

2022

ANNUAL REPORT

TO MEMBERS





Introduction

At IFDA, we work tirelessly to drive the industry forward. It's our mission to fuel your professional growth at every level and champion the foodservice distribution story at every turn.

Our continued success comes from our industry working together and focusing on creating a favorable business environment that promotes and protects the foodservice distribution industry; it's our mission and the purpose behind our signature programs and initiatives.

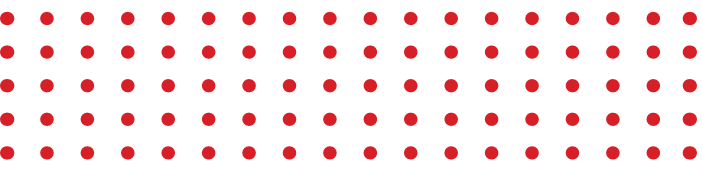
I would like to thank each and every one of you for your support and engagement. I'd also like to thank my colleagues on the IFDA Board of Directors for their leadership. You make what IFDA does possible.

What follows is a high-level overview of IFDA's priorities and initiatives from the last year. If you're not taking advantage of all of your member benefits, we encourage you to discover all that IFDA has to offer.

Rich Wolowski
IFDA Board Chair,
President & CEO,
Gordon Food Service

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EVENTS

We were so excited to reconnect with our members in-person at our 2022 events! IFDA events provide a platform for foodservice distribution professionals to meet with key industry decision-makers, gain new insights and explore the latest technology and best practices.

IFDA's Partners Executive Forum

The 2022 IFDA Partners Executive Forum was a huge success – bringing together leaders from foodservice distributors and manufacturers to host strategic discussions regarding their goals for the year. We look forward to seeing many of you at this year's Partners Executive Forum, January 29 – February 1, in Scottsdale, Arizona.

At Partners Executive Forum, the following manufacturer partners were recognized in the 2022 Distributor's Choice Awards, voted for by IFDA's distributor members:



Sugar Foods
Strategic Partner, Product Innovator,
Total Overall Winner



McCain Foods USA
Sales Leader



General Mills
Supply Chain Leader

IFDA Learning Exchanges

Formerly known as IFDA Share Groups, this long-running program provides foodservice distributors with a unique opportunity to engage in 100% peer-driven discussions on shared challenges and opportunities in IT, HR, Finance, and Operations. Join the conversation at this year's Learning Exchanges, June 5-7, in St. Louis, MO.



EVENTS



IFDA SMart

Hundreds of sales and marketing professionals met in New Orleans for two days of professional growth, connection, and industry camaraderie. Join us this year, July 23 – 25, in Orlando, Florida.



The IFDA Distribution Solutions Conference

Cutting-edge foodservice distribution technology and bold strategies for recruiting, developing, and retaining the industry's personnel took center stage during the 2022 Distribution Solutions Conference. Join us this year, September 11 – 13, in Fort Worth, Texas.



The IFDA Executive Leadership Summit

Held in conjunction with the IFDA Distribution Solutions Conference, the Executive Leadership Summit, an invite-only event, provides a forum for foodservice distribution leaders to gain insight into the critical challenges and opportunities impacting the industry, and to engage in peer-to-peer dialogue that fosters personal and professional growth. This year's event will be held on September 11 in Fort Worth, Texas.



The IFDA Truck Driving Championship

This year marked the first time the event has been held since 2019 due to the COVID-19 pandemic. Attendees from around the country came together to recognize and celebrate the professional drivers who stepped up throughout the pandemic to keep Americans fed and the economy running. Join us for this year's competition, October 12 – 14, in Orlando, Florida.

2022 WINNERS

Team Award

Shamrock Foods Company

Straight Truck

1st Place (Tie):

Bobby Caballero
Ben E. Keith Co.

1st Place (Tie):

Steven Garner
Shamrock Foods Company

3rd Place:

Bill Kiefer
McLane Foodservice-Riverside

3-Axle (28-foot Tractor/Trailer)

1st Place:

Phil Trejo
Shamrock Foods Company

2nd Place:

Russell Miller
US Foods-Raleigh

3rd Place:

Daniel Kramer
Gordon Food Service – Texas Division

5-Axle (53-foot Tractor/Trailer)

1st Place:

Matt Wadman
Performance Foodservice

2nd Place:

Justin Dougan
Performance Foodservice – Kansas City

3rd Place:

Casey Woods
Ben E. Keith – Oklahoma



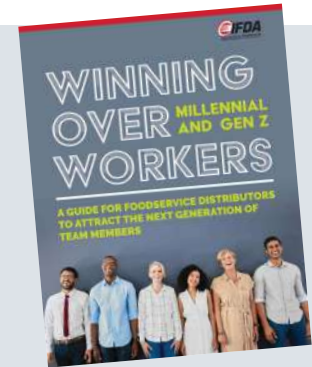
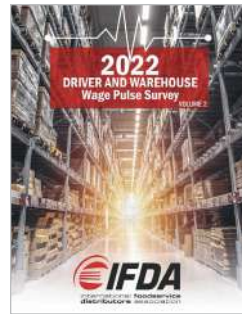
NEW IN 2023

IFDA will be adding a warehouse competition for forklift and pallet jack operators in conjunction with our truck driving championship. Stay tuned for more details!

INSIGHTS

Compensation Benchmarks to Make Sure You're Competitive in a Tight Labor Market

IFDA's full-scale cross-industry hourly compensation survey helps you ensure your pay rates are competitive. IFDA performed Driver and Warehouse Wage Pulse Surveys this year to provide the most up-to-date salary and wage information in an ever-changing labor market.



Winning Over Millennial and Gen Z Workers

In January, IFDA released research that delves deeper into attitudes and perceptions about what younger workers prioritize when choosing a job. Look for additional information on the subject in 2023.

Younger workers' most important features when choosing a job:

- Job security
- Cash wages/bonuses
- Schedule flexibility

Monthly Economic Updates Provide a Distributor-Focused Market Forecast

We reimagined our economic updates to be more industry-specific and timely. Produced with Sage Policy Group, Inc., IFDA's monthly newsletter is exclusively made for foodservice distribution leaders to help guide strategic business planning. It provides bite-sized data and analysis of macroeconomic trends and outlook, as well as tracking of the most industry-relevant economic indicators.




Webinars

IFDA Webinars address a variety of topics, giving you insights from distributor peers, subject matter experts, IFDA legal counsel, government officials, and IFDA staff.




IFDA STATS




219 Miles
Average distribution route for a delivery truck

Average distributor sales per



Sq. ft. facility space:
\$973

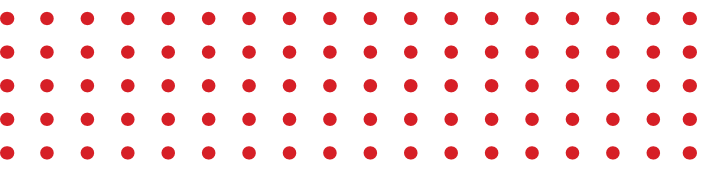


Employee:
\$725,518

*Data from operating year 2021

Solutions Directory

In 2022, IFDA launched its new Solutions Directory – an online one-stop shop for foodservice distribution solutions. This members-only benefit saves distributors time by making it easy to connect with IFDA Allied Suppliers offering a wide range of products and services for solving day-to-day challenges

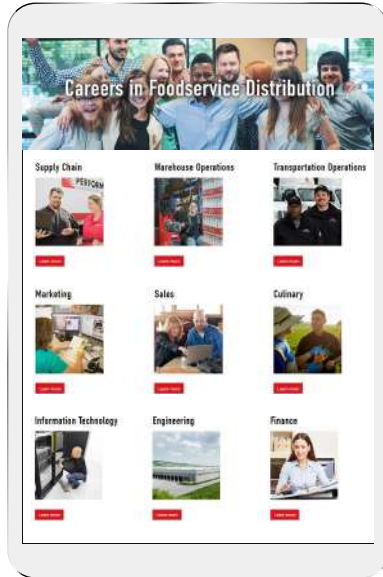


TALENT

IFDA invests in education and resources to provide members the skills to thrive in tomorrow's economy and drive change by introducing and advancing forward-thinking ideas and solutions to ensure our industry's future success.

Careers Website

The newly launched IFDA careers website provides a platform to promote the incredible career opportunities in the foodservice distribution industry. From the warehouse floor to the corporate office, IFDA showcases the wide range of careers in foodservice distribution that offer highly competitive salaries and benefits with the ability to advance.



Partnership with NAWB

IFDA partnered with the National Association of Workforce Boards (NAWB) to help IFDA members connect with workforce boards across the country and educate job seekers on the benefits of a career in foodservice distribution.



IFDA Executive Development Program

The IFDA Executive Development Program for Foodservice Distributor Executives is designed to take high potential employees at your company to the next level.

2023 Dates:

- **Module 1:**
Sunday, February 5 – Wednesday, February 8
- **Module 2:**
Sunday, July 16 – Wednesday, July 19



DARDEN SCHOOL
of BUSINESS

TALENT

Truck Driving Championship and the Truck Driver Hall of Fame

The Truck Driving Championship and the Truck Driver Hall of Fame celebrate the excellence of America's professional foodservice delivery drivers. These programs are powerful recruiting and retention tools to showcase the camaraderie within the driver community and the potential benefits of pursuing a foodservice distribution transportation career. Visit the IFDA website to find out more.



IFDA Rising Stars

This year, IFDA launched the Rising Stars program to cast a spotlight on member companies' up-and-coming leaders. Rising Stars are recognized at the Distribution Solutions Conference. Look out for 2023 nominations information this spring.



Terrence Williams
Vice President, Operations
US Foods



Kathleen White
Customer Marketing Manager
Gordon Food Service



Ben Kesterson
Customer Marketing Manager
Gordon Food Service



Chase Estes
Vice President, Operations
Tankersley Foodservice



Romeo Trif
Vice President, Operations
Sysco



Griffin Bird
Vice President, Sales
Jake's Finer Foods



Phillip Singleton
Assistant Transportation Manager
McLane Foodservice Houston

GOVERNMENT RELATIONS

IFDA is the single industry voice in Washington, D.C., for foodservice distributors. We advance pro-business policies that support industry growth. Key IFDA priorities include transportation, tax, food safety, and labor & employment.



Safe Driver Apprenticeship Pilot Program

IFDA worked with Congress to advance a pilot program the Federal Motor Carrier Safety Administration (FMCSA) launched this year to help address our nation's truck driver shortage by providing a pathway to well-paying professional trucking careers for our emerging workforce. The FMCSA is now accepting applications for the under-21 truck driver pilot program. All carriers approved to participate in FMCSA's pilot program are also required to register their apprenticeship programs with the U.S. Department of Labor (DOL). IFDA became an official cosponsor of national apprenticeship standards for truck drivers to help IFDA members fulfill this requirement.

Vaccine Mandate Lawsuit

IFDA, along with two dozen other industry groups, successfully challenged the Occupational Safety and Health Administration's COVID-19 vaccine and testing requirements before the U.S. Supreme Court, arguing the requirements exceed the agency's statutory authority.



IFDA Fly Outs

Building and maintaining a strong relationship with lawmakers is the key to helping them understand issues that are important to foodservice distributors and how decisions that are made in Washington affect our industry. IFDA has initiated a program to help member companies host facility tours and share views with their elected leaders during state and district work periods. Above is a photo of Mala Parker, IFDA's Vice President of Government Affairs and Kohl Wholesale leadership as they welcomed U.S. Representatives and Ranking Members on the House Committee on Transportation and Infrastructure Rodney Davis and Sam Graves to their facilities in Quincy, IL, this past May to explore supply chain and workforce issues facing the foodservice distribution industry.



Labor & Employment and Taxes

IFDA engages in various efforts, including grassroots and coalition activities, to influence labor and tax policies. Through these efforts, IFDA has helped to fight off corporate tax increases and dramatic changes to workplace laws that ensure the rights of both workers and employers are protected.

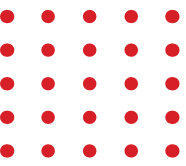
IFDAPAC

Through IFDAPAC, foodservice distributors can support lawmakers who share our pro-business outlook and create a strong Washington presence. IFDAPAC's participation in the midterm elections yielded a 90-percent success rate, electing key pro-business candidates and incumbents to serve in Congress beginning in 2023.



The U.S. Food and Drug Administration (FDA) Final Rule On Food Traceability

In November, the U.S. Food and Drug Administration (FDA) issued a final rule on food traceability. IFDA will work to educate and assist members, including developing compliance materials.



COMMUNICATIONS

IFDA delivers the information you need to succeed, while showcasing the industry to legislators, the media, trading partners, and the general public.

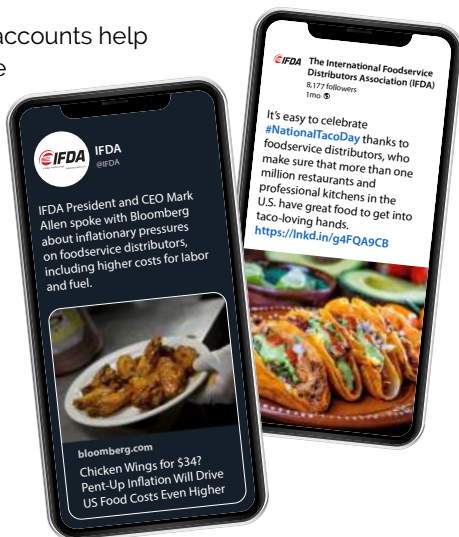
Daily Update

Voted IFDA's most valuable member resource, the IFDA Daily Update is a daily roundup of industry news. Each issue, filled with breaking news about industry regulations and legislation, operator news, retail news and IFDA programs and research, is delivered to your inbox every weekday afternoon. If you are not receiving the IFDA Daily Update and would like to, visit the IFDA website to sign-up or contact jtaylor@ifdaonline.org.



Social Media

IFDA's social media accounts help share the foodservice distribution story while keeping members abreast of relevant news, research, and events that help them better perform their duties and gain meaningful insight into the industry.

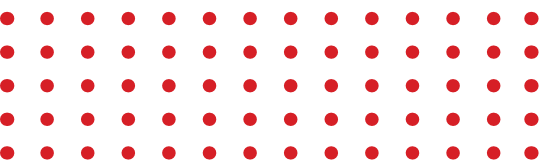


IFDA is the voice of the industry to the public and the media.



Federal and State Insight

IFDA's Government Relations team relaunched the Federal and State Insight newsletters, which provide members with a clear view of regulatory and legislative activity that may affect your business. Sign up for these regular updates on our website.



TECHNOLOGY

Show Floor

The Distribution Solutions Conference expo floor showcased technology that boosts operational efficiency, and reduces expenses.



University Partnerships

IFDA worked with a Carnegie Mellon University graduate student team on ideas to make a warehouse selector's job easier, resulting in the Palletmate – a ready-for-market, innovative product concept.



THE OHIO STATE UNIVERSITY

Ergonomic Solutions

In partnership with The Ohio State University, IFDA is compiling an ergonomics best-practices guide and will also work to understand the employee impact of heavy cases and packaging in a repetitive lifting environment to enable IFDA members to learn about proven workplace improvements that make distribution processes safer and more productive.




GS1 Data Standards
IFDA is a proud member of the Foodservice GS1 US Standards Initiative.



Industry Education

Information is power and IFDA provides member-only access to insights that help keep you up-to-date on the latest technologies and solutions for improving your bottom line.

Thank you IFDA Board of Directors for Leading Us Through a Great Year!

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President & CEO
Gordon Food Service

Suzanne Rajczi

Vice Chair

Chief Executive Officer
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Mark Harman

Treasurer

President
Stanz Foodservice / Troyer Foods

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President & CEO

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Joe Tracy

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Dot Foods, Inc.

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Van Eerden Foodservice

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President
Southwest Traders, Inc.



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