



**TO:** SNA Board of Directors and State Leaders  
**CC:** Patti Montague  
**FROM:** Laura Maynard  
**SUBJECT:** December 2022 Membership, Certificate & Credentialing Program Report  
**DATE:** January 17, 2022

## Membership Overview

The December Membership Report shows that we have 48,556 members. This is a seasonal decrease of 250 members compared to November 2022, but it is 1,298 more than the May 2022 year-end total and 2,484 more than December 2021. The year-on-year increase in membership continues to be a sign that we are rebounding from the impact of the COVID-19 pandemic and is helped in part by the expansion of some larger SDMs.

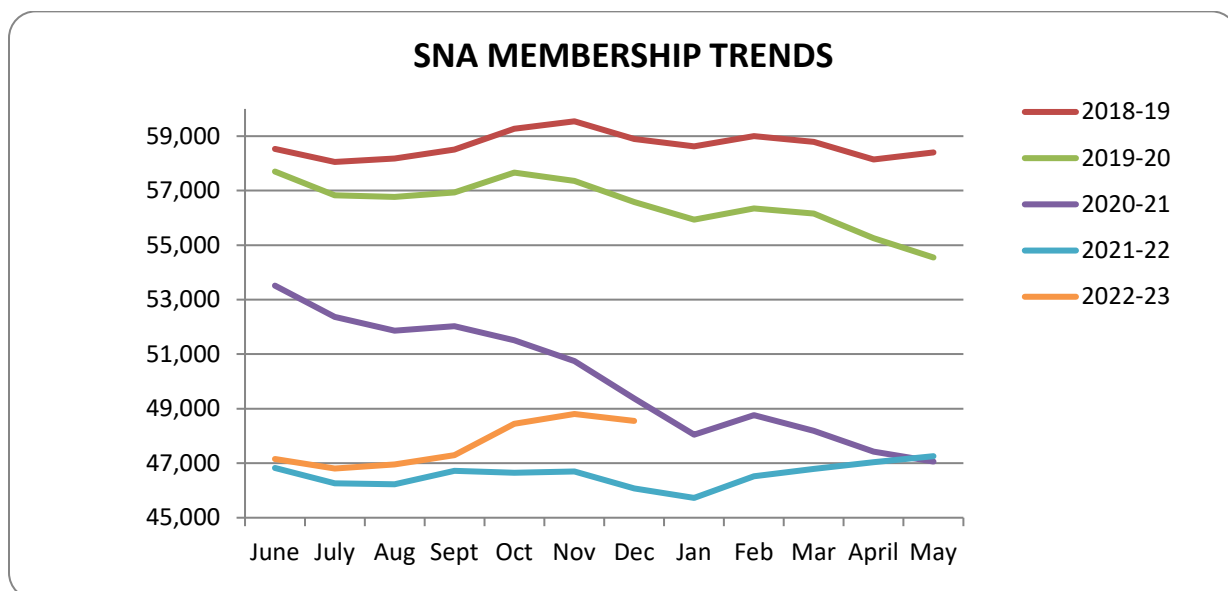
Region	Dec 2022	Dec 2021	Diff	% Diff
Mid-Atlantic	4,473	4,424	49	1%
Midwest	8,847	8,705	142	2%
Mountain Plains	3,504	3,226	278	9%
Northeast	2,582	2,466	116	5%
Southeast	17,154	16,675	479	3%
Southwest	6,315	5,521	794	14%
Western	5,347	4,694	653	14%
Misc.	334	361	-27	-7%
<b>Total</b>	<b>48,556</b>	<b>46,072</b>	<b>2,484</b>	<b>5.4%</b>

All regions are showing growth compared to this time last year and states affiliates with more than 10% growth include Arkansas, California, Kentucky, Louisiana, New Jersey and South Carolina.

Since May 2022 year-end, the number of Major City Directors and District Directors have increased by 15 and 148 respectively. More significantly the number of School Nutrition Employee members has increased by 938 and School Nutrition Managers have increased by 317. This is another positive indicator that we are continuing to recover from the impact of the pandemic.

## Membership Trends

Membership numbers generally decline during the summer vacation months and the winter and then bounce back in the fall and spring. The large membership decrease in the last 2 years is due to the COVID-19 pandemic and overall membership numbers are below 2009 recession levels, there are however continued signs of recovery.



If you have any questions, please email [lmaynard@schoolnutrition.org](mailto:lmaynard@schoolnutrition.org).

Continued...

### School District Membership (SDM)

The total number of SDMs for December 2022 is 31,677 which is 1,275 more than the May 2022 year-end total. SDMs currently account for 65.2% of the total membership. The chart below shows the top 10 SDM states.

#### Top 10 SDM States

<b>Georgia</b>	3,078	<b>Louisiana</b>	1,492
<b>North Carolina</b>	2,081	<b>Minnesota</b>	1,342
<b>Florida</b>	1,758	<b>Kentucky</b>	1,248
<b>Alabama</b>	1,751	<b>Michigan</b>	1,18
<b>Tennessee</b>	1,636	<b>Washington</b>	955

### Credentialing Overview

The December Credentialing Report shows that there are 1,593 credentialed members which is 10 more than May 2022 year-end.

### Certificate Program Overview

The December 2022 Certificate Program Report shows that we have 13,441 certificate holders, which is 557 less than May 2022 year-end total. See table below for more details.

Level	Dec 2022	May 2022	% Diff
Level 1	8,557	9,061	-5.56%
Level 2	554	531	4.33%
Level 3	1,233	1,272	-3.07%
Level 4	3,097	3,134	-1.18%
<b>Total</b>	<b>13,441</b>	<b>13,998</b>	<b>-3.98%</b>

Region	Dec 2022	Dec 2021	Diff	% Diff
Mid-Atlantic	1,043	1,144	-101	-9%
Midwest	3,268	3,504	-236	-7%
Mountain Plains	613	720	-107	-15%
Northeast	433	493	-60	-12%
Southeast	5,319	5,852	-533	-9%
Southwest	1,020	1,201	-181	-15%
Western	1,722	1,802	-80	-4%
Misc.	23	30	-	-
<b>Total</b>	<b>13,441</b>	<b>14,746</b>	<b>-1,305</b>	<b>-9%</b>

Members with a certificate account for 28% of our total membership.



MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

December 2022	(Applications processed through 12/31/2022)													
	Dec 2022	Nov 2022	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2022/23 2% Goal	Dec 2022 Cert Program	+/- Prior Month	Dec 2022 Credentialing	+/- Prior Month	
<b>MID-ATLANTIC REGION</b>														
Delaware	1,026	891	135	42	24	21	110	884	1,001	168	-2	18	1	
Dist. of Columbia	35	35	0	0	0	23	1	30	41	0	0	0	0	
Maryland	530	533	-3	0	1	4	86	295	548	226	-1	34	1	
New Jersey	448	457	-9	0	1	14	16	278	380	26	-1	15	0	
Pennsylvania	633	666	-33	2	2	45	41	309	683	44	0	31	1	
Puerto Rico	9	8	1	0	0	0	0	0	4	0	-	1	0	
Virginia	1,380	1,398	-18	34	1	127	110	789	1,431	550	5	53	1	
West Virginia	412	408	4	1	0	7	14	347	387	29	0	10	0	
<b>TOTAL</b>	<b>4,473</b>	<b>4,396</b>	<b>77</b>	<b>79</b>	<b>29</b>	<b>241</b>	<b>378</b>	<b>2,932</b>	<b>4,475</b>	<b>1,043</b>	<b>1</b>	<b>162</b>	<b>4</b>	
<b>MIDWEST REGION</b>														
Illinois	497	482	15	16	3	10	59	224	505	87	0	33	0	
Indiana	1,141	1,138	3	5	57	30	128	773	1,115	210	0	39	2	
Iowa	951	954	-3	5	72	22	56	404	951	399	1	17	0	
Michigan	1,403	1,421	-18	21	0	64	86	1,018	1,392	137	-1	53	10	
Minnesota	2,706	2,742	-36	29	13	183	260	1,342	2,738	1,904	-11	63	0	
Ohio	1,270	1,278	-8	16	5	21	40	760	1,345	372	-1	59	0	
Wisconsin	879	893	-14	10	2	44	109	494	921	159	0	27	0	
<b>TOTAL</b>	<b>8,847</b>	<b>8,908</b>	<b>-61</b>	<b>102</b>	<b>152</b>	<b>374</b>	<b>738</b>	<b>5,015</b>	<b>8,967</b>	<b>3,268</b>	<b>-12</b>	<b>291</b>	<b>12</b>	
<b>MOUNTAIN PLAINS REGION</b>														
Colorado	955	980	-25	11	51	65	60	820	955	61	0	83	0	
Kansas	352	360	-8	5	1	13	22	116	387	111	3	14	0	
Missouri	784	771	13	19	0	17	51	401	769	184	0	23	0	
Montana	197	197	0	2	0	4	11	46	223	21	0	4	0	
Nebraska	356	357	-1	0	2	22	21	159	376	69	3	6	0	
North Dakota	333	333	0	0	1	2	18	170	322	55	0	7	0	
South Dakota	377	379	-2	4	0	16	16	247	397	57	2	4	0	
Wyoming	150	151	-1	1	0	2	5	37	151	55	0	2	0	
<b>TOTAL</b>	<b>3,504</b>	<b>3,528</b>	<b>-24</b>	<b>42</b>	<b>55</b>	<b>141</b>	<b>204</b>	<b>1,996</b>	<b>3,580</b>	<b>613</b>	<b>8</b>	<b>143</b>	<b>0</b>	
<b>NORTHEAST REGION</b>														
Connecticut	424	427	-3	7	3	24	27	233	432	89	-2	11	0	
Maine	307	317	-10	0	2	13	42	169	315	52	-2	20	0	
Massachusetts	839	819	20	9	31	26	75	588	866	122	-3	59	0	
New Hampshire	231	243	-12	1	0	22	19	128	262	81	-3	10	0	
New York	604	608	-4	2	1	13	30	355	631	78	0	40	1	
Rhode Island	17	18	-1	0	0	1	0	0	18	0	0	1	0	
US Virgin Islands (USVI)	0	0	0	0	0	0	0	0	1	0	-	0	-	
Vermont	160	161	-1	0	0	4	15	117	150	11	0	13	0	
<b>TOTAL</b>	<b>2,582</b>	<b>2,593</b>	<b>-11</b>	<b>19</b>	<b>37</b>	<b>103</b>	<b>208</b>	<b>1,590</b>	<b>2,675</b>	<b>433</b>	<b>-10</b>	<b>154</b>	<b>1</b>	



MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

December 2022	(continued)												
	Dec 2022	Nov 2022	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2022/23 2% Goal	Dec 2022 Cert Program	+/- Prior Month	Dec 2022 Credentialing	+/- Prior Month
<b>SOUTHEAST REGION</b>													
Alabama	2,539	2,655	-116	13	2	204	418	1,751	2,560	1,153	8	36	0
Florida	2,505	2,552	-47	7	0	99	470	1,758	2,668	856	0	83	0
Georgia	3,561	3,423	138	98	183	179	233	3,078	3,375	968	-10	62	0
Kentucky	1,839	1,805	34	34	4	60	93	1,248	1,695	713	2	36	0
Mississippi	916	930	-14	0	0	25	180	673	872	37	1	18	0
North Carolina	2,505	2,581	-76	51	222	157	179	2,081	2,461	426	-11	62	0
South Carolina	1,151	1,181	-30	11	0	52	162	923	1,050	153	0	19	0
Tennessee	2,138	2,138	0	5	5	44	276	1,636	2,214	1,013	0	35	0
<b>TOTAL</b>	<b>17,154</b>	<b>17,265</b>	<b>-111</b>	<b>219</b>	<b>416</b>	<b>820</b>	<b>2,011</b>	<b>13,148</b>	<b>16,895</b>	<b>5,319</b>	<b>-10</b>	<b>351</b>	<b>0</b>
<b>SOUTHWEST REGION</b>													
Arizona	926	963	-37	5	0	57	80	704	890	90	-1	54	0
Arkansas	462	468	-6	3	0	14	60	280	417	44	0	9	0
Louisiana	1,656	1,652	4	9	1	11	99	1,492	1,390	40	1	15	0
New Mexico	660	669	-9	3	0	18	40	473	745	285	-1	9	0
Oklahoma	743	737	6	6	8	6	439	484	804	149	0	6	1
Texas	887	881	6	33	0	34	71	448	890	48	0	106	0
Utah	981	1,004	-23	4	0	41	82	561	1,067	364	-3	20	0
<b>TOTAL</b>	<b>6,315</b>	<b>6,374</b>	<b>-59</b>	<b>63</b>	<b>9</b>	<b>181</b>	<b>871</b>	<b>4,442</b>	<b>6,203</b>	<b>1,020</b>	<b>-4</b>	<b>219</b>	<b>1</b>
<b>WESTERN REGION</b>													
Alaska	89	87	2	4	0	8	5	51	100	11	0	6	0
American Samoa	10	10	0	0	0	0	0	10	4	0	-	0	-
California	1,774	1,813	-39	28	1	73	120	690	1,382	121	-1	136	0
CNMI*	6	6	0	0	0	0	1	0	7	0	-	0	-
Guam	0	0	0	0	0	0	0	0	1	0	-	0	-
Hawaii	35	34	1	0	0	0	2	15	34	3	0	1	0
Idaho	591	598	-7	2	1	35	62	333	616	193	-2	21	0
Nevada	76	75	1	0	0	3	18	60	82	2	0	2	0
Oregon	574	565	9	5	0	5	76	440	591	42	-4	16	0
Washington	2,192	2,220	-28	15	1	84	145	955	2,228	1,350	-2	40	0
<b>TOTAL</b>	<b>5,347</b>	<b>5,408</b>	<b>-61</b>	<b>54</b>	<b>3</b>	<b>208</b>	<b>429</b>	<b>2,554</b>	<b>5,045</b>	<b>1,722</b>	<b>-9</b>	<b>222</b>	<b>0</b>
<b>SUBTOTAL</b>	<b>48,222</b>	<b>48,472</b>	<b>-250</b>	<b>578</b>	<b>701</b>	<b>2,068</b>	<b>4,839</b>	<b>31,677</b>	<b>47,840</b>	<b>13,418</b>	<b>-36</b>	<b>1,542</b>	<b>18</b>
<b>Miscellaneous</b>	334	334	0	0	0	0	0	0	368	23	-3	51	1
<b>GRAND TOTAL</b>	<b>48,556</b>	<b>48,806</b>	<b>-250</b>	<b>578</b>	<b>701</b>	<b>2,068</b>	<b>4,839</b>	<b>31,677</b>	<b>48,208</b>	<b>13,441</b>	<b>-39</b>	<b>1,593</b>	<b>19</b>

NOTES: 1) There are a few reasons why the number of expired members does not always equal the number of new and reinstated members minus the difference (+/-) in members. Most are related to SDM such as transfers and aligning renewal dates. Other reasons include an active member moving to a different state. Grace members are included in the total number of members. 2) Miscellaneous members includes industry members and international members. 3)\* CNMI is the Commonwealth of the Northern Mariana Islands.



# SNA STATE ASSOCIATION

## ANNUAL MEMBERSHIP COMPARISON

### December 2022

	Dec 2022	Dec 2021	+/- Members	Percentage Difference
<b>MID-ATLANTIC REGION</b>				
Delaware	1,026	988	38	4%
Dist. of Columbia	35	59	-24	-41%
Maryland	530	563	-33	-6%
New Jersey	448	330	118	36%
Pennsylvania	633	666	-33	-5%
Puerto Rico	9	0	9	-
Virginia	1,380	1,424	-44	-3%
West Virginia	412	394	18	5%
<b>TOTAL</b>	<b>4,473</b>	<b>4,424</b>	<b>49</b>	<b>1%</b>
<b>MIDWEST REGION</b>				
Illinois	497	518	-21	-4%
Indiana	1,141	1,078	63	6%
Iowa	951	858	93	11%
Michigan	1,403	1,372	31	2%
Minnesota	2,706	2,699	7	0%
Ohio	1,270	1,305	-35	-3%
Wisconsin	879	875	4	0%
<b>TOTAL</b>	<b>8,847</b>	<b>8,705</b>	<b>142</b>	<b>2%</b>
<b>MOUNTAIN PLAINS REGION</b>				
Colorado	955	737	218	30%
Kansas	352	358	-6	-2%
Missouri	784	728	56	8%
Montana	197	200	-3	-2%
Nebraska	356	341	15	4%
North Dakota	333	303	30	10%
South Dakota	377	393	-16	-4%
Wyoming	150	166	-16	-10%
<b>TOTAL</b>	<b>3,504</b>	<b>3,226</b>	<b>278</b>	<b>9%</b>
<b>NORTHEAST REGION</b>				
Connecticut	424	386	38	10%
Maine	307	304	3	1%
Massachusetts	839	782	57	7%
New Hampshire	231	257	-26	-10%
New York	604	628	-24	-4%
Rhode Island	17	5	12	240%
US Virgin Islands (USVI)	0	0	-	-
Vermont	160	104	56	54%
<b>TOTAL</b>	<b>2,582</b>	<b>2,466</b>	<b>116</b>	<b>5%</b>



# SNA STATE ASSOCIATION

## ANNUAL MEMBERSHIP COMPARISON

December 2022	(continued)			
	Dec	Dec	+/-	Percentage
	2022	2021	Members	Difference
<b>SOUTHEAST REGION</b>				
Alabama	2,539	2,326	213	9%
Florida	2,505	2,676	-171	-6%
Georgia	3,561	3,436	125	4%
Kentucky	1,839	1,666	173	10%
Mississippi	916	846	70	8%
North Carolina	2,505	2,416	89	4%
South Carolina	1,151	1,019	132	13%
Tennessee	2,138	2,290	-152	-7%
<b>TOTAL</b>	<b>17,154</b>	<b>16,675</b>	<b>479</b>	<b>3%</b>
<b>SOUTHWEST REGION</b>				
Arizona	926	792	134	17%
Arkansas	462	385	77	20%
Louisiana	1,656	1,207	449	37%
New Mexico	660	725	-65	-9%
Oklahoma	743	855	-112	-13%
Texas	887	762	125	16%
Utah	981	795	186	23%
<b>TOTAL</b>	<b>6,315</b>	<b>5,521</b>	<b>794</b>	<b>14%</b>
<b>WESTERN REGION</b>				
Alaska	89	70	19	27%
American Samoa	10	0	10	-
California	1,774	1,310	464	35%
CNMI*	6	0	6	-
Guam	0	0	0	-
Hawaii	35	25	10	40%
Idaho	591	533	58	11%
Nevada	76	51	25	49%
Oregon	574	586	-12	-2%
Washington	2,192	2,119	73	3%
<b>TOTAL</b>	<b>5,347</b>	<b>4,694</b>	<b>653</b>	<b>14%</b>
<b>SUBTOTAL</b>	<b>48,222</b>	<b>45,711</b>	<b>2,511</b>	<b>5%</b>
<b>Miscellaneous</b>	<b>334</b>	<b>361</b>	<b>-27</b>	<b>-7%</b>
<b>GRAND TOTAL</b>	<b>48,556</b>	<b>46,072</b>	<b>2,484</b>	<b>5.4%</b>

Note: The retention rate is skewing slightly higher as this report contains only a partial year of data. In 2021-22, SNA's national retention rate was 81.6% which is which is in line with SNA's pre- pandemic retention rates.



# SNA STATE ASSOCIATION

## MEMBERSHIP RETENTION ANALYSIS REPORT

December 2022	Year To Date Retention						
	Dec 2022	May 2022	+/- Members	Reinstated Members	Expired Members	Retention Rate	2022/23 2% Goal
<b>MID-ATLANTIC REGION</b>							
Delaware	1026	981	45	24	189	83%	1,001
Dist. of Columbia	35	40	-5	0	30	25%	41
Maryland	530	537	-7	5	47	92%	548
New Jersey	448	373	75	55	114	84%	380
Pennsylvania	633	670	-37	8	145	80%	683
Puerto Rico	9	3	6	0	0	100%	4
Virginia	1380	1,403	-23	26	387	74%	1,431
West Virginia	412	379	33	37	10	107%	387
<b>TOTAL</b>	<b>4,473</b>	<b>4,386</b>	<b>87</b>	<b>155</b>	<b>922</b>	<b>83%</b>	<b>4,475</b>
<b>MIDWEST REGION</b>							
Illinois	497	495	2	18	68	90%	505
Indiana	1141	1,093	48	114	224	90%	1,115
Iowa	951	932	19	83	118	96%	951
Michigan	1403	1,365	38	11	246	83%	1,392
Minnesota	2706	2,684	22	51	483	84%	2,738
Ohio	1270	1,319	-49	43	186	89%	1,345
Wisconsin	879	903	-24	7	124	87%	921
<b>TOTAL</b>	<b>8,847</b>	<b>8,791</b>	<b>56</b>	<b>327</b>	<b>1,449</b>	<b>87%</b>	<b>8,967</b>
<b>MOUNTAIN PLAINS REGION</b>							
Colorado	955	936	19	106	210	89%	955
Kansas	352	379	-27	5	64	84%	387
Missouri	784	754	30	47	124	90%	769
Montana	197	219	-22	3	43	82%	223
Nebraska	356	369	-13	14	87	80%	376
North Dakota	333	316	17	12	43	90%	322
South Dakota	377	389	-12	5	85	79%	397
Wyoming	150	148	2	9	24	90%	151
<b>TOTAL</b>	<b>3,504</b>	<b>3,510</b>	<b>-6</b>	<b>201</b>	<b>680</b>	<b>86%</b>	<b>3,580</b>
<b>NORTHEAST REGION</b>							
Connecticut	424	424	0	5	52	89%	432
Maine	307	309	-2	10	38	91%	315
Massachusetts	839	849	-10	96	147	94%	866
New Hampshire	231	257	-26	13	62	81%	262
New York	604	619	-15	47	91	93%	631
Rhode Island	17	17	0	0	1	94%	18
US Virgin Islands (USVI)	0	0	0	0	0	*	1
Vermont	160	147	13	2	16	90%	150
<b>TOTAL</b>	<b>2,582</b>	<b>2,622</b>	<b>-40</b>	<b>173</b>	<b>407</b>	<b>91%</b>	<b>2,675</b>



# SNA STATE ASSOCIATION

## MEMBERSHIP RETENTION ANALYSIS REPORT

December 2022

(continued)

	Dec 2022	May 2022	+/- Members	Reinstated Members	Expired Members	Retention Rate	2022/23 2% Goal
<b>SOUTHEAST REGION</b>							
Alabama	2539	2,510	29	22	381	86%	2,560
Florida	2505	2,616	-111	15	239	91%	2,668
Georgia	3561	3,309	252	212	711	85%	3,375
Kentucky	1839	1,662	177	44	286	85%	1,695
Mississippi	916	855	61	31	120	90%	872
North Carolina	2505	2,413	92	275	323	98%	2,461
South Carolina	1151	1,029	122	108	136	97%	1,050
Tennessee	2138	2,171	-33	65	295	89%	2,214
<b>TOTAL</b>	<b>17,154</b>	<b>16,565</b>	<b>589</b>	<b>772</b>	<b>2,491</b>	<b>90%</b>	<b>16,895</b>
<b>SOUTHWEST REGION</b>							
Arizona	926	873	53	18	145	85%	890
Arkansas	462	409	53	19	51	92%	417
Louisiana	1656	1,363	293	22	123	93%	1,390
New Mexico	660	730	-70	14	146	82%	745
Oklahoma	743	788	-45	35	97	92%	804
Texas	887	873	14	14	114	89%	890
Utah	981	1,046	-65	5	128	88%	1,067
<b>TOTAL</b>	<b>6,315</b>	<b>6,082</b>	<b>233</b>	<b>127</b>	<b>804</b>	<b>89%</b>	<b>6,203</b>
<b>WESTERN REGION</b>							
Alaska	89	98	-9	0	25	74%	100
American Samoa	10	3	7	0	0	100%	4
California	1774	1,355	419	68	195	91%	1,382
CNMI*	6	6	0	0	1	83%	7
Guam	0	0	0	0	0	*	1
Hawaii	35	33	2	0	1	97%	34
Idaho	591	604	-13	18	103	86%	616
Nevada	76	80	-4	0	10	88%	82
Oregon	574	579	-5	7	59	91%	591
Washington	2192	2,184	8	57	265	90%	2,228
<b>TOTAL</b>	<b>5,347</b>	<b>4,942</b>	<b>405</b>	<b>150</b>	<b>659</b>	<b>90%</b>	<b>5,045</b>
<b>SUBTOTAL</b>	<b>48,222</b>	<b>46,898</b>	<b>1,324</b>	<b>1,905</b>	<b>7,412</b>	<b>88%</b>	<b>47,840</b>
<b>Miscellaneous</b>	334	360	-26	1	2	*	368
<b>GRAND TOTAL</b>	<b>48,556</b>	<b>47,258</b>	<b>1,298</b>	<b>1,906</b>	<b>7,414</b>	<b>88%</b>	<b>48,208</b>

Note: The retention rate is skewing slightly higher as this report contains only a partial year of data. In 2021-22, SNA's national retention rate was 81.6% which is in line with SNA's pre-pandemic retention rates and higher than the 2022 mean association retention rate of 79%.





## SMALL AFFILIATES (1-500 MEMBER DIVISION)

### STATE MEMBERSHIP GROWTH RANKINGS

December 2022

State	+/- Members	Dec 2022	May 2022	Members Diff in %	Ranking % Growth	2022/23 2% Goal
1 New Jersey	75	448	373	20.1%	3	380
2 Arkansas	53	462	409	13.0%	4	417
3 West Virginia	33	412	379	8.7%	6	387
4 North Dakota	17	333	316	5.4%	8	322
5 Vermont	13	160	147	8.8%	5	150
6 American Samoa	7	10	3	233.3%	1	4
7 Puerto Rico	6	9	3	200.0%	2	4
8 Hawaii	2	35	33	6.1%	7	34
9 Wyoming	2	150	148	1.4%	9	151
10 Illinois	2	497	495	0.4%	10	505
11 Connecticut	0	424	424	0.0%	11	432
12 Rhode Island	0	17	17	0.0%	11	18
13 Northern Mariana Islands (CNMI)	0	6	6	0.0%	11	7
14 Maine	-2	307	309	-0.6%	14	315
15 Nevada	-4	76	80	-5.0%	17	82
16 Dist. of Columbia	-5	35	40	-12.5%	22	41
17 Alaska	-9	89	98	-9.2%	19	100
18 South Dakota	-12	377	389	-3.1%	15	397
19 Nebraska	-13	356	369	-3.5%	16	376
20 Montana	-22	197	219	-10.0%	20	223
21 New Hampshire	-26	231	257	-10.1%	21	262
22 Kansas	-27	352	379	-7.1%	18	387
23 Guam	0	0	0	-	23	1
24 US Virgin Islands (USVI)	0	0	0	-	23	1
<b>TOTAL</b>	<b>90</b>	<b>4,983</b>	<b>4,893</b>	<b>1.8%</b>	<b>-</b>	<b>4,996</b>

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal. US Territories and Dependencies are showed for reference only and are not currently eligible for awards.



## MEDIUM AFFILIATES (501-1,000 MEMBER DIVISION)

### STATE MEMBERSHIP GROWTH RANKINGS

December 2022

State	+/- Members	Dec 2022	May 2022	Members Diff in %	Ranking % Growth	2022/23 2% Goal
1 Mississippi	61	916	855	7.1%	1	872
2 Arizona	53	926	873	6.1%	2	890
3 Delaware	45	1026	981	4.6%	3	1,001
4 Missouri	30	784	754	4.0%	4	769
5 Iowa	19	951	932	2.0%	5	951
6 Colorado	19	955	936	2.0%	5	955
7 Texas	14	887	873	1.6%	7	890
8 Oregon	-5	574	579	-0.9%	8	591
9 Maryland	-7	530	537	-1.3%	10	548
10 Massachusetts	-10	839	849	-1.2%	9	866
11 Idaho	-13	591	604	-2.2%	11	616
12 New York	-15	604	619	-2.4%	12	631
13 Wisconsin	-24	879	903	-2.7%	13	921
14 Pennsylvania	-37	633	670	-5.5%	14	683
15 Oklahoma	-45	743	788	-5.7%	15	804
16 New Mexico	-70	660	730	-9.6%	16	745
<b>TOTAL</b>	<b>15</b>	<b>12,498</b>	<b>12,483</b>	<b>0.1%</b>	<b>-</b>	<b>12,733</b>

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal.



# LARGE AFFILIATES (1,001+ MEMBER DIVISION)

## STATE MEMBERSHIP GROWTH RANKINGS

December 2022

State	+/- Members	Dec 2022	May 2022	Members Diff in %	Ranking % Growth	2022/23 2% Goal
1 California	419	1,774	1,355	30.9%	1	1,382
2 Louisiana	293	1,656	1,363	21.5%	2	1,390
3 Georgia	252	3,561	3,309	7.6%	5	3,375
4 Kentucky	177	1,839	1,662	10.6%	4	1,695
5 South Carolina	122	1,151	1,029	11.9%	3	1,050
6 North Carolina	92	2,505	2,413	3.8%	7	2,461
7 Indiana	48	1,141	1,093	4.4%	6	1,115
8 Michigan	38	1,403	1,365	2.8%	8	1,392
9 Alabama	29	2,539	2,510	1.2%	9	2,560
10 Minnesota	22	2,706	2,684	0.8%	10	2,738
11 Washington	8	2,192	2,184	0.4%	11	2,228
12 Virginia	-23	1,380	1,403	-1.6%	13	1,431
13 Tennessee	-33	2,138	2,171	-1.5%	12	2,214
14 Ohio	-49	1,270	1,319	-3.7%	14	1,345
15 Utah	-65	981	1,046	-6.2%	16	1,067
16 Florida	-111	2,505	2,616	-4.2%	15	2,668
<b>TOTAL</b>	<b>1,219</b>	<b>30,741</b>	<b>29,522</b>	<b>4.1%</b>	<b>-</b>	<b>30,111</b>

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal.



## MEMBERSHIP PROFILE

December 2022

	Dec 2022	May 2022	+/- Members	Membership %	Change Percent	SDM (current)	Cert (current)
School Nutrition Employees	22,398	21,460	938	46%	4%	16,262	6,397
School Nutrition Managers	17,040	16,723	317	35%	2%	11,969	4,533
District Directors	6,045	5,897	148	12%	3%	2,136	1,225
Retired	425	430	-5	1%	-1%	n/a	88
Affiliate	723	850	-127	1%	-15%	n/a	324
State Agency Directors	749	719	30	2%	4%	610	46
Major City Directors	599	584	15	1%	3%	448	76
Other	137	118	19	*	16%	252	744
Industry Individual	34	42	-8	*	-19%	n/a	-
Life	31	32	-1	*	-3%	n/a	-
Corporate Industry + Patron	308	315	-7	1%	-2%	n/a	-
Allied Groups	3	4	-1	*	-	n/a	-
Educators	37	41	-4	*	-10%	n/a	8
Student	25	41	-16	*	-39%	n/a	-
International	2	2	0	*	-	n/a	-
<b>TOTAL MEMBERS</b>	<b>48,556</b>	<b>47,258</b>	<b>1,298</b>	<b>100%</b>	<b>2.7%</b>	<b>31,677</b>	<b>13,441</b>

Note: \* is less than 1%



# SCHOOL DISTRICT MEMBERSHIP (SDM)

## REPORT

December 2022

	Dec 2022	Nov 2022	+/- Members	May 2022	+/- Members	% of Total Membership
<b>MID-ATLANTIC REGION</b>						
Delaware	884	754	130	827	57	86%
Dist. of Columbia	30	30	0	32	-2	86%
Maryland	295	295	0	285	10	56%
New Jersey	278	284	-6	240	38	62%
Pennsylvania	309	343	-34	325	-16	49%
Puerto Rico	0	0	-	0	-	-
Virginia	789	794	-5	892	-103	57%
West Virginia	347	340	7	323	24	84%
<b>TOTAL</b>	<b>2,932</b>	<b>2,840</b>	<b>92</b>	<b>2,924</b>	<b>8</b>	<b>66%</b>
<b>MIDWEST REGION</b>						
Illinois	224	221	3	209	15	45%
Indiana	773	751	22	691	82	68%
Iowa	404	404	0	372	32	42%
Michigan	1,018	1,025	-7	988	30	73%
Minnesota	1,342	1,368	-26	1,179	163	50%
Ohio	760	761	-1	762	-2	60%
Wisconsin	494	494	0	509	-15	56%
<b>TOTAL</b>	<b>5,015</b>	<b>5,024</b>	<b>-9</b>	<b>4,710</b>	<b>305</b>	<b>57%</b>
<b>MOUNTAIN PLAINS REGION</b>						
Colorado	820	830	-10	800	20	86%
Kansas	116	120	-4	123	-7	33%
Missouri	401	386	15	337	64	51%
Montana	46	46	0	51	-5	23%
Nebraska	159	159	0	150	9	45%
North Dakota	170	170	0	163	7	51%
South Dakota	247	245	2	239	8	66%
Wyoming	37	37	0	34	3	25%
<b>TOTAL</b>	<b>1,996</b>	<b>1,993</b>	<b>3</b>	<b>1,897</b>	<b>99</b>	<b>57%</b>
<b>NORTHEAST REGION</b>						
Connecticut	233	226	7	222	11	55%
Maine	169	174	-5	153	16	55%
Massachusetts	588	557	31	587	1	70%
New Hampshire	128	138	-10	141	-13	55%
New York	355	355	0	360	-5	59%
Rhode Island	0	0	0	1	-1	0%
US Virgin Islands (USVI)	0	0	-	0	-	-
Vermont	117	117	0	92	25	73%
<b>TOTAL</b>	<b>1,590</b>	<b>1,567</b>	<b>23</b>	<b>1,556</b>	<b>34</b>	<b>62%</b>



# SCHOOL DISTRICT MEMBERSHIP (SDM)

## REPORT

December 2022	(continued)					
	Dec	Nov	+/-	May	+/-	% of Total
	2022	2022	Members	2022	Members	Membership
<b>SOUTHEAST REGION</b>						
Alabama	1,751	1,847	-96	1,748	3	69%
Florida	1,758	1,825	-67	1,895	-137	70%
Georgia	3,078	2,853	225	2,834	244	86%
Kentucky	1,248	1,215	33	1,045	203	68%
Mississippi	673	681	-8	640	33	73%
North Carolina	2,081	2,072	9	1,990	91	83%
South Carolina	923	936	-13	833	90	80%
Tennessee	1,636	1,627	9	1,680	-44	77%
<b>TOTAL</b>	<b>13,148</b>	<b>13,056</b>	<b>92</b>	<b>12,665</b>	<b>483</b>	<b>77%</b>
<b>SOUTHWEST REGION</b>						
Arizona	704	729	-25	730	-26	76%
Arkansas	280	281	-1	259	21	61%
Louisiana	1,492	1,482	10	1,155	337	90%
New Mexico	473	473	0	534	-61	72%
Oklahoma	484	490	-6	558	-74	65%
Texas	448	451	-3	440	8	51%
Utah	561	571	-10	561	0	57%
<b>TOTAL</b>	<b>4,442</b>	<b>4,477</b>	<b>-35</b>	<b>4,237</b>	<b>205</b>	<b>70%</b>
<b>WESTERN REGION</b>						
Alaska	51	52	-1	68	-17	57%
American Samoa	10	10	-	0	-	100%
California	690	689	1	545	145	39%
CNMI*	0	0	-	0	-	-
Guam	0	0	-	0	-	-
Hawaii	15	14	1	14	1	43%
Idaho	333	344	-11	334	-1	56%
Nevada	60	60	0	59	1	79%
Oregon	440	430	10	435	5	77%
Washington	955	960	-5	945	10	44%
<b>TOTAL</b>	<b>2,554</b>	<b>2,559</b>	<b>-5</b>	<b>2,400</b>	<b>144</b>	<b>48%</b>
<b>SUBTOTAL</b>	<b>31,677</b>	<b>31,516</b>	<b>161</b>	<b>30,389</b>	<b>1,278</b>	<b>66%</b>
Miscellaneous	0	0	0	3	-3	0%
<b>GRAND TOTAL</b>	<b>31,677</b>	<b>31,516</b>	<b>161</b>	<b>30,392</b>	<b>1,275</b>	<b>65.2%</b>



# SNA STATE ASSOCIATION

## CERTIFICATE PROGRAM REPORT

December 2022 (Applications processed through 12/31/2022)

	Dec 2022	Nov 2022	+/-	May 2022	+/-	Dec 2021	2022/23 2% Goal	% of Total Membership
<b>MID-ATLANTIC REGION</b>								
Delaware	168	170	-2	162	6	157	165	16%
Dist. of Columbia	0	0	0	0	0	0	1	0%
Maryland	226	227	-1	246	-20	259	251	43%
New Jersey	26	27	-1	27	-1	31	28	6%
Pennsylvania	44	44	0	43	1	47	44	7%
Puerto Rico	0	0	-	0	-	0	1	-
Virginia	550	545	5	586	-36	618	598	40%
West Virginia	29	29	0	29	0	32	30	7%
<b>TOTAL</b>	<b>1,043</b>	<b>1,042</b>	<b>1</b>	<b>1,093</b>	<b>-50</b>	<b>1,144</b>	<b>1,118</b>	<b>23%</b>
<b>MIDWEST REGION</b>								
Illinois	87	87	0	103	-16	109	105	18%
Indiana	210	210	0	216	-6	223	220	18%
Iowa	399	398	1	439	-40	456	448	42%
Michigan	137	138	-1	140	-3	138	143	10%
Minnesota	1,904	1,915	-11	1,933	-29	1,979	1,972	70%
Ohio	372	373	-1	388	-16	405	396	29%
Wisconsin	159	159	0	175	-16	194	179	18%
<b>TOTAL</b>	<b>3,268</b>	<b>3,280</b>	<b>-12</b>	<b>3,394</b>	<b>-126</b>	<b>3,504</b>	<b>3,463</b>	<b>37%</b>
<b>MOUNTAIN PLAINS REGION</b>								
Colorado	61	61	0	66	-5	74	67	6%
Kansas	111	108	3	125	-14	133	128	32%
Missouri	184	184	0	198	-14	223	202	23%
Montana	21	21	0	24	-3	25	25	11%
Nebraska	69	66	3	77	-8	85	79	19%
North Dakota	55	55	0	60	-5	58	61	17%
South Dakota	57	55	2	58	-1	61	59	15%
Wyoming	55	55	0	55	0	61	56	37%
<b>TOTAL</b>	<b>613</b>	<b>605</b>	<b>8</b>	<b>663</b>	<b>-50</b>	<b>720</b>	<b>677</b>	<b>17%</b>
<b>NORTHEAST REGION</b>								
Connecticut	89	91	-2	99	-10	103	101	21%
Maine	52	54	-2	58	-6	64	59	17%
Massachusetts	122	125	-3	134	-12	139	137	15%
New Hampshire	81	84	-3	90	-9	95	92	35%
New York	78	78	0	77	1	81	79	13%
Rhode Island	0	0	0	0	0	0	1	0%
US Virgin Islands (USVI)	0	0	-	0	-	0	1	-
Vermont	11	11	0	11	0	11	12	7%
<b>TOTAL</b>	<b>433</b>	<b>443</b>	<b>-10</b>	<b>469</b>	<b>-36</b>	<b>493</b>	<b>482</b>	<b>17%</b>



# SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

December 2022	(continued)							
	Dec	Nov	+/-	May	+/-	Dec	2022/23	% of Total
	2022	2022		2022		2021	2% Goal	Membership
<b>SOUTHEAST REGION</b>								
Alabama	1,153	1,145	8	1,101	52	1,136	1,123	45%
Florida	856	856	0	878	-22	981	896	34%
Georgia	968	978	-10	1,043	-75	1,148	1,064	27%
Kentucky	713	711	2	730	-17	752	745	39%
Mississippi	37	36	1	40	-3	49	41	4%
North Carolina	426	437	-11	474	-48	499	483	17%
South Carolina	153	153	0	175	-22	184	179	13%
Tennessee	1,013	1,013	0	1,047	-34	1,103	1,068	47%
<b>TOTAL</b>	<b>5,319</b>	<b>5,329</b>	<b>-10</b>	<b>5,488</b>	<b>-169</b>	<b>5,852</b>	<b>5,599</b>	<b>31%</b>
<b>SOUTHWEST REGION</b>								
Arizona	90	91	-1	89	1	91	91	10%
Arkansas	44	44	0	56	-12	60	57	10%
Louisiana	40	39	1	39	1	43	40	2%
New Mexico	285	286	-1	298	-13	325	304	43%
Oklahoma	149	149	0	160	-11	186	163	20%
Texas	48	48	0	51	-3	45	52	5%
Utah	364	367	-3	416	-52	451	424	37%
<b>TOTAL</b>	<b>1,020</b>	<b>1,024</b>	<b>-4</b>	<b>1,109</b>	<b>-89</b>	<b>1,201</b>	<b>1,131</b>	<b>16%</b>
<b>WESTERN REGION</b>								
Alaska	11	11	0	12	-1	12	13	12%
American Samoa	0	0	-	0	-	0	1	-
California	121	122	-1	123	-2	128	125	7%
CNMI*	0	0	-	0	-	0	1	-
Guam	0	0	-	0	-	0	1	-
Hawaii	3	3	0	3	0	3	4	9%
Idaho	193	195	-2	184	9	202	188	33%
Nevada	2	2	0	3	-1	3	4	3%
Oregon	42	46	-4	47	-5	50	48	7%
Washington	1,350	1,352	-2	1,385	-35	1,404	1,413	62%
<b>TOTAL</b>	<b>1,722</b>	<b>1,731</b>	<b>-9</b>	<b>1,757</b>	<b>-35</b>	<b>1,802</b>	<b>1,798</b>	<b>32%</b>
<b>SUBTOTAL</b>	<b>13,418</b>	<b>13,454</b>	<b>-36</b>	<b>13,973</b>	<b>-555</b>	<b>14,716</b>	<b>14,268</b>	<b>28%</b>
<b>Miscellaneous</b>	<b>23</b>	<b>26</b>	<b>-3</b>	<b>25</b>	<b>-2</b>	<b>30</b>	<b>26</b>	<b>7%</b>
<b>GRAND TOTAL</b>	<b>13,441</b>	<b>13,480</b>	<b>-39</b>	<b>13,998</b>	<b>-557</b>	<b>14,746</b>	<b>14,294</b>	<b>28%</b>





# SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

December 2022	(Applications processed through 12/31/2022)							
	Dec	Nov	+/-	May	+/-	%	Dec	# Times
	2022	2022		2022		Diff in Cred	2021	Exam Hosted
<b>MID-ATLANTIC REGION</b>								
Delaware	18	17	1	18	0	0%	18	3
Dist. of Columbia	0	0	0	0	0	-	0	17
Maryland	34	33	1	32	2	6%	33	5
New Jersey	15	15	0	15	0	0%	15	8
Pennsylvania	31	30	1	30	1	3%	29	21
Puerto Rico	1	1	0	0	1	-	0	0
Virginia	53	52	1	53	0	0%	51	28
West Virginia	10	10	0	9	1	11%	9	0
<b>TOTAL</b>	<b>162</b>	<b>158</b>	<b>4</b>	<b>157</b>	<b>5</b>	<b>3%</b>	<b>155</b>	<b>82</b>
<b>MIDWEST REGION</b>								
Illinois	33	33	0	36	-3	-8%	36	8
Indiana	39	37	2	38	1	3%	39	8
Iowa	17	17	0	17	0	0%	17	10
Michigan	53	43	10	44	9	20%	44	15
Minnesota	63	63	0	68	-5	-7%	68	14
Ohio	59	59	0	57	2	4%	61	11
Wisconsin	27	27	0	28	-1	-4%	28	16
<b>TOTAL</b>	<b>291</b>	<b>279</b>	<b>12</b>	<b>288</b>	<b>3</b>	<b>1%</b>	<b>293</b>	<b>82</b>
<b>MOUNTAIN PLAINS REGION</b>								
Colorado	83	83	0	78	5	6%	79	13
Kansas	14	14	0	15	-1	-7%	15	4
Missouri	23	23	0	24	-1	-4%	24	13
Montana	4	4	0	3	1	33%	3	0
Nebraska	6	6	0	5	1	20%	5	0
North Dakota	7	7	0	7	0	0%	7	1
South Dakota	4	4	0	5	-1	-20%	5	1
Wyoming	2	2	0	4	-2	-50%	4	0
<b>TOTAL</b>	<b>143</b>	<b>143</b>	<b>0</b>	<b>141</b>	<b>2</b>	<b>1%</b>	<b>142</b>	<b>32</b>
<b>NORTHEAST REGION</b>								
Connecticut	11	11	0	13	-2	-15%	13	4
Maine	20	20	0	19	1	5%	19	5
Massachusetts	59	59	0	60	-1	-2%	62	13
New Hampshire	10	10	0	10	0	0%	10	4
New York	40	39	1	44	-4	-9%	43	22
Rhode Island	1	1	0	1	0	0%	1	1
US Virgin Islands (USVI)	0	0	-	0	-	-	0	0
Vermont	13	13	0	13	0	0%	13	8
<b>TOTAL</b>	<b>154</b>	<b>153</b>	<b>1</b>	<b>160</b>	<b>-6</b>	<b>-4%</b>	<b>161</b>	<b>57</b>



# SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

December 2022	(continued)							
	Dec	Nov	+/-	May	+/-	%	Dec	# Times
	2022	2022		2022		Diff in Cred	2021	Exam Hosted
<b>SOUTHEAST REGION</b>								
Alabama	36	36	0	36	0	0%	35	5
Florida	83	83	0	84	-1	-1%	87	23
Georgia	62	62	0	62	0	0%	61	20
Kentucky	36	36	0	33	3	9%	33	16
Mississippi	18	18	0	15	3	20%	15	6
North Carolina	62	62	0	58	4	7%	57	15
South Carolina	19	19	0	19	0	0%	21	9
Tennessee	35	35	0	37	-2	-5%	37	19
<b>TOTAL</b>	<b>351</b>	<b>351</b>	<b>0</b>	<b>344</b>	<b>7</b>	<b>2%</b>	<b>346</b>	<b>113</b>
<b>SOUTHWEST REGION</b>								
Arizona	54	54	0	55	-1	-2%	55	19
Arkansas	9	9	0	8	1	13%	8	3
Louisiana	15	15	0	16	-1	-6%	16	5
New Mexico	9	9	0	10	-1	-10%	10	4
Oklahoma	6	5	1	5	1	20%	6	2
Texas	106	106	0	104	2	2%	98	30
Utah	20	20	0	20	0	0%	19	4
<b>TOTAL</b>	<b>219</b>	<b>218</b>	<b>1</b>	<b>218</b>	<b>1</b>	<b>0%</b>	<b>212</b>	<b>67</b>
<b>WESTERN REGION</b>								
Alaska	6	6	0	6	0	0%	7	2
American Samoa	0	0	-	0	-	-	0	0
California	136	136	0	130	6	5%	129	25
CNMI	0	0	-	0	-	-	0	0
Guam	0	0	-	0	-	-	0	1
Hawaii	1	1	0	1	0	0%	1	3
Idaho	21	21	0	21	0	0%	20	5
Nevada	2	2	0	2	0	-	2	3
Oregon	16	16	0	15	1	7%	17	6
Washington	40	40	0	42	-2	-5%	41	8
<b>TOTAL</b>	<b>222</b>	<b>222</b>	<b>0</b>	<b>217</b>	<b>5</b>	<b>2%</b>	<b>217</b>	<b>53</b>
<b>SUBTOTAL</b>	<b>1,542</b>	<b>1,524</b>	<b>18</b>	<b>1,525</b>	<b>17</b>	<b>1%</b>	<b>1,526</b>	<b>486</b>
Miscellaneous	51	50	1	58	-7	-12%	55	0
<b>GRAND TOTAL</b>	<b>1,593</b>	<b>1,574</b>	<b>19</b>	<b>1,583</b>	<b>10</b>	<b>1%</b>	<b>1,581</b>	<b>486</b>