

**D R I V I N G  
T H E I N D U S T R Y  
F O R W A R D .**



**M E M B E R B E N E F I T S**

**G U I D E**



**international foodservice  
distributors association**

# IFDA IS...



**THE INDUSTRY'S  
LEAD VOICE ON  
CAPITOL HILL**



**THE GO-TO  
SOURCE FOR  
MEMBER  
SOLUTIONS**



**AN EXTENSION  
OF YOUR  
PROFESSIONAL  
STAFF**



**ALWAYS  
WATCHING  
YOUR BACK**



**DRIVING THE  
INDUSTRY  
FORWARD**



**THE  
COMMUNITY FOR  
PROGRESSIVE  
FOODSERVICE  
DISTRIBUTORS**



At IFDA, **advancing your business** is our job. IFDA is the foodservice distributor's **go-to resource** for solving problems, meeting challenges, thriving now and into the future. Membership in the International Foodservice Distributors Association (IFDA) gives members the tools, resources and knowledge to improve operational efficiencies, recruit and retain top talent, groom next gen leadership, meet customer demands, strategically grow market share, comply with new regulations, and cultivate thought leadership. IFDA also provides members with opportunities to become **more innovative** and **more profitable**. Members can develop their skills, increase their effectiveness, and amplify their voice on Capitol Hill to create long-term growth of the industry. When it comes to building your business and protecting the industry, **IFDA is the community for foodservice distributors.**

**WE ARE INVESTING IN OUR  
MEMBERS' SUCCESS. ARE  
YOU INVESTING IN YOUR  
COMPANY'S SUCCESS?**

Foodservice distributors are problem solvers and supply chain experts who work tirelessly behind-the-scenes to deliver food safely and efficiently to every corner of America – thus driving our \$400 billion industry. The kitchens you serve count on you to deliver consistent value and high quality, and at IFDA, we're committed to keep delivering for our members - ensuring they stay ahead of the game, with the best connections, content, intelligence and representation. IFDA understands the nature of your operations, lack of time and resources, thin margins, need for insights and strategic knowledge. We respect your time, and your budget. If your company is facing any of these challenges:

- Driver churn
- Operational efficiencies
- Government regulations
- Margin squeeze
- Market competition
- Disruption
- Ongoing training
- Rising transportation costs
- Category management
- Professional development
- Increasing customer demands

**THEN YOU NEED IFDA IN YOUR  
CORNER AND YOUR TOOLKIT!**



## WHO JOINS AND WHY?

IFDA is for **forward-thinking** foodservice distributors in all market segments including Broadline, Specialty, C-Store, Customized. Your focus is on profitable growth, continuous improvement, and exceptional customer service. At IFDA, our focus is on YOUR business, providing you with the tools and resources you, your team and your company need to succeed. For over 20 years IFDA has been addressing the unique challenges of the industry and **providing members with real-world solutions.**

# 100% MEMBER DRIVEN

- *Board of Directors*
- *Leadership Committees*
- *Task Forces*
- *Planning Councils*
- *Member Surveys*

**98%+**  
MEMBER  
SATISFACTION  
RATING



**80%**  
OF REVENUE GOES  
TO RESOURCES  
THAT DIRECTLY  
BENEFIT MEMBERS

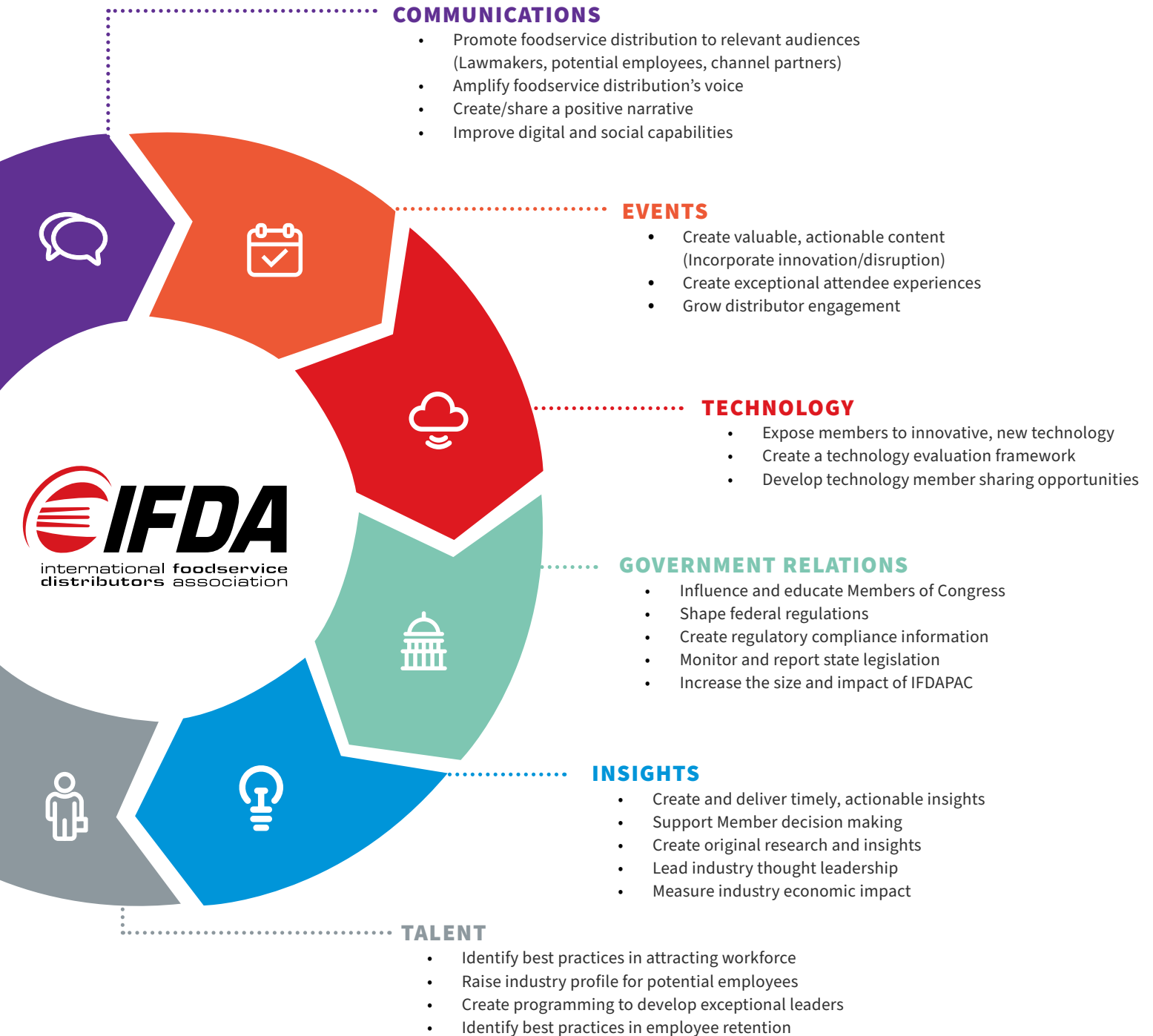
**OVER  
800  
FACILITIES  
IN THE US**



**C O N N E C T . A M P L I F Y . G R O W .**

# IFDA'S STRATEGIC PRIORITIES

## TO HELP OUR MEMBERS SUCCEED IN OUR FAST-PACED INDUSTRY



Strong communications support all five of our strategic priorities. We are investing both internally and externally to tell the industry's story and to educate stakeholders about who our members are, what they do, the opportunities they provide, and the huge economic impact they have. Information is power, and IFDA provides members-only access to insights that help members run their business more efficiently. From original research and economic impact studies, to foodservice distribution statistics and high-level analysis that turns complex reports into actionable intelligence, IFDA is the source for information to make smart, informed business decisions.



# COMMUNITY

IFDA is where industry leaders address the industry's biggest challenges and greatest opportunities. Distributors come together with trading partners across the supply chain to strategically **collaborate**, improve relations, grow their business. It's not about conferences and events, it's about learning, real solutions, peer networking and actionable takeaways that you gain from participating.

## CONNECT



- **LEARNING EXCHANGES**
- **EXECUTIVE LEADERSHIP SUMMIT**
- **SOLUTIONS CONFERENCE**
- **SMart FOR SALES & MARKETING**
- **WASHINGTON INSIGHT CONFERENCE**
- **THE IFDA NATIONAL CHAMPIONSHIP**
- **PARTNERS EXECUTIVE FORUM**

## JOIN THE IFDA COMMUNITY



# WHAT IS INCLUDED IN YOUR IFDA MEMBERSHIP?



## NEW MEMBER PASSPORT

- Complimentary first year registrations for IFDA conferences (value \$3800+)

## INFORMATION

*We keep you Up-to-Date on the latest industry news you can use.*

- IFDA Daily Update e-newsletter
- Federal Insight bi-weekly government relations/regulatory e-newsletter
- State Insight monthly government relations/regulatory e-newsletter
- IFDA Economic Report - monthly
- Members-only webinars on topics most important to your business

## ENGAGEMENT

*Opportunities to collaborate, learn, shape the future, connect, and contribute.*

- Eligible to be nominated for a voting seat on the Board of Directors
- Participation on functional Leadership Committees (Operations, Human Resources, Finance, Food Safety, Sales & Marketing, Government Relations, Diversity + Inclusion)
- Participation on Councils and Task Forces
- Washington Insight Conference includes registration, appointments on Capitol Hill with representatives, networking receptions, speakers, Company Profile

## MEMBERS ONLY ACCESS & DISCOUNTS

*Save money and time, expand your knowledge and network.*

- Exclusive access to Executive Leadership Development Program  
-Developed for IFDA members
- Exclusive access to IFDA Learning Exchanges – Functional groups for Technology, Operations, Human Resources, Finance, Sales & Marketing, Transportation
- Essentials of Foodservice Online training modules
- Discounted conference registrations

*“I always find value and ideas that will help make us a better organization.”* -VP OF OPERATIONS



## OUR PROMISE TO OUR MEMBERS:



**MEMBERS FIRST!**



**TRANSPARENT**



**ISSUES FOCUSED**



**INCLUSIVE**



**DELIVER VALUE**



**ACCOUNTABLE**

## ENGAGE /N•GĀJ:

*participate or become involved, establish meaningful contact or connection*

It is not surprising that our most engaged members tend to be the most successful companies. We invite you to join the IFDA community, and more importantly, to engage with the organization for maximum value to you, your team and your company's success.



**C O N N E C T . A M P L I F Y . G R O W .**



# JOIN THE IFDA COMMUNITY!

IFDA is the premier trade association for the foodservice distribution industry, and as such is committed to the growth, development, and success of our members through advocacy, events, research, and education. When your company joins IFDA, you have full access to all of IFDA's Membership Benefits.

Being an IFDA Member means you have everything at your fingertips to advance your career and increase your company's bottom line.



## LEARN

### ESSENTIALS OF FOODSERVICE

This online training program is free to members and includes six modules with information on the structure, processes, and overarching trends of the foodservice industry.

### RESEARCH

IFDA conducts research and releases reports on a variety of topics to serve our members and the foodservice distribution industry as a whole. IFDA provides reports on Technology, Operations & Financial Performance, Cross-Industry Compensation & Benefits, Driver and Warehouse Wages, Monthly Economic Update, Recruiting & Retaining Top Talent, and more! Most of our research is free to members and accessible via the IFDA website.

### IFDA DAILY UPDATE

The Daily Update e-newsletter goes out to more than 13,000+ industry professionals and includes current articles on distributor news, industry news, market news, and more. This newsletter keeps our members up-to-date on the most pertinent foodservice distribution information. Free to all IFDA members, subscribe online.

### WEBINARS

IFDA hosts webinars on a wide range of topics, including new technologies, strategies to address business challenges, and opportunities for growth. Our webinars contain insights from distributor peers, subject matter experts, IFDA legal counsel, and IFDA staff. Free to IFDA members, including the recorded library of past webinars.



## ENGAGE

### EVENTS

IFDA hosts several annual events for our members, including the Partners Executive Forum, Executive Development Program, SMart, Solutions Conference, and The IFDA National Championship. These events provide ample opportunities for attendees to connect with industry peers and gain valuable knowledge to advance their skills and company's interests.

### COMMITTEES

Members have the opportunity to be appointed to an IFDA committee, where they can provide strategic direction and leadership on a range of issues of key importance to our foodservice distributor members and to the foodservice industry in general. Committees include Safety & Risk, Food Safety, Human Resources, Government Affairs, and more.

### LEARNING EXCHANGES

IFDA developed a program featuring a comprehensive approach to peer-to-peer forums. The Learning Exchanges provide opportunities for foodservice distribution professionals to address everyday opportunities and challenges in their companies and the industry, connect with peers in their own discipline or other disciplines, and expand their knowledge.

# IFDA IS...



## EXCEL

### EXECUTIVE DEVELOPMENT

Members have the opportunity to enroll high-potential employees from their companies in IFDA's Executive Development Program, conducted with the top-ranked University of Virginia Darden School of Business. This customized program helps participants develop their critical thinking, decision analysis, and strategic thinking skills, and prepares them to become the next leaders in foodservice distribution.

### THE IFDA NATIONAL CHAMPIONSHIP

One of IFDA's most popular events, the IFDA National Championship is an annual safety competition during where top truck drivers and warehouse professionals from member companies showcase their professionalism and safety acumen while competing against their peers for the chance to take home top prizes for skill and safety excellence.

### HALL OF FAME

Each year, IFDA inducts a select number of professional foodservice truck drivers into the IFDA Hall of Fame. This program recognizes the industry's top drivers for their outstanding records of service and safety. Hall of Fame inductees are honored during a ceremony at the IFDA Solutions Conference.

**Plus, so many more  
resources and  
opportunities that  
support our members'  
success!**

Questions? Contact  
Heidi Weiss, Sr. Director, Membership  
International Foodservice Distributors Association (IFDA)  
hweiss@ifdaonline.org 703.962.9935

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LEARN MORE AT  
[IFDAONLINE.ORG](http://IFDAONLINE.ORG)

# ENGAGE → INFORM → IMPACT

## IFDA GRASSROOTS ADVOCACY

### WASHINGTON CAN HAVE A SUBSTANTIAL IMPACT ON YOUR BUSINESS.

Through grassroots efforts, you can develop relationships with your lawmakers so they can better understand the foodservice distribution industry and where we stand on key issues. The IFDA Policy & Government Affairs team is available to help wherever you may need assistance.

#### HOW TO ENGAGE IN GRASSROOTS ADVOCACY

There are several ways you can engage in grassroots advocacy:

**Meetings:** Schedule meetings with your lawmakers, which can occur:

- In the district or state when Congress is out of session
- During IFDA's Washington Insight Conferences (or if you are visiting DC)

**Facility Visit:** Invite lawmakers to visit your facility (or attend a company event, such as a ribbon-cutting ceremony)

**Letters:** Engage in letter-writing campaigns through IFDA's Legislative Action Center.

**IFDAPAC:** Participate in IFDA's Political Action Committee (PAC) — Your company must have a signed prior approval form in order for IFDA to solicit your participation. Contact Jelena Matic at [jmatic@ifdaonline.org](mailto:jmatic@ifdaonline.org) for more information.



#### TIPS FOR A SUCCESSFUL MEETING WITH YOUR LAWMAKER:



**ENGAGE:** Contact your local congressional office via email to request a meeting or visit, highlighting basic information about the company. This may include where the company's facilities are located in the district as well as the number of people the company employs. If your company has received any recognition in the state, such as being a top employer, it is worth mentioning. If you prefer, IFDA can make the request on your behalf.



**INFORM:** During the meeting or visit, share your story — the history and work of your company, the role foodservice distribution plays in the supply chain, and the issues that matter most to your company.



**IMPACT:** Shape how lawmakers view issues by providing examples that help to illustrate the challenges your company may be facing and how their actions can make a difference. Remember to frame your positions in a nonpartisan way. Leave behind 1-2 pages about your company and the issues that are important to you. After the meeting or visit, follow up with an email to thank the staff who attended and provide any additional information you may not have had on hand during the meeting or visit.

## TIPS FOR A FACILITY TOUR WITH YOUR LAWMAKER:



Pick a facility that you would like to showcase.



Determine whether to include media as a component of the event. If media is of interest, please advise — or consult with — IFDA, and the team will work with you on a media strategy. In addition:

- Communicate with the lawmaker's office on whether either party would like media.
- If so, is the lawmaker's office, the distributor, or both contacting media?
- Consider ramifications and build a strategy.
- Where will you house the media or press conference? Consider what could be said and if you want your brand to be a part of the interviews.



In addition to basic event information (i.e., date and time, format, participants, and topics), be prepared to discuss with the congressional office logistical points such as run-of-show, day-of parking, security protocols, dress code, and photo opportunities.



For convenient communication and a fail-proof arrival, designate a day-of point-of-contact for this event.



During the visit, make sure the lawmaker gets a good understanding of your facility and what your company does as well as how you do it. Express how policy decisions that are made in Washington affect your business. Highlight 2-3 key issues. This can occur through a roundtable discussion and/or during the tour. (If you would like assistance in identifying issues to highlight, please contact the IFDA team.)



Provide an opportunity for the lawmaker to meet your employees. They will appreciate making contact with their constituents.



Set aside approximately 5-10 minutes to take photos.



Determine whether to have a post-event media strategy, such as sharing the visit on social media or issuing a press release.



Follow up with a thank-you email to the lawmaker's staff who attended — and/or helped you schedule — the tour.

**IF YOU HAVE ANY QUESTIONS OR COMMENTS, PLEASE DO NOT HESITATE TO CONTACT US: [IFDAONLINE.ORG](http://IFDAONLINE.ORG)**



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Kristin Spiridon, Sr. Director, Policy & Government Affairs, [kspiridon@ifdaonline.org](mailto:kspiridon@ifdaonline.org)  
Jelena Matic, Manager, PAC & Grassroots Programs, [jmatic@ifdaonline.org](mailto:jmatic@ifdaonline.org)

# Your Foodservice Distribution Community

CONNECT + ENGAGE + ELEVATE + THRIVE

When your company is an IFDA member, your team becomes part of the IFDA community. Your membership provides access to actionable information, research and insights that support critical areas of your business, and opportunities for professional development--all of which helps improve your company's bottom line.

## Executive

- Strategic research that supports business decisions
- Your industry voice in Washington, DC
- Washington Insight Conference on Capitol Hill
- Regulatory compliance guidance
- Executive Leadership Summit @ IFDA Solutions Conference
- Executive Leadership Development Program (UVA/Darden)
- Partners Executive Forum (strategic meetings w/key manufacturer partners)
- Top-to-top peer interaction and networking
- Benchmarking Surveys
- Professional development for your staff
- IFDA Washington "Fly Outs" Facility tours arranged with your elected officials
- Government Affairs Leadership Committee
- Monthly Economic Update
- Federal Insight and State Insight e-newsletters on key regulatory issues
- Legal Counsel Committee
- Diversity & Inclusion Committee
- Foodservice Distribution Industry Economic Impact Study
- Political Insights Newsletter (PAC donor exclusive)

## Operation

- IFDA Learning Exchanges (Ops, IT, Finance, HR)
- Food Safety Leadership Committee
- Safety & Risk Management Committee
- IFDA Solutions Conference with innovation focused Expo
- Educational tracks at DSC (WAREHOUSE, TRANS, IT, HR/Compliance)
- Regulatory insights and compliance guidance
- Online Solutions Directory
- Benchmarking Surveys
- Ergonomic Best Practices Benchmarking

## Sales & Marketing

- SMart event for Sales & Marketing executives
- IFDA Learning Exchange @ SMart (Sales & Marketing)
- Partners Executive Forum
- GPO Research
- DSR Recruiting Video
- Public Relations guides for foodservice distributors
- Foodservice trends briefs
- E-Commerce white paper

## Finance

- IFDA Learning Exchanges
- Benchmarking Surveys
- Monthly Economic Update
- Education sessions @ Solutions Conference

## Human Resources

- Human Resources Leadership Committee and Talent Task Force
- IFDA Learning Exchanges
- Resources to address unionization issues
- Regulatory insight and compliance guidance
- HR education track at IFDA Solutions Conference
- Hourly Compensation Survey, incl. Drivers/Warehouse Positions
- Cross-Industry Compensation & Benefits Survey
- IFDA Truck Driver Hall of Fame
- Essentials of Foodservice online training program
- Diversity & Inclusion research
- Safety culture (The National Championship)
- Reports on the NLRB: Background & Trends, and Permissible Employee Handbook & Policy Rules
- "Careers in Foodservice Distribution" online interactive resource
- Professional Development Webinars
- Food Donation Resource Kit
- Research on recruitment and retention of younger workers

## Transportation

- Safe Driver Apprenticeship Pilot Program to address driver shortage
- Safety culture (The IFDA National Championship for Trans & Warehouse)
- IFDA Truck Driver Hall of Fame
- Learning Exchange @ TNC (Transportation Managers)
- Transportation education track at IFDA Solutions Conference
- Solutions Conference Expo with latest in truck equipment & technology
- Online Solutions Directory
- Regulatory insight and compliance guidance

## Information Technology

- IFDA Learning Exchanges
- Technology track at IFDA Solutions Conference
- Innovation Labs at Solutions Conference
- Solutions Conference Expo with access to cutting-edge technology suppliers
- Benchmarking Industry Technology
- Warehouse Technology Brief
- Guide to Cybersecurity

## All

- IFDA Daily Update e-newsletter (**subscribe online today!**)
- Members-only website content
- Online Resource Library (vetted industry information)
- Federal Insight (bi-weekly) and State Insight (monthly e-newsletters)
- Webinars (professional development, trends, regulatory, etc.)
- Foodservice GS1 US Standards guidance
- State of the Industry Report to Members
- Essentials of Foodservice online training program
- Online interactive "Careers in Foodservice Distribution" resource
- Supply Chain Infographic
- Online Solutions Directory
- Industry Economic Impact Report

# IFDA Executive Planning Calendar



## 2025

## 2026

### **IFDA Partners Executive Forum**

January 26-29  
The Ritz-Carlton Orlando, Grande Lakes, FL

### **IFDA Partners Executive Forum**

January 25-28  
Westin Kierland Resort & Spa, Scottsdale, AZ

### **Executive Development Program**

**Module I** February 9-12  
University of Virginia, Darden School of Business  
Charlottesville, VA

### **Executive Development Program**

**Module I** February TBD  
University of Virginia, Darden School of Business  
Charlottesville, VA

### **IFDA Washington Insight Conference**

June 3-5  
Thompson Washington, DC Hotel  
Washington, DC

### **IFDA Washington Insight Conference**

May 12-14  
Thompson, Washington, DC Hotel  
Washington, DC

### **IFDA Learning Exchanges**

June 23-24  
Hyatt Centric Downtown Nashville

### **IFDA Learning Exchanges**

June TBD  
Location TBD

### **IFDA SMart**

July 13-15  
JW Marriott Marquis, Miami, FL

### **IFDA SMart**

Date TBD  
Location TBD

*Plus*

**IFDA Learning Exchange (Sales & Mrktg)**

*Plus*

**IFDA Learning Exchange (Sales & Mrktg)**

### **Executive Development Program**

**Module II** July 27-30  
University of Virginia, Darden School of Business  
Charlottesville, VA

### **Executive Development Program**

**Module II** July TBD  
University of Virginia, Darden School of Business  
Charlottesville, VA

### **IFDA Solutions Conference**

September 28-October 1  
Columbus Convention Center  
Hilton Columbus Downtown, Columbus, OH

### **IFDA Solutions Conference**

September 13-15  
Henry B. Gonzalez Convention Center  
Grand Hyatt San Antonio, San Antonio, TX

### **Executive Leadership Summit (ELS)**

@ IFDA Solutions Conference  
September 29, Columbus, OH

### **Executive Leadership Summit (ELS)**

@ IFDA Solutions Conference  
September TBD, Location TBD

### **The National Championship**

October 23-25  
Osceola Heritage Park, Kissimmee, FL

### **The National Championship**

October TBD  
Location TBD



# DRIVING THE INDUSTRY FORWARD.

**TO LEARN MORE ABOUT MEMBERSHIP CONTACT**  
*[membership@ifdaonline.org](mailto:membership@ifdaonline.org)*



1660 INTERNATIONAL DRIVE, SUITE 550, MCLEAN, VA 22102

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