



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

**THE  
FLOUR  
DISTRIBUTOR**

**PUBLISHED BY**

**THE NATIONAL ASSOCIATION OF  
FLOUR DISTRIBUTORS, INC.**

December 2017

[www.thenafd.com](http://www.thenafd.com)



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

## **THE FLOUR DISTRIBUTOR**

### **Letter from the President**

December 2017

Dear Fellow NAFD Member,

On behalf of the Board of Directors of the NAFD, I would like to wish you Happy Holidays. It seems like just yesterday we were enjoying each other's company at The Breakers. I cannot believe how fast this year has passed! I hope winter passes just as quickly.

We all struggle to think of the perfect gift for the holidays. May I suggest we start with music? How about some Beach Boys? Or maybe my personal favorite, Led Zeppelin's "Going to California"?

Nothing like a little music to start preparing us for what promises to be a FANTASTIC 2018 Convention at the beautiful Bacara Resort in Santa Barbara, California.

**Please mark your calendars as the 2018 Convention will be a little early. May 2<sup>nd</sup> through May 6<sup>th</sup>, 2018.**

I would like to wish everyone a happy, healthy, and prosperous New Year.

See you in California.

*Steve Tardella*

Steve Tardella

# THE NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS

## CHAIRMAN OF THE BOARD

THEODORE P. HEIM, Jr.  
Deer Park, NY

## OFFICERS

STEVE TARDELLA – President  
Oak Park, IL

MARK R. MUNROE – 1st Vice President  
Greenville, WI

NICHOLAS DEPALMA - 2nd Vice President  
North Bergen, NJ

ASHLEY KOERNER-TURNER - Secretary/Treasurer  
New Orleans, LA

## BOARD OF DIRECTORS

### OFFICERS

Steve Tardella  
Mark R. Munroe  
Nicholas DePalma  
Ashley Koerner-Turner

### IMMEDIATE PAST PRESIDENTS

Philip S. Zilka Jr.  
Belle Vernon, PA

Erin M. Ruhl  
Hanover, MD

Theodore (Ted) Heim, Jr.  
N. Lindenhurst, NY

### ALLIED REPRESENTATIVE

John Johansen  
Saddle Brook, NJ

### MILLER REPRESENTATIVE

Karen F. Horton  
Troy, NY

### ELECTED BOARD MEMBERS

J. Gerard Burns  
St. Louis, MO

Ernest G. Brehm, Jr.  
Yonkers, NY

Ted Lentz  
Reading, PA

Eric Metzendorf  
Jackson, MI

Robert A. Olender  
Jackson, MI

Scott W. Panton  
Taunton, MA

R. David Scruggs, Jr.  
Little Rock, AR

John D. Traynor  
Hamilton, ONT, Canada

Anthony J. Fodera  
Corona, NY

**2017 - 2018 STANDING COMMITTEES**

**Executive** – **Steve Tardella**, Mark Munroe, Nicholas DePalma, Ashley Koerner-Turner, Theodore Heim Jr.

**Nominating** – **Philip Zilka Jr.**, Erin Ruhl, Theodore Heim Jr.

**Finance & Audit** – **Eric Metzendorf**

**Membership & Publicity** – **Nicholas DePalma**, David Scruggs Jr., John Traynor, Karen Horton, John Johansen, Ashley Koerner-Turner, Jeffrey Barnhart

**Government Regulations & Trade Practices** – **Eric Metzendorf**, John Sonderegger

**Constitution & By-Laws** – **Ernest Brehm, Jr.**, Ted Lentz, Linda Tritto

**OTHER COMMITTEES**

**Material Handling** – **Scott Panton**, Rich Wise, Alan Gardner

**Liaison to NAW** – **Eric Metzendorf & Ted Heim, Jr.**

**Trade Journals** – **John Sonderegger**

**Convention Site** – **Steve Tardella**, Mark Munroe, Nicholas DePalma, Ashley Koerner-Turner, Theodore Heim

**Technology** – **Ashley Koerner-Turner**

**Education** – **Eric Metzendorf**

**Historical** – **Timothy Dove**

**ASSOCIATION EXECUTIVE**

**TIM DOVE**

Association Services USA

**Ohio Office**

5350 Woodland Place, Canfield, OH 44406  
Phone: (330) 718-6563 Fax: (877) 573-1230  
E-mail: [timdove51@gmail.com](mailto:timdove51@gmail.com)

**Texas Office**

111 Sweet Leaf Grove Lane  
Conroe, Texas 77384

**NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.**  
**BOARD MEETING - October 20, 2017**  
**Andaz Hyatt**  
**Savannah, Georgia**

**WELCOME – Theodore Heim Jr., Chairman of the Board**

The board meeting was convened at 9:00 AM., and all board members were welcomed and thanked for their attendance.

**ROLL CALL – Ashley Koerner-Turner, Secretary/Treasurer**

**Present:** – Ted Heim Jr., Steve Tardella, Mark Munroe, Nicholas DePalma, Ashley Koerner-Turner, Phil Zilka Jr., Robert Olender, John Traynor, Eric Metzendorf, John Johansen, Karen Horton, Erin Ruhl, David Scruggs Jr., Anthony Fodera  
**Absent:** – Ted Lentz, Scott Panton, Gerry Burns, Ernie Brehm Jr.,

A quorum is present.

**MINUTES – Ashley Koerner-Turner, Secretary/Treasurer**

The minutes from the May 2017 board meeting were presented. Mark Munroe made a motion to dispense with the reading of the minutes and accept them as submitted. Erin Ruhl seconded the motion which passed unanimously.

**TREASURER’S REPORT- Ashley Koerner-Turner, Secretary/Treasurer**

The 2016, year-end July 31, 2017, P & L and Balance Sheet and the Balance Sheet and banking statements as of September 30, 2017, were reviewed by the board. The fiscal year end July 31, 2017, statements appear on page 11-13. Total assets as of 9/30/2017, are \$196,170 (\$118,968.03 Chase Checking; \$77,202.19 Chase Savings). This includes \$39,975 collected in dues. The NAFD 2016 taxes were filed with the IRS prior to the December 2017 deadline. Steve Tardella made a motion to accept the financial reports as submitted; Mark Munroe seconded the motion and it passed unanimously.

**EXECUTIVE SECRETARY REPORT – Timothy Dove, Executive Secretary**

Statistical reports on past membership, convention attendance and attrition, convention contract costs and concessions, and convention registration fees and contributions were reviewed. Site selection and other issues will be handled during the respective committee reports.

Total 2016/17 membership was 189. 2017/18 Membership fees received to date equal \$39,975 for 123 paid members including 119 renewals & 4 new members. There are 15 pending verbal renewal commitments and we have 5 honorary members. Currently there are 65 non-renewals, 10 of whom are not renewing. Update: as of October 18, there are 143 members paid, \$46,475.

Google Docs - Sites has been updated on a regular basis for board members to review and extract pertinent information.

<b>Membership (as of 9/30/16)</b>	<b>2017/18</b>	<b>% of Total</b>
Honorary Members	5	3%
Fall New Members	4	3%
Spring New Members	0	0%
Pending Renewals	15	10%
Renewing Members	119	83%
<b>Total Members</b>	<b>143</b>	100%

## **OLD BUSINESS**

### **2017 CONVENTION REPORT – Steve Tardella, President**

The “President’s Report” was reviewed that presents an historical analysis of data related to conventions, membership, finances, and fees. Mr. Tardella thanked Mark Munroe and the Membership Committee on their outstanding work. He also thanked the Miller & Allied Representatives for their efforts in increasing sponsor commitments.

*The Breakers, Palm Beach, Florida*, was an iconic resort and an excellent venue for the 2017 convention. 116 members (plus 72 significant others) attended the convention including 19 new members (plus 11 significant others) for 188 total attendance. Member attendance by category – 47 Distributors, 50 Allied/Suppliers 19 Millers. Room night total was 475.

The Convention P&L reflected excess funds of approximately \$5,500.

### **Convention Survey & Analysis – Mark Munroe, 2<sup>nd</sup> Vice President**

The results of the post-convention survey were reviewed. There were 68 respondents of the 116 attendees. Excellent/Good ratings were as follows: Location 97%; Resort 95%; Staff 97%, Networking Opportunities 95%, F&B 73%; Evening Social Programs 96% and Business Programs 73%, overall convention 98%. Speakers: Jack Bobo, 92%; Marjorie Hellmer 63%; and Paul Meyers 76%. Ritz Carlton Amelia Island, Ritz Carlton Naples and South Carolina Coastal received the most votes for future eastern convention consideration. Florida west coast by preferred by 3.5 to 1 over Florida east coast. Other member comments were reviewed and will be used by future convention chairmen when planning. It is suggested that board members take time to review the past survey results at [www.surveymonkey.com](http://www.surveymonkey.com).

### **SITE COMMITTEE REPORT- Steve Tardella, President; Mark Munroe, 2<sup>nd</sup> Vice President, Timothy Dove, Executive Secretary.**

The NAFD is contracted for the next two years at AAA/Forbes 4 or 5-Star/Diamond resorts and the room blocks at the future contracted sites have been increased to net at approximately 440 after attrition provisions. (520 – 540 rooms nights depending on 15% or 20% attrition allowance.).

## CONVENTIONS

### **2018 Bacara Resort & Spa – May 2 – 6, 2018 – Mark Munroe, 2<sup>nd</sup> Vice President**

It was just announced that Bacara has become a Ritz Carlton. Beautiful boutique resort overlooking ocean - 10 minutes from Santa Barbara, 40 minutes from original wine country, 15 minutes from “Old Hollywood,” 5 minutes to golf course overlooking ocean. Best alternative is to fly into Santa Barbara, even though it may require connecting flights, then to fly into LAX which can take up to 2 hours’ drive time.

Room rate \$320; \$15 Resort Fee; \$4 Tourism Tax, 12.195% Occupancy Tax (subject to change) per night. \$6 portage R/T and \$3 per night, Housekeeping fee added to individual folio. No self-parking, \$30 per night valet parking. \$4,500 rental fee for outside or pool events. 15% total attrition allowance. F&B - minimum \$65,000 (tax 8.0975%), 10% discount on 2017 menu prices, service charge 23%, 1.5 oz. pour. Golf charge, including lunch, will be \$175. [www.ritzcarlton.com/santabarbara](http://www.ritzcarlton.com/santabarbara)

### **2019 Westin Grand Cayman Seven Mile Beach Resort & Spa – May 15 – 19, 2019 - Mark Munroe, 2<sup>nd</sup> Vice President**

NAFD 100<sup>th</sup> Anniversary Celebration. Seven Mile Beach voted one of the best beaches in the world. All rooms have ocean view. Great off-site dinner options. All the remodels have been completed.

Room rate \$299; \$30 Resort Fee; 23% Tax (subject to change) & service charge per night (includes bellman, portage & housekeeping). 20% total attrition allowance. F&B - minimum \$35,000 (no tax), 10% discount on 2018 menu prices, service charge 16%, 2.0 oz. pour. Golf TBD. [www.westingrandcayman.com](http://www.westingrandcayman.com)

### **2020 Convention**

Areas of interest include Hilton Head South Carolina, Ritz-Carlton Amelia Island, Ritz-Carlton, Naples. Both the Waldorf Astoria & Four Seasons, Orlando were discussed and may be considered. Site visits for Nicholas & Larisa DePalma will be completed prior to the May convention.

## **INTERIM BOARD MEETINGS - Timothy Dove, Executive Secretary**

### **2018 Interim Board Meeting – The Benjamin, New York, NY – October 20 (10/18-10-22)**

Reservation deadline is September 27, 2018 - (866-233-4642). Room rate \$299 Queen, \$319 double beds, plus 8.875% NY State tax, 5.875% NYC tax, \$1.50 per night NYC Development tax, & \$4-\$8 per night NYC Occupancy tax – group rate 2 days pre & post of October 18-22. Complimentary wireless in all spaces. F&B minimum \$800++. Service Charge 22%. Room block, Thursday 9, Friday 18, Saturday 16, Sunday 1 = 44 room nights. 20% attrition

## **100<sup>th</sup> ANNIVERSARY COMMITTEE – Mark Munroe, 1<sup>st</sup> Vice President**

Special commemorative items were reviewed. Consideration for items that are easily transported home. Commemorative’s for member convention attendee. Might consider a secondary commemorative for significant others attending. Windbreakers with embroidered logo, coaster sets are options. Place jacket size on application. Steve Tardella made a motion to establish a

maximum budget of \$25,000 for commemorative gifts. Seconded by Karen Horton. Passed unanimously. It was suggested that requests could be made for all member companies, including distributors, to contribute toward this commemorative.

### **ALLIED/MILLER REPORT – Karen Horton, Miller Representative / John Johansen, Allied Representative**

The Miller standard sponsor contribution level was increased to \$1,500. With the addition of *Panhandle Milling*, 8 millers contributed at this level. *King Arthur* also provided a \$750 contribution. Sponsor letters with an invoice will be sent in mid-January requesting sponsorship.

John Johansen reported there were 30 Allied Sponsors for the 2017 Convention (see Sponsors list on page 12) including returning sponsor *Puratos*, *Southern Champion Tray* and *Ventura Foods*. New Sponsors included *Barry Callebaut* and *Clabber Girl*. *American Almond* was acquired and unable to participate. Other former sponsors who still retain representative membership but have elected not to sponsor in the past several years include *Advantage Waypoint* and *Lesaffre Yeast*. Allies determine any revisions to the sponsorship level. Standard sponsor amount is \$750 but includes both larger amounts contributed from several larger national companies and smaller amounts from several smaller regional companies. Several larger companies have suggested they would provide additional funds to help enhance the business programs. Sponsor level increases will be considered every 3-4 years. In December, those companies who have not contributed will be contacted to insure they make 2018 budget provisions for a NAFD contribution. A Corporate Sponsor letter along with an invoice will be sent by February 1 requesting contributions for the 2018 convention.

Two evening cocktail receptions, two hospitality nights and the beverages at golf, volleyball and corn-hole tournaments were sponsored by these Allied and Miller sponsor contributions and appropriate recognition and signage was posted.

Board members are reminded to personally thank the Millers and Allies throughout the year for their participation and contribution to the NAFD convention.

### **MEMBER BENEFITS – Nicholas DePalma - 2<sup>nd</sup> VP**

Members now receive, via email, *The Kiplinger Letter* (weekly) and *Kiplinger's Personal Finance Adviser* (monthly). This adds over \$100 value to membership in the NAFD.

In general, associations are expanding their membership qualifications to maintain membership as industry consolidations occur.

### **MEMBERSHIP & PUBLICITY COMMITTEE – Nicholas DePalma - 2<sup>nd</sup> VP**

A "Non-Renewal List" was provided to Board Members who are asked to personally contact those members who have not renewed. The Committee will concentrate on "Non-Renewals" and then the "Potential Member List." The "Potential Member List" needs purged. This list will be sent to all board members so that they can assist with this update. An email will be sent to each member requesting that they recruit a new member for the "Two-Hundred for One-Hundred" campaign. Approximately 20 members do not renew each year. Timing is of the essence as budgets are being established.



Distribution of grains and brewing products to micro-brewers is an opportunity for our distributors and for additional NAFD members

The Survey report still indicates that new members feel difficulty in penetrating the group for networking opportunities. A board member is assigned to host a new member and should invite them to sit at their table at the banquet.

### **NOMINATING COMMITTEE – Philip Zilka Jr., Immediate Past President**

There will be three directors' terms expiring at our May 2018, convention, Robert Olender, Scott Panton, and Ernest Brehm Jr. The committee will review candidates, including those current expiring-term members, to fill any open positions. Karen Horton, Miller Representative, term expires also.

### **TECHNOLOGY – Ashley Koerner - Chairman**

Website data has been updated– [www.thenafd.com](http://www.thenafd.com). Members are encouraged to utilize our website and board members are encouraged to access Google Docs/Sites on a regular basis. This can be accessed through our website. We would like to link member companies to our website and have logo's. It was suggested to add photo's, starting with board members. Another suggestion is to add new member information. Contact Ashley to suggest other items to be included

We also invite members who might share their company's technological expertise to assist with this program.

### **NAW COMMITTEE – Eric Metzendorf – Chairman**

NAFD members are automatically affiliate members of the NAW which provides both educational materials/programs and government representation on activities pertinent to the distribution industry.

### **OTHER UNFINISHED BUSINESS**

No additional unfinished business.

## **NEW BUSINESS**

### **2018 CONVENTION REPORT -- Mark Munroe, 2<sup>nd</sup> Vice President**

#### **Bacara Ritz Carlton, Santa Barbara, California – May 2 – 6, 2018**

Mark and Judi Munroe conducted a PPV in the summer, at which time options for events, venues, entertainment, décor, and F&B were reviewed and many decisions made.

There are budget concerns as higher taxes, service charges and rental fees add an additional \$13,000 cost. Business programs are an essential part of the convention and Allied/Miller attendance justification. Based upon survey results, Speakers were enhanced at an incremental cost of \$12,000 and higher continental's and beverage costs will add an additional \$6,000. In addition, we will need to attain a similar attendance level as last year, but are concerned the distance may negatively affect this number. The resort fee includes a room amenity, and two hospitality nights and the spouse breakfast have been eliminated to save \$16,000. In addition, the

meals have been scaled back for additional savings, but past survey results have indicated some displeasure with continentals and dinners.

The new member reception will be replaced by an arrival greeting in which board members will host and escort new members to the first evening event. The spouse breakfast will be replaced with a morning beach walk. The tentative agenda can be found on page 16. This agenda will be included in the “Welcome” information that is emailed to members in December.

Golf – Friday, at The Sand Piper which is adjacent to the resort. 1:00 PM Scramble.

**CONVENTION REGISTRATION FEES – Theodore Heim Jr., Chairman**

After reviewing estimated costs versus budget, Mark Munroe made a motion to increase the base registration fees for a couple to \$1,750 and for an individual to \$1,100. Seconded by Steve Tardella. Motion failed. Although it may be impossible to meet the budget, the board decided to maintain registration fees at the current level even though a deficit is incurred.

**2018 Registration Fees**

	<b>Prior to March 1<sup>st</sup></b>	<b>March 1<sup>st</sup> thru 31<sup>st</sup></b>	<b>after April 1<sup>st</sup></b>
Member & Spouse	\$1695	\$1795	\$1895
Member - Individual	\$1025	\$1095	\$1195
-----			
Non-Member/Guest & Spouse	\$2195	\$2295	\$2395
Non-Member/Guest Individual	\$1525	\$1595	\$1695

**NEW MEMBER APPLICATIONS- Nicholas DePalma, 2<sup>nd</sup> VP & Membership Committee**

The following applications for membership have been received. Nicholas DePalma made a motion to accept the following new members which was seconded by David Scruggs Jr. The new members were approved.

<b>DePalma</b>	<b>Theresa</b>	Customer Service Specialist	A. Oliveri & Sons, Inc.
<b>Fodera-Kupersmith</b>	<b>Julie</b>	Compliance Administrator	Fodera Foods
<b>Levers</b>	<b>Chip</b>	Regional Sales Manager	General Mills
<b>Pearson</b>	<b>Don</b>		Ardent Mills

Board members were encouraged to help in recruiting new prospects.

**HONORARIUMS**

Robert Olender made a motion to keep the director honorariums at \$500 for those board members present at the Interim Board Meeting. Seconded by John Traynor. Motion passed unanimously.

**OTHER NEW BUSINESS**

**Credit Card Payments**

It is suggested that NAFD pursue accepting credit card payments for dues and convention registration. Potentially, Chase could handle the process via internet payment at a reduced fee. Whatever the fees incurred, NAFD would require them to be added to the member. Nick DePalma will head the committee to investigate process and fees and will report to the board next May.

## Marketing

Suggested that a video be produced to place on website and email to prospective members. The President is responsible for the day to day operations of the organization. Generally, it is accepted that the President can approve expenditures. Robert Olender made a motion that the President, with the approval of the Executive Committee, be authorized to spend up to \$3,500 per fiscal year on projects for the benefit of members and to enhance the organization. Seconded by Mark Munroe. Motion passed unanimously. It is suggested that the By-Laws grant this authority and provide a dollar limit for which the President does not have to seek board approval. The By-Laws Committee should review this for permanency.

## Executive Secretary Contract

Mark Munroe made a motion to approve the 2018 contract with Association Services. Seconded by Nicholas DePalma. Passed unanimously. Robert Olender will draft language to amend the current By-Laws to provide for an Executive Secretary contract for up to 3 years duration.

## ANNOUNCEMENTS

Robert Olender thanked the board and the NAFD for the many years he has enjoyed being a part of an organization that he loves.

## ADJOURNMENT

Motion to adjourn by Robert Olender; seconded by David Scruggs, Jr. Motion passed unanimously. 12:05 PM.

## National Association of Flour Distributors Inc.

### Profit and Loss

August 2016 - July 2017

	<u>Total</u>
<b>Income</b>	
Membership Dues	59,850.00
Non Profit Income	8.00
Allied/Supplier Sponsorship	21,800.00
Golf	10,325.00
Miller Sponsorship	12,750.00
Registration Income	167,104.50
Registration - Single	-1,947.50
Total Registration Income	<u>\$ 165,157.00</u>
Total Non Profit Income	<u>\$ 210,040.00</u>
Other Primary Income	30.00
Total Income	<u>\$ 269,920.00</u>
Gross Profit	<u>\$ 269,920.00</u>
<b>Expenses</b>	
Admin, Office Expenses & Supplies	1,494.20
Advertising & Website	2,900.00

Bank Charges		16.00
Convention Deposits - Prepaid		5,000.00
Convention Expense		1,200.00
Admin Costs		1,431.53
Decor		10,175.24
Entertainers		5,850.00
Exec Sec Expenses		1,840.32
Food & Beverage		35,000.00
Beverages		24,574.77
Beverages Volleyball		1,448.08
Continental Breakfast		15,365.77
Dinners		47,535.42
Hospitality		3,198.49
Total Food & Beverage	\$	<b>127,122.53</b>
Golf		5,582.50
Golf Lunch		4,459.21
Golf Beverage Cart		2,962.91
Total Golf	\$	<b>13,004.62</b>
Misc Conv Exp		545.14
Other Activities		9,868.85
Power & Lighting		1,063.38
Room		-1,751.50
Site Visit		1,103.13
Speakers		13,390.05
Tournament Prizes		999.44
Volleyball & Other Games		507.99
Total Convention Expense	\$	<b>186,350.72</b>
Dues NAW & Kiplinger		4,460.00
Insurance		2,392.00
Interim Board Meeting		1,637.72
Printing, publications, postage, & shipping		779.54
Professional Fees and other payments to independent contractors		
Honorariums		6,000.00
Professional Fees		32,608.04
Commission Adjust Room Rate		2,521.19
On-Site Fees - Convention		3,300.00
On-Site Fees - Interim		1,500.00
On-Site Fees - PPV		1,650.00
Total Professional Fees	\$	<b>41,579.23</b>
Tax Preparation		575.00
Total Professional Fees and other payments to independent contractors	\$	<b>48,154.23</b>
Uncategorized Expense		100.00
Total Expenses	\$	<b>253,284.41</b>
Net Operating Income	\$	<b>16,635.59</b>

**Other Income**

Interest Earned		30.88
<b>Total Other Income</b>	<b>\$</b>	<b>30.88</b>
<b>Net Other Income</b>	<b>\$</b>	<b>30.88</b>
<b>Net Income</b>	<b>\$</b>	<b>16,666.47</b>

Thursday, Dec 14, 2017 11:37:29 AM GMT -8 - Cash Basis

**National Association of Flour Distributors Inc.**  
**Balance Sheet**  
As of July 31, 2017

	<u>Total</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
Chase Checking	87,222.43
Chase Savings	77,197.14
Franklin Templeton Investments	0.00
<b>Total Bank Accounts</b>	<b>\$ 164,419.57</b>
<b>Accounts Receivable</b>	
Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$ 0.00</b>
<b>Other Current Assets</b>	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$ 0.00</b>
<b>Total Current Assets</b>	<b>\$ 164,419.57</b>
<b>TOTAL ASSETS</b>	<b>\$ 164,419.57</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Total Liabilities</b>	
<b>Equity</b>	
Opening Balance Equity	90,405.38
Retained Earnings	57,347.72
Net Income	16,666.47
<b>Total Equity</b>	<b>\$ 164,419.57</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 164,419.57</b>

Thursday, Dec 14, 2017 11:33:56 AM GMT -8 - Cash Basis

# **SPONSORS AND CONTRIBUTORS**

The following companies made extra contributions to assure the success of the 2017 NAFD Convention.

## **FLOUR MILL CONTRIBUTORS**

ADM Milling  
Ardent Mills  
Bay State Milling Company  
General Mills  
Grain Craft  
King Arthur Flour  
Miller Milling  
North Dakota Mill  
Panhandle Milling

## **ALLIED & OTHER CONTRIBUTORS**

Abel & Schafer, Inc.  
Agricor, Inc.  
AIB International  
Bake'n Joy Foods  
Barry Callebaut  
Byrnes & Kiefer Co.  
Corbion - Caravan Ingredients  
CSM Bakery Solutions  
Dawn Food Products Inc.  
EfcO Products Inc.  
General Mills/Pillsbury  
Guittard Chocolate Company  
I. Rice & Co., Inc.  
IFC Products, Inc.  
Lallemand-American Yeast Sales  
Lawrence Foods Inc.  
Legacy Foodservice Alliance  
Lesaffre Yeast Corporation  
Malt Products  
Paul Esposito Inc.  
Prime Pastries  
Rich Products Corporation/Flavor Right Foods  
Southern Champion Tray LP  
Sosland Publishing Company  
Stratas Foods LLC.  
The PROgram  
Ultra Trading International LTD.  
Ventura Foods  
W. A. Cleary Products  
Win-Win Brokerage LLC

**NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS  
BOARD OF DIRECTORS  
2017 - 2018**



**Left to Right: – Seated:** Ashley Koerner-Turner (Secretary/Treasurer), Mark R. Munroe (1st Vice President), Theodore P. Heim Jr., (Chairman), Steve Tardella, (President); **Standing:** - Anthony Fodera, John Johansen (Allied Representative), Karen F. Horton, (Miller Representative), Eric Metzendorf, J. Gerard Burns, John D. Traynor, Dominic S. Valente (Out-going board member), Ernest Brehm Jr., R. David Scruggs Jr., Philip S. Zilka Jr.; **Missing from Photo:** - Nicholas DePalma (1st Vice President), Ted Lentz, Erin M. Ruhl, Robert A. Olender, Scott W. Panton

**N A F D**  
**99<sup>th</sup> ANNUAL CONVENTION**  
**May 2 - 6, 2018**  
Tentative Agenda

Wednesday, May 2

8:00 AM	Pre-Board of Directors' Meeting Continental Breakfast
9:00 AM - 12 Noon	Board of Directors' Meeting
1:30 - 4:30 PM	Registration
6:45 - 7:00 PM	New Member Reception - Business Casual or Resort Chic
7:00 - 10:00 PM	Dinner - Business Casual or Resort Chic

Thursday, May 3

7:45 AM	Continental Breakfast - Business Casual or Resort Chic
8:30 - 9:00 AM	General Session
9:00 AM	Speaker
9:00 - 10:30 AM	Spouse/Companion Walk
10:30 AM	Coffee Break
10:45 AM	Speaker
11:30 AM	Adjournment
1:30 - 4:00 PM	Volleyball & Corn Hole
7:00 - 10:00 PM	Dinner - Business Casual or Resort Chic

Friday, May 4

7:45 AM	Continental Breakfast - Business Casual or Resort Chic
8:45 AM	Speaker
10:15 AM	Coffee Break
10:30 AM	Speaker
12 Noon	Adjournment
1:00 PM	Golf Tournament & Golfers' Lunch - The Sand Piper
Evening	Dinner on Your Own

Saturday, May 5

8:00 AM	Continental Breakfast - Business Casual or Resort Chic
9:00 AM	Speaker
10:30 AM	Coffee Break
10:45 AM	General Meeting - Committee Reports
12:00 Noon	Adjournment
12:10 - 1:00 PM	Board Meeting
6:00 - 7:00 PM	Cocktail Reception
7:00 - 7:45 PM	Award & Presentations
7:45 - 10:45 PM	Dinner Banquet (Business/Business Formal - Sport Coats/Suits - Ties optional) - <i>Shakedown</i>

The above is for informational purposes only. Times and events are subject to change.



# MEMBERSHIP CLASSIFICATION

## Membership Categories

- Distributors – A person classified as a distributor is one who spends 51% or more of his/her time, and/or whose business unit enjoys 51% or more of its revenues, from re-selling bakery-related products to non-consuming customers.
- Millers – A person classified as a miller is one who is employed by a company, or segment of a company, that employs the milling process of wheat as the basis for 51% or more of its revenue.
- Supplier/Allied – Allied members are those who, as a focus of their business, sell goods and/or services to the baking industry but are not millers or distributors, as defined above.

Retired from Industry – A person classified as retired from the industry is any NAFD member in good standing that retires from, or otherwise leaves, the baking industry and its allied industries. Should a retired member re-enter the baking industry, he/she must re-apply for membership per his/her new employment status



## ***Future Conventions***

### ***Mark Your Calendar***



#### **99<sup>th</sup> Annual Convention – 2018**

**Bacara Resort & Spa**

Santa Barbara, California

**May 2 (Wed) – 6 (Sun), 2018**

[www.bacarasort.com](http://www.bacarasort.com)

#### **100<sup>th</sup> Annual Convention – 2019**

**The Westin Grand Cayman Seven Mile Beach Resort & Spa**

Seven Mile Beach, Cayman Islands

**May 15 (Wed) – 19 (Sun), 2019**

[www.westingrandcayman.com/](http://www.westingrandcayman.com/)

[www.thenafd.com](http://www.thenafd.com)

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