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The Official JOURNAL for the California Child Nutrition Professional

WINTER 2018 • California School Nutrition Association • Volume 61 - No. 3



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PRESIDENT'S MESSAGE

BY TONI CHAFFEE | CSNA PRESIDENT



*“Desire is the key to motivation,
but it’s determination and commitment to
an unrelenting pursuit of your goal
- A Commitment to Excellence -
that will enable you to attain the success you seek.*

- Mario Andretti

Winter is the season when time stands still. There is a peacefulness in the new fallen snow, which allows us to snow ski, sled, hike, walk the dogs, camp, snowshoe and even shovel snow. I love the smell of a fireplace burning, the cool brisk air and the fresh smell of pine trees. As the winter season quickly approaches, everyone wants to cuddle inside a blanket and sip on a warm cup of cocoa with floating marshmallows.

Ok...enough about the cold weather and winter months; I hope you all enjoyed our CSNA Annual Conference in Sacramento as much as I did. The commitment of our Conference Chair, Sneh Nair and her committee were exceptional. Mary Fell, our Meals & Decorations Chair, transformed our General Sessions and Presidents Party to make you feel like we were back in the “1950’s. It takes a lot of time and energy to pull off such a fantastic event and I thank each and every one of you who made this conference memorable. Kim Ekholm, our President Elect/Program Chair, planned the education sessions for your nutrition training along with Danette Grant, Tours and Local arrangement Chair, walking you around our State Capital Gardens. Our Silent Auction this year was over the top with more than 50 baskets on display. April Brown, our Silent Auction/Resource Chair, did an amazing job of coordinating these efforts from chapters. Kathy Mastel, our Exhibits Chair, created a collaborative environment with our Industry members on exhibits, luncheon and food donations. Mary Ellen McIntyre did an exceptional job working with our NAC students to taste and learn about items on our exhibit floor. Christina Ortiz took on many new responsibilities as our Hospitality/Evaluations Chair and volunteered her little heart with great enthusiasm.

My goal for this conference was that you learned practical and useful information and the presentations were captivating and memorable. We all attend conference with specific expectations that we anticipate to solve, whether it’s personal education, training, networking or just having fun with colleagues. I think this conference had a little bit of everything to offer all our members. This year, I had a vision that conference would help build our CSNA Association, from the new volunteers and members to recognizing the legacy of our Past Presidents. CSNA displayed a “WALL OF HONOR”, which had every President’s picture from 1953 to present, for all members to admire. Personally, I am so proud to be a part of an association with such extraordinary leaders before me and our CSNA members. This year, I have also been working directly with Past Presidents, Chapter Presidents and Industry on communication and unity for a positive and productive future for CSNA members.

One of the things I would like to accomplish in my short term as president is the building of our “Future Leaders,” mentoring individuals, and to grow and preserve the integrity and traditions of CSNA. Take on the tasks to challenge yourself to mentor an individual, share your experiences, wisdom and support the growth of another individual. Encourage them to be involved in CSNA for their personal growth and development. I have had many mentors in my nutrition career that have encouraged me to get involved and develop as a leader. Mentoring is Marvelous!

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MEMBERSHIP NEWS

BY RICHARD ANDREWS, CSNA MEMBERSHIP DIRECTOR

From the bottom of my heart I would just like to say *Thank You*
To everyone who made this year's conference a success!

The conference committee did another amazing job of putting together a great line up of classes with wonderful presenters. What motivating general session speakers and a phenomenal exhibits floor with over 300 vendors.

Our Regionals, you ladies and gentleman rock, you helped wherever it was needed and made sure we had smooth transitions from one thing to another.

Chapter presidents you truly represented your chapters well especially at our House of Delegates.

I always enjoy hearing what each chapter is doing or have planned to do throughout the year.

Thank you for those who were able to share with everyone with poster boards, binders and digital photo frames. I am looking forward to a great completion of another year of success with you all.

Reminder if you're on Facebook to Join/Like CSNA Chapter Chat.

I believe a school nutrition worker is like Hallmark card; when you only care enough to send the very best."

Know that I love you all to pieces.



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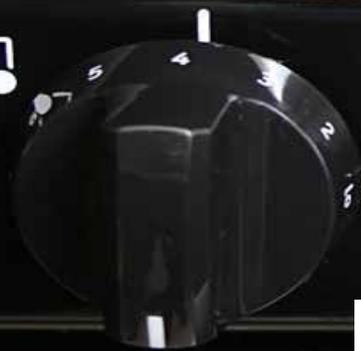


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SALLY'S CORNER

BY SALLY SPERO, SNS, | CHILD NUTRITION DIRECTOR, LAKESIDE UNION SCHOOL DISTRICT

We all have plenty going on. There is that daily To-Do list full of items. Then there is the calendar with meetings and appointments. The menu seems like it might need some new items to freshen it so there is recipe and product testing. New rounds of paperwork show up pretty often. Now the Health Department wants the times of all the foods recorded in addition to the temperature (don't ask) and the insurance underwriters want a daily checklist done on the boiler that has 20 items on it (no, wait, they want it done twice a day!)

You could go forever and it often seems like the best thing to do is just go faster or use another app or computer application to cram more in. But sometimes you can't get it done until you stop. When you stop you will have time to look at the bigger picture. To analyze what you are doing and to reset your priorities. I recently had a project that did not go until I had stopped.

Like many another school food service directors I became completely enamored of the wonderful new web sites that are available now. Pictures! Descriptions! Carb counts! Rate the food! Phone

apps! I wanted my web site to look just the way the promotional materials looked and I signed up with a great company.

Well, it didn't take the wonderful customer service people very long to discover they had a real dud on their hands. Learning the program did not come naturally to me. I was always forgetting some important step no matter how many times I wrote it down or watched the tutorial. The pictures I took for it came out blurry and awful. I couldn't get the graphics to load. After a year, the web site still wasn't up and running and that is probably because I disliked doing it. My technique was to yell at myself to just go and do it and get over it. But I finally stopped and had to admit I was never going to get this project done. I recalled that our Child Nutrition Lead at the Central Kitchen had a degree in graphic design before she went to culinary school and asked her if she would take the project on. Three weeks later the web site was up and running and looking just the way I had always dreamed it would, pictures and all.

Is there something in your life that needs to stop? Sometimes that's the only way to get it to go.



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On January 1, 2018, several pieces of legislation will take effect which that affect school nutrition programs. Two pending laws, in particular, have received a great deal of press and caused some consternation among school nutrition stakeholders, including school district and site administrators, school food service programs, and school nutrition industry vendors.

Senate Bill 250, by Senator Bob Hertzberg, attempts to address incidences of “meal shaming” in schools by requiring a local educational agency (LEA) with a school that is required to serve a free or reduced-price meal during the school day and that is not eligible for a universal meal service plan, to develop a plan that ensures that any student whose parent or guardian has unpaid school meal fees is not shamed or treated differently, or delayed or denied a nutritiously adequate meal, regardless of whether the student is eligible for free or reduced-price meals.

Senate Bill 557, by Senator Ed Hernandez, will permit an LEA to provide sharing tables where faculty, staff and students can place prepackaged, non- potentially hazardous food items, uncut produce, unopened bags of sliced fruit, and unopened containers of milk that are maintained at 41 degrees Fahrenheit or below to be made available to pupils during the course of a regular school meal time. The bill also permits the food placed on sharing tables, that is not taken by a pupil during the course of a regular school meal time to be donated to a food bank or any other nonprofit charitable organization.

Both of these bills have led to numerous questions from the field relative to compliance and implementation as well as interpretation. The language of SB 250, especially, has been interpreted in multiple ways. The California Department of Education (CDE) is currently developing guidance and has been working with school nutrition professionals within CSNA in the process.

SB 250 will be a major focus at CSNA’s Legislative Action Conference (LAC) in Sacramento on January 28-30, 2018. In one presentation, CDE will be providing the department’s interpretation of the bill, discussing the guidance, and giving conference participants key information on CDE’s plan and timeline for compliance. In another presentation, attendees will be divided into small working groups to discuss unpaid meal policies and current best practices relative to addressing unpaid meal debt that will then be reported out for the benefit of all in attendance.

At LAC, top CDE staff will also provide an update on the latest information, including detail on SB 557 and other important new laws relative to school nutrition, as well as any pending regulations, requirements or changes that might impact school nutrition programs. LAC participants will have an opportunity to speak directly with high level CDE staff and to ask questions or discuss concerns.

In another session, as multiple factors contribute to policy making at the state level, LAC participants

Continued on Page 9

will hear about the elements shaping the fiscal, legislative and political environment, including the November 2018 elections for both Governor and the State Superintendent of Public Instruction and the Governor's 2018-19 proposed budget, from state policy leaders and long-time political insiders.

LAC will conclude with legislative visits in the Capitol. LAC attendees will have an opportunity to meet with their representatives in the State Assembly and Senate or their staffs and to help them to better understand school nutrition issues.

School Nutrition legislation is usually introduced with the best intent; however, the legislator imposing the new requirements or responsibilities usually has little, if any, field experience in school food service. Often, the only way for them to understand the effect of a proposed regulation or law is to hear from those who will be directly impacted in the field.

The legislative visits create an opportunity to help legislators be better informed; but, more importantly, they allow a relationship that will benefit both programs and students to begin or build.

Relationships are important as illustrated by, Senate

Bill 544, authorized by Senator Mike McGuire. SB 544 addresses a problem caused by current law which requires school districts to only award contracts for nutrition services to the lowest bidder. This means that a district or afterschool program cannot choose a vendor who might have submitted a higher bid but who can provide foods that are of higher quality, are locally sourced, or that would appeal to students of different ethnicities, such as those foods they might eat at home. SB 544 modifies the law to align with federal law which requires that cost be the primary consideration in the awarding of contracts but not the only determining factor. SB 544 was developed by CSNA and moved through the legislative process without a negative vote.

During LAC, prior to going to the legislative offices, participants will be provided with training, an issue paper and talking points in order to be well prepared for the meetings. Also, new LAC attendees will be paired with "veterans" so everyone enjoys the experience.

LAC attendees will leave the conference feeling better informed and more empowered.

Additional information on CSNA's Legislative Action Conference can be found at: <http://www.calsna.org/events/LAConference2018.php>.

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CSNA has become a powerful voice in Sacramento. Building effective alliances with other organizations that share our vision and maintaining a credible presence with elected officials is fundamental to the success of Child Nutrition Programs. CSNA has made great strides in advancing Child Nutrition Program issues at the state legislative level. In this time of budget crisis, we need to work together to make sure the funding we have fought for is not cut.

The members of the California School Nutrition Association Public Policy and Legislative Committee cordially invite you to attend the Annual State Legislative Action Conference. The committee is in the process of constructing an exciting program packed with *informative speakers*, great food, and visits with your legislators.

Register today using the form on the opposite page or visit www.CalSNA.org for the most up-to-date information and to register!

Questions? Call us at **(818) 842-3040**
or email us at info@CalSNA.org

TENTATIVE AGENDA - SUBJECT TO CHANGE

Sunday, January 28th

12:30 am First-Timer Orientation
1:00 pm Registration
1:30 pm Opening and Welcome
1:45 pm CSNA's Role in the Legislative and Policy Process
2:15 pm Budget, Legislation and Political Update
3:15 pm Break
3:30 pm CSNA Position Paper
4:15 pm Office Scenarios for Tuesday Visits
5:00 pm Chapter Meetings

Monday, January 29th

8:00 am CDE Update
9:00 am CDE Panel Discussion - AB 557 & SB 138
10:30 am Break
10:45 am Position Paper Review
11:45 am Lunch (included in LAC registration)
1:00 pm CDE Panel Discussion - SB 250 Update/Guidance (CDE)
3:00 pm Walk to Capitol for Tour
4:00 pm Capitol Tour (at Capitol)
5:00 pm Adjourn

Tuesday, January 30th

7:30 am Breakfast - (included in LAC registration)
8:00 am Position Paper Follow-up with PP&L as needed
9:00am - 3:00pm Legislative visits "On the Hill"



2018 CSNA State LAC Registration Form



January 28-30, 2018

The Hyatt Regency Hotel - Sacramento, California

Please fill in all information below and FAX or Mail Registration with payment.
 Fax Number and Mailing address below. Please make checks payable to CSNA.

For the most Up-to-Date Information visit www.calsna.org

CSNA State LAC Registration Fees

	Regular Fee After 11/30/17	Late After 1/25/18	Total Cost
CSNA Member - School District	\$275	\$325	_____
Non-CSNA Member - School District	\$325	\$375	_____
CSNA Member - Industry	\$325	\$375	_____
Non-CSNA Member - Industry	\$375	\$425	_____
Industry Sponsor**	\$600	\$700	_____
Tuesday Only	\$75	\$85	_____

****Industry Sponsor includes 1 Registration plus company name & Logo on website & signage at event and in Poppy Seeds**

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Billing Zip Code _____

Signature _____

If paying by Credit Card, you may FAX completed Registration Form to (818) 843-7423

Please make checks payable to CSNA.

SORRY, NO PURCHASE ORDERS

Please send your completed Registration Form with Fee to:

**CSNA 2018 LAC,
 PO BOX 11376, Burbank, CA 91510**

This registration is for Conference ONLY! Please contact Hotel directly for Room Reservations. Hyatt Regency Sacramento, 1209 L Street, Sacramento, California, USA, 95814 - (916) 443-1234 Conference Hotel Rate Single/Double \$179 night + tax. Reservations must be made by January 2, 2018 to take advantage of the rate above. Make reservations by calling (916) 443-1234 and asking for the Ca School Nutrition Assn. discount rate.

Request for refund must be received in writing by 1/6/18. A \$50 cancellation fee will be deducted.

**SEMINAR REGISTRATION IS
 NON-REFUNDABLE AFTER 1/6/18**

NAME _____
 District/Company _____
 Job Title _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____
 Email _____

I would like to register my CBO to attend the 2018 CSNA LAC at no charge!

Please fill in your CBO's information below.

If their address is the same as yours, you may leave address blank. Please do include their Name, District, Job Title and Email address so they receive information and any updates regarding program.

NAME _____
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 City _____ State _____ Zip _____
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Child Nutrition & Industry Summit 2018

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MAY 6-8, 2018



2018 CHILD NUTRITION & INDUSTRY SUMMIT REGISTRATION FORM

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SUMMIT FEES

		February 1 -	March 30	After March 30	Total
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	<i>Register and Pay in full On or Before Feb 1, 2018*</i>				
	CSNA Member - School District <i>Includes Monday Night Reception</i>	\$395	\$445	\$495	_____
	Non-CSNA Member - School District <i>Includes Monday Night Reception</i>	\$445	\$495	\$545	_____
	CSNA Member - Industry	\$445	\$495	\$545	_____
	Non-CSNA Member - Industry	\$495	\$545	\$595	_____
	GUEST	\$285	\$345	\$395	_____
	<i>(Guest Fee Includes all CSNA meal events. Does NOT include Sessions)</i>				
	GUEST NAME _____				
	Monday Night Industry Reception Sponsorship**			\$700	_____
	<i>** (Includes 4 Tickets for your company use. Additional Tickets will be available at \$75 each)</i>				
	Additional Tickets for Industry Reception - Monday, May 7, 2018		\$75 x _____	=	_____
	Installation of Officers Dinner ONLY - Sunday, May 6, 2018		\$100 x _____	=	_____
		Total Amount Enclosed		\$	_____

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You will want to join us for
 CSNA Child Nutrition & Industry Summit at the
**Hilton Los Angeles/Universal City,
 555 Universal Hollywood Drive,
 Universal City, California, 91608**

This event is May 6 - 8, 2018. The Hilton Los Angeles offers special amenities for our group, so plan on arriving early or staying late to take advantage of everything the property has to offer!

The Child Nutrition & Industry Summit Committee is hard at work planning the details of the event.

Take care of the lodging details now!

Hotel Reservation Cut-Off date is Monday, April 6th!

Lodging at Hilton Los Angeles/Universal City is \$209 per night, plus tax.

Subject to availability, the rate will be honored 3 days pre/post conference.

We negotiated with the hotel to lower the resort fee for our group.

**Reservations can be made by calling the Hotel Directly at:
 818-506-2500**

Or, visit the CalSNA website at this page:
www.calsna.org/events/industrySeminar2018.php
 and follow the links to Register

See you all in Universal City!

INSTALLATION DINNER

In conjunction with the Child Nutrition & Industry Summit 2018

MAY 6, 2018

**Hilton Los Angeles/Universal City,
555 Universal Hollywood Drive,
Universal City, California, 91608**

This is to invite your support for CSNA's 11th Annual Installation of Officers which will be held on May 6, 2018, at the Hilton Los Angeles Hotel in Universal City, CA. We invite you to join us for a fabulous dinner and an unforgettable evening. Our goal is to make this a truly special occasion for all our members, including our sustaining members who support the Association in so many important ways. This night is organized to express our appreciation to volunteers and members for their time, dedication and commitment to the Association on behalf of California's children. We will celebrate the installation of the new Association officers, and welcome new Board members. This will be incorporated into our Industry Seminar program being held Sunday - Tuesday, but members can register for the Installation Dinner only. We hope you can join us for all or part of this weekend.

Your support and dedication to feeding California's children is greatly appreciated.

2018 INSTALLATION DINNER REGISTRATION FORM

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CSNA Member	\$100	_____
Non-CSNA Member or Guest	\$100	_____

GUEST NAME _____

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Long Beach
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November 8-11, 2018

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Do You Want to Go to Vegas!?

The School Nutrition Association is Coming to Las Vegas
And They are Looking For Volunteers!

So, you want to go to Las Vegas
and attend the 2018 SNA ANC!?

Well, you have a great opportunity to do just that if you volunteer 8 hours at 2018 SNA ANC. If you are able and willing, SNA will cover half of your registration and CSNA will kick in a "Scholarship" in the amount of \$400 to help defray the costs of travel and lodging! What an outstanding opportunity to attend the National Conference at a fraction of the cost AND to have a chance to volunteer your time to the Association!

Volunteer General Guidelines can be seen below.



Interested parties should return this completed form
and then look for information in email correspondence and on www.CalsNA.org!

Please Agree to the following criteria and FAX you completed form to **(818) 843-7423** or email to jnichols@calsna.org

- I am interested in volunteering for the SNA Conference in Las Vegas, July 7-11, 2018.
- I understand that I must be an SNA member, as well as CSNA member to volunteer.
- In exchange for volunteering at least 8 hours, I understand that I will receive 1/2 off of my registration from SNA, and a \$400 scholarship from CSNA to cover the balance of my registration, and help with dues and/or travel.
- I understand that completing this form does not guarantee that I will be chosen. In early 2018 I will receive a link from SNA and will need to complete that to secure my spot.

Name

School District

Email

Phone

Address

City

Zip Code

Fax: (818) 843-7423 or email to jnichols@calsna.org

SNA Annual National Conference VOLUNTEER GENERAL GUIDELINES

Local Host Office Coordinators (up to 2 in the office at all times) - Greet each volunteer and ensure that all volunteers sign in and out accordingly; provide further instructions as needed and handout materials/packets, if any to all volunteers.

Bag Stuffing (10 needed for two 4-hour slots on Friday) - Approximately 7000 bags will need to be stuffed with various conference materials. Several tables with all the materials will be laid out and an efficient assembly line will work together, along with SNA staff, to get all the bags stuffed in time for registration to open the following day.

Ribbon Table (3 needed at each time slot) - Volunteers at the Ribbon Table will collect ticket stubs from attendees and hand out the appropriate ribbons based on what is listed on the stub.

General Sessions (up to 8) - Volunteers are to stand outside and inside the main entrances. Greet attendees and provide assistance to inquiries, check badges and assist with VIP seating. Additional instructions will be given if handouts are to be distributed.

Lounges: (up to 2 at each lounge) SNA has a total of two (2) lounges- Directors and State Agency. Once assigned to a lounge, volunteer will sit at registration table located outside of lounge and check attendees' badge for admittance. Attendees must have the appropriate member type printed on their badge to enter lounge. If not, please direct attendee to registration to receive a new badge.

Private Exhibitor Meeting Rooms: (up to 2 for each time slot) - Volunteers will sit at a table outside of the Private Exhibitor Meeting Rooms. The Volunteer ensures that only the company that has reserved the room has access during their time slot.

New Product Showcase (up to 2 at each designated time slot) - Volunteers are to assist exhibitors who purchased a new product showcase with locating their assigned showcase shelf, as well as distribute new applications to those exhibitors interested in purchasing a showcase.

Education Sessions Floater (4 needed each day) - Temps will be assigned to each session room and will carry out majority of responsibilities associated with monitoring a session. However, Education Session Floaters are needed to assist temps as needed with any additional help; from assisting attendees in finding the right room to helping everyone find a seat if a room almost fills to capacity.

Greeters/Directional/Information (up to 10 in each designated time slot) - Volunteers are to stand outside and inside the main entrances, foyer and registration areas. Greet attendees and provide assistance to inquiries. Volunteers for this role will need to coordinate with the Lead Volunteer Chair to get a tour of the convention center and become familiar with the space prior to their assigned time slot(s).

Culinary Demonstrations (up to 2 at each time slot) - All culinary demonstrations take place in a session room this year. Volunteers will greet attendees and assist as necessary.

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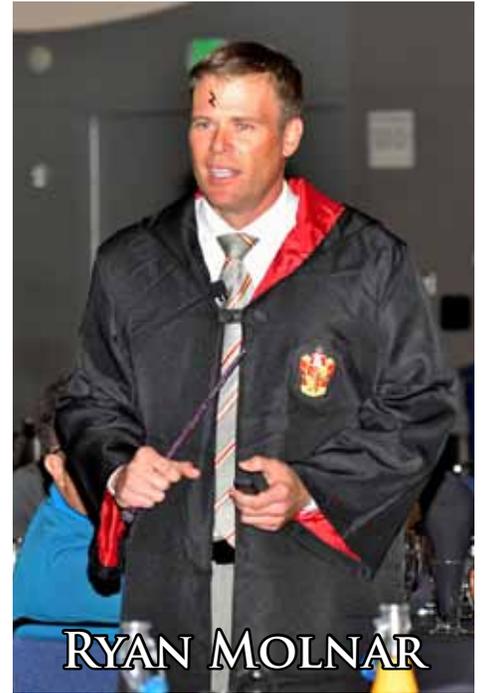
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Awards

DIRECTOR OF THE YEAR AMBER WATSON



Amber Watson's intense passion for her chosen field of school nutrition becomes evident usually within minutes of speaking with her. She does not take lightly the responsibility that a school's Nutrition Service department has in significantly impacting the welfare of the 10,000+ students, within our district each year. Students that will someday be the next generation in charge. This impact starts well before the first breakfast of a new school year is served, it begins with her relationship with another part of our community, the mothers, fathers, daughters, and sons that make up the Nutrition Services staff.

Amber's greatest contributions to our district has been to take advantage of every provisional opportunity to feed as many children as possible in our district. At the beginning of the 2016-17 school year, our district qualified under the Community Eligibility Provision to feed every student in our district breakfast and lunch at no cost to the parents. We look forward to seeing how this one change will affect an entire student population over the course of at least the next three years.

MANAGER OF THE YEAR SAIRA SALAZAR



Saira Salazar shared that being involved in SNA/CSNA has helped her understand why her job is so important. Saira is serving as community chair on our local CSNA chapter SUBA. This has placed her in a leadership role and has given the nominee many opportunities to plan and execute chapter meetings.

Saira works closely with her on site principal and feels their relationship is a very important component to her success as a manager. When she has an idea to improve the service she has had great success by starting with a conversation with her principal first. After the idea has been put in motion the principal gives feedback whether or not it was successful. This approach has built a solid working relationship.

Saira Salazar works diligently to create a successful onsite team of food services workers, her positive attitude and communication skills have fostered a strong team. The nominee provides on site training monthly to her staff members to ensure that all staff are properly trained and have the opportunity to gain professional development.

JOSEPHINE P. MORRIS SCHOLARSHIP KYRSTIE HAZELBAKER

The winner of this year's Josephine P. Morris Scholarship is Kyrstie Hazelbaker. She is currently applying to attend Sacramento State University with a major in Nutrition this spring.

This past summer Kyrstie oversaw ordering and paperwork details as well as assisted at the site for our SFSP program called Kops band Kids. This program invites inner city kids to participate in sporting events with police and sheriffs departments from 7 different agencies. Kyrstie's attention to detail ensured a very successful 5 day program and her insight having been a front line staff member has become valuable to her program. Kyrstie has always had a can do attitude and willing to help in any way to ensure our program is constantly improving.



Kyrstie has not had the family financial support system so many others do and was living without parents at a young age. A recent newlywed Kyrstie has managed to work full time and pay out of pocket for her education. A scholarship would help ensure she achieve her educational goals and reach her full potential. Kyrstie will help tell our SCUSD story with participants (parents, staff, students) and presents a professional and knowledgeable resource for our community.

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Recognition Awards

THE MOSCONE COMMITMENT TO CHILD NUTRITION AWARD MARGAN HOLLOWAY



The recipient of the Moscone Commitment to Child Nutrition is an individual that has made an outstanding contribution to the nutrition and/or nutrition education of California's children. This year, the Award was presented to Margan Holloway for her outstanding contributions, commitment and service to the children of California and to the California School Nutrition Association. We truly appreciate all that you do Margan!

THE DON FLAHIFF INDUSTRY APPRECIATION AWARD MARIBETH WASMUND



The Don Flahiff Industry Appreciation Award is presented to an Industry representative in appreciation for outstanding contributions to CSNA. Maribeth Wasmund has been an outstanding support to local chapters and to the State Association for many years. She can always be counted on and we are so fortunate to have her devotion to the children of California and the professionals among our ranks that serve them. Congratulations Maribeth!

HONORARY MERIT RENE YAMASHIRO



Rene Yamashiro was awarded the Honorary Merit Award in recognition of outstanding service to the association - For her service on the state level, and support of the chapter, as well as her promotion of the association to her colleagues. Rene couldn't be with us in Sacramento due to a previous commitment, but through modern technology, CSNA President, Toni Chaffee was able to Facetime with her from the stage!

COMMUNICATIONS SANDRA MENDEZ

Every day, Sandra Mendez serves breakfast and lunch to over 300 students in her elementary school cafeteria - but serving food is the least important thing she does all day. While Miss Sandy is an efficient, organized, and friendly “Cafeteria Lady” the real impact she has is in the relationships she builds with all her students. In addition to making sure her children get a healthy breakfast before school Sandy offers an after-school Spanish club. The club was so popular they had to turn students away!



CREATIVITY ARMIDA SILLER

Armida Siller takes care in setting up her serving area to be welcoming and festive. She participates in school themed activities and decorates her area with the school's theme. For example, when the school holds their Harvest Festival in the Fall, she brings a guest to the Cafeteria! Larry, the pumpkin head scarecrow, joins Armida at the cashier station! Armida shared that she and her teenage daughters had a blast making Larry for the students at her school.



PUBLIC INFORMATION APRIL MACKILL

April Mackill is skilled at using social media and her district website to update her community on the latest updates she's implemented in her program. She even set up an Instagram page for her district's Wellness Committee. She has featured content and pictures about her local farm partnerships; she featured pictures of the new equipment purchases to enhance the food service program.



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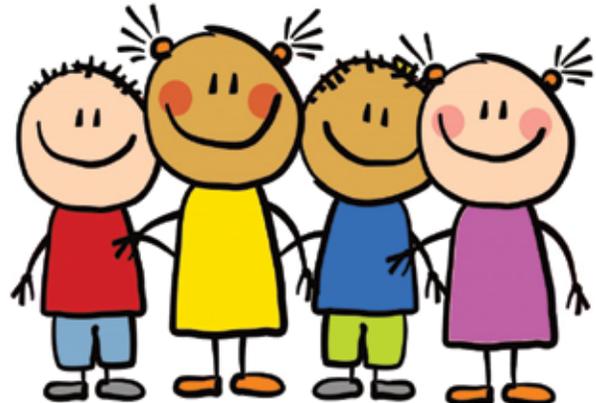
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LEGISLATORS VISIT SNOWLINE JUSD

KATHY MASTEL | SNOWLINE JUSD | NUTRITION SERVICES TECHNICIAN

On Friday October 20, 2017, Snowline JUSD Nutrition Services had the pleasure of hosting our California State Assemblyman, Tom Lackey at the Serrano High School campus. Our goal was to have an informal time where he could interact with students and staff, while learning a little more about Nutrition Services and the challenges we face each day. We invited students from different groups and clubs on campus and they each got the opportunity to introduce themselves, say what they were involved in and what they liked about our district. All the students enjoyed the opportunity to connect with a legislator regarding the issues on their minds.

Then Assemblyman Lackey stood up and introduced himself. He spoke to them from his heart about issues of division and polarization. He talked with them about the importance of listening to one another and keeping an open mind. He took the time to listen to their questions and answer them. At one point, he

“Having a legislator to your district is a great experience for all!”

excused himself from a conversation with staff to go and greet every special needs student that came in for lunch. These hold a special place in his heart, because he himself was a teacher of students with special needs. It was a pleasure to get to know our legislator better and see him as an approachable, real person.

We also spoke with him about current legislation at the State level that was a concern for us, and those

Continued on Page 33

things that we supported, in regards to school nutrition. He was very open to hearing all we had to say and supported all that we were doing there on Serrano High School's campus. He gave us very positive feedback and voiced a desire to come back again. We already have our appointment booked for a visit during the 2018 CSNA Legislative Action Conference held in Sacramento, January 28th – 30th.

Having a legislator to your district is a great experience for all. Your legislators benefit by connecting with you! It is a great opportunity to voice your concerns and desires legislatively regarding school food programs and share the struggles and the victories! They really do want to know what is happening on the front lines and an invite from you provides them the opportunity to experience it for themselves. It does not have to be fancy! In fact, we found it better to be a little “laid back.”

Continued on Page 34

*At Right, Assemblyman Tom Lackey
with Superintendent Ryan Holman*



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Continued from Page 33

We so enjoyed our visit with Assemblyman Tom Lackey and look forward to doing it again in the future! If you have never gone to a Legislative Action Conference and like the idea of having a voice, I strongly encourage you to “go for it” this January! Register now!

Don’t forget to INVITE YOUR CBO to LAC! They get free registration this year.

“It was great to have an opportunity to visit Serrano High School and learn more about how they are better serving their students through improved nutritional services. It’s critical to learn good eating habits early on in life and the work that Snowline JUSD Nutrition Services is helping students learn the importance of eating healthy foods. Thank you to everyone who hosted me and made me feel welcome.”

***Tom Lackey
California State Assemblyman***



CSNA ON THE BALLOT!

TWO CSNA MEMBERS TO APPEAR ON THE NATIONAL BALLOT

BY DR. ROBERT S. LEWIS - SNA LEADERSHIP DEVELOPMENT COMMITTEE



Congratulations to two California SNA members who will appear on the national ballot for the School Nutrition Association in the election for Leadership Development Committee

as the West Regional Representative! They are Stephanie Bruce of Palm Springs Unified School District and Siri Perlman of Solana Beach School District.

The SNA Leadership Development Committee met during Fall Committee Days in Alexandria in October to review nominations for the 2018 election slate. After studying the biographical information on each candidate, as well as supporting documents such as the candidate's goals and the recommendations submitted

by colleagues on their leadership experience and competencies, the committee selected the following slate of candidates to fill the open positions on the Board of Directors and the Leadership Development Committee.

The SNA Election will take place over a two-week period in February 2018 (February 15-28) through a secure online voting website. Check back in early January to learn more about the candidates. The elected candidates for the positions on the Board of Directors will be installed at ANC, July 9-12, 2018, in Las Vegas, Nev. The elected candidates for positions on the Leadership Development Committee will begin their terms on March 1, 2018 to coincide with the annual nominations and election calendar. Let's turn out the vote, California!



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BY BARRY SACKIN, SNS

In March 2017, the California Department of Finance released its population projections for the next 30+ years: “California’s population on July 1, 2016 was 39.4 million. The state is poised to reach a population of 40 million by the year 2018, 45 million by 2035, and 50 million during 2055.”

www.ppic.org/publication/californias-population/

That suggests that school enrollment will grow by a million kids in that time and an estimated 400,000 more breakfasts and 600,000 more lunches. Plus suppers, snacks, summer meals and more. That’s a lot of meals and a lot of food. Are we ready?

Let’s assume that we are achieving a meals per labor hour rate of 12. That’s 83,000 more labor hours, or 2,000 4+ hour positions. While the population increase likely means a larger pool of potential employees, will they have the skills we need? As more schools turn to onsite cooking or skilled prep in a central kitchen, we will need more than just entry level staff. Do you have a plan for hiring and training these new people?

What about your facilities? The PEW Charitable Trusts, working with the School Nutrition Association, conducted a study in 2014 that found that “many

schools are relying on workarounds that are expensive, inefficient, and unsustainable. Nationwide, 88 percent of school districts need at least one piece of kitchen equipment, and 55 percent need kitchen infrastructure changes, such as electrical upgrades.” <http://tinyurl.com/ybvyrhny> And that’s before the expected population boom. Here’s PEW’s assessment of the Golden State:

One of the key areas that will need to be addressed (in fact needs to be addressed right now) is food storage – dry, refrigerated and frozen. Many years ago as a young director, I recognized the problem in my schools. One of the first capital projects I undertook was reconfiguring my storerooms and building walk-in coolers and freezers. It was essential as our business grew.

The alternative “work around” is to rely more and more on our vendors to provide the storage facilities for us. Just-in-time deliveries, longer time storage of commodities and commodity processed goods and NOI commercial foods are becoming more common than storing onsite. And this, in turn, is creating significant challenges for the vendors.

Continued on Page 37

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Vendors, like the districts, need space to store all of the goods schools order. They need staff to manage inventory, orders, and deliveries. And they have cash flow issues as they have to pay their suppliers long before the schools order the goods so that the items schools want are available when the order comes in, especially if you don't give them sufficient lead time to place their orders. They don't want to disappoint you.

***“I suppose I'll be the one
to mention the elephant
in the room...”***

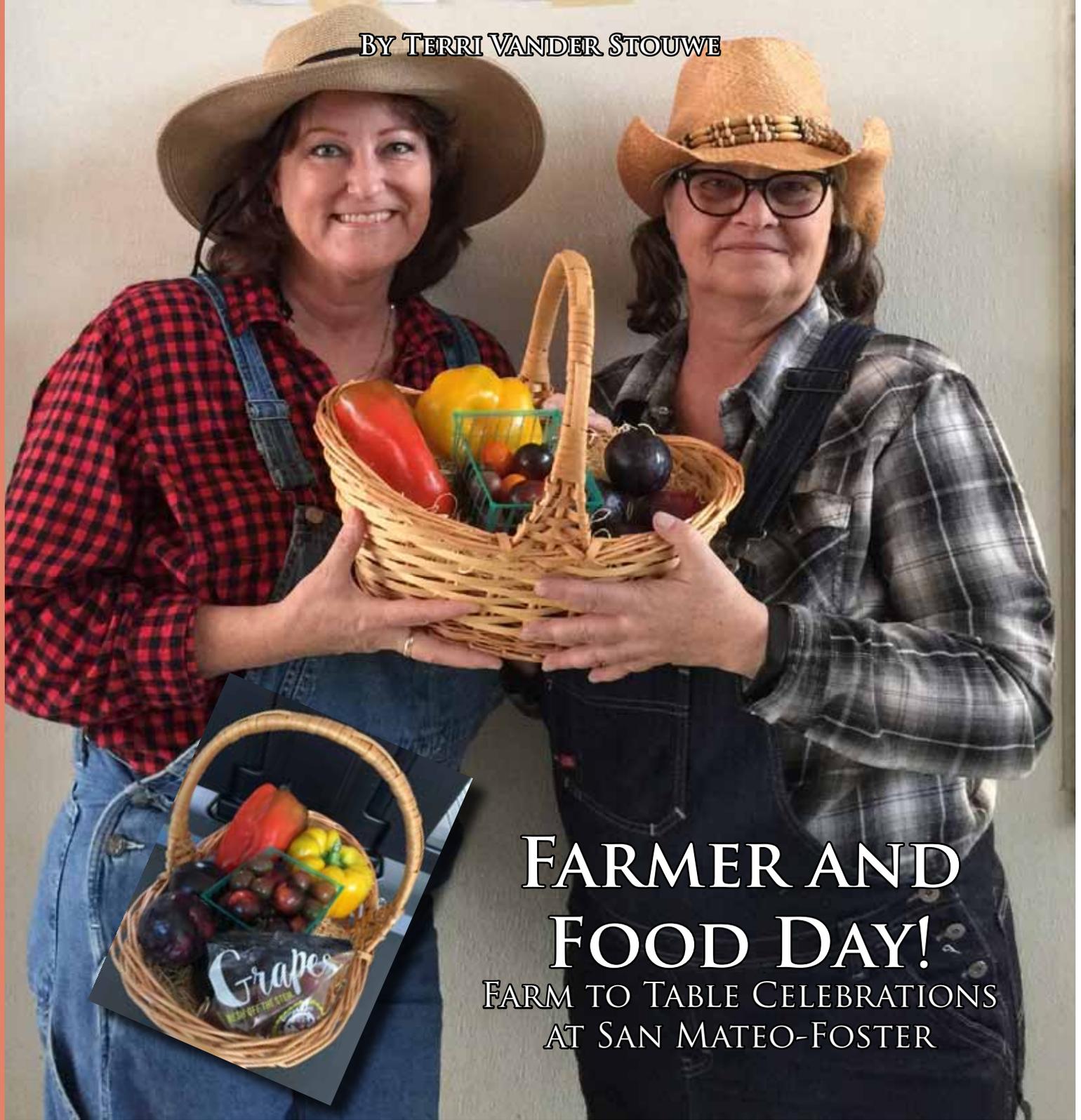


And let's not forget the elephant in the room – forecasting. I have the opportunity to be working

on a number of projects for SNA in the area of procurement. One of the biggest issues we hear from the vendor community is the lack of accuracy in forecasting what, when and how much you'll need to meet your menu needs. This applies to processors who have to schedule line time to produce your orders, and to distributors who want to have your products inhouse for your delivery. Underestimating means that either you'll get shorted, or they'll have to scramble – at significant additional cost – to fill your order. Overestimating means large inventories taking up space and not generating sales. In either case, it's costing everybody, including your program, money.

This article is actually a call to action. CSNA can take the lead in what is really a national problem, and convene a taskforce of operators and industry to identify all of the pain points in the supply chain and staffing challenges, and try to come up with an action plan so that we are ready as growth occurs. It's easy to get caught up in the day-to-day serving of meals to kids – our primary focus of course. But we need to take time to plan for the future, or that day-to-day work is just going to get harder.

BY TERRI VANDER STOUWE



FARMER AND FOOD DAY!

FARM TO TABLE CELEBRATIONS
AT SAN MATEO-FOSTER

San Mateo-Foster City School District, Child Nutrition Services celebrated Farmer and Food Day during the month of October. Child Nutrition Services featured produce from local California farms. Organic colored bell peppers, from Borba Farms in Aromas, grapes from HMC Farms in Kingsburg, organic strawberries from California Giant Berry Farms in Watsonville, organic black cherry tomatoes, and Black Plums are from ALBA Farm in Salinas. Child Nutrition Services Supervisor Terri VanderStouwe, helped celebrate Farmer and Food Day at North Shoreview Montessori School with the help of the Site Kitchen Operator, Noreen Garcia. They dressed for the occasion to promote local, organic, fresh produce provided through the USDA's Unprocessed Fruit and Vegetable Pilot Project once a month or every-other-month can go a long way.

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Smarter Lunchrooms Movement of California Celebrates Healthier Choices at California School Nutrition Association Conference



BY SHANNAN YOUNG, RDN, SNS | PROGRAM DIRECTOR |
FOOD SYSTEMS AND ACCESS | DAIRY COUNCIL OF CALIFORNIA

Past and present members of the Smarter Lunchrooms Movement of California (SLM of CA) Collaborative gathered in conjunction with the California School Nutrition Association conference in November to celebrate nutrition education and healthier eating patterns in California schools.

Dairy Council of California sponsored an SLM of CA reception hosted by collaborative partners University of California CalFresh, California Department of Education (CDE) Nutrition Services Division and California Department of Public Health. The reception was attended by school foodservice professionals from around California, as well as student nutrition activity committees.

A poster session allowed school foodservice professionals to share experiences learned from schools that have benefited from CDE Team Nutrition grants and SLM of CA interventions, while distinguished speakers recognized the collaborative and schools for their impactful efforts.

Glen Price, Chief Deputy for State Superintendent of Public Instruction Tom Torlakson at CDE, recognized the collaborative for working to ensure, as he shared via Twitter, that “all children, all

schools, and all communities have access to healthy foods.”

Price was so impressed by the improvements achieved through implementation of the SLM of CA strategies that he and State Superintendent Tom Torlakson plan to add cafeteria visits as they tour California schools.



Presenter and distinguished guests. L to R, Heather Reed, CDE; Lisa Melhouse, CDE; Caroline Kurtz, California Department of Public Health; and Glen Price, CDE.

Caroline Kurtz, PhD, Branch Chief of the Nutrition Education and Obesity Prevention Branch at the California Department of Public Health, shared how the branch has been a contributing partner to the SLM of CA Collaborative and plans to continue the partnership with resources for materials development and professional training statewide.

And, as an example of a partnership in action, Kurtz also addressed continued support for obesity prevention efforts at the local level that will build upon the work being done in schools— extending the learning to parents to help them accept and value healthy changes at school.

Lisa Melhouse, RDN, SNS, Nutrition Education Program Administrator at CDE’s Nutrition Services Division, is charged with oversight and development of nutrition education and training projects for nutrition professionals working in federal child nutrition programs. Melhouse played a critical role in bringing the CDE Team Nutrition SLM of CA grants to 48 school in California.

Melhouse shared that, on average, schools awarded the grants implemented 20 additional smarter lunchroom practices. Schools added murals, signage and student art to eating spaces. Meal participation increased, less fresh fruit and milk ended up in the trash, and schools across the state engaged students themselves in revitalizing the cafeteria and promoting nutrition education— truly a combined effort to make a difference in the lives of students by helping them make healthier choices.

Continued on Page 42
CSNA - Poppy Seeds Magazine

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- 3] Upload the video to EatSmart2BeSmart.org/smarter-school-meals
- 4] Deadline is May 7, 2018 (*winners announced May 18*)



Banning Unified School District Student Nutrition Advisory Council members presented on their activities and were honored for their campuswide student empowerment and engagement efforts. Students conducted research and menu testing to improve meal selection and reduce food waste.



Above, Banning Unified School District Student Nutrition Advisory Council members present on their projects.

Below, are awarded a certificate of recognition by Tammy Anderson-Wise, Dairy Council of CA CEO (center).



Many of the Student Nutrition Advisory Council activities addressed no-cost or low-cost strategies such as improving the cafeteria environment, creating attractive food labels and positioning plain milk. The students are finding value in peer-to-peer education and are already planning future strategies and actions to improve nutrition

education and food access in a Riverside County food desert where affordable, healthy food options are limited.

Barbara Lee, Director of Campus Catering at Livermore Valley Joint Unified School District, was honored for her efforts in adopting innovative, technology-based nutrition education via a smart screen TV in the cafeteria setting. Piloted as part of the CDE Team Nutrition SLM of CA grant, the digital TV offered dual benefits by promoting meal options and providing nutrition education.

“Through this project,” said Lee, “I’ve learned nutrition messages that are brief, focused and repetitive can be an effective and powerful way to provide nutrition information to students.”



Presenters and Awardees. L to R, Heather Reed, CDE; April Mackill, Plumas Lake Elementary School District; Barbara Lee, Livermore Valley Joint Unified School District; and Crystal Young, CDE.

The final awardee of the night was April Mackill, Food Service Manager for Plumas Lake Elementary School District. Honored for her efforts in student empowerment and partnership development to support the CDE Team Nutrition SLM of CA grant, Mackill recruited fifth-grade

nutrition ambassadors to share daily nutrition messages, highlight locally sourced menu items and even held taste tests for current and new entrees. A partnership with Principal Marcie Nichols to promote “Wonderful White Milk” resulted in increased selection of plain (versus flavored) milk and a significant decrease in the overall amount of milk being thrown away.

Finally, this reception was an opportunity to recognize SLM of CA technical advising professionals for their services. These individuals, located across the state, work hand-in-hand with school nutrition professionals like Lee and Mackill to initiate the simple, four-step assessment and implementation process that makes the healthy choice the easy choice in the school cafeteria to improve the health of students.



SLM of CA technical advising professionals. L to R, Candice Sainz, Dairy Council of CA; Alyson Foote, Dairy Council of CA; Karina Macias, UC CalFresh; Evelyn Morales, UC CalFresh; Krystal Shelden, Dairy Council of CA; and Phoebe Copp, Dairy Council of CA.

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A white spatula is on the left and a pink bar of soap is on the right of the text.

BY APRIL MACKILL, NUTRITION SERVICES MANAGER,
PLUMAS LAKE ELEMENTARY SCHOOL DISTRICT

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We've all celebrated successes. It feels good to see the work we put in yield some real results, and it feels great when that same effort ends up helping our friends and colleagues press on to greater successes.

The SUBA chapter (local #35) knows all about the good vibes and happy feelings that come from a successful chapter event. The dedicated lunch ladies and gentlemen from the Sutter and Yuba county areas have done it again! On Saturday, September 9th, SUBA hosted our first ever (incredibly successful!) SUBA Fest! To add to our feeling of success, we boosted up three of our own with a one-day sponsored registration to the recent CSNA 2017 conference in Sacramento, and a one-year sponsored membership with CSNA.

Here's how we did it. First, we decided we needed to do something fun and family focused as a fundraiser within our chapter. Our meetings are lively and our members are involved with each other, and we wanted to bring that same passion and energy to our members' families. The Executive Team developed a foolproof plan for family fun - a carnival! Next step? Everything else. Where would we host it? What will the weather

be like? Will people want to eat there, or bring their own food? Do we want people to bring their own food? Will families be on vacation? Who can help set everything up? Where will we keep everything before the carnival?



There's plenty to worry about with planning any event. Planning a carnival is an experience all by itself. Anyone who has been involved in planning a birthday party or larger event can relate to how many moving pieces and parts there are to a large gathering. Add into that the face painting, hot and fresh BBQ lunch, and a goat petting zoo? Whew, our team had plenty to get into place.

We had classical carnival favorites like face painting, a cake walk, a photo booth and balloon darts. Our

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Executive Team went above and beyond by seeking out more games that would appeal to a larger range of ages and abilities. Our bubble station, goat petting zoo and pool-noodle javelin toss were some of the most popular areas! Of course, everyone went home with full bellies after a fresh-served BBQ meal cooked by our President Elect, Jeri, and her husband, Jerry (ha! That was fun to try to keep straight!)

We had our members children, spouses, grandchildren, neighbors, cousins, and even some community members who saw what was happening and wanted to swing in and check it out. What a great way to get our name and message out to our community families!



\$5.00 got you lunch featuring favorite side salads crafted by our talented Executive Team. For \$20.00, you could feed your whole family! Carnival tickets were sold 4 for \$1.00, and games took anywhere from 1 to 6 tickets.

At the end of the day, we were beat but happy! And we had raised enough money to sponsor one-day registrations for three additional SUBA members to attend the CSNA conference in Sacramento, plus a one-year membership with CSNA. The sponsored registrations were picked by raffle at the chapter meeting immediately after the carnival. We were happy to bring Bonnie Cole, Evelyn Notestine, and Maria Lopez along to share the conference experience. These three dedicated ladies also received SUBA tee shirts and certificates commemorating the conference and membership registrations.



We're happy to be a part of such a dedicated and fun loving community, and can't wait to host the 2018 carnival!

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WHAT'S COOKING WITH CHEF JIM

BY SALLY SPERO, SNS, | CHILD NUTRITION DIRECTOR, LAKESIDE UNION SCHOOL DISTRICT

They dice it. They strip it. They paint stripes on it. They fajita it. But there is one more thing USDA does with cooked chicken. They buy a lot of it. And at that unbeatable commodity price, it means that those of us in the schools end up with a lot of it, too.



So what to do with all of that chicken presents our own Chef Jim Dumars with the same challenges everyone else is facing. Of course, you can just take it out of the box and serve it plain. But there are definitely easy ways to make it taste better, look better and be more versatile.

Let's start with cold applications such as Chicken Caesar Salad, Buffalo Chicken Salad, BBQ Chicken Salad and the like. Most people use strips in some form for these. The strips will definitely benefit from just a little advance preparation.

- For tomato-based sauce (wing sauce, BBQ sauce, etc.) combine 1 cup of sauce for every 5 lbs. of chicken. Toss the chicken with the sauce and bake it at 350 degrees for 4-5 minutes, just long enough for the sauce to adhere. Cool the chicken and use as desired.
- For plain chicken strips (Chicken Caesar, Asian, etc.) combine 1 cup of garlic oil with 12 lb. of chicken. Toss the chicken with the oil and bake at 350 degrees for 4-5 minutes, just long enough to lightly brown the strips. Cool the chicken and use as desired.

- Don't know how to make garlic oil? It is so easy! Add 5 pounds of peeled garlic cloves (you can get these from the produce company) to 1 gallon oil. Heat on low heat until bubbles form around the garlic cloves. Don't let the garlic get brown. After 10 minutes, take the oil off the heat and let it cool down.

This is also a good idea for hot applications. Chicken strips will benefit from the advance treatment if you are using them in hot entrees such as Chicken Quesadillas, Chicken Soft Tacos and the like.

A lot of districts have had great success combining the diced chicken with prepared sauces. Diced chicken combined with BBQ sauce is a popular idea. Adding it to Alfredo sauce and tossing it with pasta is another winner for many districts. I've even seen folks add vegetables such as spinach and diced tomatoes. Very upscale! Asian sauces (orange, teriyaki, etc.) offer another opportunity.

Chef Jim had to do some talking to convince me that using diced chicken in place of beef would work in some of our other dishes. But he turned out to be right. The diced chicken usually breaks up into even smaller pieces when it is cooked so you don't encounter big



pieces of it in, say, the red sauce we use in our lasagna. It turned out to work well mixed with enchilada sauce too. We even did a variation of our shepherd's pie with chicken in chicken gravy topped with mashed potatoes and a little cheese on top.

Good luck with your chicken bonanza!

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NO KID HUNGRY FAMOUS CHEFS VISIT EL MONTE

BY CAITLIN WOGLOM, RD
PROJECT COORDINATOR EMCSO NUTRITION SERVICES DEPARTMENT

On Monday, October 9, 2017, El Monte CSD students were visited by world-renowned chef Nancy Silverton and acclaimed Los Angeles baker Valerie Gordon. Both chefs are successful business women whose accomplishments include opening restaurants around the world, winning multiple cooking awards, and writing cookbooks. The visit—which was organized by non-profit No Kid Hungry, the EMCSO Child Nutrition Department, and Durfee School—was meant to highlight the importance of cooking in a healthy diet.

The chefs were able to see Breakfast in the Classroom in action during their visit to Olivia Gallardo’s third grade classroom. They joined students for breakfast and played a “Breakfast Showdown” nutrition game. Afterwards, they spoke to Kyle Kappe’s Home Economics class about the paths they took to become professional chefs and answered students’ questions. Although they emphasized the importance of cooking and nutrition, they also talked about the importance of math, college, and finding your passion.



Left to Right:
Chef Nancy Silverton, Superintendent, Dr. Maribel Garcia and Baker Valerie Gordon

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Superintendent Dr. Maribel Garcia, Nutrition Director Dr. Robert Lewis and Project Coordinator Caitlin Woglom, RD greeted the special guests and led them on a tour of the school kitchen and classrooms. This is the fifth school year for Breakfast in the Classroom for all El Monte CSD's preschool through 6th grades.



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DUES

Check the box of the supervisory chapter (s) you wish to join. You must join CSNA and at least one chapter.

- | | | |
|------------------------|-------------------------------------|--|
| (Mandatory) CSNA | <input checked="" type="checkbox"/> | \$100 Per Individual (Company memberships not available) |
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| FAR NORTH (FNCSNA #20) | <input type="checkbox"/> | \$30 |
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| NORTHERN (NCSNA #02) | <input type="checkbox"/> | \$30 |
| SOUTHERN (SCSNA #01) | <input type="checkbox"/> | \$30 |

TOTAL \$ _____ You **must** join CSNA and at least one chapter

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Chapter _____ # _____

2nd Chapter* _____ # _____

***Your CSNA subscription allows you to affiliate with one local chapter. You may choose to join an additional local chapter for \$5 or a supervisory chapter for \$25.**

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Send all mailings to my work address

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<input type="checkbox"/> Foodservice Director/Supervisor**	\$ 177
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<input type="checkbox"/> I would like to join a 2 nd chapter	
Local Chapter	\$ 5
Supervisory Chapter	\$ 25
Voluntary California School Nutrition Foundation Contribution	\$ _____
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CHAPTER 9 JOINS SOFTBALL LEAGUE



HEY BATTER, BATTER... SWING!

SUBMITTED BY CHRISTINE COOTER



Kern County Chapter 9 joined the Coed & Men's Slow Pitch Softball.

The team is named, "School Nutrition." The team plays once a week, August through December. They play under the lights. They have plenty of fun, good times and community involvement



POPPY SEEDS

THE OFFICIAL JOURNAL FOR THE CALIFORNIA SCHOOL NUTRITION PROFESSIONAL

WINTER 2018 • VOLUME 61 • NO. 3

CALIFORNIA SCHOOL NUTRITION ASSOCIATION HEADQUARTERS

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Editor@calsna.org

POSTMASTER: Send address changes to:

California SNA
PO Box 11376
Burbank, CA 91510

For advertising information and contributions, contact the CSNA Headquarters Office.

Poppy Seeds is published quarterly by the California School Nutrition Association of the United States, an independent professional education association incorporated not for profit.

Poppy Seeds is printed for CSNA by: Sundance Press
(800) 528-4827

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January 2018

11	Northern Cal SNA #02 - Meeting	#02
19	Southern Cal SNA #1 - Meeting	#01
20-23	SNA Industry Conference - New Orleans, LA	SNA
23	Chapter 15 North San Diego County Meeting	#15
28-30	CSNA Legislation Action Conference - Sacramento, CA	CSNA

February 2018

09	Mother Lode SNA #45 - Meeting	#45
15	Central Cal SNA #10 - Meeting	#10
15	Far North #20 - Meeting	#20
15	Spring PoppySeeds Deadline	
22	Chapter 15 North San Diego County Meeting	#15

March 2018

04-06	SNA LAC - Washington DC	SNA
15	Northern Cal SNA #02 - Meeting	#02
16	Southern Cal SNA #1 - Meeting	#01
22	Chapter 15 North San Diego County Meeting	#15

April 2018

04-08	CASBO	
11	Central Cal SNA #10 - Meeting	#10
13	Mother Lode SNA #45 - Meeting	#45
19	Far North #20 - Meeting	#20

May 2018

05	CSNA Leadership Workshop	CSNA
6-8	CSNA Child Nutrition & Industry Summit - Los Angeles Hilton, Universal City	CSNA
10	Northern Cal SNA #02 - Meeting	#02
11	Mother Lode SNA #45 - Bocce Ball Fundraiser	#45
17	Central Cal SNA #10 - Installation	#10
17	Far North #20 - Installation & Recognition Dinner	#20
18	Southern Cal SNA #1 - Meeting	#01

July 2018

09-12	SNA ANC - Las Vegas, NV	SNA
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November 2018

08-11	CSNA 66th Annual Conference - Long Beach, CA	CSNA
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*Please note that these dates are tentative and subject to change
For further information on CSNA events, including Chapter events
www.CALSNA.org/calendar.php or call (818) 842-3040
For more information on SNA events, please visit www.schoolnutrition.org*



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Sincerely

Michael B Serrao
President/ CEO



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