

2010 NACC ANNUAL CONFERENCE AND TRADE SHOW

HOSTED BY:

**University of Notre Dame
Notre Dame, IN
June 8-11, 2010**

This is the only conference and trade show exclusively for College Stadium, Arena and Special Event Concessions, Catering and Merchandise.

For over 25 years this group of food service professionals have gathered together during the third week of June to talk shop, interact with peers and relax at a conference.

The NACC is a nonprofit, educational association that is governed by University administrators and volunteers.

- Exclusive Trade Show
- Educational Sessions
- Great Networking Opportunities
- Exclusive Tours of the University of Notre Dame Athletic Facilities
- Member/Vendor Golf Outing or Notre Dame Experience or Campus tour.
- UCMT class being held June 12-15, 2010



16022 26th Ave NE
Shoreline, WA 98155

**Go to www.NACC-Online.com
For Updated Conference Information**

2010 Conference Information



2010 Conference Host Hotel.
South Bend Marriott

HOTEL AND CONFERENCE HEADQUARTERS

The South Bend Marriott will be this year's host hotel just minutes from the University of Notre Dame and the College football hall of fame. The Marriott provides a free airport shuttle and parking is \$9 per day. Their 298 upgraded guest rooms feature luxury linens and high speed internet access. The well equipped fitness center is one of the largest in South Bend and they also have a swimming pool. Later in the day enjoy the authentic Irish pub, Sean O'Casey's. Special conference rate of \$109 plus tax per room night are available until May 3rd, 2010 or until our block of rooms are sold out. If you call the hotel and you are told that there are no rooms left in our block, please contact Theresa Traulsen at the NACC's office.

Contact the South Bend Marriott directly to book your room at 574-234-2000. Mention that you're with the National Association of Collegiate Concessionaires to receive the discounted room rate.

Here is the URL to their website: <http://www.marriott.com/hotels/travel/sbnin-south-bend-marriott/>

MEMBER/VENDOR NOTRE DAME FOOTBALL EXPERIENCE

We have come up with what we consider the Notre Dame Football Experience. It includes a jersey with your name on it and watching the movie "Rudy". Plus other surprise activities only Notre Dame football players would be able to see and experience. We will have lunch at Legends on campus.

Registration and fees must be received by May 12, 2010. Cost will be \$50 per person.

MEMBER/VENDOR NOTRE DAME WALKING TOUR

We have a great tour of the University of Notre Dame campus planned. We will tour the campus visiting Old College which was the first building constructed by Father



2009 Conference Attendees at Texas A&M.

Edward Sorin, C.S.C., founder of the University of Notre Dame. We will visit the Log Chapel and the Grotto of our Lady of Lourdes. The tour will continue to the Main Building where you can see the Golden Dome from the inside. You will also see the dining halls and many other sites along the way. If members have other specific sites on campus that they would like to see, we will try to include them as well. We will end the tour with lunch at Legends with the ND football experience group.

Registration and fees must be received by May 12, 2010. Cost will be \$25.00 per person.

MEMBER/VENDOR GOLF OUTING

A Member/Vendor scramble golf outing will be held at Warren Golf Course. On Tuesday June 8, 2010, vans will leave the hotel at **7:30 AM with tee off times starting at 8:30 AM**. Cost will be **\$100 per person** which includes range balls, cart, 2 non-alcoholic drinks and lunch.

The course architects, Bill Coore and Ben Crenshaw, designed a course that will challenge your skills and refresh your soul. As they so aptly put it, "We wanted an old-fashioned, traditional course. One based on subtleties rather than special effects." The Warren Golf Course is reflective of the spirit and tradition of the University of Notre Dame that has endured since its founding in 1842. We hope you enjoy this truly unique experience.

Registration and fees **must** be received by **May 12, 2010**.

UNIVERSITY CONCESSIONS MANAGER TRAINING COURSE (UCMT)

This three day course covers a wide variety of topics including: sales forecasting, setting & measuring results of management goals, employee relations (recruiting, training, retaining valuable employees, corrective action), managing concessions stands, inventory controls, and sales reporting. Our financial reporting section covers basic accounting,

purchasing, financial reports (weekly, monthly, quarterly, and annual), budgeting, and forecasting. We also cover some catering topics: menu management, break even analysis, sales, and set up basics.

Our interactive learning environment encourages each student to share their ideas & experience. A big part of the class is learning from each other and how different concessions operations handle facility restrictions, special events, staff or NPO issues, information related to design problems, and other practical solutions that can be immediately applied.

Each day will end with a quiz of that day's material and the 2nd & 3rd day begin with a question & answer session from topics covered the previous day. The fee for this course is \$500; it is available to all NACC members. Class manual, daily snacks, one dinner, and a sporting event (2010 Cubs Game) are included in your course fee. If your organization has three or more members participating, we give a discounted price of \$450 per person.

EDUCATIONAL SESSIONS FOR 2010

New Member Orientation - Hosted by Hope Kaser, Past President of NACC and General Manager at University of Notre Dame, and Theresa Traulsen, Executive Director of NACC as well as other NACC Board members. This will be an open forum for all members. We encourage all new members to participate and ask any questions they like regarding the NACC organization or about concessions food service in general. The orientation will be held in the hospitality room at the Marriott.

Open Forum - If there is a topic that you would like to discuss with your concession peers, forward the topic to the NACC office via email, fax or phone and we will add it to the open forum session. Email: info@nacc-online.com

Concession Management Sales Survey - Fill out the entire survey, online for 2010, and you will receive one printed copy at the conference. You can fill in the information throughout the year online at the NACC web site, on the members only side of the site. Beginning in 2009, there are fields that **MUST** be completed in order for your survey to be processed. The online system will enable you to begin entering information into the system, save what you have and then continue entering or update information at a later date. The **deadline** to have a completed survey entered is **MAY 12th**. Late information will not be included in the printed copy but will still be available online. Access to either printed and/or online survey results will only be provided to members who have entered a complete survey and are in good standing with their membership.

Credit Card Panel - The panel will discuss getting started accepting credit cards followed by a Q&A session.

Keeping your Resume up to date - Notre Dame Human Resources will discuss the importance of keeping your resume up to date.

Effective Delegation Skills & Motivation and Work Satisfaction - Presented by Guest Speaker Gar Trusley. Gar has been a faculty member of Executive Education at the Ross School of Business at the University of Michigan for over 20 years. He is President of Gar Trusley and Associates, a consulting firm based in Columbus, Ohio. For over twenty two years, Gar has conducted management seminars for both public and private sector clients. His "hands-on" approach to management issues has assisted over 4,000 audiences world wide in applying "real world" tools to on the job problems.

Gar has conducted seminars for all levels of management in such areas as: Team Building, Delegation, Motivation, Performance Management, Planning, Sales, Negotiations, Interpersonal Skills, Coaching, and Problem Solving and Decision Making.

His past and present clients include the Justice Department, the FBI, the Social Security Administration, Federal Reserve Bank, General Motors, Ford Motor Company, Parke-Davis, Texaco, Monsanto, Domino's, Celanese, and Wendy's International.

Gar brings a wealth of practical experience to his programs having spent fifteen years in various management positions with Firestone, Scotts, and the Department of Defense. His experience in manufacturing, sales, and HR lend invaluable support to the concepts discussed in his programs. As one participant stated, "*I've never ever attended a seminar (and I've attended my share) where the seminar leader had such a total understanding of my problems, better yet some realistic strategies for dealing with them when I return from the seminar.*"

ATTENTION WEB BROWSERS!!

The new NACC Web site was launched in 2009. The new NACC web site has been expanded to meet the ever growing demands and needs of the NACC membership.

In order to receive emails from the NACC now you must subscribe to the naccmembers@nacc-online.com list server. In early 2009 an email was sent to all current members with the link to join in. If you, or your email system, thought that it was junk mail, you can subscribe to the list by logging into NACC-Online.com members area and click on "My Account" and at the bottom of that page you will find the subscribe/unsubscribe link.. You do not want to miss out on the updates for the new web site over the next few months.



NACC members who are participating in the Vistar purchasing program please contact the NACC office with your Vistar account number to see how some of the money can be applied to your membership fee or conference fee.

WELCOME RECEPTION

The member/vendor welcome reception dinner is being held at the College Football Hall of Fame. Full of fun and exciting, interactive exhibits and displays to help keep the spirit of college football alive. You can try your hand at throwing passes and kicking field goals. Then visit the Stadium Theater, which gives you a 360-degree sight and sound experience of a football Saturday.

MEMBER/VENDOR DINNER WEDNESDAY

This Mardi Gras theme Member/Vendor dinner will be held outdoors Wednesday night on the campus of Notre Dame. This dinner will allow you to interact with other guests as we suit up in t-shirts, supplied by Notre Dame, to play whiffle ball against each other. The menu will feature items like Jambalaya Chicken, Char-grilled Shrimp, Cajun Tbones, Fresh Crawfish and much more.

MEMBER/VENDOR DINNER THURSDAY

Thursday nights member/vendor dinner will be held at the Studebaker Museum. Here you can admire nearly 70 timeless vehicles, including one-of-a-kind classics like the 1934 Bendix, the 1956 Packard Predictor concept car and President Lincoln's Carriage.

CUBS -VS - SOX AT WRIGLEY FIELD

Come with us to experience this cross-town, inter-league game at historic Wrigley Field! The game is on Friday June 11th with a start time of 1:20PM. 40 NACC members will be transported from Notre Dame to Wrigley Field in Chicago. There will be a box lunch provided during the Bus trip from Notre Dame to Chicago. We only have 40 tickets, so it's first come first serve. The cost is \$40 per person which includes a \$75 dollar ticket plus a \$15 food voucher and transportation to and from the stadium. So sign up fast because when the 40 seats are gone, they are gone!

UNIVERSITY MEMBER PRIZES

Members will have to answer questions about conference sponsors during the trade show. Those members that get all of the questions answered, will exchange their completed answer sheet for a numbered ticket at the end of the trade show. The numbered ticket will entitle the member to participate in the prize drawing Wednesday afternoon.

CONFERENCE BAGS

The conference bag is a carry-on sized roller-bag provided by Whirley DrinkWorks. Notre Dame is also providing many other conference gifts. So don't be surprised if your new conference roller-bag goes home stuffed!

TRADE SHOW

The trade show will be held at the University of Notre Dame Wednesday, June 9, 2010 from 11:00 am to 2:00 pm. Vendors will have the undivided attention of the University Members for 3 hours. We do not schedule any other events at this time. Members also have lunch at the tradeshow.

NACC vendor members can advertise your new products on the NACC's web site's new products page. This service is included in your membership. Go to www.NACC-Online.com to see what other vendor members are promoting.

Sponsor booths will be handing out special chips for the prize drawings. Below is the list of 2009 trade show vendors and sponsors.

Big Sky Industries

Churchill Container - *Sponsor*

Concession Solutions, Inc.

Dynamic Drinkware - *Sponsor*

Ecolab

Ferrante Brothers Sausage

Foster Farms

Funachos - *Sponsor*

Gehl's Guernsey Farms- *Sponsor*

Indiana Carton

ITW - Hi Cone

J & J Snack Foods - *Sponsor*

Johnsonville Sausage Co. - *Sponsor*

Kernel Season's - *Sponsor*

Klements Sausage Company

Micros System, Inc.- *Sponsor*

Odell's

Omniterm Data Technology - *Sponsor*

Packaging Concepts, Inc.

Perdue Farms

Perfect Fry Co.- *Sponsor*

Pratt Industries - *Sponsor*

Premier, Inc. - *Sponsor*

Promotion In Motion, Inc.

Quest Radiant Systems- *Sponsor*

Ricos Products

Slovacek Sausage Co.

Tailgater Toby - *Sponsor*

Texas Digital - *Sponsor*

Thermo Serv

Tyson Foods

Vistar- *Sponsor*

Whirley DrinkWorks- *Sponsor*

White Castle - *Sponsor*

Go to the NACC web site's new products page to see the new products that several of these vendors have to offer.