

2017 NACC ANNUAL CONFERENCE AND TRADE SHOW

HOSTED BY: **UNT in Denton, TX - June 12-15, 2017**

The NACC is a nonprofit, educational association that is governed by University administrators and volunteers. For over 30 years these food service professionals have gathered together in the month of June to talk shop, interact with peers, and see new products and services in a relaxed conference atmosphere.

This is the only conference and trade show exclusively for College Stadium, Arena and Special Event Concessions, Catering and Merchandise. So when you are showing at our exclusive trade show, you are talking directly with the people who will make the final purchasing decisions!

- Exclusive Trade Show with limited booths available
- All vendors are invited to participate in our Educational Sessions and help provide solutions
- Great Networking Opportunities to get to know the people who make the purchasing decisions
- Tours of Athletic Facilities so you can see what managers mean when they discuss their issues with you
- Member/Vendor Tour of AT&T Stadium and Globe Life Ballpark

HOTEL AND CONFERENCE HEADQUARTERS



Courtyard by Marriott

Denton sits atop the “Golden Triangle”, formed by the roadways connecting Dallas, Ft. Worth and Denton, with only a 30 minute drive from DFW Airport. The hotel lobby’s contemporary and sophisticated design provides greater flexibility for guests traveling to Denton, TX. The hotel, near the University of North Texas and Texas Women’s University, features a welcoming lobby with inviting spaces, free Wi-Fi and access for Guests. The highlight of our lobby is the restaurant “The Bistro-Eat. Drink. Connect.”, which provides guests with healthy food, beverages, and Starbucks items during the morning breakfast and evening dinner service with cocktails. To book your room and receive the **\$139** room rate, call the hotel directly at **(940) 382-4600** and provide them the group code of **NACC Conference 2017**.

Guest rooms include: Large movable desk, ergonomic desk chair, complimentary WIFI, Fridge and Microwave and a 32 inch HD Television. The hotel also has an available Fitness Center with Cardio equipment and Free Weights, as well as an Indoor Pool and Whirlpool.

The Hotel does not provide any transportation to or from

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Or call: (206) 440-9203
For more Conference information**

either Love Field or DFW. Both airports have shuttle services or rental cars available.

MEMBER/VENDOR AT&T STADIUM AND GLOBE LIFE BALLPARK TOUR

On Tuesday morning, June 13th, you’ll have the opportunity to tour two of the finest Professional Sports Facilities in the country.

AT&T Stadium, home of the Dallas Cowboys

The Legends Foodservice Team will show us a behind the scenes tour of their facilities and event operations including: Multiple Concession Stands and Warehouse Operations, Suites levels and Suite Level Kitchen where food is prepped for the 360 suites in the stadium.

We will also be able to see some of the exciting features of AT&T Stadium, including the Concourse plazas, Locker Room and playing surface.

Globe Life Ballpark, home of the Texas Rangers

After the morning tour, we will move across the street to Globe Life Park for a catered lunch and afternoon tour with the Delaware Sportservice Team. At Globe Life Park, we will conduct a ballpark tour with the Texas Rangers staff, as well as view the Foodservice facilities that operate for the 81 home baseball games.

The cost is \$125 per person and includes lunch and a snack.

WELCOME RECEPTION

Pull on your boots and get ready to kick up your heels on a Wild West experience. This year's welcome reception will take place at the Circle-R-Ranch. For entertainment there will be a quick-draw competition, horse-shoes, corn-hole, shuffle board and foos-ball. You can show your bull riding skills on the mechanical bull. The Ron Athey award will be presented to this year's recipient after dinner.

MEMBER/VENDOR RECEPTION AND DINNER WEDNESDAY

Wednesday's reception and dinner will be held at Lone Star Attitude (L.S.A) Burgers Co. The NACC Group will party on the roof-top of this downtown Denton establishment, featuring Live music from a Texas Country Favorite, cocktails and local craft beers, and delicious appetizers and dinner from the LSA Team!

MEMBER/VENDOR RECEPTION AND DINNER THURSDAY

Thursday's dinner will be a true Denton Experience featuring some down-home Texas comfort food by Babe's Chicken Dinner House. After dinner it's casino night at the stadium. Try your luck at Blackjack, Craps, Roulette, and Texas Hold'em. If you're not into casino games you can also play some air-hockey or pool.

UCMT TRAINING COURSE

This three day course being held June 9-11 at UNT 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
- Sales Reporting

Our financial reporting section covers:

- Basic Accounting
- Purchasing
- Analyzing Food Related Sponsorship Contracts
- Financial Reports (weekly, monthly, quarterly, and annual)
- Budgeting
- Forecasting

The catering section covers:

- Menu Management
- Break Even Analysis
- Sales
- Set-up Basics

Our interactive learning environment encourages each student to share their ideas & experience. A valuable part of the class is learning from each other and how different

concessions operations handle facility restrictions, special events, staff or NPO (Non-Profit Organization) 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.

There will be a field trip to view and review a concessions operation during an event. The event has not been selected yet. Students will review the setup, game-time and closing of this event. We will discuss our findings and observations the following morning in class.

CONFERENCE EDUCATION SESSIONS WILL INCLUDE:

Social media, Scheduling and Training, catering cutting edge trends, NPO's, food truck at events, rebranding concessions menu, buzz or wow menu items, inventory control procedures, and NACC rules and regulations.

Motivational speaker Johnny Quinn.

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 be entered into a drawing by exchanging their completed answer sheet for a numbered ticket at the end of the trade show.

TRADE SHOW - SCAVENGER HUNT

Back for another year, the University members will have to locate their number at a Vendors booth. Good luck and good hunting.

TRADE SHOW

The trade show will be held at UNT's Apogee Stadium on Wednesday, June 14th from 10:45 AM – 2 PM. Because we don't schedule any other events at this time, vendors will have the undivided attention of the University members. We will be drawing University member names during Wednesday's reception, for great prizes. 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.

Vendor Supplied Prizes & Scholarships

Some vendors, like Cres Cor and Vistar have provided prizes or scholarships for members who register for the conference. These vendors are recognized on every page of our web site as well as all mailings. So, for even more visibility throughout the year, consider providing prizes or scholarships.