<table>
<thead>
<tr>
<th>Agenda</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Budget</strong></td>
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<tr>
<td><strong>Monroeville</strong></td>
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<tr>
<td><strong>West Chester Convergence</strong></td>
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<tr>
<td><strong>Wild Apricot &amp; Website Goals</strong></td>
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<td><strong>WA Payment System</strong></td>
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<td><strong>Go To Meeting- Webinar</strong></td>
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<td><strong>Conference Registration</strong></td>
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<td><strong>Bank Account</strong></td>
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<td><strong>IRS Letter</strong></td>
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<td><strong>A2Z</strong></td>
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<tr>
<td><strong>State Affiliate Addendum</strong></td>
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</tbody>
</table>
Budget Preparation Process

- Curtistine emailed the entire Board to submit budget requests. 2/14/2019
- Budget requests were received by the following:
  - Gina Giarratana- Kalahari Budget 4/4/2019
  - Angela DeSarro- Hershey Budget- not used. 2/27/2019
  - Chris Dunn- Nutrition Education 3/14/2019
  - Randy Walker- PPL- No request responded via email
  - Kelsey Gartner 4/2019
  - Kristan Delle 4/2019
- Budget was developed by the treasurer and executive director. Met on Monday 4/8/2019.
- Membership projections, travel, conferences, strategic plans, history, special projects and any other financial impact is considered.
- Budget is developed for both the School Nutrition Association of Pennsylvania and the Pennsylvania School Food Service Foundation.
- Present proposed budget to the Finance Committee for review and approves 4/16/2019.
- Board presentation- April Board Meeting.
Budget Review

Click here to view budget submissions

Click here to view budget worksheet
Monroeville 2021

Double Tree
Check-In
Rooms
Shopping
Amusement park- Kenny Wood

Renovation
1.5 years

Hotel Meeting Rooms
Adequate for pre-con
Suggest shifting conference from Sunday pre-con to Monday Pre-con.

Should the meeting space be in the same pattern as is occurring in Hershey for 2019: First arrivals Saturday, and meeting space ending at noon on Wednesday? Or shift as discussed on the site tour in Monroeville to be like Kalahari with first arrivals on Sunday with meeting space ending Thursday at noon?

The other small points from our walk through which I am addressing in an addendum with Monroeville such as: All the non-contracted meeting rooms that the sales team said we could use “if we needed” (and if we change where we decide to put the General Session) when we toured will be added to the contract, to ensure you have flexibility in writing to change things up between now and 2021.
Currently the Renovations Clause is only listed within the Convention Center Contract. We will have this added to the guest rooms contract as well.

All In House Pipe and Drape and linens will be available for SNAPA to use COMPLIMENTARY.

Booths will include 2 tables complimentary (versus 1 as currently contracted)

Complimentary Banquet Menu Tasting within 12 months of the program to choose menu options

Everyone was very impressed with the food quality at our tasting but we discussed having another tasting closer in to actually choose the menus, Hotels sometimes charge for this so I want it noted that they offered this complimentary.

Visit Monroeville and the DoubleTree Monroeville Convention Center will purchase a booth at your Kalahari food show in 2020. They will promote Monroeville as the destination for 2021, have giveaways, and answer questions during the food show.
Hotel Spaces
Potential Pre-Con Spaces
Hotel Meeting Rooms
Potential Registration
Hotel Meeting Rooms
Pre Con- War Room
Board Meeting Room
Meeting Rooms
Conference Center- Large Rooms
Show Floor
Possible War Room
CONVERGENCE OF CHILDHOOD OBESITY AND HUNGER
West Chester Convergence on Childhood Obesity and Hunger

- The Community Connections portion of the day will take place at the Convergence of Childhood Obesity and Hunger: Taking Action program at West Chester University on Feb. 22, 2019.
- Networking session. Exhibit format. 1 pm- 2pm.
- Session on Child Nutrition Program in PA. Reviewed all meal programs in schools.
- Copy of presentation available upon request.
- More information can be found at https://www.cabrini.edu/about/departments/wolfington-center/child-health-forum
Wild Apricot

• Goals
  • Maximize the WA database with valuable information
    • Region
    • Chapter
    • County
    • Expired members
    • Membership categories (following state affiliation agreement)
  • Create synergy with SNA database
    • Membership categories
    • Uploading monthly SNA memberships
  • Website
    • Move from Pixel & Hammer- after conference
• Payment System Serving Fee- Partnered with 16 different external solutions costing WA a great deal.

• All in one system will provide seamless integration.

• Fee begins July 1, 2019.

• 20% of monthly total serving fee apply to account. Personal plan $40 plus fee $8 = $48.


• $60 monthly for us.

• No monthly fee, no set up fees

• Get money faster, transferred daily at the end of the day.

• 2.9% convenience fee for each transaction; fees are not subtracted until after deposit. Same as Pay Pal.

• Reporting platform/dashboard

• Tax records sent at the end of the year.

• Mobile payments possible

• No down time

• Merchant Account with ID #

• Contact billing department- June 1, 2019

• PCI Compliance form must be completed, it’s the law

• Mobile swipe- headset jack only. Use old phone
Go to Meeting-Webinar

Current
40.00/seat @ 5 seats = $200.00/month - Meeting
79.00/month webinar
$279.00/Month = $3328.99/annually

30 day cancellation

Proposed
Reduce cost to $29.00/seat @ 5 seats = $145.00/Month
79.00/month webinar
$224.00/Month =

Webinar Jam
Webinar Jam - $39.99/month
Business Hangouts - $65.00/month
Go to Webinar- $79.00/month

Zoom

Conference Calling Options
Skype – Free with Office 365- But Not support for up to 25 people.
Zoom -
Google Hangouts -
Immediately, without manager approval, I can reduce your price of your GoToMeeting Corporate seats by 10% and upgrade you to GoToMeeting Pro (the most current version of the GoToMeeting Corporate service).

If you would like to reduce seat counts midterm. I will be your advocate in this process and anything you would like me to convey to my manager please reply to this email with and I will include it in my escalation correspondence. To get a midterm reduction approved I would need to extend your commitment period (or add more products, switch to annual, etc.). Note that the more I get in this aspect, the more I can offer in return.

An alternative option would be to swap your underutilized service for another product which may be of more value to you and your organization; for example your excess GoToMeeting seats can be exchanged for any other product of equal or greater value (Lastpass and OpenVoice are two popular choices).
Host Gator Cancelled

• Your cancellation request for 'SH-2000674 : snapa.org (50.87.144.17)' has been processed. Your package will be closed on April 26, 2019 and you will no longer be billed. Any data you have on the server may become inaccessible on your package renewal date. If you require a backup of your content, you will need to generate/download one prior to this renew date. You can find instructions on how to generate/download a backup here: http://support.hostgator.com/articles/cpanel/how-to-generatedownload-a-full-backup

• When you are ready to come back to us, you can log in to your billing account at http://portal.hostgator.com at any time using the primary email address on file and click 'Add New Package' under the 'Hosting Packages' section.
Conference Reservations

- Let me know what you need.
- Hotel and conference registration.
- Include dates and any other special needs.
Financial Update

- Bank Account- Bank Fees
- IRS Forms – Greg Hall handled the IRS response.
- 990/990 EZ 2016
- 990/990 EZ 2017
## Year-to-Date Relationship Summary

<table>
<thead>
<tr>
<th>Month</th>
<th>Adjusted Average Ledger Balance</th>
<th>Adjusted Collected Balance</th>
<th>Earnings Credit Rate</th>
<th>Total Activity Charges</th>
<th>Collected Balance Required</th>
<th>Excess/(Deficit) Balance</th>
<th>Excess/(Deficit) Fee Equivalent</th>
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<tbody>
<tr>
<td>January</td>
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<td>51,051.61</td>
<td>.005073</td>
<td>66.39</td>
<td>15,408,806.97</td>
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<td>50,830.29</td>
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<td>66.36</td>
<td>21,063,359.03</td>
<td>21,032,528.74</td>
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<td>61,892.33</td>
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<td>67.91</td>
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<td>12,717,834.67</td>
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<td>54,651.42</td>
<td>53,687.22</td>
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<td>66.84</td>
<td>4,721,709.27</td>
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<td>52,836.48</td>
<td>51,080.58</td>
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<td>66.60</td>
<td>14,792,705.82</td>
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<td>June</td>
<td>55,177.50</td>
<td>50,967.50</td>
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<td>66.90</td>
<td>17,049,646.30</td>
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<tr>
<td>QTR TOTAL</td>
<td>54,221.87</td>
<td>51,911.77</td>
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<td>12,188,020.46</td>
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<td>July</td>
<td>52,456.29</td>
<td>51,008.45</td>
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<td>66.56</td>
<td>16,168,564.94</td>
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<tr>
<td>August</td>
<td>94,209.35</td>
<td>94,043.93</td>
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<td>63,885.15</td>
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<td>1,828,290.24</td>
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<tr>
<td>QTR TOTAL</td>
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<tr>
<td>October</td>
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<td>50,892.56</td>
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<tr>
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<td>50,726.14</td>
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<td>63.49</td>
<td>772,461.87</td>
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<td>59.32-</td>
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<tr>
<td>December</td>
<td>50,954.66</td>
<td>50,895.47</td>
<td>.100000</td>
<td>59.28</td>
<td>697,973.98</td>
<td>647,078.51</td>
<td>54.96-</td>
</tr>
<tr>
<td>QTR TOTAL</td>
<td>51,062.03</td>
<td>50,838.06</td>
<td></td>
<td>165.21</td>
<td>4,280,034.31</td>
<td>4,229,196.26</td>
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<tr>
<td>YTD TOTAL</td>
<td>57,636.03</td>
<td>56,718.05</td>
<td>.038678</td>
<td>784.54</td>
<td>8,856,374.61</td>
<td>8,799,656.58</td>
<td>759.42-</td>
</tr>
</tbody>
</table>
A2Z Update

- Uploaded Schedule - Mobile App
- Click here to view floorplan
- Invoices
- Payments
Section II. Membership,
B. Membership Types is deleted, and the following language is substituted in its place:

C. Direct to National Membership Processing is deleted, and the following language is substituted in its place.

Affiliate will process all state-only membership applications.
State Affiliate Addendum - October

Section II.
Membership, E. SNA Membership for Voting Directors is added to the Agreement with the following language:

Section IV. Obligations of Affiliates, B. Articles of Incorporation, Bylaws, and
Other Requirements 1. is deleted, and the following language is substituted in its place
State Affiliate Addendum - October

Section II.
Membership, E. SNA Membership for Voting Directors is added to the Agreement with the following language:

Section IV.
Obligations of Affiliates
B. Articles of Incorporation, Bylaws, and Other Requirements
1. is deleted, and the following language is substituted in its place
State Affiliate Addendum - October

Section II.
Membership, E. SNA Membership for Voting Directors is added to the Agreement with the following language:

Section IV. Obligations of Affiliates, B. Articles of Incorporation, Bylaws, and Other Requirements
1. is deleted, and the following language is substituted in its place:
State Affiliate Addendum - October

Section II.
Membership, E. SNA Membership for Voting Directors is added to the Agreement with the following language:

Section IV. Obligations of Affiliates, B. Articles of Incorporation, Bylaws, and Other Requirements
1. is deleted, and the following language is substituted in its place:
State Affiliate Addendum - October

Section IV. Obligations of Affiliates, D. Insurance is deleted, and the following language is substituted in its place:

Section IV. Obligations of Affiliates, H. Advocacy is partially deleted, and the following language is substituted in its place:
State Affiliate Addendum - October

Section IV.
Obligations of Affiliates, D. Insurance is deleted, and the following language is substituted in its place:

Section IV.
Obligations of Affiliates, H. Advocacy is partially deleted, and the following language is substituted in its place:
State Affiliate Addendum - February

Section II. Membership, E. SNA Membership for Voting Directors is added to the Agreement with the following language:

Section III. Obligations of SNA, L. Advocacy is deleted, and the following language is substituted in its place:

Section IV. Obligations of Affiliate, B. Articles of Incorporation, Bylaws, and other Requirements is deleted, and the following language is substituted in its place:
State Affiliate Addendum - February

Section IV. Obligation of State Affiliates, G. Support of National Advocacy Efforts is deleted, and the following language is substituted in its place:

Section IV. Obligations of State Affiliates, H. Authorized Activities is partially deleted, and the following language is substituted in its place:
State Affiliate Addendum - February

Section IV. Obligation of State Affiliates, G. Support of National Advocacy Efforts is deleted, and the following language is substituted in its place

Section IV. Obligations of State Affiliates, H. Authorized Activities is partially deleted, and the following language is substituted in its place
State Affiliate Addendum - February

Section IV. Obligations of State Affiliates, K. State Board Members is deleted, and the following language is substituted in its place

Please note this matches amendment Section II. Membership, E. SNA Membership for Voting Directors

Section IV. Obligations of State Affiliates, H. Authorized Activities is partially deleted, and the following language is substituted in its place
Other Misc. Items

- Happenings
- Membership Database
- Monday Morning
- SNS Exam
- Sponsorships
- SNAPA Teaches Tuesday
Questions
Please