

# Please join us for the



29<sup>th</sup> Annual

## Conference

for the

## **NEW ENGLAND REGIONAL ELDERLY NUTRITION PROGRAMS**

April 3<sup>rd</sup>—April 5<sup>th</sup>, 2019  
Best Western Plus  
Wynwood Hotel & Suites  
Portsmouth, NH

### **CONFERENCE REGISTRATION**

*Register 2 participants from the same agency by deadline and get 3<sup>rd</sup> (equal or lesser value) FREE*

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Agency: \_\_\_\_\_ Email: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

*Please choose from the following options:*

**Two-Day Registration \$100**

*Select meal options for both days*

Thursday  Breakfast  Lunch

Friday  Breakfast  Lunch

**One-Day Registration \$65**

*Select day and meal options*

Thursday  Breakfast  Lunch

Friday

**Wednesday Night Dinner \$40**

**Total Amount Due: \$** \_\_\_\_\_

**Deadline for Registration is March 15<sup>th</sup>** [Additional \$20.00 fee if post marked after 3/15].

Mail completed form and payment to:

SNMOW-NERENC \* 25 Bartlett Avenue—Ste A \* Somersworth, NH 03878.

**Checks should be made payable to SNMOW-NERENC.**

Reminder: **Hotel Reservations** need to be made **NO later than March 4<sup>th</sup>**

# CONFERENCE AGENDA

## WEDNESDAY, APRIL 3<sup>rd</sup>

8:30am: **Serv-Safe Training** separate advance registration required

6:00pm: **Conference Opening Dinner: Throwback Brewery**—Attendees should meet in the lobby for bus transportation to this unique brewery and restaurant set at a quaint old farm in North Hampton.

## Thursday, APRIL 4<sup>th</sup>

7:30am: **Conference Check-in** and breakfast.

8:30am: **Welcoming Remarks and Introductions.**

8:45am: **Morning Workshops** - (All sessions followed by 15 minute break)

**Big Data, Big Results: Leveraging your Data to Quantify Your Program's Impact**—

Elder Services Merrimack Valley will share how they use data in a mission driven way to inform decision making and transform into a culture of accountability. *Presenters: Chris Culak, Vice President of VNA Texas & Jennifer Raymond, Chief Strategy Officer for Healthy Living Center of Excellence, Elder Services of Merrimack Valley.*

**See the Person, Not the Illness**—Through interactive exercises, this session will help to raise awareness of the negative impact or stigma as it relates to mental health. Participants will gain insights and knowledge on how to more appropriately and effectively interact with individuals who are experiencing symptoms of mental illness. *Presenter: Bernie Seifert, MSW, LICSW, and Director of Adult Programs at NAMI.*

10:15am: **Mid-Morning Workshops** -

**Finding the Right Pitch to Sell your Program to Health Care Systems or Plans** -Learn from Texas VNA and Merrimack Valley Elder Services how they use their data to “pitch” to both hospitals and managed care organizations. What do you say? How do you say it? Who do you say it to? *Presenters: Chris Culak, Vice President of VNA Texas & Jennifer Raymond, Chief Strategy Officer for Healthy Living Center of Excellence, Elder Services of Merrimack Valley.*

**Supporting Healthy Aging: Update on the Nutritional Needs of Older Adults**— The latest findings on the nutritional needs of older adults will be reviewed. Dietary recommendations to support healthy aging and links between diet and diseases prevalent in older adults including heart disease, osteoporosis, type 2 diabetes, and cognitive decline will be discussed. *Presenter: Katherine Tucker, Ph.D., Professor of Nutritional Epidemiology and Director of the Center for Population Health at UMass Lowell.*

11:30am: **Vendor Showcase**—Explore equipment and services, while engaging with vendors who offer solutions to support efficient operations for nutrition programs. Visit each vendor for a chance to win a \$50 gift card!

12:30pm: Enjoy Lunch and Speaker—hear **Bob Blancato**, *Executive Director—National Association of Nutrition and Aging Services Programs* discuss opportunities, challenges and the current environment for the Elderly Nutrition Programs.

2:00pm: **Afternoon Workshop** -

**Meal Innovations**. Panel Presentation. Participants will hear new ideas from a panel of peers who have implemented new menus, programs, or service delivery methods. For networking and sharing, all attendees are encouraged to bring a list of three menu items that have proven popular in your program as well as a copy of your March 2019 menu. *Moderator: Lisa LaBonte, Director –New Opportunities, Inc.—Senior Nutrition Services.*

# CONFERENCE AGENDA (continued)

## Friday, APRIL 5<sup>th</sup>

8:00am: Breakfast service begins

8:45am: Morning Workshop -

**Contract Negotiations and Key Contract Provisions**—This session will help you prepare for negotiations with a health plan and other organizations . Presenters will cover all the aspects of contract negotiations, leaving you with better understanding of the Business Agreement and how to get negotiations started. *Presenters: Renee Longarini, Nutrition Program Manager, Southern Maine Area Agency on Aging & Sabenna Hussain-Raza, Senior Counsel, RWJ Barnabas Health*

10:30am: Mid-Morning Workshop -

**Everyone's a Fundraiser: How to Raise Money and be Comfortable Doing It!** - Gain tips and techniques to help you successfully ask for and raise needed funds, whether you have a development team or not. *Presenter: Barrie Atkin, President, Atkin Associates LLC, management consultancy.*

12:15pm: Join us as we wrap up this years conference with an **Inspirational Video, Lunch, and Raffle Prizes.**

Donation of Raffle Prizes are always welcomed.