



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

**THE
FLOUR
DISTRIBUTOR**

PUBLISHED BY

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

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THE FLOUR DISTRIBUTOR

Letter from the President

January 2024

Dear NAFD Friends,

On behalf of the Board of Directors of the NAFD, I would like to wish you a Happy New Year! It's the time of year for reflection and goal setting. Our family is blessed with a great business, happy children, and an abundance of friends. I include you in that group and consider my experiences with the NAFD as a true gift in my life.

Our goal is to see that the joys in our life continue in 2024. As we've learned through our speakers, goals need to be SMART: Specific, Measurable, Achievable, Relevant and Time-bound. I'm not sure how to measure my friendships with the NAFD members, but I'm going to use the number of familiar faces at our annual convention as my tool!

Eric and Lauren Metzendorf are planning a fantastic event for us at the newly-renovated Don CeSar this May. The amazing speakers presenting during our business programs will fill our days, and the networking dinners will keep us going past sunset. We are testing the waters with QuickChat: Top-to-Top Sessions this year, and I encourage you to register and participate in this tabletop event. Overall, it will be a wonderful convention that should not be missed.

Wishing you a successful, happy, and healthy 2024, no matter how you measure it!

Hope to see you soon in St. Pete Beach, Florida,

Ashley

Ashley Koerner
President

THE NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS INC.

2023-2024 BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD

STEVE TARDELLA

Oak Park, IL

OFFICERS

(Terms Expire 2025)

ASHLEY KOERNER - President

New Orleans, LA

ERIC METZENDORF – 1st Vice President

Jackson, MI

R. DAVID SCRUGGS, JR. - 2nd Vice President

Little Rock, AR

RICH WISE - Secretary/Treasurer

Greenville, WI

ADVISOR TO THE BOARD

Robert M. Olender

Royal Oak, MI

IMMEDIATE PAST PRESIDENTS

(Term Expires 2025)

Philip S. Zilka

Hunker, PA

(Term Expires 2027)

Steve Tardella

Oak Park, IL

(Term Expires 2029)

Nicholas DePalma

North Bergen, NJ

ALLIED REPRESENTATIVE

(Term Expires 2025)

John Johansen

Saddle Brook, NJ

MILLER REPRESENTATIVE

(Term Expires 2024)

Sheena Dau

Elkhorn, NE

ELECTED DIRECTORS

(Terms Expire 2024)

Matthew Brehm

Yonkers, NY

Duane Bruinsma

Crete, IL

Theodore (Ted) Heim, Jr.

Dear Park, NY

(Terms Expire 2025)

Kevin Johnson

San Antonio, TX

Pamella Palmer

Jamaica, West Indies

(Term Expires 2026)

Erin M. Ruhl

Hanover, MD

John D. Traynor

Hamilton, ONT, Canada

2023 – 2024 STANDING COMMITTEES

Executive Board – Ashley Koerner, Eric Metzendorf, David Scruggs, Jr., Rich Wise, Steve Tardella

Nominating – Nicholas DePalma, Steve Tardella, Philip Zilka Jr.

Finance & Audit – Kevin Johnson

**Membership & Publicity – R. David Scruggs, Jr.,
Sheena Dau, John Johansen, John Traynor, Rich Wise**

Government Regulations & Trade Practices – James Gallagher Jr.

Constitution & By-Laws – Matthew Brehm, Theodore Heim Jr., Robert A. Olender

OTHER COMMITTEES

Material Handling – Richard Wise, Alan Gardner

Liaisons to NAW – Eric Metzendorf & Theodore Heim, Jr.

Trade Journals – Troy Ashby

**Convention Site – Ashley Koerner,
Eric Metzendorf, R. David Scruggs, Jr., Rich Wise, Steve Tardella**

Technology – Ashley Koerner

Education – Jeremy Heim

2nd Century – Duane Bruinsma

Historical – Theodore Heim Jr., Theodore Heim Sr.

EXECUTIVE DIRECTOR

GERRI CRISTANTIELLO

GC Business Services LLC

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**NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.
BOARD MEETING**

**Saturday, October 14, 2023
Westin Michigan Avenue - Chicago, IL**

WELCOME – Chairman Steve Tardella



Chairman of the Board, Steve Tardella convened the meeting at 9:00 a.m. He welcomed and thanked the board members for their attendance.

ROLL CALL – Secretary/Treasurer Matthew Brehm

In the absence of Matthew Brehm, the roll call was taken by Steve Tardella. Those present and participating were:

Present: Board of Directors: Ashley Koerner (President); Eric Metzendorf (1st VP); David Scruggs, Jr (2nd VP); Steve Tardella (Chairman of the Board/Past President); Past Presidents: Erin Ruhl, Philip Zilka, Jr. – Directors: Duane Bruinsma, Ted Heim Jr., Kevin Johnson, Pamella Palmer, John Traynor, Allied Representative John Johansen; and Executive Director Gerri Cristantiello

Absent: – Nick DePalma (Past President); Matthew Brehm (Secretary/Treasurer); James Gallagher Jr.; Richard Wise; Miller Representative Sheena Dau; and Board Advisor Robert Olender.

A quorum was present to vote on all matters that came before the Board.

MINUTES - Secretary/Treasurer Matthew Brehm

In the absence of Matthew Brehm, The Minutes from the meeting held on May 15, 2023 in conjunction with the Annual Convention were presented to the Board for Approval. President Ashley Koerner made a motion to dispense with the reading of the minutes and accept them as submitted. The motion was seconded and unanimously passed.

TREASURER’S REPORT - Secretary/Treasurer Matthew Brehm

In the absence of Treasurer Matthew Brehm, President Ashley Koerner presented the Treasurer’s Report. She noted that the CD was up for renewal and it was transferred into the checking account. It is now in a separate CD and matures February 11, 2024.

The Profit & Loss report was also reviewed. Ms. Koerner reported on the Convention finances indicating that she had quite a lot of challenges between the change in venue (Ritz-Carlton Naples Beach to Ritz-Carlton Tiburon) and the change in the last evening dinner being off site because

there was another event at the resort. We also had a very good attendance which picked up as we got closer to the date. We tried to break-even, however, we netted a positive revenue of \$6,000.

It could have been a loss but due to the generous sponsorships of the members in addition to the sponsorship of the Convention & Visitors Bureau of \$5,000 and the resort's willingness to award us \$5,000 for 100% booking we came out ahead. We were also fortunate not to have had any penalties assessed to us.

Attached are the financial reports presented at the Board meeting.

A motion was made to accept the Treasurer's report. The report was seconded and passed unanimously.

EXECUTIVE DIRECTOR REPORT - Gerri Cristantiello



Ms. Cristantiello reported that membership renewals are coming in faster this year than in the past year. This was her first full year on her own and her only concern and hope is that we can work on retaining members. Perhaps adding additional programs or educational events might encourage member retention.

The reality is that our members join to attend the convention and there is that challenge of offering more. Other associations have the infrastructure and support to provide more benefits to their members. The bigger challenge for us is ensuring that distributors remain members of NAFD because if there are not many distributors, the allied members will not attend the convention. It was also suggested that we find the emerging distributors and encourage them to join. Focus should also be on the larger companies to learn what can we do for them to allow them to send employees from the various units/companies they have accumulated over the years.

It was acknowledged that when members do attend the convention, they certainly enjoy the camaraderie and networking. Some do come away disappointed that they didn't have enough time to meet everyone.

Mr. John Johansen suggested that the Allied Group be separated into two groups or categories: Allied of Services and Allied of Products & Ingredients and include a representative of both of these categories on the Board of Directors. The Board liked this idea and after a brief review of the By-Laws, Steve and Ashley will contact the Board Advisor Robert Olender for advice on a by-laws change and will further explore whether this suggestion is a viable option.

UNFINISHED BUSINESS

PRESIDENT'S REPORT – President Ashley Koerner



2023 CONVENTION REPORT

- The Ritz-Carlton Naples, Tiburon – Naples, Florida

GENERAL COMMENTS & REPORT

Ms. Koerner reviewed the survey that was compiled by Ms. Cristantiello. The survey was sent out to all attendees after the Convention (115 members). We received 41 responses.

This year and previous years we have had members wanting volunteer on either a committee or the convention. After some discussion, it was agreed that Ashley and Gerri will reach out to them to volunteer where needed.

Gerri also provided two years of data for future convention locations. It was very clear that the respondents want to have a Convention in the Florida Keys; the U.S. Caribbean Islands came in second. This information was collected for the benefit of Eric Metzendorf (2025 Convention) and David Scruggs who will be making recommendations and site selections for the 2026 and 2027 Conventions.

FUTURE CONVENTION & INTERIM BOARD MEETING SITES REPORT

SITE COMMITTEE REPORT

2024 CONVENTION REPORT (May 15-19, 2024)

2025 CONVENTION (May 13-18, 2025)

– 1ST Vice President Eric Metzendorf



2024 CONVENTION SITE – 2nd Vice President Eric Metzendorf

The location for the 2024 convention is The Don CeSar in St. Pete Beach, Florida from May 15-19, 2024. Mr. Metzendorf reported that he is working on some enhancements to the program for

the 2024 Convention. He reported that the speakers are all confirmed and are ready to be put on the website. He reviewed the program with mention that he is proposing to have tabletop sessions with the allied/millers and distributors. It is a pilot program. There will also be formal breaks added to each day's business session. The speakers are all dynamic presenters including one speaker who is an author of The Complaint Free World. We will also have a book signing.

Golf is not on site and there will be transportation to the golf course. All standing committees must provide a powerpoint presentation if they have a report. This will all be done on Saturday. The Board will also convene at the end of the convention for the election of officers.

We are also working on entertainment and making the last banquet less formal. Mr. Metezendof reported that he is working on having the pre-planning meeting at the Don CeSar in December with Gerri.

Proposal for Tabletop Sessions

Wednesday, May 15, 2024 | 1:00 – 4:30 pm

Eric reported on a pilot program to have tabletop sessions for Allied/Millers to meet with distributors and other Allied/Millers in 15-minute sessions. We can have a maximum of 25 tables; we will leave the scheduling and management of the times up to the tabletop representatives. There will be a fee of \$100 per table. We are allowing the representatives to bring sales materials and promotional items but not a large set-up. If we have more than 25 tables, we will determine who gets the tables based on the amount of sponsorships. Priority will be based on sponsorships. They will give us the names of companies they are interested in meeting. Allied and Millers will manage their own time slots but we will help facilitate the meetings. If there's 12 slots we want them to have at least 9 slots filled with meetings. This will also encourage people to arrive earlier and members can come in and walk around as well.

Tables would need to be set up before 1pm and there should be a registration packet for each tabletop. It was also suggested having snacks and beverages available.

The Board was in full agreement with this proposal and felt this could be an added benefit of attending our Convention.

There were a number of ideas provided for future tabletop sessions. Extending the time of the tabletop session, having a daily pass for staff members to attend just for the one day. Hopefully, this year's pilot program will have positive feedback so we can continue it next year and add this suggestions.

Lastly, the convention registration rates were discussed and Eric recommended that the registration fees remain the same as follows:

Before March 1

Individuals **\$1,225**

Member & Spouse/Guest **\$1,995**

Increase each amount by \$75 at each deadline for Individuals; \$100 for Member & Spouse/Guest

Continue to give the first time attendee in the Distributor category a 25% discount

Golf – The Golf fee will include golf, lunch, prizes and transportation. This will be based on the per-person fee that the golf course charges.

A motion was made, seconded and passed to approve Mr. Metzendorf's recommendation of keeping the registration fees the same as 2023 for the 2024 convention.

2025 CONVENTION SITE – 1st Vice President Eric Metzendorf

As for the 2025 Convention locations. Mr. Metzendorf reported that the Board had directed him to look for a property in the Florida Keys and Scottsdale, Arizona. The preference from the survey was to have the convention from Monday to Friday. The Board meeting would not be on Monday but possible on Tuesday. The rates are also less for Monday to Friday; preference was Wednesday to Sunday not opposed but there is a higher request according to the survey for Monday to Friday.

Eric and Lauren visited five sites in Florida from Miami to Key West and four sites in Scottsdale, Arizona. There has been an increase in hotel room rates. We were very fortunate to get in to The Don CeSar at such a low hotel room rate because the resort agreed to keep the same proposal from 2023 to 2024. The concern is that the hotel rates are increasing.

Eric reviewed 4 properties that he and Lauren felt were acceptable for NAFD members as follows: Casa Marina Key West; Cheeca Lodge & Spa in Islamorada, Florida; Hyatt Regency Gainey Ranch which is being renovated and renamed Grand Hyatt; and the Omni Scottsdale at Montelucia.

There was a high percentage from the survey conducted who want to go to Key West and it has been the same response for two years in a row.

Casa Marina Key West is located in Key West, close to the airport, walkable to the downtown area, and the renovation that they have done is phenomenal. It is a Hilton property. The room rates are \$550, including the resort fee. On the other hand, Cheeca Lodge & Spa is about 90 minute drive from Miami airport and a 2 hour drive to Key West, which means most people will want a car; it is in a secluded area of the Keys, and the room rate is \$425 including resort fee. He then provided his assessment of the Scottsdale, Arizona area. There were two properties that he felt were acceptable sites for an NAFD Convention. The Omni Scottsdale at Montelucia which is the base of Camelback Mountain and has a golf course on site; the other property is the Hyatt at Gainey Ranch and they are converting it to be a Grand Hyatt. It is absolutely stunning. You can see the golf course and the mountains. It is big yet feels very intimate. The room rates are \$425 including the resort fee.

The Board questioned whether the high room rate at Casa Marina, Key West will deter members from attending even though based on the survey, it is where the membership wants to go. There was continued discussion and analysis including past convention experiences.

After further discussion, it was recommended that Gerri go back to Casa Marina Key West and further negotiate the rate and concessions. If they come back favorably and within \$75 of Cheeca Lodge, she was asked to confirm Casa Marina Key West for our 2025 Convention. If the rates exceed our expectations she was asked to move forward with Phoenix/ Scottsdale, AZ either the Hyatt Gainey Ranch/The Grand Hyatt or the Omni Montelucia.



2024 Interim Board Meeting – David Scruggs, Jr., 2nd Vice President

There was a great deal of discussion for the 2024 Interim Board Meeting location and dates. Locations such as Cheeca’s Lodge in Islamorada and resorts in the Phoenix, AZ area were not thought to be feasible because the travel time is too long to get to for a 3 day meeting. The October dates were also discussed.

After much discussion about dates and location, it was agreed to keep the dates of October 17 – 20, 2024 with the Board meeting being held on Saturday, October 19, 2024 and that Gerri and David look into the following locations as options:

Broadmoor – Colorado Springs, CO; Charleston, SC; Nashville, TN and Hoboken, NJ

MILLER REPORT – Miller Representative Sheena Dau



In the absence of Miller Representative Sheena Dau, there was no report. It was pointed out that Sheena’s term expires at the 2024 Convention; the Miller Group will need to vote prior to the Convention for their next representative a 3-year term.

ALLIED REPORT – Allied Representative – John Johansen



Mr. Johansen expressed the group’s excitement about the tabletop sessions. It was felt that Eric has made this opportunity very attractive and inexpensive for companies to participate. Many people he has talked to are favorable and positive about it.

With regard to commodities and flour he felt that with so many changes, it is best to speak to your vendors and they will keep you apprised of the issues. He thanked the Board for their continued support.



CONSTITUTION & BY-LAWS COMMITTEE

– Committee Chairman - Matthew Brehm (Absent)

In the absence of Mr. Brehm, there were no revisions and no report at this time; however, Ms. Koerner reported that the by-laws will be revisited given the suggestion made by John Johansen about separating the Allied Members into two categories and adding a second Allied representative to the Board. Either Steve or Ashley will contact Mr. Robert Olender, Advisor and have a discussion on this topic with him. Mr. Heim suggested that we look at the Allied Membership and categorize the members into Allied of Services and Allied of Products & Ingredients before suggesting a change to the by-laws.

C. NOMINATING COMMITTEE

–Immediate Past President – Nick DePalma



In the absence of Mr. DePalma, Ms. Cristantiello reported that the following terms expire at the May 2024 Convention:

Miller Representative

Sheena Dau - Panhandle Milling

DIRECTORS

Theodore Heim Jr. - Intercounty Bakers

Duane Bruinsma - South Holland Bakery Supply

Since Director Matthew Brehm was elected Secretary/Treasurer at the 2023 Convention, his Director's position is now vacant. The Board has the option of filling this unexpired term. This led to further discussion about his company and it was reported that Mr. Brehm can finish his term on the Board if he is a member in good-standing until his term expires in May 2024.

Mr. Tardella had some conversations with Mr. Olender for advice as well as with Ms. Ashley. He will talk to Mr. Brehm and report the outcome to the Board.

(NOTE: After the Board meeting, Mr. Brehm resigned from the Treasurer's position to a Director's position; Mr. Richard Wise was appointed to Treasurer/Secretary position; and Mr. Kevin Johnson agreed to serve as Finance/Audit Chair)

Mr. DePalma will work on the slate of nominees to present for a vote at the Convention. The committee will review candidates, including those current expiring-term members, to fill any open positions.



2nd CENTURY COMMITTEE

- Committee Chairman - Duane Bruinsma

Mr. Bruinsma reported that he is glad to see the tabletop sessions being an addition to the Convention program for 2024. He will have a Committee meeting to explore some new ideas. He had suggested breakout sessions for the Convention but there have been differences of opinion and feedback; therefore he would like to hold off on this suggestion.

It was suggested that the 2nd Century Committee volunteer for the tabletop sessions as hosts as well as contacting members to meet with the tabletop representatives. Duane and Eric will work together on this part of the Convention program.

TECHNOLOGY COMMITTEE - Committee Chairman – Ashley Koerner

There was no new items to report.

NAW/ KIPLINGER COMMITTEE

– Committee Chairman – Eric Metzendorf

Mr. Metzendorf reported that we should continue with the membership with NAW and the subscription to The Kiplinger Report. Gerri provides the names of new members to The Kiplinger Report but unsure how they remove nonmembers. The Board agreed with her assessment and she will contact The Kiplinger Report and ask for the latest list of contacts they have for NAFD. We will be sure to provide them with the most up to date list and be sure that the NAFD nonmembers are removed. With regard to NAW, Gerri has not been receiving the monthly reports to send out to the membership.

The Board agreed to maintain NAFD membership in NAW and the subscription to The Kiplinger Report.

NEW BUSINESS

A. Membership Committee Report– R. David Scruggs, Jr.

Mr. Scruggs reported that we have 9 new members to review and accept as follows:

Allied

Ross Farren, Director, Corporate Accounts – Southern Champion Tray
Samuel Harding, Group Director, National Sales – Ryder System, Inc.
Christopher Rohr, VP of National Accounts – BakeMark USA LLC
Mitchell Todd, Midwest/Eastern Regional Manager – Lallemand NAB

Miller

Zach Johnson, National Account Executive – General Mills
Kristin Kaker, Sales Account Manager – Didion Milling Inc.
Salvatore Levanti, Director of Sales & Marketing – NutraSun Foods Ltd.
Matt Sullivan, National Account Manager – Didion Milling Inc.

Distributor

Jordan Stone, New Business Development & Senior Trader – Bedemco, Inc.

There was no rejection on approval of the above members. A motion was made, seconded, and passed to accept all the above membership applications.

Mr. Scruggs reviewed the list of delinquent membership dues and asked that the Board reach out and contact those members that they know. Gerri has reached out to them many times via email and some by telephone.

Name Changes

George R. Ruhl & Son Inc. is now Bakemark llc

Tri State Specialties is now Tri State Specialties | Purchasing Alliance

B. Gardner/Tanner Awards – Ashley Koerner, President

No report

C. Honorariums

A motion was made to keep the director honorariums at \$500 for those board members present at the Interim Board Meeting. The motion was seconded and passed unanimously.

In regard to the Board dinner the night prior, it was suggested that NAFD pay for it. The total amount including the gratuity was under \$2,000. Mr. Metzendorf made a motion that NAFD pay for dinner. The motion was seconded and unanimously passed. Gerri will submit for reimbursement. The Board agreed not to establish this as a policy but instead to vote on it yearly.

D. Executive Director Contract

Ms. Gerri Cristantiello submitted her new contract to President Ashley Koerner and Chairman of the Board Steve Tardella. She was excused as the Board discussed her contract. Once she returned she was advised that her new contract was unanimously approved as proposed and accepted for the two-year term (January 1, 2024 – December 31, 2025) indicated in the contract. Ms. Cristantiello thanked the Board for their continued trust in her.

E. Concern Worldwide

Ashley reported that she was contacted by Satin Fine Foods who connected her with a company called Concern USA and they have asked that NAFD consider electing them (Concern USA) as an official nonprofit humanitarian charity of the NAFD. Ashley responded that we too are nonprofit and we do not have it in our budget to have other charities under our umbrella and that she would bring it to the Board for discussion. The Board agreed not to pursue this opportunity as there are other charities as well.

DATE OF NEXT MEETING

The Board agreed that if there were any concerns regarding approval of members or any other areas that need to be discussed the winter meeting would be held via email or virtual.

The next meeting would be held on Wednesday, May 15, 2024 beginning with breakfast at 8:00 am at The Don CeSar in St. Pete Beach, Florida.

ADJOURNMENT

There being no other business before the Board, the meeting was adjourned at 11:40 am

2023-2024 NAFD OFFICERS & BOARD OF DIRECTORS

Officers

President

Ashley Koerner

1st Vice President

Eric Metzendorf

2nd Vice President

David Scruggs, Jr.

Secretary/Treasurer

Richard Wise

Past Presidents

Nicholas DePalma | Steve Tardella | Philip S. Zilka, Jr.

Directors

Matthew Brehm | Duane Bruinsma

Theodore Heim Jr. | Kevin Johnson | Pamela Palmer

Erin M. Ruhl | John Traynor

Director Miller Representative

Sheena Dau

Director Allied Representative

John Johansen



2023-2024 NAFD Board of Directors

Left to Right: John Johansen (Allied Representative), Steve Tardella (Chair), Nicholas DePalma (Immediate Past President), Theodore Heim Jr., Philip Zilka Jr., James Gallagher Jr., Kevin Johnson, Duane Bruinsma, Ashley Koerner (President), David Scruggs Jr. (2nd Vice President), John Traynor, Erin Ruhl, Sheena Dau (Miller Representative), Pamella Palmer, Richard Wise, Matthew Brehm (Secretary/Treasurer), and Eric Metzendorf (1st Vice President).

National Association of Flour Distributors Inc.

Profit and Loss August 2022 - July 2023

	TOTAL			
	AUG 2022 - JUL 2023	AUG 2021 - JUL 2022 (PP)	CHANGE	% CHANGE
Income				
Credit Card Fee Income	-59.90		-59.90	
Discounts/Refunds Given	8.25	-2,003.35	2,011.60	100.41 %
Membership Dues	66,134.75	61,598.13	4,536.62	7.36 %
Non Profit Income	-822.92	2,040.11	-2,863.03	-140.34 %
Allied/Supplier Sponsorship	26,376.30	20,753.69	5,622.61	27.09 %
Golf	13,644.71	6,650.00	6,994.71	105.18 %
Miller Sponsorship	20,731.47	17,249.67	3,481.80	20.18 %
Other Convention Activities		1,200.00	-1,200.00	-100.00 %
Registration Income	194,619.80	134,628.15	59,991.65	44.56 %
Registration - Single		-1,015.00	1,015.00	100.00 %
Total Registration Income	194,619.80	133,613.15	61,006.65	45.66 %
Total Non Profit Income	254,549.36	181,506.62	73,042.74	40.24 %
Uncategorized Income	4,910.32	2,093.44	2,816.88	134.56 %
Total Income	\$325,542.78	\$243,194.84	\$82,347.94	33.86 %
GROSS PROFIT	\$325,542.78	\$243,194.84	\$82,347.94	33.86 %
Expenses				
Admin, Office Expenses & Supplies	1,699.69	2,555.51	-855.82	-33.49 %
Advertising & Website	574.18	172.69	401.49	232.49 %
Bank Charges	5,277.90	3,302.34	1,975.56	59.82 %
Convention Deposits - Prepaid	2,800.00	40,000.00	-37,200.00	-93.00 %
Convention Expense	161,626.69	2,255.92	159,370.77	7,064.56 %
Admin Costs	996.57	4,863.08	-3,866.51	-79.51 %
Exec Sec Expenses - ASUSA	694.92	95.26	599.66	629.50 %
Site Visit	2,340.57	3,158.91	-818.34	-25.91 %
Total Admin Costs	4,032.06	8,117.25	-4,085.19	-50.33 %
Decor		5,875.48	-5,875.48	-100.00 %
Entertainment	1,850.00	4,405.00	-2,555.00	-58.00 %
Food & Beverage		12,473.55	-12,473.55	-100.00 %
Beverages		23,233.66	-23,233.66	-100.00 %
Beverages Volleyball		1,476.03	-1,476.03	-100.00 %
Hospitality		46.73	-46.73	-100.00 %
Total Beverages		24,756.42	-24,756.42	-100.00 %
Dinners	41,016.88	12,947.38	28,069.50	216.80 %
Total Food & Beverage	41,016.88	50,177.35	-9,160.47	-18.26 %
Golf		9,231.71	-9,231.71	-100.00 %

National Association of Flour Distributors Inc.

Profit and Loss

August 2022 - July 2023

	TOTAL			
	AUG 2022 - JUL 2023	AUG 2021 - JUL 2022 (PP)	CHANGE	% CHANGE
Misc Conv Exp	2,229.88	1,455.62	774.26	53.19 %
Photography	2,292.95		2,292.95	
Registration Gift/Room Amenity		5,294.89	-5,294.89	-100.00 %
Spouse Event	267.95	1,062.61	-794.66	-74.78 %
Tournament Prizes	406.13	432.52	-26.39	-6.10 %
Transportation	5,403.84		5,403.84	
Volleyball & Other Games	1,426.00		1,426.00	
Total Misc Conv Exp	12,026.75	8,245.64	3,781.11	45.86 %
Speaker Fee	13,667.96		13,667.96	
AV		5,406.98	-5,406.98	-100.00 %
Speaker Expenses	3,581.79	152.91	3,428.88	2,242.42 %
Speakers - future deposit		11,053.83	-11,053.83	-100.00 %
Total Speaker Fee	17,249.75	16,613.72	636.03	3.83 %
Total Convention Expense	237,802.13	104,922.07	132,880.06	126.65 %
Dues NAW, ABA, Kiplinger	2,000.00	2,000.00	0.00	0.00 %
Insurance	2,450.00	2,450.00	0.00	0.00 %
Interim Board Meeting	2,971.79	3,462.41	-490.62	-14.17 %
Office/General Administrative Expenses		248.00	-248.00	-100.00 %
Printing, publications, postage, & shipping	841.69	589.66	252.03	42.74 %
Professional Fees and other payments to independent contractors				
Advisor Fee		750.00	-750.00	-100.00 %
Honorariums	8,500.00	7,500.00	1,000.00	13.33 %
Professional Fees - Assoc Svs USA	1,558.60	16,500.00	-14,941.40	-90.55 %
Commission Adjust Room Rate	6,296.60	4,332.37	1,964.23	45.34 %
Total Professional Fees - Assoc Svs USA	7,855.20	20,832.37	-12,977.17	-62.29 %
Professional Fees - GC Bus Svs LLC	25,500.00	19,500.00	6,000.00	30.77 %
On-Site Fees - GC Business	7,000.00	2,500.00	4,500.00	180.00 %
Total Professional Fees - GC Bus Svs LLC	32,500.00	22,000.00	10,500.00	47.73 %
Tax Preparation	700.00	600.00	100.00	16.67 %
Total Professional Fees and other payments to independent contractors	49,555.20	51,682.37	-2,127.17	-4.12 %
Total Expenses	\$305,972.58	\$211,385.05	\$94,587.53	44.75 %
NET OPERATING INCOME	\$19,570.20	\$31,809.79	\$ -	-38.48 %
			12,239.59	
Other Income				
Interest Earned	1,678.66	0.39	1,678.27	430,325.64 %
Total Other Income	\$1,678.66	\$0.39	\$1,678.27	430,325.64 %

National Association of Flour Distributors Inc.

Profit and Loss August 2022 - July 2023

	TOTAL			
	AUG 2022 - JUL 2023	AUG 2021 - JUL 2022 (PP)	CHANGE	% CHANGE
Other Expenses				
Other Miscellaneous Expense	300.00		300.00	
Total Other Expenses	\$300.00	\$0.00	\$300.00	0.00%
NET OTHER INCOME	\$1,378.66	\$0.39	\$1,378.27	353,402.56 %
NET INCOME	\$20,948.86	\$31,810.18	\$ -10,861.32	-34.14 %

National Association of Flour Distributors Inc.

Balance Sheet
As of September 30, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Chase CD	76,675.81
Chase Checking	195,302.56
Chase Savings	2,272.20
Total Bank Accounts	\$274,250.57
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	\$274,250.57
TOTAL ASSETS	\$274,250.57
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
DIFFERED CONFERENCE INCOME	31,305.00
Total Other Current Liabilities	\$31,305.00
Total Current Liabilities	\$31,305.00
Total Liabilities	\$31,305.00
Equity	
Opening Balance Equity	90,405.38
Retained Earnings	125,195.48
Net Income	27,344.71
Total Equity	\$242,945.57
TOTAL LIABILITIES AND EQUITY	\$274,250.57



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, which 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

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Future Conventions



104th Annual Convention – 2024

<http://www.thenafd.com/convention.html>



The Don CeSar

St. Pete Beach, FL

May 15-19, 2024

[Visit The Don CeSar Website](#)

105th Annual Convention – 2025



Casa Marina Key West – Key West, Florida

Wed. May 14 – Sun. May 18, 2025

Visit [Casa Marina Key West Website](#)

107th Annual Convention – 2027



Cheeca Lodge & Spa – Islamorada, Florida

Mon. May 10 – Fri. May 14, 2027

Visit [Cheeca Lodge & Spa](#)



106th Annual Convention – 2026

Location to be determined

Complete details at the 2024 Convention!