

Profitable PARTNERSHIPS and Marketing SOLUTIONS



Need ideas on how to maximize your budget, visibility and market share? SNA's Industry Relations team will work with you to create a profitable partnership and transform your ideas into marketing solutions that resonate with our members, achieve your objectives and connect our members with the valuable products and services that they need and you provide.

Sponsorship opportunities are available at a variety of price points so you can find the best fit for your marketing budget. Take time now to carefully review this array of opportunities to maximize your company's visibility in 2023!

We look forward to assisting you in achieving your marketing goals!

The popular GEM Club enables SNA to book top-notch speakers, fly in directors to participate on panels, offer additional education sessions and host memorable meetings for all attendees.

Note: You must sign-up separately for each conference; however, you are not required to sign-up for all conferences to participate as a GEM Club sponsor



Membership Levels

Diamond \$2,500 (company logo on signage) Ruby \$1,000 (company name, larger font, on signage) Pearl \$500 (company name on signage)

Conference Opportunities

School Nutrition Industry Conference (SNIC) – January 15-17, 2023

Legislative Action Conference (LAC) — March 5-7, 2023 National Leadership Conference (NLC) — April 27-29, 2023 Annual National Conference (ANC) — July 9-11, 2023

SCHOOL NUTRITION Industry CONFERENCE 2023

Sheraton San Diego Hotel and Marina San Diego, Calif. January 15-17, 2023



The **School Nutrition Industry Conference (SNIC)** is an exciting opportunity to discover new strategies and solutions to meet the many demands of the everchanging school foodservice business environment. Take advantage of the 2023 theme "Fresh Ideas for School Nutrition," by sponsoring a component of SNIC and increase your visibility among the key decision-makers in the school nutrition segment.



2023 Sponsorship Opportunities

NETWORKING BREAKS

Sponsor can provide products for all breaks throughout the conference. Sponsor will be recognized on the website, conference app and onsite signage.

\$3,500 + associated hotel fees
THREE CO-SPONSORSHIPS AVAILABLE (ONE REMAINING)

HOTEL KEY CARDS

Key cards are the number one advertising instrument in a hotel. This exceptional marketing opportunity allows your company to offer a key card with your targeted marketing message to all attendees. Your message appears on the front of the card and SNA/SNF promotional message is printed on the back.

\$7,000 + associated hotel fees *EXCLUSIVE SPONSORSHIP*

BEST OF SNIC WEBINAR SERIES

The popular "Best of" webinar series brings the innovation and vision of SNIC sessions to the members who could not attend. The series consists of three of the highest evaluated sessions and the sponsor's Innovative Solution Session, creating an opportunity for sponsor exposure and furthering the reach of the conference.

Sponsorship of the series includes:

- » The sponsor' logo on marketing materials.
- » Marketing reach exceeding 35,000 members.
- » The sponsor's logo at the beginning and end of each webinar.
- » The option of introducing speakers on each webinar.
- » Series promotion in School Nutrition magazine.
- » Contact SNA to learn more about the other sponsor benefits.

\$12,000

2023 SNIC Sponsorship Opportunities (Continued)

BRANDING

Extend your conference messaging through advertising opportunities in the Conference Hotel.

CONTACT FOR DETAILS

SNF CONFERENCE SCHOLARSHIPS

Help SNA members advance their professional development by sponsoring eight scholarships for attendance to SNIC. The in-person opportunity to learn and network with their peers in the industry can be career- and life-changing. **Deadline for Commitment: October 31, 2022.** Click here for sponsorship benefits.

\$5,000

MOBILE APP

Grab the attention of every mobile app user at SNIC as the mobile app sponsor via your message on the splash page and in promotional messaging to users. Attendees will think of you every time they reference the app for the most up-to-date conference details.

2 CO-SPONSORSHIPS AVAILABLE AT \$5,000 EACH OR EXCLUSIVE FOR \$10,000

GENERAL SESSIONS

Sponsor will have the opportunity to introduce the speaker and have their company name and logo displayed on large screens as attendees enter the session room. Session sponsor may offer product samples or place one giveaway on every seat in the room.

\$5,000

EXCLUSIVE SPONSORSHIP FOR EACH SESSION



CONFERENCE NOTEBOOKS

As the exclusive sponsor, your company will be top of mind throughout the year as attendees continue to use these attractive notebooks during and after SNIC, LAC and NLC national conferences in their daily lives

\$15,000

EXCLUSIVE SPONSORSHIP

BADGE LANYARDS

Place your logo in the hands of all attendees when you sponsor the official conference lanyards worn by all SNIC attendees.

\$5,000

EXCLUSIVE SPONSORSHIP



CONFERENCE TOTE BAGS

As the exclusive sponsor, your company will be top of mind throughout the year as all attendees continue to use these attractive, reusable bags in their daily lives.

\$8.000

EXCLUSIVE SPONSORSHIP



CONFERENCE WI-FI

Meeting attendees appreciate the opportunity to check their email and correspond with family and friends while away from home at SNIC. Attendees will think of you when they access the complimentary conference wi-fi and look for login information in the conference program and onsite signage.

\$8,000

EXCLUSIVE SPONSORSHIP



IDEAS@WORK SESSIONS

Ten fast-paced, 30-minute learning sessions focus on singular innovations at SNIC and are some of the highest rated sessions! Presented by innovative school nutrition operators, ideas@work sessions trace the path of a big idea from concept to implementation, identifying the steps that will put that idea to work in school nutrition operations.

Sponsorship of the ideas@work sessions includes:

- » The sponsor's logo on marketing materials.
- » The option to introduce the speakers at a minimum of two sessions (based on sponsor availability).
- » The sponsor's name and logo prominently placed in on-site signage and in conference materials.
- » The option of introducing the speakers on two webinars highlighting the best of the ideas@work sessions.

\$5,000

LEGISLATIVE Action CONFERENCE 2023

JW Marriott Washington, DC March 5-7, 2023



The **Legislative Action Conference (LAC)** is one of the most highly anticipated and informative conferences hosted by the School Nutrition Association. LAC affords attendees the opportunity to experience the inner workings of the democratic process as it provides a perfect backdrop for learning about the specific legislative and regulatory challenges and opportunities facing school nutrition personnel and industry partners.



2023 LAC Sponsorship Opportunities

CONFERENCE NOTEBOOKS

As the exclusive sponsor, your company will be top of mind throughout the year as attendees continue to use these attractive notebooks during and after the conference in their daily lives.

\$15,000EXCLUSIVE SPONSORSHIP

SNF DANCE PARTY

The SNF Dance Party will bring SNA members from across the country together to celebrate all they have achieved during this year. Join our valued list of sponsors that make this party a truly festive event where LAC attendees will enjoy heavy hors d'oeuvres, drinks, and dancing the night away with the Rollex Band! Click here to see the Sponsorship Benefits.

Four Levels of Sponsorship **\$15,000**, **\$10,000**, **\$5,000** and **\$3,000**

HOTEL ROOM DROPS

Sponsors can drop an item or collateral piece in the rooms of school nutrition operator attendees. One company each night: Sunday & Monday.

\$3,500 per night + associated hotel fees

CONFERENCE WI-FI

Meeting attendees appreciate the opportunity to check their email and correspond with family and friends while away from home at LAC. Attendees will think of you when they access the complimentary conference wi-fi.

\$10,000 EXCLUSIVE SPONSORSHIP

2023 LAC Sponsorship Opportunities (Continued)

SCHOOL NUTRITION FOUNDATION LAC SCHOLARSHIPS

Your sponsorship for eight scholarships can help SNA members advance their professional development by attending LAC. The in-person opportunity to learn and network with their peers in Washington, D.C., can be career and life changing. **Deadline for Commitment: November 14, 2022.**

Click here for sponsorship benefits.

\$5,000

EXECUTIVE LEADERSHIP PROGRAM

Georgetown University's McDonough School of Business | March 4, 2023

The Executive Leadership Program is a collaboration between SNA and Georgetown University's McDonough School of Business and held on Saturday, March 4, 2023, in conjunction with SNA's Legislative Action Conference. Marketing nutritious meals, evolving technology, staff training and shifts in demand for information and supplies have created pressures on the bottom line that have been keenly felt in the school nutrition industry. Fifty (50) of SNA's leading school nutrition directors and three (3) of your company representatives will benefit greatly from an intensive one-day workshop customized to help them manage and stay ahead of the curve during this transformational time in the industry. (Topic to be determined.)

BENEFITS INCLUDE:

- » Exclusive two-hour Opening Reception on Friday evening on the Georgetown University campus.
- » Full day of executive-level education at a leading university (\$2,500 value).
- » Full day of networking with 50 top school nutrition directors
- » Three complimentary registrations for your company representatives.
- » Recognition during the Opening Reception and opportunity to make remarks.
- » Company name and logo on onsite signage.
- » Complimentary list of attendees.

\$25,000FOUR CO-SPONSORSHIPS



HOTEL KEY CARDS

Key cards are the number one advertising instrument in a hotel. This exceptional marketing opportunity allows your company to offer a key card with your targeted marketing message to all attendees. Your message appears on the front of the card and SNA/SNF promotional message is printed on the back.

\$10,000 + associated hotel fees *EXCLUSIVE SPONSORSHIP*

MOBILE APP

Grab the attention of every mobile app user at LAC as the mobile app sponsor via your message on the splash page and in promotional messaging to users. Attendees will think of you every time they reference the app for the most up-to-date conference details.

2 CO-SPONSORSHIPS AVAILABLE AT \$5,000 EACH OR EXCLUSIVE FOR \$10,000

CONFERENCE NOTEBOOKS

As the exclusive sponsor, your company will be top of mind throughout the year as attendees continue to use these attractive notebooks during and after SNIC, LAC and NLC national conferences in their daily lives

\$15,000



NATIONAL Leadership CONFERENCE 2023

Hyatt Regency Louisville Louisville, KY April 27-29, 2023



The **National Leadership Conference (NLC)** helps prepare SNA's current and incoming state affiliate leaders for the future. As a sponsor of NLC, your company name will stand out in the crowd of more than 250 state and national leaders.

NLC SPONSORSHIPS ARE AVAILABLE EXCLUSIVELY TO SNA PATRONS.

2023 NLC Sponsorship Opportunities

CONFERENCE TOTE BAGS

As the exclusive sponsor, your company will be top of mind throughout the year as all attendees continue to use these attractive, reusable bags during and after the conference in their daily lives.

\$3,000EXCLUSIVE SPONSORSHIP



GENERAL SESSIONS

Sponsor will have the opportunity to introduce the speaker and have their company name and logo displayed on large screens as attendees enter the session room. Extended recognition will be visible through listings on the website, conference mobile app and onsite signage.

\$5,000

EXCLUSIVE SPONSORSHIP FOR EACH SESSION

HOTEL KEY CARDS

Key cards are the number one advertising instrument in a hotel. This exceptional marketing opportunity allows your company to offer a key card with your targeted marketing message to all attendees. Your message appears on the front of the card and SNA/SNF promotional message is printed on the back.

\$4,000 + associated hotel fees *EXCLUSIVE SPONSORSHIP*

2023 NLC Sponsorship Opportunities (Continued)

CONFERENCE NOTEBOOKS

As the exclusive sponsor, your company will be top of mind throughout the year as attendees continue to use these attractive notebooks during and after SNIC, LAC and NLC in their daily lives

\$15,000

EXCLUSIVE SPONSORSHIP



The headshot lounge is one of the most popular NLC benefits, bringing high traffic and incredible one-on-one engagement. A photographer will be onsite to provide attendees with a professional headshot, and as the sponsor, your company will be right in the action to network and leave a lasting impression.

\$7,500

EXCLUSIVE SPONSORSHIP

CONFERENCE WI-FI

Meeting attendees appreciate the opportunity to check their email and correspond with family and friends while away from home at NLC. Sponsor will be recognized on the website, conference mobile app and onsite signage.

\$5,000

EXCLUSIVE SPONSORSHIP



REFRESHMENT BREAKS

Sponsor has the right to provide product for two breaks throughout the conference. Sponsor will be recognized in onsite signage.

\$3,500 + associated hotel fees 2 CO-SPONSORSHIPS

MOBILE APP

Grab the attention of every mobile app user at SNIC as the mobile app sponsor via your message on the splash page and in promotional messaging to users. Attendees will think of you every time they reference the app for the most up-to-date conference details.

2 CO-SPONSORSHIPS AVAILABLE AT **\$2,500** EACH OR EXCLUSIVE FOR **\$5,000**



ANNUAL National CONFERENCE 2023

Colorado Convention Center | Denver, CO July 9-11, 2022



The school nutrition event of the year! The Annual National Conference (ANC) provides an unparalleled opportunity for industry to showcase the latest and greatest products for the school segment, to network with school nutrition professionals from around the country, and to attend dynamic education sessions. Increase your visibility by sponsoring one of the key components of ANC.

ANC SPONSORSHIPS ARE AVAILABLE EXCLUSIVELY TO CONTRACTED ANC EXHIBITORS.



2023 ANC Sponsorship Opportunities

CONFERENCE TOTE BAG PREMIUM

This affordable opportunity enables you to showcase your company brand or program/ product by providing one premium or collateral item to be included in every conference tote bag. (Note that SNA must approve items.)

\$3,500 + associated shipping fees LIMITED TO 10 COMPANIES

HOTEL KEY CARDS

Key cards are the number one advertising instrument in a hotel. This exceptional marketing opportunity allows your company to offer a key card with your targeted marketing message to all attendees. Your message appears on the front of the card and SNA/SNF promotional message is printed on the back.

\$23,000 + associated hotel fees *EXCLUSIVE SPONSORSHIP*

RELAXATION STATION

Attendees will be able to relax and recharge both mind and body at the Relaxation Station. Attendees will want to stop by for the massage stations, learn about your services and more. Sponsor will be recognized in onsite signage and at the Relaxation Station.

\$12,000EXCLUSIVE SPONSORSHIP

HOTEL ROOM DROPS

Sponsor can drop an item or collateral piece in the rooms of school nutrition operator attendees. Up to two companies each night: Sunday and Monday.

\$5,000 each

+ associated hotel fees

2023 ANC Sponsorship Opportunities (Continued)

IDEAS@WORK SESSIONS

Be an integral part of more than 20 fast-paced, 30-minute learning sessions focus on singular innovations at ANC. Presented by innovative school nutrition operators, Ideas@Work sessions trace the path of a big idea from concept to implementation, identifying the steps that will put that idea to work in school nutrition operations. Sponsorship of the Ideas@Work sessions includes:

- » Logo on marketing materials » The right to introduce the speakers at a minimum of 4 sessions (based on sponsor availability) » Name and logo prominently placed on on-site signage and in the Discovery Guide.
- » The option of introducing the speakers on four webinars highlighting the best of the Ideas@ Work sessions.

\$15,000 EXCLUSIVE SPONSORSHIP

CATCH THE MOMENT

Attendees will have the opportunity to take photos, GIFs, and boomerang videos in a unique conference memorabilia setting at the Catch the Moment booth located on the show floor. Each guest will receive a personalized message via text to include a link that will allow them to download and share their experience via social media. This is an excellent opportunity to showcase your company brand and provide a marketing message via the microsite that every quest that visits will see.

\$7,000 *EXCLUSIVE SPONSORSHIP*



Don't miss this opportunity to begin developing relationships with ANC First Timer Scholarship winners and leaders. This exclusive reception will be held on Sunday evening at a location to be determined. As the sponsor of this event, you will have the opportunity to provide products and your company representatives will be the only industry members in attendance.

\$15,000 EXCLUSIVE SPONSORSHIP OR THREE CO-SPONSORSHIPS FOR \$5,000 EACH



During the Directors-Only Exhibit Hall hours, directors will be scrambling to visit booths and have their card signed by all the official All-Access Pass sponsors. Ten lucky directors will win free 2023 SNA Conference Packages (registration to SNIC, LAC and ANC).

\$2,500 + associated shipping fees *LIMITED TO 15 COMPANIES*

FIRST-TIMERS' LOUNGE

Sponsor the First-Timers' Lounge on Sunday, Monday and Tuesday. A great branding opportunity, sponsorship includes company product placement, computer stations with internet access and beverages each day. First-timers will appreciate the private area to check emails, rest and refresh.

\$5,000

SOLD





2023 ANC Sponsorship Opportunities (Continued)

ANC NEW DIRECTORS TRACK

At #ANC23, SNA will invite new directors (experience of three years or less) to expand their network with content developed specifically with them in mind. The New Directors Track will include a special pre-conference workshop, education sessions and in-person and virtual meetups, all designed to help new directors run a successful program back home. They will receive the training they need, hear from experienced mentors in the field and make new connections that could last a lifetime! Space will be limited—first come, first served; 100-150 max.

Meeting benefits include a:

- » four-hour pre-conference at ANC (session will target new directors)
- » virtual meet-up prior to the conference on Zoom and a meet-up at the end ANC on Zoom

Sponsor will have the opportunity to:

- » Introduce the speakers at pre-conference session at ANC
- » Welcome the new directors at the new directors' reception following the pre-conference session at ANC
- » Introduce the virtual meet-up prior to and after ANC on Zoom

\$25,000

EXCLUSIVE SPONSORSHIP

OR 2 co-sponsorships for \$12,500 each

DISTRICT DIRECTORS/ SUPERVISOR SECTION MEETING

The sponsor will be recognized in onsite signage, ANC website and the ANC Program Materials. Sponsor will also have the honor of introducing the speaker.

\$5,000

EXCLUSIVE SPONSORSHIP



ONSITE BANNERS (PRINT AND DIGITAL)

Extend your conference messaging through advertising on banners available in the Convention Center. Banners vary in size and cost depending on size or location.

CALL FOR DETAILS

SURPRISE & DELIGHT

Be an attention grabber with an unexpected treat for attendees in the Convention Center. Let us help you create a fun and exciting event for attendees when they least expect it. SNA will help determine the best time and place for your pop-up event to maximize your conference reach.

\$4,500 + associated fees LIMITED TO TWO COMPANIES



BEST OF ANC23 WEBINAR SERIES

The highly sought-after "Best of ANC" Webinar Series brings expert speakers and the highest rated sessions to members who cannot attend the meeting, creating an opportunity for the sponsor of this popular series to reach SNA members. The series has opportunities for the sponsor to be on each webinar.

Sponsorship of the series includes:

- » Sponsor logo on marketing materials and at beginning of the webinar
- » Marketing reach, through various channels, exceeding 35K members.
- » The option of introducing the speakers on each webinar.
- » Series promotion in School Nutrition magazine.

\$12,000 for four webinars *EXCLUSIVE SPONSORSHIP*

PROFESSIONAL

Development **OPPORTUNITIES**

Did you know that as part of the Healthy Hunger-Free Kids Act, USDA established professional standards for all school nutrition personnel who manage and operate the National School Lunch and School Breakfast Programs?

ANNUAL TRAINING HOURS

Directors 12 hours
Managers 10 hours
Staff More than 20 hours a week 4 hours

SNA has always advanced professional development for SNA members with its conferences, webinars, the Certificate in School Nutrition and School Nutrition Specialist (SNS) credentialing program. Now more than ever before, school nutrition professionals are turning to SNA as their resource for professional standards and for professional development. That's why partnering with SNA on professional development is a great opportunity for industry.

WEBINAR WEDNESDAYS®

SNA is leading the way to link school nutrition professionals across the country to expert knowledge on emerging issues and hot topics. Webinar Wednesdays and Webinars On-Demand received more than 29,000 views allowing school nutrition professionals to come away with new ways to create opportunities to increase participation, better man- age operations and share innovative techniques. Webinar partnerships are a great way to provide educational programming and bring school nutrition operators and industry together. You have the option of sponsoring one webinar or up to three webinars.

Sponsorship of webinars includes:

- » Sponsor logo on marketing materials, as well as at the beginning and end of each webinar.
- » Marketing reach, through various channels, exceeding 35K members.
- » The option of introducing the speakers on each webinar.
- » Webinar promotion through SNA's content channels, including social media and e-blasts.

\$5,000 each or three webinars for **\$12,000**.

NATIONAL School BREAKFAST WEEK

Sponsorship of National School Breakfast Week (NSBW) provides an unparalleled opportunity to show your company's support for healthy school breakfasts provided by K-12 food-service operators and to be recognized for helping provide much-needed tools for SNA members to raise awareness about their programs and increase breakfast participation in their schools and districts.

National School Breakfast Week was first launched in 1989 to raise awareness about the federal School Breakfast Program (SBP) and the important role a healthy breakfast plays in a child's success in school. Your sponsorship connects your company to the 14 million children the SBP serves every school day!



NSBW will be celebrated nationwide from March 6-10, 2023, with the theme "Dig into School Breakfast!" Yearly campaign themes help boost student and community engagement and generate media buzz while driving home the importance of starting the day with school breakfast. NSBW campaigns, which are announced in April of the prior school year, provide a full year of sponsorship exposure.

\$30,000

EXCLUSIVE SPONSORSHIP

SOLD FOR 2023 & 2024 CONTACT SNA FOR A SPONSORSHIP IN 2025 AND BEYOND

SCHOOL NUTRITION

Foundation

OPPORTUNITIES

SNF, the charitable arm of SNA, offers a variety of educational resources, scholarships and training opportunities to school nutrition professionals who would otherwise not be able to attend SNA conferences and fee-based trainings. Multiple avenues exist for corporate sponsorships to play a key role.



Education, Research and Scholarship

2023 SNF Sponsorship Opportunities

SNF MATCH GAME AT ANC 2023

Ten (10) companies can take part in this fundraising opportunity that increases your exhibit floor booth traffic. Members took great delight in SNF's inaugural Match Game in Orlando. It brings tremendous traffic to your booth as well as to the SNF booth when they turn in their completed cards. A win-win for everyone! Find out more here.

SNF DANCE PARTY AT LAC 2023

Wasn't it fantastic to be TOGETH-ER AGAIN at #LAC22? This year we are bringing back the acclaimed ROLLEX Band. Members wanted more time on the dance floor and we are making it happen! Join us for the fun and celebration! Sign up now to sponsor the SNF Dance Party in 2023. Click here to see the Sponsor Benefits.

GRANTS & SCHOLARSHIPS

<u>Click here</u> to find out about all SNF scholarships and the expanding 2023 Equipment Grant program.

- » <u>2023 Equipment Grants.</u> Equipment is the number one purchase SNA members made with emergency feeding grants they received from SNF during the pandemic. <u>Equipment Grant Sponsor Benefits</u>
- » <u>SNA Conference Scholarships.</u> Attending a national conference can be lifechanging for SNA members. Discover how to sponsor an SNIC, LAC or ANC First-timers Scholarship. <u>SNA Conference Scholarship Sponsor Benefits</u>
- » **Professional Development Named Scholarships.** Professional Development Scholarships provide SNA members funding for tuition and books for the following school year. Branding a Professional Development scholarship with your company's name is one of the best ways to serve SNA members and help them achieve their academic goals. <u>Professional Development Scholarship Sponsor Benefits</u>

SOLD FOR 2023 & 2024

CONTACT SNA FOR A SPONSORSHIP IN 2025 AND BEYOND

2022-23 RESEARCH SPONSORSHIPS

These topics are important to school nutrition professionals and require research to be better understood. SNA's research priorities include:

- » Meal Participation
- » Emergency Preparedness & Feeding Strategies
- » Rural Districts
- » Mentorship & Staff Development
- » Value & Outcomes of School Nutrition Programs

For more information on SNF sponsorship opportunities contact Sherry Carrigan, Industry Relations Advisor, School Nutrition Foundation, at 800.877.8822, or scarrigan@schoolnutrition.org.