Recognition)

Presenter: Nancy Rice, Former President, SNA

In today's business world, we have to do whatever it takes to have an edge. The way we talk, write, dress, act, and present ourselves... all make a difference the attitude we convey. This presentation will provide the subtle reminders that the skills that carry you personally directly contribute to workplace effectiveness. Learning Objectives are:

- Establish the role of etiquette in business/the workforce.
- Provide suggestions and time proven tips on excelling in this area.
- Highlight examples and scenarios in which these tips apply and impact of successful mastering.
- Highlight examples where being unsuccessful limits professional growth.
- Answer questions and provide guidance on solutions to individual challenges audience may have.

2. Food Production: Work Smarter, Not Harder

1 hour 2100 CEU (Food Production)

Presenter: Maureen Pisanick, RDN, LD, Chief Nutrition Officer, Pisanick Partners LLC

Have you ever wondered how many steps you take in a day's work? Well, research from the Institute of Child Nutrition speculates well over 10,000 preparing, serving and supporting school meals! Learn how to make each step count, and perhaps even save some steps and time along the way with this session on smart tips, and tricks of producing quality meals.

3. Understanding Different Communication Styles

1 hour 4140 CEU (Communication Skills)

Presenter: Jim Barkett

What effective communication looks like – How to avoid mis-communications – How to improve communications- Barriers to effective communications – The role of active listening – the role of words, questions, and phrasing- Levels of listening, Empathy/Ego balance – Dealing with negative people and resistance – Dealing with criticism – Why you cannot NOT communicate – Tips for staying in the moment.

4. Wellness Policy: Getting Them Up to Date

1 hour 3230 CEU (Healthy School Environment)

Presenter: Misty Davis, Education Program Specialist, Ohio Department of Education

The USDA published a final local school wellness policy in July 2016 and effective July 1, 2017. This session will discuss the required local school wellness policy updates and provide resources for policy update, monitoring and evaluation and policy marketing and communication to administrators and the community.

5. Make the Right Choice: Leading Teams during Change with Passion and Success

1 hour 3410 CEU (Human Resources Management)

Presenter: Joel Zeff, Workplace Expert, Speaker, Author & Humorist

It's hard to have fun and stay passionate at work during stressful times. Your employees build stress after each media report about economic challenges. Business today means surviving and thriving during a merger, layoff or the all-encompassing "restructuring." How do managers continue to motivate and energize employees during difficult times? Managers must help employees stay in the game; work in the moment; and take ownership of their happiness.

Joel leads the audience through a series of exercises that demonstrates how easy it is to continue working creatively, effectively and productively while dealing with change. This interactive and hilarious presentation will teach managers the importance of creating opportunity and giving positive support to their employees. Just as important, managers must allow employees to create ownership. Ownership and responsibility will allow the employee to care. And once the employee starts to care, the next step is passion.

4:00-5:00 pm

BREAKOUT SESSIONS

1. I Wish I Knew

1 hour 4140 CEU (Communication Skills)

Presenter: JoAnne Robinett, MSA, SNS, America's Meal

"I wish you knew..." it is a compilation of the feedback that JoAnne received from asking directors to finish this sentence: What is one thing you wish your manager knew?

2. Commodities/Direct Diversion Panel

1 hour 1170 CEU (USDA Foods)

Presenters: Diana Cordle, Program Administrator, Ohio Department of Education; Holly McGarry, Advantage Waypoint; Stas Georgiadis Advance Purchasing Cooperative

Direct Diversion opens the door to a world of new product opportunities. This panel presentation and discussion will give you step-by-step instructions on how divert your USDA commodities. You will get insight on how Direct Diversion works and how to maximize your commodity dollars while maintaining control of your purchases and logistics.

3. Manage Yourself , Not Time

1 hour 3210 CEU (Staff Management)

Presenter: Jim Barkett

Topic that will be covered include: Common Timewasters – Balance Effectiveness and Efficiency – The Power of Focus and Concentration – Identify and Stay in High Payoff Activities – Weed Your Mental Garden – Overcome Procrastination – Stay Out of the Drama Triangle – You Can Do Anything, But Not Everything- Other People's Time – Delegation – Levels of Delegation – Using Time Effectively

4. Make the Right Choice: Leading Teams during Change with Passion and Success

1 hour 3410 CEU (Human Resources Management)

Presenter: Joel Zeff, Workplace Expert, Speaker, Author & Humorist

It's hard to have fun and stay passionate at work during stressful times. Your employees build stress after each media report about economic challenges. Business today means surviving and thriving during a merger, layoff or the all-encompassing "restructuring." How do managers continue to motivate and energize employees during difficult times? Managers must help employees stay in the game; work in the moment; and take ownership of their happiness.

Joel leads the audience through a series of exercises that demonstrates how easy it is to continue working creatively, effectively and productively while dealing with change. This interactive and hilarious presentation will teach managers the importance of creating opportunity and giving positive support to their employees. Just as important, managers must allow employees to create ownership. Ownership and responsibility will allow the employee to care. And once the employee starts to care, the next step is passion.

Joel uses humor and improvisation to teach his audiences how important these simple choices are to success. During this keynote, audience members will laugh, have fun and be motivated, inspired and energized.

5. Fuel Up to Play 60 Panel

1 hour 1300 CEU (General Nutrition)

Presenters: Jessica Johnson, RD, LD, SNS, Child Nutrition & Wellness Director, Sycamore Community Schools; , Jan Diamond, School Wellness Manager, America Dairy Association Mideast; Josette Folk, PE Teacher, Louisville Middle School; Mitzi Gerber, School Wellness Manager, America Dairy Association Mideast

FUTP60 Let this team of fantastic ladies show you the dynamic things they have done in their districts or what you could do in yours. From Events, to coffee stations, grants if you have the questions they have the answers. GOT MILK!!

6:00 – 8:00 pm

Annual Awards Program

Join us at the Westin Cleveland Downtown's beautiful Orchid Ballroom for a delicious dinner program to celebrate SNA of Ohio's 2017 Award and Scholarship winners, Chapter Presidents from around the state, and Industry who support and assist the SNA of Ohio!

THURSDAY, JUNE 15, 2017

6:00-7:00 am

STEPS – How to get Healthy/Fly by Nutrition/ H.I.I.T OR YOGA

Instructor: Katrina Julia, Fit Life Creation

Make sure you are ready for your day by getting your healthy steps challenge in with some high (or low) intensity interval training or yoga, along with an educational experience on gaining a happier, healthier you!

continued on next page

continued on page ?

7:30-8:15 am
Networking Breakfast

8:15- 8:30 am
Ohio Department of Education Update
Presenter: Andrea Denning, Director, Office for Child Nutrition, ODE

8:30- 9:00 am
SNA National Update
Presenter: Jessica Shelly, MBA, SNS, SNA Midwest Regional Director

9:00-10:30 am
Don't Let School Nutrition Get you Chopped Up with Farm to Plate

1.5 hours 1130 CEU (Local Foods – Farm to School)
Presenter: Doug Davis, School Nutrition Director, Burlington, VT City Schools

Our goal as Child Nutrition professionals is to help our students to be ready to learn each day. We know that students have many options when it comes to what to do for lunch. We also know that when students participate in growing and/or preparing food, that they are more likely to consume it. In today's session we will take food items that are easy to grow, or that we may have in our kitchens, and create an item that our students will love, Salsa and Chips! This item also lends itself well to student preparation. After this session, you will be equipped with the confidence to make this item from scratch for your students, and also to be able to prepare this with a group of students. Let's work to make Farm to School a part of all of our programs!

10:45-11:45 am
BREAKOUT SESSIONS

1. Bridging the Gap- Generations Working Together
1 hour 3400 CEU (Human Resources and Staff Training)
Presenter: Jessica Shelly, MBA, SNS, SNA Midwest Regional Director
Have you ever had a "What were they thinking?" moment with someone younger or older at work? You may have stumbled into a generation gap. Join us to understand how generational traits play out in the workplace. Discover generational code breakers to help you work better with coworkers of all ages.

2. Procurement: Everything You Need to Know
1 hour 2400 CEU (Purchasing/Procurement)
Presenters: Brian Davis and Matthew Moore - Ohio Department of Education
Lean the procurement information for all Child nutrition Programs! This session will cover request for proposals, small purchases agreements, procuring a food service management company and the applicable situations to use them.

3. Education About Retiring
Presenter: Erin Knight, School Employee Retirement Systems

Who wants to retire? How much do I need to make ends meet? What do I need to know before I make my decision on retirement? If you are thinking about retiring this year or within the next five years you will want to attend and hear from an expert.

4. Power up your Participation with Effective Program Promotion

1 hour 4120 CEU (Program Promotion)
Presenter: Maureen Pisanick, RDN, LD, Chief Nutrition Officer, Pisanick Partners LLC
Join the Pisanick Partner team to learn how to effectively market your program via plans that push the digital platform - web based menus, social media, and much more!

5. Farm to School – How to Implement a Dynamic Farm to School Program within your District

1 hour 1130 CEU (Local Foods – Farm to School)
Presenter: Doug Davis, School Nutrition Director, Burlington, VT City Schools
Where to start and how to make it grow!

12:00-4:00 pm
Annual School Nutrition Expo*

Always a highlight of the conference, this year's show will include the newest products, equipment, and services available to school nutrition personnel! Don't miss what's hot in 2017!

**Please note that the first hour (12:00-1:00) for this year's Expo is a Directors and Managers-only hour. Indicate on your registration form if you are a Manager or Director to receive your early entrance ticket.*

4:00-7:00 pm
Dinner on Your Own/Explore Downtown Cleveland

7:00 pm – 11:00 pm
Rock and Roll Hall of Fame Event
Don't miss your opportunity to tour the famous Rock & Roll Hall of Fame during this private SNA of Ohio event with your colleagues! Desserts will be provided, and beverages will be available for purchase. There will also be contests! Come dressed in your favorite "Rock and Roll" attire or as your favorite Rock & Roll Hall of Fame inductee for your chance to win! For a full list of inductees, visit <https://www.rockhall.com/inductees>.

FRIDAY, JUNE 16, 2017

Please note that today is a casual "Wear your Cleveland gear" day!

6:00-7:00 am
STEPS – How to get Healthy/Fly by Nutrition/H.I.I.T OR YOGA

Instructor: Katrina Julia, Fit Life Creation
Make sure you are ready for your day by getting your healthy steps challenge in with some high (or

low) intensity interval training or yoga, along with an educational experience on gaining a happier, healthier you!

8:00-9:00 am
Networking Breakfast
Join us to fuel up for the day! Industry will also be raffling some of the purses during the breakfast, so be sure your ticket is present to win!

9:00-9:30 am
Annual Business Meeting
Join us for our annual business meeting, including installation of officers!

9:30-10:00 am
Fundraising Donation Presentation by SNA of Ohio Executive Committee

The SNA of Ohio Executive Board and members join together in their joint philanthropy to give back to Cleveland and Ohio's Children. We work hard to educate children on healthy living and daily habits that benefit them to become healthy young men and women. This year's fundraising effort is our way to step up to the plate and pay it forward!

10:00-11:00 am
Championship People! The Winning Spirit of Today's Leaders!

Presenter: Mike Gallina, Vice President-Outreach Services, Aultcare
1 hour 3400 CEU (Human Resources & Staff Training)
The heart of leadership lives in the hearts of leaders! We often think and believe that motivating and engaging our employees takes a special recipe, or a special program. Did you know that more than 70% of your power to produce results with your employees comes from the environment that you create around yourself and the personality that you insert into that environment? The other 30% of your personal power is related to your technical skills relative to the job that you do. Wow, what an impact your spirit and personality have on your leadership effectiveness. Additionally, more than two-thirds of your messaging to your employees is NOT spoken. Truly, leadership is rooted in your personal power to produce results!

In this dynamic and interactive session, attendees will:

- Explore your personal leadership qualities and tendencies
- Develop a personal "journey equation" that will help you interact with co-workers, other leaders, family members and friends

11:00 am
Closing and Live Raffles
Be sure to stay for your chance to win during our LIVE basket and purse raffles!

Hotel Reservations/Parking

A discounted hotel room block for the nights of June 12, 13, 14 & 15 is available at the Westin Cleveland Downtown at the rate of \$155 per night for single/double/triple/quad rooms. To reserve, visit <https://www.starwoodmeeting.com/Book/SNA2017> or call 888-627-8085 by May 13th. When calling, be sure to reference SNA or School Nutrition Association to receive the discounted rate. (Please be sure to reserve early. Along with a possible Cleveland Cavaliers home playoff series, the Cleveland Indians have a home series the week of the conference. Downtown Cleveland hotel rooms are expected to be at capacity.)

Valet parking at the hotel is available at the discounted rate of \$25 per night. For additional parking options, visit <http://parking.downtowncleveland.com/> or contact the Westin for assistance.





SNA of Ohio's 63rd Annual Conference Registration Form

Registration is available online via credit card, check, or purchase order!

Register directly at
<https://snao.formstack.com/forms/confregschool2017>

Please note that this registration form is for school district employees only. If you are an industry member that would like to register to attend the conference, please register directly at <https://snao.formstack.com/forms/2017confregindustry>

Please note:

- If check or purchase order payment is selected, payment must be mailed to the SNA of Ohio Offices to arrive by May 31st. Credit card payments are online only.
- Note the following deadlines. To attend ServSafe®, you MUST register by May 1st. (You may register online now by check or purchase order and pay later if needed.)
 - May 1st – deadline to register for ServSafe® pre-con and to apply for Leadership Academy.
 - May 19th – Early Bird Conference Registration Deadline
 - May 24th – Deadline to register with SNA National to take the SNS Credentialing Exam
 - May 31st – Pre-registration deadline (onsite registration only after this date). Also, register by this date to receive your free SNA of Ohio screen printed apron at conference check in!

CEU Information:

SNA's Certificate in School Nutrition and School Nutrition Specialist (SNS) Credential are aligned with USDA Professional Standards. For more information, visit www.schoolnutrition.org/certificate. Annual training for USDA Professional Standards counts toward continuing education requirements for maintaining SNA certificate and credentialing status. 1 SNA Continuing Education Unit (CEU) = 1 hour of training for USDA Professional Standards.

Conference Registration fees – Member rates apply to SNA members from any state. Please select one below (all scheduled meals and social events for June 14-16 are included with your registration):

- \$175 – Full Conference EARLY BIRD SPECIAL RATE through May 19, 2017
- \$100 – Thursday only (must register by May 19th) – includes all Thursday events only
- \$100– Students and Retirees Full Conference Rate (must register by May 19th)
- \$200 – Full Conference Rate – registering between May 20-May 31, 2017
- ServSafe® pre-con registration ONLY (select member or non-member rate in Part 2 below). Choose this option if you will not attend the conference and would like to register for ServSafe® only.

Conference registration is onsite only after May 31st - \$225 onsite registration fee.

Not a current SNA member?

Join **before** you register and take advantage of the member rate for the conference AND for ServSafe®!
Visit <https://schoolnutrition.org/membership/> for more information and to join SNA today!

Part 1: Contact Information – one registration form per person, please.

Name _____

Title/Position _____

School _____

Address _____

City/State/Zip _____

Phone _____

Email _____

- Check here if you are a Manager or Director (to receive your Expo early entrance ticket in your registration packet).
 - Check here if you are SNS.
 - Check here if you are certified SNA Level 1, 2, or 3.
 - Please check here if you have any dietary or disability-related needs that require special accommodation such as food allergies, or vegetarian meals. Please provide details below.
-

Part 2: ServSafe® registration. This course is optional and is an additional fee. You may register for this course alone, or in addition to your conference registration. Registration is required by May 1st or until sold out.

- ServSafe® SNA Member rate – Tues, June 13th & Weds, June 14th – \$75 (includes Tues lunch, Weds breakfast, and materials)
- ServSafe® NON-member rate– Tues, June 13th & Weds, June 14th – \$150 (includes Tues lunch, Weds breakfast, and materials)
- NA

Part 3: Meals/Optional Event Selections - Please indicate ALL events below that you WILL attend.

- I will attend the Wednesday Awards Dinner at the Westin Hotel.
- I will attend the Wednesday Awards Dinner at the Westin Hotel.
- I will attend the Thursday Breakfast at the Convention Center.
- I will attend the Thursday Evening Rock & Rock Hall of Fame Event (*please note that you MUST check here if you plan to attend, as this is a ticketed event.*)
- I will attend the Friday morning breakfast at the Convention Center.
- N/A

Part 4: Guest Admissions – purchase is required by May 19th.

Select the number of tickets for which you would like to purchase admissions. Please note: One admission for each social event is included with your full registration. If you purchase additional admissions, you may bring that number of guests to the events selected. Please list guest names below.

- Additional admissions to the Wednesday Awards Dinner - _____ tickets at \$75 each
- Additional admissions to the Thursday Breakfast - _____ tickets at \$25 each
- Additional admissions to the Thursday Evening Rock & Roll Hall of Fame Event - _____ tickets at \$75 each
- Additional admissions to the Friday morning Breakfast - _____ tickets at \$25 each

Please list guest name(s) here: _____

Part 5: Payment

Amount Due \$ _____

Method of Payment:

- Check – Make payable to SNA of Ohio and mail by June 1st to: SNA of Ohio, 17 S. High Street, Suite 200, Columbus, OH 43215.
- Purchase Order (If you require an invoice, please register online only, and an invoice will be emailed to you.)
- Credit Card (please register online only with credit card payment).



SNA of Ohio's 63rd Annual Conference Industry Member Registration Form

Registration is available online via credit card, check, or purchase order!

Register directly at

<https://snao.formstack.com/forms/2017confregindustry>

Please note:

- *If you are current Platinum Industry Member, you receive two complimentary conference registrations. Each person must submit this form to register (you are not pre-registered). Platinum members also receive a complimentary full-page ad in the conference program. Information about your ad will be emailed to your membership contact on file by Jessica Ballard from the SNA of Ohio offices. If you have ad questions, please email Jessica at jessica@assnoffices.com.*
- *If you are not a current SNA of Ohio Industry Member, you may join at <https://www.snaohio.org/index.php?page=29>.*
- *Online registration at the link above is encouraged and preferred. However, if necessary, you may register by mail. Please complete the below and mail with your payment- must be received by May 19th (May 1st for ServSafe®).*

Part 1: Contact Information - one registration form per person, please.

Name _____

Title/Position _____

Organization _____

Address _____

City/State/Zip _____

Phone _____

Email _____

- Check here if you are SNS.
- Check here if you are certified SNA Level 1, 2, or 3.
- Please check here if you have any dietary or disability-related needs that require special accommodation such as food allergies, or vegetarian meals. Please provide details below.

Part 2: ServSafe® registration. This course is optional and is an additional fee. You may register for this course alone, or in addition to your conference registration. Registration is required by May 1st or until sold out.

- ServSafe® SNA Member rate – Tues, June 13th & Weds, June 14th – \$75 (includes Tues lunch, Weds breakfast, and materials)
- ServSafe® NON-member rate– Tues, June 13th & Weds, June 14th – \$150 (includes Tues lunch, Weds breakfast, and materials)

Part 3: Registration Selections – Registration is required by May 19th. Please note: each person must register individually (one form per person). ServSafe® is not included.

- I am a Platinum Member registering for ALL conference sessions and events, excluding ServSafe® (no charge).
- I would like to register for the full conference, including ALL conference sessions and events, excluding ServSafe® - \$175.
- I would like to register for conference educational sessions only (no meals or events) - no charge. Please note: this option is available for current SNA of Ohio industry members only.
- I would like to register for 1 ticket to the Wednesday Awards Dinner - \$75
- I would like to register for 1 ticket to the Thursday Breakfast - \$25
- I would like to register for 1 ticket to the Thursday Evening Rock & Roll Hall of Fame Event - \$75
- I would like to register for 1 ticket to the Friday Breakfast - \$25

Part 4: Meals/Optional Event Selections

Please indicate ALL events below that you will attend (Select events only if you are a platinum member complimentary registrant or full conference registrant. All others, please select N/A).

- I will attend the Wednesday Awards Dinner at the Westin Hotel.
- I will attend the Thursday Breakfast at the Convention Center.
- I will attend the Thursday Evening Rock & Rock Hall of Fame Event (*please note that you MUST check here if you plan to attend, as this is a ticketed event.*)
- I will attend the Friday morning breakfast at the Convention Center.
- N/A

Part 5: Payment

Amount Due \$ _____

Method of Payment:

- Check – Make payable to SNA of Ohio and mail by June 2nd to: SNA of Ohio, 17 S. High Street, Suite 200, Columbus, OH 43215.
- Purchase Order (If you require an invoice, please register online only, and an invoice will be emailed to you.)
- Credit Card (please register online only with credit card payment).

Wow! School Food Never Looked This Good!!



Produce
PACKAGING
INC.

Call Katie Schwab at 216-391-6129 x343

www.ppifresh.net

DRIVEN TO BE THE BEST

OUR PERFORMANCE SPEAKS FOR ITSELF



RMO

RITCHIE MARKETING INC



WWW.RITCHIEMARKETING.COM



Healthy food starts with a clean, safe kitchen.

Cleaning products aren't enough. You need a partner who also understands your operation, works with employees, provides onsite education and verifies that best practices are in use.

For one set cost, our customers receive:

- Education – Over 115 courses approved for School Nutrition Association Continuing Education Units that also help meet Professional Standards requirements.
- Verification - Evaluations throughout the year by a Certified SFSPac® Food Safety Specialist.
- Compliance – Including new OSHA HazCom Standard 2015 requirements.
- Certified Cleaners – All products are EPA registered or Green Seal™ Certified.

To Learn more about SFSPac:

- **Northern Ohio** - Contact **James Bannerman** with **Innovative Solutions Group** at 866-802-2385, or isgjames@hotmail.com
- **Central and Southern Ohio** - Contact **Chuck Robison** with **SMART Systems** at 502-376-6133, or chuck@smart-4.com



SFSPac® ©2015 All rights reserved.



C O M I N G

Fall 2017

TO SCHOOL CAFETERIAS EVERYWHERE!



 **PEPSICO**



Foodservice

© 2017 PepsiCo, Inc.

Application
Must be received by
May 1, 2017



SNA Leadership Academy

*Are you unsure if a leadership position is right for you?
Do you want to go from being an involved member to an engaged leader?
Do you want to sharpen your communication skills and
learn how to excel as a leader?*

The SNA of Ohio is offering a Leadership Academy as part of the 63rd Annual Conference. There is no additional cost for this seminar and lunch is included.

Don't miss this excellent educational opportunity! SNA Past President Nancy Rice will bring her nationally-recognized expertise to Ohio to facilitate this leadership development seminar!

Space is limited – everyone must submit an application in order to attend.

Name _____ Phone _____

Email (required) _____

Are you currently employed in school nutrition? Yes No

Present Employer _____

Position _____ Held since _____

Are you currently SNA Certified/Credentialed? Yes No

Do you currently hold a leadership position at the local or state level? Yes No

If so, what position? _____

Are you interested in a position at the local or state level? Yes No

If so, what position? _____

Please submit your application by May 2nd to Tracey Hogan at tracey@assnoffices.com.

Thank you for your interest in the Leadership Academy!
You will be notified via email by May 15th of your acceptance for this academy.



Rizwitsch

SALES, LTD.

Trust Rizwitsch for Foodservice Excellence

Knowledgeable
Dependable
Achievable
Rizults

Making Menus Kids Love



In Central-Northern OH Markets

Contact: Pam Reitz
Phone: 330-858-2519
Email: preitz@rizwitsch.com

In Central-Southern OH Markets

Contact: Cynthia Faccenda
Phone: 937-840-8894
Email: cfaccenda@rizwitsch.com



E. Ruff & Associates

INCORPORATED



Please Contact

Tim Mulvey CFSP

Combi Ovens, Steam Kettles, Convection Ovens, Shelving, Heated Holding, Smallwares.

Vulcan Food Equipment Group

Representing these premier brands



**Your one source for all your
School Foodservice Needs**

**Phone: (800)788-8196
office @ eruffassoc.com**



2017 INDUSTRY SERVICE AWARD NOMINATIONS

The School Nutrition Association of Ohio is seeking applicants for the Industry Service Award for 2016-2017. This award recognizes an individual among the Child Nutrition Industry community who has demonstrated excellence in their profession during the past 12 months. The award is open to individuals at any levels of an organization who has contributed to the development and deployment of innovative products or systems which are designed to improve Child Nutrition operations, menus or enhance services. Nominations can be completed by a third-party if they feel there is a candidate that meets the qualifications. *Entries are limited to SNA of Ohio Industry Members only.

The award will be judged against five key criteria:

SNA Involvement/Promotion: has consistently met or exceeded challenging objectives to ensure the mission of SNA Ohio is recognized, and demonstrated a quality approach through personal values and working practices.

Commitment to Child Nutrition: has showcased knowledge regarding the Child Nutrition program regulations and guidelines, assisted districts with adherence with such guidelines and provided tools and resources to assist Child Nutrition staff with compliance.

Innovation: has used innovative approaches, working practices or technologies to enhance their organization and SNA of Ohio.

Role model: has provided an example to peers or colleagues of the importance Child Nutrition plays in the daily lives of students, staff and the community.

Measurable success: has delivered quantifiable benefits to their organization through involvement in the past year and can demonstrate personal development to enhance their ability to succeed in future.

Should you feel that you or another are qualified candidates for this award, please complete an essay of 500 words or less highlighting attributes and examples of such, possessed by the candidate that meet this criteria. The essay should be emailed to Tracey Hogan at tracey@assnoffices.com no later than May 1, 2017. This 2017 recipient will be notified in May and will be recognized at the SNA of Ohio Annual Conference in June, 2017 in Cleveland, Ohio.

Past Recipients of this award:

2016 - Founding IAC Members	2012- Michelle Bott, Schwan's
2015 - Mark Buschor, Michaels & Associates	2011 - Greg Brooks, Mascari
2014 - Jocelyn Koziara, Acosta Foodservice	2010 - Bev Angne, J & J Snack Foods
2013 - Lincoln Yee, Asian Food Solutions	2009 - Dorie Pullen, Eastside Entrees

SNA 2017 Important Dates

- 2017 Legislative Action Conference - April 2-4 - Washington, DC
- 2017 SNA National Leadership Conference - May 4-6 - Baltimore, MD
- 2017 School Lunch Hero Day - May 5th
- 2017 SNA of Ohio Annual Conference - June 13-16 - Cleveland, OH
- 2017 Annual National Conference (ANC) - July 9-12 - Atlanta, GA



2017 Most Valued Principal/Administrator/ Superintendent Award

I nominate the following individual for the Principal/Administrator/Superintendent Award. Please select one.

Please type or print. You may also apply online by May 1, 2017 at
http://snao.formstack.com/forms/sna_of_ohio_mvpaaward2017.

The Most Valued Principal / Most Valued Administrator/ Most Valued Superintendent Award recognizes principals, superintendents, and administrators who have been instrumental in building a “child-friendly” nutrition environment. Candidates for this Award must meet the following requirements:

- Be supportive of nutrition services
- Be committed to the philosophy that children require instruction and guidance if they are to make healthful food choices

State why you feel this principal, superintendent, or administrator should be considered for this award. The following list of attributes is provided to help show the kind of qualities the judges will be looking for in the description of your nominee:

- Evidence of support of nutrition services
- Creates a positive cafeteria atmosphere
- Spends time in the cafeteria, including eating with students
- Interacts well with students
- Supports nutrition activities outside of the cafeteria
- Is a good role model in health and academics
- Provides nutritious foods at activities outside the cafeteria
- Supports your breakfast/lunch program

Award will be presented at the SNA of Ohio Annual Conference in June.



2017 SCHOLARSHIP APPLICATION

Each year, SNA of Ohio presents \$500 scholarships to those individuals who strive to educate themselves for the betterment of school food service.

The scholarship may be used towards certification or credentialing or other professional development.

Are you one of those individuals? If so, please visit our online link below to apply by May 1, 2017.

http://snao.formstack.com/forms/sna_of_ohio_scholarship_app2017



BARBARA DUNCAN PROFESSIONAL DEVELOPMENT SCHOLARSHIP

In 2012, the SNA of Ohio lost a longtime supporter of the Association, and more importantly, a friend. Barbara Duncan, School Nutrition Director at Sycamore Community Schools passed away too soon, however she leaves behind a legacy that will live on for years.

While with us, Barb played an active role in the professional development and training programs of the Association, specifically for the Annual Conference. Therefore, it seems only appropriate to create this memorial scholarship in her honor. These funds of up to \$500 can be used for professional development purposes, including attendance to the SNA of Ohio Annual Conference in June.

Submit this application form and essay via our online form at the link below by May 1, 2017.

The recipient will be notified by May 15, 2017.

http://snao.formstack.com/forms/sna_of_ohio_barb_duncan_scholarship2017

Supporting the hero in you.

At Heartland, our mission is to provide power-packed software and unparalleled service to help you conquer even your toughest operational foes.

Heartland
HeartlandSchoolSolutions.com

Point of Sale Free & Reduced Online Applications
Menu Planning Ordering & Inventory

Rich's

Calzone featuring Rich's 4" WGB Shredded Cheese PC 00577

Mini Flat Hamburger featuring Rich's 4" WGB Cheese Fattened PC 00828

Individually Wrapped Canadian Übr Bites PC 03601

Individually Wrapped WGB Triple Chocolate Filled Cookie made with Hershey's Chips PC 03593

keep hungry kids happy

WITH DELICIOUS PRODUCTS FROM RICH'S

For more product information, please visit www.richsfoodservice.com/k12 or contact:
Lori Mattingly - Rich's Key Account Manager
502-554-6432 | lmattngly@rich.com

30552 1/17



School Nutrition Association of Ohio Buckeye Service Award

Award Qualifications:

1. Have completed 25 years or more part-time or full-time permanent, uninterrupted employment in school food service as of June.
2. Be a member of SNA of Ohio and SNA.

Complete the online application by May 1st at http://snao.formstack.com/forms/sna_of_ohio_buckeye_service_award2017

The Buckeye Service Award will be presented at the Annual SNA of Ohio Conference. The awards committee encourages you to attend.

NOTE: Recipients are eligible to win this award only one time during their career.

ALCO
Solutions for a Cleaner Environment

WORLD CLASS SERVICE DIRECT FROM THE MANUFACTURER SINCE 1969

- DIETARY
- WAREWASH
- LAUNDRY
- JANITORIAL
- CHEMICALS
- SUPPLIES

Dietary Service: 24/7, 365 days/year

CALL OR ORDER ONLINE
WWW.ALCO-CHEM.COM

Find Us:

45 N. SUMMIT STREET, AKRON OHIO 44308 / P: 330.253.3535 / F: 330.253.9219
1303 PARK AVENUE SW CANTON, OHIO 44706 / P: 330.833.8551 / F: 330.833.0011

HOSHIZAKI

MANUFACTURED IN THE USA

World's Largest Food Service Manufacturer

HOSHIZAKI NORTH CENTRAL
7441 Worthington-Galena Rd. | Columbus, OH 43085
614.848.7702 | hoshinccs@hoshizaki.com | hoshizakiamerica.com



Making the right food choices, together

17 South High Street
Suite 200
Columbus, OH 43215-3458

Guidelines for Scholarship Awards

- SNA of Ohio will award annual scholarships to persons who are pursuing an education in a food service area or nutrition area or other professional development, including certification or credentialing.
- SNA of Ohio members will be considered before nonmembers for available scholarships.
- The number of scholarships granted each year will depend on the balance in the scholarship fund and the number of qualified applicants.
- Scholarships will be awarded in the amount of \$500. The deadline for applying is May 1st of each year. Winners will be recognized at the annual conference. The scholarship is effective for one year, beginning June 1 of the year to May 31st of the proceeding year.
- A person may win a scholarship for three years. If sufficient funding exists, qualified applicants could be considered for a 4th year.
- The scholarships will be issued to the winners by SNA of Ohio after receipts for books and/or tuition are turned into SNA of Ohio's Executive Director.
- The Scholarship Chair will appoint a committee if there is sufficient applicants to judge who may be awarded a scholarship.
- Scholarship applications can be obtained by contacting the SNA of Ohio office at 17 South High Street, Ste. 200, Columbus, OH 43215 or at www.snaohio.org.