



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

**THE
FLOUR
DISTRIBUTOR**

PUBLISHED BY

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

December 2018

www.thenafd.com



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

THE FLOUR DISTRIBUTOR

Letter from the President

December 2018

Dear Fellow NAFD Member,

On behalf of the Board of Directors of the NAFD, I would like to wish you and your families the happiest of holidays. It was so great seeing everyone in Santa Barbara; what a great convention! I must say, the NAFD is looking pretty darn good for being 99 years old.

Just think about 100 years. It is truly incredible that an organization like ours can survive a century of change and be as strong as ever. But then you look at our membership and it becomes quite clear as to why our group succeeds.

Please mark your calendars and come celebrate the 100th Annual Convention at the Westin Grand Cayman Seven Mile Beach Resort, from May 15 through May 19, 2019. I know Mark and Judi Munroe have a very special convention planned to celebrate this special anniversary.

Looking forward to Grand Cayman,

Steve Tardella

Steve Tardella
President & CEO Tardella Foods, Inc.

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

R. David Scruggs, Jr.
Little Rock, AR

John D. Traynor
Hamilton, ONT, Canada

Eric Metzendorf
Jackson, MI

Anthony J. Fodera
Corona, NY

J. Gerard Burns
St. Louis, MO

Ted Lentz
Reading, PA

Matthew Brehm
Yonkers, NY

Duane Bruinsma
Crete, IL

Jeffrey Barnhart
Pico Rivera, CA

2018 - 2019 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 – Robert A. Olender, Ted Lentz

OTHER COMMITTEES

Material Handling – Rich Wise, Alan Gardner

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

Trade Journals – TBD

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

Texas Office

111 Sweet Leaf Grove Lane

Conroe, Texas 77384

**NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.
BOARD MEETING - October 20, 2018**

**Andaz Hyatt
Savannah, Georgia**

WELCOME – Theodore Heim Jr., Chairman of the Board

The board meeting was convened at 9:00 AM., and Chairman Heim thanked the directors for a tremendous turnout. In particular, he thanked the new directors, Mr. Bruinsma, Mr. Brehm and Mr. Barnhart for their attendance and Nicholas & Larisa DePalma for organizing the Friday evening dinner.

ROLL CALL – Ashley Koerner-Turner, Secretary/Treasurer

Present: – Ted Heim Jr., Steve Tardella, Mark Munroe, Nicholas DePalma, Ashley Koerner-Turner, Phil Zilka Jr., John Traynor, Eric Metzendorf, John Johansen, Karen Horton, Erin Ruhl, David Scruggs Jr., Anthony Fodera, Gerard Burns, Matthew Brehm, Duane Bruinsma, Jeffrey Barnhart

Absent: – Ted Lentz

A quorum is present.

MINUTES – Ashley Koerner-Turner, Secretary/Treasurer

The minutes from the May 2018 board meeting were presented. Mr. Munroe made a motion to dispense with the reading of the minutes and accept them as submitted. Mr. Burns seconded the motion which passed unanimously.

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

The 2017, year-end July 31, 2018, P & L and Balance Sheet and the Balance Sheet and banking statements as of October 10, 2018, were reviewed by the board. The main differential in profit between 2016 & 2017 are the \$15,000 additional pre-deposited convention deposits. The fiscal year end July 31, 2018, statements appear on pages 17-18. Total assets as of 10/10/2018, are \$200,095 - (\$122,862 Chase Checking; \$77,233 Chase Savings). This includes \$46,875 collected in dues. The NAFD 2017 taxes are in process and will be filed with the IRS prior to the December 15, 2018, deadline. Mr. Tardella made a motion to accept the financial reports as submitted; Mr. Brehm 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 2017/18 membership was 193; 80 Distributor, 83 Allied, 30 Miller. There were 31 New Members approved. Convention attendance: Members 99 (51%): 34 (43%) Distributor, 41 (49%) Allied, 24 (80%) Miller – Total Member & Significant Other = 171. 19 (61%) New Members attended the convention. Although membership increased slightly (193 vs 191), convention attendance decreased 16 members and 22 total and convention revenue decreased by approximately \$13,000 but through budget cuts, the convention produced a \$1,442 positive result.

Although convention registration fees were down, sponsor revenue was up by \$5,500.

As of 10/10/2018, 2018/19 Membership fees received are \$46,875 for 134 paid members including 127 renewals, 7 new members. There are 7 pending verbal renewal commitments and we have 5 honorary members. Currently there are 54 non-renewals, 12 of whom are not renewing.

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

UNFINISHED BUSINESS

2018 CONVENTION REPORT – Steve Tardella, President / Mark Munroe, 2nd Vice 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 and Judi Munroe and the Membership Committee for their outstanding work. He also thanked the Miller & Allied Representatives for their efforts in increasing sponsor commitments.

California was a challenging area for the 2018 convention. *The Ritz-Carlton, Santa Barbara (Bacara)* was a beautiful resort, however, distance, local forest fires & mudslides appear to have had a negative effect on attendance.

Due to the decline in attendance, based upon budget, the potential loss was over \$20,000, but various adjustments were made to all aspects of F&B, entertainment, décor, etc. which eventually resulted in an excess of \$1,442.

Convention Survey & Analysis – Mark Munroe, 2nd Vice President

The results of the post-convention survey were reviewed. There were 63 respondents of the 99 attendees. Excellent/Good ratings were as follows: Location 86%; Resort 92%; Staff 95%, Networking Opportunities 98%, F&B 84%; Evening Social Programs 97% and Business Programs 91%, overall convention 98%. Speakers: Connor Lokar, 95%; David Houle, 67%; and Paul Meyers 74%, Rob Mackie, 87%. 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.

SITE COMMITTEE REPORT- Steve Tardella, President; Mark Munroe, 2nd 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 & BOARD MEETINGS

2019 Westin Grand Cayman Seven Mile Beach Resort & Spa – May 15 – 19, 2019 - Mark Munroe, 2nd Vice President

NAFD 100th 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

Reservations:

Online reservations:

NationalAssociationofFlourDistributors.com or
<https://www.starwoodmeeting.com/Book/NationalAssociationofFlourDistributors.com>

Telephone:

800.937.8461 (Central Reservations)

345-945-3800 (Hotel Direct)

Please indicate that you are a member of the NAFD.

Reservation Cut-off Date: The “cut-off date” for reserving rooms in the Room Block is Thursday, March 14, 2018. After the cut-off date, it is at Hotel’s discretion whether to accept additional reservations, which may be subject to prevailing rates and availability.

Cancellations

- 30 days or more prior to arrival: Full refund
- 29- 15 days prior to arrival: 1-night deposit
- 14 days or less prior to arrival: guest will be charged for the entire stay

2020 Omni Hilton Head Resort, Hilton Head, SC 2020 – May 13 – May 17

Run of House Studio Suites \$299; Courtyard View Studio Suites \$329; Oceanview Studio Suites \$359. Resort fee \$25 per night; 10% tax – comp self-parking; in-room internet access, resort transportation within 3 miles; Health & Fitness Center, in-room coffee & bottled water; private resort beach access with towel service. Valet Parking \$25 per night. Porterage & Housekeeping at discretion (suggested \$8/rt & \$2/nt respectively). Concessions: 1/40; 1 OF @ GR for Pres; 2 OV @ GR; 16 Studio Suites upgraded view @ GR; 2 staff rooms and 3 speaker rooms at 25% discount; 10% discount 2019 menu pricing - \$50,000 min – 23% service charge (26% outside), 8% tax; 2 oz pour, 12 oz. soda; wine by bottle; 10% discount AV; 5 VIP amenities; comp meeting space & easels; comp 4 nights for PPV; 500 room nights & 20% attrition; Golf @ Arthur Hills or George Fazio course = \$5,750 – minimum 50. 45 minutes from Savannah/Hilton Head airport. Beaches are public, therefore, must pay for chairs, etc. at beach.

2021 The Ritz Carlton, Amelia Island, FL – May 12 – May 16

Coastal View Rooms - \$329; \$25 resort fee; - in room wireless internet access, bicycle use 2 for 2hr; golf driving range balls & practice facilities; tennis court incl racket & balls 1 hr.; beach umbrella -1 per room; boogie board 1 per room per day; tax 12%; 85% Attrition; Valet Parking \$26/nt - no self-parking; Optional porterage & housekeeping (suggested \$12 rt & \$5 nt respectively). Concessions: 1 Comp Suite (5 nts); 2 Oceanfront suites at GR (5nt @ GR); 16 Ocean View(5 nts @ GR), 1 staff room at \$179 (6 nts); 3 days pre & post; 1/50 comp; comp meeting space @ 85%; F & B \$73,500 plus 25% service charge & 7% tax; custom menu or 10% off 2020 menu; 5% up; pool set-up fee \$1,000; beach \$1,500 + 5%; 5 valet passes; 5 VIP amenities; 2 nts PPV; 3 comp easels; 10% discount AV; 10% discount on regular spa services; 2 oz pour; group golf \$175 + tax, special rates for non-group golf. 10% discount on rental clubs.

2019 INTERIM BOARD MEETING – October 19, 2019

Washington D.C. Suggested hotels include Gaylord, Fairmont, Mayfair, and Four Seasons (Georgetown). Will get proposals and motion made by Ms. Koerner/Turner that site committee be given authority to make final determination. Seconded by John Traynor and unanimously passed.

100th ANNIVERSARY COMMITTEE – Mark Munroe, 1st Vice President

Mr. Munroe recommended that the board approve a Maui Jim Sunglass Commemorative Program. This would cost approximately \$7,000 more than the original budgeted amount. The sunglasses would be for all convention registrants, including members, retired former members and significant others (estimate 180 – 200). Mr. DePalma indicated that this “wow” program should be considered an investment in future membership. Mr. Munroe also presented other less costly logoed items that might be appropriate, either individually or collectively – Under Armour Jackets, Umbrellas, Totes, Caps, Hats. He also suggested that the original Jackets presented by Mr. DePalma should be considered for the 101st convention.

Mr. Olender suggested that a one-time 100th Anniversary Commemorative be shipped to all 2018-2019 members. Mr. Munroe presented a 4-piece Commemorative Coaster Set with cost of approximately \$42 plus freight/shipping. Mr. Tardella asked that Mr. Munroe get pricing on a 2-piece Coaster Set and get back to the Executive Committee for final approval.

Mr. Burns made a motion that the NAFD provide the Maui Jim Sunglass Program up to a maximum of \$35,000 to all convention registrants, including members, retired former members and significant others (estimate 180 – 200). Seconded by Mr. DePalma. Motion carried with one in opposition.

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

Organic and Gluten Free are still important market issues. Quality food vs convenience. Sustainability also is a hot topic. Increasing freight rates (15-18%) are going to add costs to all sectors of the market.

Twenty-four Millers attended the convention in California. It is expected to add several additional Miller member companies with convention representation and potential sponsorship, however, may lose a few attendees due to company policies that prohibit off-shore attendance.

The Miller standard sponsor contribution level is \$1,500. Eight millers contributed at this level (see Sponsors list on page 14-15). *King Arthur* also provided a \$750 contribution. Letters to Millers, with an invoice, will be sent by the end of January 2019, requesting sponsorship.

Mr. Johansen added that in addition to the issues already mentioned, the events in Washington regarding tariffs and the new trade agreements will have effects across all product lines.

Mr. Johansen reported there were 31 Allied Sponsors for the 2018 Convention (see Sponsors list on page 14-15). *Barry Callebaut* included *American Almond* as an additional brand identified sponsor and *BakeMark LLC* has been added as a major sponsor with multiple brands of *BakeMark*, *BakeQwik*, *BakeSence*, *Best Brands*, *C'est Vivant*, *Multifoods*, *Sprinkelina*, *Trigal Dorado & Westco*. Two former sponsors who still retain representative membership but have elected not to sponsor include *Corbion* and *Clabber Girl*. Standard sponsor amount is \$750 but includes both larger amounts contributed from several larger national companies and smaller amounts from several smaller regional companies. 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 mid-January requesting contributions for the 2018 convention.

The term of Mr. Johansen will expire in May. Allied Members will be notified, and an election will occur prior to next year's General Meeting. The board does not approve the Allied Representative but reserves the right to remove any board member who is not fulfilling their obligations as outlined in the Board Manual.

Two evening cocktail receptions, any 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.

The board asked both Mr. Johansen and Ms. Horton to determine and/or solicit additional Centennial contributions from Allied and Miller companies to help offset the costs of the Centennial commemoratives. Significant recognition will be provided.

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

MEMBERSHIP & PUBLICITY COMMITTEE – Nicholas DePalma - 2nd 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 Membership Committee will hold a short meeting after the board meeting to develop action plans, including purging the "Potential Member List." A "Nomination Form" will be emailed to all members requesting that each nominate and recruit a new member(s) 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.

Mr. Burns suggested that the Membership Committee send a "Thank You" note to all the new members from the previous year and particularly to those that attended the convention.

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. Another benefit is affiliate membership in the **NAW**.

Mr. Munroe received a quote of \$1,200 (approved budget is up to \$3,500) to produce a "recruitment" video that will utilize some of the photos from the past convention and testimonials from various highly recognized and relatable members.

Due to consolidations, there are fewer industry companies for expansion of membership. Securing greater depth/more members from existing companies should be a priority. The 21st Century Committee should place on their agenda, potential membership expansion, to include transportation, computer software, insurance, warehouse equipment & technology, driver recruiting, credit card processing, and other distributor services that might provide additional insights and value to our distributor members. This may require a revision in NAFD focus.

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

CONSTITUTION & BY-LAWS COMMITTEE – Robert Olender, Adviser

Revisions and updates to the By-Laws were presented. Generally, the revisions are to clarify and modernize the language that already exists. Mr. Munroe made a motion to accept the revised By-Laws as submitted and Mrs. Horton seconded the motion which passed without opposition.

GDPR was discussed (current European Regulation) that provides security provisions for individuals by preventing the sharing of personal information. Currently, NAFD exposure is very low, however, will need to keep abreast of future evolution. NAFD has provided an “opt-out” option on the Membership Application. An “opt-out” statement will be added to the Membership Directory and the Convention opening Power Point presentation.

The Board Manual will be updated and should be reviewed for revisions each year.

NOMINATING COMMITTEE – Philip Zilka Jr., Immediate Past President

There will be three directors’ terms expiring at our May 2019, convention, David Scruggs Jr., John Traynor and Eric Metzendorf. In addition, all Officers and the Chairman terms expire and one Past President. The committee will review potential candidates, including those current expiring-term members, to fill any open positions. John Johansen, Allied Representative, term expires also.

TECHNOLOGY – Ashley Koerner - Chairman

Website data has been updated– www.thenafd.com. With so few credit card transactions, website credit card transactions will not be added to the website. Other methods for payment may be considered in the future. All have a cost component. Members are encouraged to utilize NAFD website and board members are encouraged to access Google Docs/Sites on a regular basis, which can be accessed through NAFD website. 100% of the Miller Companies have linked to the NAFD website.

NAFD invites 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. The NAW Executive Summit is held in January. IFDA holds their conference in San Antonio, October 28. NAW happy with Washington and working on continuing deregulation. Also concerned with Amazon and its expanded interests to dominate distribution in all areas. Mr. Metzendorf made a motion to renew membership in the NAW on a continuing basis until the board makes a motion otherwise. Seconded by Mr. Munroe and passed without opposition.

OTHER UNFINISHED BUSINESS

No additional unfinished business.

NEW BUSINESS

2018 CONVENTION REPORT -- Mark Munroe, 2nd Vice President

The Westin Grand Cayman Seven Mile Beach Resort & Spa, Seven Mile Beach • Grand Cayman Island, BWI – May 15 – 19, 2019

Mark and Judi Munroe conducted a PPV in the summer, at which time options for events, venues, entertainment, décor, and F&B were reviewed. Both New Attendee/Member reception and spouse breakfast will return. Wednesday “Tommy Bahama” Welcome Reception will be on beach. Flip flops/sandals will be acceptable. Thursday “British Night” Theme Night will be held offsite at the Grand Olde House, 10-minute bus ride. Saturday “Starry, Starry Nights” will be dressier with formal/business attire encouraged (tuxes/suits/sportscoats - with ties) and appropriate for a Centennial Gala. Cocktail party will be on the lawn facing the Ocean. “Make a Wish” lanterns will be released.

The speaker’s bios (that have been contracted) will appear in the “Welcome to The Westin Cayman Islands Seven Mile Beach Resort & Spa” brochure. Several other potential presenters are in the works – ITA (Independent Truckers Association), AIB, etc. that would present on Saturday or added to one of the other days.

Since there are no F&B taxes and F&B services charges are 5% lower, it is estimated that overall costs should be equivalent to last year’s convention as speakers, including their travel expenses, shipping, AV and entertainment may be higher.

Golf – North Sound Golf Club, 1-345-947-4653, www.northsoundclub.com, Friday, 1:00 PM Scramble. There is only one other golf course (Ritz-Carlton) on the island so members should make non-tournament tee times in advance.

Guest costs for each event will be determined after the event details are finalized. In general, guest fees should cover variable food & beverage costs as the fixed cost of entertainment, décor, room rental, etc. occur regardless of additional attendance. Each dinner is between \$110 - \$150 plus beverage at approximately \$40 per person, plus service charges of 25% and estimated taxes of 8% for a total of about \$200 to \$250. The cost for children (below alcohol age) is approximately \$150 to \$200. Attending spouses of members are to be covered within the registration fees and not by individual event.

For the Centennial Convention, NAFD is encouraging attendance by former members (retired and/or out of industry). The rate for these members should cover the variable F & B costs and they are welcome to attend all business and social functions. At this time, variable costs have not been determined. Mr. Metzendorf made a motion to authorize the 1st VP to establish the discounted registration fee to charge “retired/former” members. Seconded by Mrs. Ruhl and passed unanimously.

CONVENTION REGISTRATION FEES – Theodore Heim Jr., Chairman

After reviewing preliminary estimated costs versus budget, Mr. Munroe made a motion to maintain the Registration Fees at last year’s level. Mr. Tardella seconded the motion which passed unanimously.

2019 Registration Fees

	Prior to March 1 st	March 1 st thru 31 st	after April 1 st
Member & Spouse	\$1695	\$1795	\$1895
Member - Individual	\$1025	\$1095	\$1195

 Non-Member – add \$500 to appropriate amount above

NEW MEMBER APPLICATIONS- Nicholas DePalma, 2nd VP & Membership Committee

The following applications for membership have been received. Mr. DePalma made a motion to accept the following new members and pending new members (upon final receipt of dues) which was seconded by Mr. Brehm. After discussion, the motion passed unanimously.

New Members		13		
Ashauer	Mark	Procurement Manager	Valley Cooperative Association	New
Brehm	Nancy	President	Otto Brehm, Inc.	New
Didion	Riley	President	Didion Milling	New
DiMatteo	Mitch	President	Inspired Foods LLC.	Pending New
Espinosa	Joel	Product Manager	Batory Foods	New
Ferguson	Bob	Sr. Account Executive	Siemer Milling	New
Goodman	Bob	Owner/Founder	Goodman Gluten Free	Pending New
Guttenberg	Ron	Principal	Tri State Specialties LLC.	New
Lustig	Megan	Customer Account Executive	Siemer Milling	New
Simone	Mike	General Manager	Puratos Bakery Supply	New
Svoboda	Ryan	Sales - Key Account	North Dakota Mill	New
Schmidt	Gary	President & CEO	BakeMark LLC.	Pending New
Sullivan	Thomas	Account Executive	The Hemisphere Group, Inc.	Pending New

Board members were encouraged to help in recruiting new prospects.

HONORARIUMS

Mrs. Koerner/Turner made a motion to keep the director honorariums at \$500 for those board members present at the Interim Board Meeting. Seconded by Mr. Metzendorf. Motion passed unanimously.

21st Century Committee should review compensation, honorarium and expense considerations for officers and directors.

Adviser, Mr. Olender is reimbursed for his room and other expenses.

OTHER NEW BUSINESS

EXECUTIVE SECRETARY CONTRACT

Contract calls for a one-year contract. Proposal to increase base compensation by 3.7% made by Mr. Heim Jr. - Passed.

21st Century Committee

Mr. Tardella announced the members of the committee – Steve Tardella, Robert Olender, Gerry Burns, Ashley Koerner, Tom Houlihan, David Fliss, Theresa de Palma, Jeremy Heim,

OTHER DISCUSSIONS

Consider placing photos of members and spouses on website or directory.

ADJOURNMENT

Motion to adjourn by Mr. Zilka and seconded by Mr. Traynor Motion passed unanimously. 12:10 PM.

2018 Allied/Supplier Sponsors

The following Allied/Supplier companies made additional contributions to the 2018 convention, to help sponsor the Thursday night Social Event and the beverages provided at Golf, Volleyball & Games. Thank you for your continuing support.

Abel & Schafer, Inc.
Agricor, Inc.
AIB International
Bake'n Joy Foods
Barry Callebaut
Byrnes & Kiefer Co.
Clabber Girl
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
Puratos
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

2018 Miller Sponsors

The following Miller companies made additional contributions to the 2018 convention to help sponsor the Wednesday night Social Event and the beverages provided at Golf, Volleyball & Games. Thank you for your continuing support.

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

NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS BOARD OF DIRECTORS 2018 - 2019



Seated: John Johansen (Allied Representative); Theodore Heim Jr. (Chairman); Mark Munroe (1st Vice President); Steve Tardella (President); Nicholas DePalma (2nd Vice President); Karen Horton (Miller Representative). Standing: David Scruggs Jr.; Philip Zilka Jr.; Duane Bruinsma; Eric Metzendorf; Matthew Brehm; John Traynor; Jeffrey Barnhart. Missing from photo: Anthony Fodera; Ashley Koerner-Turner, Erin Ruhl; Edward (Ted) Lentz; J. Gerard Burns

National Association of Flour Distributors Inc.
Profit and Loss
August 2017 - July 2018

		Total
Income		
Membership Dues		59,800.00
Non-Profit Income		76.45
Allied/Supplier Sponsorship		23,775.00
Golf		8,900.00
Miller Sponsorship		12,750.00
Registration Income		148,205.00
Total Non-Profit Income	\$	193,706.45
Other Primary Income		78.00
Total Income	\$	253,584.45
Gross Profit	\$	253,584.45
Expenses		
Admin, Office Expenses & Supplies		1,844.14
Advertising & Website		517.19
Bank Charges		305.56
Convention Deposits - Prepaid		20,000.00
Convention Expense		
Admin Costs		605.69
Decor		12,568.25
Power & Lighting - Decor		2,321.58
Room Rental		9,706.28
Total Decor	\$	24,596.11
Entertainment		8,160.56
Exec Sec Expenses		1,978.54
Food & Beverage		
Beverages		23,494.34
Beverages Volleyball		677.74
Continental Breakfast		12,196.94
Dinners		57,597.79
Total Food & Beverage	\$	93,966.81
Golf		3,120.00
Golf Lunch		1,341.38
Golf Beverage Cart		844.07
Total Golf	\$	5,305.45
Misc Conv Exp		1,200.00
Photography		1,500.00

Registration Gift/Room Amenity		2,816.82
Total Misc Conv Exp	\$	5,516.82
Net Room Credit		-2,439.68
Site Visit		6,206.69
Speakers		23,155.96
AV		4,747.89
Total Speakers	\$	27,903.85
Tournament Prizes		743.46
Volleyball & Other Games		430.00
Total Convention Expense	\$	172,974.30
Dues NAW & Kiplinger		4,460.00
Insurance		2,401.00
Interim Board Meeting		1,720.85
Other Miscellaneous Service Cost		94.87
Printing, publications, postage, & shipping		770.60
Professional Fees and other payments to independent contractors		
Honorariums		8,909.20
Professional Fees		33,395.85
Commission Adjust Room Rate		1,572.49
On-Site Fees - Convention		3,000.00
On-Site Fees - Interim		2,200.00
Total Professional Fees	\$	40,168.34
Tax Preparation		575.00
Total Professional Fees and other payments to independent contractors	\$	49,652.54
Total Expenses	\$	254,741.05
Net Operating Income	-\$	1,156.60
Other Income		
Interest Earned		30.71
Total Other Income	\$	30.71
Net Other Income	\$	30.71
Net Income	-\$	1,125.89

National Association of Flour Distributors Inc.
Balance Sheet
As of July 31, 2018

	Total
ASSETS	
Current Assets	
Bank Accounts	
Chase Checking	86,065.83
Chase Savings	77,227.85
Total Bank Accounts	\$ 163,293.68
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	\$ 0.00
Other Current Assets	
Undeposited Funds	0.00
Total Other Current Assets	\$ 0.00
Total Current Assets	\$ 163,293.68
TOTAL ASSETS	\$ 163,293.68
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Opening Balance Equity	90,405.38
Retained Earnings	74,014.19
Net Income	-1,125.89
Total Equity	\$ 163,293.68
TOTAL LIABILITIES AND EQUITY	\$ 163,293.68



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

100th ANNUAL CONVENTION

MAY 15 – 19, 2019

The Westin Cayman Islands Seven Mile Beach Resort & Spa

Grand Cayman

BUSINESS & SOCIAL PROGRAM

(Locations, times, and events subject to change)

WEDNESDAY, MAY 15

- 9:00 – 12:00 PM Board Meeting - (Galleon Ballroom A) - Continental @ 8:00 AM
- 1:30 – 4:30 PM Registration - (Lobby)
- 6:00 – 7:00 PM New Attendee Reception (Invitation Only – Terrace)
- 7:00 – 10:00 PM Welcome Reception & Dinner (TBD)

THURSDAY, MAY 16

- 7:30 AM Continental Breakfast (Governor's Lawn)
- 8:30 AM General Session (Governor's Ballroom A & B)
 - Call to Order/Pledge of Allegiance – 1st VP
 - Welcome – *Chairman of the Board*
 - Message from the President – *President*
 - Treasurer's Report – *Secretary/Treasurer*
 - In Memoriam – 2nd VP
 - New Member Introduction – 2nd VP
 - Activities Review – Activity Coordinators
 - Speaker Introduction – 1st VP
- 9:00 – 10:30 AM Spouse/Companion Continental (TBD)
- 9:15 AM Speaker: Jimmy Blackmon
- 10:15 AM Break
- 10:30 – 11:30 AM Speaker: Jimmy Blackmon
- 1:45 – 4:00 PM Volleyball (TBD) & Corn Hole (TBD)
- 7:00 – 10:00 PM Reception & Buffet Dinner (Old Grand House) (Buses depart hotel @ TBD)

FRIDAY, MAY 17

- 7:30 AM Continental Breakfast: (Governor's Lawn)
- 8:30 AM General Session (Governor's Ballroom A & B)

- 8:45 AM Speaker: David Friedman
- 10:00 AM Break
- 10:15 – 11:30 AM Speaker: David Friedman
- 11:45 AM Golfer’s Lunch - Golfers’ Only
- 1:00 - 5:30 PM Golf - Shotgun Start
- Evening **Dinner on Your Own**

SATURDAY, MAY 18

- 7:30 AM Continental Breakfast (Governor’s Lawn)
- 8:30 AM Speaker: Paul Meyers, ForesightCSI.com (Governor’s Ballroom A)
- 9:45 AM Break
- 10:00 AM Speaker: (TBD)
- 11:00 AM General Meeting (Governor’s Ballroom A)
 - Board of Directors Report – Chairman of the Board
 - General Meeting - President
 - Standing Committee Reports
 - Election of Officers & Board Members (if applicable)
 - Unfinished Business
 - New Business
 - Installation of Officers & Board (if applicable)
- 11:30 AM – 12:00 PM Board of Directors Meeting (Galleon Ballroom A)
- 6:00 – 6:55 PM Cocktail Reception (Governor’s Lawn)
- 7:00 – 7:30 PM Awards & Presentations (Governor’s Ballroom A & B)
 - Welcome – 1st Vice President/Convention Chairman
 - Presentations & Introductions - Chairman of the Board
 - Officer & Board of Directors Introductions
 - Contributors & Sponsors Introductions - President
 - Golf & Beach Awards – 1st Vice President
 - New Member Introductions – 2nd Vice President
- 7:30 – 10:45 PM Dinner Banquet/Entertainment (Governor’s Ballroom A & B)

Backup for in climate weather for Wednesday and Thursday is Governor’s Ballroom A & B
 The above is for informational purposes only. Times and events are subject to change.

PURPOSE

The purposes of this organization are to foster trade and commerce and the interests of those having a common trade, business, financial or professional interest, to secure freedom from unjust or unlawful exaction's, to procure uniformity and certainty in the customs and usage's of trade and commerce, and of those having a common trade, business, financial or professional interest; to settle and adjust differences between its members and others, and to promote a more enlarged and friendly intercourse among businessmen to advance the civic, commercial, industrial and agricultural interest of the territory where the corporation is situate and of the territories of its various members; to promote the general welfare and prosperity of such territories and to stimulate public sentiment to those ends; to provide such civic, commercial, industrial, agricultural and social features as will promote these purposes; and to do any other act or thing incidental to or connected with the foregoing purposes or in advancement thereof.

MEMBERSHIP

The board shall have the authority to categorize each member according to his/her employer's focus and/or their roles within their employer's organization. At the discretion of the board, this classification may be used to set the rights and responsibilities of each member.

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



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

Future Conventions

Mark Your Calendar



100th Annual Convention – 2019

The Westin Grand Cayman Seven Mile Beach Resort & Spa

Seven Mile Beach, Cayman Islands

May 15 – 19, 2019

www.westingrandcayman.com/

101st Annual Convention – 2020

Omni Hilton Head Oceanfront Resort

Hilton Head Island, South Carolina

May 13 – 17, 2020

www.omnihotels.com/HiltonHead

102nd Annual Convention – 2021

The Ritz Carlton, Amelia Island

Amelia Island, Florida

May 12 – 16, 2021

www.ritzcarlton.com/Amelia_Island

www.thenafd.com