



# PICKING UP THE PIECES

2023 ISNA ANNUAL CONFERENCE

NOVEMBER 8-10, 2023

*French Lick Resort*

# A MESSAGE FROM OUR PRESIDENT

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Welcome to ISNA's 2023 Annual Conference, Picking Up the Pieces! The world of School Nutrition continues changing at a rapid pace with no end in sight. Just when we thought we had a good grasp on things, the USDA threw us a curveball with new potential guidelines and less reimbursement. As professionals, we are being asked to do more with less each and every day. I can't help but feel like we are always left "picking up the pieces" of our ever-changing programs with one goal in mind, EMPOWERING our students one healthy meal at a time!



I appreciate you taking the next couple of days out of your busy schedules to spend your valuable time with us as we learn and grow together soaking up information about workplace culture, emotional intelligence, and more! I'm confident this conference will provide you with networking opportunities, new innovative ideas, fun with friends, and ultimately a renewed passion for the work we do.

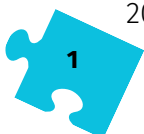
I look forward to sharing with you the ways in which our association is "picking up the pieces" after a year of tremendous transitions. Join us Thursday for a Legislative Update and a look at ISNA's 3-year strategic plan. Now is an exciting time to get more involved in the association, so consider joining us Friday morning for committee meet-ups. I could not be more proud of the ISNA Board and the direction in which we are moving to better serve our members and partners.

Join us for the Presenting Partner's Dinner on Wednesday night as well as the President's Reception, Dinner, and Entertainment on Thursday evening. We will be recognizing the accomplishments of many of our peers at the reception and dancing the night away with the AlmostBama Live Band. Last but not least, make sure you attend the Exhibit Hall to see all the new and favorite items and products our partners have to offer. I cannot wait to see the impact the next few days have on you and I look forward to hearing all your takeaways from ISNA's Picking Up the Pieces Conference. Enjoy!

Enjoy the Conference!

*Courtney FitzSimons* MA, RD, SNS

Courtney FitzSimons  
2023-2024 ISNA President



# 2023-24 ISNA BOARD



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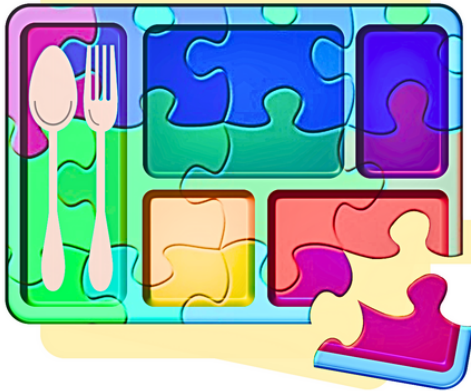
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**MELANIE ALBRIGHT**  
ADMINISTRATIVE ASSISTANT  
ISNA



# PICKING UP THE PIECES

2023 ISNA ANNUAL CONFERENCE

NOVEMBER 8-10, 2023 *French Lick Resort*

**WEDNESDAY, NOVEMBER 8, 2023**

**9:00AM - 11:00AM PRE-CONFERENCE SESSION - GETTING YOUR IDEAS ADOPTED - LEAD TO SUCCEED**

Clifton 102A - Lower Level

**11:30AM - 4:00PM REGISTRATION**

Hoosier Business Center - Upper Level

**1:00PM - 2:30PM OPENING CEREMONIES AND KEYNOTE SPEAKER**

Hoosier 208A & 208B - Upper Level

**Courtney FitzSimons, ISNA President, West Lafayette Schools**

**Shannon McKain, Keynote Speaker**

**2:30PM - 2:45PM BREAK**

**2:45PM - 3:45PM BREAKOUT 1: MEASURING SUCCESS IN SCHOOL NUTRITION PROGRAMS: USING A BUSINESS-MINDED, DATA-DRIVEN APPROACH**

Reagan 209 - Upper Level

**Lindsey Hill, Menulogic K12**

**Kayla McDaniel, Menulogic K12**

**Betsey Willard, Franklin Township Schools**

**Jordan Ryan, Brownsburg Schools**

*As school nutrition operators, we often hear the phrase “operating like a business” or “benefits of KPIs”. But what do these phrases really mean? What can we, as the leaders of not-for-profit school nutrition programs learn and apply from the for-profit business world? Although our goals may be prioritized or defined differently, we do share common goals: happy customers, quality offerings, and financial success. So much focus and time is given to the calculation of Key Performance Indicators (KPIs), but what do we actually do with them once we are presented with them? In this session, learn from school nutrition operator panelists who have applied the use of solid business strategies and KPIs in their operation, such as: site observation and scorecard systems, menu efficiency and optimization, production and forecasting methods, financial performance monitoring and adjustments, team approach to quality assurance reviews, and more! Leave with more confidence in using a data-driven approach to program evaluation, quality control and success!*

**BREAKOUT 2: GENERAL FINANCE OVERVIEW WITH IDOE FINANCE TEAM**

Nixon 205 - Upper Level

**Andrea Hollin, Indiana Department of Education**

*This session will include a general overview of USDA finance requirements such as Maintenance of the Nonprofit School Foodservice Account, Indirect Cost, Completing the Annual Financial Report including ideas for spending down excess Nonprofit School Food Service Account funds and discussing allowable cost situations. There will be an opportunity for Q&As with IDOE SCN finance staff throughout the session.*



## **BREAKOUT 3: ACROSS THE GREAT DIVIDE: HOW DIFFERENT GENERATIONS WORK TOGETHER**

**Ford 207 - Upper Level**

**Shannon McKain, Keynote Speaker**

*With up to five generations working side-by-side in many workplaces, it's imperative for employees and management to understand how different generations think and act on the job, and on the client side. In this program, Shannon McKain explores how to build bridges rather than barriers between generations when it comes to interoffice communication, client prospecting and marketing to existing and new clients.*

**3:45PM - 4:00PM**

### **BREAK**

**4:00PM - 5:00PM**

## **BREAKOUT 1: HOW TO USE THE FOOD BUYING GUIDE**

**Reagan 209 - Upper Level**

**Becky Landes, Manchester Community Schools**

*Have you wondered about... the difference in the serving size between cooked and raw foods, how to credit ingredients in scratch cooking recipes, and how much food should I buy for a specific amount of servings? These questions and more will be covered in this session on an excellent tool available for free to Child Nutrition Professionals.*

## **BREAKOUT 2: BUT WILL IT FIT THROUGH THE DOOR?**

**Johnson 206 - Upper Level**

**Sara Gasiorowski, ProTeam Foodservice Advisors**

**Shenae Rowe, Warrick County Schools**

**Tim Christianson, HRI**

*Remember the adage, measure twice, cut once? Well, it also applies when planning your equipment purchases. In this session, you will learn how to properly plan and purchase equipment for your program, so you get the perfect fit every time.*

## **BREAKOUT 3: BUT WE'VE ALWAYS DONE IT THIS WAY!**

**Nixon 205 - Upper Level**

**Sue Aikman, New Prairie United School Corporation**

*Change can be scary! From managing expectations to dealing with the "we've always done it that way" attitude, this session will give you, as leaders, some basic tools to help with leading the change in your personal and professional lives.*

## **BREAKOUT 4: DEVELOPING LEADERS FROM WITHIN**

**Ford 207 - Upper Level**

**Carrie Damron, MSD Wayne Township**

**Mary Ellen Gilliam, MSD Wayne Township**

**Brittany Jointer, MSD Wayne Township**

**Amanda Lyons, MSD Wayne Township**

**Daisha Ottinger, MSD Wayne Township**

*The Pathway to Leadership Program was created as a learning path for aspiring leaders within the Child Nutrition Department. The program focuses on developing essential leadership skills proven for career success. Come learn how implementing a Pathway to Leadership Program at your district will inspire and motivate upcoming leaders.*

**6:00PM - 8:00PM**

## **PRESENTING PARTNERS' DINNER HOSTED BY PIAZZA**

**Hoosier Ballroom 208C - Upper Level**

**\*Ticketed Event**



## THURSDAY, NOVEMBER 9, 2023

7:30AM - 3:30PM

### REGISTRATION

Hoosier Business Center - Upper Level

7:30AM - 8:30AM

### BREAKFAST

Hoosier 208A & 208B - Upper Level

8:30AM - 9:30AM

### WELCOMING REMARKS AND KEYNOTE SPEAKER

Hoosier 208A & 208B - Upper Level

**Courtney FitzSimons, ISNA President, West Lafayette Schools**

**Jon Colby, Keynote Speaker**

9:30AM - 9:45AM

### BREAK

9:45AM - 10:45AM

### BREAKOUT 1: HARVESTING GOOD NUTRITION WITH FARM TO SCHOOL

Reagan 209 - Upper Level

**Ashley Heller, Indiana Department of Education**

*Farm to School initiatives allow students to make a greater connection to their food beyond the cafeteria and classroom. These can be both small and large with the vast agricultural opportunities available at schools and across the state. Hear from and ask any of your Farm to School questions to a panel of Farm to School experts, from United States Department of Agriculture, Indiana Department of Education, Indiana Department of Health, and school representatives. Learn what Farm to School programming can look like for your school and how it can seamlessly be woven into your programs and transform your menus and school culture!*

### BREAKOUT 2: CREATIVE MENUS USING CUSTOMIZATION CONCEPTS

Johnson 206 - Upper Level

**Kayla McDaniel, Menulogic K12**

*Bars, bowl concepts & customized menu options are trending in food service. If you aren't implementing these on your K12 menus, you are missing out on participation and profitability boosting opportunities. Social media warriors, parents, students, teachers, etc. are demanding "variety" and "more choices" - but you, the expert, know it's just not that simple. Often we look admirably at other districts and see a fun bar concept or array of choices but feel overwhelmed with the risk of financial losses or uncertainty in implementation efficiencies. Success measurement parameters and monitoring tools allow for operators to identify opportunities for adjustments and ensure ongoing efficiency, profitability, and ultimately, crowd pleasing experiences. In this session, we aim to give tangible tactics to implement customizable entrees from ideation to execution, and beyond.*

### BREAKOUT 3: THE WIZARDS BEHIND THE COMMODITY PROCESSING CURTAIN

Nixon 205 - Upper Level

**Kathy Craven, JTM Food Group**

*It's December 1st and you only have 20% of your USDA Potato Pounds left for SY 22-23, what happens next? Insert the Wizards Behind the Commodity Processing Curtain to work their magic. Menuing USDA Commodity Processed End Items are crucial to your business success and financial solvency. Gain insight on the State Agency, Food Broker, and Food Manufacturer roles keeping you in business with sufficient balances and utilization all year round!*

### BREAKOUT 4: EMOTIONAL INTELLIGENCE IN ACTION

Ford 207 - Upper Level

**Jon Colby, Keynote Speaker**

*People with a high IQ may know a lot, but if they aren't able to recognize and handle emotions, they are ultimately limited in their ability to communicate well, make good decisions, and lead others. This interactive workshop will explain the various components of emotional intelligence, why it's so important, and how to improve it.*

10:45AM - 11:00AM

### BREAK



11:00AM - 11:25AM

## MINI-BREAKOUT SESSIONS

### BREAKOUT 1: GET CREATIVE WITH FUNDING MEAL DEBT AND OTHER NEEDS

Reagan 209 - Upper Level

**Jennifer Nanny**, *Power of Purpose (POP!)*

### BREAKOUT 2: SIMPLY INDIANA: FARM-GROWN FOODS FOR SCHOOLS

Nixon 205 - Upper Level

**Ann Carnes**, *Wild Pansy Farm*

**Sean Cox**, *Wild Pansy Farm*

### BREAKOUT 3: EQUIPMENT- DO'S AND DON'TS AS WELL AS UNDERSTANDING ENOUGH IS ENOUGH

Ford 207 - Upper Level

**Rusty Parke**, *Vanco*

11:30AM - 12:00PM

## LEGISLATIVE AND PUBLIC POLICY UPDATE & ISNA STRATEGIC PLAN

Hoosier 208A & 208B - Upper Level

**Courtney FitzSimons**, *ISNA President, West Lafayette Schools*

**Shenae Rowe**, *Legislative Committee Chair, Warrick County Schools*

12:00PM - 1:00PM

## LUNCH

Hoosier 208A & 208B - Upper Level

\*Find your region number on a table and join them for informal networking.

1:00PM - 2:00PM

## BREAKOUT 1: RECRUIT\*RETAIN\*RESTRUCTURE

Reagan 209 - Upper Level

**Vickie Coffey**, *RBB Edgewood Schools*

*In this session you will learn about successful recruiting techniques, staff retention and appreciation, and out of the box thinking for restructuring within a kitchen or district to be more efficient.*

## BREAKOUT 2: THE POWER OF PLANTS

Johnson 206 - Upper Level

**Matt Tomrell**, *Monroe County Schools*

**Katie Rogers**, *Rogers K12*

*Veg-Out! – Moving beyond #MeatlessMondays. Plant-based proteins are taking center stage! With kids placing a high priority on personal health and the health of the planet, protein replacements and vegetarian options are the rising star of School Meals.*

## BREAKOUT 3: INTRODUCING FDP 2.0 AND USDA FOODS ADVISORY COUNCIL

Nixon 205 - Upper Level

**Cheryl Moore**, *Indiana Department of Education*

*This session will provide information about the new FDP 2.0 system. Also in this session, IDOE's USDA Foods Advisory Council members will discuss their experiences on the Council and meeting topics that have been discussed such as single bank, new survey items, DoD and the USDA Foods Toolkit.*

## BREAKOUT 4: HUMAN-CENTERED DESIGN 101

Ford 207 - Upper Level

**Tiffany Blackwell**, *Share Our Strength*

*Human-Centered design, part of the School Meals Design Guide, is a creative problem-solving process that can be used to make meal programs more student-centered. Participants will be able to formulate strategies to implement new techniques with the target audience in mind in order to expand participation in meal programs.*





**2:00PM - 2:15PM**

**BREAK**

**2:15PM - 3:15PM**

**BREAKOUT 1: FOOD STORAGE AND STORAGE SPACE SOLUTIONS**

Reagan 209 - Upper Level

**Paul Seneff, Gabriel Group**

*Maximizing space and upgraded organization within storage areas. Reduce food cost with proper storage techniques. Help reduce labor costs with proper receiving to help keep food safe and prevent cross contamination.*

**BREAKOUT 2: LEVERAGING FOOD AND BEVERAGE TRENDS TO FUEL UP YOUR CUSTOMERS!**

Johnson 206 - Upper Level

**Sheri Shipp, American Dairy Association Indiana**

*Food and beverage trends abound, and your customers are no strangers to the influence of others on their food and beverage choices, whether that influence comes from TikTok or from their own Gen X and Millennial parents. How can you leverage some of those trends and beliefs around what you choose to put on your menu rotation while also keeping with federal guidelines and not breaking the budget? Join ADAI as we share some of those trends and beliefs, discuss how they affect what your customers are eating, and show ways to educate your customers while fueling them up for success. Come for the education, stay for the recipes!*

**BREAKOUT 3: PUBLIC EMPLOYEES RETIREMENT PLAN OVERVIEW**

Nixon 205 - Upper Level

**Jennifer Lowery, INPRS**

*In this session, we will explain the retirement plan structure, plan benefits, eligibility and much more!*

**BREAKOUT 4: THE POWER OF EMOTIONAL INTELLIGENCE**

Ford 207 - Upper Level

**Tarrah Westercamp, Westercamp Consulting**

*Leading with empathy and high emotional intelligence can help grow leadership skills and relationships within a team. This 1-hour training explores emotional intelligence and how it impacts and informs leadership abilities. Learn to respond to conflict by following the four domains of emotional intelligence. Participants will complete assessments and receive tools to incorporate emotional intelligence into leadership practices. This is an SNA LEAD to Succeed Training.*

**5:00PM - 6:00PM**

**PRIZED PARTNERS' RECEPTION (PRESENTING AND PLATINUM PARTNERS, AND DIRECTORS ONLY)**

Ford 207 - Upper Level

**6:00PM - 6:30PM**

**PRESIDENT'S RECEPTION (OPEN TO ALL REGISTRANTS)**

Hoosier Foyer - Upper Level

**6:30PM - 10:30PM**

**PRESIDENT'S DINNER AND EVENING ENTERTAINMENT (OPEN TO ALL REGISTRANTS- PRE-REGISTRATION REQUIRED)**

Hoosier 208A & 208B - Upper Level

Board and Past Leadership Recognition

ISNA Awards Presentation

Musical Guest: Almost Alabama

**FRIDAY, NOVEMBER 10, 2023**

**7:30AM - 9:00AM**

**REGISTRATION**

Hoosier Business Center - Upper Level



**7:30AM - 8:30AM**

**BREAKFAST & COMMITTEE MEETUP**

Hoosier 208A & 208B - Upper Level

**8:30AM - 9:45AM**

**ISNA BUSINESS MEETING AND GENERAL SESSION**

Hoosier 208A & 208B - Upper Level

Why we do what we do, Rhonda Eitsert

**10:00AM - 11:00AM**

**EXHIBIT HALL OPEN (DIRECTORS ONLY)**

Exhibition Hall

**10:00AM - 11:00AM**

**BREAKOUT 1: BREAKING DOWN BARRIERS TO BREAKFAST**

Reagan 209 - Upper Level

**Jeannine Rios**, *Share Our Strength*

**Vickie Coffey**, *RBB Edgewood Schools*

**Angelica Claiborne**, *Merrillville Community School Corp.*

**Felipe Guerra Aravena**, *Forty Wayne Community Schools*

*This session will identify common barriers that keep kids from participating in school meal programs and how to break them down, move towards more accessible programs and feed more students to maximize your programs. This session will feature Indiana leaders who will share their experiences and ideas.*

**BREAKOUT 2: THE POWER OF THE PRODUCTION RECORD**

Nixon 205 - Upper Level

**Kayla McDaniel**, *Menulogic K12*

*Of course, we must have them for compliance reasons, but production records can be so much more than proof of program compliance! Production records are an incredibly valuable source of information and knowledge that can be utilized by all members of the team. In this session, we're talking all about production record processes, evaluation, and insights. How can we balance efficiency in collection and storage, while also achieving accuracy and completion? What information can we learn that helps us build stronger menus and financial outcomes? What story do production records tell us about our program's financial success and participation? Production records are often overlooked and not given enough attention to just how beneficial they can be. Let's learn from each other best practices and solutions to common challenges by giving the production record the attention it deserves.*

**11:00AM - 1:00PM**

**EXHIBIT HALL OPEN TO ALL REGISTRANTS**

Exhibition Hall

## TAKE THE FIRST STEP TOWARD YOUR FUTURE!

The Indiana School Nutrition Association and the Indiana Department of Education have joined forces to create a program that will add value to the School Nutrition Profession in the state of Indiana and qualify as a State Recognized Certificate as defined by USDA. ISNA is actively marketing this program to Superintendents and School Business Officials as the criteria to look for when hiring. The program is designed to be completed within two years and is comprised of 17 targeted courses specifically designed for Indiana.



**Want more information?  
Scan the QR code or  
visit [indianasna.org](http://indianasna.org)  
to learn more!**



# ALMOST BAMA

THURSDAY, NOVEMBER 9

7:30PM



WITH SPECIAL PERFORMANCE FROM  
BAYLEE LYNN

JOIN US FOR AN EVENING OF FUN AND GREAT MUSIC  
IMMEDIATELY AFTER THE PRESIDENT'S DINNER

Sponsored by:



# MEET THE PRESENTERS

For more than a decade, workplace culture expert, **Shannon McKain**, has motivated audiences to make changes for the better in their professional and personal lives. A gifted speaker, McKain's authenticity and her ability to intimately connect with an auditorium filled with employees and executives aren't performance art – she's the real deal.

Before traveling the country to influence others, McKain was in her audience's shoes, working in the corporate world where she saw, and even experienced herself, how The Great Divide impacted growth and success among her peers. Calling on that past, she openly shares personal stories and her own encounters with culture issues in ways that not only build trust and empathy with her audience, they result in dramatic mindset shifts that help drive dynamic transformations within an organization.

Those fortunate enough to experience a Shannon McKain presentation gain a wealth of skills to respect individual differences and use them to build a stronger company culture that promotes retention, fulfillment and shared success goals. This is what it takes to bridge The Great Divide. This is her mission.

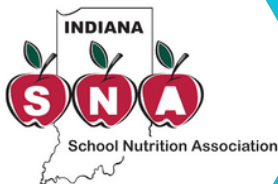


**Andrea Hollin** is the resource management specialist for the Indiana Department of Education and has been with the SCN office since 2020. Previously Andrea worked for the states of South Dakota and Washington as a NSLP field specialist and has enjoyed bringing the knowledge she gained abroad to her home state. If you see Andrea during the conference, please feel free to introduce yourself as she loves meeting her sponsors in person!

**Becky Landes** is a current Food Service Director for Manchester Community Schools in Indiana. For over 20 years, Becky has been in Child Nutrition. She holds a Level 4 Certificate from the School Nutrition Association and is pursuing a Bachelor's degree in Business Administration and Management.

Becky is involved in Farm to School in Indiana. She has collaborated with the Indiana Department of Education, Indiana Grown for Schools, and various other stakeholders in procuring and serving local foods in schools.

Becky likes to be involved in the many facets of Child Nutrition. She participates in and is a member of several committees committed to helping child nutrition professionals. She is also a consultant trainer for the Institute of Child Nutrition.



**Sue Aikman** came to New Prairie from the corporate world in December, 2020 and quickly moved from Administrative Assistant to Director of Nutrition Services. My background is in training and project management, working with some of the biggest health systems in the country. In my corporate life, I assisted the Organizational Development teams in recognizing the need for change in their employee areas and helped them to make those changes as painless as possible. While I'm new to K12 Food Service, I am not new to dealing with people and their unique personalities. Life is never boring in our world, is it?

**Jon Colby** has been empowering people all over the world with improv for over 24 years. From presenting to performing, his engaging and interactive approach has successfully helped audiences across the world to be better communicators, leaders, teammates, salespeople, and even *[insert your job title here]*.

Jon combines his master's in education and his background in theatre to craft a meaningful and interactive experience where audiences have the opportunity to apply what they learn.

As a graduate from the world-famous Second City Conservatory comedy program and an educator with 15 years of classroom experience, he is able to keep an audience laughing while sharing practical knowledge that can be put to use right away. He has motivated and entertained hundreds of clients, including some of the nation's top companies and organizations.



**Ashley Heller** is a School Nutrition Specialist with the Indiana Department of Education, School and Community Nutrition Division. Ashley has been a part of the Training and Resource Development Team on the school nutrition programs side of the division for over five and a half years. On this team, Ashley works with special dietary needs, training development and implementation, resource creation, wellness policies, farm to school, grants, the CNPweb, and more. Ashley loves getting to work with schools across the state through various programs and trainings in order to help them make a lasting impact on students through nutrition.

**Kayla McDaniel** is a K12 Sales Specialist for MenuLogic K12. Kayla has nearly 10 years of experience in school nutrition in various roles and is driven by data, efficiency & collaboration to raise the bar on the business of school meals. Kayla received her Bachelor's Degree in Dietetics from Arizona State University and her Master's in Nutrition and Dietetics from Central Michigan University.



## ISNA 50/50- SUPPORT TODAY!

Project Sweet Peas is a national non-profit organization providing support to families and caregivers of premature or sick infants and families impacted by pregnancy and infant loss.

Programs support families through NICU care packages, remembrance memory boxes, hospital events, peer-to-peer support groups, NICU family financial aid, remembrance vigils, and educational materials.

Through their services, Project Sweet Peas gives from their hearts, to inspire families with the hope of tomorrow.

As ISNA President, I had the honor of selecting the fundraiser for this conference. Project Sweet Peas is very near and dear to my heart, as my now 3-year-old twins were born 10 weeks premature. As School Nutrition Professionals we focus so much on the wellbeing of our K-12 kids, but rarely do we get an opportunity to support and provide for these kids early in life. Please consider donating to Project Sweet Peas as any gift will be a blessing.

*Courtney FitzSimons MA, RD, SNS*





**Kathy Craven** has more than 25 years of experience with K12 Foodservice operations. She is a former food service director at Grant County Schools in Kentucky and now serves as a commodity coordinator/analyst for JTM Food Group. Kathy loves K12 students and helping K12 foodservice programs!

**Vickie Coffey** is the Nutrition Services/Healthy Schools Director at RBB Edgewood Schools. She has loved her job for 22 years now!

She wears many hats for RBB including the Healthy Schools Chair, United Way Campaign Facilitator, and Stop the Bleed Coordinator. She is a Serv Safe Instructor and Proctor, a Trainer for the Institute of Child Nutrition, a LEAD to Succeed trainer for the National School Nutrition Association and she has received the Franklin Leading Light Award for RBB Healthy Schools Culture. She has served ISNA for the past 10 years on the Nutrition Research Committee, Region 9 Representative and most recently the Professional Development Co-Chair.

Feeding kids healthy filling foods in her community makes her happy. In her free time, she spoils her husband with home cooked meals, enjoys walks with her dog, doing puzzles with her cat and shopping with her best friend, her beautiful daughter. She is a retired ZUMBA instructor, but still likes to attend an occasional class to shake off some stress #selfcare.



**Matt Tomrell** has over 25 years in the hospitality industry, encompassing various operational and administrative roles. Throughout his journey, he has nurtured a profound passion for hospitality, enabling him to effectively collaborate with diverse individuals and work towards innovative solutions for addressing broken food systems. Matt says that customer service is not just a skillset for him; it is an intrinsic part of his identity that has been ingrained since a young age and has been pivotal in shaping his career.

Upon serving as a school foodservice administrator for 17 years, **Katie Rogers** saw a need for consulting services in the school nutrition community. Ready to share learned and earned knowledge, Rogers K12 Consulting was created in 2014. Rogers enjoys assisting schools with procurement processes, cooperative purchasing and maximizing USDA commodity foods in school meal programs. Rogers K12 is the current Administrator for the K12's Leading Indiana Coop (KLIC).



**Cheryl Moore** is the IDOE Food Distribution Program Specialist with 11 years experience in School Nutrition. Specializing in USDA Foods, Cheryl oversees the Direct Delivered USDA Foods Program and keeps that supply chain moving, as well as, managing USDA Foods inventory.

Cheryl earned a Bachelor of Science Degree from Illinois State University in General Home Economics and two Associate of Arts degrees, one from Ivy Tech Community College in Hospitality Administration and from Lincoln College in General Studies.

**Tiffany Blackwell** is the Senior Program Manager for NKH LA. Tiffany's portfolio focuses on working with school nutrition Directors, community organizations, and outreach campaigns across Louisiana, helping expand our reach by providing technical assistance and grant support.

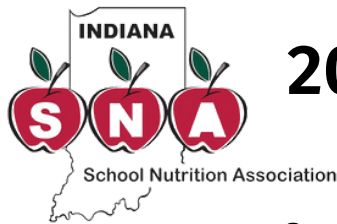
Before joining Share Our Strength, Tiffany spent the last 16 years in Child Nutrition Services. She brings extensive knowledge of the childhood nutrition programs we work with and the real-world implications of how our program priorities can often play out in school systems. Tiffany was also part of a cohort working with Share Our Strength's Innovation Team, which created a design toolkit for school nutrition staff to improve the "user-centered" (aka student) school meal experience. Tiffany was able to use various aspects of the toolkit when she led a redesign of the high school cafeteria at L.B. Landry high school. The goals of the redesign included increasing participation in school meals and creating an environment appealing to high school students.

Tiffany is a native New Orleanian who enjoys being a basketball and football mom, spending time with her 13-year-old son. She enjoys going to the beach, plans to travel more, and loves fresh flowers!



**Paul Seneff** studied Nutrition and Dietetics at Indiana State University and worked as a Nutrition Service Supervisor for Indiana University Health, University Hospital in Indianapolis.

Paul has been a manufacturing representative since 2018 and continues to work with ISNA and AHF.



## 2024 ISNA SUMMIT

April 12, 2024

# Save the Date



04



12



24

**Sheri Shipp, RD** is the Youth Wellness Manager for the American Dairy Association Indiana. While Sheri's Dietetics career began with a one year position as an adult health educator for a weight management program, her love of youth wellness took her on a different path to all things child nutrition. From the WIC program in Marion County where Sheri served as a Dietitian and an International Board Certified Lactation Consultant, to her position as the Assistant Director of Food Service at a Central Indiana school district, Sheri's passion to fuel the future was apparent! Sheri's role at the American Dairy Association Indiana allows her to support the approximately 700 dairy farm families in the state in their production of one of the most nutritious, affordable, sustainable and delicious products on the shelf! Sheri is a Purdue University Alum and when she isn't teaching about the importance of milk's 13 essential nutrients she's spending time with her family and cooking or baking up something good in the kitchen.



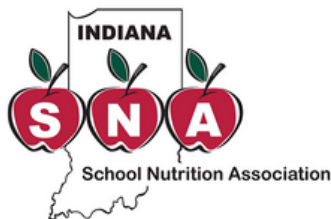
**Jennifer Lowery** is originally from Ft. Wayne, Indiana where she started her career at Lincoln Financial Group after graduating from Tri-State University with a bachelor's degree in Marketing. Jennifer also holds the designation of Certified Retirement Counselor® from the International Foundation for Retirement Education. She has worked in the financial industry for over 35 years providing both employer and employee plan education and has been employed with the Indiana Public Retirement System since April 2008 where she currently serve as a Senior Client Services Consultant.

**Tarah Westercamp** is the Owner of Westercamp Consulting LLC providing exceptional service for school districts and other organizations working within Child Nutrition Programs at the state and local level. Tarrah is a Registered Dietitian with over 10 years of experience in Child Nutrition Programs encompassing USDA regulations, meal pattern requirements, school food service operations, obtaining stakeholder buy-in, and innovative implementation strategies to increase meal access to students.

Tarah holds a master's degree in Food and Nutrition from Ball State University and School Nutrition Specialist credential from School Nutrition Association (SNA). Tarrah is passionate about school nutrition. Tarrah serves as the President-Elect for Indiana's Academy of Nutrition and Dietetics (AND) affiliate. In her free time, Tarrah enjoys spending time with her husband, John, traveling, cooking, and sipping hazelnut iced coffee. She is also a Pure Barre instructor.



# We recognize a future leader in YOU!



Scan the QR code  
to learn more about  
opportunities to get  
involved with ISNA!





# Save the Date!

**2024 ISNA Annual Conference**  
**November 6-8, 2024**  
**South Bend, Indiana**



## 2024 ISNA AWARDS

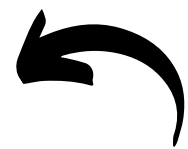
[www.indianasna.org/awards](http://www.indianasna.org/awards)

ISNA and SNA celebrate members who work every day to ensure well-nourished students across the country are prepared for success.

Awards are available in the following categories:

- Employee of the Year
- Manager of the Year
- Director of the Year
- Super Star Service Award
- Assistant Director/Supervisor of the Year
- Office Assistant of the Year

**Nominations Due: March 1, 2024**



Scan the  
QR code  
to learn more!





# School Nutrition CERTIFICATE PROGRAM

A partnership with ISNA/IDOE

## REQUEST FOR TRAINERS!

The Indiana School Nutrition Association (ISNA) and the Indiana Department of Education (IDOE) are requesting proposals from persons interested in presenting 3-hour courses for the ISNA/IDOE School Nutrition Certificate Program in 2023.

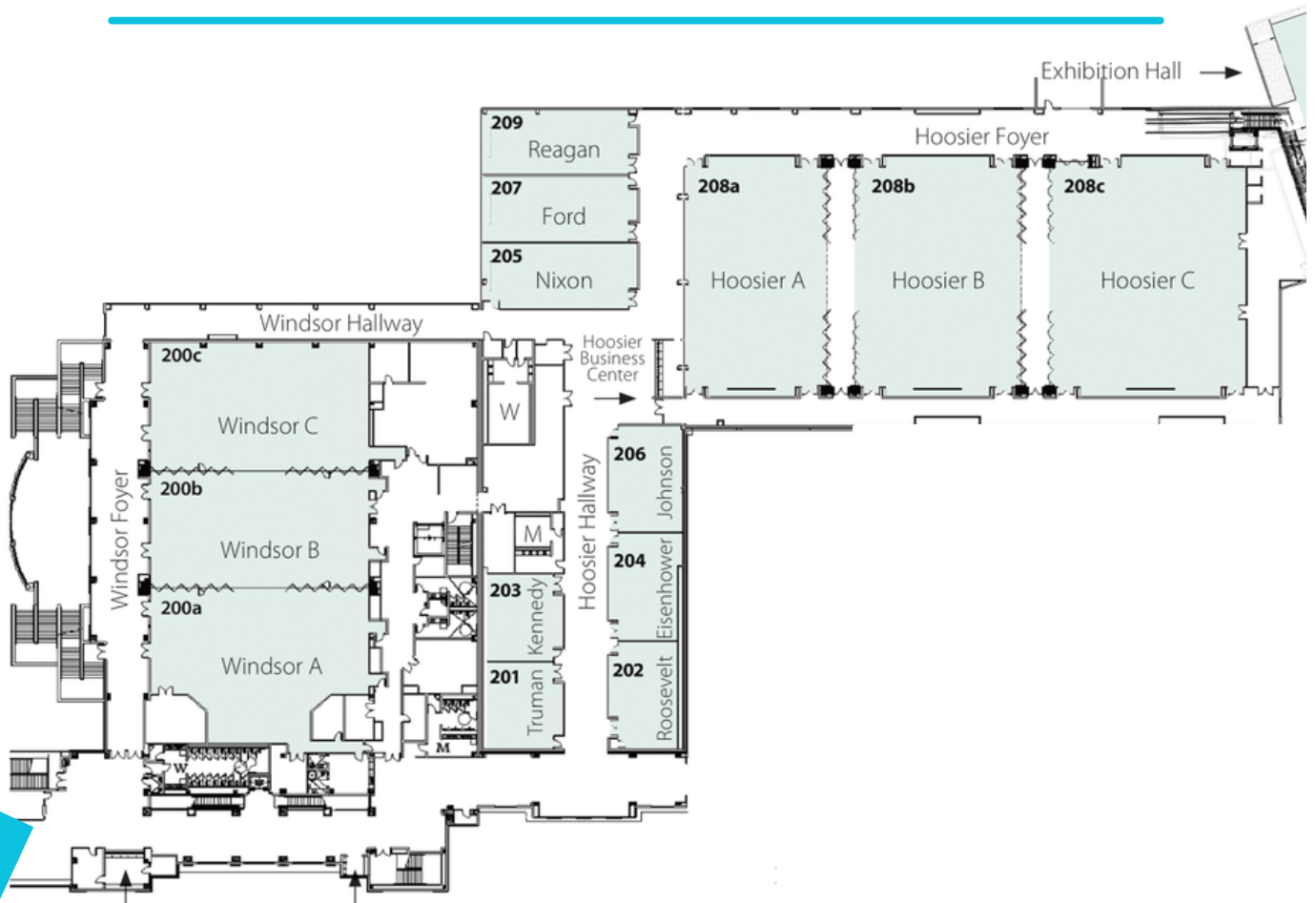
Course Title	Hours	Scheduled Date	Virtual/In Person	Location
Procurement - Beyond the Basics	3	1/10/24	V	
USDA Foods: Background, Utilization, and Strategy	3	1/17/24	V	
Planning for the Next Crisis - Keeping your Staff & Space Safe	3	1/24/24	V	
Marketing Your School Nutrition Program	3	1/31/24	V	
Program Accountability and Ethics	3	2/14/24	V	
Creating and Implementing your HAACP Plan	3	2/21/24	V	
School Nutrition Program Expense Basics	3	3/13/24	IP	CIESC
School Nutrition Program Revenue Basics	3	3/13/24	IP	CIESC
Visionary Leadership	3	4/15/24	IP	CIESC
Financial Planning and Reporting	3	4/15/24	IP	CIESC
Product and Inventory Management	3	9/25/24	IP	CIESC
Menu Planning Regulations and Concepts	3	9/25/24	IP	CIESC
Food Production and Operation Management	3	10/2/24	IP	CIESC
Advanced Menu Planning and Production Strategies	3	10/2/24	IP	CIESC
Human Resource Management	3	11/6/24	IP	2024 conference
School Nutrition Policies & Procedures	3	12/4/24	IP	CIESC
Facilities Planning & Management	3	12/4/24	IP	CIESC

Scan the QR code apply to be a trainer!



Responses Due: November 17, 2023

## FRENCH LICK RESORT MAP





# PICKING UP THE PIECES

2023 ISNA ANNUAL CONFERENCE

NOVEMBER 8-10, 2023 *French Lick Resort*

## THANK YOU TO OUR PARTNERS!

### PRESENTING



### PLATINUM



C&T Design and Equipment Co.  
A SYMBOL OF QUALITY AND CUSTOMER SATISFACTION



### GOLD / SOLE PROPRIETOR

AccuTemp Products  
Affinity Group  
Allied Technologies Food Equipment  
Bake Crafters  
Brakebush Brothers, Inc.  
Core Foodservice  
Cybersoft Technologies, Inc.  
Descon Signage Solutions  
DNO Produce  
Duncan Supply Company  
Dynamic Food Service Solutions  
ES Foods

Gabriel Group  
General Mills  
General Parts  
Gordon Food Service  
Heartland School Solutions  
Helix Solutions Group  
Hubert Company  
Integrated Food Service  
J&J Snack Foods  
JTM Food Group  
Kellogg's  
Kenat & Associates LLC

Keurig Dr. Pepper  
KeyImpact Sales & Systems  
Land O' Lakes  
LINQ  
Los Cabos Mexican Foods  
Nardone Bros Pizza  
PaySchools  
PepsiCo Foodservice  
Pilgrim's (Gold Kist)  
Premier Marketing Group  
ProTeam Foodservice Advisors  
Proview by Tasty Brands

Red Gold  
Rogers K12 Consulting  
S&F Foods, Inc.  
Schwans Foodservice  
Smart Mouth Foods  
Sun Maid Growers of CA  
Super Bakery  
T. Marzetti Company  
Tasty Brands  
Tyson Foods  
US Foods  
Wild Mike's Pizza

### SILVER

Albies  
Amazing Fruit Products  
Aspire Bakeries  
ATLAS  
Bongards  
Brookwood Farms  
Buena Vista Foods  
Butterball  
Cavendish Farms

Classic Delight  
ConAgra  
Danone North America  
Dole  
Foster Farms  
Hadley Farms  
Harvest Hill Beverage  
Heartland Food Products Group  
High Liner Foods

HPS  
Jennie-O  
Jones Dairy Farm  
JonnyPops  
McCain Foods USA  
Michael Foods, Inc.  
No Kid Hungry Indiana  
Phoenix Marketing  
Professional Reps

Rebelloys Foods  
Reitano Design Group  
Rich's Ice Cream  
Rizwitsch Sales, LTD.  
Texas Pete-Garner Foods  
Trident Seafoods  
UNOX  
Yangs 5th Taste



**THANK YOU!**

