



THE ONLY ASSOCIATION DEDICATED FOR
ALL FOODSERVICE PROFESSIONALS IN THE
SENIOR LIVING INDUSTRY



Membership Guide

980-434-1114

www.SeniorDining.org

SENIOR
DINING
ASSOCIATION

Executive Summary

The newly founded Senior Dining Association, driven by its mission of uniting industry partners and operators to collectively enhance the dining experience for residents, is uniquely positioned to unify this network. Launched from an operator's perspective and fully equipped with the first-hand knowledge of the challenges facing providers, the SDA is the only organization exclusively focused on this field.

National and regional events fueled by content-rich programming will provide not only a great educational opportunity for members, but a chance to create a sense of community within the industry. The hub of the SDA will be its website – www.SeniorDining.org – a daily destination for fresh content, professional resources, education and networking. Senior Dining Now, SDA's digital newsletter features best practices, industry trends and contests.

Leading the way for the Senior Dining Association is Founder and CEO, Harris Ader. A 20-year veteran of senior dining, Harris brings his passion and industry-leading knowledge to the association. Dining is a differentiator in the senior housing industry. By re-thinking the status quo and having a hospitality mindset, the formula is in place to elevate any dining program.

Food is the heart of any senior living community. And while the industry evolves, that core truth remains consistent. By increasing access to the resources needed for long-term sustainability and channeling the experiences of industry leaders, the Senior Dining Association has the perfect ingredients for a new era in senior dining.



About Us



MISSION

To unite industry partners and operators to collectively enhance the dining experience for residents.

VISION

To be an essential dining resource for all senior living providers.

VALUES

*Integrity | Passion | Innovation |
Quality | Relationships |
Collaboration | Growth*

Making a Difference in Senior Living

The SDA is the first association solely focused on dining for the senior living industry. Managing a complex dining operation is no easy task. By gaining access to educational resources, local & regional events and a forum for operators to discover best practices, providers will have the tools to strengthen their dining programs. As the senior industry continues to grow, so too will SDA's impact for the people we serve.

Why Join?

In this era of unprecedented industry growth, the Senior Dining Association is exclusively providing the resources and opportunities to keep your operation innovative and forward-thinking.



**FOR MORE INFORMATION,
CONTACT US AT 980-434-1114**

The Value We Offer

Professional Development

Through trainings, workshops, conferences and webinars, the SDA is the professional development resource you (and your employees) need.



Webinars & Chats

Develop additional skills, learn new practices or understand core industry values with our webinars focused on senior dining. SDA chats are monthly moderated small group discussions for members to brainstorm, get advice and share experiences.

And, even better... They are FREE for members!



Classroom Trainings

Our classroom trainings are engaging, informative and laser focused on dining and issues that matter most to your organization. SDA provides the forum for your staff to interact with peers and a live trainer.



Best Practice Forums & Online Collaboration

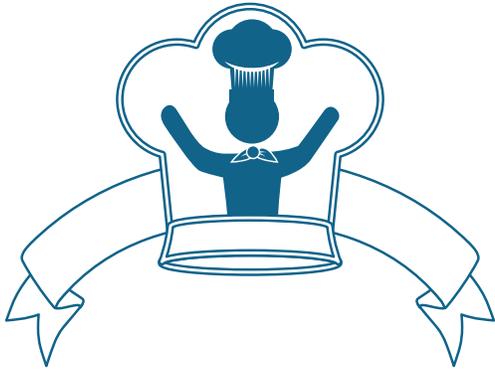
Collaborate and discuss operational trends and best practices with your peers in our online discussion group. Need advice on conducting a successful food committee meeting? Now you have a forum to ask.



Career Center

Despite the boom in the senior living industry, many culinary professionals are not aware of the exciting career options in our field. Our career center provides the opportunity for you to recruit professionals with senior dining experience and those with the culinary or management skills not yet in senior dining.

AWARDS & RECOGNITION



Why Participate?

We all love being recognized for our great ideas and hard work. Allow your staff to shine in competing for these awards that will gain you national recognition and the ability to market yourself as an award winning dining program. Inspire others with your innovation and culinary know-how.

Award Descriptions

Excellence in Operations Awards

This award is granted to a community or organization that exhibits innovation and excellence in at least one of the following categories. Communities and organizations may apply for multiple awards.

- **Themed Meals or Special Events:** Submit your inspiring events that make you a stand out
- **Best New Menu Concept:** Showcase your culinary works of art
- **Modified Meal Program:** Highlight your transformative textured modified food or finger foods
- **New Dining Concepts:** Present your amazing dining new construction or renovation
- **Innovation:** Flaunt what makes you a unique trend setter

Humanitarian Award

The humanitarian award will be given to the individual or community who has given back to their greater community by addressing an existing or emergent need. This award celebrates those who hear and respond to the needs of others for the betterment of something greater than themselves.

Innovation in Senior Dining Award, for Industry Partners

This award is presented to an industry partner based on creation or implementation of products or services benefiting senior dining. Submissions can vary from educational support through presentation of workshops & programs or by product innovation relative to the senior dining food service industry.

CONFERENCES & EXPO



SDA 1ST ANNUAL MEETING & EXPO

First ever conference & expo with peer round-table discussions provide the ultimate learning opportunity for industry professionals to collaborate about best practices, industry trends and develop solutions and innovation for senior dining.

*March 17 - 20 2019
Charlotte, NC*

SPACE IS LIMITED REGISTER TODAY AT: WWW.SENIORDINING.ORG

Our Events

SDA events will have a combination of feature speakers, topic-driven roundtables and (of course) great food samples, we will dive deeply into the senior dining market and emerge with great findings for all attendees.

SDA 1st Annual Meeting & Expo

March 17th - 20th, 2019

Charlotte, NC

Re-energize your team at the Senior Dining Association's first Annual Meeting. This gathering will provide unprecedented networking opportunities for senior dining professionals, as well as inspiring, industry-focused speakers, helpful round table discussions and access to the industry's leading experts.

SDA Networking & Expo

As our membership increases in varied areas of the country, we will then expand our local networking functions. Learn about new products being developed and get to know your local peers over talks about industry trends, best practices and trouble shooting.



MUST HAVE

For our Members



CULINARY COMPETITIONS

Chefs need an outlet to get their cook on!
The SDA wants to foster healthy competition and relationship building among peers.

BENCHMARKING STUDY

The SDA will conduct multiple benchmarking studies to help maintain the standard of excellence across the industry and ensure its evolution as the senior housing community grows.



SDA DINING COMMITTEE

Our dining committee will help us grow by providing the guidance needed to continue our success.

RESOURCES

Quickly access tools that will help with daily operations..



NETWORKING

The senior living industry is unique. It's important that we work together on continuing to raise the bar.

TRAINING

SDA TRAINING

RETENTION
ENGAGEMENT
PURPOSE

LEARN



Nothing ensures the success of a senior dining operation like a well-trained staff, and nothing ensures your success in this fast-growing industry like having the right skills. The SDA offers industry-leading training opportunities for seasoned pros and beginners alike.

GROW



COMMITMENT
SATISFACTION
EXECUTION

EVOLVE

INNOVATION
PERFORMANCE
CONSISTENCY



seniordining.org



SDA Day Boot Camp

3 Day Training

Senior Dining Boot Camp is an intense educational workshop designed to support industry professionals new to senior living and who want to understand the core set of skills and knowledge that help them run their operations efficiently.

Training class is limited to 20 participants

Operations: Director of Dining Focused

2 Day Training

Interactive training for dining directors concentrating on operational excellence. Topics from our expertly-led training classes include industry trends, personalized community evaluations for creating a baseline of success, reducing inconsistencies & leadership development. **Training class is limited to 30 participants**

Operations: Executive Chef Focused

2 Day Training

Successful executive chefs must have great culinary skills but even better management skills. We will take a deep dive into planning, time management, leadership development, menu development, purchasing, budgeting, systemizing kitchen operations and more.

Training class is limited to 25 participants

Operations: Executive Director

2 Day Training

Engaging training for administrators with all levels of experience in foodservice. Your staff will benefit from our enhanced live trainings on dining operations and best practice round-table discussions. Topics from our expertly-led training classes include industry trends, how to generate revenue, cost control and understanding dining operations.

Training class is limited to 40 participants

General Dining Operations Training

1 Day Training

Ideal for newly hired or seasoned industry executives and asset managers to have a better understanding of the 2nd largest cost factors in a community.

Training class is limited to 40 participants

Senior Dining 101: Industry Sales Training

1 Day Training

Engaging training offered to all sales associates serving the senior dining industry, focused on the ins & outs of daily operations of a senior living community. Key emphasis on understanding the customers they serve; challenges operators face, budgeting, meal plans and trends in the industry.

Training class is limited to 50 participants

MEMBERSHIPS

If you're a senior dining professional, your membership in the SDA will open the door to a nationwide community of like-minded professionals. We offer unique networking opportunities, access to exclusive events and online discussions, and digital publications that will keep you current. Join us and see how we can help your career flourish!



PROFESSIONAL FOODSERVICE MEMBERSHIP

Any person actively engaged in senior dining operations is eligible to become a professional foodservice member \$99

PROFESSIONAL MEMBERSHIP FOR A COMMUNITY OR ORGANIZATION IN ONE LOCATION

For an organization that directly manages, owns or operates a senior living community. This membership is perfect for anyone who works in a community or home office.

Each membership can only be used at one physical location.

Membership for 3 individuals	\$265
Membership for 5 individuals	\$420
Membership for 7 individuals	\$550



INDUSTRY PARTNER MEMBERSHIPS

Our industry partners are businesses serving the senior dining industry. Members include representatives of food & beverage manufacturers, distributors, equipment providers & technology.

Membership for 1 individual	\$495
Membership for 2 individuals	\$650
Membership for 3 individuals	\$750

OTHER MEMBERSHIPS

Student Membership \$50

Students currently enrolled in a hospitality, culinary or nutrition education program.

Supporter \$150

Any individual who has an interest in the SDA and is not employed in the industry and not eligible for other memberships.

Retired Foodservice Professional \$50

Retired senior dining professionals who wish to stay involved in the industry.

OWNER/OPERATOR PORTFOLIO MEMBERSHIP

For an organization that directly manages, owns or operates ten or more senior living communities. This membership enables companies to purchase memberships for staff at all locations..

Discounts are for each membership location in the entire organization portfolio. You may choose which membership model from above works best for your communities..

10 - 40 Locations	10% Discount
41 - 99 Locations	15% Discount
100 > Locations	20% Discount

COMMUNITY & ORGANIZATION MEMBERSHIP

MEMBERSHIPS ARE PERFECT FOR

- Director of Dining / Culinary
- Assistant Directors
- Executive Chefs

Dining is a differentiator in the senior housing industry. Replicating a great dining experience, 3 times a day, 365 days a year is a challenge - but not impossible. Everyone benefits from the SDA, especially the residents. By having more education on industry trends and sharing best dining practices among all senior living professionals, you're investing in your staff and organization.

GREAT FOR RECRUITING, SESSION PLANNING & RETENTION



- Sous Chefs
- Dining Room Managers
- Supervisors
- Dietitians
- Executive Directors
- VP's of Dining Services
- Regional Dining Support
- Resident Food Committee
Members

PLEASE CONTACT US FOR DETAILS.
980-434-1114
INFO@SENIORDINING.ORG
WWW.SENIORDINING.ORG



LET'S RISE TOGETHER AND MAKE HISTORY!

Why our members love the SDA

"Help me to become a better advocate for our community and residents and their needs."

"The SDA will bring value to my community by creating new relationships with other food service professionals to learn new and unique ideas to bring back to our community. It will also keep us informed of industry changes and future developments within this industry."

"I was drawn by the idea of bringing together culinary professionals in the healthcare industry. We are a special breed! Our company recently inquired about continuing education seminars and I believe your organization could be a part of making this happen. Thank you for starting this journey."



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