



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

**THE
FLOUR
DISTRIBUTOR**

PUBLISHED BY

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

Winter 2025 Edition

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THE FLOUR DISTRIBUTOR

Letter from the President Winter 2025

Dear NAFD friends,

Happy New Year! I hope this year brings you an opportunity for personal and business fulfillment, growth, and forward movement. That will certainly mean something different to each of us, but that different perspective makes us a great group.

A group of distributors, a group of competitors, a group of millers and allies, a group of old friends and of future business partners, that's the NAFD. I encourage you to invite someone who may fit into one of these categories to explore the opportunity for membership. The NAFD was built by our parents, grandparents, and past leaders. It's our responsibility to see that this great group continues to thrive. The NAFD means something different to all of us, and that different perspective brings value to our group.

Eric and Lauren Metzendorf are planning another terrific event at Casa Marina Resort in Key West, Florida. The newly renovated property features a private beach, spa, and full resort experience. The speaker and event line-up has been released and it looks like it will be one to remember. Per the survey results, we will continue to have the Top-to-Top sessions this year. The annual convention is sure to offer something for everyone, furnish space for idea and perspective sharing, and provide value for your business. Please register, book your room, and prepare to enjoy the warmth of the Florida sun.

I'm looking forward to seeing you soon,

Ashley

Ashley Koerner
President

THE NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS INC.

2024-2025 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 A. 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 2027)

Effective December 2024

David Rowe
Edgewood, WA

ELECTED DIRECTORS

(Terms Expire 2025)

Sheena Dau
Elkhorn, NE

Kevin Johnson
San Antonio, TX

Pamella Palmer
Jamaica, West Indies

(Term Expires 2026)

Uri Alcalay
Boca Raton, FL

Erin M. Ruhl
Hanover, MD

John D. Traynor
Hamilton, ONT, Canada

(Terms Expire 2027)

Duane Bruinsma
Crete, IL

Jeremy Heim
Deer Park, NY

Theodore (Ted) Heim, Jr.
Deer Park, NY

2024 – 2025 STANDING COMMITTEES

Executive Board – Ashley Koerner, Eric Metzendorf, R. 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

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

OTHER COMMITTEES

Material Handling – Jeremy Heim

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
228 Phelps Avenue, Cresskill, NJ 07626
(201) 657-1989
nafdcontact@gmail.com

NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.
BOARD MEETING
Saturday, October 19, 2024
Garden of the Gods Resort – Colorado Springs, CO

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 Richard Wise



The roll call was taken. Those present and participating were:

Present: Board of Directors: Eric Metzendorf (1st VP); R. David Scruggs, Jr (2nd VP); Richard Wise (Secretary/Treasurer), Steve Tardella (Chairman of the Board/Past President); Past Presidents: Nicholas DePalma, Philip Zilka, Jr. – Directors: Uri Alcalay, Duane Bruinsma, Jeremy Heim, Kevin Johnson, Pamella Palmer, John Traynor, Allied Representative John Johansen; and Executive Director Gerri Cristantiello.

Absent: – Ashley Koerner (President); Directors: Sheena Dau, Ted Heim Jr., Erin Ruhl; Miller Representative Peter Bisaccia; and Board Advisor Robert Olender.

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

MINUTES - Secretary/Treasurer Richard Wise

The Minutes from the meeting held on Wednesday, May 15, 2024 in conjunction with the Annual Convention were presented to the Board for approval. Mr. Eric Metzendorf made a motion to dispense with the reading of the minutes. The motion was seconded and passed unanimously.

Mr. Eric Metzendorf recommended that we allow for board members to participate virtually. There are several options available and resorts and hotels allow you to bring your own devices. Gerri was asked to research the cost of purchasing such device(s) so that we can have those Board Members who cannot be in person have the option of participating virtually.

TREASURER'S REPORT - Secretary/Treasurer Richard Wise

Treasurer Richard Wise reviewed the material that was distributed to the Board prior to the meeting as follows:

- Profit & Loss Statement August 1, 2023 - July 31, 2024 & Aug 1, 2024-Sept. 30, 2024
- Balance Sheet as of July 31, 2024 and as of September 30, 2024
- Profit & Loss Comparison August 1, 2022 – September 30, 2023 vs. Aug 1, 2023-September 30, 2024

The above reports were accepted as submitted.

Tax Preparations – New Accountant

Treasurer Richard Wise informed the Board that a new accountant has been hired and although our expenses were in the range of \$700 in the past, this accountant is a nationwide firm, CliftonLarsonAllen LLP (CLA), and the expense is \$3,000. What they are doing for us will make us a better organization in the future. They have already submitted our 990 form (taxes).

While submitting our Form 990, the accountant noticed that we are missing W-9 forms and 1099s. Going forward, Gerri and Rich will handle this process and will notify the accountant about the service providers who need to receive 1099s.

Because we have Jeremy Heim and Ted Heim Jr. on our Board, we needed to indicate that we have two family members on our board; this is to ensure that our Board is not made up solely of family members.

The firm also recognized that we do not have a Conflict of Interest Policy, Whistleblower Policy; nor a Document Retention & Destruction Policy. It is not required but it is recommended. Mr. Wise sent a document to Robert Olender, Esq. but Mr. Olender felt it was too complex. Ms. Cristantiello advised that she works with other large organizations who do not have these policies.

Another item that the accountant recommended is that we include a statement on all invoices that state membership and sponsorship dues are nondeductible. This will appear on all invoices and membership application forms.

Lastly, they recommend that we make our bylaws available on our website. The Board suggested that we add a statement on our website that states “by-laws are available upon request”.

During the Treasurer's report, a question was raised on the Profit & Loss Statement August 1, 2023 - July 31, 2024; this is the P&L that is submitted for our 2024 FY taxes. There is a line item under Income of Uncategorized Income \$36,787.27. This is the Deferred Conference Income of \$31,305, plus Credit Card Fees collected of \$5,482.27. The Deferred Conference Income was showing on our Balance sheet as a Liability because it was convention income that we collected from the convention that was not held in 2020.

CLA (our accountant) asked Gerri to make the journal entry adjustment of \$31,305 in Uncategorized Income instead of Convention Income so as to not skew this year's convention income. At this point, our Balance sheet is corrected and there is no liability of deferred convention income.

CD - Renews November 2024

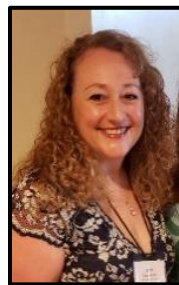
Treasurer Wise reported that our CD is coming due on November 11, 2024. We will not get 4.25% in the future; for a 9 month CD, Chase is reporting a 2% rate. Treasurer Wise recommended that NAFD use a money market account with Associated Bank where our funds could earn up to 4.5% interest a year. We would continue to use Chase Bank for our checking account. He recommended that we keep most of the funds in the money market account and transfer the amounts needed on an as needed basis into the Chase checking account.

Treasurer Wise made a proposal to create a second bank account (Associated Bank Money Market account) and be able to sweep money from Associated Bank account to Chase Checking Account. The Board can agree on a maximum number that should be kept in the money market account. We will be sure that we are insured on the funds. When the CD matures, the funds will be put in the money market account. The money market allows 6 transactions a month. When he needs to write checks he will sweep the money into the checking account.

The proposal made was seconded and passed unanimously.

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

EXECUTIVE DIRECTOR'S REPORT - Gerri Cristantiello



Ms. Cristantiello expressed her satisfaction with the progress of initiatives that were once just ideas, now becoming a reality. She highlighted the advancement of the NextGen Committee and the QuickChats (top-to-top sessions) as key examples of this positive momentum, which she views as important steps forward for NAFD's future.

She also acknowledged ongoing concerns regarding membership, particularly in light of the continuation of top-to-top sessions (tabletops). For these sessions to thrive, it's essential to attract more distributors, including smaller ones. She suggested several approaches to reaching these distributors, such as engaging with them at various trade shows and leveraging database research. While NAFD currently has a strong presence on the East Coast, there is an opportunity to expand its reach across the country. Although the database strategy may require a significant investment of time and resources, it could prove valuable in the long term.

Mr. Metzendorf noted that historically allied members have played a crucial role in attracting new distributors to the organization. Both Millers and Allied groups have done the best job in getting distributors because they have a clear understanding of who their customers are and can identify those who are not participating in NAFD. Mr. Metzendorf indicated that the continued success and sustainability of NAFD heavily depends on maintaining a strong distributor membership because our allied and millers are attending the convention because they want to connect with distributors and build long-term relationships. It was recommended that we collaborate with our allied and miller members to help identify potential distributor leads.

Mr. DePalma suggested that we explore advertising in industry trade magazines. In the past we received significant media attention from Sosland Publishing, and it was suggested that we contact them again this year for continued publicity.

Mr. John Johansen will take the lead in contacting Sosland for further publicity opportunities. Mr. Metzendorf will work with Mr. Johansen and Sosland on this initiative.

PRESIDENT'S REPORT – President Ashley Koerner



In the absence of Ms. Ashley Koerner, Gerri presented her report. Ms. Koerner was very pleased with this past convention including the new addition of the QuickChat Top-to-top sessions. Ms. Cristantiello read the report that Ms. Ashley Koerner provided via email:

First and foremost, I'd like to thank Eric and Lauren for the hard work and attention to detail in organizing our convention in St. Pete.

The feedback from our members indicates that all aspects of the programming were well received. The increase in the number and variety of the speakers was definitely appreciated. Having partner organizations, like the National Association of Wholesaler-Distributors (NAW), present will be a boost for both associations, and we should continue to encourage that type of collaboration. We all know how hard it is to please owners, salespeople, allied members, and millers at the same time. The variety of topics made sure that we did our best. Nice job on that element.

The top-to-top discussion - certainly a challenge to coordinate, but it was very successful. Eric and Gerri will make a few modifications for the future, and we will continue to offer this option at the next convention. We all acknowledge that there is an ever-increasing demand for companies to show value and return on their convention spending and sponsorship money. Not only does this check a box for the big firms to justify sending members, but it also provides some actual one-on-one networking. Great work on this.

UNFINISHED BUSINESS

2024 CONVENTION REPORT – Don CeSar, St. Pete Beach, Florida – 1ST Vice President Eric Metzendorf



2024 CONVENTION P&L – 1st Vice President Eric Metzendorf

Mr. Eric Metzendorf reviewed the Convention P&L and reported that this year’s convention produced a surplus of \$23,000. We cannot rely on convention fees to break even; we do rely on the sponsorships which have helped us tremendously in the past few years. These sponsorships not only provide vital support but also offer valuable visibility to the sponsoring companies, creating a mutually beneficial partnership for both NAFD and the company. We display their company names both on site as well as on the presentation made and will continue to do that. Our fees are still considerably affordable where we charge \$1,500 per member yet other similar organizations charge upwards of \$3,000 per person for their convention.

2024 CONVENTION SURVEY ANALYSIS – 1st Vice President Eric Metzendorf

The responses to our survey were generally positive, with some feedback regarding the top-to-top sessions. There were concerns about the tabletops being held on the first day, as many attendees were not satisfied with the timing.

The Commodity speaker received lower ratings this year compared to previous years. Although cybersecurity seemed like a very important topic, the way it was presented could have been better. Additionally, only 40% of our members are completing the survey, though they do share valuable feedback. We email the survey once, followed by two reminders to encourage participation.

Mr. Uri Alcalay suggested that we should be more mindful of who’s attending the convention when selecting topics. While cybersecurity is an important topic, it may not be the most relevant subject for our attendees. On the feedback regarding food and beverage, it is typically good and location is also the same. Hopefully this year the hotel is getting high marks all around as it is completely renovated and it is reflected in the per night price.

2025 CONVENTION REPORT – 1st Vice President Eric Metzendorf Casa Marina Resort, Key West, Florida- May 14-18, 2025

Mr. Eric Metzendorf reported that the 2025 Convention Program is mostly planned. The social agenda is fairly planned we have some items to finalize. We have simple themes (Havana Nights / Margaritaville Night) for each evening’s social agenda. Mr. Metzendorf reviewed the Convention Program that he has currently planned. He noted that there won’t be a volleyball tournament. Regarding the top-to-top sessions, suppliers will be requesting appointments with the

distributors. We will work with the committee on this session. We are concerned about the high costs of the food and beverage; but Eric reported that Gerri does a great job working with the hotel and coming up with a compromise of price and food to meet our budget.

Mr. Johansen asked if there is an age group to participate in the NextGen Committee Luncheon. Mr. Bruinsma reported that he was unsure whether we need to identify an age group. Ms. Cristantiello's impression is that this group is the next generation of family-owned businesses. Yes there is also a next generation of millers and allied; perhaps the age group could be 50 and under. We also don't want this NextGen Conference to be the same as other associations programs for NextGen. We want to differentiate ourselves from the other Next Generation programs. Mr. Tardella commented that it can also include someone who comes in to a corporate structure that wasn't there before. We use this as an opportunity to bring other members in their company to help us grow. We can reach out to our members and ask who is in line for senior management at their company. VP of Sales, etc. the idea is to generate more people to be part of our organization. The session at the Convention may be hybrid (in person and virtual) for those participants who cannot attend the convention.

The Board was very pleased with the program that Eric put together.

Registration Fees (current: \$1,995 /\$1,225; Nonmember Add \$500 to rate; Golf \$250; Tabletop \$100 unless a Gold or Platinum Sponsor) First Time Distributor Category (25% off registration fee)

Mr. Metzendorf reported that he is concerned because the food cost is very high. He is recommending that we increase the registration rates but also felt this may not be the year to increase the rates. Gerri reviewed a chart which showed the last decade+ of registration fees.

He is seeking the Board's feedback. Gerri also noted that all members across the categories (Distributor, Allied, Miller) pay the same rate. This may be a topic for another time to discuss. The hotel rate is also high.

After much discussion and suggestions, Eric made a proposal to increase the Member rate from \$1,225 to \$1,295 and Nonmember add \$750 to the rate. He also proposed that if someone wants to bring a guest for an evening that they are charged \$250/night

The proposal was seconded and unanimously approved.

	2025 Registration Fees		
	Prior to March 1st	March 1st thru 31st	after April 1st
Member & Spouse	\$1995	\$2095	\$2195
Member - Individual	\$1295	\$1375	\$1450

Non-Member: Add \$750 to applicable respective rate above

Sponsorship Fees Donor <\$750; Bronze: \$750; Silver: \$1,500; Gold: \$3,000; Platinum \$5,000

The sponsorship fees and tiers will be kept the same. Include additional events and encourage companies to increase their sponsorships to the next tier.



2026 Convention– 2nd Vice President R. David Scruggs, Jr.
May 13-17, 2026

Mr. David Scruggs reported that Gerri continued to work with the Arizona Biltmore on a contract and the contract was signed by Ashley Koerner. It is a beautiful resort with great history.

Room Rate: \$349 plus a room attendant fee of \$3/day and a historic preservation fee of \$11/day
Attrition 15% (Total block is 482 rooms -15% attrition means must use 410 rooms) Cut-off date is April 11, 2026 | Check in 4pm ; Check out 11:00 am

In addition to the group room rate and fees, there is a daily resort fee of **\$45.00** per room, per night to cover the following items, services and/or amenities:

- ❖ Fitness center access with fitness classes
- ❖ Guest basic internet access
- ❖ 2 bottles of water, refreshed daily
- ❖ 1-hour cruiser bike use, daily
- ❖ Admittance to The Twist water slide access
- ❖ Lawn Games
- ❖ Long distance access fees – no charge for credit card, toll free and collect calls

2027 Convention Site – 2nd Vice President R. David Scruggs, Jr.

As a reminder the Board agreed via email to have our 2027 Convention at Cheeca Lodge, Islamorada, Florida from **Monday, May 10 to Friday, May 14, 2027** at \$349/night plus \$30 resort fee/night. Note that the dates are a check-in Monday and check-out on Friday. This nightly rate was the rate they gave us for the 2025 Convention. Check-in is Monday, May 10 – Check out is Friday May 14. The room rate is \$349/night plus \$30 resort fee/night. Note that the dates are a check-in Monday and check-out on Friday. 20% attrition at 30 Days – 480 rooms (20% attrition must use 384 rooms).

2025 INTERIM BOARD MEETING – Secretary/Treasurer Richard Wise

Treasurer Rich Wise reported that he and Gerri had discussed some potential sites and wanted some input from the board. We looked at East Coast locations: Vermont, Rhode Island, and Boston. Would there be anything preventing us from doing an Interim Board meeting in Jamaica, Costa Rica, or Lake Tahoe. Traditionally, the Interim Board Meeting in October is an opportunity to look at various properties. The preference is to visit a site you want to see that you've never been to; separately the Board also prefers an easy in and easy out location. Also look at date of September instead of October depending on the location. If we want to have a Convention in Jamaica, then that would be an appropriate place for the Board to visit as an interim board meeting.

Board members shared their experience in choosing a location for an Interim Board meeting. Mr. Wise thanked the Board for their feedback and will work with Ms. Cristantiello on a location. We will keep the three locations of Vermont, Rhode Island, and Boston as options as well and will look at Jamaica and Lake Tahoe and possibly others.

MILLER REPORT – Miller Representative Peter Bisaccia



There was no report in the absence of Peter Bisaccia.

ALLIED REPORT – Allied Representative John Johansen



Mr. Johansen reported that he was pleased to report that the sponsorships for this past year's convention were successful for both groups. The Allied members remain a strong and vital part of NAFD, and it is important that we continue to recognize their contributions and support.

He also reported that his term as the Allied representative comes to an end at the 2025 convention, the vote for the next Allied representative will take place in January. In previous years, only a small number of individuals expressed interest, and those candidates were sent to the Allied Group to vote on their choice of representative.

Mr. Johansen also emphasized the increasing role of Allied members and the significant financial contributions from both the Allied and Miller groups. Given the growing number of Allied members, he suggested including two Allied representatives on the Board. Following up with the Allied group is a large undertaking. Securing sponsorships has been a significant effort this year, and Mr. Johansen extended his gratitude to Gerri for her exceptional assistance in securing these sponsorships. Having two representatives would ensure even stronger support for the group moving forward. Mr. Tardella supports this suggestion and asked that he discuss this with Ashley Koerner, President, as there may be a need for a bylaws change.

Regarding a report on commodities, it is important to pay close attention to your vendors, as it has been a particularly challenging one with numerous issues and moving parts. Crops across the board have faced difficulties, and many expected gains have not materialized as anticipated. It's been a turbulent year overall, and staying vigilant in managing vendor relationships is crucial to navigating these challenges successfully.

CONSTITUTION & BY-LAWS COMMITTEE

– Committee Chairman Theodore (Ted) Heim, Jr.

In the absence of Mr. Ted Heim, Jr. there was no report.

NOMINATING COMMITTEE

–Immediate Past President – Nick DePalma



Mr. DePalma thanked the new Board Members Jeremy Heim and to Uri Alcalay for accepting their role as Directors and welcomed them to their first meeting. He reported that we have a complete Board and that there are no vacancies on the Board.

There will be three directors whose term expire at the May 2025 convention: *Sheena Dau*, *Kevin Johnson*, and *Pamella Palmer*. The committee will review candidates, including those current expiring-term members, to fill any open positions. In addition, all Officers and the Chairman terms expire as well as one Past President. The committee will review potential candidates, including those current expiring-term members, to fill any open positions.

2nd CENTURY COMMITTEE - Committee Chairman - Duane Bruinsma



Mr. Bruinsma reported that for the last few months, the Committee has been working on a survey to determine if there is interest in having a two-day networking conference for the Next Generation of leaders. The survey was emailed to all members. We received 33 responses. From the 33 responses the majority would attend. The highest response for location was Nashville, TN followed by Napa Valley, CA and Orlando, FL, a close third. It seemed most would not take their spouse, and the winter months (January – March) would be most preferred. He thanked Gerri for getting the survey complete and providing a summary of the responses. It is not feasible to get this conference underway for Jan-March 2025 so we are looking at 2026 as a potential timeframe. It does need to right type of speakers and program which needs further discussion.

The Board discussed this concept and suggested to look for speakers internally before bringing outside speakers in. Roundtable discussions might be a great option. There were also concerns that if they attend the NextGen conference they may not be able to attend the Annual Convention and keeping in mind that our real goal is to have more members attend the Annual Convention. Some Board members felt it is not a financial matter but more of the content of the program. It was also suggested that it may be more successful if it is turned into a weekend family opportunity since this generation are seeing more and more spouses working. Other suggestions were to hold the conference during the week.

It was felt that there is a need for more discussion at the upcoming Annual Convention by having a roundtable discussion to determine the future of such a conference. A suggestion was also made to make this conference hybrid. Another suggestion was to hold a one day conference during the same time as the Interim Board Meeting. They can stay the entire weekend or they can leave on Friday afternoon. This would give them the option of bringing their spouses and children.

After much discussion, it was agreed as a start to have a session for the next generation at our 2025 convention. Suggestions were to have a simple meeting, to a roundtable discussion, or bring in a speaker geared to the next generation.

TECHNOLOGY COMMITTEE - Committee Chairman Ashley Koerner

In the absence of Ms. Koerner there was no report.

NAW/KIPLINGER REPORT COMMITTEE – Committee Chairman – Eric Metzendorf

Gerri reported that currently all our members are receiving the Kiplinger report but the person that Tim and she were working with has retired and she is working on retaining this subscription for the benefit of our members.

OTHER UNFINISHED BUSINESS

Richard Wise reported that Jeremy Heim will chair the **materials handling committee**. He is also on the educational Committee but has not been active. There are some committees that are not as relevant. These committees will be reviewed. We are seeking a chair for Government Relations.

NEW BUSINESS

MEMBERSHIP COMMITTEE REPORT

Acceptance of New Members:

FName	LName	Job Title	Company	Category
Russ	Asaro		HFB USA (Healthy Foods Brands)?	A
Tim	Bruinsma	Sales Manager	South Holland Bakery Supply	D
*Mitch	DuFour	Regional Sales Manager	Domino Foods, Inc.	A
Will	Gano	President	Bear Stewart	D
Jean Charles	Madour	Retail Sales Manager – Canada	Lallemand	A
Robert	Paulk	Sales Manager	MOI Foods USA	A
Jeremy	Smith	CFO	Valley Cooperative Assn	D
*Sheryl	Wallace	CEO	Ardent Mills	M
Tim	Webster	CEO	Farmer Direct Foods llc	M

Russ Asaro only paid for his dues but no application was attached to the payment

***Mitch DuFour** has replaced Paul Faia who retired

***Sheryl Wallace** has replaced Dan Dye who retired

A motion was made, seconded and passed to accept all of the above applications, except for Russ Asaro. Once we receive the application for Russ, the Board will approve it virtually.

Not Renewing

- Theresa Albano – A. Oliveri & Sons
- Paul Faia – Domino Foods (retired and replaced with Mitch DuFour)
- Dan Dye – Ardent Mills (Retired and replaced with Sheryl Wallace)
- Stephen Push – Legacy Foodservice Alliance
- Bradley Heald – King Arthur Baking Company (Retired)

Delinquent in Dues

187 Members in May 2024 – Includes 4 Honorary and 1 Staff
Received **8** New Members bringing the total to **195**

4 Honorary Members & 1 Staff Member (Gerri)

101 Have renewed

8 New Members

5 are not renewing

76 Waiting on Renewal Dues

Gardner/Tanner Awards, President Ashley Koerner

No report.

Honorariums, Chairman of the Board Steve Tardella

Mr. Tardella noted that each year the directors who are present at the interim board meeting receive a \$500 honorarium. Additionally, last year NAFD paid for the dinner that they attended as a group the night before. Mr. Tardella proposed that NAFD pay for the Board dinner held the previous evening and to keep the director honorariums at \$500 for those board members present at the Interim Board Meeting. The motion was seconded and passed unanimously.

ATTRITION FOR GARDEN OF THE GODS HOTEL

Gerri reported that we did not meet our hotel attrition of the hotel room nights. It appears that we are close at 38 and not the 44 that we had committed; these changes have occurred within the last week. She is continuing to work with the hotel in the hope that they will not make us pay for these rooms and negotiating with the team as to other ways to make up for this attrition. She will keep the Board posted as to the outcome.

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 there would be a virtual meeting held. The next in person Board meeting will be held on Wednesday, May 14, 2025 at Casa Marina Key West, Florida.

ADJOURNMENT

There being no other business before the Board, the meeting was adjourned at 12:10 pm.

Respectfully Submitted,

Geraldina (Gerri) Cristantiello
Executive Director

National Association of Flour Distributors Inc.

Profit and Loss

August 2023 - July 2024

	TOTAL
Income	
Membership Dues	62,999.43
Non Profit Income	1,793.89
Allied/Supplier Sponsorship	35,748.97
Golf	9,757.53
Miller Sponsorship	22,289.06
Other Convention Activities	-1,000.00
Registration Income	153,749.34
Total Non Profit Income	222,338.79
Uncategorized Income	36,787.27
Total Income	\$322,125.49
GROSS PROFIT	\$322,125.49
Expenses	
Admin, Office Expenses & Supplies	1,620.01
Advertising & Website	188.89
Bank Charges	5,718.25
Convention Deposits - Prepaid	199,606.04
Convention Expense	3,400.51
Admin Costs	
GCBusiness Expenses	3,375.21
Site Visit	5,019.18
Total Admin Costs	8,394.39
Entertainment	4,290.00
Golf	6,101.79
Misc Conv Exp	2,807.75
Registration Gift/Room Amenity	1,545.78
Spouse Event	300.00
Total Misc Conv Exp	4,653.53
Speaker Fee	18,086.75
Speaker Expenses	1,834.51
Total Speaker Fee	19,921.26
Total Convention Expense	46,761.48
Dues NAW, ABA, Kiplinger	2,000.00
Insurance	2,539.83
Interim Board Meeting	5,072.02
Printing, publications, postage, & shipping	1,641.78
Professional Fees and other payments to independent contractors	3,300.00
Honorariums	6,500.00
Professional Fees - GC Bus Svs LLC	31,000.00
On-Site Fees - GC Business	6,500.00
Total Professional Fees - GC Bus Svs LLC	37,500.00

Cash Basis Wednesday, October 9, 2024 01:26 PM GMT-04:00

1/2

National Association of Flour Distributors Inc.

Profit and Loss

August 2023 - July 2024

	TOTAL
Tax Preparation	700.00
Total Professional Fees and other payments to independent contractors	48,000.00
Total Expenses	\$313,148.30
NET OPERATING INCOME	\$8,977.19
Other Income	
Interest Earned	1,531.07
Total Other Income	\$1,531.07
NET OTHER INCOME	\$1,531.07
NET INCOME	\$10,508.26

National Association of Flour Distributors Inc.

Balance Sheet
As of July 31, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Chase CD	78,206.00
Chase Checking	176,935.53
Chase Savings	2,272.59
Total Bank Accounts	\$257,414.12
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	\$257,414.12
TOTAL ASSETS	\$257,414.12
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
DIFFERED CONFERECE INCOME	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Opening Balance Equity	0.00
Retained Earnings	246,905.86
Net Income	10,508.26
Total Equity	\$257,414.12
TOTAL LIABILITIES AND EQUITY	\$257,414.12

National Association of Flour Distributors Inc.

Balance Sheet
As of September 30, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Chase CD	78,206.00
Chase Checking	193,397.74
Chase Savings	2,272.67
Total Bank Accounts	\$273,876.41
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	\$273,876.41
TOTAL ASSETS	\$273,876.41
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
DIFFERED CONFERECE INCOME	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Opening Balance Equity	0.00
Retained Earnings	257,414.12
Net Income	16,462.29
Total Equity	\$273,876.41
TOTAL LIABILITIES AND EQUITY	\$273,876.41

2024-2025 NAFD OFFICERS & BOARD OF DIRECTORS

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Ashley Koerner

1st Vice President

Eric Metzendorf

2nd Vice President

R. David Scruggs, Jr.

Secretary/Treasurer

Richard Wise

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Philip S. Zilka, Jr.

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Sheena Dau

Jeremy Heim

Theodore Heim, Jr.

Kevin Johnson

Pamella Palmer

Erin M. Ruhl

John Traynor

Director Miller Representative

Effective December 2024

David Rowe

Director Allied Representative

John Johansen



PICTURED: Top Row: Richard Wise, Ashley Koerner, Kevin Johnson, Pamela Palmer, R. David Scruggs, Jr.;
Front Row: Philip Zilka, Steve Tardella, Ted Heim, Jr., Eric Metzendorf, John Johansen, Nicholas DePalma
Not Pictured: Uri Alcalay, Peter Bisaccia, Duane Bruinsma, Sheena Dau, Jeremy Heim, Erin Ruhl, and John Traynor



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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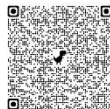


Economic Outlook



Scott Colbert
Commerce Bank

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Spouses Breakfast



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Golfers Luncheon



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105th Annual Convention – 2025

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



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



Casa Marina Key West

Key West, Florida

May 14 - 18, 2025

[Casa Marina Key West Website](#)

106th Annual Convention – 2026



Arizona Biltmore – Phoenix, Arizona

Wed. May 13 – Sun. May 17, 2026

Visit [Arizona Biltmore Website](#)

107th Annual Convention – 2027



Cheeca Lodge & Spa – Islamorada, Florida

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