



In This Issue

October 2002 Headquarters' News 2-5

Message from 2002-2003 President, Gretchen Schulz

Message from GSFSA Executive Director

Dates & Deadlines Calendar

Membership Drive Reminder

Meetings & Events Listing

NAC Update

District Membership Totals

Fall Scholarship Winners

GSFSA Thanks Corporate Partners

ASFSA Dues Increase for System Level Members

ASFSA Code Changes on Membership Application

Industry Seminar Flyer 6

NAC Charter Application 7

Two for One Membership Special Information 8-10

Two for One Explanation

Two for One Examples



The First  on the Journey to Learning

GSFSA Headquarters' News October 2002

A monthly newsletter from GSFSA Headquarters especially prepared for:
Executive Board, House of Delegates, Supervisors and State Staff
2372 Main St., Tucker, GA 30084
www.gsfsa.com



Mission: The mission of GSFSA is to advance the availability, quality and acceptance of school nutrition programs as an integral part of education.

...From the President

Dear GSFSA Friends:

Our GSFSA bus is traveling so fast now that a radar detector might be a good idea.

We've just completed our two Food Assistants' Workshops, one in Lawrenceville and one in Tifton. We had approximately 180 food assistants at the two sites and they experienced some great training. Jimmie Barnett of Muscogee County presented a session on Winning Attitudes, and most of you know that anytime Jimmie does a training session we have standing-room-only crowds. Rhonda Cooper of Pierce County offered some terrific timesaving techniques in her Work Simplification session. Janet Mitchell of Glynn County demonstrated her expertise in her session titled Bread Baking Tips. In fact, I'm still hearing rave reviews about her presentation. And Doris Earnhart, manager in Carroll County, was an absolute hit with her session on Marketing. I promise the attendees will never feel the same way about their trash again after seeing what Doris makes out of #10 cans and cardboard.

Our Public Relations Workshop and Kickoff Luncheon in Macon were also great successes. We had 300 attendees at the Public Relations Workshop, which featured Vickie James, RD, of Kansas, creator and director of Healthy Kids Challenge. Vickie offered some very practical, easy-to-implement activities that help kids appreciate healthy eating and physical activity. She had us constructing paper chains out of colored paper strips to illustrate the number of servings we had eaten from each section of the Food Guide Pyramid. And she had us out of our seats and moving with "plate dancing." Her workshop was followed by the Kickoff Luncheon, which was sponsored this year by the Georgia Beef Board and Mayfield Dairies and attracted 530 attendees—a record attendance!

Now that our bus is on a great roll we're on our way to St. Simons Island for our annual Managers' Retreat on November 7-8. The retreat is planned this year for elementary and middle school managers and is going to be a great learning experience and great fun too. The retreat is being planned with a scout camp theme, hence the name of the retreat—"Camp Feed 'Em." Attendees will earn badges for each presentation attended, including our opening session on Winning Attitudes (yes, that is a theme for the year!) presented by one of our favorite speakers, Brooks Coleman. Other sessions will include "Caring for Ourselves So We Can Care for Others" by Molly Szymanski of Southeast United Dairy Industry Association; "Sharing Some of Our Best Ideas for Successful Programs," coordinated by Mark McGrath of the state department; "Meet Nutri-Ant and Nutri-Ranger," a presentation about a very successful NAC program in Muscogee County; and "Cafeteria Decorations: You'll Never Feel the Same About Your Trash Again," presented by Doris Earnhart of Carroll County. (After hearing her at the Food Assistants' Workshop I was able to convince her that she also needed to share her talents with the managers.) We'll also have two chefs joining us to share their expertise on "Wraps: The Newest Menu Craze" and "Tasty New Ways to Use Commodities." Oh, and did I mention that we're planning a campfire for Thursday night of the retreat, including campfire songs and S'Mores. (I do believe that when learning is FUN it is more effective!)

It's time to pull off at a rest stop and do a little planning because I'm offering a third opportunity for Plan of Action **BONUS POINTS!** Our annual Industry Seminar is scheduled December 3-5 at Callaway Gardens. Don Williams, our GSFSA Industry Seminar Chair, is planning a dynamite program. I'll tell you more about the program next month, but here's a hint of what's in store: Brooks Coleman will be there as a speaker and to conduct a live auction. Modine Grumby will be making her "swan song" performance. (If you don't know who Modine is, you'll have to ask around. I'm not giving the secret away.) **Locals can earn a maximum of 10 points for sending a representative to Industry Seminar and Districts can earn 10 points per representative, up to a maximum of 40.** To document, place a copy of the registration confirmation behind the "Bonus Points" tab in your documentation book. So mark those dates on your calendar and start planning.

Your Friend and Bus Driver,

Gretchen Schulz, President



The First STOP on the Journey to Learning

MESSAGE FROM THE EXECUTIVE DIRECTOR

Welcome to Fall!

Yes, Summer is officially over and am I glad! Even though the thermometer over my kitchen sink still says 86 degrees, I know that cooler breezes are on the way.

As I have said before, Fall is always my favorite time of year. UGA Football and the Braves in their 11th straight championship season— what more could anyone want? (Plus birthday parties for two grandchildren and one daughter!)

In the office we are busy, busy, busy. In one month, we registered over 200 members for Food Assistant's training, over 500 for the Kick Off Luncheon and Public Relations Seminar, 36 CROP Show exhibitors, 70 CROP Show attendees, and 85 members for the House of Delegates meeting. In the mail today are the registration packets for Manager's Retreat. This was mailed both to School Nutrition Directors/ Supervisors and all School Superintendents. The information is also on our Web site at www.gsfsa.com. Next up on our schedule is the Industry Seminar (Callaway Gardens, Dec. 3-5) registration packet, which should go out next week.

Gretchen and I will be driving to Tifton for the October 4th Food Assistant training, and then on to the Second District meeting in Albany on Saturday, October 5th. As Gretchen has shared with you, the Food Assistant's training last week in Gwinnett was outstanding, and we thank again the GSFSA members who volunteered their time to present the topics.

Of course, we cannot forget that one year ago at this time, we were in shock at the terrible attacks on our country, and we will never forget. But all of you have moved forward bravely, still feeding children in the best school nutrition program in the US! Your expertise and smiles are invaluable in making our schools and students successful.

The Conference Steering Committee recently made a site visit to Savannah in preparation for our April 2003 conference. Program chair Valerie Bowers is putting together a great schedule of training sessions, exhibits and, yes, just a little bit of fun! We will once again hold the "District" events on Friday evening so that we will have more time on Saturday for workshops and exhibits.

Wishing you all a Happy Halloween,

Susan Cheshire

DATES & DEADLINES

OCTOBER

- 14-18 National School Lunch Week
- 22-24 GDOE State Directors' Conference, Athens
- 23 ASFSA Membership Drive Day
- 30 GSFSA Two-for-One Membership Campaign ends.

NOVEMBER

- 7-8 Managers' Retreat - Epworth By the Sea, St. Simons Island

DECEMBER

- 3-5 Industry Seminar - Callaway Gardens

JANUARY

- 2 Submit recommendations for Honorary Memberships
- 10 ASFSA Art Contest District winners in each division due to GSFSA office
- 19-21 ASFSA Industry & Technology Conference, Savannah
- 24 Executive Committee/Foundation meeting, Macon
- 25 Executive Board meeting, Macon
- 31 Cutoff postmark date for all membership and certifications to qualify for awards.

Membership Drive

For only 9 cents per day...you can belong to GSFSA and ASFSA. Please do not forget the One Day Membership Drive for ASFSA coming up October 23. You can count anyone you have signed up previous to this date for the ASFSA drive. Please DISTRICT PRESIDENTS get your total numbers to JoAnn Kilby at camprs@attbi.com by October 23, 2002. Keep the enthusiasm going for GSFSA and recruit those new members. Don't forget that District 7 needs to beat District 4 in the membership drive. District 4 President, Paula Spraggins is going to take a dip in the pool in Savannah if District 7 wins the drive!!

MEETINGS & EVENTS

2002 NATIONAL SCHOOL LUNCH WEEK

October 14-18, 2002

“Stars, Stripes and School Lunch”

The National School Lunch week packet was mailed out in August. If you need a packet or more information please call the Headquarters office or go to www.asfsa.org on the web.

2002 MANAGERS' RETREAT

November 7 - 8, 2002

The GSFS Foundation Managers' Retreat will be held November 7-8, 2002 at Epworth By the Sea on St. Simons Island. Registration information was mailed earlier this week and is available on the GSFSFA web site www.gsfsa.com. Training will cover such topics as (this list is tentative):

- ◆ Healthy Living
- ◆ Marketing
- ◆ Cafeteria Decorations
- ◆ Tasty New Ways to Use Commodities
- ◆ Menu Planning
- ◆ Nutrition Advisory Councils

2002 INDUSTRY SEMINAR

December 3 - 5, 2002

The GSFSFA Industry Seminar will be held December 3-5, 2002 at Callaway Gardens. Don't miss the “Live Auction” conducted by Brooks Coleman. Our Industry Partners are contributing great items, such as - Lincoln pan sets and hotel stays. For hotel reservations (including 2 bedroom Country Cottages), call 800-225-5292. Please see the attached flyer for more information.

NAC Update

The theme for the ASFSFA NAC Art Contest this year is “School Meals-Feeding America's Future.” The following time line should be followed when submitting nominations.

- ◆ All drawings must be turned in to the Cafeteria Manager at your school by November 20, 2002.
- ◆ The winner of each category from your school should be sent to the District President by December 1, 2002.
- ◆ Each District should determine a winner in each category and send the winners to the state headquarters office by January 10, 2003.

Also, the ASFSFA NAC charter fee is no longer \$25.00. Please use the NAC charter application that is attached to this newsletter when chartering your NAC chapter.

Membership Totals as of 9/30/02

District 1	610
District 2	550
District 3	642
District 4	1178
District 5	52
District 6	618
District 7	912
District 8	757
District 9	607
District 10	276

Total - 6,202

**Fall Winners
Scholarship & Grant-in-Aid**

Scholarship

Joan Williams - Carroll County

Pamela Boyd - Valdosta City

Grant-in-Aid

Janice M. Brown - Telfair County

Debra K. Williams - Gordon
County

GSFSA Thanks our Corporate Partners

Industry Seminar Luncheon

Mayfield Dairy Farms, Inc.

Industry Seminar Auction Donations

Carman-Girard

Georgia Egg Commission

Glover Foods

Lance Inc.

PFG Milton's Foodservice

Web Page Sponsors

Gilardi Foods

Harvest Share, Inc.

Horizon Software International, LLC

ProLunch A.T.I.

National School Lunch Week Kickoff Luncheon

Georgia Beef Board & Mayfield Dairy Farms, Inc.

**ASFSA Dues Increases for System Level Members
(Directors/Coordinators/Supervisors & State Department)**

A dues increase for directors and supervisor members, educational personnel and members in the other category such as principals and superintendents from \$75 to \$85 is effective October 2002.

Although ASFSA's cost of doing business has increased over the years due to increases in costs such as postage, healthcare and labor, this is the first time that the Association has increased membership dues in five years.

ASFSA's revenue from non-dues related income (such as advertising and exhibit sales) has been increased through the years to offset the cost of doing business, Therefore, dues did not need to be increased until this past year because of the downturn in the economy.

Membership Codes Change on Membership Application

ASFSA recently changed the membership codes on the membership application. The following is an explanation of the codes listed under the State Section on the ASFSA membership form:

RET/AFR/AFE (\$9.00) is the same as a retired/part-time (Less than 4 hours)

STU/FNE/CCE (\$10.00) is the same as an assistant/4 hours or more

SFM/CCM (\$13.00) is the same as a manager/assistant manager

SDS/OTH/MCD/EDU/DDS/CCD (\$18.00) is the same as a director, educator, teacher

Georgia School Food Service Association

Get Ready!

Industry Seminar at Callaway Gardens

December 3 -5, 2002

An exciting and memorable Industry Seminar is in store for you! This year's seminar will feature a number of industry counterparts as well as people from our own ranks.

“Demystifying the Bid Process”

The central theme will cover the crucial bidding process and include such topics as:

- “How Do I Get What I Want?”
- “How Do I Eliminate Vendors and Products That Do Not Perform As Specified?”
- Also, a special session - “How **NOT** To Design a Kitchen”

PLUS Evening Entertainment planned:

TOUR Callaway's “Fantasy of Lights” - Tuesday night

LIVE AUCTION & Dinner- Wednesday night

Brooks Coleman, Auctioneer

Great Items from Industry, including a Hunting Trip for Two, \$100 WalMart Gift Card, set of Lincoln Pans, Hotel Weekends and more!

Special Guest, “Modine Grumby”

For Hotel Reservations (including 2-bedroom Country Cottages), call
800-225-5292



NUTRITION ADVISORY COUNCIL CHARTER

Please type or clearly print information completely.

Please check one: New Charter Renewing Charter

School Name _____ # of Members _____

PLEASE NOTE: All NAC groups must charter as individual schools and NOT as school districts

NAC Advisors Name _____ ASFSA Membership # _____

(The NAC Advisor is the primary contact and is where all correspondence is sent) PLEASE NOTE: If Membership # is not included then the NAC Group will have to pay the non-member rate. Please include Membership #.

Address (where materials should be sent): _____

City _____ State _____ Zip _____

Phone () _____ FAX () _____

E-mail: _____

NAC of the Year Competition

IF you want to participate in the NAC of the Year Contest please check the box below.

Note: You will not be eligible to participate if you do not check this box

Yes, our school will be participating in the 10th Annual NAC of the Year competition. Our charter application is being sent to ASFSA headquarters and will arrive at ASFSA by **January 15, 2003**. Please send me a copy of the judging requirements and guidelines.

ITEM	PRICE	QUANTITY	TOTAL
Member Charter Fee (Includes 10 copies of <i>The Advisor</i> newsletter quarterly)	\$30.00		
Non-Member Charter Fee	\$105.00		
Additional copies of <i>The Advisor</i> 10 additional copies of all 4 issues	\$10.00		
<i>Please send your payment with your completed application to:</i> American School Food Service Association ATTN: Nutritional Advisory Council 700 S. Washington Street, Suite 300 Alexandria, VA 22314	TOTAL		

Congratulations and thank you for your participation in ASFSA's Nutrition Advisory Council Program.

“ Two for One” Membership Campaign (Georgia Membership Only)

This membership special is only valid through October 30, 2002

“Two for One” Membership is back again this year. This applies to a new member joining with a current member. To be eligible for this great membership promotion, please follow these instructions:

The 1/2 price discount only applies to Georgia dues, not ASFSA dues

1. The two employees participating in the “Two for One” membership must join GSFSA and ASFSA. If the renewing member has let his/her membership with GSFSA or ASFSA expire, the “Two for One” Promotion will NOT apply to the renewing member. However, the new member can participate with another current member!
2. When participating in the “Two for One” promotion:
 - ◆ The renewing member’s application and correct payment and the new member’s application MUST be submitted together and mailed to the GSFSA Headquarters office. The application will be returned to the applicant if the correct fee is not included with the form. This is very important!
 - ◆ The renewing member’s membership does not have to be due for renewal at the time that the new member applies for membership. The renewing member’s membership will be extended for one year. (From their existing renewal date).

Example I (Both paying ½ Georgia dues)

Renewing Member

Manager

GA dues regular:	\$13.00	GA dues ½ price:	\$ 6.50
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:	\$36.00	Total due w/ discount:	\$29.50

New Member

Manager

GA dues regular:	\$13.00	GA dues ½ price:	\$ 6.50
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:	\$36.00	Total due w/ discount	\$29.50

Example II (Both paying ½ Georgia dues)

Renewing Member

Food Assistant

GA dues regular:	\$10.00	GA dues ½ price:	\$ 5.00
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:	\$33.00	Total due w/ discount	\$28.00

New Member

Food Assistant

GA dues regular:	\$10.00	GA dues ½ price:	\$ 5.00
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:	\$33.00	Total due w/ discount	\$28.00

Example III (Both paying ½ Georgia dues)

Renewing Member

Manager

GA dues regular:	\$13.00	GA dues ½ price:	\$ 6.50
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:	\$36.00	Total due w/ discount:	\$29.50

New Member

Food Assistant

GA dues regular:	\$10.00	GA dues ½ price:	\$ 5.00
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:	\$33.00	Total due w/ discount	\$28.00

This membership campaign ends October 30, 2002.

Example IV (Both paying ½ Georgia dues)

Renewing Member

Director

GA dues regular:	\$18.00	GA dues ½ price:	\$ 9.00
ASFSA dues:	\$75.00	ASFSA dues:	\$75.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:		Total due w/ discount:	
	\$93.00		\$84.00

New Member

Manager

GA dues regular:	\$13.00	GA dues ½ price:	\$ 6.50
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:		Total due w/ discount	
	\$36.00		\$29.50

New Member

Food Assistant

GA dues regular:	\$10.00	GA dues ½ price:	\$ 5.00
ASFSA dues:	\$23.00	ASFSA dues:	\$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:		Total due w/ discount	
	\$33.00		\$28.00

Example V

(If renewing member pays regular Georgia dues and new member pays no GSFSFA dues)

Renewing Member	New Member
Manager	Manager
GA dues: \$13.00	GA dues: Free
ASFSA dues: \$23.00	ASFSA dues: \$23.00 <i>(ASFSA dues are not discounted.)</i>
Total amount due:	
\$36.00	Total amount due w/ discount \$23.00

Renewing Member	New Member
Food Assistant	Food Assistant
GA dues: \$10.00	GA dues: Free
ASFSA dues: \$23.00	ASFSA dues: \$23.00
Total amount due:	
\$33.00	Total amount due w/ discount \$23.00

Renewing Member	New Member
Director	Manager
GA dues: \$18.00	GA dues: Free
ASFSA dues: \$75.00	ASFSA dues: \$23.00
Total amount due:	
\$93.00	Total amount due w/ discount \$23.00

Renewing Member	New Member
Director	Food Assistant
GA dues: \$18.00	GA dues: Free
ASFSA dues: \$75.00	ASFSA dues: \$23.00
Total amount due:	
\$93.00	Total amount due w/ discount \$23.00