



SNA of Ohio School Nutrition Expo & Education Event

September 26-27, 2023

**The Ohio Expo Center &
Cherry Valley Hotel – Newark Ohio**

Register online by September 19th at

<https://snao.formstack.com/forms/sept2023expoandeducationeventreg>

Please join us on September 26-27 (yes, TWO days this year!) back in Newark, Ohio (30 minutes east of Columbus) for SNA of Ohio's annual Expo & Education event! This event will include educational sessions AND the School Nutrition Expo! See the full schedule of events below.

WHO ARE THE ATTENDEES?

From industry members to directors and managers over multiple schools/districts to kitchen staff who are experts in using the products and services on a day-to-day basis, each person you will meet has an influence in school nutrition in Ohio!

WHY ATTEND?

Other than the opportunity to gain knowledge (and CEUs!) and network with colleagues from around the state, you will experience and learn about new products, equipment, and services available to school nutrition personnel! All school and industry personnel are invited to attend, but school district Directors and Managers, you will not want to miss this event!

2023 School Nutrition Expo & Education Event

September 26-27 Schedule of Events

Tuesday, September 26

1:30-4:30 p.m. – Navigating Difficult Conversations, provided to you by the exciting new LEAD to Succeed™ training from the School Nutrition Foundation!

Presenter: JoAnne Robinett, MSA, SNS, America's Meal

3 hrs. CEU 3410 Dealing with Difficult People and Personnel Management

Effective dialogue is one of the single most important skills for today's leaders. Whether confronting a team member who is not keeping commitments, critiquing a colleague's work, or simply telling someone "No," critical conversations are often avoided or handled in clumsy ways. The role of communication is to provide the right type of communication at the right time to the right audience. This three-hour LEAD to Succeed™ training details the key communications skills, approaches, and tools needed to inform, educate, and drive relevant opinions and behaviors. Participants will learn about the theory underpinning these conversations, diagram their structure, and learn specific strategies to successfully approach difficult conversations.

Location: Woodhull Ballroom

8:00-10:00 p.m. – Trivia Night Networking Event

Build relationships with food service personnel by sponsoring a team for game night! SNA of Ohio Industry Member companies have the opportunity to purchase a table and create their own trivia team of up to 5! (Please note that teams must include one representative from the team-sponsoring company and the remaining must be school district/ODE registrants).

- *Cost is \$250 per industry company to purchase a table (one table per company).*
- *Includes: One industry representative from your company to lead a trivia team of school district/ODE registrants.*
- *The sponsoring table contact will receive a weekly registration list of non-industry registrants weekly in late August from the SNA of Ohio office and can begin reaching out to confirm participants for their team.*
- *The sponsoring table contact is responsible for team creation/coordination.*
- *The winning team will receive prizes!*

Please note that the industry company representative is responsible for completing their sponsored team. SNA of Ohio will not assign your team members. Remember, you will receive up to 5 spots for your team - including the your Industry Company Representative to lead the team! Additional industry and school district members will be in attendance to observe and cheer on the teams!

Location: Woodhull Ballroom

Wednesday, September 27

8:00-8:30 a.m. - Breakfast & Learn: Enhancing Your Exhibit Hall Experience

Presenters: TBA

.5 hour CEU 4120 Program Promotion

Exhibit hall time is an integrative part of almost every conference and can be an incredible opportunity to get so much done in one place, at one time. Believe it or not, it's not actually meant to be a buffet and freebie scramble! We invite you to consider a fresh (and funny) perspective from a food, equipment and software representative on the potential opportunities meant to be reaped from exhibit hall time if done the right way! You won't want to miss these useful tips, tricks and tidbits, for new and seasoned veterans alike, navigating tradeshow post-pandemic.

Location: Woodhull Ballroom

8:30-9:30 a.m. - Go Team Go!

Presenter: Connie Little, SNS, Training Consultant, Southwestern Ohio Educational Purchasing Council

1 hr. CEU 3210 Professional Development and Leadership Principles

Discover the key ingredients of teamwork & how to organize and create a staff network that together plans, executes, and evaluates objectives for a common goal.

Location: Woodhull Ballroom

9:45-10:45 a.m. – ODE Update

Presenters: TBA

Location: Woodhull Ballroom

11:00-12:00 p.m. - How Do You Bring Value to the Workplace? Provided to you by the exciting new LEAD to Succeed™ training from the School Nutrition Foundation!

Presenter: JoAnne Robinett, MSA, SNS, America's Meal

1 hr. CEU 3210 Professional Development and Leadership Principles

Establishing who someone is and the value they bring to an organization are key components of communication in the workplace. In this one-hour training, participants will explore frameworks and tools they can employ to be more effective at communicating who they are and the value they bring to their organization. Participants will take a "deep dive" into the skills they need to assess and understand their audience, and how to develop an effective introduction for a specific audience.

Location: Woodhull Ballroom

12:00-2:30 p.m. – School Nutrition Expo

2 hrs. CEU 2430 – Purchase Food, Supplies, & Equipment

Always a highlight, the Expo will include the newest products, equipment, and services available to school nutrition personnel! And, back by popular demand - our industry partners will be holding a designer handbag raffle again this year! Raffle tickets will be sold onsite on September 26-27 by check, cash or credit card. You must be present to win, and winners will be drawn live in the Expo hall at 2:30 p.m.!

Location: Ohio Event Center

Registration Information:

Please register online by September 19th. Onsite registration will be available after this date for event attendees. Please contact Sydney Brennan at sydney@assnoffices.com if you plan to register onsite. Please note that cancellation requests including a refund are required by September 19th. Sorry, cancellations after this date are not eligible for a refund.

School District/ODE Registration

- \$175 - Full registration (all events both days)
- \$100 - One-day (Sept. 26 or 27 – all events listed on that particular day)

Industry Partner Registration

Does not include exhibit booth registration. *(To register for an exhibit booth, visit https://snao.formstack.com/forms/sept2023exhibitorapp_expoed).*

- \$175 - Full registration (includes all Non-Expo events both days)
- \$425 - Full registration INCLUDING sponsoring a trivia table for the networking event the evening of September 26th. (Includes all non-Expo events. Please note that only the industry representative registering for this option will be included in the trivia table and will be the team coordinator. All other industry partners that may register from that company may register to attend as audience guests only.)
- \$250 – trivia table sponsorship only – does not include educational sessions or breakfast. (Please note that only the industry representative registering for this option will be included in the trivia table and will be the team coordinator. All other industry partners that may register from that company may register to attend as audience guests only.)

Industry partners: If you are interested in donating a handbag for the raffle, please contact Alison Jordan at AlisonJordan@jtmfoodgroup.com by September 20th.

Hotel Accommodations

Cherry Valley Hotel, 2299 Cherry Valley Rd SE, Newark, OH 43055

You may reserve your hotel room for the nights of September 25 and 26 at Cherry Valley Hotel at the discounted rate of \$129 per night. **The reservation deadline is September 1, 2023.** You may reserve online at the link below.

[Cherry Valley Hotel SNA Booking Link](#)

Parking

Parking is onsite and complimentary for Cherry Valley Hotel/Ohio Event Center for all.

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