

FPSC

Food Processing
Suppliers Association



MORE **RESULTS**

...and opportunities to come!

2023 YEAR IN REVIEW

www.FPSC.org

MORE RESULTS

As this year comes to a close, I would like to thank you for your membership in FPSA and your engagement in FPSA programs. This year, membership benefits were strengthened substantially with the addition of a variety of products and services that are now “bundled” with your membership to make it easier and more cost effective to take advantage of them. In short, you are getting more value for your membership than ever before.

Your FPSA membership now includes a copy of our popular Food Processing and Packaging Equipment Trend Study, which covers all six major industry segments and serves to highlight market opportunities for your strategic planning needs. This is complemented by the monthly ITR Economics Newsletter to help you stay up to date on market conditions. These products provide you with valuable market intelligence to keep you ahead of the competition.

Also included in your membership now is one complimentary license for the online training platform, WorkForge. With over 800 training modules designed for manufacturing companies, this is an excellent resource to learn more about a wide variety of topics, be they technical in nature or soft skills used in the office. For members interested in obtaining more licenses for your personnel, I encourage you to reach out to FPSA staff today.

And finally, the FPSA membership package also includes a nice selection of discounts for products and services that can help you in your business. From discounted shipping to legal services, forensic accounting, office supplies and reverse energy auctions to significantly reduce expenses, these programs save FPSA members money by negotiating discounts for the larger group.

In 2023, FPSA also hosted successful face-to-face events, with the goal of boosting members’ networks and generating leads for new business, at the 2023 Annual Conference and PROCESS EXPO. Participants in these two events walked away with new contacts and substantive content, while also meeting with new buyers in search of manufacturing solutions. Looking ahead, we will continually refine these events to provide ever more critical and expanded opportunities for members.

Lastly, I am especially proud to have been a part of FPSA’s Giving Back programs. Thanks to the generous donations on the part of our members, Councils and Networks, your Association has further expanded its philanthropic efforts to help people in need. You will find a long list of these important accomplishments in this document.

In closing, I wish you and your families and colleagues a wonderful holiday season and am looking forward to seeing you at the 2024 FPSA Executive Forum and Conference in Indian Wells.

BRIAN PERKINS

FPSA Chairman



MORE BENEFITS TO **GROW YOUR BUSINESS**

Beginning in 2023, FPSA members now receive more benefits as part of their bundled membership package.

ANNUAL FPSA FOOD PROCESSING AND PACKAGING EQUIPMENT MARKET STUDY

Covering important trends and projections over the next five years, this study is issued at the start of the year to help members plan and strategize to take advantage of key opportunities in the six major segments of the industry including Bakery, Beverage, Dairy, Meat, Pet Foods, and Prepared Foods.

MONTHLY ITR ECONOMIC REPORT

ITR Economics provides the best economic intelligence to reduce risk and drive practical and profitable business decisions. This monthly report provides business leaders with economic information, insight, analysis, and strategy.

WORKFORGE | WORKFORGE

Designed for manufacturers, this online training platform helps FPSA members by keeping employees engaged while also improving their knowledge and skill sets. Developed by a wide variety of subject matter experts and industry leaders to compile a library of Career Pathways, the WorkForge platform expedites the training process, getting member employees on the job faster without compromising knowledge or safety.

TRANSPARENT ENERGY

Transparent Energy is a specialized energy procurement advisory firm that helps members take advantage of energy deregulation to lower costs by getting energy providers to compete for your business in an online auction and lock in favorable rates that allow them to mitigate risk. Energy is still delivered from the existing utility but at the reduced price of the new supplier. Members interested in learning more should contact Andy Drennan at adrennan@fpsa.org.

COST-SAVING AFFINITY PROGRAMS

For years, FPSA has negotiated discounts with popular vendors that members use in their businesses. By leveraging the power of its 300+ membership, these discounts are typically larger than a company can obtain on its own. From LTL shipping to office supplies, legal services with expertise in the food industry, and forensic accounting services to identify and recover funds from incorrect billing, these programs can save members significant amounts, which will directly impact your bottom line.

For more information on any of these cost-savings programs, contact **Andy Drennan**, at adrennan@fpsa.org

2023

FOOD PROCESSING/ PACKAGING EQUIPMENT MARKET

Global Trends & Forecast to 2027





PROCESS EXPO 2023

SHOW HIGHLIGHTS

2023 marked a new beginning for **PROCESS EXPO** with the announcement of its evolution into the 2025 Equipment and Technology Show for Food and Beverage, or EATS. This year's show once again drew high-quality attendees ready to commit to manufacturing solutions for their most important issues.

PROCESS EXPO **LIVE PRODUCTION LINES**

PROCESS EXPO's Production Line demonstrations once again proved to be a major highlight of the show, attracting attendees who come to see the latest processing and packaging technologies in action with real product. This year's lines produced pet treats, Brazilian-style empanadas, and sliced bacon, showcasing each step in the supply chain, from introduction of raw ingredients all the way through to packaged product, which was then case packed and palletized.

FOOD FOR THOUGHT **PROCESS EXPO EDUCATION**

This year's show featured the most extensive program ever developed for PROCESS EXPO, addressing topics of critical importance to food and beverage processors. Automation, sustainability, cybersecurity, AI, robotics, improvements in engineering design, capital planning, alternative proteins, carbon neutral production, and cannabis production are just a few of the topics that were standing room only.





2023



FPSA
WOMEN'S
ALLIANCE
NETWORK

FPSA WOMEN'S ALLIANCE NETWORK BREAKFAST

The 2023 WAN Breakfast drew its largest audience ever, thanks in large part to keynote speaker, Nicole Makowski of Makowski's Real Sausage Co. Makowski's touching story of the challenges of a small family-owned business inspired attendees and encouraged them to take chances and follow their dreams. In addition, this year's breakfast also featured the 2023 Red Circle Honor Awards, highlighting the inspirational achievements of individuals and one member company for their contributions to the food industry.



SAVE THE DATE FOR EATS 2025!

October 28-30, 2025 | South Hall, McCormick Place, Chicago

BOOK YOUR BOOTH TODAY!

eats
formerly ProcessExpo

Equipment And
Technology Show
for Food & Beverage

GROWING YOUR NETWORK

FACE-TO-FACE

FPSA Annual Conference

Attendance at this year's Annual Conference experienced a tremendous increase, with members drawn to the exceptional content on the program, as well as to the networking with peers and customers alike. Always one of FPSA's most popular events, the executive forum was held at the beautiful Lowes Ventana Canyon Resort in Tucson, AZ, and featured experts on a variety of topics of interest in the food and beverage industry.

KEYNOTE SPEAKER

John Rossman

John Rossman walked attendees through the Amazon business development process and explained how they can apply these guiding principles in their businesses for transformative success.

SPEAKER

Keith Packer

Keith Packer, formerly of British Airways, shared his personal experience of the dangers of noncompliance with antitrust laws.

SPEAKER

Matthew Barry

Matthew Barry, of Euromonitor International, provided the audience with a Top 10 list of food industry trends that professionals upstream can expect to see affecting their businesses, in one way or another.

And as always, the Annual Conference program featured excellent breakout sessions for each industry segment and top-notch social events to network with peers, customers, and competitors.



GIVING BACK TO **MOVE THE INDUSTRY FORWARD**

In 2023, FPSA's Giving Back programs continued to make an impact in our communities. Beginning with the DEFEAT HUNGER Golf Tournament, FPSA Auction, and Pack It! events in March, extending through the scholarship season and Council giving in the spring, and running through the flagship DEFEAT HUNGER campaign at PROCESS EXPO, FPSA members went above and beyond to show their dedication to the industry and to people in need.

BAKERY

The Bakery Council continues to collaborate with Greyston Bakery and its "No Questions Asked" hiring model, the Council was able to provide Greyston a check for \$6,650 in support of its mission to provide employment and training opportunities to anyone looking for work.

DAIRY

The Dairy Council's Tom Imbordino Memorial Dairy Science Scholarship program provided six deserving dairy students, with a scholarship of \$3,500 each, helping them to pursue their dreams of a career in the dairy/food industry.

PREPARED FOODS

The Prepared Foods Council continued its support of Oregon State University's Department of Food Science and Technology with a donation of \$7,700. The department is one of the largest food science programs in the U.S. and offers cutting-edge research programs in food and health, novel food processing technologies, and food safety/quality programs.

BEVERAGE

The Beverage Council supports DigDeep, a non-profit organization working to bring clean water to American homes in underserved communities located in the Navajo Nation and Appalachia. In 2023, the Council made a donation of \$1,890 to DigDeep in furtherance of their mission.

PET FOOD

The Pet Food Council is proud of its support of the American Humane PUPS4PATRIOTS Program and their efforts to help veterans combat PTSD through service and therapy dog programs. This year, the Council made a donation of \$20,755 to the American Humane Society in support of this valuable cause.

MISA

MISA continues to offer its valuable MISA Scholarship, with the goal of supporting students who are pursuing careers within the meat industry or engineering field. This year, MISA offered nine \$10,000 scholarships to very deserving students. Dating back over 20 years, the MISA Scholarship has been an invaluable support to the industry.



CAREER DEVELOPMENT SCHOLARSHIPS

In 2023, FPSA greatly expanded the Career Development Scholarship program, awarding twenty \$10,000 scholarships to employees or family of FPSA member companies.

This extremely competitive scholarship rewards the academic achievement of these individuals, in support of their efforts to study in preparation for a career. Anyone interested in applying in 2024, should keep an eye open for the new CDS application period opening in January.

DEFEAT HUNGER

Once again, the Foundation of the Food Processing Suppliers Association (FFPSA) teamed up with members, exhibitors, and allies to donate over 348,000 meals to the Greater Chicago Food Depository in our biennial DEFEAT HUNGER campaign. With this year's tally, DEFEAT HUNGER has provided over 2 million meals to the food insecure families of Cook County since its launch in 2013.





INVESTING IN THE NEXT GENERATION OF **FOOD INDUSTRY TECHNICIANS**



FIT CERTIFICATION PROGRAM

This past year, our FIT Program not only grew by physical size, adding additional equipment, more instructors, and the expansion of Lincoln Tech campuses that host feeder programs to FIT, but also increased the technicians coming out of the program by over 50% – all in an effort to meet the needs of both food processors and OEMs.

This critical training program was developed by a collection of dedicated subject matter experts from both OEMs and end-users and is reviewed after each graduating class to continually improve the quality of education that FIT students receive.

With graduating students typically receiving multiple job offers, demand for these highly qualified students is at an all-time high, and plans are underway for additional expansion at campuses located in different areas of the country.





CONTACT INFORMATION

FPSA Members interested in supporting the FIT Program with donations of equipment, and/or hiring FIT graduates in the future should contact

DAVID SECKMAN, FPSA CEO
dseckman@fpsa.org

FIVE YEARS OF FPSA NETWORKS

As the FPSA Networks celebrate their 5th anniversary, the newly formed Design-Build Network emerges as the Association's sixth anchor. The Networks have diligently positioned themselves by tackling crucial topics, crafting valuable content for the Association, and fostering learning opportunities for participants to glean insights from peers and customers, enriching FPSA member companies. As they mark their fifth year, we are excited to see these Networks grow to six, proving that their dedication has borne fruit, expanding their influence and impact on FPSA.

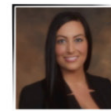
The Women's Alliance Network left an indelible mark on FPSA's 2023 events, channeling their influence to empower our communities. From PACK IT Tucson to Red Circle Honors and the PROCESS EXPO Keynote, the remarkable women of FPSA were catalysts for change in the food and beverage landscape. The Membership Sub-Committee within the Alliance spearheaded the Executive Spotlight series, amplifying the voices of today's female executives to ignite inspiration among the upcoming generation of leaders. Additionally, WAN organized several thought-provoking book club sessions, delving into pivotal business and leadership essentials discussions.

RED CIRCLE HONORS RECIPIENTS 2023

The FPSA's Women's Alliance Network is proud to recognize outstanding individuals and companies for their achievements and contributions to the inclusive, innovative, and inspiring future of the food and beverage industry.



Rising Star
Alidea Boerhave
Rome Grinding Solutions



Career Excellence
Kohl Schrader, Ph.D.
Poly-Clip System



Innovation & Inspiration
Nicole Cammarata
Commercial Food Sanitation, LLC



Achievement in Developing & Promoting Women



Male Ally
Daniel Voit
Blentech

2023 Nominees

Amber Horton	Brian Perkins	Chanya Shove	Chelsey Green
Crystal Dinh	Dana Summerour	Devon Nixon	Erika Gayhart
Heather Radcliffe	Jarrod McCarroll	Kendra Consiglio	Lindsay Distel
Marie Stalewski	Rhonda Ashby	Sarah Zouzalik	Senay Simsek
Tricia Harlan	Nelson-Jameson	Rodem	Weber, Inc



FPSA
WOMEN'S
ALLIANCE
NETWORK



FPSA
WOMEN'S
ALLIANCE
NETWORK

The 4th Biennial
Women's Alliance Network
Breakfast



The Young Professionals Group's focus centered on attracting students to the food industry through various initiatives, from immersive mock interviews and proactive promotion at student fairs to engaging meet-and-greets at PROCESS EXPO and impactful online career roundtables.

Their mission? To ignite a passion for making a difference in nourishing the world, spotlighting the industry as a reliable and rewarding career path. YPG developed a human resource survey and is poised to act on the insights from member companies' HR professionals while keeping their primary purpose in mind—shaping the industry's future.



FOOD SAFETY NETWORK

In 2023, the Food Safety Network led the charge for collaboration

among food safety experts. They didn't just talk about challenges facing the food and beverage processing industry; they acted. Their Acronyms Directory became an essential first step in the roadmap for navigating food regulations. At the same time, their step-by-step webinar collaboration with the FPSA Councils empowered manufacturers to tackle the new sesame seed allergen regulations head-on. Not stopping there, their forthcoming Food Safety 101 Series promises to further knowledge and cultivate expertise around the industry's understanding of hygienic design and food safety services. This year wasn't just about discussion but real, impactful progress.



The FPSA Packaging Network focused on delivering expertise, solutions, and guidance to elevate

awareness of emerging trends in the packaging industry for FPSA member companies. The Network led the #UnpackSustainability campaign, emphasizing environmental stewardship and promoting eco-friendly practices among member companies. Extensive research was conducted to establish clear standards for recyclable packaging, addressing the industry's pressing need for defined criteria. The initiatives in 2023 laid a robust foundation for fostering innovation and advancing traceability, environmental stewardship, and responsible practices within the packaging industry.



Throughout the year, the FPSA Technology Network hosted Tech Talks, diving deep into crucial topics like Labeling Management for Labor Savings, 21 CFR Part 11 Validated

Electronic Reports, Refrigeration Regulations Update, IP69K Usage, and Artificial Intelligence/Machine Learning in F&B. These sessions propel our mission to modernize industry plant floors. Furthermore, the Technology Network facilitated cross-training for technical staff in sales and fostered a collaborative space for members to discuss and address industry challenges innovatively.



THANK YOU

For Making 2023 an
Exceptional Year!

