

FOOD FOR THOUGHT

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SNA of Massachusetts Goes to Washington DC

by Judy White, Legislative Chair

Food Service Directors, Department of Education representatives and members of the food service industry from Massachusetts traveled to Washington DC for the annual Legislative Conference on March 4th, 2008. The purpose of the conference is to learn about the issues and to educate and inform our Senators and Congressmen about the needs of our school nutrition programs including breakfast, lunch, after school snacks and summer feeding.

Included in the Massachusetts delegation were, Joanne Morrissey, Director of Quincy Public Schools and President of School Nutrition Association of Mass, Jackie Morgan, Director of Milton Public Schools and President Elect of SNA, Debra Korzak-Romeriz, Director of Nutrition Education Boston Public Schools, AnnMarie Stronach, Director of Food Service Lawrence Public Schools, Judy White-Orlando, Director of Food Service in Wrentham and Plainville Schools, Doreen Iovanna, Mass Department of Education, Ron Best from J&J Foods and Dave Nichols, Vice President of Pierre Foods.



One of the many highlights of the conference was an hour long meeting with Congressman Jim McGovern-D, Worcester County. Congressman Jim McGovern shared with us his many stories of successful lunch programs and urged us to continue our good work in Massachusetts. He promised to work towards more funding for our Farm to School project that brings more fresh fruit from farmers into the cafeterias, more money for reimbursements for meals served to child in our towns and cities. In addition to Congressman McGovern, the Massachusetts delegation met with all members of Congress and Senators.

Over 900 food service directors and industry members gathered in Washington DC for this very inspiring conference. Each month when you receive your reimbursement for meals served you can thank the directors and the School Nutrition Association for the leadership and dedication they have shown to Child Nutrition Programs in America.

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Professional Development Committee

by Jeanne Johnson,

Professional Development Chair

This is part of an ongoing series of articles focusing on SNA of Mass. committees

The professional development committee plays a vital roll in planning the spring and fall conferences. Each planning process begins by brainstorming innovative ideas and topics relevant to professional development while trying to incorporate the diverse learning techniques of the directors involved.

The goal of the conference is to provide information in the best format; guaranteeing that the time spent at the conference is both productive and refreshing for everyone involved. The planning of each conference involves many carefully considered steps. First, we work with other committees, such as the Nutrition Committee and the Education Committee, to integrate these valuable areas into the training. There is also a significant amount of research involved to acquire the most dynamic and informative speakers for the conference to keep the forum as interesting and engaging as possible.

Much consideration is given to locating a facility that is the ideal setting for learning, planning and building relationships as well as ensuring spacious meeting areas equipped with technological capabilities. Then, there is the review of the time table for the conference and all of the things that need to be incorporated into the schedule, such as the food shows. It is also important to work closely with the speakers to ensure their travel accommodations, audio and visual equipment and conference room needs are met.

Last, but not least, is the organization of all of the information, such as course descriptions and speaker bios, to be placed in the conference brochure.

This fall we are looking forward to some exciting speakers. We have Dr. Walter Willett, Professor of

Epidemiology and Chairman of the Department of Nutrition at the Harvard School of Public Health, as our keynote speaker. We are really looking forward to the opportunity of hearing Dr. Willett speak. It has been a long process for some very dedicated directors to make this happen and I am sure it will be a memorable event.

Back by popular demand, we have the JSI recipe contest. Many directors had given positive feedback the last time the recipe contest was introduced. Most agreed it was fantastic way to acquire lots of delicious, cost saving ideas. We are sure it will be equally successful this time around.

As directors and professionals in the area of food and Nutrition, we believe that having the directors provide professional development training is the most effective way to convey information. Directors seem to understand the specific format that ideas need to be presented as well as what key information needs to be communicated. At the fall conference, we plan to offer at least three sessions that will be conducted by directors. This is especially important because the School Nutrition Association is run by its volunteer members choosing to give back for the betterment of the overall nutrition of the students of Massachusetts. Thank you to all of our volunteers who are so willing to share their time.

Save the Date!

TUESDAY, AUGUST 19, 2008

SNA ANNUAL MEETING

MILFORD HIGH SCHOOL

- Cooking demos from the farm to school cookbook
- DOE Update
- SNA annual meeting
- Lunch
- Committee Meetings

Brochures to mail in July and will be posted on the website with registration form at www.schoolnutrition.info.

Harvard Public Health Students Visit School Lunch

by Ruth Griffin, RD, Needham Food Service Director

PhD students from Harvard School of Public Health (HSPH), as well as some SNA and Project Bread professionals, recently stepped out of their academic and research world, into some new “learning experiences” in school cafeterias around the Boston area. Their eyes were opened and they loved it!

It all began at Jackie Morgan’s sister’s graduation ceremony at Harvard. Jackie introduced herself to Dr. Walter Willett, a renowned nutrition researcher at Harvard. She expressed to him that she dreamed of forming a partnership between HSPH and SNA of Mass. The resulting phone calls and email follow-up lead to Walter Willett’s positive response and some planning. In March 2007 Jackie, Susan Sacks, Joanne Morrissey, Katie Millet and myself went to HSPH and met with Dr. Willett to explore the possibilities.

The response and result was very positive about collaborative efforts, in a number of ways:

- to be able to have HSPH speakers at our conferences and chapter meetings, which would educate and inspire us further in the area of nutrition in school lunch (and for ourselves)
- to work together to increase fiber and whole grains, and toward elimination of trans fat for children in their school meals
- to potentially work together with other organizations addressing similar child nutrition issues
- to provide HSPH with sites to conduct various research projects
- to find a way for HSPH students to experience the world of school nutrition, while possibly helping the schools on specific issues in the future.

Dr. Willett told his colleague, Steven Miller, about the good work SNA members are doing to improve nutrition for kids in school lunch. Steven Miller is the Executive Director of Healthy Weight Initiative for the Nutrition Department, NECON, at HSPH. In May 2007 we met with Steve Miller, talked more about current nutrition issues, and began plans for the “mini 3-day internship” for HSPH students, as well as speaking / presentation plans for the Fall 2007 conference. Juliana Weinstein, a PhD student, was already researching and discovering the exciting opportunities for nutrition influence that exists in our school lunch programs. She began working with us to make the mini-internship dream become a reality.

In December 2007 Jackie and I went to HSPH and gave an informal lunch presentation / meeting with students who had expressed interest in the mini-internship during their week off in March 2008. Thirteen students wanted to do this! Twenty-nine school districts / food service directors expressed their willingness to host the students. Fantastic!

Based mostly on logistics and transportation, 8 students, plus our own Susan Sacks, participated in the mini internship in Ayer, Braintree, Canton, Milton, Needham, Somerville, and Wrentham. We created an agenda for the students’ school experience, in order to direct the conversation, observation and education in the brief time they had with us. The experience included helping with meal preparation and service, point of sale observation, interaction with staff and students, discussions about menu patterns, school lunch regulations, commodities, lunch time constraints, paperwork requirements, budget limitations, purchasing requirements, allergies, etc, etc. It seems to have been an enlightening experience for students and hosting districts, alike. As these future public policy leaders go forward in their careers, they will truly know the “school lunch reality”, which will be a benefit to everyone.

ANC CHAPTER LEADERSHIP TRAINING

SNA of Mass. will pay for your registration fee for the Chapter Leadership Training to be held as a pre-conference session to ANC 08. You must be a current member of SNA of Mass. to qualify and must cover your own ANC conference registration and travel expenses.

Heart of the Program

by Joanne Morrissey, President

The end of another school and Association year is the time to make plans and set goals for the next year. That is exactly what is happening for two days this May when your Executive Board meets in Quincy—the “City of Presidents”. This “retreat” for both outgoing and incoming board members is a wonderful (and fun) bonding experience and opportunity to learn about our association and get energized and excited about next year. The dedicated people on our Executive Board and their committee members are the core of volunteers that make our Association work. We invite you to become a volunteer too!

As your soon to be “past” president, I take this opportunity to thank the Executive Board and all those who have made a big, small or somewhere in between contribution to the Association this year. I am especially grateful to Susan Sacks our Executive Director. Although not a volunteer, Susan gives us her all. She keeps us on task and moving forward as a professional organization. Just recently Susan sported an apron and worked for a day in a school kitchen to gain a better understanding of what we do. It is a pleasure working with Susan; she has made my term as president “doable”.

It is impossible to mention all the members and the many things they made happen this year, so here are some highlights; One of the many jobs of our Membership Committee is to encourage nominations for SNA national awards. Each state may submit one nominee for each award. This year, due to the efforts of the committee we are pleased to congratulate Debbie Noyes, Cashier at Hamilton–Wenham Regional High School as our nominee for the Heart of the Program Award; Maureen MacLeod, Manager at Manchester Essex Middle and High School, our nominee for the Louise Sublette Award of Excellence and Angela Scolaro from Oxford Public Schools, our nominee for the Director of the Year Award. Our best wishes go to the nominees as they proceed to the next step; the regional and national selection process. The membership committee was also busy encouraging membership. I am thrilled to report that we have reached our goal of 603 members this year—great job Membership Committee.

The Fall and Spring conferences are the financial and educational backbone of our Association. The Exhibits, Professional Development, Education and Industry Committees all work hard as individual committees and together to make our conferences fresh, exciting and successful. Let’s each of us encourage a neighboring city or town’s Director, Manager or staff to attend our conferences next year!

The work of our Legislation, Nutrition and Public Relations Committees has also been intertwined this year. Childhood Obesity, Wellness Policies, State and Federal Nutrition Standards and Food Safety are hot topics keeping foodservice and SNA on the front burner and the front page. These committees have worked hard and have represented us well on Capitol Hill and Beacon Hill, at Public Health and Allied Health group meetings and at School Business, School Committee and Superintendents Association meetings. SNA is the voice for Child Nutrition and the chairs and members of these committees have been the voice of SNA in Massachusetts. Let your voice be heard too-- next year we hope to again offer scholarships for our members to attend the SNA Legislative Action Conference. It would be ideal to have an SNA member from each congressional district (10 in Massachusetts) to meet with our delegation in Washington. If you can’t travel, then invite your congressman (or woman) to lunch. Contact the Legislative Committee chair for the up to date legislative issue talking points!

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Heart of the Program continued from Page 4

Our five Chapters are where we put on our gloves, roll up our sleeves and get cooking. Chapter meetings are the best venue we have to provide education and training and other member benefits for food service staff that may not be able to attend conferences. Chapters support the work of the Association and as an Association we must encourage and support chapter activities. This year Jackie Morgan and Ruth Griffin have been working with the Harvard School of Public Health to identify graduate students who are eager to learn about school food service and in return offer to speak about nutrition and health at Chapter meetings. We have added a new calendar feature on our web site to post information about Chapter and other Association events. But, Chapter delegates and delegates-elect need member volunteers to help organize and participate at these meetings. If each of us sent our own Chapter Delegate an email and offered to do something to help out (host a meeting, suggest a training idea or speaker or just put stickers on envelopes) it would make a huge impact and it is a great way to get involved with YOUR association.

Looking ahead to next year, we have an exceptional group of people for our Executive Board. Plan to attend the Annual Meeting on August 19 in Milford where the new board will take office and committees will plan their activities for the year. Come and volunteer yourself. Enjoy your summer—see you in Milford. By the way, Carla our host for this event is a terrific cook and we will be demonstrating and serving dishes from the new Massachusetts Farm to School Cookbook.

*Legislative continued from Page 1***MASS. ACTION FOR HEALTHY KIDS BREAKFAST**

On April 9th, Mass Action for Healthy Kids sponsored a breakfast at the Mass State House. The School Nutrition Association's president, Joanne Morrissey spoke to the audience about the importance of healthy school lunch and breakfast. SNA member, Brendan Ryan, Food Service Director from Framingham Public Schools, prepared breakfast for over 300 guests. Framingham Public Schools has initiated the healthy breakfast program in all of its schools. Kid friendly and healthy breakfast items include low sugar cereal, white milk, yogurt and scrambled egg wraps. Attendees of the morning program visited legislative offices with information about healthy food and the importance of exercise in our schools. Senator Michael Morrissey opened doors to many senators who listened to SNA legislative chair, Judy White, Joanne Morrissey and three students from Framingham State College.

FARM TO SCHOOL WEEK SEPTEMBER 22–26

Plan on ordering those fresh farm apples, squash, pickles, peaches and so much more from your local farmer. You will shine as a food service professional. While you are at it, call your local legislator, select person, school committee member, state representative or your congressman. They would love to join you and the students for lunch. For more information please call Judy White at 508/384-5430 or e-mail whitej@wrentham.k12.ma.us. In SNA, we all shine together.

Point of Sales Systems

by Angela Scolaro, Oxford Director of Food Service

School Food Service Directors have many concerns. Implementing Point of Sale (POS) systems in your district can help address these concerns. I am a long term Food Service Director that has embraced technology. My office functions are completely computerized. POS with on line payments, menus with nutrient analysis and standards, and free and reduced price meal application processing are accomplished through a POS system. Inventory and purchasing are handled on an additional module. My last two Department of Education coordinated reviews have been error free, as have been our town audits. Computerized Point of Sale systems make my job easier.

To gather information from school districts statewide for this article, the School Nutrition Association of Massachusetts conducted a survey of our member Food Services Directors. The response was wonderful; many directors were excited to share their experience implementing POS. The following is a check list of needs and features that should be considered in a Point Of Sale system. Use this list as a guide to help you ask the appropriate questions of the many systems available.

POS System Check List

- Meets all school lunch regulations
- Provides Fiscal Accountability – Audit Friendly
- Provides Accurate Reports
- Speed – Cashier ease of use
- Serving lines work if network is down
- Allergy alerts on student files
- Produce letters free/reduced/low balances/change/verification/etc.
- On line payments
- Easy end of year graduations
- Student transaction reports – \$ – what student ate – time of purchase – running balance.
- Free/Reduced applications – including verification letters & reports
- Easily communicates with district student data base
- On line update to all terminals
- SUPPORT!

By far the most often survey cited benefits of a Point of Sale system are the following:

Payment convenience – POS allows for prepayments in any amount by cash or check into student & faculty accounts for food purchases. Some systems have Internet online payments w/credit card. Reduces or eliminates cash which can get lost or stolen by other students or employees.

Anonymity – Students who are eligible for free or reduced meals will have their privacy maintained. By facilitating prepayment, many more students will proceed through the cash register with out handling cash. No more tickets, tokens or using a roster to receive meal benefits.

Speed – The more people who pre-pay, the quicker the line will move, allowing students more time to enjoy their lunch. Elementary students are notorious for bring their lunch money in baggies – it takes extra time to open & count the contents.

Accountability – The system provides for accurate recordkeeping and reporting including: financial/sales, meal counts, free/reduced student data base, student balances, transaction reports for parents to view what their child is purchasing.

Some Directors are just getting started with the point of sale system and others have 13 years of experience. Here are what they had to say about their POS system:

- It is so easy it is crazy.
No stigma of free and reduced students resulting in participation increases
- Lines move faster
Time is too precious to spend hours doing something when a POS system can do it for you in a flash.
- Get a POS system so students can focus on healthier food choices instead of money.
- We have been able to more accurately account for meal counts and increase our reimbursements.
- More accountability for managing labor dollars based upon number of meals served.

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The Boston Bruins are proud to partner with SNA of Massachusetts to present Chara's Challenge, a school based program promoting healthy eating habits and encouraging fitness. Boston Bruins Captain Zdeno Chara is known for his vigorous work ethic both on and off the ice. Chara is dedicated to keeping his body in peak condition and his routine includes a vigorous work out program and a healthy diet. He would like to bring this message to children and teach them the importance of a healthy diet and regular exercise.

Chara's Challenge will kick off at the start of the 2008 school year. The goal of the program is to ask students to make the pledge to increase their physical activity and improve their eating habits. We are soliciting SNA of Massachusetts affiliates to adopt Chara's Challenge into their Fall 2008 strategy with the goal to educate children on the benefits of eating healthy and exercising. Zdeno Chara will visit schools and after school programs to encourage students to join Chara's Challenge. During the visits Chara will ask the students to participate in fun physical activities, share his nutritional recipes to increase nutritional awareness and encourage children to make proper decisions based on their knowledge of a healthy lifestyle. He will share his stories and insight on how proper eating and exercise has improved his game and life.

Participating schools will be supplied Chara's Challenge posters and marketing materials to be displayed in the cafeteria and other high traffic areas. The Bruins are asking SNA of Massachusetts members to incorporate Chara's Challenge into their National School Lunch Week programming. The Boston Bruins would also be open to discussing other promotional opportunities such as Chara's Challenge tray liners, child's cookbook and hockey themed menu items – Puck Pasta, Carrot Hockey Sticks, Power Play Fruits, etc. during National School Lunch Week and the school year.

To encourage participation in the program the Boston Bruins would outline various contests and incentives. Possible incentives could include:

- Zdeno Chara to make a one-hour appearance at winner's school.
- Z's Zone VIP Experience including 8 luxury box tickets in Zdeno Chara's suite, opportunity for 2 children to sit on the Bruins bench during pre-game warm ups, opportunity for a person to ride the zamboni during intermission, VIP parking, goodie bags and a private meet and greet with Zdeno Chara after the game.
- Family four pack of tickets to a Bruins game e"Blades, the Bruins mascot, to make a one-hour appearance at winner's school.
- Autographed Zdeno Chara jersey
- Autographed Zdeno Chara stick
- Autographed Zdeno Chara puck
- Autographed Zdeno Chara photo

The goal for Chara's Challenge is to promote quality nutrition and fitness programs for children. SNA of Massachusetts is the perfect partner to guarantee a winning partnership.

If you are interested in learning more about the program or you would like to register please contact Kerry Collins at 617-624-1925 or kcollins@bostonbruins.com.

Free Wellness Activation Kit

New England Dairy & Food Council®, National Dairy Council® and the National Football League® are offering schools a free Wellness Activation Kit to help students make positive changes in their eating and exercise habits. The Wellness Activation Kits that schools receive will include display pieces that can be used throughout the school and will feature kid-centric nutrition and “Play 60” messages. Online tools will support the Wellness Activation kits and will include items like a student “pledge” to eat healthy and be physically active, success stories, sticker art, and logos.

The wellness materials and website can be used to complement the school’s wellness programs, or to help a school implement *Game On! The Ultimate Wellness Challenge*—a new (free) program from Action for Healthy Kids.

This program is available for the 2008/09 school-year, and is targeted at upper elementary and middle school grades—though any school may order a kit. (One per school.) Order online at www.SchoolWellnessKit.org

For additional information, visit www.NewEnglandDairyCouncil.org or call 888-995-7600.

SNA of Massachusetts 2008–09 Executive Board

Jackie Morgan	President
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Rich Mintzer	Chapter 4 Delegate
Janelle Madden	Chapter 4 Delegate-elect
Susan Murray	Chapter 5 Delegate
Suzanne Sousa	Chapter 5 Delegate-elect
Katie Millett	DOE Representative
Susan Sacks	Executive Director

MARK YOUR CALENDARS

SNA Annual National Conference ANC
July 20–23, 2008
Philadelphia, PA

SNA of Massachusetts
Annual Meeting
August 19, 2008
Milford High School
Milford, MA

SNA of Mass. Fall Conference and Food Show 2008
October 28–29, 2008
Best Western Royal Plaza and Trade Center
Marlborough, MA

SNA Legislative Action Conference LAC
March 1–4, 2009
JW Marriott
Washington DC

SNA of Mass. Spring Conference 2009
Commodity Connection
March 18–19, 2009
Plymouth Radisson
Plymouth, MA

POS Systems continued from Page 6

- Point of Sale system using pin numbers is great, no lost cards, no replacement cost, etc.
- No matter what system you choose, you will definitely make your life easier. Your 10 to 12 hour days will become 8 hours over night.
- The installation of a POS greatly reduces the amount of cash in hands (because of check & credit card prepayments), and provides superior accountability that you don't get from a manual accounting system
- Managers have more time to spend in the kitchen and not checking prepaid sheets of students for hours.
- Original expense was made up quickly.
- It is well worth the investment, auditors and business managers love the system and the pluses are numerous.

Do the research, talk to directors who have implemented POS and then purchase the system that is right for you. The result will be a better managed food service department with more time to devote to the students health and well being. Here is contact information for just a few of the systems available, ones that are in use by our survey districts. www.nutrikids.com 800-724-9853, www.horizonsoftware.com 800-741-7100, www.lunchbox-k12.com 800-256-8224, www.sl-tech.net 800-423-2113 (WINSNAP), www.PCSRCS.com 800-247-3061

57th Annual SNA of Mass. Conference and Food Show Tuesday and Wednesday, October 28-29, 2008

Save the date for the fall conference and food show. In addition to the many exciting exhibits on Tuesday, October 28 the professional development committee is committed to providing its fellow members with a program packed with high quality sessions designed to enhance your professional and personal growth.

Start planning now for the entertainment portion of the conference. Tuesday night's dinner will include a lip sync contest. Gather your Halloween costumes and best tunes and prepare to compete and enjoy this fun filled evening. We're expecting at least one entry from each of our five chapters and I know the industry council is already planning their act! Prizes will be awarded to the best act, the best costumes and more. And of course we will have our annual auction to include a raffle, silent and live auction. Items will be on display on the show floor Tuesday afternoon - come ready to buy and support SNA of Mass.

Brochures will mail after Labor Day weekend and as always you will be able to view the program and register online on our website - www.schoolnutrition.info.

Member News

In this issue, we begin a new column - "Member News" - which we will use to communicate milestone events that have recently occurred in the lives of our members, such as promotions, retirements, illnesses, deaths, etc. If you would like us to include an item in a future issue, or if you have a suggestion for a catchy title for this column, you can e-mail us at info@schoolnutrition.org or mail us at: SNA of Mass. 258 Harvard St., PMB 283, Brookline, MA 02446

- Angela Scolaro,, Food Service Director of Oxford. Angela was selected to go on to compete for SNA Regional Director of the year.
- Maureen MacLeod, Manager Manchester Essex Middle and High School, was nominated for the Louise Sublette Award of Excellence.
- Debbie Noyes, cashier at Hamilton-Wenham Regional High School, is the 2008 Regional Heart of the Program Award winner recognized as an outstanding school nutrition employee who exhibited an extraordinary commitment to school nutrition through her Heart of the Program submission. She will be honored at SNA's annual conference in Philadelphia this July.
- Dorothy Reid, SNA of Mass. president in the mid 1960s, died Sunday, February 10, 2008. She was a school food service director in Georgetown and later in Longmeadow.

Credentialed SNA Members

Congratulations to the newly credentialed members in bold.

Michael Bernat, Lisa Burnett, Nancy Cary, Karen Chanaki, John Donohue, Catherine Donovan, Julie Dougal, Jackie Fiorentino, Martha Jo Fritz, Melissa Giamanco, Susan Hilton Cowmeadow, Jeanne Johnson, Jack Jones, Janice King, **April Laskey**, Jane McLucas, **Kristin Morello**, Joanne Morrissey, **Susan Murray**, Bernie Novak, **Gail Olivera**, **John Overcash**, **Mary Palen.**, Sheila Parisien, Ann Pitzen, **Jeanne Sheridan.**, Andrew Stratton, Diane Sylvia, Carla Tuttle, **Lucinda Ward**, Janice Watt, Marilyn Wiley

Welcome new 2008 SNA Members

Andrea Alvarado, Lorin Amendola, Debra Badger, Denise Baker, Carol Blais, Berniece Bligh, Heather Bouley, Tracey Burg, Ellen Caputo, Kathy Carr, Laurie Cascione, Karen Cavanaugh, Lauren Champiney, Meefong Chen, Cheryl Cole, Janet Cormier, Bernard Darcy, Raeann Downey, Kenneth Dube, Ingrid Filzer, Annemarie Foley, Carol Frasier, Lisa Fumia, Marsha-Joan Glavin, Jean Griffin, Elizabeth Heffernan, Cheryl Jasset, Lisa Juergens, Justine Kahn, Mary Ann King, Wendy Koivistom, Debra Lizak, Gloria La Monda, Lisa Leon, Kenneth LePage, Joyce Lesieur, Crystal Main, Jan Marcaurette, Annette Mattern, Judith McNaught, Christina Mendez, Betty Moy, Diane Peterson, Christine Pudder, Patricia Randazzo, Kersten Raso, Maureen Ross, Deborah Russo, Kevin Richardson, Loretta Schiavone, Sheryn Seale, Alice Shimmel, Camille Smith, Barbara Standrick, Marguerite Steele, Becky Van Buren, Paul Virgin, Faye Welty, Kelly Wolf



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Save the Date!
SNA Annual Meeting
Tuesday, August 19