

SNA Membership Dues Increase

The SNA Board of Directors recently approved an increase in national member dues, which goes into effect on October 1, 2018. As part of the governance changes passed by SNA's Delegate Assembly in 2015, national member dues increases may only occur every other year and increases cannot exceed 10%.

Starting October 1, national dues will increase as follows:

- Affiliate Employee/Affiliate Retired: From \$17 to \$18
- Employee/Student/ Retired: From \$33 to \$36
- Manager: From \$35 to \$38
- Director/Major City Director/Educator/State Agency/Other: From \$120 to \$130
- The updated national and state membership applications are available online and can be found on the MSNA website under forms and on the SNA website.

Why are national dues increasing?

The national dues increase allows SNA to provide and sustain enhanced member benefits, including strong advocacy, the award-winning School Nutrition magazine, access to the latest news and trends in school nutrition, and high-quality professional development resources to help members meet and exceed USDA Professional Standards annual training requirements. Minnesota State dues have not been increased and will remain the same.



Farm2School

October is National Farm to School Month, a time to celebrate the connections happening all over the country between children and local food. There are two statewide events currently planned.



October 4: Join schools across the state in kicking off the 2018-19 school year with Minnesota Thursdays.

Celebrate the power of procurement as Minnesota kicks off National Farm to School Month with a locally sourced menu

October 11: Get your crunch on! [Sign up here](#) to participate in the 5th Annual Great Lakes Great Apple Crunch. This is a simple way to

feature Farm to School in a loud way. At noon on Thursday, Oct. 11, everyone will crunch into a healthy, delicious local apple to show support for National Farm to School Month.

Again, schools, early care sites, and other organizations are all welcome to participate. To register for these events and to get resources to help plan and carry out these events, [click here!](#)



In This Issue:

President's Message

National Nibbles

MDE Update

Conference Corner

Whats Happening

President's Message



Amy Thering
MSNA President

Welcome back to school!

I hope this message finds all of you energized from summer (not too exhausted after September!) and ready to take on the 2018-19 school year! We have many mouths to feed and I applaud all of your efforts in doing that – whether you are a cook, cashier, server, menu planner, chef or district office staff! It takes many hands on a team to get it all done!

At MSNA we are also busy planning for the upcoming year - board meetings are scheduled, committees are beginning to meet to plan conferences, our

new Strategic Plan is underway! The first reveal of the plan was at the annual conference! You can find the updated strategic plan on page 5.

I encourage all of you to connect with MSNA on Facebook at facebook.com/mnsna and get updates on activities and other great information that we like to share. We are also on Instagram. We'd love to connect with all of our members on all different types of social media.

The Nutrition Conference will be held on Saturday, October 6, 2018 at Shakopee High School and we look forward to seeing lots of you there! For information and registration go to the MSNA website at www.mnsna.org/upcoming-events!

National School Lunch Week is October 15-19th. I know that many schools will be celebrating with fun activities & menus. Let us know what you are doing for NSLW! Contact CJPR's Liz at ecowles@cjpr.com or Robby at rpiazzaroli@cjpr.com and let them know what wonderful things your school is doing!!



Feeding Bodies. Fueling Minds.™

Keep feeding our kids with a smile and a word of encouragement, it means a lot to them!

And remember to...



SNA Membership

Alone We Whisper, Together We Shout!

SNA needs more voices raised in support of school meal programs.

School nutrition programs remain vulnerable to budget cuts, funding shortages and the threat of block grants.

As your professional association, SNA provides a strong voice of support and defense. From enhancing the image of school nutrition professionals to protecting the integrity—and funding—of federal school meal programs, SNA works to serve your needs, as you work to serve Minnesota's children.

SNA's voice is your voice. And when more members' voices are represent-

ed, SNA's influence grows in Congress, the media, and in the school communities we all support. When more voices are represented, more children are nourished and nurtured.

But we need your help to remain #SNAStrong. We need you to recruit new members—new voices—this year. Help SNA to raise its voice to 60,000 members speaking up and being heard.

When you do, SNA will be stronger than ever—and you will have the chance to win a registration to ANC 2020!

Recruit ONE or more new members between June 1, 2018 and May 31, 2019 and you will be automatically entered into a drawing to win 1 of 5 registrations to SNA's 2020 Annual National Conference (ANC) in Nashville, TN*.

DON'T FORGET!

Make sure the new member writes your name in the referral section of the membership application, otherwise it won't count!

Use the helpful recruiting flyer (found on page) to post in your kitchens and explain the benefits of being an SNA member!

SNA is also holding a "Back to School" membership drive September 1 thru November 30, 2018. If Minnesota can recruit the most NEW members we could win a free National Leadership Conference (NLC) registration to Sarasota, Florida in 2019! [Click here](#) for more membership information.

2018 -2019 Executive Board

Congratulations to the 2018-2019 MN School Nutrition Executive Board. The 2018-19 Executive Board was installed at the 62nd annual state conference in Rochester on Wednesday, August 1st. They will serve under the leadership of Amy Thering.



President

*Amy Thering
Business Specialist
Anoka-Hennepin ISD*



President Elect

*Vickie J. Speltz
Food Service Director
Lewiston-Altura ISD*



Vice President

*Mary Jo Lange, SNS
Food Service Director
Red Lake ISD*



Secretary/Treasurer

*Penny Hoops
Food Service Director
Buffalo-Hanover-Montrose ISD*



Nutrition Chair

*Jackie Brown
Food Service Director
Orono ISD*



Education Chair

*Emily Malone
Food Service Director
Prior Lake/Savage ISD*



Member Services Chair

*Amy Richardson
Food Service Manager
Stillwater Area Schools*



Public Policy Chair

*Noah Atlas, SNS
Food Service Director
Anoka-Hennepin ISD*



Industry Chair

*Wendy Wojtysiak-Erickson
Specialist
Upper Lakes Foods*



State Agency Representative

*Debra Lukkenon, RD, SNS
MN Department of Education*



MSNA Executive Director

*Sharon Maus
MN School Nutrition Association*



Procurement, Procurement, Procurement! **It's as easy as buying a couch!**

The buzz word for this year from MDE will be Procurement! It's not a topic that most people like, but it's probably one of the most important topics in our business!

When it's time to purchase a new sofa for your home, it's likely that you do a little research beforehand. Maybe you look in the Sunday newspaper glossy flyers to get an idea of what a new sofa costs. You take measurements of your existing space to ensure that the new sofa will fit. You check out fabric, color and shape. You decide that a new hot pink sofa will be just right for your family, and you start to do a little comparison shopping. Because – you're a smart shopper! You've worked hard for your money and you will not spend it foolishly!

All the steps you take to purchase a personal item are the same steps you would take when purchasing food or supplies for your food service operation. There are a few more requirements thrown in, but generally we want to get the best product for the best price!

During the 2018-19 school year, the MDE food and nutrition team is committed to providing school nutrition professionals in Minnesota with tools to put the procurement puzzle together. Whether you are a seasoned veteran or new to the process, come along and join us on the procurement journey!

Step One: USDA Regulations – Setting up the Procurement Foundation

Get to know the rules! Or in this case, the regs. You can talk to your neighbor or the school district across town. But it's best if you take a close look at the federal regulations. The procurement regs, which are called 2 CFR 200, the Uniform Grant Guidance, are not that lengthy, and if you take some time, they are manageable and will answer many procurement questions. The General Procurement Standards regs can be found [here](#). To understand how to use fair and open competition, read the Competition regs [here](#). The Methods of Procurement are located [here](#). These three sections are about four pages of reading. They form the basis, or foundational environment, of good procurement procedures.

Federal regulations require that School Food Authorities (SFAs) have documented procurement procedures or processes that are routinely followed when purchasing goods or services. Included in the process is the guarantee that the goods or services will be procured using ethical standards, avoiding unnecessary items, be-

ing efficient, selecting a contractor that is responsible, and maintaining records to detail the procurement history.

Let's go back to our example. When we are buying our hot pink couch, we want our investment to last. We don't want it to break down after two months of use. If it does, we want to be able to return it to the vendor. As we are shopping for our new hot pink couch, we read about or hear lots of sales pitches.

"Two for the price of one! Just pay for shipping and handling!" But I don't need two pink couches! A second couch is unnecessary. I'll just buy one.

"Hurry! Buy this couch now- the store is closing!" Will this contractor/vendor be around if the couch breaks in a month or two?

"My uncle can get you a really good deal on a hot pink couch! Trust me!"

Hmmmm. I really want to check a couple of different places for prices.

So the same common sense purchasing procedures you use to buy a new hot pink couch, you will use to purchase food, supplies and services for your school food service operation. Step one – understanding the foundation -- includes developing written procurement procedures that identifying written standards of conduct, providing full and open competition and selecting the contractor/vendor that meets the general procurement standards. Read more about the general procurement standards in the federal regulations links above. It's only four pages!

Step Two: Specifications, Solicitation and Purchase Methods

Ahh! In the next issue of the MSNA "Thymes" we will continue with our "Procurement" training and focus on the next steps in the procurement process. As we continue shopping for a new couch, we find that sales people are asking many questions that we don't have the answers to. They ask, "What is the height and the depth requirements? Is fabric protector needed? Foam cushion or springs? Does the couch need to be delivered or will it be picked up? Do you want a Chesterfield? A sectional? A camelback? Heck! I just thought I wanted a hot pink sofa!

I guess I need to flesh out more details about the hot pink couch before I contact additional stores. I need to be more specific on what the couch should look like! I need to develop some specifications before I ask (or solicit) any more sales people for a price on a sofa!

As part of our commitment to assist you with the procurement puzzle we will be offering training throughout this school year. [Procurement Basics for Food Service Directors](#) will be offered on October 18-19, 2019 at four greater Minnesota sites (the metro site has already reached capacity) and a procurement series will be offered in January as part of [Tuesdays @ 2 School Nutrition Webinar Schedule 2018-2019 webinars](#).

1
National
Organization

24
Chapter
Affiliates

3000
Individual
Members

98
Million
Meals
Served
Annually

62
Years &
Going
Strong!

MSNA STRATEGIC PLAN 2018-2021



4 STRATEGIC GOALS

Professional Development

- School nutrition professionals will continually improve their knowledge and skills to administer, manage, deliver and sustain successful school meal programs.

Advocacy & Public Image

- Policy makers, school officials, parents and school nutrition professionals will rely on MSNA as the leading advocate for school nutrition programs.

Membership & Community

- School nutrition programs will be strengthened through the engagement, leadership and collaboration among MSNA's members, allied partners and other stakeholders.

Governance & Operations

- MSNA will have a financially sustainable funding model with a nimble governance and structure that is aligned with the strategic plan and reflects contemporary business practices.

6 CORE VALUES

Integrity

- Act ethically and responsibly, always.

Inclusion

- Embrace different perspectives and ideas from MSNA's diverse membership.

Collaboration

- Share strategies and solutions to achieve professional excellence.

Commitment

- Embody care and compassion for student well-being.

Innovation

- Drive change with creativity and strategic thinking.

Courage

- Resolve to protect and defend school nutrition programs.

YEAR ONE OBJECTIVES

Professional Development

- Increase conference attendance by providing more relevant workshops focused on skill levels of members (not just Directors)
- Increase attendance from members in outstate MN

Advocacy & Public Image

- Media 2.0" = Promote MSNA & increase social media relevancy/footprint
- Increase work to educate school boards & districts re: MSNA & our work

Membership & Community

- Increase outreach & membership to & from Millennials
- Increase training opportunities to other groups & teachers (FACs, Ag, FFA)

Governance & Operations

- Be a resource & provide support for smaller districts to maintain their own Food Service operations
- Provide financing for any new Board or Executive Committee actions and/or programs.
- Review & evaluate board members' partnership commitments for value to MSNA, it's mission, members and time required.

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.

National Nibbles

State Unpaid Meals Legislation Tracking

SNA tracks state legislation impacting school nutrition programs, and this includes bills pertaining to unpaid meals.

A [new resource](#) available on SNA's website offers an overview of common provisions in unpaid meals bills, a breakdown of bills introduced in seven states and a nationwide look at states that have passed or introduced such bills. In addition, SNA has updated member talking points on the issue of unpaid meal debt and "lunch shaming." [Click here](#) to find the 2018 Unpaid Meal Charge Talking Points.

Farm Aid Package to Include NSLP and SBP Commodities Purchasing

As part of a [\\$12 billion farm aid package](#), the USDA Agricultural Marketing Service (AMS) will administer a Food Purchase and Distribution Program to purchase up to \$1.2 billion in commodities for nutrition assistance programs, including school lunch and breakfast. AMS will work with USDA's Food and Nutrition Services to distribute products to State Agencies that participate in the NSLP and SBP. SNA [recently urged](#) the Secretary of Agriculture to use these commodity purchases to support school nutrition programs. More details on the Food Purchasing and Distribution Program can be found in [USDA's press release](#).

Go Back to School with New Ethics Training

The strength of a business or organization lies in how they are perceived by the community. Research shows that when a business has strong values, that business is more likely to be profitable in the long run. An organization is only as strong as it's people, and ethical behavior starts with the individual.

Help your employees discover and apply strong ethics and ethical behavior with SNA's Online Ethics Training. Purchase for a group to start a conversation within your program on what ethical behavior means for your operations. For more information visit [SchoolNutrition.org/Ethics](#).

SNA Survey Reveals Innovative Efforts to Boost School Meal Consumption, Reduce Waste

SNA has [released the findings](#) of a national survey of school nutrition directors. The School Nutrition Operations Report: The State of School Nutrition 2018 reveals districts are utilizing more tactics - holding student taste tests, locally sourcing produce and scheduling recess before lunch - to increase student consumption of healthy school meals and combat food waste.

SNA members can access the [Executive Summary](#) for free, or to purchase the complete report, [click here](#).

SNA's Certificate Program Has Expanded to 4 Levels

SNA's Certificate in School Nutrition Program has expanded to 4 Levels! There is a new Level 2 Certificate to bridge the large jump in training requirements between Level 1 and the old Level 2. The goal of the new Level 2 is to provide a more realistic professional growth path.

What does this mean for Current Certificate Holders?

LEVEL 1. There are no changes for Level 1 Certificate holders, but we recommend that you take advantage of this new bridge level and check out the requirements for Level 2. The new Level 2 certificate requires 46 training hours, which is considerably less than the previous 86 hours.

OLD LEVELS 2 and 3. If you had an existing Level 2 or Level 3 certificate, your certificate has been automatically renamed Level 3 and Level 4 respectively. This is a name change only and does not impact the renewal requirements. An updated certificate or verification letter can be downloaded from [www.schoolnutrition.org/myaccount](#).

Questions?

Find out more at about the changes to SNA's certificate program and the new Level 2 at [www.schoolnutrition.org/newlevel](#) and if you still have questions,



please contact the Certificate Team at certSNS@schoolnutrition.org.

National School Lunch Week

Mark your calendar for [National School Lunch Week](#)—October 15-19, 2018! The [#NSLW18](#) theme is "School Lunch: Lots 2 Love," which was designed to help students and school nutrition professionals connect and share what each loves most about school lunch with parents, school officials, the media and the general public. Start planning your celebration today—get started with the help of our resources.

SNA Webinars

Learn about hot topics in school nutrition with SNA's professional development webinars, including Talk Tuesdays® and Webinar Wednesdays™. SNA has [Webinars On-Demand!](#) The On-Demand Library hosts recordings of all SNA live webinars and are always available for viewing at your convenience. Browse webinars based on key area or learn how to take advantage of your SNA member benefits from our member benefit webinar series. Completion of any webinar categorized by Key Area is worth 1 CEU.



Conference Corner

What a great time at the 62nd Annual State Conference! Over 750 attendees with 116 first timers attended the conference held at the Mayo Civic Center in Rochester MN.

We kicked off the conference with passion and excitement from Dr. Katie Wilson. One attendee stated "Katie was amazing! She gave a beautiful message and made it very personal about our worth as individuals and uniqueness we each bring to our kitchens!" Our closing speaker Kelly Swanson left the attendees laughing and brought humor to motivate us for our new school year! Newly installed SNA president, Gay Anderson, SNS was our guest and gave a great SNA update for the group.

A variety of workshops provided training in all the Key Areas. Thank you to the Workshop committee for all of their hard work getting a variety of classes that would benefit all members. It is very hard to determine what classes might be more popular than the next.

Thank you to all who completed the conference survey to help the 2019 conference committee with ideas for sessions for next year. Presentations/

Handouts can be found on the MSNA website.

Through many generous donations from our members, our service project received many household items & gas cards to be used for the Gage Apartments and the families to help them get back on their feet! Our education scholarship fund brought in over \$3500 to be used for education purposes and the Policital Action Committee (PAC) raised \$1020.00! The food donated from exhibitors from the Exhibit Show was 3636 pounds! This food was donated to the local food bank Channel 1 to be used in the community!

We debuted the Caboodles event app that offered a mobile solution for easy viewing of the daily schedule of classes and events and all that was happening at the conference!

The Exhibit Show is always the most anticipated part of the conference. Over 150 booths were set up for attendees to discover new food items, equipment and technology.

Just a reminder that the online store is still open. You can still purchase

2018 conference t-shirts and purchase MSNA logo apparel. Click here to visit the online store.

2018 Education Scholarship Fund 1st Time Scholarship Winners:

- Naomi Bovee-Wayzata ISD
- Pam Hall-Stillwater Area Schools
- Annette Haugen-White Bear Lake ISD
- Alexa Wagner-Eastern Carver County
- Sherri Weisser-Minnetonka ISD

2018 Conference Chairs, Kristen Rezac and Penny Hoops send out a HUGE thank you to the annual conference committee. It takes **MANY** volunteer hours to organize and set up the conference to make it the best experience for each member.

Mark your calendars for the 63rd Annual Conference that will be held at the River's Edge Convention Center in St. Cloud August 4-7, 2019.

Now that school has started back up, did you use the conference theme of Keep Calm and Feed Kids!? Check out all the conference photos on [Flicker](#).



Conference Corner

SNIP Conference

Mark your calendars for the 2019 SNIP Conference to be held at the beautiful Madden's Resort in Brainerd May 1-3, 2019!

The SNIP committee is busy working on the all the conference details! A few fun activity options will be a Canvas & Cocktail painting party on Thursday night and Trivia Party! Watch for

more information to be coming soon on hotel and activity registrations.



Madden's Resort
11266 Pine Beach Peninsula,
Brainerd, MN
www.maddens.com

Nutrition Conference

The 2018 Nutrition Conference is almost here! "**Super Food Super Power**" themed conference will be held at the Shakopee High School on Saturday, October 6th, 2018.

The day will start with a pre-con session with Julia Cohen from The Good Acre in Shakopee's new culinary education kitchen. Attendees will be learning knife skills, preparing new recipes which Nutrition Conference attendees will get to taste!

The committee has lined up great speakers for the day. Brett Knutsen, Produce Category Manager for Upper Lakes Foods and he will present on "The Big Picture of Produce" and what it takes to get fresh produce from the grower to the consumer. Dr. Mary Schmidel, PhD, professor at the University of MN, will present on "Sugar: Is it toxic? YES!" and how sugar affects the body. Dr. Renee Krocak, MN Beef Council will present on "Strong Bodies, Smart Brains, Super Behavior", how nutrient-rich foods and physical activity help all kids be ready-to-succeed with stronger bodies, smarter brains and super behavior at school and home.

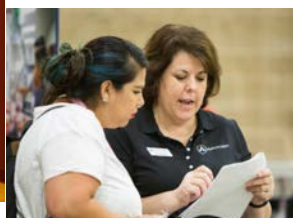
Have you ever wondered what a cattle nutritionists does? Well, we can help you with this! We will have a panel of cattle nutritionists to talk about their role in feeding cattle proper nutrients and how the diet has a role in the nutrients of the meat you eat.

The nutrition conference is a great way to gain CEUs in Key Area Nutrition, network with other nutrition staff members, and grow an understanding of nutrition outside of the cafeteria walls. We encourage all food service staff to attend.

To register, [visit the MSNA website](#).



Conference Photos



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Representing Manufacturers to the Food Service Industry



What's Happening?

Calendar of Events

October 6, 2018

Nutrition Conference
Shakopee High School

October 15-19, 2019

Ntl School Lunch Week
Lots2Love

October 17, 2018

Executive Committee Meeting

October 24, 2018

Executive Board Meeting
General Mills

November 9-10, 2018

Midwest Region
Leadership Seminar
Green Bay Wisconsin

January 13-15, 2019

SNIC
Austin TX

January 9, 2019

Executive Committee Meeting

January 16, 2019

Executive Board Meeting
General Mills

January 17-18, 2019

MSBA Conference
Minneapolis MN

February 24-26, 2019

LAC
Washington DC

May 1-3, 2019

SNIP Conference
Madden's Resort
Brainerd MN

Industry Partners

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

2019 MSNA Industry Membership Packets will be available in November



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

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

Stop the Block

Help make SNA's voice stronger to #stoptheblock!

SNA announces the launch of the [#Stoptheblock](#) Coalition and website, an effort with partner organizations to oppose any attempts to block grant school nutrition programs. To learn more about the coalition, or the harm that block grants would inflict, visit <http://www.stopblockgrantsnow.org>.

Organizations interested in joining the coalition can reach out to SNA Government Affairs Associate, Matt Miller at mmiller@schoolnutrition.org. Individuals are encouraged

to join the fight by [signing the petition](#), [sending a letter](#) to their legislators, sharing the [#StoptheBlock FAQs](#) and [infographic](#) on social media, and continuing local [education efforts](#) on the detrimental nature of block granting school nutrition programs.

[Find out more](#) about the potential impact of block grants and the SNA resources available including a [Block Grant Calculator here](#).

Chapter Chatter

Chapter Presidents: Please send your chapter meeting dates and locations to Amy Richardson, Member Services Chair. All dates will be put on a calendar. Part of the strategic plan is to have a board member attend your chapter meetings.

The chapter plan of action is being worked on and will be sent to all chapter officers. If you have not yet sent in your chapter officer form, please do so right away. This is how we are able to communicate with all the chapters!

Please send in articles and pictures of what you are doing at your meetings so we put on facebook and the newsletter. Please send in articles/pictures to the MSNA office at minnsna@gmail.com

If you have any questions, please contact Amy Richardson at amyrichardson57@gmail.com.

Looking to Advance Your School Nutrition Career? Join SNA!



HERE'S HOW SNA MEMBERSHIP SUPPORTS YOUR CAREER:

- Supportive community of colleagues to share best practices
- Free live & on-demand webinars
- Educational and conference scholarships
- Certificate and credentialing programs to enhance your career
- Meetings and conferences tailored to your needs
- Advocacy and legislative efforts

More information at
www.schoolnutrition.org/join

Feeding Bodies.
Fueling Minds.®

