



2024 ANNUAL REPORT



FOOD INDUSTRY ALLIANCE OF NEW YORK STATE, INC.



FOOD INDUSTRY ALLIANCE OF NEW YORK STATE, INC.
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Meet the Team



Mike Durant
President & CEO



Maura Callahan
Government
Affairs Coordinator



Laura Mastrianni
Office Manager

Message from the President & CEO



Mike Durant
President & CEO

The past year has shown continued growth in our advocacy and our events while presenting new opportunities for our members to network. I assure you that 2025 will continue that momentum and identify more ways in which we can best serve you as FIA members.

As the Food Industry Alliance of New York State finishes its remarkable 124th year of being your voice, it is increasingly apparent that the commitment of our members and passion of the FIA team has never been greater. To that, we are grateful.

As 2025 represents our 125th year as the voice of the retail food industry, we hope to highlight and recognize our members at our events throughout the coming year.

I and the entire FIA team thank our members and supporters for your continued participation and enthusiasm. To our Board of Directors, we thank you for your guidance and support every day.

As we complete a great 2024, we wish you a successful and healthy 2025!

Very truly yours,

Dear FIA Members, Sponsors and Supporters,

For all of us at FIA, there is no greater honor in representing every one of our members. Your tireless work pushes our organization to constantly be the best version of itself. To that end, the entire FIA team continues to work to both enhance and amplify our advocacy and create efficiencies within our day-to-day operations.

Our primary goal is always to meet our members' needs in real time while amplifying the importance of the retail food industry across New York. It is also our priority to focus on enriching your experience as FIA members. To that end, my door is always open, and feedback is always welcome.

"The Food Industry Alliance of New York consistently offers its members unwavering support on critical legislative matters. The FIA team's dedication and advocacy have been invaluable in ensuring that the interests of the grocery retailers and vendors are effectively represented. We deeply appreciate the resources and expertise Mike, Maura, and the entire team bring to the table to help advance our industry's shared goals. Thank you for your continued partnership and commitment to making a positive impact on the grocery industry and the communities we serve."

Maura O'Brien (she | her)
Government Affairs
ADUSA/Stop & Shop Supermarkets



FIA BOARD OF DIRECTORS

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DeCicco & Sons

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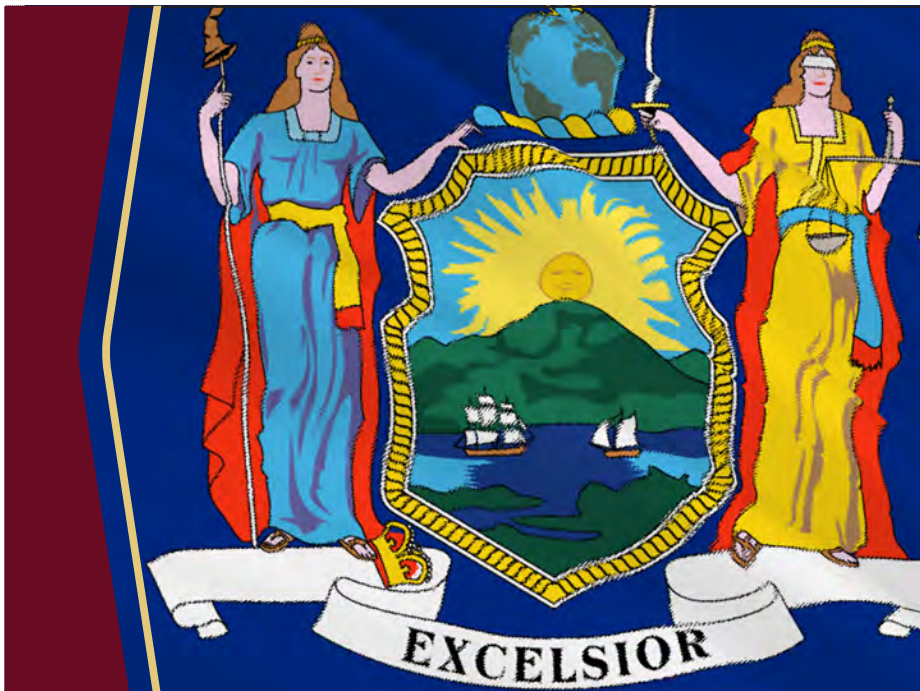
BOARD OF DIRECTORS:

Stan Barrasso
Acosta Sales & Marketing

Steven Rodriguez
Goya Foods

“The advocacy that FIANY performs for all of its members is admirable considering the sheer amount of issues and the complexity of most of them. That advocacy is effective due to FIANY’s continuing relationship-building with key governmental officials. The dedication and hard work of the organization is recognized and very much appreciated.”

Judy Knapp,
Government Relations
Manager
ADUSA/Hannaford



The Food Industry Alliance of New York State, Inc. has been the premier advocacy organization for the retail food industry in New York since 1900!

Dedicated to promoting the sustainability and growth of the retail food community and its supplier network.



FIA is dedicated to offering critical support and expert guidance to help our members navigate the complexities of New York’s legislative and regulatory environment. Our key services include:

- **Advocacy at All Levels:** Representing the interests of the retail food industry in Albany, New York City, and throughout the state by influencing policy decisions on significant legislative and public issues.
- **Actionable Business Insights:** Delivering timely updates and expert advice on pressing challenges and changes affecting businesses across New York State
- **Regulatory and Licensing expertise:** Offering comprehensive support to navigate complex regulatory requirements and licensing processes.
- **Access to Decision Makers:** Facilitating opportunities for meaningful dialogue with key decision-makers in areas critical to food safety, sustainability, public policy innovation, and more.

2024 At A Glance

100's

»» Food Safety Courses Completed

Nearly 400

»» Industry Gala Attendees

2

»» Two Regional Golf Events

4

»» Member Connect Presentations

42

»» FoodScan Publications

“FIANY does an outstanding job in keeping everyone up to date in the ever changing, fast paced world of government relations. It’s an assistant that never misses a beat! Keep up the great work!”

Michael King
Director of Government Relations/
Retail Services Krasdale Foods Inc.



GOVERNMENT RELATIONS

FIA is dedicated to delivering impactful government relations services that advance the interests of our members across New York State and beyond. In 2024, FIA actively engaged in various legislative and regulatory activities, solidifying its role as a leader in advocacy for the retail food industry.

At the state level, FIA monitored more than 1,082 of the 22,000 bills introduced by the State Legislature this year. During the legislative session, FIA took action on 26 specific bills and 3 regulatory proposals, providing expert analysis and strategic advocacy on issues critical to the retail food industry.

Additionally, FIA delivered real-time analysis on New York's proposed and enacted state budget and other legislative initiatives that directly impact our members. To ensure our members' voices are heard, FIA participated in more than 50 meetings with legislative leaders and rank-and-file lawmakers. At the executive level, FIA continues to maintain regular dialogue with Governor Hochul's administration and has built strong relationships with key decision-makers at several state agencies.

In 2024, FIA has significantly amplified its presence in New York City. FIA provided testimony on more than a dozen legislative proposals considered by City Council Committees and actively monitored numerous committee hearings. Working with the well-regarded lobbying firm Cozen O'Connor, FIA has also tracked nearly 50 bills introduced by the New York City Council, ensuring we remain proactive in addressing issues impacting the retail food industry. FIA is also part of the Save Small Business Coalition, working alongside other city-centric business organizations to advance a better business climate in New York City. These efforts have been bolstered by FIA's ongoing work to strengthen relationships with Mayor Eric Adams' administration and members of the City Council, ensuring that the concerns of the retail food industry are well represented in the city's legislative processes.

FOOD
AND
BEVERAGE
LAW

FIA's advocacy extends beyond the state and city levels. As a prominent voice in New York's business community, FIA plays a critical role in coalitions that promote economic growth and sustainability. FIA is a leader in the statewide business community and is part of numerous issue-specific coalitions, including those focused on Extended Producer Responsibility (EPR), Heavy Metals in Spices, Manual Worker/Weekly Pay Issues, and others. FIA also collaborates closely with federal industry partners, from FMI to NGA, to provide timely updates and advocacy opportunities on legislation being debated in Congress. This multifaceted approach ensures that FIA remains a powerful voice for the retail food industry, from local government to the national stage.

"FIA also serves on a number of task forces and committees, from serving on the Institute for Food Safety at Cornell University to the Urban-Rural Procurement Advisory Committee with the State Department of Agriculture and Markets and others".

2025

LEGISLATIVE PRIORITIES

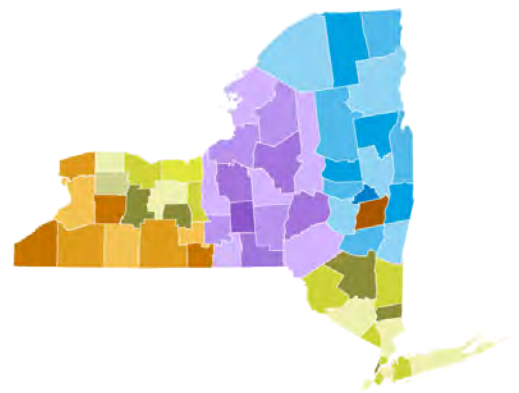
As we enter 2025, FIA is prepared to tackle critical legislative challenges while advancing priorities that benefit our members. The new two-year legislative cycle begins this year, resetting the clock and requiring all legislation to be reintroduced. With bills starting to be pre-filed, FIA is strategically positioned to engage early and effectively.

A key focus for 2025 will be the Extended Producer Responsibility (EPR) legislation, which passed in one house during 2024 but remains a contentious issue. We anticipate a renewed and vigorous debate on EPR in the upcoming session. Additionally, environmental groups are likely to push for an expansion of the bottle bill as a secondary priority, should EPR stall again.

FIA continues its advocacy for Unemployment Insurance (UI) funding reform to prevent another assessment surcharge to cover the interest on the outstanding federal debt. Employers have received this bill each of the past three summers. We are also closely monitoring proposed legislation related to deceptive business practices, food advertising, and labeling, ensuring the voice of the business community is represented.

Proactively, FIA is working alongside charitable organizations, regional food banks and hunger advocacy groups to urge Governor Hochul and the Legislature to increase the minimum SNAP benefit to \$100. This effort underscores our commitment to supporting policies that benefit the broader community while addressing food insecurity across the state.

With these legislative priorities, FIA remains committed to proactive advocacy and ensuring our members' interests are effectively represented in Albany and beyond throughout 2025.



2024 Legislative Priorities

- Advancing the Sunset of COVID Sick Leave Requirements
- Led initiatives to combat the growing issue of retail theft
- Helped ensure EPR legislation was defeated in the State Assembly
- Helped defeat legislation which would have expanded the State's Bottle Bill
- Worked to defeat costly legislation that would have dramatically expanded New York's deceptive business practice laws



FIA AWARDS

The Food Industry Alliance of New York State, Inc. is proud to annually recognize the tremendous achievement of our members each year. With FOUR award categories, FIA recognizes the importance and achievements of our retail, wholesale, supplier and vendor members as well as an important ally in the public policy arena!

Philanthropic Achievement Award – presented to the company or individual who demonstrated a strong commitment and/or investment in communities they serve.

Retail Food Industry Champion – presented to a policymaker or lawmaker who best represented the needs of our industry.

Retail/Wholesale Member of the Year – presented to the retail/wholesale food leader which exemplifies the leadership and resiliency of our industry.

Chairman’s Club Member of the Year – presented to the supplier/vendor leader which exemplifies the leadership and resiliency of our industry.

FIA announces and presents our annual award recipients at our Annual Gala.

In 2024, FIA presented the following members with awards:

2024 Retailer of the Year: PSK Supermarkets

2024 Philanthropic Award: Wakefern Food Corp.

2024 Chairman’s Club Member of the Year: Crossmark



2024 Awards



Chairman’s Club Member
of the Year



Retailer of the Year



Philanthropic Award



Thank you to all the 2024 Sponsors!

2025 Sponsorships are available today.

ANNUAL SPONSORS

PLATINUM



GOLD



SILVER



BRONZE



EVENT SPONSORS

25TH ANNUAL JACK DUFFY GOLF OUTING



2ND ANNUAL UPSTATE GOLF OUTING



27TH ANNUAL FIA GALA



FIA Gala Testimonials

“It was a great event !!!! We appreciate all of the hard work that you put in to make it such a success.” Regards, Daniel Berube, Director of Merchandising & Private Label, Associated Supermarket Group

“What a great event. Really enjoyed the venue, the food and most of all the people. Great opportunity to network and keep up on what’s new in the food industry. Thanks again.” Steve Cashman, Senior Director - Grocery, Hallmark

“The King Kullen team thoroughly enjoyed this year’s FIA event, which gave us the opportunity to network with our peers as well as vendors and brokers who support our industry. We appreciated this year’s selection of a speaker providing valuable technology-based insight which is highly relevant to our industry.” Tracey Cullen, Esq., Senior Vice President, Company Operations, King Kullen Grocery Co.



EVENTS



25TH ANNUAL JACK DUFFY GOLF EVENT MAY 13, 2024

- Westchester Hills Golf Club, Rye, NY
- 82 golfers



2ND ANNUAL UPSTATE GOLF EVENT, JULY 22, 2024

- Edison Golf Club, Rexford, NY
- 56 golfers



FIA MEMBER CONNECT

30-MINUTE ZOOM MEETINGS

- Four sessions held with key decision makers

A series of virtual 30-minute presentation meetings via Zoom offered to the members and hosted by FIA. The event is a member only benefit that brings retailers/wholesalers together with Chairman's Club members at no cost.

Member Connect is promoted via email and FoodScan, FIA's online publication. New members are offered the opportunity to be featured in FoodScan. We value our members and assist in making key connections within the grocery industry.



**27TH ANNUAL
FIA GALA
OCTOBER 22, 2024**

- Glen Island Harbour Club,
New Rochelle, NY
- Nearly 400 guests
- 75 companies represented





MEMBERS

RETAILERS, WHOLESALERS, AND INDEPENDENTS



MEMBERS

CHAIRMAN'S CLUB: SUPPLIER AND SERVICE RELATED

