

Form **990**
 Department of the Treasury
 Internal Revenue Service

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements

OMB No 1545-0047
2011
Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 08-01-2011 and ending 07-31-2012

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization SCHOOL NUTRITION ASSOCIATION INC Doing Business As Number and street (or P O box if mail is not delivered to street address) Room/suite 120 WATERFRONT STREET SUITE 300 NO 300 City or town, state or country, and ZIP + 4 NATIONAL HARBOR, MD 20745	D Employer identification number 84-0445578 E Telephone number (301) 686-3100 G Gross receipts \$ 11,713,600
F Name and address of principal officer PATRICIA MONTAGUE 120 WATERFRONT STREET SUITE 300 NO 300 NATIONAL HARBOR, MD 20745		H(a) Is this a group return for affiliates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) Are all affiliates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list (see instructions) H(c) Group exemption number ▶
I Tax-exempt status <input type="checkbox"/> 501(c)(3) <input checked="" type="checkbox"/> 501(c) (4) (insert no) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
J Website: ▶ WWW.SCHOOLNUTRITION.ORG		
K Form of organization <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		L Year of formation 1946 M State of legal domicile VA

Part I Summary

1	Briefly describe the organization's mission or most significant activities EDUCATING AND EMPOWERING MEMBERS TO PROVIDE HEALTHY MEALS TO FOSTER AN ENVIRONMENT WHERE CHILDREN ACHIEVE OVERALL WELLNESS AND LIFELONG SUCCESS			
2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets				
Activities & Governance	3 Number of voting members of the governing body (Part VI, line 1a)	3		19
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4		19
	5 Total number of individuals employed in calendar year 2011 (Part V, line 2a)	5		55
	6 Total number of volunteers (estimate if necessary)	6		80
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a		1,732,791
	b Net unrelated business taxable income from Form 990-T, line 34	7b		99,405
	Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	
9 Program service revenue (Part VIII, line 2g)		617,406		948,851
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		8,518,453		8,932,782
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		219,751		230,537
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)		431,681		423,039
		9,787,291		10,535,209
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0		0
	14 Benefits paid to or for members (Part IX, column (A), line 4)	0		0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	3,854,873		4,077,780
	16a Professional fundraising fees (Part IX, column (A), line 11e)	0		0
	b Total fundraising expenses (Part IX, column (D), line 25) ▶ ⁰			
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	5,539,970		5,423,227
18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	9,394,843		9,501,007	
19 Revenue less expenses Subtract line 18 from line 12	392,448		1,034,202	
Net Assets or Fund Balances		Beginning of Current Year		End of Year
	20 Total assets (Part X, line 16)	8,538,985		8,749,149
	21 Total liabilities (Part X, line 26)	3,644,070		2,932,583
22 Net assets or fund balances Subtract line 21 from line 20	4,894,915		5,816,566	

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has knowledge.

Sign Here	***** Signature of officer PATRICIA MONTAGUE ACTING CEO Type or print name and title	
Paid Preparer's Use Only	Preparer's signature ▶ ANGEL NGANDO	Date
	Firm's name (or yours if self-employed), address, and ZIP + 4 CLIFTONLARSONALLEN LLP 4250 N FAIRFAX DRIVE SUITE 1020 ARLINGTON, VA 22203	

May the IRS discuss this return with the preparer shown above? (see instructions)

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response to any question in this Part III **1** Briefly describe the organization's mission

EDUCATING AND EMPOWERING MEMBERS TO PROVIDE HEALTHY MEALS TO FOSTER AN ENVIRONMENT WHERE CHILDREN ACHIEVE OVERALL WELLNESS AND LIFELONG SUCCESS

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

If "Yes," describe these changes on Schedule O

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a (Code) (Expenses \$ 2,865,222 including grants of \$) (Revenue \$ 4,689,529)

MEETINGS AND EDUCATION PROVIDED TRAINING, EDUCATION AND NETWORKING OPPORTUNITIES FOR OUR MEMBERS THROUGH THE USE OF 2 SMALL MEETINGS AND 1 LARGE CONFERENCE. EACH CONFERENCE WAS FILLED WITH EDUCATIONAL SESSIONS THAT FOCUSED ON THE NEEDS OF OUR MEMBERSHIP BASE. AT OUR LARGEST CONFERENCE THERE WAS AN OPPORTUNITY FOR OUR MEMBERS TO SEE EXHIBITS THAT DISPLAYED THE NEWEST TECHNOLOGY AND PRODUCTS THAT ARE PART OF THE SCHOOL FOODSERVICE MARKET. OTHER EDUCATIONAL OPPORTUNITIES EXISTED WITH ONLINE EDUCATION COURSES.

4b (Code) (Expenses \$ 1,738,173 including grants of \$) (Revenue \$ 1,793,760)

COMMUNICATIONS PRODUCE THE AWARD WINNING SCHOOL NUTRITION MAGAZINE WHICH IS THE OFFICIAL PUBLICATION OF THE SCHOOL NUTRITION ASSOCIATION AND IS READ BY SNA'S 53,000 PLUS MEMBERS-THE WORLD'S TOP SCHOOL NUTRITION PROFESSIONALS. THE MAGAZINE ALSO COUNTS AMONG ITS READERS SOME 2,000 NON-MEMBERS WITH AN INTEREST IN CHILD NUTRITION. READERS TURN TO SNA FOR THE LATEST INFORMATION ON A HOST OF ITEMS THAT AFFECT THE SUCCESSFUL OPERATION OF A SCHOOL FOODSERVICE PROGRAM. ALSO PRODUCE SEVERAL NEWSLETTERS THAT UPDATE MEMBERS ON A DAILY OR WEEKLY BASIS WITH NEWS STORIES THAT MAY AFFECT THEIR CHILD NUTRITION PROGRAMS. THE NEWSLETTERS ARE OFFERED THROUGH AN EMAIL SUBSCRIPTION BASE SERVICE.

4c (Code) (Expenses \$ 582,976 including grants of \$) (Revenue \$)

PUBLIC AFFAIRS SNA ADVOCATES FOR ISSUES AND LEGISLATION THAT DIRECTLY AFFECT SCHOOL NUTRITION PROGRAMS THROUGHOUT THE UNITED STATES. SNA REMAINS COMMITTED TO ADVOCATING FOR INCREASED FUNDING FOR CHILD NUTRITION PROGRAMS DUE TO THE INCREASE IN FOOD, MILK AND ENERGY COSTS, COMBINED WITH HIGH LABOR AND BENEFITS COSTS, THE FEDERAL SCHOOL MEAL REIMBURSEMENT NO LONGER COVERS THE COST TO PREPARE A BALANCED, NUTRITIOUS SCHOOL MEAL. SNA HAS ENGAGED IN A DIALOGUE WITH SCHOOL NUTRITION PROFESSIONALS TO ADVOCATE FOR NATIONAL SCHOOL NUTRITION STANDARDS FOR SCHOOL MEALS AND OTHER FOODS AND BEVERAGES AVAILABLE IN SCHOOLS. SNA POSITIONS ITSELF AS A LEADER IN THE CHILD NUTRITION REAUTHORIZATION PROCESS BY OFFERING ADVOCACY TOOLS FOR OUR MEMBERS AS WELL AS STATING A STRONG POSITION TO CONGRESS ON THE IMPORTANCE OF CHILD NUTRITION PROGRAMS THAT WILL IMPROVE HEALTH OUTCOMES FOR CHILDREN. SNA ALSO SERVES AS THE GO TO SOURCE FOR OTHER MEDIUMS IN PROVIDING POSITIVE AND PROFESSIONAL IMAGES OF THE SCHOOL NUTRITION PROFESSION TO THE PUBLIC AT LARGE.

(Code) (Expenses \$ 1,052,928 including grants of \$) (Revenue \$ 716,702)

CERTIFICATION AND CREDENTIALING SNA DEVELOPS AND ENCOURAGES THE HIGHEST STANDARDS IN SCHOOL NUTRITION PROGRAMS AND PROVIDES EDUCATIONAL OPPORTUNITIES TO ENSURE THE PROFESSIONAL DEVELOPMENT OF ITS MEMBERS. SNA'S CERTIFICATION PROGRAM IS BASED ON THE STANDARDS OF PRACTICE AND INDICATORS IN THE KEYS TO EXCELLENCE IN SCHOOL FOOD AND NUTRITION PROGRAMS THAT DEFINE NATIONALLY ACCEPTED STANDARDS FOR QUALITY PROGRAMS. SNA ESTABLISHED THE SCHOOL NUTRITION SPECIALIST (SNS) CREDENTIALING PROGRAM TO ENHANCE THE PROFESSIONAL IMAGE OF SCHOOL NUTRITION PROFESSIONALS, ELEVATE PROFESSIONAL STANDARDS AND ENHANCE INDIVIDUAL PERFORMANCE. THE SNS CREDENTIAL IS A MARK OF EXCELLENCE AND ACHIEVEMENT THAT REFLECTS WHAT IT TAKES TO MANAGE SCHOOL NUTRITION PROGRAMS IN TODAY'S CHALLENGING CLIMATE. THE SNS CREDENTIALING EXAM EVALUATES CANDIDATES' KNOWLEDGE AND SKILLS REQUIRED TO PERFORM SPECIFIC JOB ACTIVITIES RELATED TO MANAGING OR DIRECTING SCHOOL NUTRITION PROGRAMS. TOTAL REVENUE FOR CERTIFICATION & TRAINING WAS \$325,307, AND TOTAL EXPENSE WAS \$260,993. INDUSTRY RELATIONS SNA'S INDUSTRY PARTNERS ARE VITAL TO FURTHERING THE MISSION OF THE ASSOCIATION. THE INDUSTRY RELATIONS AREA IS RESPONSIBLE FOR WORKING AND SERVICING INDUSTRY PARTNERS WITH INDUSTRY MEMBERSHIPS, MEETING SPONSORSHIPS, PARTNERSHIP PROPOSALS AND THE PATRON PROGRAM. TOTAL EXPENSES FOR INDUSTRY RELATIONS WERE \$288,202. MARKETING SNA IS CONTINUOUSLY INVOLVED IN INVESTIGATING THE LATEST TRENDS, FACTORS AND ISSUES IMPACTING SCHOOL NUTRITION. RESEARCH IS DESIGNED AND CONDUCTED TO MEET NEEDS OF ASSOCIATION MEMBERS AND THE GENERAL PUBLIC. SNA ALSO OFFERS A VARIETY OF MATERIALS TO ASSIST MEMBERS IN PROMOTING SCHOOL NUTRITION PROGRAMS AND HEALTHY SCHOOL MEALS. THE RESOURCES ASSIST MEMBERS WITH IDENTIFYING NEW MARKETING OPPORTUNITIES, AND PROVIDE FRESH IDEAS ON WAYS TO EDUCATE THE COMMUNITY ABOUT SCHOOL NUTRITION. TOTAL REVENUE FOR THIS PROGRAM WAS \$391,395 AND TOTAL EXPENSES WERE \$503,733.

4d Other program services (Describe in Schedule O)

(Expenses \$ 1,052,928 including grants of \$) (Revenue \$ 716,702)

4e Total program service expenses \$ 6,239,299

Part IV Checklist of Required Schedules

		Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>		No
2	Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)? <input checked="" type="checkbox"/>	Yes	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i> <input checked="" type="checkbox"/>		No
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i> <input checked="" type="checkbox"/>	Yes	
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i> <input checked="" type="checkbox"/>		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? <i>If "Yes," complete Schedule D, Part II</i> <input checked="" type="checkbox"/>		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i> <input checked="" type="checkbox"/>		No
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i> <input checked="" type="checkbox"/>		No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i> <input checked="" type="checkbox"/>	Yes	
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI.</i> <input checked="" type="checkbox"/>	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII.</i> <input checked="" type="checkbox"/>		No
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII.</i> <input checked="" type="checkbox"/>		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX.</i> <input checked="" type="checkbox"/>		No
e	Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X.</i> <input checked="" type="checkbox"/>	Yes	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X.</i> <input checked="" type="checkbox"/>	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII</i> <input checked="" type="checkbox"/>		No
b	Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional</i> <input checked="" type="checkbox"/>	Yes	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?		No
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Part I</i>		No
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the U S? <i>If "Yes," complete Schedule F, Part II and IV</i>		No
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the U S? <i>If "Yes," complete Schedule F, Part III and IV</i>		No
17	Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		No
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		No
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		No
20a	Did the organization operate one or more hospitals? <i>If "Yes," complete Schedule H</i>		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. All Form 990 filers that operated one or more hospitals must attach audited financial statements		

Part IV Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21		No
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22		No
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer questions 24b-24d and complete Schedule K. If "No," go to line 25</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		No
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		No
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>	34	Yes	
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a		No
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b		No
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response to any question in this Part V

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable. 1a 18		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable. 1b 0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? 1c		
2a	Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return. 2a 55		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions). 2b Yes	Yes	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year? 3a Yes	Yes	
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O. 3b Yes	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account or securities account)? 4a No		No
b	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? 5a No		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? 5b No		No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T? 5c		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible? 6a Yes	Yes	
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? 6b Yes	Yes	
7	Organizations that may receive deductible contributions under section 170(c).		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? 7a No		No
b	If "Yes," did the organization notify the donor of the value of the goods or services provided? 7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? 7c No		No
d	If "Yes," indicate the number of Forms 8282 filed during the year. 7d		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? 7e No		No
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? 7f No		No
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? 7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? 7h		
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year? 8		
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the organization make any taxable distributions under section 4966? 9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person? 9b		
10	Section 501(c)(7) organizations. Enter		
a	Initiation fees and capital contributions included on Part VIII, line 12. 10a		
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities. 10b		
11	Section 501(c)(12) organizations. Enter		
a	Gross income from members or shareholders. 11a		
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them). 11b		
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? 12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year. 12b		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? Note. All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state. 13a		
b	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans. 13b		
c	Enter the aggregate amount of reserves on hand. 13c		
14a	Did the organization receive any payments for indoor tanning services during the tax year? 14a No		No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O. 14b		

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year		
1b	Enter the number of voting members included in line 1a, above, who are independent		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		No
6	Did the organization have members or stockholders?	Yes	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	Yes	
7b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	Yes	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
8a	The governing body?	Yes	
8b	Each committee with authority to act on behalf of the governing body?	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	Yes	

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	Yes	
10b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		No
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	Yes	
11b	Describe in Schedule O the process, if any, used by the organization to review the Form 990		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	Yes	
12b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	Yes	
12c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	Yes	
13	Did the organization have a written whistleblower policy?	Yes	
14	Did the organization have a written document retention and destruction policy?	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
15a	The organization's CEO, Executive Director, or top management official	Yes	
15b	Other officers or key employees of the organization	Yes	
	If "Yes," to line 15a or 15b, describe the process in Schedule O (see instructions)		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		No
16b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

Section C. Disclosure

- 17** List the States with which a copy of this Form 990 is required to be filed _____
- 18** Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
 Own website Another's website Upon request
- 19** Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public. See Additional Data Table.
- 20** State the name, physical address, and telephone number of the person who possesses the books and records of the organization
 THE ORGANIZATION
 120 WATERFRONT STREET SUITE 300 NO
 NATIONAL HARBOR, MD 20745
 (301) 686-3100

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response to any question in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

• List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid

• List all of the organization's **current** key employees, if any See instructions for definition of "key employee "

• List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations

• List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations

• List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organization nor any related organizations compensated any current or former officer, director, or trustee

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) FRANK DIPASQUALE CEO	37.50	X		X				149,692	0	4,550
(2) HELEN PHILIPS PRESIDENT	15.00	X		X				0	0	0
(3) SANDRA FORD PRESIDENT-ELECT	15.00	X		X				0	0	0
(4) LEAH SCHMIDT VICE PRESIDENT	15.00	X		X				0	0	0
(5) ELIZABETH TAYLOR SECRETARY/TREASURER	1.00	X		X				0	0	0
(6) JACKIE FIORENTINO NORTHEAST REGIONAL DIRECTOR	1.00	X						0	0	0
(7) LINDA EICHENBERGER MIDEAST REGIONAL DIRECTOR	1.00	X						0	0	0
(8) MARILYN MOODY SOUTHEAST REGIONAL DIRECTOR	1.00	X						0	0	0
(9) GAY ANDERSON MIDWEST REGIONAL DIRECTOR	1.00	X						0	0	0
(10) JODY HOUSTON SOUTHWEST REGIONAL DIRECTOR	1.00	X						0	0	0
(11) WANDA GRANT WEST REGIONAL DIRECTOR	1.00	X						0	0	0
(12) ARIANE MAORI SHANLEY NORTHWEST REGIONAL DIRECTOR	1.00	X						0	0	0
(13) MARY BETLACH DIRECTOR	1.00	X						0	0	0
(14) CATHERINE DIGILIO GRIMES DIRECTOR	1.00	X						0	0	0
(15) CHRIS NEAL DIRECTOR	1.00	X						0	0	0
(16) JEAN RONNEI DIRECTOR	1.00	X						0	0	0
(17) DIANE SANTORO DIRECTOR	1.00	X						0	0	0

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(18) BETH MINCEMOYER EGAN DIRECTOR	1 00	X					0	0	0	
(19) CYNTHIA BROOKS DIRECTOR	1 00	X					0	0	0	
(20) CHRIS MEINERDING DIRECTOR	1 00	X					0	0	0	
(21) PATRICIA MONTAGUE COO	37 50			X			159,982	0	9,248	
(22) DANNY SEYMOUR DEAN OF EDUCATION	37 50				X		135,127	0	8,280	
(23) CATHERINE SCHUCHART SVP OF CHILD NUTRITION& POLICY	37 50				X		130,630	0	8,283	
(24) JENNIFER LEWI SVP OF MARKETING	37 50				X		130,399	0	7,934	
(25) MARIA ROBERTSON SVP OF COMMUNICATIONS	37 50				X		113,017	0	7,132	
(26) MARCELO ESQUIVEL DIRECTOR OF INFORMATION TECH	37 50				X		110,734	0	7,090	
(27) BARBARA BELMONT FORMER CEO	37 50					X	198,991	0	59,580	
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)							1,128,572	0	112,097	

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **9**

	Yes	No
3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3 Yes	
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4 Yes	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>	5	No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation
RR DONNELLY ONE SHENANDOAH VALLEY DRIVE STRASBURG, VA 22657	PRINTING & DISTRIBUTION	353,670
ACCESS AUDIO VISUALS 10501 S ORANGE AVE UNIT 106 ORLANDO, FL 32824	AUDIO VISUAL	337,220
GAYLORD OPRYLAND RESORT 2800 OPRYLAND DRIVE NASHVILLE, TN 37214	ANNUAL CONFRENCE	291,306
BARBARA BOYCE 2050 S JAMAICA CT AURORA, CO 80014	ADVERTISING SALES REP	193,205
OLSSON FRANK AND WEEDA PC 600 NEW HAMPSHIRE AVE NW WASHINGTON, DC 20037	LOBBYING	144,704

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **16**

Part VIII Statement of Revenue

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512, 513, or 514	
Contributions, gifts, grants and other similar amounts	1a	Federated campaigns 1a					
	b	Membership dues 1b					
	c	Fundraising events 1c					
	d	Related organizations 1d					
	e	Government grants (contributions) 1e					
	f	All other contributions, gifts, grants, and similar amounts not included above 1f	948,851				
	g	Noncash contributions included in lines 1a-1f \$ _____					
	h	Total. Add lines 1a-1f ▶	948,851				
Program Service Revenue			Business Code				
	2a	MEETINGS AND EDUCATION	900099	4,734,624	4,734,624		
	b	MEMBERSHIP DUES	900099	2,015,926	2,015,926		
	c	ADVERTISING	541800	1,762,286	29,495	1,732,791	
	d	CERTIFICATION	900099	325,307	325,307		
	e	STATE MEMB PROCESSING	900099	94,639	94,639		
	f	All other program service revenue					
g	Total. Add lines 2a-2f ▶		8,932,782				
Other Revenue	3	Investment income (including dividends, interest and other similar amounts) ▶		136,954		136,954	
	4	Income from investment of tax-exempt bond proceeds . . ▶					
	5	Royalties ▶		198,337		198,337	
	6a	(i) Real		(ii) Personal			
		b	Gross rents				
		c	Less rental expenses				
		d	Rental income or (loss)				
	d	Net rental income or (loss) ▶					
	7a	(i) Securities		(ii) Other			
		b	Gross amount from sales of assets other than inventory	1,271,974			
		c	Less cost or other basis and sales expenses	1,178,391			
		d	Gain or (loss)	93,583			
	d	Net gain or (loss) ▶		93,583		93,583	
	8a	Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18 a					
	b	Less direct expenses b					
c	Net income or (loss) from fundraising events . . ▶						
9a	Gross income from gaming activities See Part IV, line 19 a						
b	Less direct expenses b						
c	Net income or (loss) from gaming activities . . ▶						
10a	Gross sales of inventory, less returns and allowances a						
b	Less cost of goods sold b						
c	Net income or (loss) from sales of inventory . . ▶						
Miscellaneous Revenue		Business Code					
11a	PRODUCTS & SERVICES	900099	173,620		173,620		
b	MAILING LIST	900099	51,082		51,082		
c							
d	All other revenue						
e	Total. Add lines 11a-11d ▶		224,702				
12	Total revenue. See Instructions ▶		10,535,209	7,199,991	1,732,791	653,576	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D)

Check if Schedule O contains a response to any question in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States See Part IV, line 21				
2	Grants and other assistance to individuals in the United States See Part IV, line 22				
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	571,774		571,774	
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	2,764,573	1,826,385	938,188	
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	169,485	109,976	59,509	
9	Other employee benefits	329,982	153,953	176,029	
10	Payroll taxes	241,966	138,359	103,607	
11	Fees for services (non-employees)				
a	Management				
b	Legal	30,180		30,180	
c	Accounting	52,332		52,332	
d	Lobbying	159,682	159,682		
e	Professional fundraising See Part IV, line 17				
f	Investment management fees				
g	Other	1,308,519	765,619	542,900	
12	Advertising and promotion	38,245	36,184	2,061	
13	Office expenses	570,467	267,474	302,993	
14	Information technology	70,852		70,852	
15	Royalties				
16	Occupancy	526,734	297,459	229,275	
17	Travel	426,291	123,116	303,175	
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	1,854,445	1,804,135	50,310	
20	Interest				
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	56,077		56,077	
23	Insurance	60,865	14,194	46,671	
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	MAGAZINE	502,696	500,095	2,601	
b	UBIT	30,986	30,986		
c	HONORARIUM	15,000		15,000	
d	AWARDS	14,172	14,172		
e					
f	All other expenses	-294,316	-2,490	-291,826	
25	Total functional expenses. Add lines 1 through 24f	9,501,007	6,239,299	3,261,708	0
26	Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X Balance Sheet

		(A)		(B)
		Beginning of year		End of year
Assets	1 Cash—non-interest-bearing	1,553,162	1	2,499,722
	2 Savings and temporary cash investments	693,901	2	693,976
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	525,058	4	498,511
	5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L		5	
	6 Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	117,296	9	71,824
	10a Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	657,623		
	b Less accumulated depreciation	582,511	10c	75,112
	11 Investments—publicly traded securities	4,410,925	11	4,505,333
	12 Investments—other securities See Part IV, line 11	41,324	12	35,345
	13 Investments—program-related See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets See Part IV, line 11	1,110,196	15	369,326
16 Total assets. Add lines 1 through 15 (must equal line 34)	8,538,985	16	8,749,149	
Liabilities	17 Accounts payable and accrued expenses	1,126,292	17	1,070,170
	18 Grants payable		18	
	19 Deferred revenue	1,354,443	19	1,447,130
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability Complete Part IV of Schedule D		21	
	22 Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D	1,163,335	25	415,283
	26 Total liabilities. Add lines 17 through 25	3,644,070	26	2,932,583
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	4,498,012	27	5,134,920
	28 Temporarily restricted net assets	346,903	28	631,646
	29 Permanently restricted net assets	50,000	29	50,000
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
33 Total net assets or fund balances	4,894,915	33	5,816,566	
34 Total liabilities and net assets/fund balances	8,538,985	34	8,749,149	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	10,535,209
2	Total expenses (must equal Part IX, column (A), line 25)	2	9,501,007
3	Revenue less expenses Subtract line 2 from line 1	3	1,034,202
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	4,894,915
5	Other changes in net assets or fund balances (explain in Schedule O)	5	-112,551
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	5,816,566

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
b	Were the organization's financial statements audited by an independent accountant?	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separated basis		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		No
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits		

SCHEDULE C (Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

OMB No 1545-0047

For Organizations Exempt From Income Tax Under section 501(c) and section 527

Complete if the organization is described below.

Attach to Form 990 or Form 990-EZ. See separate instructions.

2011

Open to Public Inspection

Department of the Treasury Internal Revenue Service

If the organization answered "Yes," to Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
Section 527 organizations Complete Part I-A only

If the organization answered "Yes," to Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered "Yes," to Form 990, Part IV, Line 5 (Proxy Tax) or Form 990-EZ, line 35c (Proxy Tax), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization SCHOOL NUTRITION ASSOCIATION INC

Employer identification number

84-0445578

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities on behalf of or in opposition to candidates for public office in Part IV
2 Political expenditures
3 Volunteer hours

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955
2 Enter the amount of any excise tax incurred by organization managers under section 4955
3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year?
4a Was a correction made?
b If "Yes," describe in Part IV

Part I-C Complete if the organization is exempt under section 501(c) except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities
2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities
3 Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b
4 Did the filing organization file Form 1120-POL for this year?
5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments

Table with 5 columns: (a) Name, (b) Address, (c) EIN, (d) Amount paid from filing organization's funds, (e) Amount of political contributions received and promptly and directly delivered to a separate political organization.

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A** Check if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)
- B** Check if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing Organization's Totals	(b) Affiliated Group Totals												
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)														
b Total lobbying expenditures to influence a legislative body (direct lobbying)														
c Total lobbying expenditures (add lines 1a and 1b)														
d Other exempt purpose expenditures														
e Total exempt purpose expenditures (add lines 1c and 1d)														
f Lobbying nontaxable amount Enter the amount from the following table in both columns														
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%; text-align: left;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 50%; text-align: left;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000</td> </tr> </tbody> </table>	If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:													
Not over \$500,000	20% of the amount on line 1e													
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000													
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000													
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000													
Over \$17,000,000	\$1,000,000													
g Grassroots nontaxable amount (enter 25% of line 1f)														
h Subtract line 1g from line 1a If zero or less, enter -0-														
i Subtract line 1f from line 1c If zero or less, enter -0-														
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?	<input type="checkbox"/> Yes <input type="checkbox"/> No													

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) Total
2a Lobbying non-taxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots non-taxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

	(a)		(b)
	Yes	No	Amount
1 During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities? If "Yes," describe in Part IV			
j Total lines 1c through 1i			
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1 Yes	
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	No
3 Did the organization agree to carryover lobbying and political expenditures from the prior year?	3	No

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part III-A, line 3 is answered "Yes".

1 Dues, assessments and similar amounts from members	1	
2 Section 162(e) non-deductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	
b Carryover from last year	2b	
c Total	2c	
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5 Taxable amount of lobbying and political expenditures (see instructions)	5	

Part IV Supplemental Information

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, and Part II-B, line 1. Also, complete this part for any additional information.

Identifier	Return Reference	Explanation

SCHEDULE D (Form 990)

OMB No 1545-0047

Supplemental Financial Statements

2011

Open to Public Inspection

Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990. See separate instructions.

Department of the Treasury Internal Revenue Service

Name of the organization SCHOOL NUTRITION ASSOCIATION INC

Employer identification number 84-0445578

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows 1-4: Total number at end of year, Aggregate contributions to (during year), Aggregate grants from (during year), Aggregate value at end of year.

- 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

- 1 Purpose(s) of conservation easements held by the organization (check all that apply): Preservation of land for public use, Protection of natural habitat, Preservation of open space, Preservation of an historically importantly land area, Preservation of a certified historic structure.

2 Complete lines 2a-2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

Table with 2 columns: Description, Held at the End of the Year. Rows 2a-2d: Total number of conservation easements, Total acreage restricted by conservation easements, Number of conservation easements on a certified historic structure included in (a), Number of conservation easements included in (c) acquired after 8/17/06.

- 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year
4 Number of states where property subject to conservation easement is located
5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?
6 Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year
7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year
8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)?
9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

- 1a If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items
b If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenues included in Form 990, Part VIII, line 1; (ii) Assets included in Form 990, Part X
2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items: a Revenues included in Form 990, Part VIII, line 1; b Assets included in Form 990, Part X

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

- a** Public exhibition
- b** Scholarly research
- c** Preservation for future generations
- d** Loan or exchange programs
- e** Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5 During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? Yes No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? Yes No

b If "Yes," explain the arrangement in Part XIV and complete the following table

	Amount
1c Beginning balance	
1d Additions during the year	
1e Distributions during the year	
1f Ending balance	

2a Did the organization include an amount on Form 990, Part X, line 21? Yes No

b If "Yes," explain the arrangement in Part XIV

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current Year	(b) Prior Year	(c) Two Years Back	(d) Three Years Back	(e) Four Years Back
1a Beginning of year balance	84,153	88,116	91,826	95,084	
b Contributions					
c Investment earnings or losses	4,220	3,772	3,545	5,042	
d Grants or scholarships					
e Other expenditures for facilities and programs	3,852	7,735	7,255	8,300	
f Administrative expenses					
g End of year balance	84,521	84,153	88,116	91,826	

2 Provide the estimated percentage of the year end balance held as

- a** Board designated or quasi-endowment ▶ 59 160 %
- b** Permanent endowment ▶ 40 840 %
- c** Term endowment ▶

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by

	Yes	No
(i) unrelated organizations	3a(i)	No
(ii) related organizations	3a(ii)	No
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b	

4 Describe in Part XIV the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		657,623	582,511	75,112
e Other				
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).)				75,112

Part VII Investments—Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
Other		
Total. (Column (b) should equal Form 990, Part X, col (B) line 12)		

Part VIII Investments—Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation Cost or end-of-year market value
Total. (Column (b) should equal Form 990, Part X, col (B) line 13)		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
Total. (Column (b) should equal Form 990, Part X, col.(B) line 15.)	

Part X Other Liabilities. See Form 990, Part X, line 25.

1 (a) Description of Liability	(b) Amount
Federal Income Taxes	
FIXED ANNUITY LIABILITY	35,345
DEFERRED RENT	350,600
DUE TO PAC	2,910
REFUNDS PAYABLE	26,428
Total. (Column (b) should equal Form 990, Part X, col (B) line 25)	415,283

2. Fin 48 (ASC 740) Footnote In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740)

Part XI Reconciliation of Change in Net Assets from Form 990 to Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	
4	Net unrealized gains (losses) on investments	4	
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	
9	Total adjustments (net) Add lines 4 - 8	9	
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	

Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements	1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV)	2d	
e	Add lines 2a through 2d	2e	
3	Subtract line 2e from line 1	3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	
c	Add lines 4a and 4b	4c	
5	Total Revenue Add lines 3 and 4c . (This should equal Form 990, Part I, line 12)	5	

Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV)	2d	
e	Add lines 2a through 2d	2e	
3	Subtract line 2e from line 1	3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	
c	Add lines 4a and 4b	4c	
5	Total expenses Add lines 3 and 4c . (This should equal Form 990, Part I, line 18)	5	

Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

Identifier	Return Reference	Explanation
DESCRIPTION OF INTENDED USE OF ENDOWMENT FUNDS	PART V, LINE 4	IN 1986 ENDOWMENT ESTABLISHED TO HONOR US REPRESENTATIVE CARL D PERKINS, A STRONG SUPPORTER OF CHILD NUTRITION PROGRAMS, FUNDS COULD BE USED TO SUPPORT ADVOCACY AND PUBLIC RELATION EFFORTS REGARDING THE IMPORTANCE OF SCHOOL NUTRITION PROGRAMS
DESCRIPTION OF UNCERTAIN TAX POSITIONS UNDER FIN 48	PART X	THE ASSOCIATION IS EXEMPT FROM THE PAYMENT OF INCOME TAXES ON ITS EXEMPT ACTIVITIES UNDER SECTION 501(C)(4) OF THE INTERNAL REVENUE CODE HOWEVER, THE ASSOCIATION IS SUBJECT TO TAXES ON ITS UNRELATED BUSINESS ACTIVITIES WHICH CONSIST PRINCIPALLY OF ADVERTISING THE ORGANIZATIONS' INCOME TAX RETURNS ARE SUBJECT TO REVIEW AND EXAMINATION BY FEDERAL AND STATE AUTHORITIES THE ORGANIZATIONS ARE NOT AWARE OF ANY ACTIVITIES THAT WOULD JEOPARDIZE THEIR TAX-EXEMPT STATUS THE TAX RETURNS FOR THE FISCAL YEARS ENDED 2009 THROUGH 2011 ARE OPEN TO EXAMINATION BY FEDERAL AND STATE AUTHORITIES

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

2011

Open to Public Inspection

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

▶ Attach to Form 990. ▶ See separate instructions.

Department of the Treasury
Internal Revenue Service

Name of the organization
SCHOOL NUTRITION ASSOCIATION INC

Employer identification number

84-0445578

Part I Questions Regarding Compensation

	Yes	No
1a		
1b		
2		
3		
4a		No
4b	Yes	
4c		No
5a		No
5b		No
6a		No
6b		No
7		No
8		No
9		

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items

- | | |
|--|--|
| <input type="checkbox"/> First-class or charter travel | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (e g , maid, chauffeur, chef) |

b If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?

3 Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply

- | | |
|--|---|
| <input type="checkbox"/> Compensation committee | <input checked="" type="checkbox"/> Written employment contract |
| <input type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study |
| <input type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization

a Receive a severance payment or change-of-control payment?

b Participate in, or receive payment from, a supplemental nonqualified retirement plan?

c Participate in, or receive payment from, an equity-based compensation arrangement?

If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III

Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.

5 For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of

a The organization?

b Any related organization?

If "Yes," to line 5a or 5b, describe in Part III

6 For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of

a The organization?

b Any related organization?

If "Yes," to line 6a or 6b, describe in Part III

7 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III

8 Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regs section 53.4958-4(a)(3)? If "Yes," describe in Part III

9 If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use Schedule J-1 if additional space needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, columns (D) and (E) for that individual

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) FRANK DIPASQUALE	(i)	149,692	0	0	4,550	0	154,242	0
	(ii)	0	0	0	0	0	0	0
(2) PATRICIA MONTAGUE	(i)	142,282	17,700	0	9,248	0	169,230	0
	(ii)	0	0	0	0	0	0	0
(3) BARBARA BELMONT	(i)	147,162	15,000	36,829	59,580	0	258,571	0
	(ii)	0	0	0	0	0	0	0

Part III Supplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
	PART I, LINE 4B	BARBARA BELMONT - CONTRIBUTION TO 457(F) - 50,000

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or to provide any additional information.
▶ **Attach to Form 990 or 990-EZ.**

2011

Open to Public Inspection

Name of the organization
SCHOOL NUTRITION ASSOCIATION INC

Employer identification number

84-0445578

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 6	MEMBERSHIP OF THE ORGANIZATION SHALL CONSIST OF THREE CLASSES INDIVIDUAL, SCHOOL DISTRICT/ORGANIZATION OWNED AND ASSOCIATE MEMBERSHIP WHEN STATE AFFILIATES EXIST, SCHOOL NUTRITION, RETIRED AND STUDENT MEMBERS SHALL ALSO BE MEMBERS OF THE STATE AFFILIATE
	FORM 990, PART VI, SECTION A, LINE 7A	SCHOOL NUTRITION MEMBERS IN GOOD STANDING AS OF MAY 31 ARE PERMITTED TO VOTE FOR THE POSITION OF VICE PRESIDENT, SECRETARY/TREASURER AND COMMITTEE CHAIRS, AS WELL AS OTHER POSITIONS BASED ON MEMBERSHIP TYPE AND GEOGRAPHIC REGION MEMBERS IN THE AFFILIATE, OTHER OR STUDENT MEMBERSHIP CATEGORY ARE NOT ELIGIBLE TO VOTE THE SLATE OF CANDIDATES THAT A MEMBER IS ELIGIBLE TO VOTE FOR IS BASED ON THEIR MEMBERSHIP SECTION AND THE SNA REGION WHERE THEY WORK
	FORM 990, PART VI, SECTION A, LINE 7B	SCHOOL NUTRITION MEMBERS ARE REPRESENTED AT THE ANNUAL HOUSE OF DELEGATES WHERE THEY MUST APPROVE ANY RECOMMENDED INCREASES TO THE DUES STRUCTURE OR ANY CHANGES TO THE ASSOCIATIONS BYLAWS
	FORM 990, PART VI, SECTION B, LINE 10B	BYLAWS STATE THAT AFFILIATE STATE ASSOCIATION BYLAWS ARE NOT PERMITTED TO CONFLICT WITH THE BYLAWS OF THE NATIONAL ORGANIZATION
	FORM 990, PART VI, SECTION B, LINE 11	THE FORM 990 IS PRESENTED ELECTRONICALLY TO THE BOD PRIOR TO FILING THERE WILL BE A TWO WEEK PERIOD FOR THE BOD TO REVIEW AND ANY QUESTIONS THAT ARISE WILL BE DIRECTED TO SNA ACCOUNTING DIRECTOR FOR CLARIFICATION
	FORM 990, PART VI, SECTION B, LINE 12C	CONFLICT OF INTEREST STATEMENTS ARE SIGNED ANNUALLY BY BOARD OF DIRECTORS STANDARDS OF BUSINESS CONDUCT IS SENT TO POTENTIAL BOARD MEMBERS PRIOR TO SUBMITTING NAME TO THE NOMINATING COMMITTEE CONFLICT ISSUES ARE BROUGHT FORTH TO THE ETHICS COMMITTEE AND THE PROCESS INCLUDES REVIEW OF SITUATION AND ADVISEMENT OF REQUIRED ACTION SO THAT CONFLICT NO LONGER EXISTS THIS COULD INCLUDE A MEMBER RESIGNING FROM THE BOARD
	FORM 990, PART VI, SECTION B, LINE 15	FOR THE CEO'S COMPENSATION, THE ORGANIZATION USES MARKET DATA FOR NON-PROFIT ASSOCIATIONS OF LIKE SIZE LOCATED IN THE WASHINGTON, DC AREA THIS PROCESS WAS LAST USED IN 2010 FOR KEY STAFF AND OFFICERS, AN INDEPENDENT COMPENSATION CONSULTANT TO CONDUCT A MARKET SALARY REVIEW EVERY FEW YEARS IN BETWEEN, SALARIES ARE MONITORED THROUGH THE RECRUITING AND HIRING PROCESS AND MONITORING OF PUBLISHED SALARY SURVEYS FOR NONPROFIT ORGANIZATIONS DOLLARS ARE INCLUDED IN ANNUAL OPERATING BUDGET APPROVED BY THE BOARD OF DIRECTORS TO ALLOW FOR SUCH ADJUSTMENTS SNA'S CEO REVIEWS THE MARKET SALARY REVIEW RECOMMENDATIONS AND APPROVES MARKET ADJUSTMENTS BASED ON DOLLARS BUDGETED AND AVAILABLE TO SUPPORT SUCH ADJUSTMENTS THIS PROCESS WAS LAST COMPLETED IN 2010
	FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON WRITTEN REQUEST AND POSTED ON WEBSITE
OFFICER WHO CAN NOT BE REACHED AT ORGANIZATION'S ADDRESS	FORM 990 PART VI, SECTION A, QUESTION 9	FRANK DIPASQUALE CANNOT BE REACHED AT THE ORGANIZATION'S ADDRESS INSTEAD, HE CAN BE REACHED AT 13101 LAUREL GLEN ROAD CLIFTON, VA 20124
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED LOSSES ON INVESTMENTS -112,551

**SCHEDULE R
(Form 990)**

Related Organizations and Unrelated Partnerships

OMB No 1545-0047

2011

Open to Public Inspection

▶ **Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.**
▶ **Attach to Form 990.** ▶ **See separate instructions.**

Department of the Treasury
Internal Revenue Service

Name of the organization
SCHOOL NUTRITION ASSOCIATION INC

Employer identification number

84-0445578

Part I Identification of Disregarded Entities (Complete if the organization answered "Yes" on Form 990, Part IV, line 33.)

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
(1) THE SCHOOL NUTRITION FOUNDATION 120 WATERFRONT STREET SUITE 300 NATIONAL HARBOR, MD 20745 84-6039412	FOCUSES ON PROFESSIONAL DEVELOPMENT OF SCHOOL FOOD SERVICE PERSONNEL	VA	501(C)(3)	509(A)(2)			No
(2) GLOBAL CHILD NUTRITION FOUNDATION 120 WATERFRONT STREET SUITE 300 NATIONAL HARBOR, MD 20745 20-5094658	EXPANDS OPPORTUNITY FOR THE WORLD'S CHILDREN TO RECEIVE ADEQUATE NUTRITION	VA	501(C)(3)	170(B)(1)(A)(VI)			No

Part III Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership

Part V Transactions With Related Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35, 35A, or 36.)

Note. Complete line 1 if any entity is listed in Parts II, III or IV

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

- a** Receipt of **(i)** interest **(ii)** annuities **(iii)** royalties **(iv)** rent from a controlled entity
- b** Gift, grant, or capital contribution to related organization(s)
- c** Gift, grant, or capital contribution from related organization(s)
- d** Loans or loan guarantees to or for related organization(s)
- e** Loans or loan guarantees by related organization(s)

- f** Sale of assets to related organization(s)
- g** Purchase of assets from related organization(s)
- h** Exchange of assets with related organization(s)
- i** Lease of facilities, equipment, or other assets to related organization(s)
- j** Lease of facilities, equipment, or other assets from related organization(s)
- k** Performance of services or membership or fundraising solicitations for related organization(s)
- l** Performance of services or membership or fundraising solicitations by related organization(s)
- m** Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)
- n** Sharing of paid employees with related organization(s)

- o** Reimbursement paid to related organization(s) for expenses
- p** Reimbursement paid by related organization(s) for expenses

- q** Other transfer of cash or property to related organization(s)
- r** Other transfer of cash or property from related organization(s)

	Yes	No
1a		No
1b		No
1c		No
1d		No
1e		No
1f		No
1g		No
1h		No
1i		No
1j		No
1k		No
1l		No
1m	Yes	
1n	Yes	
1o		No
1p	Yes	
1q	Yes	
1r		No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount involved	(d) Method of determining amount involved
(1) See Additional Data Table			
(2)			
(3)			
(4)			
(5)			
(6)			

Part VII Supplemental Information

Complete this part to provide additional information for responses to questions on Schedule R (see instructions)

Identifier	Return Reference	Explanation	
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Schedule R (Form 990) 2011

Software ID:
Software Version:
EIN: 84-0445578
Name: SCHOOL NUTRITION ASSOCIATION INC

Form 990, Schedule R, Part V - Transactions With Related Organizations

(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount Involved (\$)	(d) Method of determining amount involved
(1) GLOBAL CHILD NUTRITION FOUNDATION	M	48,781	
(2) GLOBAL CHILD NUTRITION FOUNDATION	N	311,339	
(3) GLOBAL CHILD NUTRITION FOUNDATION	P	41,255	
(4) GLOBAL CHILD NUTRITION FOUNDATION	Q	2,000	
(5) SCHOOL NUTRITION FOUNDATION	M	30,287	
(6) SCHOOL NUTRITION FOUNDATION	N	281,645	
(7) SCHOOL NUTRITION FOUNDATION	P	36,922	
(8) SCHOOL NUTRITION FOUNDATION	Q	15,000	

Additional Data

Software ID:
Software Version:
EIN: 84-0445578
Name: SCHOOL NUTRITION ASSOCIATION INC

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services

(Code) (Expenses \$ 1,052,928 including grants of \$) (Revenue \$ 716,702)

CERTIFICATION AND CREDENTIALINGSNA DEVELOPS AND ENCOURAGES THE HIGHEST STANDARDS IN SCHOOL NUTRITION PROGRAMS AND PROVIDES EDUCATIONAL OPPORTUNITIES TO ENSURE THE PROFESSIONAL DEVELOPMENT OF ITS MEMBERS SNA'S CERTIFICATION PROGRAM IS BASED ON THE STANDARDS OF PRACTICE AND INDICATORS IN THE KEYS TO EXCELLENCE IN SCHOOL FOOD AND NUTRITION PROGRAMS THAT DEFINE NATIONALLY ACCEPTED STANDARDS FOR QUALITY PROGRAMS SNA ESTABLISHED THE SCHOOL NUTRITION SPECIALIST (SNS) CREDENTIALING PROGRAM TO ENHANCE THE PROFESSIONAL IMAGE OF SCHOOL NUTRITION PROFESSIONALS, ELEVATE PROFESSIONAL STANDARDS AND ENHANCE INDIVIDUAL PERFORMANCE THE SNS CREDENTIAL IS A MARK OF EXCELLENCE AND ACHIEVEMENT THAT REFLECTS WHAT IT TAKES TO MANAGE SCHOOL NUTRITION PROGRAMS IN TODAY'S CHALLENGING CLIMATE THE SNS CREDENTIALING EXAM EVALUATES CANDIDATES' KNOWLEDGE AND SKILLS REQUIRED TO PERFORM SPECIFIC JOB ACTIVITIES RELATED TO MANAGING OR DIRECTING SCHOOL NUTRITION PROGRAMS TOTAL REVENUE FOR CERTIFICATION & TRAINING WAS \$325,307, AND TOTAL EXPENSE WAS \$260,993 INDUSTRY RELATIONS SNA'S INDUSTRY PARTNERS ARE VITAL TO FURTHERING THE MISSION OF THE ASSOCIATION THE INDUSTRY RELATIONS AREA IS RESPONSIBLE FOR WORKING AND SERVICING INDUSTRY PARTNERS WITH INDUSTRY MEMBERSHIPS, MEETING SPONSORSHIPS, PARTNERSHIP PROPOSALS AND THE PATRON PROGRAM TOTAL EXPENSES FOR INDUSTRY RELATIONS WERE \$288,202 MARKETING SNA IS CONTINUOUSLY INVOLVED IN INVESTIGATING THE LATEST TRENDS, FACTORS AND ISSUES IMPACTING SCHOOL NUTRITION RESEARCH IS DESIGNED AND CONDUCTED TO MEET NEEDS OF ASSOCIATION MEMBERS AND THE GENERAL PUBLIC SNA ALSO OFFERS A VARIETY OF MATERIALS TO ASSIST MEMBERS IN PROMOTING SCHOOL NUTRITION PROGRAMS AND HEALTHY SCHOOL MEALS THE RESOURCES ASSISTS MEMBERS WITH IDENTIFYING NEW MARKETING OPPORTUNITIES, AND PROVIDE FRESH IDEAS ON WAYS TO EDUCATE THE COMMUNITY ABOUT SCHOOL NUTRITION TOTAL REVENUE FOR THIS PROGRAM WAS \$391,395 AND TOTAL EXPENSES WERE \$503,733