



SEMI-ANNUAL MEMBER MEETING

FPI FALL 2024 CONFERENCE
OCTOBER 25, 2024

AGENDA

- Membership Update
- Financial Updates
- Results of Board Elections
- FPI Strategic Focus Areas
- Conference Calendar
- New Business



MEMBERSHIP UPDATE

- In 2023, 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. We are now in Year Two:
 - Under \$100 million in sales – 9 percent/year
 - Over \$100 million in sales – 10 percent/year
- The Board will assess again before the 2026 dues cycle



MEMBERSHIP UPDATE

- 2025 Membership renewals
 - 44 have renewed
 - 17 outstanding
- No new members since spring conference:
 - Do you have colleagues in the foodservice packaging space who should be? Let the FPI staff know!



2024 PROJECTED FINANCIALS

	<u>Approved</u>	<u>Projected</u>
■ Revenues	\$1,003,697	\$1,400,150
■ Expenses	\$1,382,600	\$1,431,600
■ Net gain(loss)	(\$378,903)	(\$31,450)

Detailed budget available upon request

2025 PROPOSED BUDGET

■ Revenues	\$1,109,477
■ Expenses	\$1,456,700
■ Net gain(loss)	(\$347,223)

Motion to approve requested budget and member vote needed

BOARD OF DIRECTORS ELECTIONS

- Officers:
 - Chair: Jeff Stacy, Cascades Sonoco
 - First Vice Chair: Ann O'Hara, Huhtamaki
 - Second Vice Chair: *membership vote fall 2025*
 - Immediate Past Chair: Craig Glaser, Graphic Packaging International

BOARD OF DIRECTORS ELECTIONS

- 2024-2026 (1 year left in 2-year term):
 - Rich Daniels, Anchor Packaging
 - John Salvador, Georgia-Pacific

BOARD OF DIRECTORS ELECTIONS

- 2025-2027 (elected to new 2-year term):
 - Keith Clark, Dart Container
 - Amy Haverstick, Smurfit Westrock
 - Mary Klakulak-Sclafani, Genpak
 - Beth Rettig, Pactiv Evergreen
 - Phil Rozenski, Novolex
 - Rhonda Sanders, CKF

BOARD OF DIRECTORS ELECTIONS

- Thank you to outgoing Board members:
 - Mike Hansen, Paper Machinery Corp
 - Bob Novak, Dart
 - John Ulowetz, Berry Global
 - Eric Wulf, Pactiv Evergreen

STRATEGIC PLAN – 2024 FOCUS AREAS

Build and strengthen strategic partnerships and alignments

- Develop or renew relationships with key strategic organizations
- Strengthen strategic framework for engagement with other associations and organizations

STRATEGIC PLAN – 2024 FOCUS AREAS

Continue to elevate FPI's position as the authority on foodservice packaging policy

- Undertake government relations prioritization and definition harmonization exercise with association government relations working group
- Review current association policy positions to identify gaps and opportunities for the association to show continued leadership

STRATEGIC PLAN – 2024 FOCUS AREAS

Continue to elevate FPI's position as the authority on foodservice packaging policy (continued)

- Leverage policy positions in stakeholder engagement and explore paths for communicating more proactively on highest priority issues

STRATEGIC PLAN – 2024 FOCUS AREAS

Increase member engagement

- Develop short collateral document to further engage member companies and provide guidance on how to leverage association resources and expertise
- Conduct member site visits to increase interaction and information exchange between the membership and association staff
- Update company rosters (annually)

STRATEGIC PLAN – 2025 FOCUS AREAS

- Evaluate and update FPI's website
- Understand and communicate consumer attitudes towards foodservice packaging
- Gather updated quantitative and qualitative data to support the foodservice packaging industry

2025 FPI CALENDAR



Spring Conference
April 23-25, 2025
Rancho Bernardo Inn
San Diego, CA



Fall Conference
October 23-24, 2025
The DeSoto
Savannah, GA

NEW SPRING CONFERENCE FORMAT

WEDNESDAY:

Noon-5pm

Golf Tournament

6pm-8pm

Welcome Reception

THURSDAY:

8am-noon

Breakfast/General Session

Noon-1pm

Lunch

1pm-4pm

General Session

6pm-9pm

Reception/Dinner

FRIDAY:

8am-noon

Breakfast/General Session

NEW SPRING CONFERENCE FORMAT

WEDNESDAY:

12pm-5pm Golf Tournament

6pm-8pm Welcome Reception

THURSDAY:

8am-12pm Breakfast/General Session

12pm-1pm Lunch

1pm-4pm General Session

6pm-9pm Reception/Dinner

FRIDAY:

8am-12pm Breakfast/General Session

RECOVERY GROUP MEETINGS

WEDNESDAY

8am – 12pm PRA, PRG & PCA

THURSDAY

8am – 10am FRC

NEW BUSINESS

- Any new or other business to address?

Thank you for joining us!

Questions? Comments?

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