



SEMI-ANNUAL MEMBER MEETING

FPI SPRING 2023 CONFERENCE – MAY 5, 2023

AGENDA

- FPI Strategic Focus Areas 2023
- Financial Update
- Membership Update
- Conference Calendar
- New Business



STRATEGIC PLAN – 2023 FOCUS AREAS

Gather data and communicate specific benefits of foodservice packaging

- Sanitation Study
 - Draft completed, working on companion collateral

STRATEGIC PLAN – 2023 FOCUS AREAS

Update foodservice packaging industry research

- Market size estimates data refresh
 - We WILL be looking to you for input!

STRATEGIC PLAN – 2023 FOCUS AREAS

Develop and provide regulatory and legislative resources for member use

- Refresh of FPI's foodservice packaging compliance manual
- Look for upcoming resources and webinars on priority GR topics

2022 PROJECTED FINANCIALS

	<u>Approved</u>	<u>Projected</u>
■ Revenues	\$1,037,950	\$1,211,134
■ Expenses	\$1,263,940	\$1,241,093
■ Net gain(loss)	(\$225,990)	(\$29,959)

Detailed budget available upon request; audited numbers will be available soon

2023 FINANCIAL UPDATE

	<u>Approved</u>	<u>Projected</u>
■ Revenues	\$895,551	\$1,066,782
■ Expenses	\$1,342,400	\$1,342,400
■ Net gain(loss)	(\$446,849)	(\$275,618)

Detailed budget available upon request

MEMBERSHIP UPDATE

- New members since fall conference:
 - Charta Global
 - Clear Packaging (associate member)
 - Inno-Pak
 - Kemira
 - Wilmington Paper (associate member)

MEMBERSHIP UPDATE

- FPI's dues have not been raised in 5 years. Prior to the last increase, dues had actually been decreased. The resource needs of the association are outpacing the dues rate. Therefore...

MEMBERSHIP UPDATE

- FPI's Board of Directors approved a 3-year plan to increase dues to better align the organization's financial input and requirements to best serve the industry
 - Under \$100 million in sales – 9 percent/year
 - Over \$100 million in sales – 10 percent/year
- While this is a 3-year plan, the Board will assess before each dues cycle



MEMBERSHIP UPDATE

- Renewals for FPI membership and recovery groups will be sent in summer
- Renewals are used to determine the budget for the following year
- 2024 proposed budget will be presented at the fall conference

2023/2024 FPI CALENDAR



Fall Conference
October 26-27, 2023
Kimpton Hotel Monaco
Pittsburgh, PA



Spring Conference
May 1-3, 2024
Hotel Effie
Destin, FL



Fall Conference
October 24-25, 2024
Brown Palace Hotel
Denver, CO



FOODSERVICE PACKAGING
INSTITUTE®

NEW BUSINESS

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Thank you for joining us!

Questions? Comments?

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