

# ProStart

National Restaurant Association  
Educational Foundation



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*ProStart Webinar Series:*  
**Preparing for NPSI 2020**

November 20, 2019  
3-4pm EST



# Agenda for Today's Webinar

Timestamp: 0:50

## *Preparing for NPSI 2020*

<b>Welcome &amp; Introductions</b>	<b>Amy Salzman</b> , Director, ProStart Programs <b>Morgan Golin</b> , Manager, ProStart Programs	<i>2 min</i>
<b>NPSI 2020: Logistics</b>	<b>Amy Salzman</b> , Director, ProStart Programs <b>Morgan Golin</b> , Manager, ProStart Programs	<i>5 mins</i>
<b>NPSI Deadlines</b>	<b>Amy Salzman</b> , Director, ProStart Programs <b>Morgan Golin</b> , Manager, ProStart Programs	<i>10 mins</i>
<b>Pre-NPSI Submissions</b>	<b>Amy Salzman</b> , Director, ProStart Programs <b>Morgan Golin</b> , Manager, ProStart Programs	<i>20 mins</i>
<b>Q &amp; A</b>	<b>All Attendees</b>	<i>20 mins</i>
<b>Wrap Up</b>	<b>Morgan Golin</b> , Manager, ProStart Programs	<i>3 min</i>

# Today's Webinar Team

Timestamp: 1:20



Amy Saltzman  
**Director, National ProStart Program**



Morgan Golin  
**Manager, National ProStart Program**

# NPSI 2020: Logistics

Timestamp: 1:40

- Washington, DC
- Washington Hilton Hotel
- Friday, May 8 – Sunday, May 10, 2020
- AP Exams, College Board resources:
  - [Late testing policies](#)
  - [Late testing exam dates 2020](#)



# NPSI 2020: Logistics

Timestamp: 3:06

- How do I get to DC?
  - Ronald Reagan National Airport (DCA)
  - Dulles International Airport (IAD)
  - Baltimore Washington International Airport (BWI)
  - Amtrak, Union Station
- How do I get around when in DC?
  - For information on public transportation, please visit [www.wmata.com](http://www.wmata.com)
  - Lyft, Uber, and taxis are readily available
  - The Washington Hilton's closest subway stations are the Woodley Park Zoo/Adams Morgan and Dupont Circle stations, both located on the Red line.
- What is there to do in DC?
  - DC has a wide variety of things to do, often at no cost
  - Visit <https://washington.org/> for suggestions

# NPSI Deadlines

Timestamp: 5:55

Item:	Deadline:	Completed By:	Submitted To:
Intent to Complete	October 31, 2019	Coordinators	ProStart@nraef.org
Certificate of Winning	April 3, 2020	Coordinators	ProStart@nraef.org
Culinary Menus & Management Proposals	April 10, 2020	Educators & Coordinators	ProStart@nraef.org
Team Registration	April 15, 2020	Coordinators & Educators	Registration Platform
Chaperone Letters	April 15, 2020	Chaperones & Educators	Registration Platform
Student Waivers	April 15, 2020	Coordinators & Educators	Registration Platform

# Culinary Menu Submission Preparation

Timestamp: 10:38

- By April 10<sup>th</sup>, Culinary teams must submit to [ProStart@nraef.org](mailto:ProStart@nraef.org):
  - Menu
  - Recipes
  - Photographs
- Menus must be distinct and not significantly repetitive of previously submitted work.
  - Starter & Entrée
    - The protein or cooking method must change
    - The vegetable or cooking method must change
    - The starch or cooking method must change
    - Presentation must be visibly different from previous years
  - Dessert
    - Base (e.g. mousse, tart, cake, etc.) must change
    - Garnish components or processing (e.g. raspberry whole vs. coulis) must change
    - Presentation must be visibly different from previous years
- Minor adjustments and corrections to the recipes are allowed (e.g. adjustment to seasoning levels, small changes in quantities of ingredients), but changes to the menu are not allowed after submission.



# Management Proposal Submission Preparation

Timestamp: 13:32

- By April 10<sup>th</sup>, Management teams must submit to [ProStart@nraef.org](mailto:ProStart@nraef.org):
  - Written proposal
    - Restaurant concept description
    - Floorplan & selected restaurant space scenario
    - Interior & décor
    - SWOT analysis
    - Organizational chart
    - Menu
    - Recipes
    - Costing
    - Menu pricing
    - Photographs
    - Marketing tactics
- The team's work must be unique and not built off of previously submitted work.
- Minor adjustments and corrections to the proposal are allowed after submission.

# MLA Citations

Timestamp: 15:21

- For both Culinary & Management MLA formatting is requested for all citations or sources.
- Resources:
  - Purdue Online Writing Lab (OWL)
    - [MLA Formatting and Style Guide](#)
  - The MLA Style Center
    - [Works Cited: A Quick Guide](#)
  - Chegg's EasyBib
    - [Guide to MLA 8 Format](#)
- For team-created recipes, acceptable citations would include:
  - Doe, Jane. "Chicken Gruyere." *Awesome State School*, 2015.
  - "Team-developed recipe" or "Original recipe developed by the team."

# Chaperone Letters

Timestamp: 16:25

- At least one chaperone is required per team.
- Each State must submit chaperone letters:
  - 2 letters are required if two different schools are participating
  - 1 letter is required if Culinary and Management teams are from the same school
  - Team Educators can serve as the chaperone. If no other chaperone is accompanying the team, a chaperone letter is not needed.
- Letters must:
  - Be on school letterhead
  - Be signed by School Leadership (i.e. Principal, Assistant Principal, etc.)
  - Include the team's high school
  - Include the chaperones' names
- Educators should submit chaperone letters to their State Coordinators.
- Due by April 15, 2020.

# Student Waivers

Timestamp: 18:01

- Required for each team member, regardless of age.
- Must be signed by a parent or guardian for all minor competitors (under age 18).
- Must include an emergency contact.
- All team members must have a waiver completed and submitted by the deadline.
- Due by April 15, 2020.

# What Do We Do Between Now and April?

Timestamp: 19:15

- Practice, practice, practice!
- Connect with coaches, mentors, and industry supports.
- Read your State ProStart Invitational (PSI) rules.
- Compete at your State PSI (and, hopefully, win!).
- Familiarize yourself with the NPSI rules.
- Make any necessary changes to Written Proposals, Menus, or Recipes to align with NPSI rules.

# **Q & A and Discussion**

**Logistics  
Questions  
Received**  
Timestamp: 23:14

- Is there still a requirement to participate in both the Management and Culinary competitions? If so, may the same students participate in both?
  - Yes, each participating state must have a Management and Culinary team. Students may compete on one or both of the Culinary and Management teams in any year (p. 3).
  - Please ensure that any competing team member meets the eligibility criteria laid out on page 4. Please reach out if there are questions about a team member's eligibility.
- When will Registration information be made available?
  - We will send out a registration guide to Coordinators with directions on how teams will register and what needs to be uploaded/submitted in advance.
- What is the training the judges go through prior to attending the event?
  - All NPSI judges will be completing Judge Orientation to familiarize themselves with the basics about NPSI and ProStart overall. Onsite, judges also complete detailed training on the competition rules, what to look for when judging, and how to provide feedback that is constructive and accurate.
  - Judges are members of industry and post-secondary educators. Annually, judges are reviewed by the Lead Judges to confirm their past positive engagement, which dictates any future engagement with NPSI teams.
- What will be the shipping cost for the hotel to receive packages? Is there shipping location on site?
  - Shipping cost will vary based on the size and weight of any packages shipped and date of receipt. Typically, there is also a handling fee associated with deliveries to the hotel. We will send more specific information on the fees, delivery windows, and address information closer to the event.
- Where are Coordinators & educators allowed in the feedback process?
  - For Culinary & Management, State Coordinators and educators are allowed to be present to **observe only** during any feedback sessions.

**Competition  
Questions  
Received**  
Timestamp: 27:38

- What are the Expectations and Qualifications for winning?
  - NPSI winning teams are the top five scoring teams within each competition.
  - All students must be eligible to compete in order to win.
  - Competitors must use a unique and student-driven menu and/or concept.
- How can I help make this an enjoyable learning experience for my students?
  - Encourage students to watch other teams compete at NPSI
  - Take advantage of the programming opportunities offered on site (e.g. 2018 – Share A Coke, Auntie Anne’s pretzel rolling, professional headshots, Business Expo, etc.)
  - Experience the city!
- What resources are available to help me prepare my State PSI?
  - NPSI 2020 rules are available on the Coordinator Hub for state alteration, NPSI 2020 score sheets and rubrics are available, scheduling template, etc.
- For questions about rules for this year’s competition, please review the 2020 Rules available on both the Coordinator and Educator resource hubs, speak with your State Coordinator, and listen to our September 2019 webinar, “[NPSI 2020 Rule Refresher.](#)”



# THANK YOU

**Next Webinar:**

***Wednesday, Dec. 11, 2019***

**3-4pm EST**

***Culinary Institute of America***

***Guest Webinar:***

**“Teaching Chocolates and Confections in Your  
Classroom.”**

**Please let us know what you  
thought of today’s webinar.**

**Take our [quick survey!](#)**

**Submit questions or  
webinar topic ideas to:**



**Morgan Golin,**

Manager, ProStart Programs

[mgolin@nraef.org](mailto:mgolin@nraef.org)

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