



Feeding Bodies. Fueling Minds.™

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Dynamic Food Solutions
General Parts
Gold Creek Foods
Helix Solutions Group
HRI
International Food Solutions
Jackson Warewashing
JTM Food Group
JW Associates
Manning Brothers
MBC Companies
MPK-Processing Group
National Food Group
Peterson Farms
Phoenix Marketing
Pilgrim's Foodservice
ProTeam Foodservice Advisors
Proview Foods
Rich's
SA Piazza
Schwan's Foodservice
SMART Systems
Sonicu
Tasty Brands
Taylor Belle's
The Dairy Alliance
Tyson Foods
Vanco
Zink Foodservice Group*

Dear Industry Partners,

The Kentucky School Nutrition Association (KSNA) is pleased to share the KSNA Partnership Packet for the 2026–2027 school year. Partnership terms run from June 2026 through May 2027.

Our 69th Annual KSNA Conference will be held ***Wednesday through Friday, June 17–19, 2026***, at the Central Bank Center in Lexington, Kentucky. The exhibit show will take place on Thursday, June 18, 2026. KSNA partnerships include registration fees for all KSNA conferences during the partnership term.

This packet includes the following information:

- Tentative Annual Conference Schedule
- Annual Conference Exhibit Details
- KSNA Exhibitor Deadlines
- KSNA Partnership Opportunities
- LFCHD Temporary Foodservice Guidelines
- LFCHD Sampling Guidelines for Food Vendors
- Conference Program and Challenger Ad Specifications

If you are interested in additional opportunities to support KSNA, we welcome the chance to discuss your ideas. Please do not hesitate to contact us with any questions. Thank you in advance for your continued support of KSNA.

We look forward to working with you to make the 2026–2027 partnership year a success!

Sincerely,

Lena Reese
Exhibits Chair
lena.reese@ashland.kyschools.us

Amy Chappell
Executive Director
kentuckysna@gmail.com

Sam Stables
Industry Advisory Council Chair
sam@hri-inc.com



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2026 KSNA Annual Conference Tentative Schedule

(Schedule is subject to change)

Wednesday, June 17

Education Sessions
Lunch on your own for Attendees
Exhibitor Registration/Set-up
Opening General Session
Education Sessions
Open House Reception (by invitation only)- (Opportunity for Platinum & Gold)
Dinner on your Own

Thursday, June 18

Education Sessions
Second General Session
Exhibits for Directors/Administrators Only/Managers and Assistants Education Sessions
Exhibits for All Attendees
KSNA President's Dinner & Party
Open to all KSNA Attendees (Opportunity for Platinum & Gold)

Friday, June 19

Education Sessions
Brunch Served
Closing General Session

For more details and registration information, visit kysna.org

2026 KSNA Annual Conference Exhibit Details

We have strived to plan a successful event for both our members and partners.

Please join us at the 2026 Kentucky School Nutrition Association Annual Conference and Exhibit Show, June 17-19, 2026, at the Central Bank located at 430 W. Vine St., Lexington, KY 40507.

Exhibit Location:

Central Bank Center
430 W. Vine St.
Lexington, KY 40507

Exhibit Set-Up Hours:

Wednesday, June 17, 2026: 12:00-4:00 p.m.
Thursday, June 18, 2026: 8:00-10:00 a.m.

Exhibit Hours:

Thursday, June 18, 2026
10:30 – 12:30, Directors Only
12:30 – 2:30, All Attendees

Exhibit Tear-Down Hours:

Thursday, June 18, 2026, after 2:30 p.m.

Each Booth will be furnished with the following:

- (1) 8' skirted table (1) 8' non-skirted table (2) folding chairs
- (1) wastebasket (1) booth Identification

LEXPO Store:

[Online Ordering for Additional Utilities](#)

Loading Dock Directions:

Central Bank Center, Lexington, KY - Loading Docks are located by the right turn off High Street to Manchester Street or Manchester Street via Oliver Lewis Way.



KSNA Exhibitor Deadlines

✓	Task	Deadline
	Read and understand all terms, conditions, and deadlines	ASAP
	Partner/Exhibitor applications due Any applications received after the deadline will be charged an additional \$100 late fee	April 17, 2026
	Before making booth selections, the application and payment must be received by Amy Chappell. All manufacturers must be at least a Silver Partner All Partners are responsible for choosing their own booth. If multiple manufacturers want to be next to each other, they must coordinate booth selections from the dates listed. Reminder: No splitting of booths!	Booth Selection done electronically as follows: May 11, 2026 P May 13, 2026 G May 15, 2026 S
	Submit and pay orders online for additional utilities (including internet) needed for the Exhibit Show: Online Ordering for Additional Utilities	June 5, 2026
	All necessary permits and fees are to be paid to the LFCHD Health Department by the deadline.	June 5, 2026
	Ad's for Challenger and Conference App will be uploaded during registration. You must upload at the time of registration!	April 17, 2026
	Hotel Booking. (KSNA Room rates are available to Industry Partners) <ul style="list-style-type: none"> Registration link for the Hotel will be sent to you in a separate email once you register for the Partnership 	Booking Opens when Conference Registration Begins
	Bring door prizes valued at approximately \$25 to Sam Stables or Lena Reese. Platinum Partners- Opportunity to send Conference Promotional materials. No IW or Bulk perishable food items allowed. Marketing/Promotions are suggested.	June 17, 2026

KSNA Partnership Opportunities

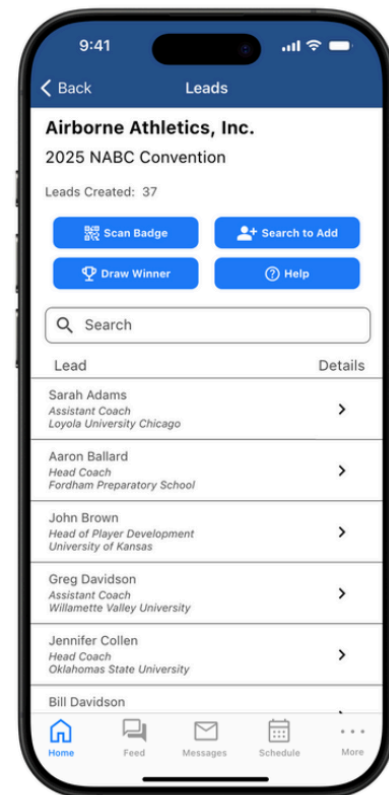
Partner Level Opportunities	Platinum \$2,500	Gold \$1,950	Silver \$1,200
All Manufacturers have to be partners with KSNA and select partner membership (Platinum, Gold, or Silver). Partnership fee must be paid in full.	√	√	√
Partnership provides 1 Vendor Booth at Annual Conference	√	√	√
Partnership provides Free Conference Registration (Meals included). • Annual Conference (Do not register online)	2 Free	1 Free	1 Free
Annual Conference Booth Selections will be electronic, and selection instructions will be sent to Registered Partners. Booth selection will open per dates listed in Columns. <i>All manufacturers must be a KSNA Partner and are responsible for choosing their own booth.</i> <i>If multiple manufacturers want to be next to each other, they must coordinate booth selections with the dates listed.</i> *** No Splitting Booths***	First Priority 5/11	Second Priority 5/13	Third Priority 5/15
Additional Annual Conference Tickets: Additional Conference Tickets can be purchased for \$150 for full access conference	√	√	
Annual Conference Networking opportunity with Directors. Open House Event Wednesday, June 17 th , 2026.	√	√	
Free Color Digital Ad in Annual Conference App. Ads Due: During Industry Registration, but no later than April 17, 2026 • Ad will be added to contact page under Sponsors • Platinum Partners will have their logo scroll on banner of website homepage in the conference app during KSNA Events	√	√	√
Free Color Digital Ad in Fall 2026 and Spring 2027 Issue of <i>The Challenger</i> . (See Specifications Sheet Included in this Packet) (Ads/Logos due while completing Industry Partnership Registration)	Full Page	Half Page	
Invitation to attend KY LAC and represent KY Region	√		
Bi-Annual E Blast Marketing/Promotional opportunity w/ specific message to KSNA members (E Blast submission deadline will be emailed by Amy Chappell)	√		
Opportunity to Serve in an Elected Industry Advisory Council Position.	√	√	
Attendee List Distributed Before Events in Excel Spreadsheet format.	√		
Electronic School Nutrition Directors Listing.	√	√	
Company Information on KSNA Website. Includes: Contact Info, Logo and Company Link	√		
Opportunity to send Conference Promotional materials. No IW or Bulk perishable food items allowed.	√		
Opportunity to participate in a networking event at KSNA Admin Conference. (Opportunity to be discussed 3 months prior to event) Partnership provides Free Conference Registration (Meals included)	2 Free		
Opportunity to participate in networking event at Manager Conference. (Opportunity to be discussed 3 months prior to event) Partnership provides Free Conference Registration (Meals Included)	2 Free	1 Free	



LEAD CAPTURE MADE EASY

You attend our events with one goal - to find leads that turn into new business. Now, you can capture and manage those leads from the same mobile app our attendees use - no extra software, no messy exports, no lost business cards.

HOW IT WORKS



1

SIGN IN TO THE EVENT WEBSITE TO CREATE YOUR ORG PROFILE AND PRODUCT INFORMATION

2

SCAN ATTENDEE DIGITAL BADGES TO CAPTURE LEADS

3

RATE LEADS, SELECT PRODUCT INTERESTS, ADD NOTES & MORE

4

RANDOMLY SELECT WINNERS FOR GIVEAWAYS FROM THE APP

5

EXPORT LEADS TO YOUR CRM OR MARKETING PLATFORM FOR SEAMLESS FOLLOW-UP

NO MORE MISSED LEADS

Attendees can request information from you through the app in case they missed your booth.

A SIMPLIFIED SYSTEM

Everything functions in one cohesive system, with no extra vendors, scanners or tools.

APP & BROWSER FLEXIBILITY

This solution is web and app enabled, providing you access almost anywhere.

**Just \$50 per exhibitor/sponsor
Signup During Partnership Registration**

Powered by:
mobileup



LFCHD Temporary Foodservice Guidelines

Permitting

A temporary food service permit is required for preparing and/or serving food/drinks to the public; to include, beverages or samples of food/drink products. Commercial pre-packaged, shelf-stable food products do not need a temporary permit.

A public foodservice establishment or other food vendor must obtain a permit from the Lexington-Fayette County Health Department (LFCHD) for each temporary foodservice event in which it participates. LFCHD will inspect temporary events and if minimum sanitation standards are not met, the foodservice operation will be discontinued until corrections are completed and verified by LFCHD Environmental Health Specialists.

Owners/operators of a temporary foodservice must notify LFCHD of the following items no less than two business days (48-hours) before the scheduled event and complete a Temporary Foodservice Registration form to include the following information:

- 1) Type of Foodservice proposed,
- 2) Food list, method of storage, and how (coolers, refrigerators, hot boxes, etc.) temperature will be maintained,
- 3) Time and location of the event,

If, for whatever reason, you do NOT set-up for operation or are late please call 859-231-9791 during normal working hours or after-hours / weekends / holidays call 859-335-7071 to notify the Environmental Health representative. This is the only way you can potentially be credited for a future temporary foodservice application.

Fees

Temporary public Foodservice establishments and vendors are required to pay the following license fees at the time of licensing:

- 1-3 day event – \$60
- 4-7 day event – \$90
- 8-14 day event - \$125

Foodservice Personnel

All foodservice personnel that prepare/handle food must have a valid Lexington-Fayette County Health Department Food Handler Card.

- Lexington-Fayette County Health Department food handler cards may be obtained online for \$23 at: www.lfchd.org
- **If you have already purchased your Food Handler Card, check your expiration date as it may still be valid, and a new card does not have to be purchased.**

Employees may not touch ready-to-eat (RTE) food with their bare hands. Employees must use suitable utensils such as deli tissue, spatulas, tongs, single-use gloves, or dispensing equipment when handling RTE food.

All personnel must wash their hands before beginning work, when returning to work after any break in food preparation activities, when putting on or changing gloves, or any time their hands become unclean.

Smoking is prohibited in a food preparation, ware washing, or in food storage areas.

Personnel must wear clean outer garments, effective hair restraints and no jewelry on their hands or arms (except plain wedding bands). If worn, artificial and painted fingernails must be covered by intact gloves.

All personnel must be free of open sores and skin infections, respiratory infections, upset stomach, diarrhea or other communicable diseases.

Facilities

The specific requirements for the temporary event physical facility where food is prepared or handled are based on the length of the event, the type of food that is prepared or served, and the extent of food preparation conducted at the temporary facility. **“Time/Temperature control for safety food (TCS)”** (formerly potentially hazardous food) means Food that requires time/temperature control for safety (TCS) to limit pathogenic microorganism growth or toxin formation.

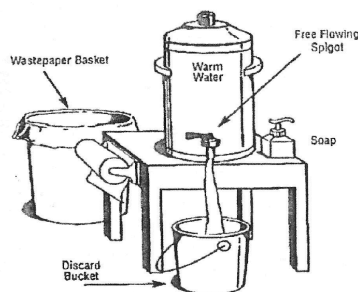
Minimum requirements include:

- 1) Foodservice operators must provide overhead protection where food is prepared or portioned or stored or ware washing is done onsite.
- 2) Flooring may be concrete, machine-laid asphalt or dirt/gravel if it is covered with mats, removable platforms, duckboards, or other suitable approved materials that effectively control dust and mud and are graded to drain.
- 3) Walls and ceilings should be constructed of a material that protects the interior from the weather, windblown dust and debris, or other forms of cross-contamination.
- 4) When time/temperature control for safety (TCS) foods are prepared at events, the physical structure where the food preparation occurs must be protected against flying insects and other vermin by an effective means.
- 5) A three-compartment sink is required within the temporary food service for washing, rinsing and sanitizing utensils and equipment. If this activity is conducted at an approved, remotely located commissary or foodservice establishment, an adequate supply of spare preparation and serving utensils must be maintained on the premises in case the original utensils become unclean. **Refer to the diagram below.**
- 6) A hand-washing station is required. This station may be a clean, portable container equipped with an on/off valve and a catch bucket to collect the wastewater. Soap and single-service paper towels must be available for hand washing and hand drying. **Refer to the diagram below.**

HANDWASHING

At least one convenient handwashing facility must be available for handwashing on site at all times. This facility must consist of, at least, a container with warm potable running water (via spigot if sinks won't be utilized), a catch bucket for wastewater, soap, individual single-use paper towels, and a trash container for disposal of paper towels. Employees must wash their hands at all necessary times during food preparation and service.

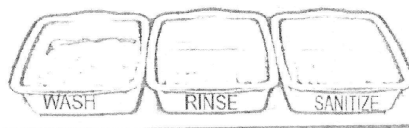
- Prior to starting food handling activities
- After using the restroom
- After sneezing, coughing, blowing your nose, eating, drinking, smoking, or touching a part of the body
- After touching an open sore, boil, or cut
- After handling money or other soiled items
- After taking out the trash or following any activity during which hands may have become contaminated.



DISHWASHING

Facilities must be provided to wash, rinse, and sanitize multi-use utensils, dishware and equipment used for food preparation at the site. Proper chemical sanitizer and the appropriate chemical test kit must be provided and used at each site. All dishes and utensils must be air-dried. Use of disposable pans is recommended.

PROPER SET-UP



PROPER SANITIZER CONCENTRATIONS

Chlorine
50-100 ppm*

Quaternary Ammonia
200 ppm*

Iodine
12.5-25 ppm*

* Or as otherwise indicated by the Code of Federal Regulations (CFR) or by the manufacturer of the product.

Water

All foodservice operations that prepare or portion food on the premises must provide an adequate supply of potable water for purposes of employee hand washing and cleaning. Municipal connections, holding tanks or portable containers are accepted means to provide an adequate supply of water, ensure hoses specifically state “food grade” water hose.

Solid and Liquid Waste

Operators must remove all garbage and rubbish from the premises often enough to prevent nuisance conditions and dispose solid waste properly in tight-fitting, covered containers.

Operators must dispose liquid waste in a public or other approved wastewater system.

To Prevent Foodborne Illness

- Obtain foods from an approved source. **The preparation of foods in a home kitchen or any other establishment not subject to a Health Department inspection is prohibited. Home-canned foods or shellfish are also prohibited.**
- Wash hands thoroughly before handling food, single-service items and clean equipment and utensils.
- Maintain hot foods at temperatures of 135° F or above.
- Maintain cold foods at temperatures of 41° F or below.
- Reheat cooked foods to a minimum temperature of 165° F within two hours for hot holding.
- **Check food temperatures frequently with a metal stem thermometer.**
- Heat foods quickly and cool foods rapidly to minimize the time foods are in the food danger zone (41° F to 135° F).
- Keep raw and cooked foods separated.
- Thaw foods properly: completely submerged under cold running water no longer than four hours, or as part of the cooking process, or under refrigeration.
- Use single-service articles whenever possible.
- Keep foods covered and protected from dust, dirt, insects, vermin and human cross contamination.
- Protect all food, including displayed food, from customer contamination (touching, coughing, sneezing, etc.).
- Minimize handling of foods before, during and after preparation.
- Do not store food directly in contact with ice that is used for beverages.
- Do not use swollen, leaking or damaged canned goods.
- Store all food products, equipment, and single-service articles (cups, straws, napkins) at least six inches off the ground.
- Store prepackaged foods and drinks in drained ice.
- Condiments must be provided in individual packages or approved dispensers.
- Do not display relish/onions/etc. for customer self-service.
- All light fixtures (exception: heat lamps) shall be shielded or shatter-proof

Type of Food	Minimum Internal Temperature
Poultry	165°F
Ground meats (beef, pork, and seafood)	155°F
Steaks of pork, beef, veal, and lamb	145°F



Lexington-Fayette County Health Department

Environmental Health
650 Newtown Pike
Lexington, KY 40508-1197
(859) 231-9791
(859) 231-9459 Fax

Sampling Guidelines for Food Vendors and Demonstrators at Temporary Food Events

Distribution of food samples to the public allows consumers to sample items before purchasing. It allows sellers to introduce new and less common varieties of produce and other items as well as demonstrate the quality, taste and freshness of their products to consumers. Sampling has a positive effect on the sales of products at food facilities and special events, etc. To provide safe samples to the public, the following guidelines, developed from the Kentucky Retail Food Code must be followed:

Time and Temperature Control for Safety (TCS) foods will require a temporary food service permit: (<https://www.lfchd.org/temporary-food-service/>). TCS foods require temperature control and include Grade A dairy, meats, and raw cut / sliced vegetables and fruits. For questions as to what constitutes as TCS food, please call (859) 231-9791 and ask to speak to an inspector.

1. Keep samples in clean, covered containers approved by this Department. A clear plastic container with a hinged lid or a plate with a clear dome cover would be effective and still allow the customer to see the product.
2. The vendor must distribute samples in a sanitary manner. Use toothpicks or disposable utensils to distribute the samples. This is to avoid contact with consumer's hands.
3. Clean, disposable plastic gloves can be used when cutting food samples (NO bare hand contact).
4. A hand-washing station must be provided. At a minimum provide a five (5) gallon water container with a dispensing valve to leave hands free for washing; a container to contain the wastewater (**refer to the diagram on the next page**); soap dispenser and paper towels.
5. Food intended for sampling shall be washed, or cleaned in another manner, of any soil or other material by potable water in order that it is wholesome and safe for consumption, if applicable.
6. Potable water shall be provided for hand washing and sanitizing as approved by this Department.
7. Utensils and cutting surfaces shall be smooth, non-absorbent, and easily cleaned or disposed of as approved by this Department.
8. Utensil washing shall be provided if samples are prepared onsite. Provide three tubs (**refer to diagram on the next page**), washing, rinsing, and sanitizing. Use approved sanitizer - chlorine, iodine, or quaternary ammonium in approved concentrations. Provide a method for testing sanitizer concentration.
9. Utensils and hand-washing wastewater shall be disposed of in a facility connected to the public sewer system.
10. Approved toilet and hand-washing facilities shall be available within 60 meters (200 feet) of the premises.
11. No animals, birds, or fowl shall be kept or allowed within 6 meters (20 feet) of any area where food is stored or held for sale. This does not apply to guide dogs, signal dogs, or service dogs when used in accordance with the American Disabilities Act (ADA).
12. All garbage and rubbish shall be stored and disposed of in a manner approved by this Department.

KSNA Conference Program & *The Challenger* Ad Specifications



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Pages in the Conference App and the two Challenger publications are 8.5" X 11" and are printed in COLOR.

Ad Sizing:

- **Full Page:** 8.5" wide x 11" high
- **Half Page:** 8.5" wide x 5" high
 - Ads need to be submitted vertically

Guidelines:

- All ads should be submitted in COLOR
- Ads should be named: companynamelogo (I.e. KSNAlogo)
- Ads may be submitted in the following formats for best results (PC compatible)
 - JPEG in high resolution
 - Tiff in high resolution
 - PDF in high resolution
- All formats listed above should include all fonts and graphics.

Questions? Contact Jessica Conner at jessica.conner@clinton.kyschools.us