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Whats Happening

Members of the MN School Nutrition Association were able to cast their ballots during the election May 1st through May 15th for Vice President, Nutrition Chair and Leadership Development Committee.

Congratulations to Carrie Frank, Dover-Eyota ISD as incoming Vice President, Nutrition Chair, Faith Ford, Anoka-Hennepin ISD and to Erin George, St. Paul ISD, Leadership Development Committee. The Executive Board has appointed Lori Landowski, Foley ISD as Member Services Chair.

Thank you to all the candidates for their enthusiasm and commitment to serve our state association.

The new members of the Executive Board will be installed at the MSNA annual Conference in St. Cloud, MN. They will serve under the leadership of incoming President, Vickie Speltz, Lewiston/Altura ISD. Also, on the board will be President Elect, Mary Jo Lange, SNS, Red Lake ISD, Secretary/Treasurer, Penny Hoops, Public Policy Chair, Noah Atlas, SNS, Anoka-Hennepin District and Education Chair, Emily Malone, Prior Lake ISD and Industry Chair, Mary Ann Dammann, KeyImpact Sales & Systems.



*Carrie Frank*



*Faith Ford*



*Erin George*



*Lori Landowski*

## Gay Anderson to Serve as 2019-20 SNA President

The School Nutrition Association's (SNA) Delegate Assembly has voted overwhelmingly to appoint SNA President Gay Anderson, SNS, to fill the vacancy in SNA's 2019-20 President position. She will serve as SNA President until July 2020.

Following the resignation of SNA's President-elect, Doug Davis, SNA's Leadership Development Committee voted unanimously to recommend Anderson for the position, per SNA's Bylaws.

This appointment allows SNA's 2019-20 President-elect, Reginald Ross, SNS, and Vice President, Beth Wallace, MBA, SNS, to serve their full terms in office, contributing to the Association within the timeline and succession plan they were elected to serve.



# President's Message



*Amy Thering, MSNA President*

Wow, I can hardly believe how this school year has flown by! I hope you all took my advice and are enjoying your (too-short!) Minnesota summer!

It has truly been a remarkable school year for MSNA, so much work was done to keep us on the path that the Board chose for our Plan of Action for this past year, enclosed you will find a copy.

This Plan was created by the Board after some strategic planning to identify our 3-year Strategic Plans' goals and the 1 year Plan of Action. President-Elect Vickie Speltz and the new 2019-20 Board will be creating a Plan of Action for year 2 of that 3-year strategic plan.



Feeding Bodies. Fueling Minds.™

I want to personally thank each and every Board member that has worked so hard for you and MSNA this year! Each board member puts in many many volunteer hours attending meetings and working on your behalf. We appreciate each and every one of them and without their dedication, MSNA would not function! If you see them at Annual Conference, please thank them for their service!

- Vickie Speltz, President-Elect
- Jo Lange, Vice President
- Penny Hoops, Secretary/Finance
- Jackie Brown, Nutrition Chair
- Emily Malone, Education Chair
- Amy Richardson, Member Services Chair
- Noah Atlas, Public Policy and Legislative Chair
- Mary Ann Dammann, Industry & Allied Chair
- Deb Lukkonen, MDE
- Sharon Maus, Executive Director

With this school year coming to a close, that means a new Board was elected and is getting ready to lead MSNA next year. We have two new board members elected for next year and one appointed new board member and I want to welcome them to MSNA! We so appreciate them running for office, it is vital that we have candidates on the ballot every year! Welcome to Carrie Frank, Vice President and Faith Ford, Nutrition Chair and to Lori Landowski, Member Services Chair.

Thank you to Jackie Brown, Orono Schools for her service as Nutrition Chair and Amy Richardson, Stillwater Area Schools for her service as Member Services Chair. MSNA appreciates your dedication and support to the association for the past two years. We wish you the best for the future!

If you are contacted by the Leadership Development Committee to be on the ballot, I would really encourage you to do so, it is very rewarding! The 2019 Leadership Development Committee will consist of Sherri Knutson (Rochester ISD), Erin George (St. Paul Public Schools), 2 new appointees and myself as Immediate Past President.

Congratulations to Cheryl Pick, Minnesota SNA Director of the Year, Foley ISD, Jessica Pena, Minnesota SNA State and Regional Manager of the year, Mounds View ISD, Gwen Daly, Minnesota SNA State and Regional Employee of the Year, Anoka-Hennepin ISD, MSNA Innovation Award, Patti Egelkraut, Forest Lake Schools and Industry Partner of the Year, Mary Beth Sachs, Affinity Group Food Marketing.

Plans are all set for the Amazing 63rd Annual Conference in St. Cloud, the Annual Conference planning committee has "Dared to be Amazing" and planned a fantastic conference for you! I look forward to seeing you in St. Cloud!

It has been my honor and privilege to be your president this year, thank you all!

*Amy Thering*

**CORE PURPOSE:**  
Well-nourished students, prepared for success

**VISION:**  
Be the authority and resource for school nutrition programs

**MISSION:**  
MSNA is a state organization of school food professionals committed to advancing school nutrition programs through education and advocacy.



## MSNA Plan of Action 2018-

# Year One Objectives

<b>1. Professional Development</b> <ul style="list-style-type: none"> <li>Increase conference attendance by providing more relevant workshops focused on all skill levels</li> <li>Increase attendance from members in outstate MN</li> </ul>	<b>2. Advocacy &amp; Public Image</b> <ul style="list-style-type: none"> <li>Media 2.0 to promote MSNA, increase social media relevancy/footprint</li> <li>Increase work to educate school boards &amp; district re: MSNA &amp; our work</li> </ul>	<b>3. Membership &amp; Community</b> <ul style="list-style-type: none"> <li>Increase outreach to &amp; membership of millennials</li> <li>Increase training opportunities to other groups &amp; teachers (FACs, Ag, FFA etc)</li> </ul>	<b>4. Governance &amp; Operations</b> <ul style="list-style-type: none"> <li>Be a resource &amp; provide support for smaller districts to maintain independent foodservice operation of child nutrition program</li> <li>Provide financing for any new Board or Executive Committee-approved actions and/or programs.</li> <li>Review &amp; evaluate board members' partnership commitments for value to MSNA, its mission, members and time required.</li> </ul>
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## Action Items to Achieve Year One Objectives **WHO** **Status**

<u>1.A. Increase advertising for AC scholarships—Thymes, email</u>	<u>Mktg, Memb Sv</u>	<u>DONE</u>
<u>1.B. Review workshops to ensure relevancy to all skill levels</u>	<u>Educ Chr, AC Wkship</u>	<u>DONE</u>
<u>1.C. Send email blast to members outside 7 county metro re: AC</u>	<u>PresEI, CIPR, ED</u>	<u>Date TBD</u>
<u>1.D. Schedule fun activities at Annual Conference</u>	<u>PresEI, AC Chrs</u>	<u>DONE</u>
<u>1.E. Increase attendance at all MSNA Conferences by 10% over 2018</u>	<u>PresEI, PPL, Ind, Nut In Proc</u>	
<u>2.A. Further specify and define Media 2.0</u>	<u>Exec Comm, Mktg, CIPR</u>	<u>DONE</u>
<u>2.B. Review PR contract, revise scope of work to align with POA</u>	<u>Exec Comm, Mktg</u>	<u>DONE</u>
<u>2.C. Increase Facebook followers to 800, what to post</u>	<u>Mktg, CIPR</u>	<u>DONE, 894, inc of 27%</u>
<u>2.D. Outreach to educate school boards, others (Jun 2019)</u>	<u>Pres, Pres Elect</u>	<u>DONE</u>
<u>3. A. Survey younger members on interests, benefits</u>	<u>Mktg, Memb Sv, CIPR</u>	<u>DONE 2018</u>
<u>3.B. Reach out to MANA to explain MSNA membership benefits, careers</u>	<u>Nut'n Chair</u>	<u>TBD</u>
<u>3.C. Recruit at college job fairs, outreach to college placement offices</u>	<u>Educ Chr</u>	<u>TBD</u>
<u>3.D. Ask SNA about Next Gen Task Force for learnings</u>	<u>Pres</u>	<u>NA at this time per SNA</u>
<u>3.E. Training opportunities for non-SFS groups, teachers re SFS</u>	<u>Educ Chair, Pres, PE</u>	<u>DONE, 11/18</u>
<u>3.F. IAB increase memberships by 3%, Elite memberships by 2 over 2018</u>	<u>Ind Chair</u>	<u>DONE</u>
<u>4.A. Obtain contacts for sup'ts of districts &lt; 1,000 members</u>	<u>State Agency Rep</u>	<u>DONE</u>
<u>4.A.1. Pick SFA's to contact (self-op, need assistance)</u>	<u>PE, Walnut Grove, MN</u>	<u>DONE</u>
<u>4.B. Policy/Proc Manual Review and proposed revisions</u>	<u>VP, ED</u>	<u>DONE</u>
<u>4.C. As budget allows, support new Board or EC actions/programs</u>	<u>Exec Comm</u>	<u>N/A</u>
<u>4.D. Review partnerships, assignments to external committees for Board</u>	<u>Exec Comm</u>	<u>DONE</u>
<u>4.E. Monthly review of budget, email report to Exec Comm</u>	<u>Sec/Treas</u>	<u>ongoing</u>
<u>4.F. Present candidates for elected offices to Exec Comm for Board appr</u>	<u>Post Pres</u>	<u>DONE</u>

### OTHER:

Note—all committee chairs provide monthly report of actions

Note—ED indicates Executive Director

### KEY: **Completed**

**In Process**

**Not done**

Committees/Board Rep  
Annual Conference/PE  
By Laws/PE  
Education Committee/Ed Ch  
Industry Conference/Ind Ch  
Leadership Development/PP  
Marketing/VP  
Member Services/Mbr Sv Ch  
Nutrition Conference, Nutrition/Nutr Chair  
Public Policy/Legislative/PPL  
Skills Camp (ad hoc) **12/31/18**



# President Elect



*Vickie Speltz*  
*President Elect*

Hello MSNA Members!

I hope all of you had a great school year! Amazing how fast time goes and now we will be getting ready for our annual conference and gearing up for back to school.

I was fortunate to represent you at the School Nutrition National Leadership (NLC) conference in Sarasota Florida at the end of April. I can personally and honestly tell you it was much too hot for this Minnesota girl!

I attended NLC with our Vice President, Jo Lange, Secretary/Treasurer, Penny Hoops and our Executive Director, Sharon Maus. We had the opportunity to hear from a variety of speakers on the leadership opportunities and challenges in leading a nonprofit association, to gain new insights into becoming a more effective and engaging leaders, and to network with other state and national SNA leaders from across the country.

I attended the State Leadership Symposium with our Executive Director. This session focused on the roles and responsibilities of the State President and Board members, overseeing association operations, evaluating key components of successful leadership and governance, utilizing knowledge-based decision making, and maximizing the partnership with the State Executive Director/staff. Julia Bauscher, SNS, SNA Past President and Patti Montague, SNA Chief Executive Officer lead the session. It was a wonderful session to help prepare me to lead MSNA as incoming president!

Our own Executive Director, Sharon Maus, presented a workshop with the New York Executive Director on reducing the size of your governance. This session was how to reduce a large board to a lower amount of board members. MSNA reduced the executive board size from over 35 members to 10 members in 1997-1998. Many other states look to Minnesota for advice and how it is working for us. I can say it is a good size board to work with!

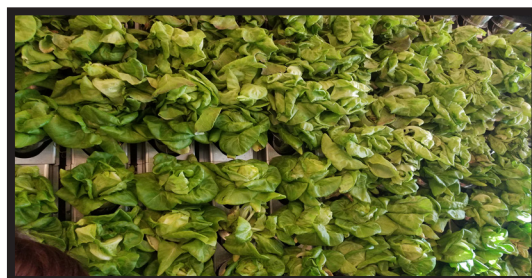
One of the things that stood out to me during our time in Sarasota, were the many restaurants that sourced their foods from the local farmers. It reminded me of the farm to school program we have in our districts. One of the restaurants even had lettuce growing on the wall, much like districts gardens in our state. It was good to see.

We will be working on putting together the next phase of the state strategic plan, following the current SNA Strategic Plan and MSNA Strategic Plan.

Hope you all have a great rest of your summer and see you at the state conference.

***"Dare to be Amazing".***

Vickie Speltz  
MSNA President-Elect



# Secretary/Treasurer



*Penny Hoops*  
*Secretary/Treasurer*

Hello MSNA Members!!  
So much is happening in the MSNA world. We just finished up the SNIP conference at Madden's Resort in Brainerd and we are moving quickly to the 63rd annual state conference that will be held in St. Cloud at the River's Edge Convention Center. We have been getting in annual registrations and vendor booth deposits daily and with that you will notice that our checking

account balance will reflect this. Most conference invoices will not be processed and paid until after the conference is completed. At the annual conference, I will be presenting a total finance overview during the business meeting and will give the members a full report on the finances of the association.

Here is your financial report as of May 31, 2019:

Checking:	\$51,396.94
Savings:	\$101,271.54
Investments:	\$281,478.32
CD Investments:	\$88,907.19 (quarterly statements)
Total:	\$523,054.02

As chair of the Annual Conference committee, I want to let you all know that conference committee has been working very hard to get all things ready for the conference. All workshops will be listed for each target audience as guide to help you choose your level of sessions. You can find a full conference report on page 10.

If you ever have questions, please do not hesitate to contact me.

## Member Services Chair



*Amy Richardson*  
*Member Services Chair*

I want to thank you all for the past two years as member services chair! I will be stepping down as the member services chair but know that I am leaving this position feeling proud of our association and the strong members we have!

Did you know that as a Minnesota SNA member, you are a part of one of the leading state associations in the country? You have access to the MNSNA.org website, which provides valuable information specific to Minnesota. You can

go to Chapter meetings and network with others from your local area. You can attend one of our Minnesota conferences and learn valuable tools to take directly to your kitchens. There is a wealth of knowledge right here in our home state!

I know I am leaving this position to another great person, Lori Landowski, who will be taking over the member services chair in August after the board installation at conference. She will continue to serve the membership and if you have any questions, just let her know!

### Are you getting the most out of your SNA Membership?

Summer is the perfect time to catch up after a busy school year. So put that pile of unread School Nutrition magazines in your beach bag!

Have you browsed the webinar library recently? Here are a

couple of my favorites on [training techniques for adult learners](#). There are so many benefits of SNA membership that you may not even know about!

- Nationally recognized [certificate](#) and [credentialing](#) programs
- Year-round free educational [webinars](#) on pertinent topics like food allergies, food safety and procurement
- Educational [meetings](#) and networking events tailored to your needs
- [Legislative](#) and advocacy efforts
- [PR and marketing tools](#) to promote your programs to parents, students and the school community
- [Scholarships](#) for you and your team
- A subscription to SNA's award-winning magazine, [School Nutrition](#)
- Access to the latest news and issues from the SNA website and [e-newsletters](#) including SNA SmartBrief
- Member-only [insurance plans](#) including comprehensive health insurance and life insurance.

### Chapter Leadership Seminar

Chapter Leaders-outgoing and incoming are invited to attend the chapter leadership seminar that will be held on Sunday, August 4th at the RECC in St. Cloud. We are changing things up a bit for this meeting. We will be having SNA Midwest Regional Director, Sandi Kramers help facilitate a round table discussion with all the chapter leaders to find out what issues chapters are facing, what needs there are and a listening session with our board.

Please watch for an email from me with more details on the meeting. Questions, please call the MSNA office!

# Public Policy Update



Noah Atlas  
Public Policy Chair

I would like to thank all of our MSNA and MSNA Industry members for your support of the public policy and legislative committee this year.

Despite a solid coalition effort with Second Harvest Heartland and others, our Breakfast After the Bell initiative was not funded in the final E-12 bill. The House DFL brought the proposal to conference committee and included it in their first negotiating offer to the Senate. However, when the budget target for E-12 was released it was clear it would be tough to get it included. Many thanks go to Rep. Heather Edelson and Sen. Paul Anderson for chief authoring the bill. House Education Chair Jim Davnie deserves credit as well for bringing 'BAB' to conference committee in his E-12 budget plan.

The Farm2School coalition was successful in getting \$400,000 appropriated in the Department of Agriculture bill. The dollars could be used for reimbursing schools for purchasing locally grown foods. We will continue to monitor

and learn more as we are sure some of our local programs will be interested in participating. The anti-lunch shaming legislation that has been proposed for the past few years did not pass either.

Attorney General, Keith Ellison, released a legal opinion stating that it is illegal for schools to withhold graduation participation for having unpaid meal debt. We would expect to see Legal Aid work with the MDE Commissioner to see that this opinion is broadly disseminated to school administrators this summer.

Sam Walseth MSNA's Lobbyist, Rebecca Mino from Second Harvest Heartland, and I plan to present at a breakout session at annual conference this summer, so stop in and learn all about the legislative process. I promise no political ads or mudslinging will be involved. Our policy committee will reconvene planning for the 2020 session on Friday, October 4th, and we have scheduled our legislative reception for Tuesday, February 25th 2020.

I look forward to seeing you all at the annual state conference this summer in St. Cloud!

## Member Get a Member Annual Membership Campaign 2019-20

### Recruit a New SNA Member Today!

Recruit 1 or more new  
members between **June 1, 2019**  
and **May 31, 2020**  
and you will be entered to  
**win 1 of 5 registrations** for  
SNA's 2021 Annual National  
Conference in Chicago, IL.\*

A graphic with a green border containing four colored squares: red (top left) with 'BUILD' in white, blue (top right) with 'YOUR Association...' in white, yellow (bottom left) with 'YOUR Profession...' in black, and green (bottom right) with 'YOUR FUTURE.' in white. In the center is the School Nutrition Association logo featuring an apple. At the bottom, the website 'www.schoolnutrition.org/build' and hashtag '#SNAStrong' are displayed.

**BUILD**

**YOUR**  
Association...

**YOUR**  
Profession...

**YOUR**  
FUTURE.



[www.schoolnutrition.org/build](http://www.schoolnutrition.org/build) #SNAStrong

\*VOID WHERE RESTRICTED OR PROHIBITED BY LAW

Learn more at [www.schoolnutrition.org/build](http://www.schoolnutrition.org/build)





Debra Lukkenon, RD, SNS  
MN Dept of Education

## Procurement, Procurement, Procurement!

It's as easy as buying a couch!

**Note: this is part 3 of a series.**  
Click for [part 1](#) & [part 2](#)

### PART 3

When we left off from the last issue of the "Thymes," I reported that I had just identified which couch I was going to buy and which store I was going to purchase it from. I followed the steps for a fair and open procurement process, and I found the perfect couch.

#### Step One: USDA Regulations – Setting up the Procurement Foundation

I took time to learn the general procurement standards regs. For USDA purchases, information can be found [here](#). To understand how to use fair and open competition, read the Competition regs [here](#).

#### Step Two: Specifications, Solicitation and Purchase Methods

My next step was to research or solicit stores or vendors who might carry a sofa with my requirements. I created specifications of what I wanted in a sofa and did some comparison shopping. Based on the dollar amount of my purchase, I could use the "micro-purchasing" method. If my purchase was more expensive, I would have used the small purchase (informal) or sealed bid (formal) method.

#### Step Three: Make the Purchase

I love my new pink, plaid couch! It is the perfect color, and the store can meet most of my expectations. However, before I give the store my money and purchase the sofa, there's a few things I need to do.

**Review Purchasing Documents.** As I look over the purchasing documents (Yes – be sure to read all of the purchasing documents!) I want to be sure of a couple of things:

- Is the price correct? Is it what I agreed to pay?
- When is the money due? Do I have 30 days to pay? Must I pay "up front" or can I pay in installments?
- When will the couch be delivered?
- Does the warranty cover everything I need it to cover?
- Do I need to purchase additional warranty coverage?

#### Manage Your Purchase

After a purchase has been made and a contract signed, your work is not done. Now the purchase must be managed. The first thing to do is to secure your contract, or paper documents, in a safe place. The documents should contain the vendor name, name of the sales person and contact information, the price, warranty, delivery instructions, and what steps to take if there is a problem. Develop

a good working relationship with the vendor. For my couch purchase, Richard was my salesperson and he gave me his business card to "call if you have any concerns or questions!" I will save his business card.

#### Delivery

When my couch is delivered I inspected it very carefully to ensure that it is the correct product and there was no damage. If the store sent a blue couch – back to the store it would go! If it's stained or ripped or the wrong style, I would have refused the delivery. I searched long and hard for my pink couch, and I followed procurement protocol. Now it continues to be my responsibility to ensure that I get what I specified. I also made sure that the fabric protection was applied, and I tested the softness of the pillows and bounciness of the cushions. That was part of what my specs required!

#### Payment

Prior to payment of any invoice, a smart shopper will compare the invoice price to the bid quote price. If there's a price difference be sure to call the vendor for an explanation. It's a good thing that I saved Richard's business card!

#### Records to Maintain:

USDA requires that records be kept on file for three preceding years plus the current school year. It's important to save the records of my couch purchase, too, just in case the leg breaks and I need to get the warranty to cover the repair or replacement! Other records to maintain include:

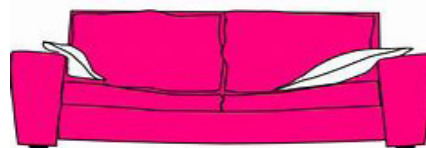
- Purchasing plans and Procurement documents
- Purchase orders
- Delivery receipts
- Invoices
- Accounting records

Finally with every USDA purchase method utilized, you must monitor invoices and products to ensure that bid prices, product quantity and quality are being honored. Call your vendor if you receive sub-standard product!

#### Step Four: Enjoy Your Purchase

Now I will sit back and relax on my new pink sofa and watch a good TV show or maybe just watch the birds build nests outside the window. I know that I've confidently used great procurement practices that I can implement at my job site.

Happy procuring!



# Elite Industry Members

To find out more on how to become an MSNA Industry Member visit our [Industry page](#) on the MSNA website!





# Award Winners

## Director of the Year

Cheryl Pick, Director of Child Nutrition Services at Foley Public Schools, has been named the Minnesota SNA state Director of the Year. The award recognizes the extraordinary contributions of school nutrition directors in Minnesota who manage successful school meal programs, which provide healthy, appetizing meals to students.



Celebrating 20 years as supervisor at FPS, Cheryl oversees nutrition at the district's three schools, which serve over 1,800 students. She has increased meal participation by improving offerings and supporting nutrition education. Her team craft homemade soups, sauces and wraps and manage a selection of fresh fruits and vegetables from local farms. Working with the school agriculture teacher, Cheryl helped organize the construction of five garden boxes outside of the school kitchen, allowing for easy harvest access. Her staff describes her as a champion for school nutrition education and someone who excels in training others. In addition to her own district, she has become a mentor and a resource for smaller schools in her area – sharing her knowledge of programs that she has experience implementing.

## Employee of the Year

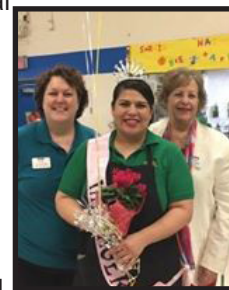
Gwen Daly, Child Nutrition Assistant, Northdale Middle School, Anoka-Hennepin ISD has been named the Minnesota SNA state and Midwest Regional Employee of the Year. The award recognizes the valuable contribution of school nutrition employees, ones who exhibit a remarkable commitment to both their school meal program and the students they serve. Gwen is described as respectful, helpful and extremely approachable for both students and staff. She is known to take time outside of work to create projects for her school.



Daly has created various timesaving tools in the kitchen, including three-ring binders organizing daily menus that show case recipes and specific serving utensils needed for each meal. She is invested in her students, nominating deserving students to be recognized for the staff-generated "People's Choice Awards" at Northdale Middle School. Using her personal experience dealing with a restrictive diabetic diet, she takes extra time to work with students who need advice and guidance in choosing the proper carbohydrates per each individual student's insulin dosage. To continue educating herself on the latest trends and guidelines in school nutrition, Daly has attended the MSNA State Conference for the past 10 years, maintaining a School Nutrition Association Membership and Level 4 Certification.

## Manager of the Year

Jessica Pena, Head Cook Manager at Island Lake Elementary School, Mounds View ISD has been named the Minnesota SNA state and Midwest Regional Manager of the Year. Considered the highest honor a school nutrition manager can earn, the award recognizes a cafeteria manager who has demonstrated dedication and ingenuity to improve his or her school meal program.



Staff describe Jessica as a dedicated team player who inspires loyalty and has a highly disciplined work ethic. Interested in keeping cafeteria atmosphere light and cheerful, Jessica organizes decorations and staff attire for special dress-up days such as Pajama Day and Halloween. She promotes camaraderie and reaches beyond the cafeteria, sending special birthday cards to teachers and administrators and serving as liaison between school staff, administration and the kitchen staff. As the North Ramsey Chapter 8 President, she organizes training sessions that range from kitchen ergonomics to "lunch lady self-defense" and has planned Farm to Table field trips. Committed to education and learning trends, Jessica attends the state and national conferences and served on the MSNA Leadership Development Committee.

## Innovation Award

Patricia "Patti" Egelkraut of Wyoming Elementary School, Forest Lake ISD has received the 2019 MSNA Innovation Award. Patti earned the award for her involvement in the development and implementation of a school-wide Breakfast in the Classroom program that began in the 2018/19 school year. For consideration of the MSNA Innovation Award distinction, the recipient must show initiative in creating or implementing an innovative process or program within a school or district which adds value or streamlines operations.



Patti began the process of adding Breakfast in the Classroom by meeting with the school principal to exchange ideas and review concerns on how the program would work. After a plan was in place, she coordinated with the custodial staff to ensure food safety guidelines for cleaning and sanitizing in the classrooms were followed. Addressing the need for two breakfast options, Egelkraut set up serving lines to handle the flow of students. Using USDA guidelines and feedback from students, she helped plan the breakfast menu with items that would work in grab-and-go bags without the worry of a mess in the classroom. The Breakfast participation at Wyoming Elementary increased from 22 percent in May of 2018 to 32 percent in December 2018.

# Conference Corner



Mary Ann Dammann  
Industry Chair

The 2019 SNIP (School Nutrition Industry Partnerships) Conference was held on May 2-3, 2019, at a new location at beautiful Madden's on Gull Lake.

One hundred and nineteen Industry and School Foodservice professionals gathered for fun, learning, sharing, meeting new friends and nurturing relationships.

Two pre-con sessions were held on Wednesday evening. Industry members attended the Industry Forum hosted by the IAB (Industry Advisory Board) and school foodservice people attended a panel discussion titled "We Are More Than Meats the Eye". After the sessions, we all gathered for pizza, beverages and amazing karaoke! A special "thank you" to those Industry partners who chipped in to cover the cost of the pizza.

The focus for this year's conference was social media and marketing. Hence, our conference title "#SNIP CHAT – is there an APP for that?!". Dayle Hayes and Dr. Katie Wilson were our keynote presenters on Thursday. They were excellent...giving all of us tangible ideas, tips and tools, food-for-thought on marketing our programs and communicating with people. Their energy and passion for child nutrition is second-to-none and very contagious!

We began Friday morning with the annual announcement for "Industry Partner of the Year". CONGRATULATIONS to Mary Beth Sachs from Affinity Group Food Marketing! The award recognizes exemplary efforts of an industry member who has gone above and beyond to support MSNA members and the child nutrition community. and is given annually to a professional who is engaged in the sale of products or services to members of MSNA and has made

especially outstanding contributions to the advancement of child nutrition. Mary Beth is very active with MSNA and currently serves on the SNIP committee. Thank you for all your hard work, Mary Beth, and support of MSNA. Well deserved.

The Friday morning agenda was three rotating, hands-on, outstanding sessions - "Creating Quick Clips to Tell Your Story"; "How to Use Your 60 Seconds"; and "Are You Looking for S'more Spark?". MSNA's marketing partner, CJ PR lead one session and the other two sessions were hosted by our very own MSNA school members. So much great information was shared and we all learned new ways to convey our message.

Marketing today can be challenging because there are so many different avenues to communicate and which method is best for you? The 2019 SNIP Conference hit a homerun addressing this challenge!

A very big "thank you" to the SNIP Committee – Terri Harrington, Angel Wagner, Mary Beth Sachs, Howard McCann, Jayme Anderson, Janeen Peterson, Jennifer Walters, Penny Hoops, Jo Lange, and Sharon Maus. Being on any committee for MSNA.....SNIP, Nutrition, PPL (Public Policy Legislation), Annual Conference...is a great way to be involved, meet new people and have FUN! Please let Sharon Maus know if you are interested.

Lastly, thank you to all 77 attendees who filled out the survey. Here are some of the comments: **"Excellent location, great speakers and overall a great time!"; "Best one yet"; "Loved the venue and the food. The speakers and breakout sessions were great"; "The conference was great!! I loved it at Maddens. The speakers and subject matter were very good! I learned a lot. The rooms were nice, and food was amazing"; "Loved the new facilities! Food was exceptional! Best we have ever had."**

Mark your calendars and come join us in 2020  
May 6-8, at beautiful Madden's on Gull Lake!!





# Conference Corner



Conference chairs, Penny Hoops and Deanna Cooley invite all members to the 63rd Annual State conference to be held at the River's Edge Convention Center in St. Cloud MN on August 4-7th, 2019!

Conference Theme is "***Dare to be Amazing***"!



Our opening keynote speaker is Eric Kulikowski.

Since his days studying Mechanical and Aerospace Engineering at the University of Dayton, Eric has dedicated himself to the pursuit of individual and organizational excellence a professional leader development coach, speaker and consultant, Eric started his private

practice, Dare to be Amazing, to help leaders make change possible. Businesses and individuals engage with Eric because they want to discover proven ways to thrive in the chaos that surrounds them everyday. They do this because they recognize they can't control their exact circumstances, but they do have complete control over the way they react to these circumstances. And, that's where Eric comes in. Give yourself five minutes with Eric and you will walk away with a whole new outlook. His positive attitude is absolutely contagious.



Our closing Keynote speaker is Dr. Tami West, PhD.

Dr. West cannot diagnose or treat your skin rash. She's not that kind of doctor. What kind of doctor is she? The kind who became a PhD solely to help others live happier, more fulfilled lives. Her passion stems from her battle with anxiety disorder that initiated

her dedication to helping others. Her clients come from all walks of life, from Danbury Federal Prison inmates (the setting of the Netflix Emmy-winning series Orange is the New Black) to Social Security Administration senior management. Tami is always real, completely transparent, totally sincere, and consistently surprising. She will make you laugh, cry, and shine a refreshingly new light on life's challenges.

## Registration

Early Bird registration ends on June 30th. You can register on the [Events page](#) on the MSNA website. If you register online, your order confirmation is generated immediately upon submission of payment. Please do not use more than one method of registration.

## Service Project

Our service project this year will be to the Child Advocacy Center (CentraCare Health Foundation). This center cares for children who have been physically, sexually or emotionally abused. This facility brings law enforcement, child protection, county attorneys, advocates, mental health and medical professionals together to listen as a child tells their traumatic story one time to a trusted professional.

## How can you help?

As members we can donate items that can be utilized in the facility or sent home with the child to help them feel more comfortable during their experience.

Much needed items:

- Gas gift cards for families needing to travel to appointments
  - Kid toys for the waiting area (toys easily cleaned-no wood)
  - Fidget items (stress balls, fidget gadgets etc)
  - Children & young adult clothing-size kid to 18-**MUST BE NEW**
  - Hygiene items
  - Socks/Underwear - sizes youth to 18- **MUST BE NEW**
- Bring donations to registration area at RECC**

## Education Scholarship Fundraiser

Dig deep and get creative for the Education Scholarship Fundraiser! Use your imagination and put together a basket, purse, box, etc to help raise money for MSNA's Education Scholarship fund.

## Volunteering

Please consider volunteering some time to make this the best MSNA Conference ever. [Click here](#) to sign up to volunteer. If you have questions, please contact Hospitality Chair, Deborah Rydberg at [drydberg@isd12.org](mailto:drydberg@isd12.org)

## Hotel Block

An adequate number of rooms have been blocked for members, vendors and speakers.

### MSNA HOTEL BLOCK

#### \*Best Western Kelly Inn

100 4th Ave. S  
St. Cloud, MN 56301  
320-253-0606  
Room Rate: \$89.00 + tax

#### Holiday Inn & Suites

75 S 37th Ave  
St. Cloud, MN 56301  
320-253-9000  
Room Rate: \$94.00 + tax

#### \*Courtyard by Marriott

404 St. Germain St.  
St. Cloud, MN 56301  
320-654-1661  
Room Rate: \$159.00-\$179.00 + tax  
(parking is extra)

\*\*within walking distance

#### \*GrandStay Hotel

213 6th Ave S  
St. Cloud, MN 56301  
320-251-4500  
Room Rate: \$109.00 + tax

#### Country Inn & Suites

120 7th Ave SE  
St. Cloud, MN 56304  
320-252-8282  
Room Rate: \$99.00 + tax

#### Residence Inn by Marriott

450 Division St.  
Waite Park, MN 56387  
Room Rate \$154.00-\$174.00  
+tax  
320-640-0200

[Online Link](#)

Deadline is July 1st



## Exhibit Show Information

The MSNA Exhibit Show registration information can be found on the [MSNA website](#).

**Date:** Tuesday, August 6, 2019  
**Location:** River's Edge Convention Center (RECC)  
 10 4th Avenue S  
 St. Cloud, MN 56301  
**Booth Size:** Standard booths, 8' x 10'  
 Multiple booths are available  
**Theme:** "Dare to Be Amazing"  
 Colors: Blue and Silver  
**Exhibit Show Cost:** Register and pay by June 3, 2019  
 MNSA Member Early Bird Special \$775  
 Non-member Early Bird Special \$975  
 \*Late Fee to be added after 6/3/19 \$200

Cancellation within 30 days of show will have a \$150 administrative fee charge.

### Exhibitor Set-up Hours:

Monday, August 5, 2019 2 pm - 6 pm  
 Tuesday, August 6, 2019 7 am

### Exhibit Hall Hours:

Tuesday, August 6  
 11:00 am - 3:15 pm  
 11:00 am - 12:00 pm (Directors/Buyers only)  
 12:00 pm - 1:30pm (Team Green)  
 1:45 pm - 3:15 pm (Team Blue)  
 Directors/buyers allowed in for entire show hours

If you enrolled as an Elite or Industry Premier Partner, booth cost was included with your annual membership fee. Please fill out registration form & health form for processing your registration.

Exhibit Dismantling Hours: Immediately after show hours.

No Exhibitor may begin dismantling exhibit until AFTER the closing hour of exhibit. You will not be able to exhibit in 2020 if you close early.

## Event App

MSNA is partnering with Visit St. Cloud on an event app that you can [download here](#).



You will be able to find all the conference materials in the palm of your hand! You will be able to access the conference schedule,

check out the speakers, access maps of the RECC and St Cloud. The App will maximize your conference experience!

### Activities

We are working with the St. Cloud Visitor's Bureau to set up some fun activities to do after the education day is complete on Monday and Tuesday night.

### You may be a Ringer! Golf Scramble

Pick your players and head out to Territory Golf Course for a quick, fun and friendly 9-hole golf scramble the afternoon of August 5th. [Golf Registration online link](#)

### MMG Painting Workshop

Looking for a lot of fun with a great custom takeaway? Look no further than Me, My Girls and Our Guy Workshop! You will build and decorate your very own sign, box, or one of the many other wood projects this unique little shop offers. Classes will be offered at 6pm on August 5th and 6th. [Me, My Girls and Our Guy Workshop sign up link](#)

### Welcome to the Beaver Island Trail!

Using the [Visit St. Cloud App](#), hitch up your wagon and head out downtown to participating restaurants and bars, checking in along the way. Choose your path wisely, enjoying good food and drinks along the way. Choose to complete the trail in one night or both, August 5th and 6th. The goal will be find "Penny and Deanna"! A great prize will be awarded to the winner!

### Nobody's Watchn' 5k

Whether you're an avid runner or casual stroller, you can take in some of the city's best sites at your own pace. No registration-simply use the [map & App](#) to access directions for the route, or just brag to your friends that you did it. After all, nobody's watchn'!

### Conference Etiquette:

*We want to remind all attendees to the conference that even though the conference is fun and exciting it is also a professional meeting. Please show respect at all times. No matter what your job title is, we want you to be an ambassador of our profession and your district!*



# National Nibbles

## Kickstart Your Professional Development with a Saturday Pre-Con

Planning to attend [#ANC19?](#) Get a jump start on your learning with full, half-day or new two-hour-express [pre-conference workshops](#) designed for all career levels—employees, managers and directors. Be sure to consider these three, back by popular demand: “Knife and Cooking Skills Train-the-Trainer Lab with Chef Brenda Thompson-Wattles, RDN”; “Supervisory Skill Development for Managers” and “Money Management for Managers.”

Also consider the special Community Activity: “Helping Heal Childhood Hunger in Missouri,” a one-of-a-kind opportunity to visit the local nonprofit Operation Food Search, learn about their 300 community partners, take part in a community service activity and hands-on school food cooking demo and check out their food trucks! Space for all pre-cons is limited, so don’t delay. [Register now!](#)

## How an SNF Donation Feeds Hungry Children

Keep. It. Simple. That’s how SNF’s fundraising message always gets straight to the heart of the matter: Donations help to feed hungry children.

But you know that the road to this goal is anything but simple! It’s a winding road, full of hills and valleys, unforeseen obstacles blocking the way, unexpected detours and uncharted territory. To navigate this road, school nutrition professionals need directions, green lights, route markers and even some roadside assistance. This is our metaphor for explaining how professional development gets everyone closer to the goal! And for many SNA members, the Foundation holds the key to that valued growth.

A wide range of growth opportunities can be yours, from taking a single course on leadership to attending your first School Nutrition Industry Conference (SNIC) to earning such letters as “SNS,” “MBA or even “PhD” after your name. Professional development comes in many forms, but the common denominator is learning that helps you

do your job—feeding hungry children—better. Why donate to the Foundation? It’s simple: Giving = Feeding.

And whether a cafeteria manager contributes \$5 at a state conference or an industry partner contributes \$25,000 for a named scholarship, every single dollar counts toward that goal.

## Enter the SNF \$10,000 Golden Ticket Raffle

You could win \$10,000! If you’re attending SNA’s 73rd Annual National Conference in St. Louis, stop by the Foundation Booth in the Marketplace at and purchase your raffle ticket for \$100 or join friends and buy a ticket together and split the winnings! Two (2) drawings will be held on July 16, 2019 at the Closing General Session. Only 400 tickets are available, and tickets are sold on a first-come, first-served basis. Winner does not need to be present to win, but winner must possess ticket stub with matching serial number as the winning number. Limit three (3) tickets per person/household.

## Check Out the Latest Edition of the Journal of Child Nutrition & Management

Hot off the presses, the Spring 2019 edition of the [Journal of Child Nutrition & Management](#) is bursting with great research and practical tips for school meals operations. The nine Journal articles cover a wide range of topics and are broken down by category—Research in Action, Current Issue, Commentary and a summary of USDA research.

You can expect articles on fruit and vegetable consumption, the pros and cons of scheduling recess before lunch and the historical context of free lunch for all.

This twice-yearly publication is a must-read for anyone interested in learning the latest research in this ever-changing field.



## House Agriculture Budget Increases Funds for School Nutrition Programs

On May 23rd, the House Appropriations Subcommittee on Agriculture, Rural Development, Food and Drug Administration and related Agencies [met to markup](#) the [FY2020 Agriculture Appropriations](#) bill.

The bill would:

- Provide \$50 million in funding for the Summer EBT Program, an increase of \$22 million
- Allocate \$10 million for School Breakfast Program (SBP) Expansion Grants, the first time this program has been funded since 2012
- Increase funding for NSLP Equipment Assistance Grants from \$30 million to \$35 million
- Provide that only a School Food Authority with a negative balance in their food service account as of December 31, 2019, would be required to establish a price for paid lunches under NSLP’s Paid Lunch Equity requirements
- Maintain commodity support for school meals at \$485 million, which in FY2019 allocated \$20 million for school breakfast

With the Subcommittee’s markup complete, the bill will head to the full House Appropriations Committee for consideration.

## New School Meals Bills Introduced to Congress

Five new bills impacting school nutrition programs were introduced in May 2019:

- Sen. Tom Udall (D-NM) introduced [S.1307](#), the Tribal Nutrition Improvement Act of 2019, which would allow federally recognized tribes to directly administer federal

*Continued on page 13*

# What's Happening?

## Calendar of Events

**July 14-16, 2019**

ANC  
St. Louis MO

**August 4-7, 2019**

MSNA Annual Conference  
St. Cloud MN

**August 2019**

National Back to School Month

**October 14-18, 2019**

National School Lunch Week

## Industry Partners

You can find their information on the Industry Directory on the [MSNA website](#).

New Industry Partners  
H Brooks and Company



[facebook.com/mnsna](https://facebook.com/mnsna)

Don't forget to **Like** us  
on Facebook!

## National Nibbles cont'd

Child Nutrition Programs, including the National School Lunch Program, the Summer Food Service Program and the Child and Adult Care Food Program.

- Rep. Mark Pocan (D-WI) introduced [H.R. 2651](#), the Improving Training for School Food Service Workers Act, which would clarify requirements for training programs for school foodservice workers.
- Rep. Frederica Wilson (D-FL) introduced [H.R. 2688](#), the Salad Bars in Schools Expansion Act, which would expand the use of salad bars in schools by establishing a grant program to fund the costs of installing salad bars.
- Rep. Joaquin Castro (D-TX) introduced [H.R. 2706](#), the Feeding Hungry Students in Schools Act of 2019, which would address food insecurity for students by allowing schools to receive, store, and dis-

tribute food donations from charitable organizations on campus.

- Rep. Don Young (R-AK) introduced [H.R. 2818](#), which would fight childhood hunger by expanding access to summer meal programs by reducing regulatory burdens for local organization serving summer meals and expanding the availability of meals and snacks to students outside of normal school hours.

### OMB Seeks Comment on Inflation Adjusts in Poverty Measurement

In a [Federal Register notice](#) published in May, the Office of Management and Budget announced it is seeking public input on a proposal to change the Consumer Price Index (CPI) used to calculate the Official Poverty Measure. Currently, the Bureau of Labor Statistics (BLS) and the Bureau of Economic Analysis (BEA) use the CPI for All Urban Consumers (CPI-U) to calculate annual adjustments to poverty thresholds. OMB is seeking comment on the

merits of using the Chained CPI for All Urban Consumers (C-CPI-U) and the Personal Consumption Expenditures Price Index (PCEPI) to calculate annual adjustments. Because C-CPI-U rises at a slower rate than the traditional CPI-U, annual adjustments to program eligibility thresholds would grow more slowly if this change was implemented, causing fewer households to qualify for federal assistance, including through NSLP and other Child Nutrition Programs.

### Order Your Copy of Little Big Fact Book Today!

The 2019 edition of SNA's Little Big Fact Book is hot off the presses. This 44-page guide offers an extensive look into the unique field of school foodservice. The book offers the most up-to-date facts on federal programs, USDA Foods, the school nutrition market and other [your copies today!](#)



# Minnesota School Nutrition Association

Get  
highlighted  
on MSNA's  
**FACEBOOK**  
page!



## Photo/ News Ideas:

- Lunch Tray Photos
- Holiday Events
- Cafeteria Decorations
- New Recipes/Menu Options
- Student Taste Tests
- School Gardens
- Breakfast Options
- Farm To School Events
- Chapter Meeting and News
- Food Service Awards
- Staff Training Photos
- Food Service Staff Retirements
- New Food Service Staff Hires
- Conference Photos
- New Kitchen Equipment
- National School Breakfast Week
- National School Lunch Week
- Harvest of the Month
- New Serving Styles
- School Food Industry News
- Cafeteria Guests



## Send News & Photos to:

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860-426-9991 ext. 17



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