



Are you ready to take the lead and chart your course for your program? Join us for the 65th SNA of Ohio Annual Conference June 18th-20th at the Greater Columbus Convention Center in downtown Columbus! Don't miss this tremendous opportunity to attend sessions to help keep you on course – and that provide plenty of CEU opportunities. Bring your compass to help you steer your way through deciding on what breakout sessions will best help you chart your course. Bring your map to navigate your way through Columbus before and after the conference to enjoy some of the local shopping and sites. And, of course, the Annual School Nutrition Expo with the latest and greatest products is a can't-miss event! Register today! See you in Columbus!

SNA OF OHIO 65TH ANNUAL CONFERENCE

CEU Information – EARN UP TO 10.5 CEUS!

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 the SNA certificate and credentialing status. 1 SNA Continuing Education Unit (CEU) = 1 hour of training for USDA Professional Standards.

SCHEDULE OF EVENTS – JUNE 18-20, 2019

Tuesday, June 18th - Pre-Conference Sessions

- 7:00 a.m. – 6:00 p.m. Conference Registration/Check In**
 Located near the entrance to Exhibit Hall A inside the Greater Columbus Convention Center
- 7:00 a.m. – 6:00 p.m. Auction Room (open for basket drop-off only this day)**
 Meeting Room A125
- 8:00 a.m. – Noon Managing Personalities and Conflict**
Presenter: Institute of Child Nutrition (ICN)
Meeting Room A123
Target Audience: Directors and Managers (School Nutrition and CACFP)
 4 Hours - Key Area 3-Administration & Key Area 4-Communications and Marketing
Learning objectives:
- Identify the role personalities and bias play in conflict.
 - Explain the difference between implicit and explicit bias.
 - Compare and contrast the four most recent generational groups as it relates to how they respond to/manage conflict.
 - Explain the importance of clear goals and purposes.
 - Recall at least two factors that can impact the outcomes of conflict.
 - Describe at least three problem/non-productive behaviors and the related management techniques.
 - Summarize at least two actions that promote success when managing personalities and conflict.
- \$50 per person, lunch provided. Pre-registration is required**

- 1:00 - 5:00 p.m.** **Procurement and the Law, Dos and Don'ts, and Ten Steps to a Better Procurement**
Presenter: Barry Sackin, Sackin & Associates
Meeting Room A121
4 hours CEU 2400 Purchasing/Procurement
This pre-con will help you navigate the procurement process. From the law to practical business practices, this session will be a wealth of information delivered by one of the industry's leading procurement experts. Even if you have a handle on procurement, come find out what to do, what not to do, and how to do it better.
\$50 per person, lunch provided. Pre-registration is required.
- 1:00 – 4:00 p.m.** **SNA of Ohio Leadership Academy, led by Linda Eichenberger, SNS**
Meeting Room A122
3 hours CEU 3000 Administration & 4000 Communications and Marketing
A favorite recognized leader in school nutrition, Linda Eichenberger will lead this session to provide guidance to anyone that aspires to achieving a role in leading a group. Linda 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 aspires to be a future board member of SNA of Ohio.
Lunch provided, and pre-registration is required (no additional charge).
- 5:30 – 7:30 p.m.** **SNA of Ohio Board Orientation**
Meeting Room A124
Invitation only
- 8:00 – 10:00 p.m.** **Welcome Reception**
Location TBD (look for more information closer to the conference date)
If you will arrive in Columbus on Tuesday night, please plan to join us for this informal gathering!

Wednesday, June 19th

- 7:00 a.m. – 5:00 p.m.** **Conference Registration/Check In**
Located near the entrance to Exhibit Hall A inside the Greater Columbus Convention Center
- 7:00 a.m. – 5:00 p.m.** **Auction Room (hours will be listed onsite)**
Meeting Room A125
- 7:30 – 8:30 a.m.** **Moderator training/breakfast**
Presenter: Linda Eichenberger
Meeting Room A124
Invitation only (includes breakfast)
- 8:00 – 9:00 a.m.** **Conference Opening Snack**
Short North Ballroom/Foyer
- 9:00 – 9:15 a.m.** **Conference Welcome**
Short North Ballroom

9:15 - 10:15 a.m.

Opening General Session – “Prepping Your Crew”

Presenter: Jon Colby

Short North Ballroom

1 hour CEU 3410 Human Resources and Staff Training

When you’re charting your course, it’s important that everyone on your crew is on the same page, or you’ll end up lost at sea. Once we set sail, everyone should feel empowered to make choices, adapt when waves come crashing in, and stay calm in the midst of a storm. This won’t be an hour long speech where someone is simply calling out instructions. Be prepared to move around the deck and interact with the other ship captains. You’ll take away plenty of tips and tricks to help with your own crew to keep the ship righted and on course.

10:15 – 10:45 a.m.

Refreshment Break

Breakout Room Foyer A

10:45 – 11:30 a.m.

BREAKOUT SESSIONS

Breakout Rooms are located near Conference Registration in Foyer A (near Exhibit Hall A)

1) Speaking to the Crew

Presenter: Jon Colby

Meeting Room A121

.75 hours CEU 3410 Human Resources and Staff Training

Whether you’re the captain of the ship or swabbing the poop deck, everyone on board wants to feel valued. When we are working together in tight quarters, situations can feel tense. Being aware of our communication and how we’re commanding the ship can keep the crew engaged and working hard instead of jumping overboard.

2) 10 Steps to Procurement

Presenter: Barry Sackin, Sackin & Associates

Meeting Room A122

.75 hours CEU 2400 Purchasing/Procurement

This presentation will walk attendees through the sequence of steps of planning and executing a good procurement from planning to contract compliance monitoring.

3) Smoothies/Coffee Bar: How Do You Do It?

Presenters: Jennifer Tagliano, National Dairy Council; Becky Ferrell, The Core Group ; Judy Riley, Pickerington Local School District; Bethany Lenko, Olentangy Local School District

Moderator: Carrie Woodruff, Lima City Schools

Meeting Room A123

.75 hours CEU 4120 Program Promotion

What are the pros and cons to adding Smoothies/Coffee Bar to my operation? Look at different options to have Smoothies/Coffee Bars with machines or manually. Learn about opportunities for equipment and grants and where to get supplies. Samples will be provided.

4) Combi 101

Presenters: Christie White & Patrick Malloy, Zink Foodservice

Meeting Room A124

.75 hours CEU 2100 Food Production

What is a combi oven? This training is for everyone, whether you have a combi oven or not! You will learn about steam, combi-mode, proper cooking methods, different types of pans to enhance student consumption and even some menu development. Your students will thank you for attending this one!

11:45 – 12:30 a.m.

BREAKOUT SESSIONS

Breakout Rooms are located near Conference Registration in Foyer A (near Exhibit Hall A)

1) The Five Buckets Principle: Balancing Work and Life

Presenter: Ria Greiff Ph.D., M.S., L.S.W., Clinical Director of Comprehensive Benefits Consultants, LLC

Meeting Room A121

.75 hours CEU 3400 Human Resources and Staff Training

Is it possible to meet the competing demands of job, family, friends, school and work? The answer is a resounding yes! Learn the Five Buckets Principle of work-life balance. Discover how to think about the big picture without ignoring the little things that matter. Explore how to find the time to take care of it all - including time for yourself - by identifying priorities, making choices and managing expectations.

2) Redesign Your Line: Ways to Give Your Space a Facelift

Presenter Nancy Lane, Senior Designer, Visual Merchandising & Product Concepts, Lakeside Manufacturing, Inc & Multiteria

Meeting Room A122

.75 hours CEU 4100 Communications and Marketing

This presentation will cover a discussion on updating your serverly with a roadmap of creative ways to increase customer sales and participation through effective planning and merchandising. Attendees will get the first-hand experience of specific objectives including merchandising techniques, material selection and view examples of before and after photos. The purpose is to share critical goals, the timeline for success; the importance of research, and merchandising to lead to more victories with their foodservice operations.

3) TAKE TWO – Smoothies/Coffee Bar: Taking it to the Next Level

Presenters: Becky Ferrell, The Core Group ; Judy Riley, Pickerington Local School District; Bethany Lenko, Olentangy Local School District

Moderator: Carrie Woodruff, Lima City Schools

Meeting Room A123

.75 hours CEU 4120 Program Promotion

Now! You've bought into the Smoothie/Coffee Bar Process or Equipment. Let's Chart the Course! How do I make money or profit? And better yet how do I make it a USDA Reimbursable meal?

4) Proper Care of Equipment to Keep Your Kitchen Running Smoothly

Presenters: Tim Volkert, Louisville Schools & Kevin Leonard, SESCO

Meeting Room A124

.75 hours CEU 3500 Facilities and Equipment Planning

This session will walk you through some quick simple steps of quick tips and proper care of your kitchen equipment. Things to look for include how to help save money and work hand-in-hand with your in-house maintenance department or outsourced repair team.

12:30 – 2:00 p.m.

Luncheon Keynote Session “Several Shades of Gray: What Does Ethics Mean to You?”

Short North Ballroom

1 hr. – CEU 3420 Policies & Procedures

Join Nancy Rice, former SNA President, for a presentation that will leave you more educated on the topic of ethics and the importance of ethics within the food service industry. You will learn why a Code of Ethics is needed, the difference between ethical, unethical and illegal behaviors, along with how ethics and integrity go hand in hand. So “do the right thing” and take some time to join us!

2:30 – 3:15 p.m.

BREAKOUT SESSIONS

Breakout Rooms are located near Conference Registration in Foyer A (near Exhibit Hall A)

1) Let's Get This Over With...

Presenter: Ken Wasco, Gordon Food Service

Meeting Room A121

.75 hours CEU 3400 Human Resources and Staff Training

We spend a great deal of time worrying - worrying about this, worrying about that - and as a result many often put off until tomorrow what they know they ought to be taking care of today. This is especially true when it comes to dealing with difficult people. So we put off doing what we know we need to. It all adds up to stress you don't need. Avoiding the people you need to face is avoiding the life you need to live. The trouble with waiting until tomorrow is it's always a day away. You aren't the only one who would rather avoid confrontation - most would. Let's get this over with...

2) Attributes vs. Opinions: Weeding through the Growing Roots of Clean Label Menus

Presenter: Maureen Pisanick, Pisanick Partners, LLC

Meeting Room A122

.75 hours CEU 1100 Menu Planning

Let the science of nutrition guide your menu planning and marketing! Today's savvy and scrutinous consumers aka your students and parents demand an ever higher level of knowledge and menu transparency. This session will help enlighten and empower your wellness mission with a confident approach and set of resources that highlight the Nutrition 2.0 mindset!

3) Knife Skills

Presenters: Stephanie Dyehouse, Cincinnati Public Schools & Rachel Tilford, Little Miami Schools

Meeting Room A123

.75 hours CEU 2130 Culinary Skills

Have you ever wondered if your knife skills are up to par? Come to learn the basics and safety of knife skills! You will learn how to properly hold a knife, the right knife for the job, great garnishing tips and more.

4) Dressing Up Your Plate!

Presenters: Jeni Lange, Mentor Public Schools; Jen Rex, Plain Local School District;

Bethany Lenko, Olentangy Local School District

Meeting Room A124

.75 hours CEU 2200 Serving Food

Have you always admired those celebrity chefs and the amazing works of art they create? Take your menu to the next level with this session! Learn how to take your average product and turn it into a mouthwatering masterpiece!! A panel of Food Service Directors will teach you how to take the bland and boring to bold and beautiful!!! This is a SNA session you will not want to miss!!!

4:30 p.m.

Bus Transportation to the Columbus Zoo

Boarding Location at the Convention Center TBD (look for more information onsite)

You must RSVP for transportation and for the Zoo event on your conference registration form.

Transportation to the Zoo and the Zoo event are conference registrants only (no guests), as space is limited. You may select to receive a boxed dinner on the bus ride to the Zoo at an additional charge. (Please be sure to select the boxed dinner option on your registration.)

Attendees may choose to drive on their own to the Zoo, but you must select this option on your registration form, as you will need to receive a parking pass and Zoo event ticket.

5:00 – 9:00 p.m.

Annual Conference Social Event at the Columbus Zoo!

You must RSVP for this event on your conference registration. Attendees may tour the Zoo freely from 5:00-7:00 p.m. At 7:00 p.m. when the Zoo closes, SNA of Ohio will hold a private event in the Tanzania Event Center in the Africa section of the zoo. The private event will include Giraffe feeding and an animal presentation! Snacks, beverages and a cash bar will be available from 7:00-9:00 p.m. in the Tanzania Event Center in Africa! Shuttles will depart the Tanzania event center at 8:00, 8:30, and 9:00 p.m. (Conference registrants only – no guests, as space is limited.)

Thursday, June 20th

7:00 a.m. – 5:00 p.m.

Conference Registration/Check In

Located near the entrance to Exhibit Hall A inside the Greater Columbus Convention Center

7:00 a.m. – 2:00 p.m.

Auction Room (hours will be listed onsite)

Meeting Room A125

Winners will be announced during the Expo this afternoon and must pick up their items by the end of the day.

7:45 – 9:15 a.m.

Annual Awards & Annual Business Meeting Breakfast

Short North Ballroom

Join us for breakfast and to celebrate SNA of Ohio's 2019 Award and Scholarship Winners, Chapter Presidents from the around the state, and industry who support SNA of Ohio! We will also hold our Annual Business Meeting, including installation of officers!

9:30 – 10:15 a.m.

BREAKOUT SESSIONS

Breakout Rooms are located near Conference Registration in Foyer A (near Exhibit Hall A)

1) Procurement: Everything You Need to Know

Presenter: Matthew Moore, Ohio Department of Education

Meeting Room A121

.75 hours CEU 2400 Purchasing/Procurement

Learn 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. This session will also take a quick glance into procurement reviews, with navigation of the CRRS and procurement review outlines.

2) Social Media for Beginners: The Ingredients for Tasty #SchoolNutrition Promotions

Presenter: Liz Roesel, Marketing Manager, Horizon Software

Meeting Room A122

.75 hours CEU 4100 Communications and Marketing

Social media can be overwhelming, especially if you've never used it. In this session, we look at the basics of Facebook, Instagram and Twitter. How do you create an account? What is a hashtag? And how can you use social media to promote your program are just some of the questions we will answer.

3) Social Media – Refresh Your Knowledge and Further Your Program

Presenter: Chris Burkhardt, Executive Director, School Nutrition, Cleveland Metropolitan School District

Meeting Room A123

.75 hours CEU 4100 Communications and Marketing

Today, social media is a pivotal part of any business's marketing strategy, especially for those who operate in school nutrition. From staying current with the latest industry news to social networking, social media is an important way to further your reach and make your voice heard. No matter what your level of expertise is, you will gain some insights and take-away from this session.

4) Farm to School for Directors – Ohio Proud!

Presenters: Mary Ann Delegrange, Ohio Department of Education; Heather Neikirk, OSU Extension; Kristina Windland, Farm to School Coordinator, Stark County Schools; Jenna Segal, Farm to School Regional Lead

Moderator: Stacey Bettis, SNA of Ohio Immediate Past President

Meeting Room A124

.75 hours CEU 2400 Purchasing/Procurement & CEU 1100 Menu Planning

Have you ever wanted to take a look into Farm to School a little more thoroughly? During this session you will see how different partners work together in the Farm to School process. See how many resources are available to your district. Grant writing examples will be given.

10:30 – 11:15 a.m.

BREAKOUT SESSIONS

Breakout Rooms are located near Conference Registration in Foyer A (near Exhibit Hall A)

1) Farm to School: Hands-On Approach

Presenters: Carrie Beegle, Cloverleaf Local Schools; Jennifer Tagliano, National Dairy Council; Carrie Woodruff, Lima City Schools; Tiffany McCleese, West Clermont Local School District; Amy Uecker, West Clermont Local School District

Meeting Room A121

.75 hours CEU 2400 Purchasing/Procurement & CEU 1100 Menu Planning

Everyone likes to get fresh produce from local farms, but what do you do with it once you have it? Many schools shy away from nutritive offerings like butternut squash because they don't know how to process them in their kitchens. Chef Carrie Beegle, the Food Service Director for Cloverleaf Local Schools and owner of Cafeteria Logix will share with you her farm to school purchasing narrative and give you the ins and outs from procurement to plate. She will offer quick, how-to instructions on receiving and processing and share recipes that have been given the thumbs up from her students. You will also hear during this session what other school districts are doing with Ohio Proud and Farm to School Ideas!

2) Progressive Discipline and Employee Challenges

Presenter: Courtney Morabito, Cincinnati Public Schools

Meeting Room A122

.75 hours CEU 3400 Human Resources and Staff Training

You never want to fire anyone — you want to lead, develop and empower people. Still, no matter how clearly you state position requirements, performance standards, and company policies, how many times you encourage employees to bring issues to your attention, how much you empathize- troubles with employees happen. Learn about what new research in the Human Resources and Psychology fields are saying about how to unify your team through Progressive Discipline. Progressive Discipline gives an opportunity for the Manager/Supervisor to present appropriate corrective action to improve a staff member's performance while giving the staff member an opportunity to be heard and to correct the problem.

3) Accommodating Children with Special Dietary Needs and School Based Health Care Updates

Presenters: Brigette Hires, PhD, RD, Assistant Director, Office of Integrated Student Supports, Ohio Department of Education; Anna Miller, MPH, School-based Health Care Coordinator, Office of Integrated Student Supports, Ohio Department of Education

Meeting Room A123

.75 hours CEU 1100 Nutrition

*In 2017, the US Department of Agriculture released an updated **Accommodating Children with Disabilities** in the School Meal Programs guidance manual. This session will help participants navigate the changes in definitions and accommodation requirements. Participants will learn how they play a contributive role in the wellbeing of school children and direct participants how to proactively participate in school health and wellness opportunities.*

4) Commodity Diversion: Understanding How the Process Works-With and Without a Co-Op

Presenter: Cheryl Ressler, JTM Foodgroup

Meeting Room A123

.75 hours CEU 2400 Purchasing/Procurement

Seek a deeper understanding of how the process of diverting commodities works to help decide what options are best for your operation.

11:30 a.m. - 12:15 p.m.

Wowing Customers One Generation at a Time

Presenter: Ken Wasco, Gordon Food Service

Short North Ballroom

.75 hours CEU 4130 Customer Service

Millennials, Gen Z, the kids...How are you supposed to handle them? Actually you handle them in just the same way you have you have learned to deal with every other group in your life. You adapt. We all function out of our programming - meaning the conditions of life that existed during our formative years affect how we approach life. That's as true for the greatest generation as it is for our youth. This dynamic humor-rich presentation allows each of us to look at our behavior in a mirror and to understand what it takes to "get to" those who seemingly are nothing like us.

12:15 - 12:30 p.m.

Ohio Department of Education and SNA National Updates

Presenters: Andrea Denning, Director of Integrated Student Support, Ohio Department of Education; Tamara Earl, Mideast Regional Director, School Nutrition Association

Short North Ballroom

12:30 - 3:30 p.m.

Annual School Nutrition Expo

Exhibit Hall A

Always a highlights of the conference, this year's show will include the newest products, equipment, and services available to school nutrition personnel! Also, this year, we will draw auction winner names during the expo and announce winners throughout!

Annual Conference Hotel Reservations/Parking



This year's host hotel is the Hyatt Regency Columbus, 350 N. High Street, Columbus, OH 43215.

A limited number of discounted hotel rooms are available for the nights of June 17, 18, 19, and 20 at the Hyatt Regency Columbus (connected to the Greater Columbus Convention Center). The conference block rate is \$149 (plus taxes) per night for single occupancy and \$159 (plus taxes) per night for double occupancy.

To reserve your hotel room, visit <https://www.hyatt.com/en-US/group-booking/CMHRC/G-SNAO> by May 20th.

Tax Exempt Credit Card or Check Payments to Hyatt Regency Columbus:

The tax exempt per night room rate is: \$163.90 single, \$174.90 double.

Tax Exempt/Credit Card Payments: If you will make your reservation by credit card, please **make your reservation online at <https://www.hyatt.com/en-US/group-booking/CMHRC/G-SNAO> with a credit card** and complete the credit card authorization and tax exempt forms at the link below for your reservation to be considered tax exempt. Please note that the credit card will need to be in the same school districts name that the tax exempt form is under. Please email both completed forms to Jessica.hernandez@hyatt.com. Please note that you are required to provide a credit card at check in for incidental charges, including any parking charges billed to your room (if your credit card authorization does not include incidentals to be charged to that card).

Tax Exempt/Check Payments: If you make your reservation by check payment, please **make your reservation online at <https://www.hyatt.com/en-US/group-booking/CMHRC/G-SNAO> with a credit card** and bring check payment at check in for your room and tax. Your credit card will not be charged for your online reservation once your check payment is received at check in. Please note that you will be required to provide a credit card at check in for incidental charges, including any parking charges billed to your room. Your check payment should be made payable to the Hyatt Regency Columbus. If you have any questions or need assistance, contact Jessica.hernandez@hyatt.com.

- **Credit card authorization form – complete at http://www.snaohio.org/content/documents/Hyatt_CC_auth_for_hotel_reservations.pdf - one form for EACH reservation.**
- **Tax Exempt Form – complete at https://www.tax.ohio.gov/portals/0/forms/fill-in/sales_and_use/exemption_certificates/ST_STEC_U_FI.pdf - one form for EACH reservation.**

PLEASE NOTE: TAX EXEMPTION WILL NOT BE GRANTED UNLESS A TAX EXEMPT FORM IS PRESENTED FOR EACH TYPE OF TAX AND THE ROOM IS PAID FOR BY A FORM OF PAYMENT FROM THE EXEMPT ORGANIZATION. (i.e., organization check, credit card or credit card authorization) The Hyatt Regency Columbus will not accept a purchase order as a form of payment.

Parking Options

Valet at Hyatt Regency Columbus (connected to the convention center)

- Recommended for Hyatt Regency overnight guests only.
- Rate is \$20 daily or \$33 overnight (both include in & out privileges)

Chestnut Street Garage (located one block south of the Hyatt - accessible via an enclosed and covered walkway).

- Recommended for overnight Hyatt guests. Cannot accommodate vans.
- Rate is \$18 overnight (day rate varies based on length of time parked).

You may view a parking map and more information at

http://www.snaohio.org/content/documents/Parking_Map_2019.pdf.

For additional day guest parking options near the convention center, visit

<https://columbusconventions.com/park/parking-availability/> for details, availability, and advance purchase options.