

School Nutrition Association of Virginia 2020 State Conference Agenda

Thursday, March 12:

4:00 pm - 6:30 pm Registration

Friday, March 13:

Breakfast on your own.

7:00 am - 7:00 pm Registration and Raffles for Education Fund Room 101
*** Raffle Your Feathers (formerly "Purse Raffle") closes at 6:00 pm. Register your Tabletop Decoration by 6 pm. ***

PRE-CONFERENCE SESSIONS (Pre-Registration required)

8:00 am - 5:00 pm Nutrition 101: A Taste of Food and Fitness (Lunch Included) Room 103
Nutrition 101 provides a basic overview of nutrition. The module incorporates a variety of learning activities to engage participants on a personal level. The learning objectives for each of the ten lessons are achieved through completion of all lesson components. The course meets the nutrition education requirement for Level 1 certification.

Presented by: Institute of Child Nutrition (ICN)

Target Audience: All

8:00 am - 5:00 pm Financial Management for Directors (Lunch Included) Room 102
This session provides training on management of finances and other resources as the foundation for nutrition integrity and quality meals in school nutrition programs. Lesson topics include Development of a Financial Management Information System, Communication and Ethical Behavior, Reporting Revenue and Expenditures, Controlling Food and Labor Costs, Financial Planning and Budget Development and Tools to Analyze Financial Status.

Presented by: Institute of Child Nutrition (ICN)

Target Audience: Directors

8:00 am - 12:00 pm Financial Management for Managers Using KPIs Room 106
This training was developed for site-based school nutrition managers and supervisors. Participants will receive instruction on the relationship of program cost and revenue, standard security practices to protect the financial integrity, budget management, increasing productivity and decreasing waste, and staff responsibility for sound financial management practices. Lesson topics include Financial Management, Production Record, Forecasting, Inventory Controls and Labor Costs.

Presented by: Casey Dickinson, Karen Howard, Virginia Department of Education (VDOE)

Target Audience: Managers and Supervisors

8:00 am - 12:00 pm Basic Culinary Math Conference Room A
The goal of this training is to provide participants with the opportunity to review and practice basic culinary math skills, including the basic math principles of addition, subtraction, multiplication, and division. The training will also focus on other key skills such as measuring and converting measurements, scaling recipes, and calculating food costs.

Presented by: Institute of Child Nutrition (ICN)

Target Audience: Managers, SN Assistants and Technicians

- 1:00 pm - 5:00 pm SNS Credentialing Exam Room 106**
 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. Registration must be completed through the SNA National website prior to the conference.
Presented by: SNA; Proctors: Christy Copeland and Kathy Hicks
Target Audience: All
- 9:30 am - 10:30 am Regional Directors Meeting (Continental Breakfast Included) Room 104**
- 10:45 am - 2:00 pm Executive Board Meeting (Lunch Included) Room 104**
- 12:00 pm Lunch on your own (unless attending designated Pre-Con Sessions and Meetings).**

FRIDAY BREAK-OUT SESSIONS

- 1:00 pm - 2:00 pm "USDA Open Forum" Room 108**
 This session will provide a review of USDA Foods rules and regulations. VDACS and USDA staff will be on hand for open discussion to answer all of your commodity questions.
Presented and sponsored by: VA Department of Agriculture & Consumer Services
Target Audience: All
- 2:15 pm - 3:15 pm Smart Strategies for Attracting and Retaining Staff Room 109**
 Are you having difficulty finding qualified candidates for open positions in your division? Is employee turnover an issue? A panel of seasoned school nutrition professionals will share their tips and strategies for recruitment and retention.
Presented by: Crystal Parsley, New Kent County Public Schools; Debbie Shifflett, Chesterfield County Public Schools; Brian Kiernan, Fredericksburg City Public Schools; Heather Snead, Franklin County Public Schools
Moderated By: Gerald Lehman, Rockingham County Public Schools
Target Audience: All
- 3:30 pm - 4:30 pm Using Local Food as a Marketing Tool to Increase Meal Participation Room 105**
 Learn how farm to school activities can increase meal participation and food literacy and hear from school nutrition professionals who are taking the leap into local.
Presented by: Trista Grigsby, Farm to School Specialist - Virginia Department of Education
Presiding: Crystal Parsley, New Kent Public Schools
Target Audience: All
- 3:30 pm - 4:30 pm Finding Success with District Wide CEP Room 108**
 We all know the great benefits of CEP. No applications, no unpaid meal charges and no stigma. But how will you do financially when you are expected to be financially self sufficient? Learn how to be financially successful with CEP.
Presented by: Cathy Alexander and Sarah Steely
Target Audience: All
- 3:30 pm - 4:30 pm No Nonsense Social Media - No Tricks, No Hacks, Just a Straightforward Strategy to Connect Room 107**
 Are you tired of hearing all the experts give you loads of "advice" on the exact best way to use social media? There's a whole lot of information out there. But you already know just about everything you need to in order to be effective on social media. Greg Dorazio, a former school PR pro and journalist, will show you how to build (and execute) a plan that will get you connected.
Presented by: Greg Dorazio
Target Audience: All

- 3:30 pm - 4:30 pm Student Trends Room 109**
 What are our students looking for in school meals? Come to this session and hear what a group of local students have to say.
Presented by: Edwina Forrest, Director, Hampton City Schools
Panel: Hampton City School Students
Presiding: Cheryl Bowers, Chesapeake Public Schools
Target Audience: All
- 4:45 pm - 5:45 pm First Timer's Session Room 105**
 Seasoned professionals share tips on conference etiquette and how to get the most out of your conference experience!
Hosted by: Debbie Paschall, Newport News Public Schools
Target Audience: Those attending their first State Conference
- 4:45 pm - 5:45 pm Marketing Your Program to Build Participation: Create a Positive Image of Your Program at the District, School and Chapter Levels Room 107**
 Learn about the importance of creating a positive image of your program in the eyes of your stakeholders. See how this is accomplished at the district level, the school level and in your local SNA chapter.
Presented by: Roni LaPelle, Field Supervisor/Marketing, Chesterfield Public Schools, and Heather Blades, Cafeteria Manager and CSNA Chapter President, Chesterfield County Public
Target Audience: All
- 4:45 pm - 5:45 pm Revolutionary Leadership Room 108**
 Unable to see the Broadway hit show Hamilton live on stage, you are invited to learn leadership from one of our founding fathers. Alexander Hamilton and the founding fathers built the first successful democratic government, changed the rules of leadership, and redefined what it means to ignite change in people. As a modern day leader, you may not be establishing a new government – but the principles of radical leadership still apply. Whether you are undertaking a new initiative, rejuvenating an organization, or sparking motivation in your team you will use the genius of this Broadway musical and its creator to start your revolution.
Presented by: Marcellus Snipes, Senior Director of Operations, WJCC Schools
Target Audience: Managers, Supervisors, Directors
- 4:45 pm - 5:45 pm Mindfulness Training Room 109**
 Do you sometimes feel like the stress of life makes it hard to be the person you really want to be at work and in other parts of your life? Just like life, professional settings provide us with challenges to face and overcome. This session will provide an introduction to mindfulness and its many benefits. We will practice basic mindfulness techniques that can assist you in becoming more present, deepening self awareness, managing stress effectively, and being the person you want to be in your interactions with others. None of us can be perfect, but we can build our inner strength, which will help us become happier and more effective.
Presented by: Michelle Kielty, Ph.D, Professor of Counseling, James Madison University; Licensed Professional Counselor and Mindfulness Consultant
Target Audience: All
- 4:45 pm - 5:45 pm Movin' and Groovin' with Group Dance 2nd Floor Pre-Function Area**
 Get your heart pumping while having fun!
Led by Crystal Parsley and Karen Porter
Target Audience: All

FRIDAY EVENING ACTIVITIES

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|---------------------------|--|------------------------------------|
| 6:00 pm - 7:30 pm | Industry and Supervisor Reception
Industry Members and Supervisors and Directors are invited for a networking reception.
<i>Coordinated by: Lisa Winter</i> | Conference Room A |
| 7:00 pm - 9:00 pm | Paint Night (Pre-Registration Required)
Enjoy your evening painting your best masterpiece yet.
<i>Coordinated by: Marion Elder</i> | 2nd Floor Pre-Function Area |
| 7:00 pm - 8:30 pm | Bingo
Everyone is invited to relax with friends while enjoying a night of Bingo.
Generously Sponsored by: KeyImpact | Room 104/105 |
| 8:00 PM - 11:30 PM | Evening of Entertainment - Tailgate Theme
Wear your favorite Team Gear while you enjoy games, activities, and Group Dance. Light Snacks will be provided, so plan to have dinner on your own prior to the event. Everyone is invited!
<i>Coordinated by: Leslie Smith, New Kent Public Schools</i>
Generously Sponsored by: ES Foods and House of Raeford | Ballroom ABC |

Saturday, March 14:

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| 7:00 am - 8:30 am | Registration and Raffles for Education Fund
(Registration is closed during First General Session)
<i>** Raffle Your Feathers (formerly "Purse Raffle") closes at 4:00 pm. Register your Tabletop Decoration by 2 pm. **</i> | Room 101 |
| 10:00 am - 12:00 pm | | |
| 7:00 am - 8:30 am | Silver Circle Breakfast (By Invitation Only)
<i>Coordinated By: Lana Pearce & Delois Grant</i> | Conference Room A |
| 7:30 am - 8:30 am | Breakfast Buffet | Ballroom ABC |
| 8:30 am - 10:00 am | First General Session | Ballroom ABC |
| | Welcome to Conference | Leslie Smith, Conference Chair |
| | Welcome from SNA-VA | Marci Lexa, President |
| | <ul style="list-style-type: none"> • Recognize First Timers • Recognize Retirees • Recognize SNA-VA 2019-2020 Executive Board | |
| | Pledge of Allegiance and National Anthem | |
| | Thought for the Day | Sandy Stokes, President-Elect |
| | Program Dedication | Marci Lexa, President |
| | Introduction of Keynote Speaker | Marci Lexa, President |
| | Keynote Speaker: Logan Weber
"Sticks & Stones Exposed" | |
| | Announcements | Leslie Smith, Conference Chair |
| | Food Show Remarks | Vinny Giacinto, SNA-VA Industry Chair |
| | 50/50 Drawing | Leslie Smith, Conference Chair |

SATURDAY BREAK-OUT SESSIONS

10:15 am-11:15 am How to Kiss Frogs Without Getting Warts on Your Lips Ballroom ABC

In this fast-moving follow up to Sticks & Stones Exposed, humorist and author Logan Weber shares, what is undeniably, one of the most powerful strategies known to build high levels of trust, strengthen relationships, and bring out the best in others. It is a skill he calls “Frog Kissing”. Come learn this amazing and easy to implement skill in your own life and begin to reap the benefits both professionally and personally...oh yeah, and laugh the whole time!!!!

Presented by: Logan Weber

Target Audience: All

10:15 am-11:15 am Food Fact - Fun Fact - Monikers Room 201/202

Come to this interactive session and hone in on your food safety knowledge through fun game activity.

Moderator: Marcia Rhoden

Sponsored By: SFSPac

Target Audience: Managers and Employees

11:30 am-12:30 pm Employee Sharing Roundtable Room 203/204

This session will have an open discussion format. Our moderator will have a list of “hot topics” to get the conversation going. Topics to be discussed include improving morale in the kitchen, engaging with students and school staff, managing food waste, and managing conflict. Brainstorm together to find solutions to common issues!

Moderated by: Steven Van Epp, Regional Director

Target Audience: Managers and Employees

12:30 pm - 2:30 pm Food Show & Exhibits (Open to All) Exhibit Hall A

3:00 pm - 4:00 pm Serve up a Healthy Environment: Reducing Single Use Plastics in School Meals Room 201/202

You are knocking it out of the park with healthy meals and making sure kids in your schools have the most nutritious options possible throughout their day, right?! Fresh salads, bounties of whole fruits, wholesome hearty entrees, yum! Now, consider how you choose to produce, package, and serve these healthful foods. What's the impact of these choices on the health of our environment? Think of all of the single use plastics in your school meals - straws, portion cups, trays, and more. According to the EPA, 75% of plastics end up in landfills never to be recycled or de-composed in our lifetime. Imagine how much plastic is leaving your schools just today - where is it going? Your community landfills, your yards and streets, your waterways & coastlines; eventually your oceans? School nutrition professionals play a vital role in plastic pollution solutions and it's our responsibility to model and share these solutions with students. Come listen and then decide what your plastic solution resolution will be.

Presented by: Amanda Warren, Director of School Nutrition, Staunton City Public Schools

Presiding: Hazel Hickman, Westmoreland Public Schools

Target Audience: All

3:00 pm - 4:00 pm READY! SET! RESET! Change Your Mindset & Reset Your Day Room 104/105

Do you ever think your day could not get any worse? Maybe it is not as bad as you think. Come and see how just a change in attitude can change your day.

Presented by: Sandy Stokes, Nutritionist and Roni LaPelle, Field Supervisor/Marketing with Chesterfield County Public Schools Food & Nutrition Services

Presiding: Robin Moore, Mecklenburg Public Schools

Target Audience: All

- 3:00 pm - 4:00 pm Teaming Up to Change the World Room 106/107**
Join No Kid Hungry Virginia for a fun, interactive session on increasing teamwork and inspiring FUN. Through a series of group activities, participants will review the qualities of effective teams and apply them to school nutrition. Participants will leave energized and equipped with tools and inspiration to facilitate team-building within their own cafeterias.
Presented by: Sarah Steely, Senior Program Manager, No Kid Hungry, VDOE
Presiding: Marion Elders, Brunswick County Schools
Target Audience: All
- 3:00 pm - 4:00 pm Chapter Presidents' Sharing Rally Room 108**
All current chapter presidents and elects are encouraged to join this session
Presented by: Marci Lexa, SNA-VA President and Rebekah Miller, SNA-VA Coordinator
Target Audience: Chapter Presidents and President-Elects
- 4:15 pm - 5:15 pm A Closer Look at Bulk Milk Dispensing in Virginia Room 102/103**
Why consider bulk milk dispensers? Hear from three school divisions that are using dispensers, experience a milk dispenser demonstration, and discover how The Dairy Alliance can support bulk milk in your school.
Presented by: Roseann Liberatore, Manager of Youth Wellness, The Dairy Alliance; Beth Morris, Director of School Nutrition, Lynchburg City Schools; Bruce Davis, Supervisor of Food Services, Prince Edward County Schools; Keyana Sonifrank, SN Manager, Bluestone Elementary, Harrisonburg City Schools; Trevor Bentley, Account Development Manager, Hubert Company Education Division
Presiding: Crystal Parsley, New Kent Public Schools
Target Audience: All
- 4:15 pm - 5:15 pm Ending Lunch Shaming, Managing Meal Debt, and Moving Forward Room 106/107**
In this session, we will review legislative efforts in Virginia that have helped to eliminate lunch shaming. Recognizing that meal debt has increased in the state, we will discuss strategies for managing debt while maintaining focus on our most important job - serving healthy meals to ALL students.
Presented by: Amy Maclosky, School Nutrition Director, Arlington City; Adelle Settle, Founder of Settle the Debt
Moderated by: Andrea Early, SNA-VA Vice President
Target Audience: All
- 4:15 pm -5:15 pm Diversity and Inclusion... Appreciating Each Other's Perspectives (Let's Have the Conversation) Room 104/105**
Sometimes what we have been exposed to, what we think we know, or what we are afraid of gets in the way of real inclusion. Different can be scary, uncomfortable, and hard, but different is necessary for wholeness and completion of the task. With this workshop we take the lid off of the entire process to have a real discussion about what we want to accomplish. This topic is so critical to our successful journey of team building.
Presented by: Vanessa Hayes, SNA Southeast Regional Director
Presiding: Hazel Hickman, Westmoreland Public Schools
Target Audience: All

SATURDAY EVENING ACTIVITIES

6:15 pm - 8:30 pm	Banquet, Awards, and Installation of Officers	Ballroom ABC
6:15	SNA-VA Recognition: <ul style="list-style-type: none"> ● Parade of Presidents & Chapter Recognition ● Past State Presidents ● Regional Directors ● Chapter Presidents ● Silver Circle Recognition ● Introduction of Special Guests 	Sandy Stokes, President-Elect
	Invocation	Larry Wade, Region 3 Director
6:30	Dinner Served	
7:30	Chapter Recognition Awards: <ul style="list-style-type: none"> ● Physical Activity and Nutrition Award ● Marketing Award ● Heart of the Program Award ● Friends of SNA-VA ● Louise Sublette Award of Excellence ● Administrator of the Year ● Outstanding Director of the Year ● Lifetime Achievement Award ● Thelma Flannigan President's Award of Excellence 	Marci Lexa, President
	Installation of 2020-2021 Executive Board	Vanessa Hayes, SNA Southeast RD
	Presentation of President & Past President Pins	Marci Lexa and Sandy Stokes
	Shadow Box and President's Gavel	Sandy Stokes, President-Elect
	Chapter Tabletop Decoration Winner	Heather Blades, Chapter 3F President
	50/50 Drawing & Announcements	Leslie Smith, State Conference Chair
8:30 pm - 11:00 pm	Karaoke Everyone is invited to come sing the night away! <i>Coordinated By: Crystal Parsley</i>	Ballroom ABC
8:45 pm - 9:45 pm	President's Reception (by invitation) <i>Coordinated by: Jane Haley, Cathy Alexander</i> Generously Sponsored by: SFSPac	Hospitality Suite

Sunday, March 15:

7:30 am - 8:30 am Breakfast

8:30 am - 11:30 pm Second General Session

Ballroom ABC

Introduction of the 2019-2020 Conf. Committee

Marci Lexa, Outgoing President

Introduction of the 2020-2021 Executive Board

Sandy Stokes, Incoming President

Remembrance of our Deceased Members

Ken Morris

Inspirational Moment

Larry Wade, Region 3 Director

“Back the PAC” Activity

Gerald Lehman, PPL Chair

Years of Service Awards

Sandy Stokes, President

Membership Recognition

Debbie Paschall, Membership Chair

- 100% Membership Individual School
- Administrative Office
- Chapter
- Cow of a Different Color
- Holy Cow Award
- Rising Star Awards

State Conference Registration Scholarship

Larry Wade, Region 3 Director

Scholarship Winners

Susan Jacobs, Scholarship Chair

100% Certification Awards

Randy Herman, Education Chair

Introduction of Keynote Speaker

Marci Lexa, Past President

Keynote Speaker: Linda Larsen

"Staying Right Side Up, When Everything's Upside Down"

Raffle Your Feathers Winners and 50/50 Drawing

Rebekah Miller, Coordinator

Evaluations & CEUS

Sandy Stokes, President

2021 Conference Invitation & Free Registration

Debbie Shiflett, Incoming Conf. Chair

Announcements

Please take a moment to evaluate your break-out sessions and activities. Thank you for attending SNA-VA's Annual State Conference!

We hope to see you next year here at the Hampton Roads Convention Center on March 19-21, 2021.