

2024 Conference Exhibits



WASHINGTON
SCHOOL
NUTRITION
ASSOCIATION

July 29-31, 2024

**SPOKANE CONVENTION CENTER WEST
SPOKANE, WASHINGTON**

Exhibitor Prospectus Look inside for...

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Renew Relationships and Foster New Ones

The Washington School Nutrition Association's Conference Exhibits provide an opportunity for you to promote your products and services to nearly 400 WSNA and SNA members, many of whom are potential buyers. The networking opportunity is invaluable.

Reserve Your Space Today!

Complete the application form on page 7 and return it to the address listed on the form. You may also email it. If you have questions, contact: Karen Brown at fpschools.org or at 253-677-3931.

Exhibit Details

Date: Tuesday, July 30, 2024
Location: Spokane Convention Cntr West
Spokane, Washington
Booth Size: Single booths: 10' W x 10' D
Multiple booths are available

Theme: *Go For the Gold! Imagine the Possibilities*

Cost:

Early Bird Special	\$1,150
Register and pay by May 17, 2024	
After May 17, 2024	\$1,200
Non-profit Early Bird	\$300
Register and pay by May 17, 2024	
Non-profit after May 17, 2024	\$350

Exhibitor Set-up Hours:
Monday, July 29, 2024 1 pm - 5 pm

Night of Entertainment:
Monday, July 29, 2024 6 pm – 8 pm
(Two attendees per booth)

Exhibit Hall Hours:
9:00 am to 1:00 pm:
9:00 am - 10:15 am:
Directors & Supervisors ONLY
10:15 am – 1:00 pm:
All Attendees

Exhibit Dismantling Hours:
Tuesday, July 30, 2024
1:00 pm to 6:00 pm
(No early breakdowns; it is dangerous for attendees and appears unprofessional.)

Exhibit Package:

- Standard booth setup, including 8' high back drape and 3' high draped side rails and carpet
- Complimentary sign (one per booth) listing company name
- Complimentary 8' draped table with two chairs and a waste basket
- Security service overnight Monday and during exhibit hours
- Limited refrigeration/freezer space in kitchen
- Two (2) complimentary NOE tickets per booth

Payment
Space requests must be made on the official Application/Contract for Exhibit Space and is to include a 20-word maximum description of your product(s) or service(s) to assist in booth assignment. **Full payment of the contracted space must be made by May 17, 2024, in order to purchase booth space at the Early Bird rate.** After priority is given to Platinum Partners (paid by 4/30/24), booth space is assigned on a first-come/first-served basis. Please refer to the terms and conditions for the cancellation clause.

FULL PAYMENT MUST BE MADE BEFORE AN EXHIBITOR WILL BE ALLOWED TO SET UP BOOTH.

18th Annual Booth Decorating Contest

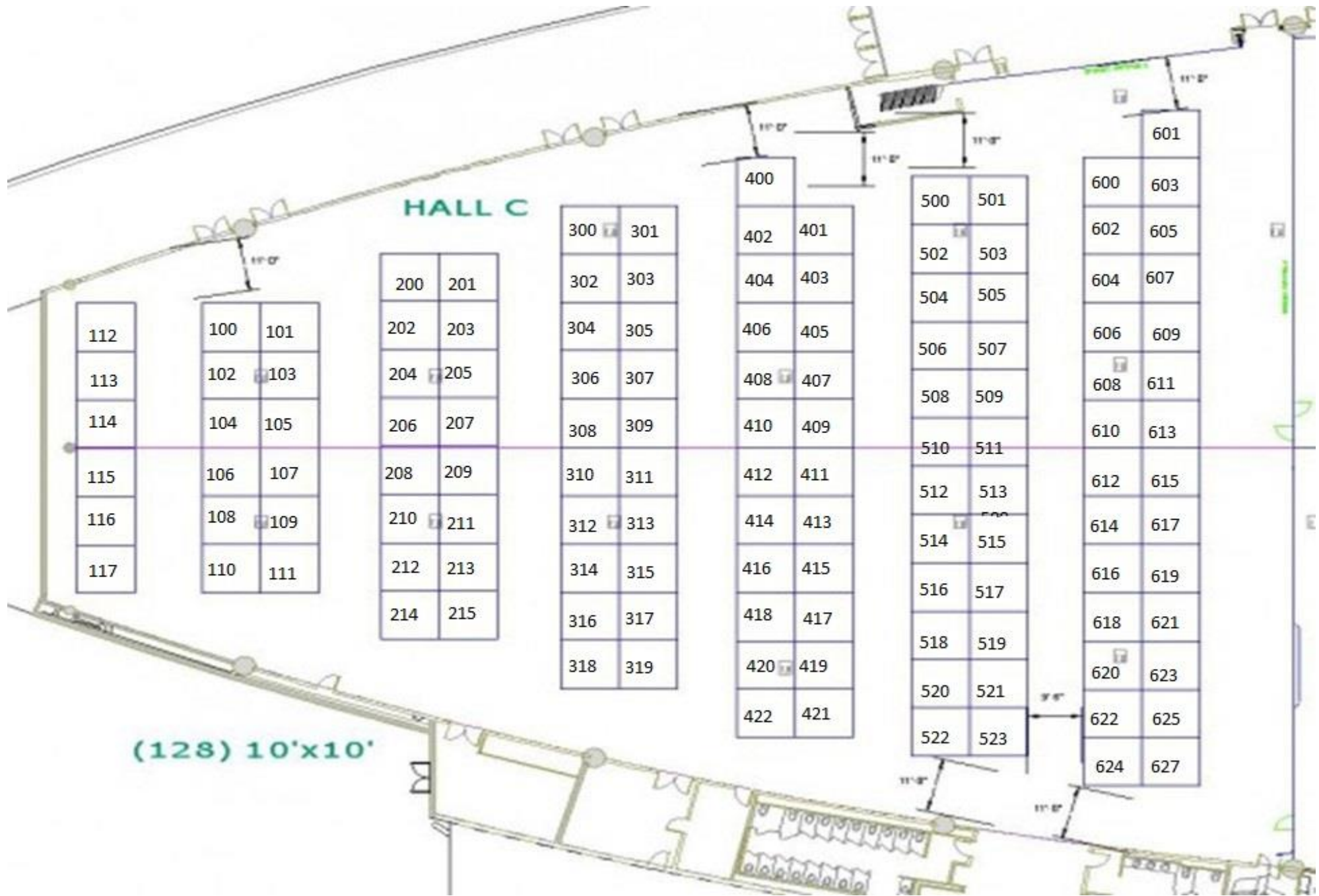
This year's conference theme is:

Go For the Gold-Imagine the Possibilities!

Decorate your booth with all things Olympics!

Judging information will follow in your confirmation packet.

Diagram of Exhibit Hall



WSNA 2024 Sponsorship Opportunities

Check the appropriate box on the Exhibit Space Application/Contract and include the price of sponsorship with your registration fees. If you have any questions contact Karen Brown at 253-677-3931, kbrown@fpschools.org.

Platinum Partner ~ \$3,500 (Includes one Exhibit Booth)

- Exhibit booth at Annual State Conference with special signage and special recognition. (\$1,150 value) Preferred choice of booth location if sponsorship paid by 4/30/2024.
- Half page color ad in ALL (3) issues of the Apple Press. (\$805 value)
- Listed in all issues of the Apple Press as a Platinum Partner.
- Two President's Banquet tickets and recognition at President's Banquet (\$160 value)
- Display table at Fall & Spring Workshops
- Corporate Membership for 1 year (up to 6 people; (\$240 Value)
- Listed as a Platinum Partner on signage and programs at all events through the year.
- Banner ad on conference app. (\$200 value)
- Listed on conference program app as a Platinum Partner
- Listed on WSNA's website with active link to your website

Conference & Education Fund Sponsorships

Recognition for all Conference Sponsorships

All conference sponsors will be recognized on the conference program app; on the WSNA website; in the fall issue of the *Apple Press*; with special signage during exhibits, and on signage at the sponsored event. See description of each opportunity for other benefits.

Level 1 Sponsorships (\$300 - \$499):

In addition, sponsors will receive an ad on the program app (\$150 value), 1 President's Banquet ticket (\$80 value), and recognition at the President's Banquet.

Bronze Education Fund Sponsor \$300

Silver Education Fund Sponsor \$400

Funds are used for the education of members.

Promotional Inserts (5 available) \$300

Sponsor provides one promotional item (may be imprinted with the sponsor's logo) to be inserted in the conference bag. (Items are not included in the sponsorship fee).

Wellness Events Sponsor (3 available) \$300

Sponsor provides recognition items for participants in Conference wellness events.

Level 2 Sponsorships (\$500 - \$999)

In addition, sponsors will receive an ad on the program app (\$150 value), 2 President's Banquet tickets (\$160 value), and recognition at the President's Banquet.

Gold Education Fund Sponsor \$600

Funds are used for the education of members.

Thank you for considering a WSNA sponsorship. Your generous contributions allow us to continue to offer quality programs for our members, and we are grateful.

Although WSNA (Federal ID #23-7404031) is a not-for-profit organization, donations to WSNA are not tax deductible as gifts to a non-profit organization.

Level 3 Sponsorships (\$1,000 & above)

In addition, sponsors will also receive their logo on the WSNA website, an ad on the conference app (\$150 value), 2 President's Banquet tickets (\$160 value), and recognition at the President's Banquet.

Breakfast Sponsor (3 available) \$1,250

Sponsor one of three breakfasts.

Presidents Banquet Sponsor (1 only) \$1,500

Sponsor the President's Banquet where the contributions of our members are recognized.

General Session Speaker (2 available) \$2,500

Sponsor a general session keynote speaker.

Official Decorator

LCD Exposition Services

PO Box 4487
Spokane, WA 99220
509.325.9656

LCD Exposition Services is the 2024 exhibits decorator. You will receive an exhibitor's packet from LCD in June with instructions for ordering such items as furniture. (The facility is fully carpeted.) It will also include information on shipping and material handling; **DO NOT** ship anything directly to

the hotel or convention center. **DO NOT INCLUDE ANY LCD FEES WITH YOUR BOOTH/ADVERTISING PAYMENT TO WSNA.**

There will be NO electrical service provided as part of your

Electrical Service

basic booth package. Those exhibitors who require electrical

service will order it from the Spokane Public Facilities District on a

form that will be included with the confirmation letter you receive from us in June.

Other Partnership Opportunities

Opportunities also exist for sponsorship of other WSNA events. Please check the appropriate box on the Exhibit Space Application/Contract and include the price of sponsorship with your registration fees. If you have any questions or need additional information, contact Karen Brown, 253.677.3931 kbrown@fpschools.org

Hotel

Doubletree Hotel, Spokane City Center
322 North Spokane Falls Court. Spokane, Washington 99201
Phone: (509) 744-2363 or Toll Free (800) 222-8733

Rates: Single/Double: \$145; \$10 each additional person up to four. You may also reserve your rooms online: <https://www.hilton.com/en/attend-my-event/washingtonschoolnutrition-july2024/>

Reservation deadline is July 7, 2024. The group code is WNA for the Washington School Nutrition Association Annual Conference. Or ask for the rate for WSNA 2024.

Annual Auction

Fall Workshops (4 available) **\$200**

An annual one-day event for the education of members. More than 100 members attend these workshops. Donations of speakers, food items, or door prizes may also be made.

Spring Workshop (4 available) **\$200**

Annual one-day event held in a central location for the education of members. Over 200 members generally attend this workshop. Donations of speakers, food items, or door prizes may also be made.

One of the ways we fund the effort to provide excellent educational opportunities for members is by our auction that takes place at our Annual State Conference. This year we will have a silent auction. You can help us meet our goal with a donation of an item. In that way, you play a direct role in contributing to the professional growth of all school nutrition employees. If you are interested in donating an item, please mark the appropriate square on the Exhibit Space Application/Contract.

Advertising

Color ads are available on the conference app. **Deadline for reserving ad space is May 15, 2024.**
Art work must be received by June 1, 2024.

<u>Advertisement</u>	<u>Size</u>	<u>Cost</u>
Full Page	414 x 414 png	\$150

Complete the Advertising Section of the Application/Contract or contact Kim Elkins, 509.951.7462, kim.elkins@mead354.org, to reserve your space.

Terms and Conditions of Exhibit Space Agreement

Eligible Exhibits: The Washington School Nutrition Association (WSNA) reserves the right to determine the eligibility of any company or product to exhibit in WSNA's State Conference Exhibits and further reserves the right to reject any application and/or limit space assigned to any one company. Show management also has the right to stop exhibiting companies from showing products or services which would negatively impact the show's reputation.

Limitation of Liability: The exhibitor agrees to make no claim for any reason whatsoever against WSNA and/or Spokane Convention Center wherein the exhibits are held, for loss, theft, damage or destruction of goods, nor for any injury to himself or employees while exhibits are in progress, being set up or dismantled. Exhibitor agrees to indemnify and hold harmless WSNA, Spokane Convention Center and their employees, against any and all claims of any person, arising out of acts, omissions or negligence of exhibitor, its agent or employees. Organizer makes no warranties regarding the number of persons who will attend the event. If any term of this agreement is declared invalid or unenforceable, the remainder shall continue in full force and effect. Any action arising out of this agreement of the Event shall be brought in Spokane County, Washington, and governed by the law of that locale, exclusive of the choice of law rules of any jurisdiction. Organizer shall be entitled to recover reasonable attorney's fees and costs in any action to enforce this Agreement.

Limitation of Exhibits: WSNA reserves the right to stop or remove from the exhibits any exhibitor, or his representative, performing an act or practice which in the opinion of WSNA is objectionable or detracts from the dignity of the exhibits or is unethical to the business purpose of the exhibits. **WSNA reserves the right to refuse admittance of exhibits or materials to the exhibits until all fees owing are paid in full. No exhibitor shall hold any social event or entice WSNA members off the exhibit floor during official exhibit events or during scheduled conference events (as printed in Conference at a Glance).**

Assignment of Space: After priority is given to WSNA Platinum Partners, assignment of space is made on a **paid** first come, first served basis by date. No assignment of space will be made or held unless full payment accompanies the request for space.

Registration/Name Badges: Registration packets and name badges will be distributed on show site on day of set-up.

Cancellation or Withdrawal: Cancellation of space and refund is subject to the following conditions: Exhibitors shall give written notice of cancellation. If written notice is received more than 60 days prior to Exhibits (May 29, 2024), total monies less \$100 cancellation fee will be refunded to Exhibitor. No refunds will be allowed for any cancellation less than 60 days prior to the opening of exhibits.

Exhibit Restrictions: No exhibitor or part of an exhibit will be admitted to any space until rental of that space has been paid in full. Actual selling of products from the exhibit floor is prohibited.

No exhibitor may begin dismantling his exhibit until AFTER the closing hour of exhibits. The exhibitor shall properly staff the exhibit during exhibit hours. Exhibitors are liable for any damage caused to building walls, floors or columns or other exhibitors' property. Vendors for whom WSNA makes exhibit space available are those who have products/services that are of interest and use to the school food service industry. The acceptance of an exhibiting firm does not constitute an endorsement or approval by WSNA of the quality or value of claims made by the firm. Foods of minimal nutritional value should not be shown at exhibits. These include carbonated beverages (unless approved by USDA for use in child nutrition programs), chewing gum, some water ices, certain candies, jellies and marshmallow candies, fondant, licorice, spun candy and candy-coated popcorn.

Boundaries: All parts of all exhibits must be exhibited within exhibitor's assigned space boundaries. Aisle space is under the control of WSNA.

General Show Policies: Noisy or offensive exhibits are prohibited. **Children under the age of 16 are not permitted in the exhibit hall. Any exceptions must be cleared through WSNA.** Distribution of literature or samples must be related to exhibit and distribution limited to within exhibitor's space. Assignment or subletting of assigned space by exhibitor is not permitted for any reason without approval of WSNA. Exhibitor must comply with all local laws, rules, regulations, and ordinances in force. The exhibitor may not display signs that are not professionally prepared or in the opinion of WSNA detract from the appearance of the exhibits in any manner whatsoever. The Exhibits Manager shall have sole control over all admission policies at all times.

Termination of Show: If WSNA determines the premises where the exhibits are to be held has become unfit for occupancy, or if the premises are materially interfered with by any reason of strike, embargo, injunction, act of war, act of God, act of terror, any other emergency, or any act or event not the fault of WSNA, this agreement may be terminated by WSNA. In the event of such termination, the exhibitor waives any and all damages to WSNA.

Relocation of Exhibits: WSNA reserves the right to alter the official floor plan, and/or reassign any exhibitor's location as deemed advisable. WSNA further reserves the right to make such changes, amendments and additions to these rules and such further regulations as it considers necessary to act in the best interest of the exhibits.

Booth Construction and Show Services: Standard booths are limited to 8 ft. background drapes and 3 ft. high side drapes. Maximum height of standard exhibit is 8 ft. and may extend only one-half the booth depth from the back wall. Height in the front half of the exhibit space cannot exceed 3' high, except for product height which may exceed the 3' height limitation. Booth decorations, additional furniture, additional signs and electrical connections are available to the exhibitor through independent contractors who will directly bill the exhibitor. WSNA is not responsible for any service provided by independent contractors.

Collection Policy: The exhibitor agrees to pay any and all cost incurred by WSNA to collect any portion of fees due and owing to WSNA not paid in full prior to the opening of the exhibits.

Security: Security guards will be furnished overnight Monday and in the exhibit hall during show hours.

Insurance: Each exhibiting company must provide a certificate of insurance in the amount of **\$1,000,000 per occurrence/\$2,000,000 aggregate and naming WSNA as an additional insured. Proof of insurance should be received by July 1, 2024.**

Cooking Regulations: Cooking and/or warming devices producing grease laden vapors shall be electric. Exception: Approved cooking devices that use no more than (2) 10-ounce non-refillable LPG containers having a maximum water capacity of 1.08lb per container connected directly to the appliance at any time, shall be allowed. Sterno may be used for warming trays. Other open flame devices are prohibited. Cooking devices shall be approved by a recognized testing laboratory (i.e. UL or FM) Fire protection shall be provided with any booth utilizing cooking/warming devices **with no** vegetable or animal oils and fats, and each device must be **either** (1) a 20B:C extinguisher and a lid for smothering, or (2) an approved automatic extinguishing system (hood system). Fire protection shall be provided with any booth utilizing cooking/warming devices cooking **with** vegetable or animal oils and fats, and each device must be **either** (1) a Class K fire extinguisher and a lid for smothering, or (2) an approved automatic extinguishing system (hood system).

Exhibit Space Application/Contract

WSNA Annual Conference Exhibits

July 30, 2024
Spokane Convention Center West
Spokane, Washington

I. Company Information

Company _____
Address _____
City _____ State _____ Zip _____
Area Code _____ Phone # _____
Fax # _____

II. Exhibitor Contact

Contact Name _____
Area Code _____ Contact Phone # _____
Contact Fax # _____
Contact Email Address _____
Address (if different than above) _____
City _____ State _____ Zip _____
Website Address _____

III. Broker (if applicable)

Broker Name _____
Will you exhibit with your broker? Yes No

IV. Booth Preference

1. _____ 2. _____ 3. _____
To whom do you **NOT** want to be next? _____

Booths are assigned on a paid first-come, first-served basis.

IV. Payment

Check (enclosed) Visa MasterCard AmEx Discover
Credit Card # _____
Security Code _____ Exp. Date _____
Name on Card _____
If credit card address and zip code differ from Section I, please provide information as it appears on credit card billing:
Address: _____ ZIP _____
A \$15 fee will be assessed for returned checks.

V. Authorization (REQUIRED FOR ALL)

Each exhibiting company must provide a certificate of insurance in the amount of \$1,000,000 per occurrence/\$2,000,000 aggregate that names WSNA as an additional insured on the policy AND provide an authorized signature below. Proof of insurance should be received by WSNA by July 1, 2024. Authorized Signature indicates acceptance of and agreement to abide by the official Terms and Conditions, the booth payment schedule and to all conditions under which exhibit space is leased to WSNA. If paying by credit card, signature authorizes payment. Please contact Peggy Rieper, wsnaexec@comcast.net, if you have questions.

Signature _____
Date _____

VI. Other Donations

We are very grateful for the generous donations of our industry friends. If you are interested in this way, please place an **X** in any of the following for which you would like to make a donation. You will receive recognition in our quarterly newsletter and at the event.

Item:	Event		
	Conference	Fall Wkshp	Spring Wkshp
Speaker	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Door Prizes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Food/Supplies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cash Donation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

We will contact you regarding any donation marked above.

Please send your application with appropriate payment to:

WASHINGTON SCHOOL NUTRITION ASSOCIATION

c/o Karen Brown
26009 114th St Ct E, Buckley, WA 98321
(253) 677-3931 kbrown@fpschools.org

Tax ID #: 23-7404031

VII. Order

Booth Space

_____ Booth(s) @ \$1150 _____
 _____ Nonprofit booth(s) @ \$ 300 _____
 _____ Late Fee* @ \$ 50 _____
***Payment after May 17, 2024 add \$50 per booth**
Booth Space Total \$ _____

Please refer to Cancellation or Withdrawal section on page 6 for refund information.

Advertising

Full page \$ 150

Advertising Total \$ _____

Sponsorships (see pages 4 and 5)

- Bronze Education Fund (includes app ad) . \$ 300
- Silver Education Fund (includes app ad) \$ 400
- Promotional Inserts (includes app ad) \$ 300
- Wellness Events Sponsor (includes app ad) \$ 300
- Gold Education Fund (includes app ad) \$ 600
- Breakfast Sponsor (includes app ad) \$ 1,250
- President's Banq. Sponsor (includes app ad) \$ 1,500
- General Session Speaker (included app ad) \$ 2,500
- Platinum Partner (includes banner ad) \$ 3,500
- Platinum Partner Non-Profit (w/banner ad)..... \$ 2,750
- *Fall Workshop Sponsor \$ 200
- *Spring Workshop Sponsor \$ 200
- Individual Industry Dues (see insert) \$ 40
- Corporate Industry Dues (see insert) \$ 160

Sponsorship Total \$ _____

Total Due (Booth + Advertising + Sponsorships) \$ _____

* If you wish to donate speakers, food items or door prizes, please indicate in Section VI, Other Donations.

Although WSNA (Federal ID #23-7404031) is a not-for-profit organization, donations to WSNA are not tax deductible as gifts to a non-profit organization.

2023 WSNA Conference Exhibitors

Affinity
Ajinomoto
Albies
Amazing Fruit
Amplify
Apple & Eve
Aryzta (Otis)
Asian Food Solutions
At Your Services Sales
Auburn Dairy*
B & D Foods
Bake Crafters
Baker Boy
Bargreen Ellingson
Basic American
Bongard's
Bonzer's
Bridgford Foods
Brookwood Farms
Buena Vista Foods
Butter Buds
C. H. Guenther
Campbell's
Cargill
RHI Solutions
Chef's Corner
Cloverdale Meat
Comida Vida
ConAgra Foodservice
Country Pure Foods

Daisy
Dakota Growers
Darlington Snacks
Dave's Baking
David's
Del Monte
Del Real Foods
Desert Peak Marketing
Diamond Crystal Brands
Dole Foods
Domino's Smart Slice
Edward Don
Envy
ES Foods
Fieldstone Bakery
Food Services of America*
Foster Farms
Franz Bakery
Fresh Innovations
Garner Foods~Texas Pete
General Mills*
Harvest Hill
Health-e Pro*
Heartland Food Products Group
Highliner
Hobart Corporation~ITWFEG*
Horizon Software International
Idahoan
Integrated Food Service
IPS Rebates
J & J Snacks

J. R. Simplot
Jack Link's Beef Jerky
JG Neil & Company
JM Smucker Company
Proview Foods
Jones Dairy
JTM Food Group*
Kellogg's
Kelly-Mincks
Kent Precision Foods Group
KeyImpact Sales & Systems
Kikkoman
Kraft Heinz Company
Land O Lakes
LINQ
Longhorn Barbecue
MarkeTeam Foodservice
Marzetti
McCain
MCI~Los Cabos
McKee
Mealtime~The CLM Group
Michael Foods
Mission Food Service
MJM Marketing
Mott's
Muffin Town
Nardone Brothers Baking
Nathan's Famous Franks
National Food Group

Ocean Spray
Oliver Packaging & Equipment Co.
OSPI
P & R Paper Supply Co.
Pacific Coast Producers
Pacific Support Systems~SFS Pac*
Pan Saver~M & Q Packaging
Parway Tryson
Penny's Salsa
PepsiCo Foodservice
Performance Reps NW*
Peterson Farms Fresh, Inc.*
Goldkist
Popcorn Indiana
Post Consumer Brands
PrimeroEdge
Red Gold
Rich Products*
Right Start
Rose & Shore
Ruiz
S. A. Piazza
Safe & Fair Food Company
Sara Lee
Schwan's
Shannon's
Sky Blue Bakery
Smithfield
Starkist
Sun Maid

SunButter
Super Bakery
Superior Foods
Talking Rain
Tasty Brands
TekVisions, Inc
The Father's Table
The Platinum Packaging Group
The Tony Roberts Company
TMI Trading
Tools for Schools
Tree Top
Trident
Tyson Foods
Uncle Ben's
UNOX
USA Pears
Voeller & Associates*
WA Red Rasp. Commission
WA State Beef Commission
WA Dairy Council*
WA Potato Commission*
Waypoint
Well's/Blue Bunny
World Centric
WOW Butter
WSDA Farm to School
Yang's 5th Taste*

***2023 WSNA Sponsor**

WASHINGTON SCHOOL NUTRITION ASSOCIATION

July 30, 2024

Spokane Convention Center West
Spokane, Washington