



Feeding Bodies. Fueling Minds.™

A note from the Minnesota School Nutrition Association Industry Advisory Board:

Dear friends,

This is a very exciting time to be a part of the school foodservice industry in the state of Minnesota. The Minnesota School Nutrition Association (MSNA) represents over 3000 school nutrition professionals across the state who work together to help provide high-quality, low-cost meals to students. With Wendy Knight, RD, SNS serving as MSNA President, and with our membership numbers at an all-time high, the value and impact of MSNA membership is great.

We consider MSNA to be a very important conduit for networking, learning and creating critical partnerships in the K12 segment. We enjoy seeing how our contributions to MSNA help the hard working school nutrition professionals in our state, whether it has to do with menu planning and ingredient sourcing, designing and equipping kitchens, training and protecting the workers, or providing any one of a myriad of other goods and services. We are all rewarded by working together to help provide safe, healthy & nutritious meals for our kids.

This coming year will be full of great conferences, committee meetings and events where you can join other foodservice professionals continuing to impact the children in our schools. We hope you will consider participating in and supporting others on.

**Additionally, we are excited to announce a change in the membership plan options providing an opportunity for elite membership! These members will be recognized at all MSNA events the entire year as going above and beyond in support of MSNA.**

Please take a moment now to submit your 2018 MSNA Industry application and join us as we continue to collaborate and energize with all members of MSNA.

*"Nobody is better than your best, but your best will make us all better."*

*~Sean Corvelle, MC World's Toughest Mudder*

Our best to you in the coming year –

Wendy Wojtysiak-Erickson-MSNA Industry Chair, Upper Lakes Foods, Inc

Mary Ann Dammann-Key Impact Sales

Mike DeRosia, Vader & Landgraf, Inc

Dave Giancristoforo-GVM Food Marketing

Steve Martel-General Mills

Mark Stevenson, Primero Edge/Cybersoft Technologies

Dee Townsend, Apex Commercial Kitchen



# Minnesota School Nutrition Association (MSNA)

## 2018 Corporate Industry Partner

### Membership Application

**PLEASE PRINT:**  
Membership Contacts: (2 per membership)

**Primary Contact:**

Company: \_\_\_\_\_  
 Broker: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax# \_\_\_\_\_  
 E-Mail:(required) \_\_\_\_\_

**Secondary Contact:** (Must be in same company)

Company: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax# \_\_\_\_\_  
 E-Mail:(required) \_\_\_\_\_

Check one:

New Member \_\_\_\_\_  
 Renewal \_\_\_\_\_                      Membership Number \_\_\_\_\_

Choose Membership Package:

- |   |           |
|---|-----------|
| _____ <b>Industry Partner</b>   | \$400.00  |
| <ul style="list-style-type: none"> <li>• Membership only</li> </ul>   |           |
| _____ <b>Premier Partner</b>  | \$1150.00 |
| <ul style="list-style-type: none"> <li>• Membership</li> <li>• 1 exhibit booth at 2018 State Annual Conference</li> </ul>   |           |
| _____ <b>Elite Partner</b>  | \$2200.00 |
| <ul style="list-style-type: none"> <li>• Membership</li> <li>• 1 exhibit booth at 2018 State Annual Conference</li> <li>• 1 registration for 2018 SNIP Conference</li> <li>• Sponsorships for all events</li> <li>• Listing on sponsorship page in Thymes and for events</li> </ul> |           |

*Membership dues are January 1- December 31, 2018*

Check your company description(s):

This will be used for the search engine on MSNA Website

- |                                 |                              |
|---------------------------------|------------------------------|
| _____ Beverages                 | _____ Broker                 |
| _____ Clothing                  | _____ Computer Hardware      |
| _____ Computer Software         | _____ Consultant/Architect   |
| _____ Dairies                   | _____ Dealer                 |
| _____ Distributor               | _____ Education/Training     |
| _____ Equipment Repair Services |                              |
| _____ Equipment Large           | _____ Equipment Small        |
| _____ Food/Dry Goods            | _____ Food/Fruits/Vegetables |
| _____ Food/Snacks               | _____ Furniture/Food Courts  |
| _____ Manufacturer              | _____ Manufacturer's Rep     |
| _____ Janitorial                | _____ Paper Supplies         |
| _____ POS Equipment             | _____ Promotional Items      |
| _____ Resource Agency           | _____ Service Agent          |
| _____ Uniforms                  | _____ Other _____            |

**Mail your completed application and payment to:**  
**MSNA Industry Membership**  
**21997 County Road 141**  
**Kimball, MN 55353**

**Payment Information:**  
**1. Checks payable to: MSNA**

Credit Card-Visa, MasterCard, Discover, AmEx

\*Name on Card: \_\_\_\_\_  
 Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_  
 \*Credit Card Billing Address: \_\_\_\_\_  
 \*City: \_\_\_\_\_ \*State: \_\_\_\_\_ \*Zip: \_\_\_\_\_  
 Signature: \_\_\_\_\_  
 Date: \_\_\_\_\_

**\*Billing address must match card holder name**



## *MSNA 2018 Industry Membership Benefits*

The Minnesota School Nutrition Association (MSNA) is the professional association for school food service employees and allied groups in our state.

- Who Can Join?  
Organizations or Industry vendors that provide goods and services to school nutrition professionals and child nutrition programs.
  - Manufacturers of food or beverage products
  - Equipment manufacturers
  - Computer hardware/software and other technology companies
  - Foodservice suppliers and small ware companies
  - Brokers and Distributors
  - Organizations that provide consulting services to the school nutrition profession
- Company membership includes two transferable memberships.

### Membership Levels

- Elite Partner Membership: Annual Dues - \$2200.00 **\*\*\*NEW!**
  - Membership
  - 1 exhibit booth for annual state conference show
  - 1 SNIP Conference Registration fee
  - Sponsorships-for all conference events
  - Listing on sponsorship page in the *Thymes*
- Premier Partner Membership: Annual Dues - \$1150.00
  - Membership
  - 1 exhibit booth for annual state conference show
- Industry Membership: Annual Dues - \$400.00

All membership in MSNA provides you access to:

- Member exhibit booth rate of \$775 at MSNA Annual State Conference (nonmembers \$975)
- Subscription to the Association's quarterly newsletter, the "*MSNA Thymes*,"
- Electronic Directory of MSNA Executive Board members
- MSNA event calendar
- Electronic directory of MSNA Chapter Presidents and contact information
- Discounted Registration Fees for MSNA events:
  - Industry Conference
  - Legislative Conference
  - Annual Conference
  - Nutrition Conference.
- Your name/company/logo listed on the MSNA website "*Industry*" section with contact information
- Link to *your* company website *from* the MSNA website "*Industry*" section
- Access to handouts, presentations and relevant industry materials

- Minnesota School Food Service Directors are encouraged to support MSNA vendor partners
- Opportunities to serve on MSNA Committees
  - Annual Conference
  - Nutrition Conference
  - Public Policy/Legislative Conference
  - Industry Conference
  - Member Services Committee
- Opportunity to apply for MSNA Industry Advisory Board
- Opportunity to attend training sessions and workshops to network & further develop your industry knowledge and skillset
- Opportunity to support school food service in Minnesota through MSNA

**\*Membership period is for the 12 month period:  
January 1, 2018 - December 31 2018**