

FOOD FOR THOUGHT

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SNA of Mass., 258 Harvard St., PMB 283, Brookline, MA 02446
www.schoolnutrition.info Email info@schoolnutrition.info (617) 734-8822 (800) 351-3139 fax 617-734-7772

The *HealthierUS* School Challenge

A Commitment to Nutrition and Physical Education Excellence

by Mary Joan McLarney MS, RD, Nutritionist
Special Nutrition Programs

United States Department of Agriculture- Northeast Region Obesity has had an insidious rise to epidemic proportion in the United States in the last thirty years. Currently two-thirds of adults (67%) and one third (33%) of children are overweight or obese. Obesity negatively impacts a person's health, behavior, self esteem and diminishes a person's quality of life. It is a risk factor for the chronic diseases of diabetes, high cholesterol, heart disease, high blood pressure, stroke and arthritis. In 2004 the U.S. Centers for Disease Control ranked obesity as the number one health risk facing America with the total medical costs for obesity reaching \$147 billion in 2008.

The *HealthierUS School Challenge (HUSC)* was established in 2004 by the Food and Nutrition Service (FNS) of the United States Department of Agriculture (USDA) to combat childhood obesity and recognize schools participating in the National School Lunch Program that have created healthier school environments. Four levels of superior performance are awarded to each school that qualifies for the HUSC with an accompanied financial incentive; bronze (\$500), silver (\$1,000), gold (\$1,500) and gold of distinction (\$2,000). In February 2010, First Lady Michelle Obama introduced *Let's Move!*, incorporating the *HealthierUS School Challenge* into her campaign to raise a healthier generation of kids.

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The HUSC is a validated program of excellence by the USDA in student nutrition, physical education and nutrition education. The HUSC establishes a proactive leadership role for qualifying schools helping children to make healthy lifestyle choices. It improves food quality, increases meal program participation, improves staff morale and establishes internal and external partnerships in the community for health promotion while creating an environment to improve student health and foster academic success.

To take the *HealthierUS Challenge* a school must be enrolled as a Team Nutrition School and make a four year commitment to improve the quality of food served, provide students with nutrition education and provide opportunities for physical education and physical activity. HUSC schools are required to serve reimbursable school meals which include a variety of nutritious foods that look good, taste good and are appealing to students. The HUSC criteria reflect the recommendations of the 2005 Dietary Guidelines and the Institute of Medicine (IOM) 2007 recommendations for competitive foods served outside of school meals.

An obese teenager has a 70% greater risk of becoming an obese adult. It is no longer enough to simply feed children. We must provide nutritious foods and opportunities for physical activity while teaching children the value and importance of practicing healthy behavior. Everyone must work together to align schools to create healthful environments to help children lead successful, healthy, happy and productive lives. The HUSC provides a blue print to initiate the changes needed to improve the school wellness environment. Take a leadership role today and start the Challenge to create a *HealthierUS*. Go to the USDA Team Nutrition website to enroll at: <http://www.fns.usda.gov/tn/>.



Spread the word

by Ruthy Olney, SNA PR Chair

TRAY TALK WEEK – JANUARY 24–28, 2011

Help spread the word about healthy school meals by celebrating Tray Talk Week. Whether you choose to do something big or small, this is your opportunity to show off your program's unique accomplishments and engage parents to get the facts about your school meals program. Download Tray Talk marketing tools for reaching out to parents and the local community at www.schoolnutrition.org, then click on Tray Talk Tools & Resources.

NATIONAL SCHOOL BREAKFAST WEEK MARCH 7–11, 2011

SNA has put together a number of useful, fun detective themed resources to help you get the most out of the School Breakfast Detectives Campaign. Download them today from www.schoolnutrition.org, then click on NSBW 2011 Resources and get started on making School Breakfast the most fun ever. Remember, the campaign runs from January 2011 to March 2011, culminating during National School Breakfast Week, March 7–11, 2011.

For more ideas, save the enclosed insert of quick links for marketing your school nutrition program.

We are fortunate in Massachusetts to have wonderful community newspapers. Remember, they are only an email or phone call away. Spread the word and let your community share your successes! Ring in the New Year and toot your horn! Go to our website; www.schoolnutrition.info and click on the IN THE NEWS tab for links to Massachusetts media.

Managers' Tips

by Debbie Zuzick – Manager, Plainville and
Sue Anderson – Manager, Wrentham

1. Transfer your production record serving information to the following month's lunch menu. This helps with ordering and preparation. It also helps if the manager is out and another staff member needs to step in and prepare a meal.
2. Here is a great tip to keep your macaroni and cheese perfect for all lunches. When draining your cooked pasta, save some of the water that the pasta has cooked in. Use this to thin your cheese sauce...giving each batch a fresh velvety look and yummy taste.
3. At the end of each week have a 15 minute meeting with your staff to discuss the week you have just finished. What was good? What was not? How can next week be better? Everyone's input is important. It enforces the team feeling. Increases productivity and promotes good attitude in your work place.
4. Have a checklist near the exit of the kitchen. Include all important ends of the day rituals. This way when you are leaving you can be sure all ovens are turned off and everything is locked up. All is safe and sound!
5. We like to serve bananas to the children. There is always a few left at the end of serving. Peel them and freeze them. When you have accumulated enough, take them out and bake a nice banana bread to treat the children.

IT'S OUR TIME TO SHINE SNA OF MASS 60TH ANNIVERSARY CELEBRATION

by April Laskey, 60th Anniversary Chair

Where were you 60 years ago? Some of us were at school enjoying lunch, some of us were thinking about our future career and some of us were not yet born! Did you know that 60 years ago School Nutrition Association of Massachusetts was formed? How many memories and accomplishments can you think of in SNA of Mass over the years?

On October 25–26, 2011, SNA of Mass will be celebrating 60 years of success and we want you to be part of it! Our Fall Conference will be held at the DCU Center in Worcester and is sure to be spectacular! This year several volunteers including many Past Presidents will work diligently to create an event you won't forget.

The Fall 2011 Conference will be two days of reflecting and celebrating 60 successful years of the members of the SNA of Mass. We will see where we were, how far we have come and where we will be in the coming years in School Nutrition. As industry leaders and pioneers in School Nutrition, Massachusetts has an outstanding history and you are all part of that. Over the last 60 years we have had such strong leaders as John C. Stalker, Monya Gellar, our own Past Presidents and each of you that ensure that the children across Massachusetts get the very best meal at school each day.

Join us on October 25–26, 2011 as we share 60 years of pictures, stories and facts of our struggles and more importantly our successes in SNA of Mass. Our celebration will be held at the DCU Center in Worcester. Be on the lookout for further information and mark your calendars now for a 60th Anniversary full of history and celebration! "It's Our Time to Shine"

A New Year is Here!

by Janice King, RD, SNS, SNA of Mass. President

Glad Tidings to Each and Everyone. I feel like a passenger on the train in the movie "The Polar Express", as it heads for the North Pole; a land where dreams become real! Decide today to get on board the train with SNA! Imagine where you can be in your school nutrition career this year and in the future by expanding your competencies and knowledge to benefit the lives, hearts, and minds of children! Believe in your ability to live your dreams and become the best you can be! Learn about the many opportunities available to each of you through SNA!

Need a little inspiration.....this movie is a seasonal favorite of mine!

Click on The Polar Express http://www.youtube.com/watch?v=ATUt_-p2XqM&feature=related

As I write this article in early December, we have just learned that the *2010 Reauthorization Bill* has passed the House of Representatives and is awaiting the signature of our President! We are hopeful that the bill will be a reality, as this newsletter arrives in your mailbox. Thank you to everyone who contributed their time in support of this bill. We will keep you informed of the details, as soon as they are available. Be sure to read Anne Marie Stronach's article in this newsletter issue! On the MA State level, DPH and ESE are working to develop the rules and guidelines for the *2010 MA School Nutrition Bill*. A draft and comment period is anticipated in late January, 2011. I encourage everyone to stay current with these bills, as they directly impact our programs!! We will send out more information as it becomes available.

Mark your Calendars with these important dates:

- Launch of *SNA of Mass Public Relations Initiatives and National SNA Tray Talk!* www.traytalk.org To begin in January: SNA Launch Week of January 23, 2011 See information from our MA PR Chair, Ruthy Olney. Everyone is encouraged to participate. *Andover Public Schools* is featured!
- *NSFMI Regional Workshops on SOPs and HACCP - February 7th, Saugus, MA & February 8th, Southbridge, MA* Don't miss this opportunity to write your policies with an NSFMI trainer. Start your policies and procedures at this workshop. Limited registration, register early!
- *Legislative Action Conference (LAC) in Washington, DC - March 6 - 9, 2011* Now is the time to get involved, head to DC and influence our congress to support child nutrition programs!
- *USDA Healthier US School Challenge Workshop* is planned for February 16 at the Southbridge Hotel and Conference Center. Bring your laptops and start your online application, complete your to do list, and prepare to submit your application by June 30, 2011! We have space for 40! Register early when the e-blast hits your inbox: Limit up to 2 attendees per district. Your schools deserve this National Recognition for quality!
<http://www.fns.usda.gov/tn/HealthierUS/vision.html>
- *John Stalker Institute Educational Programs* - <http://www.johnstalkerinstitute.org/courses/> Many new quality opportunities await you with online and F2F courses to advance your education!
- *New MA SNA Scholarship Brochure* available by *February 1*. Deadline for submitting applications is *April 1, 2011*. Scholarships can be utilized for a variety of training, and certification programs as well as degree coursework. *Scholarships are also available with the National SNA Foundation and due by April 1, 2011.*
<http://www.schoolnutrition.org/Content.aspx?id=14620&terms=scholarships>
- *NEW and IMPROVED SNA of MASS Website to be Launched - Coming March 201. NEW Look, NEW Access!*

Best Wishes,
Janice King

Note: Harvard Pilgrim Healthcare and Tufts University have published their report and toolkit on how to influence the support and improve the nutritional quality of school meals. Congratulations! *Chicopee Public Schools* is one of the featured programs in the report! Check this link to see what you do to enhance your own programs.

Report: <https://www.harvardpilgrim.org/pls/portal/docs/PAGE/MEMBERS/FOUNDATION/HEALTHYMEALS.PDF>

Northeast Leadership Conference was AWESOME!

by Kristin Morello, SNS, SNA of Mass. Treasurer

What do you think of when you hear Old Sturbridge Village? Well, for the SNA of Mass. Executive Committee; Jane McLucas, Vice President, Kristin Morello, Treasurer, Janice King, President, and Gail Koutroubas, President-Elect, Jackie Fiorentino, Northeast Regional Director, that thought is now of great education, fun and new friends!

This Fall (November 12-14), we joined Executive Committee Members from the Northeast States (VT, NH, ME, MA, RI, CT, NJ, NY and PA) in an intensive weekend full of team building and idea generating sessions at the Southbridge Hotel and Conference Center (SHCC) and Old Sturbridge Village (OSV).

Shelly Hill (A.J. Letizio) sponsored the Friday evening team building activity. Marion Mauro, personal trainer, facilitated three motivating and competitive activities to get your mind and your heart pumping. Participants took their lives in their hands when simple instructions were given to get a playground ball down a line of people into a bucket. When the directions concluded with, "No Biting!", we knew we were in trouble. The most activity came from the bellowed laughing of all attendees. The SOUTH came out victorious but we were challenged by the NORTH for a re-match at next year's conference in Connecticut.

Saturday was glorious as we headed to OSV for a full day. Beth Murphy from Ignite took us through personality and communications style assessments to help each executive team identify their style of communicating. All of this was done in an attempt to help us understand both ourselves and also our teams in an effort to work better together to reach our SNA goals. Many members commented on the value of the full day seminar and the necessity to bring this type of training back to our individual State Board of Directors. Keep your eyes out for things to come at the SNA of MA Board!

We broke at 2:30 to head straight into the 1800's to engage in and enjoy the historic OSV in all its charm. We visited the herb garden while enjoying the days beautiful 60 degree weather. Christine Higginbottom educated us in cooking with herbs in the 1900's and today. This was a truly wonderful program that inspired us all to seek out more natural and flavorful options while trying to reduce salt and other unneeded ingredients in our recipes.

The growth and understanding did not stop in the classroom. The food at OSV (and SHCC) highlighted the local fare and historical flavor into our meals. We enjoyed a wonderful meal complimented by roasted sweet potatoes, white potatoes and green beans. We had the opportunity to try the new Super Grain, quinoa, so we can determine if this new item is suitable for our menus. We concluded with a delectable combination of fresh strawberries and cream topped with a balsamic vinegar, pepper and chocolate reduction. Talk about trying something NEW!!



AdvancePierre sponsored our dessert and updated us on their recent merger. Gary Russin, Regional Sales Manager, explained the changes we can see coming and what the commodity program may look like in the future. Sherri Cerruti and Nanci Butler (Fusion Sales and Marketing) concluded the night with a fun team building activity and then some much needed relaxation with the Hotel's activity room.

Rich's Matthew Wilson took us through current purchasing trends both at home, in the retail market, and within Schools for both breakfast and lunch. Rich's provided us with the options they have for some wonderful whole grain options for all our meals. They even worked out printed menu solutions for us that match up with the IOM.

WOW! I never knew how much was accomplished by the Executive Committee at NELC. We made some unbelievable contacts and friends as well as experiencing a wealth of team building moments. I'm already looking forward to seeing my new friends next year to keep the bus moving in the right direction for us all. Maybe YOU should join us next year in Connecticut as the new Vice President of How to Make it Happen SNA of Mass!



NEWS YOU CAN USE FROM YOUR LEGISLATIVE ACTION COMMITTEE

SNA will hold its **39th Annual Legislative Action Conference on Sunday, March 6, 2010 – Wednesday, March 9, 2010** in Washington DC. The cost of the conference for members is \$410.00 before January 21, 2011. The final deadline for registrations is February 18, 2011.

Hotel Accommodations are at the JW Marriott, Washington, DC \$248.00 per night with the SNA discount single/double based on availability, rate deadline is February 10, 2010.

The SNA Legislative Action Conference is specifically designed to allow school nutrition professionals to identify and share legislative concerns with elected officials, hill staff, and other school nutrition professionals. School nutrition professionals continue to fight for increased reimbursement rates, national nutrition standards and simplification of the rules and regulations surrounding school meal programs. This is the opportunity for our voices to be heard!

The federal child nutrition programs continue to be a vital nutrition safety net for the children of our community; however the programs are very complex and under funded. The Legislative Action Conference will provide the invaluable opportunity to present challenges and opportunities to our congressional representation in Washington, which will bring about positive changes in our districts.

In order to make the most impact, we will need the participation of the school nutrition personnel. We believe this can be achieved through their participation in the SNA Legislative Action Conference. We hope you will support our participation in this essential training opportunity.

Here is a testimonial from past participant Joanne Lennon, Food Service Director, Chicopee Public Schools:
"For me, I am not a political person by rights, but once I was there I discovered that with all the members we have across the Nation that our voice really counts. That's why I would strongly encourage any SNA professional to attend the conference. Also, Washington DC is breathtaking with all its beautiful monuments."

Keep you eye open if you have never been to LAC as their maybe upcoming grant opportunities for first time attendees!!

When you decided you will attend LAC, please contact Anne Marie Stronach, SNA of Mass. Legislative Chair at astronach@lawrence.k12.ma.us or call 978-722-8448

Reauthorization on its way to President Obama...

The House passed the bill The Healthy, Hunger-Free Kids Act(S.3307) by a vote of 264 to 157. It was approved in the Senate in August by unanimous consent. It now goes to President Obama, who intends to sign it. First Lady, Michelle Obama has released a press statement on December 3 expressing her gratitude that the bill has passed. Summary will be the bill will be in the upcoming issue of *Food for Thought*. For more detailed information now go to www.schoolnutrition.org

The legislative action committee continues to encourage school nutrition programs to invite their local, state, and national legislative delegates to visit their programs.

SNA has a great online resource to help you get started. Go to SNA website Legislative Action click on legislative toolkit scroll down to meeting with legislators and open "Cafeteria Site Visit 101".

Get involved because YOU make a difference!

SNA of Mass. is offering a scholarship to the SNA Legislative Action Conference (LAC) March 6-9, 2011 in Washington DC for a first time attendee. Watch your email and our website for more information on this exciting opportunity.

Massachusetts School Nutrition Bill

by Lauren Mancini, SNA of Mass. Nutrition Chair

Massachusetts is experiencing an epidemic of childhood obesity and overweight. According to the Massachusetts Public Health Association, 25-30 percent of the state's 10- 17-year olds are overweight or obese. These children face serious health consequences, including higher risk of developing diabetes, asthma, heart disease, depression, and low self esteem. The time to prevent obesity is childhood, and schools are an excellent place to start. The Massachusetts School Nutrition Bill that was passed on July 30, 2010 will help to address this epidemic.

Below are a few reminders regarding the bill:

- The Commonwealth will establish a commission on school nutrition and child obesity to review and make recommendations to promote proper nutrition and exercise. SNA of Massachusetts is a part of this commission.
- The Department of Public Health in consultation with the Department of Elementary and Secondary Education will develop the nutritional standards for implementation by the school year 2012-2013 for all public schools.

SNA of Massachusetts is a key player in this process and our voices will be heard. The membership will be informed as soon as more information regarding the nutrition standards becomes available.

Are You a Future Leader?

The School Nutrition Association of Massachusetts has been invited to nominate a "Future Leader" to attend next year's Future Leaders Program being held from April 28-30, 2011 in Colorado Springs, Colorado. This is an opportunity for hands-on-training for new and future leaders of the School Nutrition Association to help strengthen the long-term viability and effectiveness of state associations and SNA.

Criteria for Selection: Nominees must meet the following criteria:

- SNA member
- Certified or credentialed
- Minimum of 3 years in school nutrition
- Demonstrated qualities for future association leadership and show evidence of strong leadership potential
- Demonstrated interest in developing leadership abilities and shaping the next generation of state association/SNA initiatives
- Committed to life-long learning and career in school nutrition
- Energetic individual who believes in the importance of their local/state association and who is most likely to contribute to long-term growth and development
- Nominees may be a Board member but should not have served as vice-president, president elect or president.

Specifics:

The registration fee and conference meals will be paid by SNA national. SNA of Massachusetts will pay transportation, accommodations and other related expenses. Room sharing may be required. The conference will be held at the Broadmoor Resort, 1 Lake Avenue, Colorado Springs, CO 80906 Tel. 866-837-9520

Process:

If you meet the criteria for selection and would like to be considered for nomination, please complete and submit an application which is posted on our website (www.schoolnutrition.info.) SNA of Massachusetts will select one applicant for nomination to SNA national.

The Incredible Nutritious Bean!

by Charlotte Stephenson, Nutrition Committee Member

Beans are nutrition powerhouses that are perfect for nourishing students' minds and fueling their active bodies. Packed with vitamins and minerals, beans are also a great source of vegetarian protein and can replace meat on the school lunch line in a cost-effective manner, if provided in sufficient quantities, which is an important consideration given the emphasis by nutrition experts on the health benefits of a plant-based diet. In addition, beans are a rich source of dietary fiber, including cholesterol binding soluble fiber, and are required weekly by the Healthier US School Challenge meal pattern. With this knowledge, what's a school nutrition professional to do when many students (not to mention adults) wrinkle their noses or start giggling when offered a meal including beans? First, think taste! Make sure that any bean recipe tastes great! Test the recipe in your kitchen until it's perfected and then taste test it with students. Second, be creative! Market "Meatless Mondays" on your menu and serve your best bean recipes on those days. Another idea is to combine a more popular item with your bean dish to increase sales. Below is a very popular, kid-approved Vegetable Chili entrée from the Somerville Public Schools which is served with corn chips and topped with grated cheese. Bon appétit!

Somerville's Vegetable Chili Recipe

Servings 100

Serving Size: 1 cup

1 ½ cups canola oil

1 ½ cups dehydrated onions

1 quart + 2 cups chopped green pepper

¾ cup garlic powder

½ cup + 1 tablespoon chili powder

1/3 cup cumin

3 ½ tablespoons paprika

3 ½ tablespoons onion powder

3 ½ tablespoons salt

3 tablespoons black pepper

2 #10 cans + 1 ½ cups chopped tomatoes with liquid

2 gallons water

2 quarts + 3 ¾ cups tomato paste

2 ½ #10 cans pinto beans

1 #10 can + 3 cups chick peas

1 quart + 2 cups black beans

1 #10 can canned corn, drained

3 pounds + 2 ounces shredded cheddar cheese

12 ½ pounds nacho chips

1. Heat the oil in the kettle or skillet. Add onions, peppers and spices. Cook for 5 minutes.

2. Add tomatoes, water and tomato paste. Mix well.

3. Bring ingredients to a boil. Reduce heat and simmer 30-40 minutes, stirring occasionally until thick.

4. Drain and rinse beans and corn. Add to mixture and heat to 165°F.

5. Pan into 4-inch hotel pans.

6. Top each serving with ½ ounce of cheddar cheese.

7. Serve with 1 cup of nachos (2 ounces).

Save the Date

NSFMI
HACCP and SOPs
February 7, 2011
La Vita Mia
Saugus, MA

February 8, 2011
Southbridge Conference Center
Southbridge, MA

HUSCC Workshop
February 16, 2011
Southbridge, MA

Commodity Connection
January 6, 2011
Holiday Inn, Boxborough, MA

Legislation Action Conference
March 6 – 9, 2011
JW Marriott, Washington DC

Annual National Conference
July 9 – 13, 2011
Opryland, Nashville, TN

SNA of Mass. Annual Meeting
August 2011
Date and Location TBD

Fall Conference and Food Show
October 25 – 26, 2011
DCU Center, Worcester, MA



Northeast USDA meeting with Northeast SNA presidents and presidents-elect. A great partnership is building with SNA, ESE and USDA.

Superstar Manager

by Bridget Collins Chef and Nutritional Coordinator for Medford Public Schools

Rory Douglas has been employed by the food service department of the Medford, MA public schools for nearly twenty years. In October of 2009, Rory was promoted from her position as cook and cashier and became the manager of the Columbus Elementary School. This was a dream come true for Rory. She had always been an exemplary employee, working diligently and consistently, but preferred to remain quietly in the shadows. Finally, she was presented with the opportunity she had been hoping for and her star has been shining since!

Over the past thirteen months, Rory has devoted herself to her managerial role, taking full advantage of much of the professional development assistance that the SNA and John Stalker Institute have to offer. She quickly became SNA certified, and participated in many workshops and courses—most of them on her own personal time. Rory has completed the Healthy Edge course, Healthy Cuisine for Kids, JSI Summer Institute, JSI Food Service Management, several SNA Webinars, and has attended the previous two SNA conferences. Rory is currently enrolled in a ten-week online nutrition certification course at Framingham State and has her sight set on the Credentialing Exam.

In a brief interview with Rory, she explained that as a manager, she is serious about the freshness and quality of the food she presents to the students. Rory understands customer service and stresses that the “environment” of the cafeteria has so much to do with the success of the program. According to Rory, the appearance of the food, the staff, the decorations on the walls, etc...all should be inviting and appealing. The administration, faculty, parents and students of the Columbus School have been very vocal about their appreciation of Rory and how the students have benefited from Rory’s dedication and hard work. Rory’s input and flexibility was critical to saving the Universal Breakfast program at her school and has since allowed it to thrive.

The kitchen staff at the Columbus has all been cross-trained by Rory so each member knows how to do every duty in the kitchen, believing that each member of the team should be “set up for success”. Given the fact that the majority of the food service staff is unskilled in culinary training and everyone has their personal skill levels and limitations, Rory educates and communicates with respect and validation so that her management style is calm, positive and effective. Rory holds regular meetings with her staff allowing for open dialogue and feedback, stating simply, “their opinions matter”.

Since the shortage of time is always an issue in every school kitchen, Rory has developed an impressive system to organize her ordering, inventory, paperwork, stockroom, walk-in and freezer, allowing for a more efficient workday with less stress. Her philosophy is that “time is valuable, and the best way to manage time is to stay organized”. When asked about the SNA, Rory said that she is very grateful for her membership because of the doors it opens. The SNA provides excellent opportunities for professional advancement. She enjoys the networking and learning helpful hints, tips and advice alongside her school nutrition peers and being able to bring that information back to the workplace. The conferences and workshops are uplifting, helping her to introduce positive changes and educate her staff. Rory explained that most importantly, the SNA elevates her professional status. The old “lunch lady” image is slowly fading, replaced by the self-respect, self worth, and pride that comes with the title of “school nutrition professional”.

Rory’s goals for the future are to continue to take full advantage of everything SNA and JSI have to offer. She wants to enroll in more classes, to become credentialed and to do her best every day as the manager of the Columbus School kitchen. Rory stated that she has “been given an opportunity to create a solid, professional career in school food service” and intends to do just that. Quietly and humbly, Rory simply finishes the interview by saying, “I love what I do”.



Left to right: Rose Faggiano, Diane Cabral, Jean Halford, Rory Douglas, Martha Paulys of Columbus Elementary School, Medford, MA

SPECIAL THANKS TO EACH OF THESE COMPANIES LISTED BELOW THAT GENEROUSLY DONATED ITEMS OR FUNDS
TO OUR AUCTION DURING THE RECENT FALL 2010 SNA OF MASS. CONFERENCE

WITH YOUR HELP WE RAISED OVER \$5,000 TO FUND SCHOLARSHIPS FOR OUR MEMBERS!

WE APPRECIATE YOUR SUPPORT.

A.J. Letizio	JTM
Albie's foods	Keebler
Basic American Foods	Kittredge Equipment
Blue Bunny	Kraft
Bonzers Cookies	Land O'Lakes
Bose Radio	Lakeside/Multiteria
Boston Red Sox	Mansfield Paper
Boston Showcase Company	McCain Foods
Breyers Yogurt	Nardone Brothers (Fusion)
Campbell Soup Company	New England Ice Cream
Cape Cod Chips	Northshore Wholesale Marketplace
Cargill/Sunny Fresh Cavendish Farms (Fusion)	Nutrikids
Costa	Papa Gino's
Culinary Standards	Pinnacle Brokers
Dannon	Polar Beverages
ES Foods	Schwans
Food for Thought	SFS
Fusion Sales Group	SNA of Mass. Chapter 1
General Mills	SNA of Mass. Chapter 2
Goldkist-Pierce Chicken	SNA of Mass. Chapter 3
Good Harbor Filet	SNA of Mass. Chapter 4
Hadley Farms	SNA of Mass. Chapter 5
Hannaford	Snikiddy Snacks
Heinz	Sunbutter (Pinnacle)
Hidden Healthies	Sysco
Horizon Snack Foods	Uno's
Judy White	Viking Seafood
J&J Snack Foods	Whole Harvest
Joe Warren and Sons	Yankee Marketers

How to Make it Happen!

by Judy White, SNA Professional Development Chair

Bring your managers with you to the next SNA conference! This will be one of the best moves you will make in your program. This is how we do it in Wrentham and Plainville.

1. Plan a simple menu on the day your managers will be attending the conference. Here are some of our favorite ideas:
 - Mini Pancakes, Sausage, Juice, Orange Smiles, Milk
 - Hotdog on a Whole Wheat Roll, Sweet Corn, Crunchy Apple, Milk
 - French Bread Pizza, Garden Salad, Veggie Sticks w/dip, Fruit, Milk
 - Fun Bag Lunch, with a Whole Wheat Bagel, sunbutter, raisins, juice, yogurt cup, milk
2. Hire subs in advance so the kitchen can run smoothly in the managers' absence.
3. Offer attendance to your managers as an incentive and reward for all their hard work during the year.
4. Have managers room together to save money.
5. Give managers simple and fun assignments at the Food Show. Have one manager look for new healthy snacks, another can find some new chicken products, send another manager to serve for a new, improved pizza crust or calzone dough.
6. Reward your managers by buying them some raffle tickets in hope they win a prize!

In closing, let me say that our management team found the Chicken Scampi Recipe at one of the commodity cooking contests. By making that recipe and using our government commodities, we have saved money for our district. Learning, sharing, networking and bringing back knowledge is what works in our districts.



258 Harvard St., PMB 283
Brookline, MA 02446

**SNA Legislative Action
Conference**

March 6-9, 2011

This is the year to be there!