



# Healthy Kids, Healthy Programs Summit

**May 21 & 22, 2019**

**Breakfast and Check In begin at 7:00 a.m.  
Summit from 8:00 a.m. to 3:30 p.m.**

Four Points by Sheraton  
1125 Boston Providence Turnpike  
Norwood, MA

[johnstalkerinstitute.org/hk19](http://johnstalkerinstitute.org/hk19)



The John C. Stalker Institute  
*of Food and Nutrition*  
AT FRAMINGHAM STATE UNIVERSITY

# Schedule at a Glance

*Suggested Learning Codes (SLC) for USDA Professional Standards listed after session descriptions.*

MAY 21, 2019		MAY 22, 2019	
7:00 A.M.	<b>Registration and Continental Breakfast</b>		
8:00 A.M.	<b>Welcome</b> Robert Leshin, MPA, <i>Director, Office for Food and Nutrition Programs, DESE</i> Karen McGrail, MEd, RDN, LDN, <i>Director, JSI</i>	8:00 A.M.	<b>Welcome and Recognition Ceremony</b> Jeffrey C. Riley, <i>Commissioner, DESE</i> Robert Leshin, MPA, <i>Director, Office for Food and Nutrition Programs, DESE</i>
8:30 A.M.	<b>Don't Worry...Work Happy!</b> Jon Colby, <i>joncolby.com</i> Did you know that people who are happy at work are more successful in their jobs? In this keynote, Jon will offer helpful tips and exercises using positive psychology to promote a positive mindset. From building a supportive culture to having difficult conversations, this presentation will give you a myriad of ideas to help you work happy. SLC: 3450	9:00 A.M.	<b>Finding a Purpose in Cooking: A Chef's Story</b> Chef Dan Giusti, <i>Brigaid</i> Stepping out of his comfort zone, Chef Dan Giusti set out to expand his culinary reach in pursuit of finding his purpose in cooking. With a goal to empower schools to serve real, wholesome food, cooked with care and passion, Chef Dan established Brigaid in 2016. Skeptics didn't understand why he wanted to work in schools and questioned his intentions. He quickly discovered...cooking in schools is hard, if not harder than a restaurant. In this keynote, Chef Dan will share his experiences, the valuable lessons he learned along the way and what the future holds. SLC: 3230
9:30 A.M.	<b>Resource Tables</b>		
10:15 A.M.	<b>Breakout Sessions</b>		
12:00 P.M.	<b>Buffet Lunch</b>		
12:45 P.M.	<b>The Five Languages of Appreciation in the Workplace</b> Ervin Watson, <i>Managing Partner, Vantage Resource Group, LLC</i> We all value being appreciated, but did you know that not all appreciation is created equal? In this afternoon keynote, Ervin will share insight on the five languages of appreciation as a communication strategy that has the potential to accelerate every area of your operation. Discover how this approach can boost employee engagement, retention, team satisfaction and ultimately, customer service. SLC: 3440	<b>News You Can Use</b> Robert Leshin, MPA, <i>Director, Office for Food and Nutrition Programs, DESE</i> As we wind down from this school year and transition to planning for next fall, Rob will take a look back on our collective successes over the past year and look forward to some new initiatives. Rob will provide an update on federal and state level changes and highlight areas of support from the department to help school nutrition programs reach their goals. SLC: 3200, 3230, 3260	
2:00 P.M.	<b>Breakout Sessions</b>		

# Healthy Kids, Healthy Programs Summit

*Sponsored by the Office for Food and Nutrition Programs at the Massachusetts Department of Elementary and Secondary Education and The John C. Stalker Institute of Food and Nutrition.*

**Join school nutrition directors, managers and business managers from across the Commonwealth for our annual summit aimed at promoting healthy students and healthy school nutrition programs. The two-day summit provides up to 10½ professional development hours. Meet your USDA Professional Standards training needs while you discover ways to boost your bottom line, communicate with confidence and build culinary excitement!**

## **SNA of Massachusetts Reception and Exhibits**

May 21 from 3:30 p.m. to 6:00 p.m.

Cost: \$10

*Kindly select this event when completing your online registration for the summit.*

Unwind after a full day of professional development! Relax with your peers and vendors while enjoying snacks and a free beverage (included in your \$10 ticket price) in the ballroom of the Four Points by Sheraton. Visit with vendors to participate in a free raffle and a chance to win a one night stay at a hotel of your choice plus a \$100 food credit to use during the stay (value up to \$350.) This is networking at its best.



Scan to go to the JSI web site

Please visit [johnstalkerinstitute.org/hk19](http://johnstalkerinstitute.org/hk19) to view complete descriptions and to register.

## **REGISTER ONLINE**

by May 1, 2019 at  
[johnstalkerinstitute.org/hk19](http://johnstalkerinstitute.org/hk19)

Cost: \$60 per day  
or \$120 for both days

# The Breakout Sessions include three different learning tracks – select one when you register.

*Suggested Learning Codes (SLC) for USDA Professional Standards listed after session descriptions.*

## Boost Your Bottom Line

Select this track to explore ways to increase revenue and assess costs to maximize the impact of your program.

MAY 21		MAY 22	
10:15 A.M. TO 11:45 A.M.	<p><b>Solutions to Recovering Unpaid Meal Charges</b></p> <p>Danielle Collins, MBA, MCCPO, SNS, <i>Director of School Nutrition Services, Methuen Public Schools</i>, Peter McLoughlin, MBA, <i>DESE</i>, and Nadine Rose, <i>Business Manager, Bristol-Plymouth Regional High School</i></p> <p>Unpaid meal charges are one of the current challenges to operating a school food service operation today. Join us for this panel session to discuss challenges and solutions to recovering unpaid meal charges in your community. Learn about the resources that are available to you and hear about how other districts are approaching these local challenges. SLC: 3320, 3360</p>	<p><b>USDA Foods—Director Tested, Kid Approved</b></p> <p>Panel of School Nutrition Directors moderated by Denise Courtney, MS, RD, <i>DESE</i></p> <p>USDA food entitlement is a benefit available to districts but which products are favorites of both directors and kids? Join us in this session to learn from other directors about their favorite products, how they are used and how they impact their bottom line. SLC: 1100, 1170, 2340</p>	
2:00 P.M. TO 3:30 P.M.	<p><b>Thinking Outside the Lunch Tray— Strategies to Increase Revenue</b></p> <p>Gail Koutroubas, <i>Director of Food &amp; Nutrition Services, Andover School District</i> and Lucinda Ward, MEd, RD, SNS, <i>Director of Food &amp; Nutrition Services, Triton Regional School District</i>, Susan Murray, SNS, <i>Director of Food &amp; Nutrition, Nauset Public Schools</i></p> <p>Increasing meal participation is the tried and true way of increasing revenue and engagement in your school meal programs. Join us for a session that highlights other ways that you can bring more money into your revolving account and engage your community in child nutrition programs outside of lunch. SLC: 3230, 3300</p>	<p><b>Local Procurement in Child Nutrition Programs</b></p> <p>Peter McLoughlin, MBA, <i>DESE</i></p> <p>Explore the basics of incorporating agriculture and locally procured foods in your National School Lunch and Breakfast Programs. Join us for an introduction in defining local and where to find local foods, procurement principles and regulations, procurement methods, geographic preference, and forward contracts. SLC: 2450</p>	

## Communicate with Confidence

Select this track to enhance productive workplace communication and to strengthen leadership skills.

MAY 21		MAY 22	
10:15 A.M. TO 11:45 A.M.	<p><b>The Four Essential Habits of a Game Changer</b></p> <p>Ervin Watson, <i>Managing Partner, Vantage Resource Group, LLC</i></p> <p>Four essential leadership practices are critical to effectively lead today's workforce of multigenerational employees. In this session, you will identify these four habits in yourself and others. But most importantly, the leadership "self-check" will challenge and inspire you to be the catalyst for change on your team. SLC: 4130, 4140</p>	<p><b>Wait. What? Or How to Get Curious When the Other Person is Clearly Wrong</b></p> <p>Amy Rebecca Gay, PhD, CPCC, <i>Coach, Mediator, Communication Expert, Faculty with the Center for Collaborative Leadership</i></p> <p>Our most difficult conversations are characterized by our near certainty that we are right and they are wrong. This would be OK as long as the only opinion that mattered was our own. Learn how to diagnose the misunderstanding, share your perspective and ask curious questions with the use of a simple tool. SLC: 4140</p>	
2:00 P.M. TO 3:30 P.M.	<p><b>Applying the Five Languages of Appreciation</b></p> <p>Ervin Watson, <i>Managing Partner, Vantage Resource Group, LLC</i></p> <p>In this session, Ervin will dive deeper into the five languages of appreciation by guiding you through a self-assessment to determine the "language" of your staff. Create an action plan to implement in your program and discover "killer kudos" that can help your teams' sense of belonging. SLC: 3410, 3440</p>	<p><b>Creating a Motivating Workplace</b></p> <p>Sally Teixeira, <i>DESE</i></p> <p>In this ICN-developed session, managers will explore factors that motivate staff to be engaged, proactive and productive. Recognize internal and external motivators and develop an action plan to foster a positive, motivating work environment. SLC: 3410, 4130</p>	

## Build Culinary Excitement

Select this track to discover culinary resources and inspiration to enhance your school menu.

MAY 21		MAY 22	
10:15 A.M. TO 11:45 A.M.	<p><b>Setting the Globally-Inspired Lunchroom Table</b></p> <p>Jumana Saleh, MS and Chef Janyl Finnerty, RD, <i>JSI</i></p> <p>Join us for a culinary experience as we dive into the cultural dishes and flavors of Eastern Asia, Latin America and the Mediterranean region. Explore the importance of serving customizable and familiar ethnic flavors to an evolving K-12 customer base. Watch a culinary demo by the JSI chef and discover recipes that will add a trendy flair to your menus. SLC: 2130, 2230</p>	<p><b>The Power of Local—Culinary Throwdown</b></p> <p>Rachel Harb, <i>Training &amp; Events Coordinator, Massachusetts Farm to School</i> and Chef Sam Ickland, <i>Director of Chefs in Schools, Project Bread</i></p> <p>Join Massachusetts Farm to School, Project Bread and Massachusetts school nutrition programs in a culinary battle highlighting local ingredients. Vote for your favorite recipes, alongside our judges, and walk away with inspiration and confidence to serve locally inspired dishes to your students. SLC: 1130, 2130</p>	
2:00 P.M. TO 3:30 P.M.	<p><b>Adding Chefs Into the Mix</b></p> <p>Panel of School Nutrition Directors moderated by Kristina Webber, MS, RD, LDN, <i>DESE</i></p> <p>Enhance your school nutrition program by bringing a trained chef to the table. In this session, you will hear from Massachusetts school nutrition programs on how they each utilize chefs in different ways to improve the efficiency and meal quality of their programs. SLC: 3230, 4110</p>	<p><b>Modernizing USDA Foods Recipes— Keeping Menus Trendy and Budget Friendly</b></p> <p>Samantha Gasbarro, SNS, <i>Executive Chef</i></p> <p>Discover tips and tricks for utilizing USDA Foods to create trendy, student-approved recipes on a budget as Chef Sam demonstrates a few of her most popular recipes. SLC: 1110, 1170</p>	