

# 27TH ANNUAL CONFERENCE

SEPTEMBER 15-17. 2013

# CHANGE. VARIETY. DIVERSITY.

Exploring the CACFP's changing needs, rules and regulations and providing tools for growth and success.





A National Platform for the CACFP Community

**com·mu·ni·ty:** a: a unified body of individuals; b: a group linked by a common policy; c: a body of persons having a common history or common social, economic, and political interests; d: a body of persons of common and especially professional interests scattered through a larger society.

# FROM THE **BOARD OF DIRECTORS**

The Board of Directors of the National CACFP Sponsors Association (NCA) and the 2013 NCA Conference Committee would like to express its deepest appreciation to all of those individuals and organizations that made this conference an outstanding example of collaboration and success. We honor your contributions to the educational mission of the Association and thank you for helping make this Conference a showcase for the CACFP community:

- The CACFP Sponsoring Organizations of the State of Minnesota
- The Minnesota Department of Education, Food and Nutrition Service
- The Midwest Regional Office of the US Department of Agriculture
- The National Office of the USDA Food and Nutrition Service
- The University of Minnesota Department of Family Medicine and **Community Health**
- The University of Colorado Denver, College of Nursing
- Rotary International
- Haberman, Modern Storytellers for Pioneers
- Redleaf Press, CDC, Minute Menu, Learning Zone Express, Association for Child Development, MH Miles, Nutrition Matters, S&D Instructional Services, New England Insurance, NFSMI, Hyatt Hotels
- All of our workshop presenters, without whom, we would not have a Conference.

# Thank You!

CONFERENCE SCHEDUL

#### SUNDAY, SEPTEMBER 15

8:00 AM-8:00 PM **Registration & Exhibits** 9:00 AM-12:00 PM PreConference Workshop PreConference Workshop 1:30 PM-4:30 PM 5:30 PM-6:30 PM Minnesota Flavors Networking Reception

#### MONDAY, SEPTEMBER 16

8:00 AM-5:30 PM **Registration & Exhibits** 8:30 AM-10:00 AM Welcome & Keynote General Session 10:15 AM-11:30 AM Workshops Session One 11:30 AM-1:30 PM Lunch Program General Session Workshops Session Two 1:45 PM-3:00 PM 3:15 PM-4:30 PM Workshops Session Three 4:30 PM-5:30 PM Networking Roundtables

**TUESDAY, SEPTEMBER 17** 

8:00 AM-8:45 AM	NCA Annual Meeting
8:30 AM-5:00 PM	Registration & Exhibits
9:00 AM-10:15 AM	General Session
10:30 AM-11:45 AM	Workshops Session Four
11:45 AM-1:15 PM	Lunch Program General Session
1:30 PM-2:45 PM	Workshops Session Five
3:00 PM-4:15 PM	Workshops Session Six
4:15 PM-5:00 PM	General Session



PRESIDENT **Blake Stanford** President, SW Human **Development Services** Austin, TX





VICE PRESIDENT Senta Hester Founder & Executive Director Our Daily Bread of Tennessee Knoxville, TN

TREASURER Vicki Lipscomb President, Child **Nutrition Programs** Charlotte, NC





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**Gail Birch Chief Executive Officer Providers Choice** Minnetonka, MN





Debra Ghia VP CACFP, Lehigh Valley Children's Centers Allenton, PA

**Robin Paul** CEO, Mid Michigan **Child Care Centers** Freeland. MI





Paula Peirce Director A Child's Choice Aurora, CO

Shirleen Piela **Executive Director** Heartland Child Nutrition Bismarck, ND



#### ADVISORS

Thora Cahill • Tom Copeland • Geri Henchy



# A National Platform for the CACFP Community

September 2013

Dear Conference Attendees,

On behalf of the Board of Directors of the National CACFP Sponsors Association (NCA), thank you for joining us in Minneapolis this year for the 27th Annual Conference. Our Association started in the USDA's Midwest Region in 1986 and has grown into a national organization with members in all of the United States and US Territories. We recently changed our name to reflect our identity as a national association. You are all part of the success that brings us to Minnesota this fall.

Our theme this year is "Change Variety Diversity" and you will see why given our lineup of speakers and workshops. This year's Conference emphasizes intentional educational programming in a variety of Program areas: nutrition, business management, social media, policy and regulation. Change is coming and preparing for the new meal pattern requirements is a priority for us. This year we are offering some Variety - two preconference tracks – one for business and legal issues and a second one for tools to affect nutritional behavior. This year's program is both dynamic and has the right mix of Diversity for all of the CACFP community. We hope you are pleased with the talent, skills and knowledge we have brought to Minneapolis for our Pre-Conference Program, Keynote and Featured Speakers this year:

- Julie Mikkelson, USDA Director of Special Nutrition Programs
- Tom Thorfinnson, Past Vice President, Rotary International and Motivational Presenter
- Susie Nanney, PhD, MPH, RD, Associate Professor, University of Minnesota •
- Nathan Rice, Digital Director + Partner, Haberman •
- Tom Copeland, J.D., CPA and CACFP Consultant
- Paul Cook, Ph.D., University of Colorado •

Your participation in our Annual Conference signals your commitment to the CACFP and your confidence that our Association provides the best training and networking opportunities for your organization. The Board of Directors strongly believes in the social and professional value of our work to better the Program and transform the lives of our nation's children through the CACFP. We believe in the wisdom of a CACFP community which respects education, celebrates the experience of continued learning, and seeks deliverance from solutions which restrain the truth or restrict the evidence.

We hope you will enjoy seeing old friends and making new ones while you are here in Minneapolis. Take some time to enjoy the best of the city while we ponder the challenges before us and celebrate what we have brought with us so far.

Yours.

HBRIKE Stanford

Blake Stanford President National CACFP Sponsors Association

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# **MINNESOTA FLAVORS NETWORKING RECEPTION**

NICOLLET BALLROOM

**SUNDAY** 5:30 PM - 6:30 PM

Enjoy an hour of making new friends and greeting the old while enjoying the best of Minnesota Flavors.

Cash Bar

## MINNESOTA SPONSORS & STATE AGENCY WELCOME YOU

**Child Care & Nutrition** 

**Child Care Choices** 

**Child Care Resource & Referral** 

**Minnesota Department** of Education

**MN Licensed Family Child Care** 

**Prime Providers** 

**Providers Choice** 

"Co-creating the 2013 conference with NCA board and staff, we are happy to introduce networking roundtables and a closing session! Taste testing banguet foods and choosing meals? Tough work. We hope you enjoy as much as we did!!"

#### SUNDAY NETWORKING RECEPTION

Butternut Squash Bisque Shooters Stuffed Mushroom Varieties

Thai Peanut Chicken Satays

Wild Rice Salad with Craisins and Pecans with Raspberry Vinaigrette

Minneapolis, Minnesota Faribault DairvFar Amablu Cheese

Kimball, Minnesota Stickney Hill Farm House Seasoned Chevre

Ames Farm Honey, Whole Grain Mustard and Crusty Bread

#### MONDAY BUFFET LUNCH

Grown Carrot Bisque Soup with Candied Ginger Dust

Romaine, Apples, Cranberries, Pecans with Cider Vinaigrette

Mixed Greens, Local Chevre and Candied Pecans with Maple Balsamic Dressing

Orange & Cilantro Flank Steak

Salmon Caponata

Farm Potato Hash

Carmelized Onion & Mushroom Risotto **Roasted Root Vegetables** Flourless Chocolate Cake

#### TUESDAY PLATED LUNCH

Baby Romaine Salad with Pickled Carrots, Fried Egg Ribbons, Olives and Greek Dressing

Minnesota Wild Rice Stuffed Chicken Breast

Grilled Asparagus

Mixed Berries with Lemon Pound Cake and Lemon Cream

## Legal Aspects of Sponsoring the CACFP

#### Tom Copeland, Consultant

The serious deficiency process, provider appeals, legal monitoring limits, and how to reduce legal risk

with regard to personnel are all covered in this workshop presented by CACFP Consultant, Tom Copeland, J.D. Case studies, take-home tools, and learning what is and what is not acceptable is explored.

Planting the Seeds of Change Understanding the Psychology of Behavior through Motivational Interviewing



Paul Cook, PhD

University of Colorado College of Nursing

People need accurate information about diet changes to prevent childhood obesity, but information alone does not change their behavior. Instead, people are motivated to make dietary changes based on their own interests and goals. Motivational interviewing is a research-based

communication technique that can help you explore people's motivations and support them to make needed changes in preparing and serving food. At this pre-conference workshop, Paul Cook, Ph.D., Associate Professor at the University of Colorado College of Nursing will share his expertise in this field and participants will learn and practice motivational interviewing strategies.

# 2013 FRIEND OF CACFP AWARD

# SENATOR AMY KLOBUCHAR

The National CACFP Sponsors Association Friend of CACFP Award honors and recognizes an individual who has demonstrated a commitment to supporting and improving the USDA Child and Adult Care Food Program (CACFP) through leadership and initiative. Individuals awarded



have made significant and demonstrable contributions to the CACFP through advocacy, legislation, education or professional endeavors that exemplify a positive impact or advancement of the program.

The 2013 Friend of CACFP award is being presented to Senator Klobuchar for her tireless efforts to improve the lives of America's children, for her leadership in the passage of the Healthy, Hunger-Free Kids Act, and her efforts to set new nutrition standards for all meals served in the CACFP.

# Welcome & Opening Remarks

Jeanette Johnson- Reed, RD, MBA

In her role as Supervisor at the Minnesota Department of Education Food & Nutrition Service, Jeanette reviews and evaluates state and federal Regulations for administration of the child nutrition food programs; designs work plans & technology tools, and develops techniques and procedures for accomplishing goals and implementing regulations.





#### Elia Dimayuga-Bruggeman

Assistant Commissioner for Minnesota Department of Education, Elia Dimayuga-Bruggeman oversees the department's programs for compliance and assistance, education innovation, food and nutrition, safe and healthy schools and special education policy.



# KENOTE SPEAKER

**Julie Mikkelson** USDA Director of the Special Nutrition Programs

As Director of the Special Nutrition Programs (SNP) for USDA Food and Nutrition Service's Midwest Region Julie



oversees the administration of 13 nutrition and food distribution programs, including the Special Supplemental Nutrition Program for Women Infants and Children (WIC), National School Lunch Program, the Child and Adult Care Food Program and the Summer Food Service Program. Julie has 26 years of experience in administering FNS programs.

Prior to joining SNP in January 2008, Julie directed the MWRO WIC program for four years, she supervised retailer investigations in the Food Stamp Program for two years and she coordinated regional operations for the Child and Adult Care Food Program for over 10 years.

Julie has a degree in Dietetics from Iowa State University and she is a graduate of the FNS Leadership Institute.

#### MONDAY LUNCH SPEAKER



#### Back to the Future: Core Values. Service to Others & Reigniting Passions

Tom Thorfinnson Thorfinnson Business Consulting, Motivational Presenter Rotary International, Past Vice President

Sponsors and providers are often doing work well beyond their job descriptions because of the passion and compassion we have for the program and the children it benefits. Sometimes, when we are doing more with less, every year, we can forget the excitement of why and when we started our sponsorships or first became a member of the CACFP community. At this session highlighting core values of service, integrity in business, leadership, and diversity, Tom Thorfinnson will focus on service to others and the impact our members can make on the lives of children and providers--once again reminding us of the value of our work and reigniting our flames to make the world a better place.

#### TUESDAY FEATURED SPEAKER



#### Opportunities

Susie Nanney PhD, MPH, RD Associate Professor, Dept. of Family Medicine & Community Health Program in Health Disparities Research University of Minnesota

CACFP sponsors and providers are uniquely positioned to influence the eating habits of millions of children

and families. With so many vulnerable participants relying on CACFP for their meals, alignment with the Dietary Guidelines for Americans is critically important. Research grounded in practice can inform implementation of the pending nutrition regulations. This session will highlight lessons from successful application of nutrition standards from a variety of food assistance programs (e.g. the National School Lunch Program). Research supported implementation strategies like farm to pre-school, cooperative food buying and engaging families will be discussed. Session attendees will be able to identify research supported strategies to guide implementation of updated nutrition standards in their programs.

#### TUESDAY 8:00 AM NCA ANNUAL MEETING REGENCY

Come meet the Board of Directors of the National CACFP Sponsors Association and join fellow members from across the country at our annual meeting. We'll look at where we are, where we've been, and where we hope to be in future years. The meeting will include Board committee reports and an opportunity for member participation.

#### TUESDAY LUNCH SPEAKER

#### Social Media: It Begins With Your Mission

#### Nathan Rice

Digital Director + Partner, Haberman

There are many reasons why individuals and brands hesitate to fully engage in social media. These reasons range from perceived resource constraints to real hurdles



like being uncomfortable with the tools and technology. Nevertheless, social media might prove to be the critical instrument to closing the gap in fully manifesting your mission. Many people ask, "Why should I participate in social media as a brand?" This session will address the question head on and will reframe social media from a niceto-have to a mission critical storytelling platform.

#### TUESDAY CLOSING SESSION

#### Conference Highlights. Reflections & Door Prizes!

Ioin the NCA board for a fun reflection on the sessions, networking, and quiet moments during the conference as well as sneek peek at the 2014 conference highlights! We'll collect evaluations to better our program and, finally, draw for door prizes you won't want to miss!

С S	Field Staff Jill Weldon & Robin Noeldner, Provide	<b>REGENCY</b> ors Choice
ABL	Nutritionists Christine Twait, MS, RD, Providers Chi	MIRAGE
IDN	<b>Directors</b> Marlene Jehnke, Child Care Resource of	<b>GREENWAY BC</b> and Referral
<b>KOU</b>	Admin Kimberly Giles, Child Care Choices	GREENWAY FG
NG	<b>Centers</b> Senta Hester, Our Daily Bread of TN Robin Paul, Mid-Michigan Child Care	GREENWAY HI
ORK	At-Risk & Afterschool Debra Ghia, Lehigh Valley Children's G	NICOLLET D-1
3	State Agencies	NICOLLET D-2

Jeanette Johnson-Reed, MN Department of Education

Head Start Paula Peirce, PhD, RD, A Child's Choice

# Monday, September 16, 2013

8:30-10:00 AM			lt's Ti	Welcome & Ke me to Take A   Nicollet E	Welcome & Keynote Address It's Time to Take A New Look at CACFP Nicollet Ballroom	ACFP		
	Regency	Mirage	Greenway BC	Greenway FG	Greenway HI	Nicollet D-1	Nicollet D-2	Nicollet D-3
10:15-11:30 AM WORKSHOPS SESSION ONE	2013 CACFP Update	Managing Employee Performance	Building Healthy Habits for Life with Let's Move! Child Care: Obesity Prevention for the Early Care and Education Setting	Whole Grains and Health	Setting Up & Rolling Out hx2go	A Click Away, FREE Online Courses	Recognizing & Investigating Red Flags During a Monitoring Review	Getting Started Sponsoring Centers with Minute Menu CX
11:30-1:30 PM		Back to t	he Future: Co	Buffet Lunch Progra re Values, Service to Nicollet Ballroom	Buffet Lunch Program Back to the Future: Core Values, Service to Others, & Reigniting Passions Nicollet Ballroom	& Reigniting	Passions	
1:45-3:00 PM WORKSHOPS SESSION TWO	Paperwork Reduction Work Group	Managing Employee Performance REPEAT	From Apples to Zucchini: Farm to Childcare Strategies You Can Use	Understanding the At-Risk Program	The Basics of Good Nutrition	Smart Women Don't Retir <del>e –</del> They Break Free	Purpose Driven Training	Maximizing Opportunities: Building a Healthier Child Care Environment
3:15 - 4:30 PM WORKSHOPS SESSION THREE	Through the Looking Glass– A Discussion of Topics Related to Maintaining Program Integrity	Entering Reviews Using hx2go	Choosing Healthy Foods for Kids	Magnetize Your Trainings: Create Titles & Themes That Will Attract An Audience	Sponsoring Unaffiliated Centers: A Strategy to Increase Viability and Improve Program Integrity	How to Establish an Appropriate Balance of Authority	Follow the Leader: Wisdom from Schools on How to be Successful in Implementing Meal Pattern Requirement Changes	CACFP Management Tool Kit: Employee Handbook
4:30-5:30 PM NETWORKING ROUNDTABLES	Field Staff Roundtable	Nutritionists Roundtable	Directors Roundtable	Admin Roundtable	Centers Roundtable	At-Risk & After School Roundtable	State Agencies Roundtable	Head Start Roundtable

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9:00-10:15 AM				General <b>Opport</b> Nicollet	General Session Opportunities Nicollet Ballroom			
	Regency	Mirage	Greenway BC	Greenway FG	Greenway HI	Nicollet D-1	Nicollet D-2	Nicollet D-3
10:30-11:45 AM WORKSHOPS SESSION FOUR	The Serious Deficiency Process: Is it Broken?	Regional Best Practices for Centers	Please Pass the Peas Strategies for Working with Picky Eaters	Happy Providers = Happy Sponsors	Building Healthy Habits for Life with Let's Move! Child Care: Obesity Prevention for the Early Care and Education Setting	Incorporating MyPlate into the Child Care Setting	Selling the CACFP & Other Mysteries	Managing Generational Diversity
11:45-1:15 PM			Social N	Plated Lund Aedia: It Begii Nicollet	Plated Lunch Program Social Media: It Begins With Your Mission Nicollet Ballroom	Aission		
1:30-2:45 PM WORKSHOPS SESSION FIVE	Monitoring Visits: Is Anyone Really Listening?	Leadership In Changing Times	Learning About Nutrition Through Activities: Help Children Taste, Eat and Enjoy Fruits and Veggies	Weight Management: Preventing Childhood Obesity	Social Media: Putting the Power in Your Hands Here's How	Health Halo for a Nutrition Devil	Identifying and Tracking Seriously Deficient Providers	NICOLLET BALLROOM Proposed Regulations for Meal Pattern Changes**
3:00-4:15 PM WORKSHOPS SESSION SIX	Fast & Fabulous: Limiting Processed Foods	Grant Accounting & Allocation of Costs	The Latest Free Education & Training Resources	Presenting the Presenter: How to Engage Your Audience	Healthy Portions, Healthy Kids	Social Sanity: Keeping It Manageable	CACFP Management Tool Kit: Salary and Compensation	NICOLLET BALLROOM Advocacy Update for Meal Pattern Changes**
4:15-5:00 PM			Conferenc	General e Highlights, F Nicollet	General Session Iference Highlights, Reflections, Door Prizes! Nicollet Ballroom	oor Prizes!		

# WORKSHOPS SESSION ONE

# MONDAY, SEPTEMBER 16, 2013 · 10.15-11.30 AM

# 2013 CACFP Update

REGENCY

#### Tina Namian, MSW, JD, USDA Food & Nutrition Service

Hear about the many exciting updates to the CACFP including recent policy changes and the progress of special projects such as the Paperwork Reduction Act workgroup. Learn about regulatory updates, new handbooks, technical assistance, and other resources. Take this opportunity to ask questions!

## Managing Employee Performance MIRAGE

Lynn Richardson, SOS Employment Group- Retired

This training covers how to establish hiring criteria and effective interviewing techniques to get ideal employees, establishing measureable performance management criteria and how to conduct performance counseling.

## Building Healthy Habits GREENWAY BC for Life with Let's Move! Child Care: Obesity Prevention for the Early Care and Education Setting

#### Meredith Reynolds, Centers for Disease Control and Prevention

This presentation will feature the Let's Move! Child Care Initiative. The workshop will include an in depth discussion about ways to address obesity prevention in the early care and education setting. Free, practical resources will be provided to assist in meeting obesity prevention best practices.

## Whole Grains and Health

**GREENWAY FG** 

GRFFNWAY LI

Malak Saddy, RD, LD, Association for Child Development Melissa Owens, Association for Child Development

The goal of this nutrition training is to educate providers on the benefits of eating whole grains, alternate whole grains, and kid friendly whole grain recipes. The workshop will include nutrition information, interactive nutrition game, and helpful nutrition tips presented by a registered dietitian.

# Setting Up & Rolling Out hx2go

Dawn Perez, Minute Menu Systems

The new hx2go mobile app for recording home visit reviews can streamline processes and increase integrity. Giving monitors access to the app, customizing questions that appear in the app, running reports, and tools for developing your agency's rollout plan are on the agenda.

## A Click Away. FREE Online Courses

Lutina Cochran, Kristi Lewis, Marjuyua Rowser National Food Service Management Institute

This session will provide CACFP Providers with an overview of the National Food Service Management Institute as well as how to access free nutrition-based online courses for your providers such as Step-by-Step Menu Planning for Child Care, Planning Cycle Menus in Child Care, Planning Snacks as an Educational Activity, Serving Safe Food in Child Care, Serving Adequate Foods in Child Care, and Culinary Techniques.

# Recognizing and Investigating NICOLLET D-2 Red Flags During Monitoring Reviews

#### Cherese Myree, CFE, MH Miles Company, CPA PC

Gain expert insight on investigating allegations of noncompliance in the Child and Adult Care Food Program and the Summer Food Service Program. Learn how to identify red flags during a monitoring review. Participants will walk away with interview techniques, sampling methodologies, and best practices that have been instrumental in identifying fraud, waste, and abuse in federally funded programs.

#### Getting Started Sponsoring Centers with Minute Menu CX

#### Cindy Vian, Minute Menu Systems

Minute Menu CX for Centers is used by sponsors of centers around the country, automating the income eligibility process, fully producing menu production records, scanning attendance & meal count forms, processing claims, tracking expenses and much more. Get a preview of cx2go our mobile application for centers.

# NEW FOR 2014! MEMBERSHIP ID

The National CACFP Sponsors Association is excited to present our NCA member organizations with your own member badge graphic for use on

your website and in your marketing materials. Set your sponsorship apart from others and let your providers know you care enough to keep up-to-date with the CACFP community through membership in the National CACFP Sponsors Association.



NICOLLET D-3

NICOLLET D-1

# WORKSHOPS SESSION TWO

# MONDAY, SEPTEMBER 16, 2013 • 1:45-3:00 PM

# Paperwork Reduction Work Group REGENCY

Vicki Lipscomb, Child Nutrition Programs Geri Henchy, Food Research Action Center Ellen Farrell, Florida Department of Health Linda Leindecker, Horizons Unlimited

Join our panelists to discuss the progress of the Paperwork Reduction Work Group and offer valuable input concerning needed reform. Hear comments concerning the outcome of the surveys that have been completed. The work group will prepare a report to Congress on how to streamline operations within the CACFP program in order to ensure integrity and maintain access while reducing barriers and burdens to participation.

# Managing Employee Performance MIRAGE REPEAT

Lynn Richardson, SOS Employment Group- Retired

This training covers how to establish hiring criteria and effective interviewing techniques to get ideal employees, establishing measureable performance management criteria and how to conduct performance counseling.

#### From Apples to Zucchini: Farm to Childcare Strategies You Can Use

*Erin McKee, Institute for Agriculture and Trade Policy Sponsored by MN Department of Education* 

Like the Farm to School initiatives that are sweeping the nation, Farm to Childcare can link your kids with fresh, locally grown foods while educating them and their families about where their food is grown. Come hear about hands-on strategies you can use to incorporate Farm to Childcare strategies into your programming.

#### Understanding the At-Risk Program

**GREENWAY FG** 

**GREENWAY RC** 

#### Leah Penna, Alva Hartley, Riley Penna, Alexander Hartley FP Assistance

This session is geared to help you understand the necessary requirements and basic fundamentals of the At-Risk Afterschool Meals Program. We'll cover Eligibility Requirements, Applying to Participate in the Program, Meal Patterns & Food, Reimbursements, Recordkeeping & Reporting, Monitoring, and Resources.

## The Basics of Good Nutrition

Lutina Cochran, Kristi Lewis, Marjuyua Rowser National Food Service Management Institute

Good Nutrition, What is it? This session will explain why good nutrition is essential to both children and adults. Participants will learn about basic nutrition concepts, such as water, carbohydrates, sugar, and much more. Participants will walk away from this session with a clear understanding of how and why to make healthier food choices for themselves and the children in their care.

#### Smart Women Don't Retire-They Break Free

NICOLLET D-1

GREENWAY LI

#### Janet White Phelan, Midwest Child Care Association

Many of us local CACFP leaders have been working for years. We spent our careers seeking out new challenges and enjoyed countless successes. The last thing we want to do is spend the next 20 - 30 years taking trips to the mall or perfecting our recipes! Recent studies show between 60 - 75 % of non-profit executive directors or administrators plan to leave their positions within the next five years. If retiring is something you might be thinking about - you are not alone. In this workshop we will develop a blueprint for retirement and determine a whole new set of life choices.

## Purpose Driven Training

NICOLLET D-2

Christine Twait, MS, RD, Providers Choice Gail Birch, Providers Choice

Are you frustrated with trainings that provide information but don't build skills? Learn best practices from training experts to take your workshop and conference participants from apathy to action. We will build the foundation with adult learning basics, layer on facilitation skills and top it off with the latest in training technologies for advanced trainers. We will also discuss training evaluation practices that measure whether participants merely enjoyed your presentation or whether they took action. Join us for this interactive, fun, and purpose-driven workshop.

## Maximizing Opportunities: NICOLLET D-3 Building a Healthier Child Care Environment

Samia Hamdan, MPH, RD, USDA Food and Nutrition Service Andrea Farmer, MS, RD, LD, USDA Food and Nutrition Service

Healthy habits begin early in life. Come learn how to create a healthy child care environment by implementing the latest Team Nutrition resources and existing best practices. Also learn about efforts underway through the Healthy Hunger-Free Kids Act of 2010 to help improve nutrition, increase physical activity and reduce screen time.

# WORKSHOPS SESSION THREE

# MONDAY, SEPTEMBER 16, 2013 · 3:15-4:30 PM

REGENCY

## Through the Looking Glass:

A Discussion of Topics Related to Maintaining Program Integrity

#### Barbara Smith, USDA Food & Nutrition Service

Come join in an informative and lively discussion of issues related to monitoring for Program compliance. Hear from FNS about handbooks being developed, regulatory monitoring requirements, overview of the 5-day reconciliation process, corrective action plans, removal from the NDL and an array of other topics which address frequently asked questions. This session is designed to provide ample time for questions and answers.

## Entering Reviews Using hx2go

MIRAGE

#### Dawn Perez, Minute Menu Systems

The new Minute Menu hx2go mobile app will revolutionize your review process. Take advantage of this technology and use it to plan AND record home visit reviews.

# Choosing Healthy Foods for Kids GREENWAY BC

Malak Saddy, RD, LD, Association for Child Development Michelle Kensinger, Association for Child Development

The goal of this nutrition training is to encourage child care providers to apply strategies that increase kids' acceptance of healthy foods and help them make smart choices about the foods served to the kids in their care. The workshop will include nutrition information, interactive nutrition game, and helpful nutrition tips presented by a registered dietitian.

#### Magnetize Your Trainings: GREENWAY FG Create Titles and Themes That Will Attract An Audience

#### Ann Schuetzle, Heartland Child Nutrition

Two common challenges with training titles are that they make the content sound boring and they focus on the subject matter— what is going to be said—rather than what the learner will gain. Would you be more excited to attend "The USDA Meal Pattern" OR "Dishin' Nutrition: Serving Easy, Excellent Daycare Meals?" How about "CACFP Regulations" OR "Set Your GPS to Navigate the CACFP." Participants in this session will leave with tools which grab the attention of participants, yet do not diminish the importance of the training content. Join us and leave "magnetized"!

## Sponsoring Unaffiliated Centers

GREENWAY HI

A Strategy to Increase Viability & Improve Program Integrity

Vicki Lipscomb, Child Nutrition Programs Gail Birch, Providers Choice Sharon Ray, Nutriservice

A panel of three experienced sponsors give an overview of the benefits of sponsoring unaffiliated child care centers. Improving program integrity with additional oversight, using your CACFP knowledge to increase your outreach to low income children, start up and marketing concerns and a review of financial concerns and budgeting along with cost allocation.

#### How to Establish an Appropriate NICOLLET D-1 Balance of Authority

#### Sharon Woodward, S&D Instructional Services

What does "Balance of Authority" actually mean? Are you someone who uses your authority to control rather than to collaborate? Is "my way or the highway" your resolution style rather than legitimate problem solving? This workshop is designed to assist administrators and field staff in achieving a correct balance.

#### Follow the Leader:

NICOLLET D-2

Wisdom from Schools on How to be Successful in Implementing Meal Pattern Changes

#### Deb Lukkonen, RD, SNS, MN Department of Education

Schools have already traveled the road ahead for the changes to the meal pattern requirements. The workshop will start with the basics of the legislative process and then share the best advice from school nutrition professionals about what to do and what NOT to do as you move forward. Also learn about tools that were developed from a Federal grant in Minnesota called Great Trays, that could be quickly and inexpensively adapted to the child care setting.

CACFP Management Tool Kit: Employee Handbook

## NICOLLET D-3

#### Blake Stanford, Southwest Human Development Services Kati Wagner, Wildwood CACFP

Do you have the right management tools to manage your employees? What is the highest administrative expense at your Sponsorship? Labor cost! Do all of the employees understand your expectations? Are they made to feel welcome and part of the team on their first day of work? Losing employees increases your labor cost even more. When you layout your expectations in writing, you are setting up your staff to succeed. Learn what key elements to include in your employee handbook and why they are important to ensure that you are meeting FNS Instructions.

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# WORKSHOPS SESSION FOUR

# TUESDAY, SEPTEMBER 17, 2013 • 10:30-11:45 AM

## The Serious Deficiency Process: Is It Broken?

REGENCY

Shirleen Piela, Heartland Child Nutrition Tom Copeland, CACFP Consultant Vicki Lipscomb, Child Nutrition Programs

What constitutes actions that warrant a serious deficiency declaration – both for providers and for sponsors? There doesn't seem to be consistency between states or regions. This panel will discuss issues that have come up across the country, how they were handled, and perhaps how they should have been handled. Providers and sponsors are often made to feel like criminals for making an unintentional error. Providers are "going underground" rather than living in fear of making a mistake and being put on notice. We need to work together and figure out how to make this process effective by inspiring honesty rather than assuming dishonesty for both providers and sponsors.

## Regional Best Practices for Centers MIRAGE

#### Sharon Ray, Nutriservice

Let's talk about the best practices on two levels: Sponsors and State Agencies. Join us for this enlightening round table discussion of ways to improve programs by comparisons within regions.

# Please Pass the Peas: Strategies GREENWAY BC for Working with Picky Eaters

#### Maureen Lyons, Learning ZoneXpress

This interactive discussion of picky eating brings an understanding of food issues that impact life-long eating patterns. Learn strategies to improve acceptance of and willingness to try new foods. Find options for nutrition education and parental involvement in your program. Gain tools to reduce power struggles while incorporating collaboration between home and child care with simple ideas you can use right away.

# Happy Providers Equal Happy Sponsors



#### Janet Herzog & Jane Herman, Midwest Child Care Association

We all deal the occasional difficult provider. Does your staff know how to deal with them? Join us for a FUN workshop that will not only show you how to deal with these difficult providers, but will show you how to bring them to the "bright" side! We will use role-playing to infuse humor while presenting practical tips on how to deal with difficult providers. Our objective is to present a workshop that participants will enjoy but will also empower them to use the techniques they learn in their sponsorship.

## Building Healthy Habits for Life GREENWAY III with Let's Move! Child Care: Obesity Prevention for the Early Care and Education Setting

#### Meredith Reynolds, Centers for Disease Control and Prevention

This presentation will feature the Let's Move! Child Care Initiative. The workshop will include an in depth discussion about ways to address obesity prevention in the early care and education setting. Free, practical resources will be provided to assist in meeting obesity prevention best practices.

#### Incorporating MyPlate into the Child Care Setting

NICOLLET D-1

Malak Saddy, RD, LD, Association for Child Development Kymberli Schaal, Association for Child Development

The goal of this nutrition training is to encourage child care providers to apply strategies that increase kids' knowledge regarding MyPlate and the five food components. The workshop will include nutrition information, interactive nutrition game, and helpful nutrition tips presented by a registered dietitian.

## Selling the CACFP & Other Mysteries

NICOLLET D-2

#### Cindy Vian & Dawn Perez, Minute Menu Systems

The CACFP is changing rapidly, how do you keep up? How do you make your organization stand out from the rest? Come learn some basic sales techniques that will help you recruit more providers & centers to your program. Learn where to find community partnerships, resources & funding that will take your program to the top. Let's get the word out about the best kept secret in child care - the CACFP!

# Managing Generational Diversity NICOLLET D-3

#### Lynn Richardson, SOS Employment Group – retired

This workshop identifies some influences that effects how each generation views the work place and what leadership techniques work effectively with all generations. Main points will include how to identifying key characteristics of Traditionalist, Baby Boomers, Xers and Millennials, what leadership style will work with all generations, and how to motivate different generations.

# WORKSHOPS SESSION FIVE

# TUESDAY, SEPTEMBER 17, 2013 • 1:30-2:45 PM

## Monitoring Visits: Is Anyone Really Listening?

REGENCY

#### Donna Hurley, S&D Instructional Services

Do even you get tired of hearing yourself say the same old things in the same old way? How effective is your communication during a home monitoring visit? How do you feel at the conclusion of the visit? Do you feel a sense of accomplishment or are you just happy to get out of there? This workshop will provide you with strategies that will not only rejuvenate you but will also energize your visits and your providers.

# Leadership In Changing Times MIRAGE

#### Lynn Richardson, SOS Employment Group – Retired

This workshop explores principles and techniques that enable leaders to develop an culture within their organization in which "Change" is embraced as something positive that provides new opportunities. Main points covered include becoming a change agent, managing anxiety Identifying/managing the mission, managing the mental factors, and managing morale.

#### Learn About Nutrition Through Activities:

**GREENWAY BC** 

#### Help Children Taste. Eat and Enjoy Fruits and Veggies

#### Maureen Lyons, Learning ZoneXpress

Healthy eating habits begin in childhood, a critical time in human development. Adults who eat more fruits and vegetables report having done so as children. In this fun, hands-on, "edu-taining" seminar, you will learn about the major components of a research-based program proven to increase fruit and vegetable consumption in preschool and elementary children. You will learn and practice specific activities that can be incorporated into your day-to-day elementary or childcare activities.

#### Weight Management: Preventing Childhood Obesity

**GREENWAY FG** 

#### Dr. Paula Shelby, TKT Family Resources

This presentation will educate attendees about America's increasing childhood obesity rates. We will discuss ways to prepare good and balanced meals and provide examples of ways to develop a fun Weight Management Food and Fitness Plan for our youth. Participants will leave able to answer: how do I prepare a good and balanced meal, how to prepare a balanced meal in a short period of time, and what to do if I have an overweight or obese child, and how to help the child lose the weight and keep the weight off?

#### Social Media: Putting the GREENWAY III Power in Your Hands—Here's How

#### Samantha Daleiden Marshall, ChildCareInfo.com

You're ready to start using social media or want to expand your repertoire. Participants of this workshop will leave able to use Facebook, Twitter, Pintrest, and Google+ along with a social media plan in hand so they can get started immediately.

# Health Halo for a Nutrition Devil NCOLLET D-1

#### Christine Twait, MS, RD, Providers Choice

People often decide if a food is healthy or not based on a very narrow definition of the term. A "health halo" extends the perceived healthfulness of one aspect of a product (fatfree! zero carbs!) to the entire product. The health halo is dangerous because it gives people a license to overeat. Join us for a roller coaster ride through the history of nutrition angels and devils and leave equipped to talk about food in the context of the health halo with providers and center staff.

#### Identifying & Tracking Seriously Deficient Providers

Cindy Vian, Minute Menu Systems

Simplify tracking a provider's progress through the serious deficiency process. Establish milestones, keep track of communication and ensure compliance & successful resolution of the process. Come learn how to use Minute Menu HX serious deficiency events, reasons, & reports!

#### Proposed Regulations for Meal Pattern Changes\*\*\*

NICOLLET

NICOLLET D-2

Intended for the exploration, discovery, and understanding of the new meal pattern regulations as well as our role in the comment period process. Should the regulations not be made public by September 15, this session will not be presented.



www.facebook.com/tsa.cacfp

# WORKSHOPS SESSION SIX

# TUESDAY, SEPTEMBER 17, 2013 • 3:00-4:15 PM

## Fast & Fabulous: Limiting Processed Foods

REGENCY

#### Paula Peirce, PhD, RD, A Child's Choice

Join us for a lively discussion of why and how to replace processed foods with fabulous less processed options. Making the transition requires two important steps: first the belief that it is worth the effort to serve less processed foods and second that the people we cook for will like the new foods we are offering. The workshop will include demonstrations of the nutrient content of commonly used processed foods, the health implications of eating a diet in high fat, sugar and salt, an evaluation system on how good your diet really is and menu suggestions for fast and fabulous food options. Also highlighted will be a newly designed nutrition education flyer available from the NCA.

#### Grant Accounting & Allocation of Costs

MIRAGE

#### Monica Miles, CPA, MH Miles Company

Your accounting system and associated accounting policies, procedures, and practices are utilized to support compliance with Financial Management and Internal Control Standards. This session will provide information on Accountability, Financial Management & Internal Control Standards, Auditing Standards related to sub-recipients of federal funds. Participants will receive an overview of standards and reporting requirement related to federal grant programs and a practical approach to identifying direct and indirect costs; exploring cost allocation methodologies; and defining unallowable costs and cost allowability requirements.

#### Free Training Resources

GREENWAY BC

Lutina Cochran, Kristi Lewis, Marjuyua Rowser National Food Service Management Institute

This session will highlight the latest FREE CACFP resources from the National Food Service Management Institute.

#### Presenting the Presenter: GREENWAY FG How to Engage Your Audience

#### Michel' Dudley, CAP Tulsa

During this session you will we cover how to be an effective presenter and engage your audience. We will discuss commons concerns and tricks of the trade to overcome them. This workshop will cover key skills needed to be an effective presenter including: attire, non verbal communications, and staging. The session will also cover ways to capture your audience through interaction and visual tools.

## Healthy Portions. Healthy Kids

**GREENWAY HI** 

#### Gail Jensen, Child Care Resource and Referral

This session will show you -- with great visual aids -samples of the portion sizes required by the meal pattern. You won't believe your eyes! You will have a better understanding of the requirements for protein and other popular kid-friendly foods. You can bring this information home and offer a provider training.

#### Social Sanity: Keeping it Manageable

NICOLLET D-1

#### Nathan Rice & Christine Taffe, Haberman

Facebook? Definitely. Twitter? Of course. Pinterest? Well, sure! Instagram? Um...yes? Vine? Wait, WHAT? It's okay. You don't have to do it all. Really! It's easy to get excited about all the shiny social media channels, but it's best to be selective and strategic about which to choose. Tailoring your digital ecosystem according to your needs and the strengths of each social channel will not only save you time and headaches, it will help the effectiveness of your messaging, too. This session will help clarify the nuances of social media channels as well as help individuals pick what channels would work best for them in the future, or hey, maybe even today!

CACFP Management Tool Kit:

NICOLLET D-2

## Salary and Compensation

Kati Wagner, Wildwood CACFP Blake Stanford, Southwest Human Development Services

Excluding meal costs, program labor costs are the highest portion of any CACFP sponsor's budget. CACFP sponsors need to follow best practices to make decisions that reflect the organization's compensation philosophy. Labor resources need to be spent right to provide enough compensation to attract, retain and motivate staff and achieve the organizational mission. Participants will review the regulatory framework for labor compensation for CACFP. A discussion on reasonable compensation policies, independent board compensation committees, mandated state salary restrictions, and a proposed CACFP salary survey will be provided.

## Advocacy Update for Meal Pattern Changes\*\*\*

NICOLLET

Intended for the exploration, discovery, and understanding of the new meal pattern regulations as well as our role in the comment period process. Should the regulations not be made public by September 15, these sessions will not be presented. Alexander Hartley FP Assistance alex@fpassistance.com

**Alva Hartley** FP Assistance alva@fpassistance.com

Andrea Farmer, MS, RD, LD USDA Food & Nutrition Service andrea.farmer@fns.usda.gov

Ann Schuetzle Heartland Child Nutrition ann@heartlandnutrition.org

Barbara Smith USDA Food & Nutrition Service barbara.smith@fns.usda.gov

Blake Stanford Southwest Human Development Services blake@swhuman.org

**Cherese Myree, CFE** MH Miles Company, CPA PC cmyree@mhm-cpa.com

Christine Taffe Haberman nathan@modernstorytellers.com

Christine Twait, MS, RD Providers Choice ctwait@providerschoice.com

**Cindy Vian** Minute Menu Systems cindy@minutemenu.com

Dawn Perez Minute Menu Systems dawn@minutemenu.com

**Deb Lukkonen, RD, SNS** MN Department of Education debra.j.lukkonen@state.mn.us

**Debra Ghia** Lehigh Valley Children's Center dghia@lvcconline.org

**Donna Hurley** S&D Instructional Services sdinstructionalservices@gmail.com

**Dr. Paula Shelby** TKT Family Resources pmcneilshelby@gmail.com

Elia Dimayuga-Bruggeman Minnesota Department of Education elia.bruggeman@state.mn.us

**Ellen Farrell** Floriday Department of Health Ellen\_Farrell@doh.state.fl.us

Erin McKee Institute for Agriculture and Trade Policy emckee@iatp.org Gail Birch Providers Choice gbirch@providerschoice.com

Gail Jensen Child Care Resource and Referral gailj@c2r2.org

**Geri Henchy** Food Research Action Center ghenchy@frac.org

Jane Herman Midwest Child Care Association jherman@midwestchildcare.org

Janet Herzog Midwest Child Care Association jherzog@midwestchildcare.org

Janet White Phelan Midwest Child Care Association JPhelan@midwestchildcare.org

Jeanette Johnson-Reed FNS, MN Department of Education jeanette.johnson-reed@state.mn.us

Jill Weldon Providers Choice jweldon@providerschoice.com

Julie Mikkelson MWRO USDA Food & Nutrition Services julie.mikkelson@fns.usda.gov

Kati Wagner Wildwood CACFP kati@wildwoodcacfp.org

Kimberly Giles Child Care Solutions kgiles@childcarechoices.net

Kristi Lewis National Food Service Management Institute Kristi.Lewis@usm.edu

**Kymberli Schaal** Association for Child Development kschaal@acdkids.org

**Leah Penna** FP Assistance Leah@fpassistance.com

Linda Leindecker Horizons Unlimited leindecker@bayland.net

Lutina Cochran National Food Service Management Institute lcochran@olemiss.edu

Lynn Richardson SOS Employment Group - Retired thelynnrichardson@gmail.com

Malak Saddy, RD, LD Association for Child Development msaddy@acdkids.org Marjuyua Lartey-Rowser National Food Service Management Institute marjuya.lartey@usm.edu

Marlene Jehnke Child Care Resource and Referral marlenen@c2r2.org

Maureen Lyons Learning ZoneXpress maureen@learningzonexpress.com

Melissa Owens Association for Child Development mowens@acdkids.org

Melissa Rothstein USDA Food & Nutrition Service Melissa.Rothstein@fns.usda.gov

Meredith Reynolds Centers for Disease Control and Prevention mtr6@cdc.gov

Michel' Dudley CAP Tulsa mdudley@captulsa.org

Michelle Kensinger Association for Child Development mkensinger@acdkids.org

Monica Miles, CPA MH Miles Company CPA PC mmiles@mhm-cpa.com

Nathan Rice Haberman nathan@modernstorytellers.com

Paul Cook, PhD University of Colorado paul.cook@ucdenver.edu

**Paula Peirce, PhD, RD** A Child's Choice ppeirce@aol.com

**Riley Penna** FP Assistance Riley@fpassistance.com

Robin Noeldner Providers Choice rnoeldner@providerschoice.com

Robin Paul Mid-Michigan Child Care Centers ceorobin@aol.com

Samantha Daleiden Marshall ChildCareInfo.com Samantha@minutemenu.com

Samia Hamdan, MPH, RD USDA Food and Nutrition Service samia.hamdan@fns.usda.gov

Senta Hester Our Daily Bread of TN shester@ourdailybreadoftn.org Sharon Ray Nutriservice sharon@nutriservice.org

Sharon Woodward S&D Instructional Services sdinstructionalservices@gmail.com

Shirleen Piela Heartland Child Nutrition shirleen@heartlandnutrition.org

Susie Nanney PhD, MPH, RD University of Minnesota msnanney@umn.edu

**Tina Namian, MSW, JD** USDA Food & Nutrition Service tina.namian@fns.usda.gov

**Tom Copeland** Consultant tomcopeland@live.com

Tom Thorfinnson Rotary International, Past President tthorf@comcast.net

Vicki Lipscomb Child Nutrition Programs vicki@cnpinc.org

# LET'S MOVE! CHILD CARE & NCA TEAM UP

The National CACFP Sponsors Association is teaming up with the First Lady's *Let's Move!* Child Care initiative to prevent childhood obesity and get young children off to a healthy start. *Let's Move!* Child Care empowers early education and child care providers to achieve best practices in 5 goal areas: physical activity; screen time; food; beverages; and infant feeding. Thousands of early education and child care providers across the country have joined *Let's Move!* Child Care, including over 4,000 CACFP child care providers.

We want to see the number of participating CACFP child care providers grow! *Let's Move!* Child Care best practices are in line with basic CACFP requirements and serve as targets for going beyond the requirements to promote children's health and wellness. Our association's goal is to offer CACFP sponsors more training and resources on obesity prevention, and give sponsors the support they need to train and assist CACFP child care providers in achieving the *Let's Move!* Child Care best practices.

At NCA, we recognize that CACFP sponsors play an important role in reaching our nation's providers and promoting a quality child care environment. Each week, our members support tens of thousands of CACFP family child care providers and thousands of child care centers that together care for more than 1.2 million children ages 0 to 12 years. In addition, we know that many sponsors are working hard to encourage physical activity in child care as outlined in the Healthy Hunger Free Kids Act. That is why we're joining with *Let's Move!* Child Care to offer our members training and resources - from nutrition and physical

**TRAINING** 

**AUDITS** 

REVIEWS

•

activity curricula to menu planning guides, training videos, and tip sheets for providers and families.



# NUTRITION PROGRAM COMPLIANCE SPECIALISTS



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Peggy Freeman LUNCH Program, Baton Rouge, LA

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# **EXHIBITORS**

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Nutrition Education Pamphlet Series # 3

Fresh, Fast & Fabulous **Limit Heavily Processed Foods as** Part of a Healthy Diet

# Fresh, Fast & Fabulous ...



#### Why is it important to limit processed foods?

- A diet high in processed foods is usually high in fet, sugar, and sodium and low in needed vitamins and nutrients. Poor diet has been linked with a number of serious health conditions. Including: Oconery heart disease, stroke, and high blood pressure High total cholesterol or high levels of triglycenides Ture 3 diagrams.
- e 2 diat
- rs, such as endor

own juice-can be very us to enjoy food at the peak of flavor, beyond the regular ds have few added ingredients

#### What is a heavily processed food?

Heavily processed foods have added fat, sait, and/or sugar and are less healthy than fresh or minimally process foods. Manufacturers know we are looking for convenient, tasty, and nutr ent, tasty, and nutritious

- Heavily processed foods have about the second secon
- Labeling products with appealing slogans like "made with whole grain" or "20% lower in fat" can make them appear healthier than they really and. Turn the page to take a closer look at the benefits of using fresh and fabulous foods!



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Potpourri is a monthly children's health and nutrition newsletter written and designed for child care providers and early childhood educators. This full-color publication is distributed in 36 states and includes the following features.

- Health and nutrition information specific to children
- · Monthly activities calendars packed with ideas for seasonal activities
- Nutritious, child-friendly, quick-to-fix menus and recipes for CACFP providers
- Recommended books and other resources for children and their caregivers
- Fitness ideas for getting children to move and play

Subscriptions are \$15 for one year / 12 issues or \$25 for two years / 24 issues, with discounts available for bulk subscribers. Subscribe by calling (800) 234-3287 x 102 or by using PayPal on the Potpourripage of our website:



Establishing Healthy Eating Habits To Last A Lifetim CDKIDS.ORG

In addition to Potpourri, the Association for Child Development offers the following items for purchase:

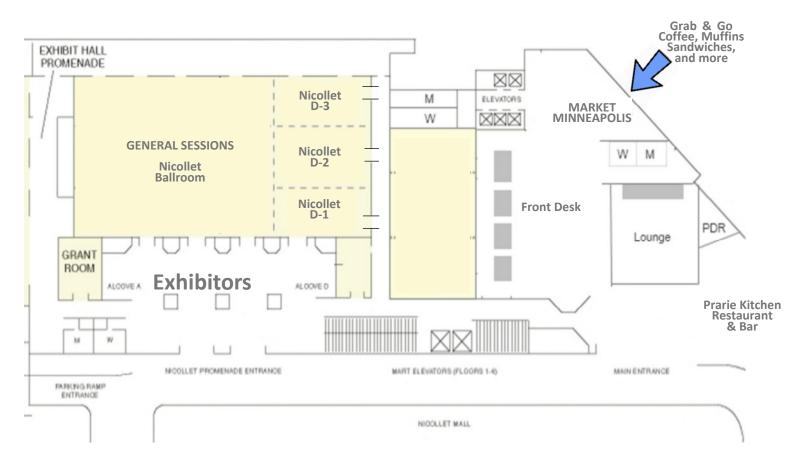
- Annual Desktop Calendar and Record Keeper
- Inexpensive Online Training Credits
- Colorful Nutrition Posters
- Ad Space in Potpourri and the Calendar

Samples of the calendar, posters, and Potpourri will be available at the ACD vendor booth during the conference.

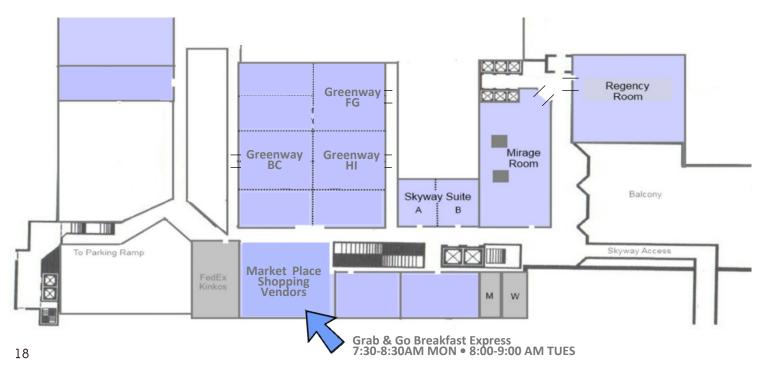


#### MAIN LEVEL





SECOND LEVEL



# 28th Annual National CACFP SAVE THE Sponsors Association Conference DATE!



# **KEYNOTE SPEAKER** Kevin W. Concannon

# Under Secretary for Food, Nutrition, and Consumer Services, USDA

Nominated by President Obama and Secretary Vilsack and confirmed by the U.S. Senate in July 2009, Under Secretary Kevin W. Concannon will share the vision of USDA's Food and Nutrition Services and address the new meal pattern requirements.



# featured speakers

## Dr. Dianne S. Ward

University of North Carolina professor Dr. Ward will share her research and experience with empirically-based and practice-tested strategies for improving child care setting.

# Chef Marcelle Bienvenu

Chef Bienvenu will tell the story of the evolution of regional cuisines—developed by people with different backgrounds who shared their cooking traditions using indigenous foods.

# Dr. Robert C. Post

USDA's Center for Policy and Promotion expert Dr. Post will talk about the promotion of the Dietary Guidelines in child care and the elements for a successful public health campaign.

# Cari Ann Muggenburg

CACFP Auditor for the Wisconsin Dept. of Public Instruction, Ms. Muggenburg will cover practical financial skills needed for better management decisions and to avoid costly audit exceptions.

# The Rethinkers (Invited)

After Hurricane Katrina students dreamed big about the changes they wanted in their schools. The Emmynominated HBO documentary film, The Great Cafeteria Takeover follows the Rethinkers as they advocate for fresh, healthy food in New Orleans cafeterias. Come hear their story!

April 22-24, 2014

New Orleans, LA

# Nutrition, Wellness & All That Jazz

#### **Conference Registration Rates & Deadlines**

EARLY (until March 5<sup>th</sup>) STANDARD (until April 2<sup>nd</sup>) LATE (after April 2<sup>nd</sup>)

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\$ 75 Members\$100 Members\$125 Members

299 NonMembers 379 NonMembers 3449 NonMembers

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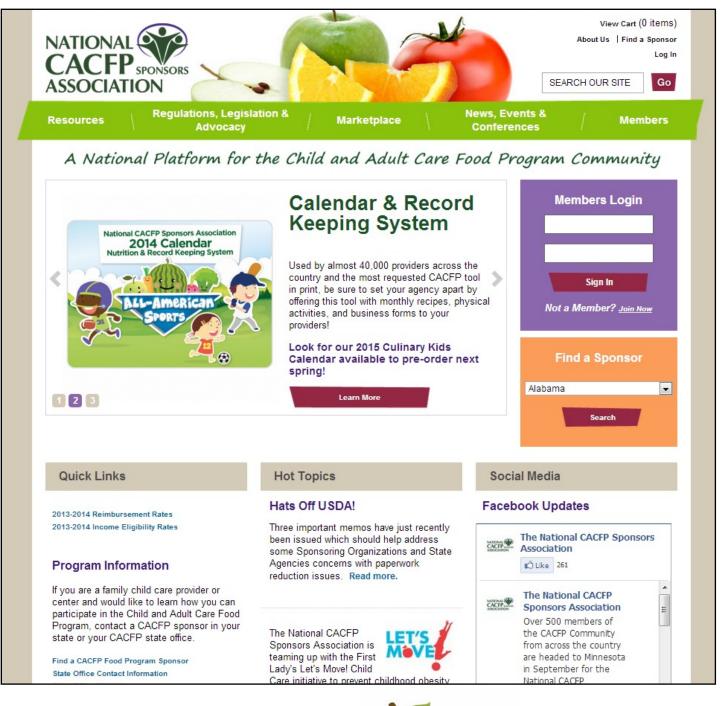
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