



*The Vermont Specialty Food Association is the nation's oldest and most highly regarded specialty food association. You can visit our members at trade shows, craft fairs, sampling at local stores, and farmers markets. Look for Vermont specialty items in country and gourmet stores, natural food and health shops, local supermarkets and online stores.*

*Our members help support family farms and agri-tourism and are proud to provide healthy, wholesome and natural food products consistent with the quality of life Vermonters are known for.*

**Membership Application**

*January 2017—December 2017*

**Regular Membership**

is open to Vermont specialty food companies that manufacture or contract for the manufacture of specialty foods, and have their corporate offices located within the State of Vermont. Each member shall have one vote. Membership includes featured page on [www.vermontspecialtyfoods.org](http://www.vermontspecialtyfoods.org). As a member of the VSFA you become connected to a network of other Vermont food producers who share the vision of promoting Vermont's specialty foods. Membership is currently 200+ and growing.

**Associate Membership**

is open to any individual or company with interest related to the Vermont specialty food industry. Associate members will be subject to approval by the Board of Directors. Associate members have no voting privileges.

**Membership Dues**

are based on annual gross sales. VSFA membership dues also include associate membership in the Vermont Retail & Grocers Association (VRGA), a state wide trade association of 700 stores and over 200 suppliers in the industry.

*Select one of the following:*

\_\_\_\_\_ < \$25,000 (new business) - **\$140 Dues**

\_\_\_\_\_ \$25,000 - \$100,000 - **\$190 Dues**

\_\_\_\_\_ \$100,000 - \$500,000 - **\$260 Dues**

\_\_\_\_\_ > \$500,000 - **\$350 Dues**

\_\_\_\_\_ Associate Member - **\$340 Dues**

**Company:** \_\_\_\_\_

**Primary Contact Name:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Business Address:** \_\_\_\_\_

**Town:** \_\_\_\_\_

**State:** \_\_\_\_\_

**Zip:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Fax:** \_\_\_\_\_

**Website:** \_\_\_\_\_

**Facebook:** \_\_\_\_\_

**Twitter:** \_\_\_\_\_

**Contact Information for VSFA website:** \_\_\_\_\_

**Brief Description of Business for VSFA website:** \_\_\_\_\_

I will pay online

I will pay over the phone

I will mail a check

**Vermont Specialty Food Association  
148 State Street Montpelier, Vermont 05602 or call (802) 839—1930**

Please check your company listing at [www.vermontspecialtyfoods.org](http://www.vermontspecialtyfoods.org) after your membership has been processed. Your welcome package will provide username and password information to set up and maintain your member page and access to members only information of the VSFA website.



148 State Street Montpelier, VT 05602  
(802) 839—1930 | [info@vtspecialtyfoods.org](mailto:info@vtspecialtyfoods.org)  
[vtspecialtyfoods.org](http://vtspecialtyfoods.org) | [facebook.com/vtspecialtyfoods](https://facebook.com/vtspecialtyfoods)

### Thank you for your interest in the Vermont Specialty Food Association (VSFA)!

We are pleased that you want to learn more about the nation's oldest and most highly regarded specialty food association. We're eager to learn more about you to see how we can support your business by helping you take full advantage of VSFA's comprehensive array of benefits, services and resources. VSFA incorporates many of the small family owned and operated businesses that sustains the working landscape of Vermont that visitors seek. With more than 385 businesses, specialty food producers strive for excellence in providing their customers with high quality, innovative products made with a distinctive Vermont touch.

### What does it mean to be a part of VSFA?

*VSFA is your association, staff & members are here to help you in many ways and we are always evolving.*

- Connect with fellow members using our Listserve. Your message will go out to all of membership. You can also view past postings for relevant information and choose how often you receive messages from fellow members. This should be used to post inquiries and interesting information your fellow members can benefit from or assist you with. *This should not be used to solicit members or as a sales tool.*
- Connect with fellow members & potential clients: by mail by requesting a complete member address list, at a networking event or through VSFA facebook & VRGA twitter.
- As a member you can manage your own business page on [vermontspecialtyfoods.org](http://vermontspecialtyfoods.org). You can add an image, associate your listing with searchable categories, update your contact information, business description and add events or recipes.
- Reach members & potential clients by advertising in the monthly *Food For Thought e-newsletter*, on our website or by sponsoring an event.
- Suggest to us a topic you would like to see offered at an event or as a webinar.
- Use the VSFA logo to show potential clients that you are part of a larger network that has been around for 30+ years and continues to grow.
- Be a sponsor or donate products for one of our upcoming events. Be visible, accessible, and ready to positively engage with the VSFA community.
- VSFA membership includes associate membership into the Vermont Retail & Grocers Association. Utilize your VRGA associate membership by networking with over 600+ retailers & service providers as well as by enrolling in one of many money saving programs listed on [vtrga.org](http://vtrga.org) benefits & services pages.
- As a member you can add [info@vermontspecialtyfoods.org](mailto:info@vermontspecialtyfoods.org) to your press list! We review your news for inclusion on our website, in our monthly e-newsletter and also as potential social media content. This could include press releases announcing new programs, awards/recognitions or news articles you are mentioned in.

*We have a very talented & engaged board who are a strong resource for members of the association*

Jack Gilbert of GRINGO JACKS - Whitney Lamy of CASTLETON CRACKERS - Francie Caccavo of OLIVIA'S CROUTONS - Walter Warner of POTLICKEK KITCHEN - Laurie Callahan of CABOT CREAMERY - Bob Christoffel of CREATIVE LABELS OF VERMONT - Kim Crosby of VERMONT ROOTS  
- Calley Hastings of FAT TOAD FARM

We look forward to your feedback and are available to answer your questions from 8:00AM to 4:30PM Monday through Friday at (802) 839-1930 or by emailing [info@vtspecialtyfoods.org](mailto:info@vtspecialtyfoods.org).

# VSFA Member Benefits & Services

Join today and become a competitive and successful partner in Vermont's specialty food industry. VSFA membership includes associate membership into the Vermont Retail & Grocers Association. Utilize your VRGA associate membership by networking with over 600+ retailers & service providers. We will work to meet and exceed the needs of our members while keeping pace with the social, economic and industry challenges of the future.

## Staying Informed

Newsletters, keep members informed about regulatory and legislative issues as well as news about the industry. Retail members may use the classified ad section at no charge. Advertising opportunities are available.

## Your Voice at the State House

Full-time representation promotes your best interest to state government and our elected officials in Washington. VRGA makes sure representatives hear "our side" of any issues related to legislation concerning the Retail & Food Industry of Vermont.

## Retail & Food Industry Expo

Vermont's prominent retail & food industry event! The program includes exhibits, educational seminars, contests, entertainment and more. A great networking opportunity for all!

## VT Industry Directory & Reference Guide

The annual directory, published each spring, lists all retail and associate members and includes buying information about suppliers serving Vermont. We include important regulatory information and contacts for state government - a valuable reference guide. Copies are complimentary to VRGA (only) members and advertisers.

## Student Scholarships

Each year VRGA awards scholarships to help members' employees or their dependents further their education. Funds are raised through the annual Scholarship Golf Tournament and several events at our spring convention. *WE WILL AWARD TEN, \$1,500 SCHOLARSHIPS IN 2016 TO FIRST YEAR STUDENTS!*

## Business Insurance Savings

Acadia Insurance Company provides all lines of business insurance, including but not limited to: Property, General Liability, Business Owners, Umbrella Liability and Workers Compensation. In addition to very competitive rates, participating members are rewarded in the form of lower costs and dividend potential. *AVERAGE YEARLY MEMBER DIVIDEND \$375.*

## Bad Check Recovery

Innovative Payment Solutions offers bad check recovery at no cost to members. Where good things happen to bad checks! *From July 2015 to July 2016 members saved \$319,858.*

## Coupon Redemption

This service allows retailers to obtain reimbursement for manufacturers coupons by submitting them to our affiliate, Grocers Coupon Service without the necessity of sorting.

## Credit-Debit Card Processing Savings

We know that members get bombarded with credit card processing offers on a daily basis. Retail Council Services Corp. (RCSC) offers members one of the industry's most competitively priced processing services for your customer credit and debit card transactions. *RCSC HAS SAVED MEMBERS AS MUCH AS 40% ON THEIR PROCESSING!*

When you join this program through RCSC, you'll receive an EMV, Contactless Pay terminal for \$50 (\$500 value)! Contact Carly, Nicholl or Michele at (800) 442-3589 or [VRGA@retailcouncilnys.com](mailto:VRGA@retailcouncilnys.com) for your free, no-obligation savings analysis. You can also upload your statements at [www.rcscusa.com/save](http://www.rcscusa.com/save).

## Group Dental Insurance Savings

Group plans are available for dental insurance. Northeast Delta Dental underwrites the dental plan. Members are represented by Thomas Insurance & Benefits, part of The Richards Group, for the group dental plans. Members may choose from four discounted plans & Access to the largest national network of dentists and the freedom to choose any dentist

## Member Owned Financial Alternative

The Green Mountain Credit Union is open to all members, their employees and immediate family members. Each deposit account is federally insured by NCUA up to \$250,000. Offering savings and loan options, checking, direct deposit, money orders and payroll deduction programs.

## Payroll Processing Ease

PayData is a Vermont company offering an easy and economical payroll service to member companies. Services include payroll checks, tax filings, reports, new hire reporting and more. PayData offers members a discount on their regular fees. They also offer member businesses Pay-As-You-Go Worker's Compensation Insurance. *AVERAGE YEARLY MEMBER SAVINGS \$140.*

## National Retail Federation - Free Membership

The NRF, as the world's largest retail trade association, represents local retailers and department stores as well as specialty, apparel, discount and online sellers. At NRF events, retailers learn from and network with industry colleagues. And, for daily networking, you'll have access to complimentary conferences calls and webinars.

## Labor Law Poster approved by the Department of Labor

Each year, as a member, you are entitled to an all-in-one Labor Law poster approved by the VT DOL. *\$50 VALUE, FREE WITH MEMBERSHIP.*

## Staples Copy & Print

Members can count on Staples as their dedicated printing and promotional products resource: Exclusive savings of 20% or more on every copy & print order; Access to Staples Copy & Print locations in our 7 retail stores throughout Vermont; Local in-person Account Management to consult on your specific needs with savings and efficiency recommendations.

## Annual Advertising & Sponsorship Opportunities

Highlight your brand among an engaged group of retailers & grocers. There are many highly visible ways you can tell your brand story. Advertise in the monthly Sales Slip newsletter which is mailed & emailed to 600+ members, be a sponsor for one of our many highly anticipated annual events and more.

**QUESTIONS? CONTACT US**  
(802) 839-1930

[info@vtspecialtyfoods.org](mailto:info@vtspecialtyfoods.org)  
[vtrga.org/benefits](http://vtrga.org/benefits) & [vtrga.org/services](http://vtrga.org/services)