

ANNUAL | FY REPORT | 2017

JUNE 1, 2016 - MAY 31, 2017



STRATEGIC PLAN

ANFP began its FY17-19 Strategic Plan with the following Goals:

GOAL 1	GOAL 2	GOAL 3
THE CDM, CFPP IS RECOGNIZED AS THE MOST VITAL STAFFING QUALIFICATION IN NON-COMMERCIAL FOODSERVICE MANAGEMENT.	CDM, CFPPS VALUE AND MAINTAIN CONTINUED PROFESSIONAL COMPETENCY.	FOOD SYSTEM OPERATIONS ARE MORE EFFICIENT IN THE AREAS OF FOOD MANAGEMENT AND FOOD SAFETY WHEN EMPLOYING A CDM, CFPP.

WHAT'S NEW?

THE PERCENTAGE OF FY17 GRADUATES OF ANFP-APPROVED FOODSERVICE AND NUTRITION TRAINING PROGRAMS WHO WENT ON TO TAKE THE CDM, CFPP CERTIFICATION EXAM BY MAY 31ST.

54%

The percentage of members who maintained their professional competency through meeting year-end CE requirements continued to grow in FY17.

FY15 = 85.4%

FY16 = 86.4%

FY17 = 87.9%

10.2%

THE PERCENTAGE INCREASE OF MEMBERS PURCHASING ANFP CE PROGRAMS AND PRODUCTS OVER FY16.

THE NUMBER OF FACILITIES THAT SUBMITTED DATA IN FY17 FOR ANFP'S NEW SKILLED NURSING FACILITY BENCHMARK PROGRAM.

**NEARLY
700**

Skilled nursing facilities employing a CDM, CFPP incurred fewer nutrition and foodservice related citations than those without a CDM. Average star ratings were higher in facilities with a CDM, CFPP as well.

WHAT'S NEW?



WHAT'S NEW?



POLITICAL ACTION COMMITTEE

ANFP's political action committee, ANFP-PAC, is registered with the Federal Election Commission and supports candidates who support ANFP initiatives and the CDM credential. It developed its first fundraising campaign titled, "We Want Your Two Cents," asking members for two cents each day for a year, totaling \$7.30 per person.

CMS REGULATIONS

On October 4, 2016, CMS published its final rule "Medicare and Medicaid Programs; Reform of Requirements for Long-Term Care Facilities" in the Federal Register. Of the many changes to the regulations, the most important is the CDM credential being listed first amongst qualifications for the newly designated Director of Food and Nutrition Services. Current ANFP members can view this victory with pride, knowing that Washington, DC, now views the CDM credential as essential to maintaining quality in LTC facilities, and future ANFP members can look forward to a clearly-defined career path.

As a result of ANFP's regulatory victory, legislation is no longer necessary to establish federal training and certification requirements for the Director of Food and Nutrition Services, thus the Safe Food for Seniors Act won't be reintroduced in Congress. The government affairs program has entered a new phase and ANFP is now focused on implementing the new CMS regulations, while maintaining its "footprint" on Capitol Hill and growing its political action committee, ANFP-PAC. These three action items constitute ANFP's "Safe Food for Seniors Initiatives," which has led to more meetings on Capitol Hill and with the National Governors Association, AARP, and the Opportunity America Jobs and Careers Coalition.

WHAT'S NEW?

ANALYTICS & TECHNOLOGY



- 1** LAUNCHED INDUSTRY BENCHMARKING PROGRAM FOR SKILLED NURSING FACILITIES, WITH NEARLY 700 REGISTERED PARTICIPANTS.
- 2** ROLLED OUT NEWLY RELEASED NFEF ONLINE CMS RESEARCH TOOL. NEARLY 750 PEOPLE HAVE REGISTERED FOR THE NEW TOOL.
- 3** DEVELOPED “HOW TO” VIDEO SERIES TO HELP NEW USERS EXPLORE THE NFEF ONLINE RESEARCH TOOL.
- 4** DEVELOPED PROGRAMMING FOR NEW CBDM SANITATION CE REQUIREMENTS.
- 5** IMPLEMENTED ONLINE CODE OF ETHICS ACCEPTANCE FOR CDMS.
- 6** UPDATED CDM ONLINE VERIFICATION SYSTEM - ALLOWING NEW SEARCH PARAMETERS.
- 7** MOVED IT INFRASTRUCTURE TO CLOUD-BASED PLATFORMS.
- 8** ENHANCED MEMBER RENEWAL EXPERIENCE.

WHAT'S NEW?

EDUCATION & CE PRODUCTS

WHAT'S NEW

4,400

The number of products, online courses, and webinars purchased towards the learning needs and continued competencies for CDM, CFPPs.

Topics include foodservice, clinical, culinary, management, leadership, and more.

INDUSTRY UPDATE

2

free webinars offered on the new CMS Regulations.

22

CE articles on topics trending in the foodservice industry and published in the *Nutrition & Foodservice Edge* magazine and *Edge Express*.

CERTIFICATE OF ADVANCED LEARNING

In FY17, ANFP had two Certificate of Advanced Learning interactive online courses:

102

PARTICIPANTS IN FY17

BUILDING ON
MNT BASICS

30 CE HOURS

HEALTHCARE FOODSERVICE
FINANCE—BEYOND THE BASICS

30 CE HOURS



WHAT'S NEW?

LIVE MEETINGS & CHAPTERS

733

MEMBERS, INDUSTRY PROFESSIONALS, AND EXHIBITORS THAT ATTENDED THE ANNUAL CONFERENCE & EXPO (ACE) IN INDIANAPOLIS, IN PLUS TWO REGIONAL MEETINGS IN MINNEAPOLIS, MN AND PRINCETON, NJ.



204

MINNEAPOLIS, MN

393

INDIANAPOLIS, IN

136

PRINCETON, NJ

48

STATES PLUS CANADA WERE REPRESENTED BY ATTENDEES AT ACE INDY, ALONG WITH 128 CORPORATE PARTNER SUPPORTERS FROM AROUND THE U.S.

TOTAL COMBINED CE HOURS EARNED BY ANFP MEMBERS ATTENDING ANFP REGIONAL MEETINGS AND ACE.

8,265

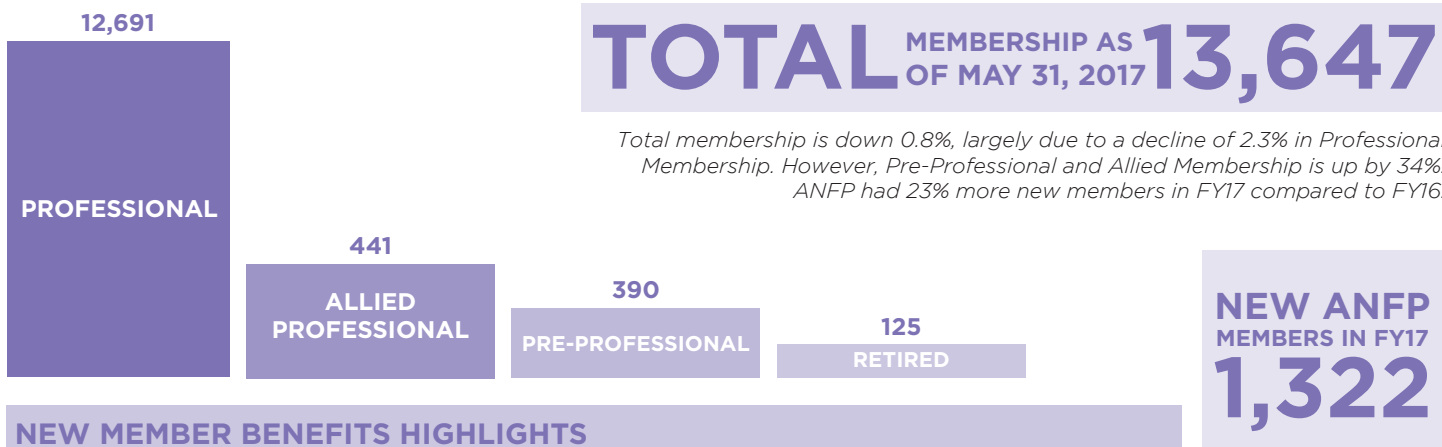
303

CHAPTER VOLUNTEERS DURING FY17!



MEMBERSHIP

MEMBERSHIP COUNT



NEW MEMBER BENEFITS HIGHLIGHTS

ANFP JOB BOARD

ANFP launched a new job board that is cost effective for members to post jobs and/or search for job openings.

AFFINITY PROGRAMS

ANFP launched a new set of affinity programs to increase member benefit offerings. Affinity programs consists of the following:

INSURANCE BENEFITS

- Aetna
- Allstate
- Assurant
- BlueCross & BlueShield
- Long Term Care Resources
- LTC Global
- MyLife Protected

TRAVEL BENEFITS

- Wyndam
- Avis Car Rental
- Budget Car Rental
- TNT Vacations
- CruisesOnly
- Red Roof Inn
- Motel 6
- Collette Guided Tours

DISCOUNT SERVICES

- Office Depot

MERCHANDISE

ANFP introduced a new merchandise product line with a new branding focus on the CDM, CFPP credential.

2ND ANNUAL MEMBER APPRECIATION WEEK HIGHLIGHTS

Headquarters observed Member Appreciation Week for its second year in the first week of April. Members received daily e-mails with details on events of the day, including:

- Free CE articles
- Merchandise Discount Sales
- Facebook postings for a chance to win a Merchandise Gift pack
- ANFPConnect post for a free registration to ACE
- Online course discounts
- Dues Raffle

NUTRITION & FOODSERVICE EDGE MAGAZINE

Beginning in January 2017, *Nutrition & Foodservice Edge* Magazine started publishing larger, bi-monthly print and digital issues, with an increase in CE articles, industry news and content. *Edge Express*, ANFP's new bi-monthly e-publication, began in February 2017, with each edition carrying an additional CE article and industry news. All of the *Edge Express* CE articles were sponsored, offering members free CE opportunities.

WHAT'S NEW?

NUTRITION & FOODSERVICE PROFESSIONAL TRAINING PROGRAMS



WHAT'S NEW?

61

THE NUMBER OF ACTIVE NFT PROGRAMS AT THE END OF FISCAL YEAR 2016-2017.

37

CLASSROOM

6

HYBRID

3

CORRESPONDENCE

15

ONLINE

THIS INCLUDES 4 NEW SCHOOL PROGRAMS

TOTAL GRADUATES FROM ANFP-APPROVED TRAINING PROGRAMS IN FY17.

1,114

49

NUMBER OF 2016 CURRICULA THAT PROGRAMS HAVE PURCHASED SINCE THE LAUNCH IN JANUARY 2016.

WHAT'S NEW?

CBDM UPDATE

12,277

Total Number of CDM, CFPPs on May 31, 2017

903

New CDMs in FY17 (11.9% Increase)

1,291

Total Number Tested

915

Total Number Passed

78%

First-Time Passing Rate

Visit www.CBDMonline.org Today



WHAT'S NEW?

CDM, CFPP SCOPE OF PRACTICE

CBDM released an updated version. CDMs can use this tool to help employers, surveyors, and other stakeholders better understand who CDM, CFPPs are and what they do.

CONTINUING COMPETENCE

In keeping with the ANFP Strategic Plan goal for CDM, CFPPs to value and maintain continued professional competency, **the CBDM is focusing on continued competence for certificants** as they maintain their credential.

Continuing Competency Level definitions have been created for continuing education.

TOP 10 LISTS

Quick and easy need-to-know information for CDMs on pertinent topics; quarterly.

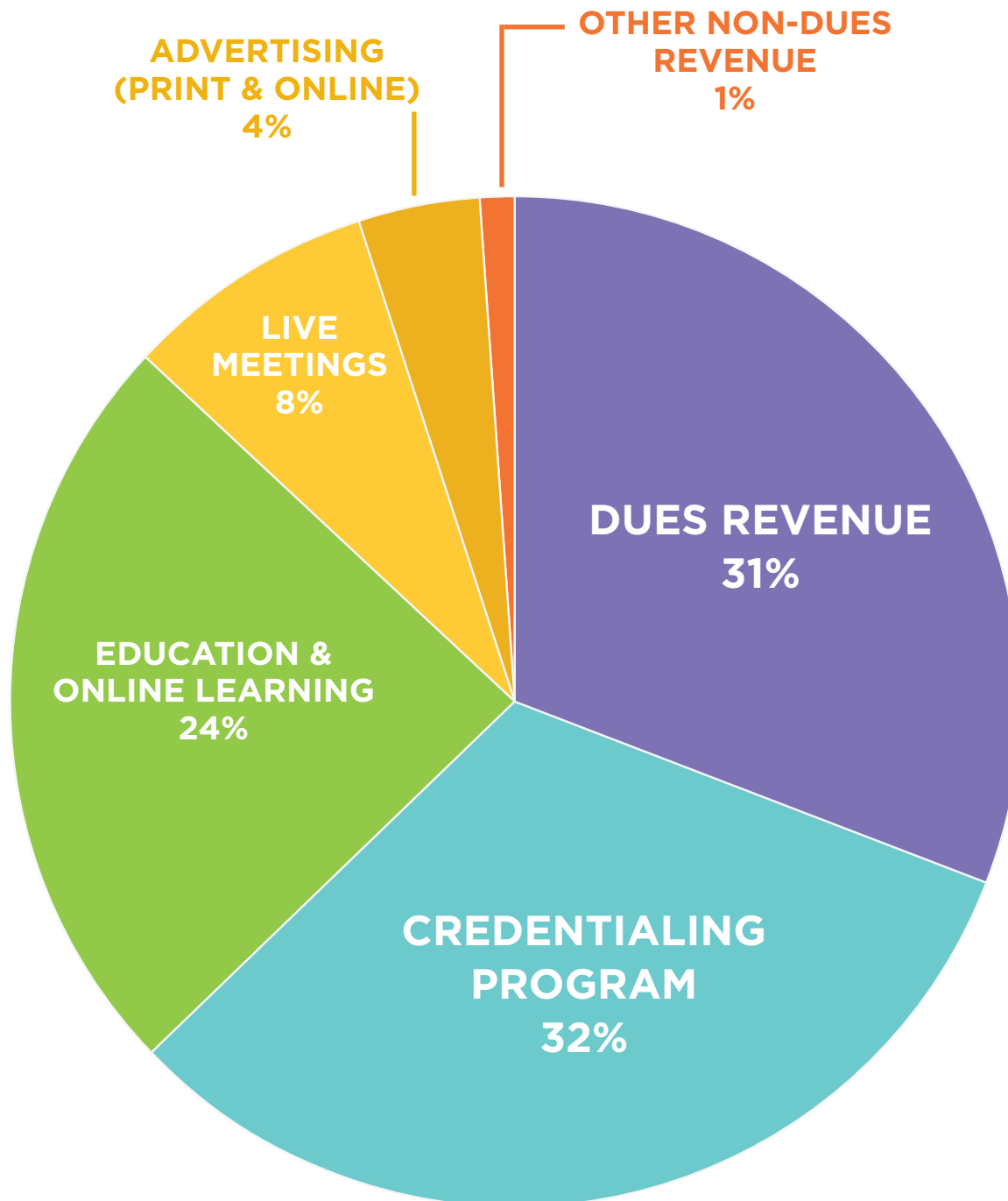
SANITATION CE REQUIREMENT

CBDM increased the sanitation CE requirement from 5 CE to 9 during their three-year recertification period.

By ensuring that CDM, CFPPs are continuously staying abreast of current information and trends, the new Sanitation CE requirement reinforces the critical role of the CDM in the minds of surveyors, administrators, and other professionals.

WHAT'S NEW?

FINANCIALS



WHAT'S NEW?

KEY BENCHMARK STATISTICS

CATEGORY	ANFP	INDUSTRY
Dues as % of Total Revenue	31%	35.6%
Education & Online Learning Fees	24%	6.3%
Live Meetings	8%	23.3%

NFEF UPDATE



GRANTS AWARDED
TOTALED NEARLY

\$12,000

39

GRANTS AWARDED IN FY17 TO CURRENT AND ASPIRING CDMS

NFEF GRANTS
ARE OFFERED
FOR:

ANFP ANNUAL CONFERENCE

CDM EXAM FEES

REGIONAL MEETINGS

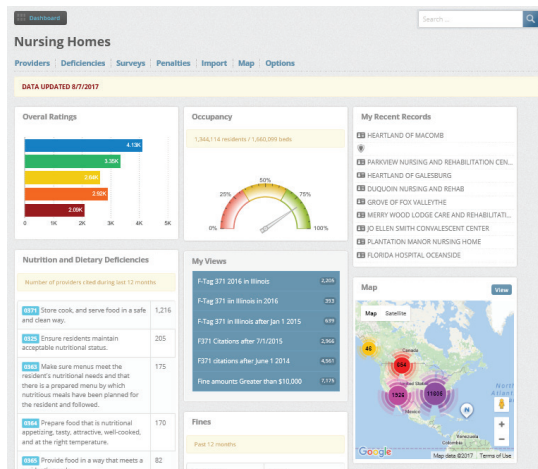
DUES/CERTIFICATION FEE ASSISTANCE

STUDENTS ENROLLED IN DMT PROGRAMS

WHAT'S NEW?

RESEARCH ROADMAP

Inspection data from the NFEF CMS Research tool was incorporated into ANFP's Skilled Nursing Facility Benchmarking program. Work began on the development of a research RFP that will be issued to researchers next year.

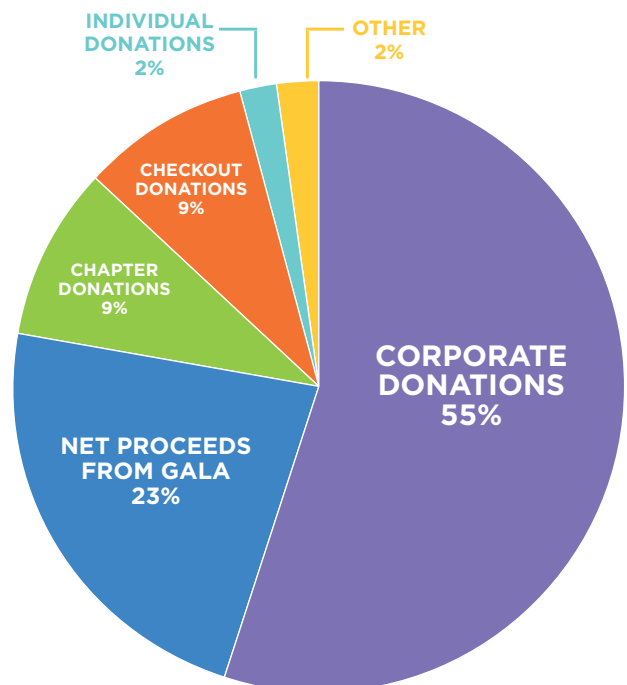


ONLINE RESEARCH TOOL

NFEF developed a series of "How To" videos to assist those using the online research tool. Registration to use the tool climbed to 735 registered users in FY17.

FY17 FUNDING SOURCES

The Foundation's annual appeal increased donor base by **7%** over the prior year. Corporate Sponsors for FY17 are Direct Supply, Hormel Health Labs, Reinhart Foodservice, and Sysco.



CORPORATE PARTNERS

WHAT'S NEW



WHAT'S NEW?

55

TOTAL NUMBER
OF CORPORATE
PARTNERS AS OF
MAY 31, 2017.

29

COMPANIES
ADVERTISED IN
*NUTRITION
& FOODSERVICE
EDGE* MAGAZINE.

53

BOOTHS PURCHASED
AT THE 2016 ANNUAL
CONFERENCE &
EXPO, REFLECTING
A 6% GROWTH
OVER FY16.

35

BOOTHS PURCHASED
FOR THE TWO
ANFP REGIONAL
MEETINGS.

25

COMPANIES
REPRESENTED ON
ANFP BOARDS
AND COMMITTEES,
REFLECTING A
70% INCREASE IN
VOLUNTEERISM
OVER FY16.

26

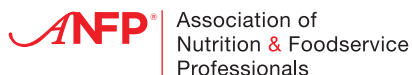
COMPANIES THAT
TOOK ADVANTAGE
OF DIGITAL
ADVERTISING
OPPORTUNITIES.

\$73,275

CORPORATE SPONSORSHIP FOR LIVE EVENTS AND WEBINARS

GOVERNANCE

ASSOCIATION OF NUTRITION & FOODSERVICE PROFESSIONALS (ANFP)



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CHAIR ELECT

Ken Hanson, CPM, CDM, CFPP

TREASURER

Sharon Vermeer, CDM, CFPP

TREASURER ELECT

Richard Hoelzel, CDM, CFPP, FMP

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PRESIDENT & CEO

Joyce Gilbert, PhD, RDN

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CDM, CFPPS

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Cindy Cothorn, CDM, CFPP
John Hickson, CCA, CDM, CFPP, FMP, FSP,
CHESP, CP-FS
Omar Humes, CDM, CFPP
Larry J. Jackson, CDM, CFPP
Richard Nickless, CDM, CFPP
Felicia Smith, CDM, CFPP

INDUSTRY

Gary Blake, Creative Solutions in Healthcare
Andrew Campbell, CMM, CMP, University of
Florida

CORPORATE PARTNERS

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Carl Mulder, Aladdin Temp-Rite

NUTRITION & FOODSERVICE EDUCATION FOUNDATION (NFEF)



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Barbara Thomsen, CDM, CFPP

WHAT'S NEW?



Association of
Nutrition & Foodservice
Professionals

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St. Charles, IL 60174

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