

Food for Thought



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Time to Celebrate!

Janice Watt, SNS, President



As I reflect on the upcoming year as the SNA of Massachusetts 2016-17 President, I'm thrilled to have the honor to oversee our 65th Anniversary year! Some people know me as "Mrs. Fun": I love to laugh, have fun and live the "YOLO" (you only live once) lifestyle, so you can expect me to bring those qualities to my year as your president! Our Annual Fall Conference theme is "Positively Professional", and it promises to be one of the best conferences, ever, with really great sessions that will help us all brush up on professionalism and practical skills, in a positive light. In addition, we have a night of fun planned for our Awards dinner, in the beautiful venue of Union Station. Plan to stay for dinner, our first ever karaoke contest and dancing! It will be a night to remember with your friends and colleagues!

I have always been a passionate advocate for school nutrition folks. Let's face it, over the years, we've gotten a bad rap. Kid's TV shows and the media too often portray "lunch ladies" in a negative light. This bothers me, because I know it is not true! It is because of this that I have made it my

mission to tell the positive stories about the outstanding and dedicated school nutrition employees whom I've come to know, whenever I can. I ask that you do the same by tooting your horn in your school communities!

We can all do our part to change that stereotype. A great first step is to be a member of SNA, and recruit others to do the same. Belonging to a professional organization is an allowable cost to nutrition programs, is so affordable, and the benefits are enormous. I can't imagine not having SNA to help me do my job! If you are a director, at the very least, sign up all your managers. If you are a manager, encourage your director to sign up all your kitchen staff!

The next step is to work towards your Certificate in School Nutrition or becoming credentialed as a School Nutrition Specialist. The SNA of Massachusetts Board of Directors has some excellent plans in place this year to recognize individuals who have achieved these designations! We will be notifying superintendents of your commitment to your profession, as well as distributing "Certificate in School Nutrition" pins. We will also be recognizing these individuals at conferences and chapter meetings, to inspire others to work towards these goals! We're rooting for you and tooting your horn!

Having your certificate or SNS credential also makes you eligible for SNA Awards for Employee of the Year, Manager of the Year, and Director of the Year. We are a state of BIG winners and leaders in the country, frequently winning the Northeast Regional Awards

in all of these categories in the past few years. So remarkable! Let's keep that momentum going: be sure to nominate an outstanding individual that you know by March 1st!

Last, but not least, is to become a volunteer for the SNA of Massachusetts. Did you know that there are studies that prove that volunteering leads to better physical and mental health? Volunteering gives individuals a sense of purpose, provides support from the relationships that you build with other volunteers and can eliminate that feeling of isolation, due to the "community" feeling that you experience. We'll gladly take anyone's help, in any capacity: we have micro, one-time tasks, all the way up to becoming a board member. The choice is yours! Please seriously consider volunteering for SNA; it is so rewarding, and you won't regret it!

In closing, I challenge you to find anyone who loves SNA as much as I do! I attribute so much of my personal and professional growth to being a member and volunteer. Many years ago, I was that quiet, new food service director, sitting in the back of the conference hall, admiring the smart, professional and inspirational directors that were presenting. At that time, never, in my wildest dreams, could I have imagined that I would be that person up front, leading the group. Unequivocally, my years of involvement with SNA has made this a reality. I take the responsibility as your president very seriously, and feel truly humbled to serve and represent our members this year. Now, let's celebrate our 65 years of success and have some fun!

Proposed By-Law Changes for 2015-2016

Diane Zak, President-Elect

The By-Laws of the School Nutrition Association of Massachusetts serves as the framework or system of management of our association. It covers the name of the association, the purpose, types of membership categories, rights/privileges of membership, defines chapters, outlines who the board is and their duties, and provides guidelines for nominations and elections.

Annually, it is the SNA Vice President's duty to review By-laws. If there are change recommendations, the proposed changes are read several times during the year at board meetings to allow individuals to have time to consider the changes. Final voting on changes takes place at the Fall Annual Meeting by all active members. We must have a quorum (5% of the most recently reported membership number or (40) members in good standing, whichever is greater). This year's annual meeting will be held on the second day of the 65th Annual Fall Conference; Wednesday, October 26, 2016 at 8:15 a.m.

This year, we are proposing the following changes, to reflect present practice.

1. Article V, Section B- Legislation, Nutrition, Member Services & Public Relations Chair Appointments

Current language:

"The President-Elect shall recommend for appointment, with approval of Executive Board, the Industry Representative for a three-year term and the Chairpersons of Standing Committees as follows: Legislation, odd years; Members' Services, odd years; Nutrition, odd years; Exhibits, even years; Public Relations, even years; and Professional Development, even years."

The Executive Board shall consist of the President, President-Elect, Vice President, Treasurer, five (5) Chapter Delegates, five (5) Chapter Delegates-Elect (non-voting), Chairpersons of Standing Committees (Legislation, Members' Services Professional Development, Exhibits, Public Relations, and Nutrition), Industry Representative (who serves as Chairperson of the Industry Council), and Immediate Past President/Nominating Chair.

Recommended action:

If combining the Nutrition and Legislation – make it one name for the committee: "Nutrition and Legislative – odd years."

If combining the Member's Services and Public Relations – make it one name for the committee: "Member Relations – odd years."

If combining the Nutrition and Legislation – list it once as committee: "Nutrition and Legislative"

If combining the Member's Services and Public Relations – list it once as "Member Relations – odd years."

Rationale:

Both the Nutrition and Legislation AND Membership and Public Relations share many similar initiatives and work well together. We are working toward having committee chairs delegate more of their work and provide our volunteers with meaningful and manageable projects while we simultaneously develop future leaders with concrete experience within the committees. Combining these committees allows us to provide meaningful work for the committee chairs while reducing the size of our board, which has become a best practice in association management.

Should we vote to combine the Nutrition and Legislation AND Membership and Public Relations this change keeps the language consistent throughout the bylaws.

2. Article VI Section E- Terms of Office

Current Language:

6. "The chairs of the Professional Development, Exhibits, and Public Relations Committees serve a two-year term, beginning in even years."

8. "The chairs of the Member Services, Legislation and Nutrition Committees serve a two –year term, beginning in odd years."

9. The chairs of all Other Committees serve a one-year term.

Recommended action:

Reword Line 6 as follows: The chairs of the Member Relations and the Nutrition and Legislative Committees serve a two-year term beginning in odd years. The chairs of the Professional Development and Exhibits Committees serve a two-year term beginning in even years.

Remove lines 8 and 9.

Rationale:

Should we vote to combine the Nutrition and Legislation AND Membership and Public Relations this change keeps the language consistent throughout the bylaws.

3. Article VIII Section A – Standing Committees

Current Language:

“There are six (6) Standing Committees: Members’ Services (this category to include: membership, certification, credentialing, scholarships and awards), Legislative, Professional Development, Exhibits, Public Relations, and Nutrition.”

Recommended action:

If combining Members’ Services and Public Relations and Nutrition and Legislative have this reflected here as:

“There are four (4) Standing Committees: Member Relations, Nutrition and Legislative, Professional Development, and Exhibits.”

Rationale:

Should we vote to combine the Nutrition and Legislation AND Members Services and Public Relations this change keeps the language consistent throughout the bylaws.

4. Article VI Section D – Treasurer

Current Language:

“In the event there is a vacancy in the office of President, President-Elect, and Vice President, the Treasurer shall serve as president until the next regularly elected officers are installed.”

Recommended action:

In the event there are vacancies in all the offices of President, President-Elect, and Vice President at the same time, the Treasurer shall serve as President until the next regularly elected officers are installed.

Rationale:

This language clarifies the terms under which the Treasurer would become president. It does not change the bylaw’s intent.

5. Article VII Section C-Ballots

Current Language:

“Persons elected shall be notified by May 10 and they shall be installed at the Annual Meeting. The terms of office for all elected board members will be from August 1 to July 31.”

Recommended action:

Persons elected shall be notified by May 10, they shall be installed at the Annual Board Retreat. The terms of office for all elected board members will be from August 1 through July 31.

Rationale:

This proposed change reflects our current practice since we no longer have a summer meeting.

Membership Update & Two Directors Under 30

Matt Lillibridge, Chapter 1 Delegate

Greetings Membership! As of August 1 we have 980 members – a bit down from our goal of being over 1,000. This is cyclical, and with your help, know we will rebound. Good job everyone; let's all keep working towards 1,000 members before October. Remember, you must be a member to win an award or get a scholarship; plus members get discounts on conferences and trainings! Now, for something different. We thought it would be fun for you to learn about two directors under 30. Please meet...

Colin Boisvert, Food Service Director Franklin Public Schools

"I have an Associate's degree in Culinary Arts and a Bachelor's degree in Culinary Nutrition from Johnson & Wales University. While at Johnson & Wales University I completed an internship with the Food Service Director at Blackstone-Millville Regional School District and Bellingham Public Schools. After graduation I worked as a Food Service Manager at Boston University with Aramark. In the following years, I worked as a Food Service Director for Quabbin Regional School District and Westwood Public Schools. I am now currently the Food Service Director for Franklin Public Schools."

Lynnea Gleason, RD, SNS Andover Public Schools

"I am a Registered Dietitian and the Nutrition Coordinator for Andover Public Schools. I developed a passion for school nutrition after an internship I had through Framingham State University. After graduation, I quickly immersed myself in school nutrition by joining SNA, attending conferences, finding a job in school nutrition, and going back to school for a Master's degree in Nutrition Education. Through these experiences, I have been able to network and meet many great directors who have helped me get where I am today."

We're excited to have such passionate young directors in our field, as well as in our membership!



Fall Conference 2016 "Positively Professional" 65th Annual SNA of Mass. Conference October 25-26, 2016

This year's conference is a time for us to celebrate 65 years as a state association. Over the past 65 years, our association has given school nutrition professionals of Massachusetts opportunities for networking, professional and personal growth, crucial updates on the constant changes to our programs, and connections to our greatest resources – our peers.

And this year is no exception. From a recipe to effective communication with the infamous Maureen Mulvaney (MGM) to learning secret tech weapons from your "nerdy best friend" Beth Ziesenis to learning from your peers about how to capitalize on the fact that we eat with our eyes, this year's program is jam packed!

And there is always time to celebrate – Tuesday night we will celebrate our award winners at Maxwell's at Union Station with karaoke, line dancing, and time to relax and celebrate with each other. This is one anniversary party you won't want to miss! Register online at www.schoolnutrition.info today!

Know Your Customer!

Karen Anderson, Chair, Industry Council

Time and time again we have heard that phrase. The key to a successful business is to know your customer base. School Nutrition Professionals use many different methods to obtain that information. They conduct surveys with their customer base — the students. They organize student taste-testings. They ask, they listen and they share information! They educate themselves by being part of the School Nutrition Association of MA where there is an abundance of resources available to them.

By being a member of this wonderful association they gain access to the most up to date information on regulations, marketing, products and ideas that assist them in overcoming the hurdles they face on a daily basis. Conferences are held several times a year where a wealth of information is available to them through educational sessions and food show exhibits. They have the opportunity to interact with others in the same position they are in and share ideas and solutions to the complex arena of School Foodservice. They learn about their customer! They share what others have used and how others have succeeded in servicing their students. They have learned that if the students are happy with the school lunch program in their school system—the parents, teachers and administration are happy with the program.

Just as the School Nutrition Professionals have made great strides in knowing their customer, we as Industry Representatives in the School Foodservice market must do the same. We have the opportunity and the resources available and yet some of us have not taken advantage of the most important tool we have available to all of us. I am

reaching out to all Industry Reps in School Foodservice to join the SNA of MA.

Take that opportunity to “Know Your Customer”. I have been involved in the association for many years and the knowledge, the experiences and the relationships I have built have not been possible without this opportunity. I have heard from my customer base about the barriers that they have had to break down.

I have learned about the regulations that have been put in place by the government and what it meant to their budgets and participation rates. I have had the privilege to “Charge the Hill” in Washington D. C. in support of the School Foodservice professionals. I have done my best to not only know my customer but I have been able to support and to be an advocate for a profession that I have a true passion for—Feed our Children Healthy Quality Food!

As Industry Chair, I am urging you to join the SNA of MA and become a Sponsor. If you are currently a member, please make sure that you have renewed your membership. Get involved! You will not regret it. Please feel free to contact me if you have any questions regarding membership or to find out if your membership needs to be renewed. I will be happy to answer any questions you may have.

In my opinion, being a part of SNA of MA has been the best decision I have ever made in my career! I have had the pleasure and the opportunity to “Know My Customer.”

Save These Important Dates!

2016 Fall Conference & Food Show

October 25 & 26, 2016 | Worcester, MA

2017 USDA Foods Conference

February 1, 2017 | Boxborough, MA

Director, Manager & Employee of the Yr. Applications

Due by March 1, 2017

Super Lunch Hero Award Applications

Due by April 15, 2017

2017 JSI Reception

May 23, 2017 | Norwood, MA

Industry Member of the Year Award Applications

Due by June 15, 2017

Policy Updates at a Glance

Compiled by Maria L. Hall, MS, RD, LND, SNS, Chair, Nutrition and Legislative Committee

Understanding policy and legislation that directly impacts your Child Nutrition Program is not only important but also your responsibility to know in order to stay compliant. Changes and updates to policies are ever-changing. The purpose of this article is to compile a snap shot of some of the newest updates on guidance issued by the United States Department of Agriculture.

Each of the titled sections includes a summary of the policy or guidance. Click the title link for additional information on the topic. Source: <http://www.fns.usda.gov/school-meals/policy>.

[The Use of Share Tables in Child Nutrition Programs](#)

This memorandum extends the use of share tables to the CACFP's at-risk afterschool component and provides a reminder to all Child Nutrition Program operators of the opportunity presented by share tables to reduce food waste and the food safety requirements that must be followed when using share tables during meal service. Share tables allow food or beverage items to be reused in a number of ways, depending on the Program's preference:

- Children may take an additional helping of a food or beverage item from the share table at no cost;
- Food or beverage items left on the share table may be served and claimed for reimbursement during another meal service (i.e., during an afterschool program when leftover from a school lunch); and/or
- Food or beverage items may be donated to a non-profit organization, such as a community food bank, homeless shelter or other non-profit charitable organization

[Using Federal Funds to Support FoodCorps Service Members](#)

This memorandum clarifies how state agencies and school food authorities can use federal funds to support FoodCorps service members. Serving alongside educators and community leaders, FoodCorps is a nationwide team of AmeriCorps service members that partner with schools to provide food and nutrition education, hands-on activities like gardening and cooking, and support for serving local products in Child Nutrition Programs. Discussions with FoodCorps' have clarified that their agreement with AmeriCorps under which their activities in schools are conducted does not have a matching requirement. On this basis FNS has determined that using non-profit food service account (NPFSA) or state administrative expense (SAE) funds to pay for the FoodCorps service fee is allowable.

[Unpaid Meal Charges: Local Meal Charge Policies](#)

The purpose of this memorandum is to address the need for school food authorities participating in the Food and Nutrition Service National School Lunch Program and School Breakfast Program to institute and clearly communicate a meal charge policy, which would include, if applicable, the availability of alternate meals. All SFAs operating NSLP and/or SBP must have a written and clearly communicated meal charge policy in order to ensure a consistent and transparent approach to this issues no later than July 1, 2017.

[Unpaid Meal Charges: Clarification on Collection of Delinquent Meal Payments](#)

There has been confusion about how unpaid meal charges must be handled when all collection efforts have been exhausted. To help address these situations, this memorandum clarifies the processes of designating delinquent debt that has been determined to be uncollectable as bad debt and obtaining assistance to offset bad debt losses.

[Resources for Making Potable Water Available in Schools and Child Care Facilities](#)

The Food and Nutrition Service is issuing this memorandum to remind Child Nutrition Program operators of the potable water requirement and to identify resources found in the attachment that can be used by schools and child care facilities in meeting this requirement.

[Early Implementation of Eligibility Carryover Period for Students Transitioning from Provision Schools: State Agency Extension Option](#)

Previously, students transitioning from CEP and other Provision schools to non-Provision schools were required to complete applications or be determined eligible through direct certification in order to receive free or reduced price meal benefits at their new school. The purpose of this memorandum is to strongly encourage early implementation of new regulatory provisions which authorize State agencies to allow local educational agencies (LEAs) to provide “carryover” eligibility for free school meals for the first 30 operating days of school year (SY) 2016-2017 to those students transitioning to non-Provision schools from schools participating in the National School Lunch Program (NSLP) and the School Breakfast Program (SBP) under special Provisions, including the Community Eligibility Provision (CEP).

[Ensuring Year-long Eligibility in the School Lunch and School Breakfast Programs](#)

The purpose of this memorandum is to strongly encourage local educational agencies (LEAs) to accept eligibility determinations from a transferring student’s former LEA to minimize disruptions in meal benefits for low-income students and avoid student debt resulting from unpaid meal charges. School changes can be disruptive to learning, but ensuring that students do not have a break in their access to free and reduced price meals can help ensure students and families make a successful transition. The new LEA should retain written documentation of the eligibility determination made by the former LEA; an email from the former LEA stating the eligibility status is sufficient. LEAs also are reminded that they do not need a parent or guardian’s consent to disclose student information to administrators of other school meal programs to determine a student’s eligibility for school meal programs and they can include this information in the transferring student’s file.

[Crediting Tofu and Soy Yogurt Products in the School Meal Programs and the CACFP](#)

This memorandum explains how to credit tofu and soy yogurt in the National School Lunch Program, School Breakfast Program, and the Child and Adult Care Food Program. This memorandum supersedes SP 16-2012 Crediting Tofu and Soy Yogurt Products, February 22, 2012. For the purposes of the School Meal Programs and CACFP, tofu must be commercially prepared and meet the following definition, established in CFR 210.2 and 226.2 as “a soybean-derived food...basic ingredients [in tofu] are whole soybeans, one or more food-grade coagulants (typically a salt or an acid), and water.” Noncommercial tofu and soy products are not creditable. Firm or extra firm tofu may credit towards the meat alternate component. However, soft or silken tofu that is incorporated into drinks, such as smoothies, or other dishes to add texture or improve nutrition, such as in baked desserts, does not credit toward the meat alternate component.

[Ensuring Access to Free and Reduced Price School Meals for Low-Income Students](#)

This guidance provides steps State agencies and school administrators can take to improve access to school meal programs through the application, certification, and verification processes so that all eligible children in National School Lunch Program (NSLP) and School Breakfast Program (SBP) schools have the opportunity to participate in the school meal programs.

Community Eligibility Provision: Guidance and Updated Q&As

This memorandum provides new guidance and Questions and Answers (Q&As) to address changes made by the CEP final rule. Additionally, this memorandum provides clarification on previously issued guidance related to CEP. The Community Eligibility Provision (CEP) is a meal service option for local educational agencies (LEAs) and schools in high-poverty areas. CEP allows participating LEAs and schools to serve breakfast and lunch at no cost to all enrolled students without the burden of collecting household applications. By eliminating the household application process and streamlining meal counting and claiming procedures, CEP may substantially reduce administrative burden related to operating the National School Lunch Program and School Breakfast Program. Additionally, CEP may increase student participation, creating more opportunities for students to receive nutrition necessary to optimize academic performance.

If you are preparing for a review this year, check out these resources:

Administrative Review: Revised Manual, Forms, and Tools for SY2016-17

This memorandum provides information on the updated School Meal Programs Administrative Review Manual, and accompanying forms, tools, and instructions for School Year 2016-17. The attached Table: SY 2016-17 Updated Administrative Review Manual, Forms and Tools, identifies the areas with key changes, but is not all encompassing. State agency staff: please refer to the CN PartnerWeb for the most current versions of the SY 2016-2017 Manual, forms, and tools.

Additional Resources:

2016 Edition of the Eligibility Manual for School Meals

Attached is the School Year 2016-2017 version of the Eligibility Manual for School Meals. The manual provides comprehensive information on Federal requirements, policies, and procedures, and is intended to help State agencies and local educational agencies accurately determine, certify, and verify children's eligibility for free and reduced price school meals and free milk.

Source: <http://www.fns.usda.gov/school-meals/policy>

**SAVE THE DATE
SNA USDA Conference and Exhibits
Wednesday, February 1, 2017
Boxborough, MA**

The program is in place for the SNA USDA Conference and we are pleased to bring you John Bennet, a specialist in making child nutrition programs look their best to the public eye, as our keynote speaker, presenting Talk the Talk: Reputation Management for Child Nutrition Programs. Other sessions include a USDA Foods Update from DESE, a session on Being Positive, and an update from Rob Leshin of DESE with need-to-know information for us all! The show floor will feature approved USDA processors as well as other vendors providing products and services to enhance your program.

Save the date – you won't want to miss this important one-day conference!

Are You a SNA Future Leader?

Do you aspire to rise up to a leadership position in our state and/or national association? Then consider applying for the SNA Future Leader's Grant! This grant is intended to cultivate individuals who are willing to take the next step towards a leadership position on the SNA of Massachusetts board in the future.

The SNA Future Leaders Program, which is held in conjunction with SNA National Leadership Conference, is being held in Baltimore, MD on May 4-6, 2017. The National Leadership Conference (NLC) provides current and future state and national leaders with the opportunity to learn critical information about successfully leading a nonprofit association, to network with other leaders from across the country, and to gain new skills to become a more effective and engaging leader. Members from our executive board attend this exciting conference annually.

The Future Leaders Program provides focused, valuable, hands-on training and tools to new and upcoming future leaders of SNA. Future Leaders are given the opportunity to learn about the history, mission and vision of the association, network with other emerging SNA stars from across the country, hone leadership and communication skills, and learn from seasoned SNA leaders in a fun and interactive learning environment.

We will be posting the application on our website later this fall and will send an announcement to all in our weekly What's Happening email blast. If you would like to be notified personally send an email to info@schoolnutrition.info.

Application requirements:

To be considered for this grant, applicants must be a current SNA member, hold either an SNA Certificate or SNS credential. In addition, the ideal applicant should:

- Be willing and able to assume a leadership position in SNA in the near future
- Have been in the school nutrition profession for at least 3 years
- Have strong association leadership potential and a belief in the importance of SNA
- Have relevant volunteer experience for SNA
- Have demonstrated interest in developing leadership abilities
- Be committed to life-long learning
- Be dedicated to a career in school nutrition
- Be energetic and enthusiastic

If awarded, the grant covers the cost of the conference, hotel, meals and transportation.

Director, Manager, and Employee of the Year Awards

SNA celebrates members who work every day to ensure well-nourished students across the country are prepared for success! Do you know a school nutrition employee who is friendly, creative, and dedicated to professional growth and the children they serve?

Be it Director, Manager or Employee, they deserve to be nominated for one of our annual awards. Now is a good time to start keeping a log of their day to day accomplishments to be included to the application.

Nominations begin early in the new year & will be due on 3/1/2017.

