



FOOD INDUSTRY ALLIANCE OF NEW YORK STATE, INC.

ANNUAL REPORT

2023



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

Dear FIA Members, Sponsors and Supporters,

It is undeniable that throughout 2023, the philanthropic investment, adaptability and significance of the retail food industry continues to be inspiring. 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.

As you adapt to the rapidly evolving public policy issues, economic conditions and societal changes, FIA does as an organization. Our primary goal is 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 past year has shown growth in our advocacy, our events and presented new opportunities for our members to network. I assure you that 2024 will continue that momentum and identify more ways in which we can best serve you as FIA members.

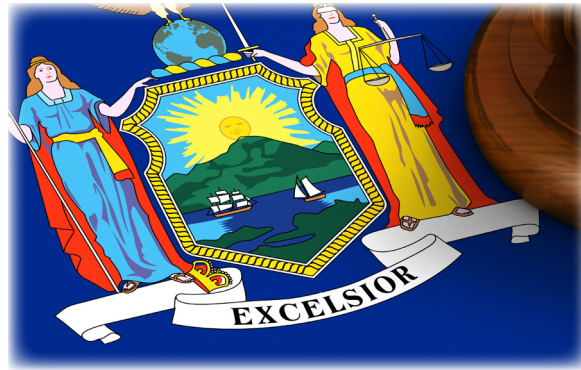
As the Food Industry Alliance of New York State finishes its remarkable 123rd year of being your voice, it is increasingly apparent that the commitment of our members and passion of the FIA team has never been greater. To that, we are grateful.

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 each and every day.

As we complete a great 2023, we wish you a successful and healthy 2024!

Very truly yours,

FIA BOARD OF DIRECTORS



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Allegiance Retail Services

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DeCicco & Sons

Gary Rosenthal
JOH

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Krasdale Foods

PRESIDENT

Mike Durant
Food Industry Alliance of NYS

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Inserra Supermarket, Inc.

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Hannaford Supermarkets

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Price Chopper /
Market 32 Supermarkets

Steven Rodriguez
Goya Foods

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McCormick & Co., Inc.

Michael Tarloff
C&S Wholesale Grocers

Zulema Wiscovitch
Associated Supermarket Group

Bob Yager
Stop & Shop Supermarkets

Advocates of the Food Industry Since 1900



123 YEARS



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.

Providing essential Government Relations Support and Compliance Services, including:

- Being your voice in Albany, New York City and across New York by advocating on key legislation and public policy issues which impact the retail food industry.
- Providing regulatory compliance and licensing assistance
- Ensuring our members receive timely guidance on major issues impacting business in New York.
- Providing our members with the access they need to decision makers in Food Safety, Sustainability and other public policy areas.

2023 At A Glance



GOVERNMENT RELATIONS

FIA is committed to providing impactful government relations services to our members. In 2023 alone, the State Legislative introduced nearly 16,000 bills and FIA is currently monitoring more than 800 proposals.

During the 2023 legislative session, FIA weighed in on 26 specific bills, 6 regulatory proposals and provided instant analysis on New York's proposed and enacted state budget and additional legislative proposals like minimum wage and Extended Producer Responsibility (EPR). In addition, FIA participated in more than fifty meetings with legislative leaders and rank and file lawmakers.

At the executive level, FIA has regular discussions with members of Governor Hochul's administration and has important relationships with decision makers at several state agencies.

In New York City, FIA provided specific testimony on nearly a dozen legislative proposals considered by various City Council Committees and monitored countless committee hearings. FIA continues to develop and expand relationships with representatives from City Mayor Eric Adams' staff and members of the City Council.

FIA is part of countless business coalitions and is a leader in New York's business community. In addition, FIA works with our federal industry partners to provide information and offer advocacy opportunities on legislation being considered by Congress.

FIA also has an active Food Safety Committee which meets annually with the State Department of Agriculture and Markets to discuss trends and policy initiatives specific to food safety. In 2023 construction of three new working groups with the Department has started.

2023 Advocacy Highlights:

- FIA held off a proposal to ban the use of biometric technology
- FIA defeated legislation which would expand New York's bottle bill
- FIA continues to be a leader in opposing a bill which would create a new EPR program specific to packaging.



JULY 24, 2023

Who's Who in Government Relations

Notable New Yorkers advocating for policy changes at the city, state and federal levels.

Awarded to:
Mike Durant, President & CEO

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 2023, FIA presented the following members with awards:

2023 Retailer of the Year: DeCicco & Sons

2023 Philanthropic Award: Price Chopper/Market 32 Supermarkets

2023 Chairman’s Club Member of the Year: The Coca-Cola Company



ANNUAL SPONSORS

PLATINUM



GOLD



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EVENT SPONSORS

24th Annual Jack Duffy Golf Event



1st Annual Upstate Golf Event



25th Annual FIA Gala



Thank you to all the 2023 Sponsors!
2024 Sponsorships are available today.

EVENTS

24TH ANNUAL JACK DUFFY GOLF EVENT JUNE 26, 2023

- Scarsdale Golf Club, Hartsdale, NY
- 80 golfers



1ST ANNUAL UPSTATE GOLF EVENT, AUGUST 16, 2023

- Edison Golf Club, Rexford, NY
- 48 golfers



FIA MEMBER CONNECT 30-MINUTE ZOOM MEETINGS

- six 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 the key connections within the grocery industry.



**26TH ANNUAL FIA GALA
OCTOBER 22, 2023**

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



MEMBERS RETAILERS, WHOLESALERS, INDEPENDENTS



CHAIRMAN'S CLUB MEMBERS SUPPLIER AND SERVICE RELATED



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