

Building on Success

2014 was a year spent on building a stronger future. In addition to the organization's continual growth, we spent the year thinking in terms of further strengthening our solid foundations and relationships in order to achieve greater impact both within our industry and beyond. Because ultimately, success is not just about delivering results, it's about optimizing these results.



Year in Review 2014

Leadership



Annual Conference

Leadership

New officers were elected at the Annual Meeting in March: Gil Williams of Poly-clip System became Chairman of the FPSA Board of Directors, Tom Riggins of R.A Jones and Tom Kittle of Handtmann were named Chairs of the Membership and Show Committees, respectively, and Scott Gregory of Bettcher Industries was elected as Treasurer. Jeff Dahl of JBT FoodTech moved into the position of Immediate Past Chair and Scott Scriven moved on from the Executive Committee to become the Chairman of the FPSA Foundation. Other elected officers include: Jarrod McCarroll of Weber, Inc., Vice Chair of MISA; and Dan Plante of JBT FoodTech, Chair of the Prepared Foods Council. All of these individuals also serve on the FPSA Board of Directors. Additionally, the Bakery Council elected Tony Graves of the Dennis Group, and the Dairy Council elected John Campbell of Separators, Inc. to serve as at-large members of the FPSA Board.

Membership

FPSA continued to offer informative and insightful webinars covering subjects relevant to all segments of the food and beverage industry at no cost to members—with nearly 500 people participating in the 2014 offerings. Topics included the suppliers' role in sustainable food processing, sanitary standards in the bakery industry, the Affordable Health Care Act, the multi-generational workforce and how these diverse groups can work together, robotics in the food industry, and

personalization in today's beverage industry and its impact on processing equipment.

Every year, FPSA works to find advantageous business and service opportunities for its members. This year, FPSA launched a new member benefit. Qualified FPSA members can now benefit from a partnership with the distinguished law firm Barnes & Thornburg, who will provide them with discounted legal guidance on a range of issues such as intellectual property, contract review and negotiations, customs, NAFTA and other import matters, and labor/employment law.

Annual Conference

In the spirit of the 2014 Annual Conference theme, "Forward Thinking," FPSA featured an array of distinguished speakers with renowned business acumen. The conference was honored to have as its keynote speaker Major Dan Rooney, a veteran F-16 fighter pilot, founder of The Patriot Golf Club, a PGA Professional, and author of *A Patriot's Calling—Living Life between Fear and Faith*. Major Rooney shared his insights about running the Folds of Honor Foundation. In addition, noted economist Brian Beaulieu, President and CEO of ITR Economics, returned with his unique, extensive understanding of the business cycle and exceptional ability to explain the implications of expected change. The closing general session

PROCESS EXPO CHICAGO - 2015

Stewardship



featured Ken Schmidt, former Director of Communications for Harley Davidson Motorcycles, who played an active role in one of the most celebrated turnarounds in corporate history.

In September, FPSA held one of the Association's most popular events—the FPSA Sales Conference. This year's program assembled some of the industry's most sought after, influential thought leaders, who shared with attendees innovative sales strategies including placement and recruitment in the food industry, search engine marketing, turning vendors into consultative professionals, and revolutionary selling systems. Attendees also toured local member plants to learn and share ideas about doing business.

PROCESS EXPO 2015

While the next PROCESS EXPO won't take place until 2015, the largest trade show dedicated exclusively to the food and beverage industry reached key milestones in 2014. By September, the 2015 show surpassed 200,000 net square feet in exhibit sales—seven months ahead of the pace from the last show. At this rate, PROCESS EXPO 2015 is fully expected to sell out and deliver the largest collection of exhibitors and technology in the history of the show.

The show also expanded its unparalleled educational program, PROCESS EXPO UNIVERSITY. Already fifteen universities have committed to participate in the educational

program including renowned academics from some of the most prestigious universities in Canada and Mexico. Following the tremendous success of PROCESS EXPO UNIVERSITY in 2013 and in response to attendees' requests, the 2015 program will feature over 35 hours of educational sessions addressing critical topics across all segments of the food and beverage processing and packaging field.

Stewardship

None of the figurative building could take place without the literal foundation of the FPSA building itself. Not only are the association's offices housed at 1451 Dolley Madison Boulevard, in McLean, VA, but the building is fully leased to 9 different tenants. As the landlord, we must ensure the value of the building continues to increase while meeting the needs of our tenants. In February of this year, the Foundation Board unanimously approved a motion to completely replace the HVAC system. This \$1.2 million project was successfully completed in December.

Partnership Programs



FPSA Career Development Scholarship

Meat Industry Suppliers Alliance (MISA) Scholarships

FPSA's collaboration on the SAVE FOOD initiative

FPSA's partnership with 3-A Sanitary Design

FPSA's support of the USDA Collegiate Dairy Contest

FPSA's contribution to Bake for Life

Founder and Organizer of Defeat Hunger

FPSA's support of Folds of Honor

Detailed information on all of these programs is available at the 'Giving Back' section of our website: www.fpsa.org.

Partnership

FPSA understands that building a strong future must go beyond benefits and services for members and industry alone. An organization's longevity also depends on its impact on the community at large. Toward this end, FPSA has continued building its "Giving Back" Initiative through several programs with an eye toward national and global wellness.

This year, the Foundation of the Food Processing Suppliers Association (FFPSA) awarded ten \$5,000 scholarships to deserving family members of FPSA member companies as part of its annual Career Development Scholarship program. Additionally, the Meat Industry Suppliers Alliance Foundation awarded seven \$10,000 scholarships to deserving students studying meat science at universities across the country.

The Foundation of the Food Processing Suppliers Association also made a donation of \$5,000 to the non-profit organization, Bake for Life, which provides opportunities to young handicapped individuals through the construction of bakeries where they are trained for a career as bakers and ultimately given the skills to support themselves. This donation marks

the second time that the FFPSA has contributed to this noble cause.

The FPSA Foundation also proudly made a donation of \$2,500 to the Folds of Honor Foundation, which provides assistance to dependents adversely affected by military deployments to Iraq and Afghanistan.

In November, the Board of Directors of the FPSA Foundation approved the 2015 budget including a donation to the Greater Chicago Food Depository which will be the cornerstone to the 2015 Defeat Hunger campaign, which will culminate at the 2015 PROCESS EXPO at McCormick Place. Show partners, vendors, members and exhibitors will be invited to participate in this critical component of FPSA's Giving Back efforts. The 2013 Defeat Hunger campaign provided meals for 272,000 food insecure individuals in Cook County, and expectations for the 2015 program are even higher. FPSA members interested in learning more about Defeat Hunger or any other Giving Back programs are encouraged to contact FPSA President and CEO, David Seckman.



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