



The Association of Correctional Food Service Affiliates
2018 Annual International Conference & Vendor Showcase

INDUSTRY
DISRUPTORS
Are YOU Prepared?



JOIN YOUR INDUSTRY PEERS FOR HOT TOPICS THAT INCLUDE:
EFFECTIVE COMMUNICATION • REDUCING FOOD WASTE
RELIGIOUS DIETS • FOOD BOURNE ILLNESS
PREA STANDARDS



Featuring Keynote Speakers

Connor Cunneen
and Ken Wasco



September 16 - 19, 2018 ~ Norfolk, VA
The Norfolk Waterside Marriott

THE 2018 ACFSA ANNUAL INTERNATIONAL CONFERENCE

The 2018 ACFSA Annual International Conference and Vendor Showcase will be held in Norfolk, Virginia! Norfolk, culture, delicious cuisine and 144 miles of shoreline waiting to be explored! Although Norfolk is known in large part Named by USA Today as one of the Top 10 booming downtowns, and the symbol of the city is a mermaid. For this

The theme for the 2018 ACFSA Annual International Conference is **Industry Disruptors - Are YOU Prepared?** Well, it's a fair question to ask... ARE you!? Whether you answered yes or no, you're truly in luck! ACFSA and the 2018 ACFSA Conference Committee has continued to diligently work on another outstanding program for you with relevant, exciting educational sessions to keep you up-to-date on the latest trends in the Correctional Food Service Industry.

Visit www.ACFSA.org often for the latest information and Agenda as they will be updated often in the coming months. The current version of the Agenda is on the next couple pages. Take a moment to look at it and get yourself excited for your visit to Virginia this September 16-19!

Food Service Members, we have included a registration form for you on Page 18, or visit the ACFSA Conference Page at www.ACFSA.org/events/conference2018.php to sign up. You will also find a draft letter to your Supervisor to assist you in requesting the opportunity to attend! It's a great tool and I do urge you to take advantage. Additionally, if you qualify for a Scholarship to Conference, make it a point to get those forms filled out ASAP! You will find them in this issue of INSIDER and at the link above. Don't let that opportunity slip away!

Vendor Members, please see the form on Page 11 to secure your booth(s) and the best space available before it's grabbed up by someone else! We anticipate another sell-out in Norfolk and you don't want to be left out. Or, you may visit the conference page at www.ACFSA.org/events/conference2018.php to sign up, as well. Additionally, we have new Sponsorship Packages available and you can peruse what's available for you to support ACFSA, maximize your exposure and ensure that Conference attendees have the best possible time in Norfolk!

Awards Banquet

As always, we ask that you be on hand to recognize our Award winners. The Annual Awards Banquet is the time when we recognize the Operator of the Year, Employee of the Year, Founder's Award Recipient, President's Award Recipient and the Chapter of the Year. It's a great night to spend with friends and to honor your peers and colleagues for their hard work.

Training and Education

As always, the main focus of this conference is to provide training and education opportunities to our membership and Conference attendees. ACFSA strives to bring the most current information and trends in the Correctional Food Service Industry to light in our educational sessions, Keynote Presentations and certification courses. This year's Agenda is outstanding in scope and touches on the most important topics that our members are currently interested in and challenged with.

Topics of the Conference will be Goal Setting, Principles of Exceptional Leadership, New Technologies in Food Recycling and some successful adaptations of facilities that use a meal delivery "system." Health will take the spotlight with sessions covering Food Allergens, and Hepatitis A. There will be a terrific session about the "pitfalls" of purchasing new equipment, remodeling or designing a new facility. This is just a sample of the great topics this year!

As you can see, this is Correctional Food Service's most important gathering of the year. With great sessions and numerous networking opportunities with colleagues, peers, friends and Industry experts, you cannot afford to miss it! Mark your calendars now! Register for the 2018 Annual International Conference and Vendor Showcase and then book a room at the Norfolk Waterside Marriott. Rooms are booking fast, so don't delay, do it today! We look forward to seeing you all in Norfolk, Virginia!

CONFERENCE & VENDOR SHOWCASE HIGHLIGHTS

or Naw-fok, no matter how you pronounce it, the experience will always be the same: fun, vibrant entertainment and from its military history and fantastic cruise options, the city actually has a rich culture and tons of interesting facts. In any reason, you will see them all over the city in very diverse and extremely colorful forms! Prepare to be enchanted!

Keynote Speakers

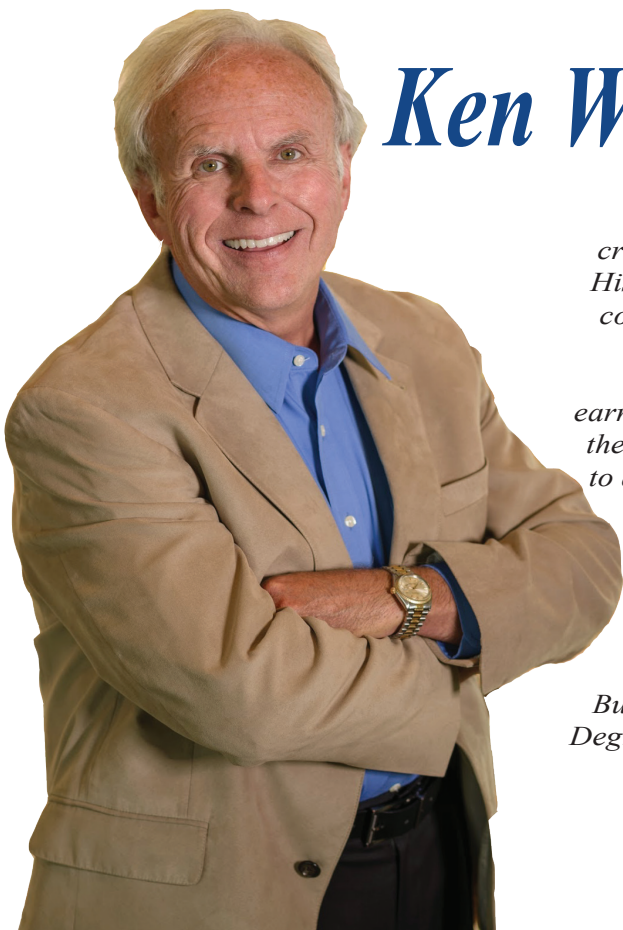
Conor Cunneen

Conor Cunneen is an Irishman, happily exiled in Chicago where he says -mischievously – that the Guinness is good, the natives are friendly and he has been force fed more corned beef and green beer than he ever had in Ireland!

He is proud dad to John and Amy and a loving irritant to his long suffering wife, Pat whom his sister-in-law states will be canonized the moment she leaves this planet!

He is also an in-demand keynote speaker, facilitator, author, consultant, award winning humorist and master of ceremonies to associations, corporations and healthcare.

This lyrical Irishman's Brand Promise is E4: Energize, Educate, Entertain and Easy to work with. Conor is a great Motivational, Humorous Business Speaker that you will truly enjoy!



Ken Wasco

Ken Wasco is an operator success advocate within the Customer Experience area at Gordon Food Service and has been involved in creating new thinking within the service industries for over 35 years. His experience as a healthcare departmental manager, administrator, corporate marketing executive, researcher and now “Catalyst” have helped him to develop a simple yet powerful philosophy. “Always Through Others... First!” And, within the service industries he has earned the unofficial title of “industry doer”. Ken travels the breadth of the USA and Canada annually presenting 250+ times on unique ways to achieve success through a greater understanding of people and the dynamics of consumerism. He has keynoted virtually every state, province and national service industry conference – He’s conducted well over 6000 seminars and workshops on enhanced effectiveness through people. Ken has learned to channel the power of audience focus into dynamic keynotes. In addition to being a graduate of The School of Hospitality Business at Michigan State University, Ken Wasco holds (3) Master’s Degrees in Organizational Systems, Management, Communication and completed doctoral studies in the Psychology of Communication.

You’re gonna LOVE this session!



ACFSA 2018 CONFERENCE AGENDA



Sunday, September 16

8:00 am – 5:00 pm

SERVSAFE TRAINING

TBD

TOUR OF NAVAL BASE FOOD SERVICE FACILITY (Tentative)

Join us as we tour a foodservice facility at the local Naval Base. This is a once in a lifetime opportunity!

2:30 pm – 3:30 pm

CFSM/CCFP WORKSHOP

4:00 pm – 5:00 pm

CHAPTER PRESIDENT'S MEETING

5:30 pm – 6:30 pm

NEW MEMBER/FIRST TIME ATTENDEE RECEPTION

New to ACFSA? Take this important first step toward becoming involved with ACFSA and the personal and business networks it represents. Meet Association leaders as well as other “newbies” before we head over to the Opening Reception.

6:30 pm – 8:00 pm

OPENING RECEPTION

Join your fellow attendees for an evening of networking as you jump start your conference experience!

10:30 am – 11:00 am

NETWORKING BREAK

11:00 am – 12:00 pm

CONCURRENT SESSIONS

Outpace Food Waste – What’s Available, What Works and Why It Should Be Considered at Your Facility
Gerardo Soto – Food Waste Experts

Have you been challenged with reducing food waste, or implementing sustainability or conservation initiatives at your Operation? If so, you know that there are a multitude of waste reduction and resource reallocation solutions available in the marketplace. Understanding what products exist, what systematic approaches work (or don’t) in correctional settings, or what the best solution may be for your specific operation can be overwhelming. Hear from a food waste expert about how to break down food, address reduction, diversion and reallocation efforts, with a specific focus and case study examples of what has worked within the correctional arena.

Lettuce Go Meatless

Beth Buckland – National Food Group
Dr. Jim Painter – Sorgum Council
Doug Van Voorst– Food Concepts

Monday, September 17

Breakfast on Own

8:30 am – 9:30 am

WELCOME CEREMONY

Presentation of the Colors

Welcome by Harold Clark, Director of VA Department of Corrections

9:30 am – 10:30 am

OPENING GENERAL SESSION

Sponsored by GoodSource
Harnessing the Dynamics of Change
Ken Wasco, Gordon’s Food Service

Ken Wasco’s experience as a healthcare department manager, administrator, corporate marketing executive, and researcher has helped him develop a simple yet powerful philosophy. “Always Through Others... First!” Those simple words explain how the evolutionary nature of expectations, and how regardless of technological influences and dynamics, ours is still a business of people. Learn how cultivating relationships will bring you success in your operation.

Join us for an interactive and educational presentation on vegetarian protein and ancient grains and how to incorporate them in your menu. Discover how 100% vegetarian selections can extend yields, improve nutritional values, and provide high protein options. From soy to complete meals, you are not going to want to miss this.



12:00 pm – 1:30 pm

LUNCH ON YOUR OWN

12:00 pm – 1:30 pm

DIETITIAN'S LUNCHEON

*Sponsored by GoodSource
(By Invitation Only)*

12:00 pm – 1:30 pm

CFSM LUNCHEON (Invitation Only)

Sponsored by Design Specialties

1:30 pm – 2:30 pm

CONCURRENT SESSIONS

*What to do if a natural disaster disrupts
your Operation?*

Sponsored by Food Concepts

Panelists:

Mark Engelke – Virginia DOC

Larry Mendez - SD Sheriff's Dept.

Ralph Goldbeck - Kitchens to Go

Rich Felsher – GEO Group

**Diane Burczyk - Robert E. Ellsworth
Correctional**

Moderator:

Beth Lorenzini - FER Magazine

2018 brought massive wildfires, hurricanes and floods. We never want to think about something disrupting our operation, but we all need to be prepared for the unexpected. This session will discuss disruptions that have hit our members in the past few years and what they did to keep their operation running. From food safety and sanitization to the latest in mobile kitchens, you'll leave this session with a plan!

*Nutrition Revolution: Changing the
Way Food Groups Interact to Equal Total
Nutritional Compliance*

Mr. Rick Pedi

In this session attendees will learn how e-Technology can make you more efficient when it comes to ordering food for your facilities. Find out how to reduce costs while improving food quality and offering complaint nutritional standards. Sounds too good to be true? Come find out for yourself!

2:30 pm – 2:45 pm

NETWORKING BREAK

2:45 pm – 3:45 pm

CONCURRENT SESSIONS

Multiple Intelligence

Dr. Cherise James-Cobb

– VA DOC Academy

2:45 pm – 3:45 pm

CONCURRENT SESSION

Sponsored by:

United Sorghum Checkoff Board

*Nutrition by Stealth: Creating Dishes that
are nutritious AND taste good!*

Dr. Jim Painter

- United Sorghum Checkoff Board

For far too long we've been trying to sell nutrition as an incentive to eat healthier foods. The problem comes when we try to sell nutrition over taste. Taste always wins. Instead of trading flavor and visual appeal for nutritional benefits, why not create dishes with all three components? Dr. Jim Painter describes how you CAN have all three by concentrating on taste and appearance and adding the nutrition by stealth.

4:00 pm – 5:00 pm

REGIONAL ROUNDTABLES

4:00 pm – 5:00 pm

VENDOR MEETING (Vendor's Only)

5:30 pm – 9:00 pm

VENDOR RECEPTION/DINNER

Don't miss this great opportunity to meet all conference attendees while relaxing with dinner and entertainment!

Tuesday, September 18

7:30 am – 8:30 am

BREAKFAST BUSINESS MEETING

8:30 am – 10:00 am

GENERAL SESSION

Sponsored by Jackson

*Creating a Great Culture Through
The Gift of GAB*

Connor Cunneen

Laugh and learn how the power of Goals, Attitude, Behavior and Brand can improve performance and productivity, whether it relates to Leadership, Sales or Marketing, this session will help you build a great culture in your organization.

10:00 am – 1:00 pm

VENDOR SHOWCASE

Enhance your resource network by meeting company representatives and gathering the latest industry information. You'll see the most recent products and services from key industry vendors while discovering new ideas and cost saving business solutions.



Tuesday, September 18 (Continued)

1:30 pm – 2:30 pm

CONCURRENT SESSIONS

***What Mark Twain Can Learn You
About Public Speakin'***
Connor Cunneen

In this compelling, insightful and often hilarious program, Chicago-based educator and Mark Twain fan Connor Cunneen provides tips, tricks and techniques used by the great man to get his message across. The program is based around an acronym, coincidentally titled MARK TWAIN. Each letter provides a powerful speech and communication lesson based on the novels, speeches and letters of the man born Sam Clemens and who, as well as a great author, was THE most successful speaker of his day.

Legal Issues & Liability of PREA
**Lorie Brisban, Correctional Program
Specialist, National Institute of
Corrections**

Many ACFSA members are familiar with PREA, but are you familiar with the liabilities surrounding PREA? This session will help you understand the risks of sexual misconduct in the workplace by using actual cases from NCIC. Learn how to avoid the negative impact of a lawsuit.

3:00 pm – 4:00 pm

GENERAL SESSION

***Keeping Your Foodservice Program Safe!
A Case Study of Foodborne Illness***
Barbara Kane, Ecolab

Food safety has been a hot topic lately. There were multiple, widespread foodborne illness outbreaks over the past few years which generated a tremendous amount of conversation about food safety. But is that “chatter” enough to keep industry professionals focused long term? Talking about food safety is one thing, but ensuring that your facility is being proactive is another. This session will discuss the top foodborne illnesses that strike foodservice operations and what you can do to help prevent outbreaks at your facility.

6:00 PM – 7:00 PM

PICTURES

7:00 pm – 9:00 pm

AWARDS BANQUET

Join us to celebrate our member award winners and a final evening together.



Wednesday, September 19

7:00 am – 8:00 am

ANNUAL SCENIC WALK
Sponsored by GoodSource

8:30 am – 9:30 am

GENERAL SESSION Sponsored by XYZ
New Equipment Purchasing
Panelist: Rob Geile – Ali Group
Panelist: Rob Zachrich – Jones Zylon
Panelist: Sharon Joles RD - WI DOC
Moderator: Stephanie Gilbert – Hobart

There are so many tools you receive as a member of ACFSA. This session will help you understand how to use one of those tools, the ACFSA Equipment Manual. Technology has made it difficult to keep up with the latest and great in foodservice equipment. Learn how this useful manual can help you manage through a remodel or purchasing a new piece of equipment.

9:30 am – 9:45 am

NETWORKING BREAK

9:45 am – 10:45 am

CONCURRENT SESSIONS
What's on the Menu?
Facilitator: Jessica Pitzer

Ever wonder how other jails or prisons handle their ever growing need for different diets? On top of general population we have specific dietary needs (low cholesterol, low sodium, diabetic) and now religious diets must be offered. Join us for an interactive discussion on how Dietitians from around the country satisfy these growing needs while streamlining their menus!

9:45 am – 10:45 am

CONCURRENT SESSIONS
Active Shooter/Security
Carlos Hernandez – VA DOC

PLEASE NOTE THAT CONFERENCE AGENDA
IS TENTATIVE AND SUBJECT TO CHANGE
FOR MOST UP-TO-DATE SCHEDULE,
PLEASE VISIT WWW.ACFSA.ORG

ACFSA 2018 Annual International Conference & Vendor Showcase

September 16-19, 2018 ▲ Norfolk, Virginia ▲ Norfolk Waterside Marriott



Name _____

Nickname for Badge _____ First ACFSA Conference (circle) YES NO

Position _____

Facility/Company _____

Mailing Address _____

City _____ State _____ Zip Code _____

Email Address (MANDATORY) _____

Contact Phone (MANDATORY) _____

Phone for Publication (OPTIONAL) _____

Guest Name _____

Guest Name _____

Guest Name _____

REGISTRATION FEES

Number of Attendees	Type of Registration	-Early July 31, 2018	Regular Aug 31, 2018	Late Sept 1 - On-Site	Amount Due
	ACFSA FOOD SERVICE, INSTITUTIONAL OR RETIRED	\$325	\$375	\$425	
	ACFSA NON-MEMBER FOOD SERVICE EMPLOYEES ONLY NO EXCEPTIONS**	\$395	\$450	\$500	
	GUESTS (INCLUDES FRIENDS, RELATIVES, ONLY)	\$200	\$225	\$275	
	ONE DAY MEMBER AND NON-MEMBER DOES NOT INCLUDE BANQUET FOOD SERVICE EMPLOYEES ONLY - NO EXCEPTIONS** PLEASE SPECIFY DATE: SUN MON TUES WED	\$95	\$120	\$150	
	VENDOR SHOW ONLY FOOD SERVICE EMPLOYEES ONLY - NO EXCEPTIONS**	\$25♦	\$30♦	\$35♦	
	SERVSAFE PROGRAMS (CHECK ONE) <input type="checkbox"/> CERTIFICATION <input type="checkbox"/> RE-CERTIFICATION INCLUDES BOOK, MATERIALS & TEST	\$50	\$50	\$75	
	I PLAN TO TAKE THE TOUR OF THE NAVAL BASE FOOD SERVICE OPERATIONS NO CHARGE - LIMITED SPACE AVAILABLE	NA	NA	NA	

TOTAL DUE

(FULL PAYMENT MUST ACCOMPANY COMPLETED REGISTRATION FORM)

♦ IF THERE ARE FIVE OR MORE ATTENDEES FROM THE SAME FACILITY ATTENDING CONFERENCE, THEY WILL RECEIVE A 25% DISCOUNT. THIS DISCOUNT APPLIES ONLY TO FOODSERVICE PROFESSIONALS ATTENDING THE VENDOR SHOW

**** ONLY FOOD SERVICE EMPLOYEES & EXHIBITORS WILL BE PERMITTED TO ATTEND CONFERENCE & TRADE SHOW. NON-EXHIBITING VENDORS WILL NOT BE PERMITTED TO ATTEND CONFERENCE OR TRADE SHOW UNDER ANY CIRCUMSTANCES.**

CANCELLATIONS

CANCELLATIONS REQUESTED IN WRITING TO ACFSA WILL BE GIVEN A FULL REFUND IF RECEIVED ON OR BEFORE AUGUST 15, 2018. CANCELLATIONS RECEIVED AFTER AUGUST 15, 2018 & NO-SHOWS WILL NOT BE REFUNDED.

REGISTRATION

REGISTRATION WILL BEGIN SUNDAY, SEPT. 16, 2018 AT 1:00 P.M. BADGES, PROGRAMS AND OTHER MATERIALS WILL BE PROVIDED AT THAT TIME. PLEASE BE AWARE THAT NO CONFIRMATIONS WILL BE SENT.

PLEASE NOTIFY ACFSA OF ANY SPECIAL DIETARY REQUIREMENTS. SEND THIS INFORMATION WITH YOUR REGISTRATION AND WE WILL DO OUR BEST TO ACCOMMODATE YOUR NEEDS.

QUESTIONS? (818) 843-6608
WWW.ACFSA.ORG

PAYMENT INFORMATION - If paying by check, make payable to ACFSA Check # _____

Send Payment to: **ACFSA, PO Box 10065, Burbank, CA 91510**

For those paying with a credit card, please fill in the information below and **FAX to (818) 843-7423**

Credit Card Number _____ Expires _____ V-Code _____

Billing Address _____ Billing Zip Code _____

Name on Card _____ Signature of Cardholder _____



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YOUR INVITATION TO ATTEND



The Association of Correctional Food Service Affiliates 2018 Annual International Conference & Vendor Showcase

***September 16-19, 2018
The Norfolk Waterside Marriott
Norfolk, Virginia***

***Norfolk Waterside Marriott • 235 E Main Street, Norfolk, Virginia 23510
Phone: (757) 627-4200***

Refined luxury and stylish comfort come together brilliantly at Norfolk Waterside Marriott. Perched in the heart of the city's charming downtown historic district, our hotel is conveniently connected to Waterside Convention Center, also just moments from the USS Wisconsin and cruises on the Spirit of Norfolk.

Single/Double - \$93 per night. (Prevailing Government Per Diem Rate)

In addition to the rates there is a Discounted Self Parking \$15/car/day plus tax, includes in/out access.

**Book your room online at: <http://www.marriott.com/hotels/travel/orfws-norfolk-waterside-marriott/>
Room Reservation Cut-off date is August 24, 2018**

**The Group Rate will be offered for 3 Days Prior and 3 Days following ACFSA Conference dates
* ***BASED ON AVAILABILITY*** ***

Hotel rooms and exhibit space fill up quickly. The sooner you register, the more likely you are to get the arrangements you want. You can also access complete conference and registration information by visiting the ACFSA website or on the pages of INSIDER.

Questions? Call (818) 843-6608 • www.ACFSA.org