

Presenting Your Program Realities Effectively



CONFERENCE | 2024

Your Presenters

Carolyn Thomas, MBA, SNS, CND
Child Nutrition Consultant, Macomb ISD

Mary Darnton, SNS, FMP
Food Service Director, Jenison & Hudsonville Schools



Affiliations and Disclosures

Carolyn Thomas

Nothing to Disclose

Mary Darnton

Nothing to Disclose



Pre-Pear to Tell Your Story



Key Talking Points

Begin with a clear introduction

Provide an overview of your school nutrition program

- How it works, What you offer, Who it benefits

Focus on Child Nutrition: Student Health and Academic Performance

Importance of Compliance in Child Nutrition Programs (federal and state)

Responsibilities of stakeholders – circle of support

Address concerns and be prepared to provide data and evidence to support

Provide clear action plan for addressing challenges or changes for what you need to improve the program



Know Your Steak-holders



Identify what's important to them

Money, Budget,
Instructional Time...

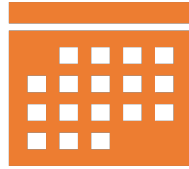


Key takeaways

What do you want
your stakeholders to
know and understand



The Art of Bean Proactive



Look at the Calendar

- February/March
- Prior to school start



Be Proactive

Keep your admin and board updated



Order Up!



Provide a Full Story

- Give a beginning, middle, and end
- What is the goal of your presentation?



Prepare Your Ask

- If you have any!*
- More money
 - New equipment
 - More labor
 - Cafeteria Makeover
 - Consulting Services



Thyme Yourself!



Know your
time
allowance



1-2 minutes
per slide



Meaningful
pauses



Add Radishing Visuals!



Real Pictures

- Your food
- Your staff
- Your students



Prevent the Squint

- Circle, highlight, laser point
- “Crop” is your friend
- Friendly fonts
- At least font size 18



Eggs-spect the Uneggs-pected



What if...

Lost data?
Illness?
Meeting behind
schedule?
Technology is not
cooperating?



Have a Plan B Ready!

Back-up your data
Pre-recorded
presentation
Skipped or shortened
slides
Printed presentation



Practice Makes Pear-fect!



Practicing Out Loud

Reduces filler words

Provides more
accurate timing

Prevents monotonous
voice



Speaker notes

Presentation mode



Look A-Peeling



Dress for your Audience

- Model what admin wears
- Say no to noisy accessories



Be approachable

- Be mindful of your body language
- Appropriate facial expressions



That's a Wrap!



**Leave time for
questions and
comments**



**Brainstorm
potential
feedback**

Prepare your
answers and
responses in
advance



Romaine Calm and Carry On!



Breathe



**Apply all the
new tips!**



You've Been Asked To Present

- Time allowance = 15-20 minutes
- 1 week to prepare
- You're working at a site this summer [as a cook, a dishwasher, and a cashier]
- Don't even bring up back-to-school registration events, staff training, and truck route schedules already on your to-do list!



Data Example, if time

	Breakfast		Variance		Lunch		Variance	
	22-23	23-24			22-23	23-24		
July	1894	0	-1894		2969	0	-2969	
August	2266	3888	1622	71.6%	20604	29727	9123	44.3%
September	5931	17338	11407	192.3%	89347	130313	40966	45.9%
October	7204	24647	17443	242.1%	99711	155572	55861	56.0%
November	6930	21450	14520	209.5%	87950	134003	46053	52.4%
December	5260	19122	13862	263.5%	67644	103248	35604	52.6%
January	6968	13476	6508	93.4%	91884	90119	-1765	-1.9%
February	5897	25920	20023	339.5%	72793	142867	70074	96.3%
March	8540	0			102490	0		
April	6228	0			78319	0		
May	9116	0			105181	0		
June	912	0			12495	0		
Total	67146	125841	83491		831387	785849	252947	



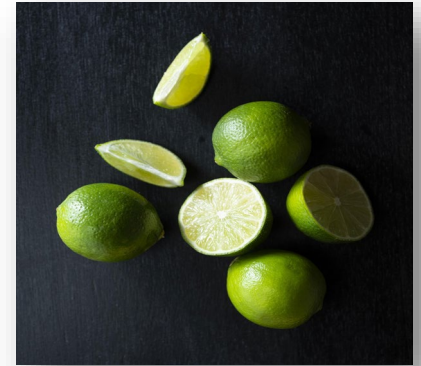
Meal Data Comparison, 2022-23 vs. 2023-24

	Breakfast Meals		Variance	% change	Lunch Meals		Variance	% change
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Key (Lime) Takeaways

- Do your homework on your audience, environment, and topics
- Believe in yourself as the subject matter expert
- Don't be afraid to say "I don't know but I will find out and follow up."
- What else do you want to know?



Thank you!

Carolyn Thomas, MBA, SNS, CND
Child Nutrition Consultant, Macomb ISD
cthomas@misd.net

Mary Darnton, SNS
Food Service Director, Jenison & Hudsonville Schools
mdarnto@hpseagles.net

