A Divided Georgia
By Kathy Kazava, GFIA President

The political pundits knew that Georgia’s November 4th election for governor would be close. After a tight race, Republican candidate Brain Kemp emerged as the winner, and on January 14th will become Georgia’s next governor. No one could have predicted that it would take ten days before Democrat Stacy Abrams officially ended her run for the state’s top office.

While most of us were very relieved when the elections and negative political commercials were over, those of us who deal with politics for a living were fascinated to watch this close race. As our Governor-elect prepares to take office, Brian Kemp can be very proud of the fact that he received more votes than any governor in Georgia history. Although not successful in her quest to be governor, Stacey Abrams can be very proud of a close race and the enthusiasm her campaign message brought as she energized the Democratic voters.

In his first speech to the legislators, Governor-elect Kemp struck a conciliatory tone and told legislators that “it’s time to put politics behind us.” That is not going to be easy for Georgia Democrats who watched record-breaking numbers of their voters go to the polls. In fact, Stacy Abrams received over 550,000 more votes than Nathan Deal received in either of his gubernatorial elections and over 40,000 more than Hilary Clinton received in her 2016 bid for president.

These new Democratic voters led to two new senate seats and 14 new house seats, as well as a narrow win in a Congressional seat, with Lucy McBath defeating incumbent Karen Handel. When the Georgia Session begins in this month, there will be more Democrats in office then there has been in 20 years.

I tell you these figures for a few reasons. First, Brian Kemp overcame an impressive wave of Democratic voters who experienced even Will Farrell and Oprah going door to door for their cause. Second, the results show that Georgia’s suburbs are changing. Just look at the turnover in Gwinnett and Cobb Counties. A few of the suburban Republicans that did win are concerned with their small margins and told me they are uncertain about their future as elected officials.

President Pro Tempore Butch Miller (R-Gainesville), spoke to our group at the Georgia Professional Lobbyist Association. (Yes, even lobbyists have an association!) Miller summed it up best when he said, “If you didn’t believe there were two Georgia’s before this election, you sure do now.”

When Georgia’s electorate is almost equally divided on the best direction for the state, it will be difficult to put politics behind many who will be at the capitol in January. With a new governor, a new lieutenant governor, and many new faces, it is the perfect time to build relationships with legislators. I can’t begin to tell you how helpful that is for our industry.

As we begin 2019, I wish all of you a Happy New Year. Thank you for allowing the GFIA to serve you. It is truly an honor to represent such a great industry!
2019 Legislative Preview

Although there was definitely a “blue wave” in parts of Georgia, particularly the metro Atlanta area, Georgia Republicans are still firmly in control. In statewide races, incumbents fared well. Agriculture Commissioner Gary Black, Attorney General Chris Carr, Labor Commissioner Mark Butler and State School Superintendent Richard Woods all won without a runoff. Republican Jim Beck will be our new Insurance Commissioner and Republican Brad Raffensperger survived a run-off with Democrat John Barrow to be Georgia’s newest Secretary of State.

On the Senate side, the biggest changes come with Geoff Duncan presiding as Lieutenant Governor and Mike Dugan of Carrollton voted in as Majority Leader. There will be no changes in top leadership on the House side, but several powerful committee chair positions are up for grabs.

The 2019 Georgia legislative session begins on January 14 and inaugural events will take place during week one. What issues can we expect to see this year?

In a recent speech to legislators, Governor-elect Kemp laid out his agenda which includes bolstering small businesses, lowering unemployment, pumping resources into the state’s rural areas and creating a task force to address drug trafficking and gangs in the state.

Some Senate and House leaders discussed the issues that are important to their caucuses, so we can expect legislation (and partisan controversy) on many topics, including a focus on fixing rural problems. Health care, broadband access and transportation options for Georgia’s rural citizens were on the minds of everyone. Also look for legislation on Medicaid expansion, guns, religious freedom (RIFRA), certificate of need (CON), election procedure changes and providing a regulatory environment that spurs economic development. Now is the time to reach out with any burdensome regulations that you believe negatively impact your business!

For the grocery industry, we can expect conversation and potential legislation on several of the same issues from last year as well as playing defense on many bills that would negatively harm our industry. Look for a complete legislative update once committee chairs are finalized, but here is a small preview of what we might expect:

- Alcohol (brunch bill parity with restaurants, changing curbside pickup penalties to mirror in store penalties for infractions are two examples)
- Local preemption- no business owner fines for customer stealing shopping carts
- Service animal legislation (Study committee will make final recommendations before session)
- Labor- always a concern for our members – increased minimum wage, restrictions on employers in what information you can use in employment decisions
- Taxes- (Some talk on removing exemptions from state sales tax on food, as well as watching the “good food vs bad food” argument)
- Pharmacy- Mandated e-prescribing
- Organized retail theft

Please make sure you are signed up to receive our weekly legislative updates during session. If you have an issue that is affecting your business, please email Kathy Kuzava let us know how the GFIA can help! kkuzava@gfia.org

Don’t Miss Out!

Join us for the 2019 Legislative Reception. Once you rsvp, we will send you the name and contact information for your representative and senator and you can personally invite them to join us.

If you already know your legislators, it’s a perfect time to see them at our event. If you have never met your legislators, this is the PERFECT time to start building the relationship!
Farm Bill is a Win for Grocers

The passage of the 2018 Farm Bill ends months of contentious debate and on December 20 President Trump signed the bill. In the end, the bill received wide, bipartisan support in both chambers with the Senate voting 87-13 and House voting 369-47 on final passage.

This bill contains massive wins for our industry, including:

- Maintains longstanding prohibition on interchange fees on EBT. (Grocers defeated the card networks!)
- More than doubles and makes permanent FINI funding.
- No new restrictions on what SNAP customers can purchase.
- Includes zero funding for a “Harvest Box” pilot program.
- Rejects the requirement that SNAP retailers pay a SNAP program application fee.

Although the bill passed, there was heated debate between Republicans and Democrats, Southern and Midwestern legislators, a partisan House and more bipartisan Senate. The Trump administration and many House Republicans had pushed to toughen work requirements for able-bodied adults receiving extended SNAP benefits. Without the votes in the Senate, House Republicans omitted the language to ensure the passage of the bill.

Thanks to FMI and NGA for their work on this important issue!

From policy analysis, drafting, and testimony, to strategy design and implementation, we are uniquely able to offer you the knowledge and skills of an in-house lobbyist with all of the benefits of a contractor. Call or email to find out how we can be the bridge between your business and the Capitol.
Senate Committee Studies Service Animal Certification

It is becoming more common to see customers who expect to bring their pets everywhere they go, whether it be on an airplane, to a restaurant or to the grocery store. An increasing problem is the pet who are being portrayed as service animal, even showing up with realistic looking service animal vests and IDs. State legislators across the country are wrestling with how to address the problem of “fake service animals” and a Georgia Senate Committee is looking for answers.

Senator Renee Unterman (R–Buford) chairs the committee on Service Animals for Physically or Mentally Impaired Persons — which was created through Senate Resolution 467 during last session. The committee is composed of five members of the Senate and is currently looking at laws related to the certification process for service animals to determine if there is a need for “a uniform certification process or the issuance of information cards” in Georgia. Additionally, the committee is looking into the issue of “fake service animals” and will decide if this should be considered a criminal act.

Senator Unterman said the issue came to her attention when a woman called her to say her service dog was attacked by someone’s unruly pet while in a doctor’s waiting room. The woman had to hire someone to perform the duties of her service dog while the dog was recovering.

The committee has already heard from representatives of the disabled community, the Department of Agriculture and the Department of Public Health, as well as the business community, including the Georgia Food Industry Association. The committee will share their recommendations with the legislators when they reconvene this month.

For grocers, this can be a delicate issue and the GFIA is educating the committee on the growing challenges grocers have with the issue. There is no question that legitimate service animals, who are protected under the Americans with Disabilities Act, are welcome in any area of the store where the general public shops. (No animal is allowed where food is being prepared like the bakery, deli or meat departments.)

Restricting other animals from a business can be challenging. Many pet lovers use their animals to help soothe anxiety or ease depression and are asking their doctors to provide a note deeming their animal to be a “support animal.” (Support animals, however, don’t qualify as service animals, according to the Americans with Disabilities Act, with exceptions for those that comfort veterans suffering from Post-Traumatic Stress Disorder.)

Some customers suffer from allergies and complain when they see pets in the grocery store, especially if the pet is in the shopping cart. Customers who have legitimate service dogs do not want to see untrained pets that are could injure their valuable animal. Other customers are demanding that their emotional support animal or pet be allowed in the store. Retailers are afraid of getting sued, so they often avoid confrontation with a customer even when they do not believe the animal is a legitimate service animal.

Important Information:
Under the ADA, only dogs can be considered service animals — with an exception for miniature horses.

Business owners, according to the federal law, can only ask two questions of anyone who says they have a service dog.

• Is your animal required because of a disability?
• What service or task is your animal trained to do for your disability?

You CANNOT ask:

• What is your disability?
• Do you have proof that your animal is licensed as a service animal?
SNAP Benefits Reduced for Georgians

Although the Trump administration announced plans to enforce work requirements for certain adults who are not working, Georgia has already begun the process.

In 2018, the Georgia Division of Family and Children Services dramatically increased the number of people removed from the program. In the six months from October 2017 through March 2018, the state removed an average of 356 people a month from food stamps for failure to meet the work requirement. From April through October of this year, the average increased 20-fold — to nearly 8,000 a month.

The work requirements were passed in 1996 and require adults between the ages of 18 and 49, who are not disabled and who have no dependents, to work at least 20 hours a week or be engaged in some sort of education or work training.

The law gives them three months to meet the work requirement or lose the benefit. During the recession, the federal government relaxed those rules, waiving the time limit for entire states or parts of states hard hit by higher unemployment.

Georgia was one of the states with a statewide waiver, but over the past couple of years, the state has gradually removed them for counties across the state as the economy has improved and unemployment has fallen.

Another reason for the decrease in Georgia SNAP recipients is that the state has also invested in new technology to better identify able bodied adults without dependents.

Help Feed Our Hungry Senators

The Georgia Food Industry Association will be hard at work representing your issues during the upcoming legislative session, beginning January 14th. We will once again provide food for the senate anteroom and we need your help!

If your company is interested in providing delicious snacks for our senators, please contact Kim Peterson at the GFIA office.

Thanks to all of the members who have donated.
YOUR CUSTOMERS WANT QUALITY PRODUCTS AT A REASONABLE PRICE.

YOUR EMPLOYEES WANT QUALITY BENEFITS THAT WON’T COST THEM A LOT.

That is why adding membership at LGE Community Credit Union to your employee benefit package is a smart choice. It costs your company nothing and lets your employees know you care about their financial health. LGE has been around for more than 65 years and is widely recognized as one of the safest and most soundly managed credit unions in the nation.

LGE Benefits:
• Membership is available to your employees and their immediate family members.
• A full suite of banking products, from savings and checking accounts to auto loans and credit cards, with convenient online access.
• Better loan and deposit rates than a typical bank.
• Ownership of LGE by its members means that every decision is made with the member’s best interest in mind.
• Deposit accounts are insured by the National Credit Union Share Insurance Fund up to $250,000.
• LGE membership is a lifetime benefit, even if the member moves or changes jobs.

To learn more or sign up, visit LGECcu.org/PartnerGroup or call 770-421-2590.

We have moved! After more than 20 years in the same location, we moved our office! Don’t worry, we did not go far – we are now off South Cobb Drive at I-285. Stop by and say hello if you are in the area!

Membership renewals, convention sponsorship renewals and scholarship posters have been sent out to our members. Please make sure to send any payments to the new address at GFIA 5020 Highlands Pkwy Suite 200 Smyrna, GA 30082.

WELCOME NEW GFIA MEMBERS

Don Francisco’s Coffee
Fox Brothers Bar-B-Q
Horizon Packaging
Peet’s Coffee & Tea
Sunshine Beverages
Tierra Nueva Fine Cocoa

We are already off to a GREAT start with new members for 2019!
MARK YOUR 2019 CALENDAR FOR THESE EXCITING GFIA AND INDUSTRY EVENTS

Details are at www.GFIA.org/events

Legislative Reception
Tuesday, January 29, 2019
GFIA and its industry partners, The GA Association of Convenience Stores and The GA Beverage Association, host a reception for state senators, representatives and policy makers to meet our membership. This is a great opportunity to personally speak with decision makers about the impact of regulations on your company’s operations. [see front cover for more details]

Education Foundation Spring Golf Tournament
Wednesday, March 27, 2019
White Oak Golf Club, Newnan, GA
Kick off the spring season with our Foundation Trustees as they host their annual golf tournament. This year, we have added lots of excitement with new contests and prizes. Call Michelle Boyer for sponsorship info.

NGA
February 24-27, 2019 • San Diego Convention Center
http://www.thengashow.com/
The National Grocers Association (NGA) is the only industry association devoted exclusively to the needs of independent grocers. Each year, The NGA Show brings together independent retailers and wholesalers, food retail industry executives, food/CPG manufacturers and service providers for unparalleled opportunities to learn, engage, share, network, and innovate. Given today's ever-changing marketplace and evolving advancements in innovation occurring in the food retail industry, The NGA Show is a must-attend event.

Day in Washington
April 30th / May 1st, 2019
https://www.fmi.org/forms/meeting/Microsite/DIW2019
The food industry comes together in Washington, D.C. each year to meet with federal legislators about issues pertaining to the food industry. FMI, NGA and FIAE host this great experience, and we encourage all GFIA members to participate. Contact Kathy Kuzava to be a part of the GFIA delegation.

GFIA Annual Convention
July 17-21, 2019
Sandestin Golf & Beach Resort, Destin, FL
This year, we are “Oceans of Opportunities” as GFIA members head to Destin for our biggest event of the year! We are continuing the retailer/wholesaler trade show preview, and the “GFIA Gives” charity event for 2019, and look forward to seeing you there! Sponsor renewal packages are coming soon, and online registration opens April 1st.

Fall Golf Classic
October 2019
Chateau Elan, Braselton, GA
The GFIA board of directors has chosen Chateau Elan for its 2019 fall tournament. This course is a GFIA member favorite, so mark your calendars now to attend!

For more information about these events, visit www.GFIA.org
Local Grocers Offer Relief After Hurricane

When Hurricane Michael hit the Florida Panhandle October 10, 2018, decimating Mexico Beach and other nearby towns, it didn’t stop there. It continued into South Georgia, leaving massive destruction in its path. When the skies had cleared, local grocers in the region provided ice, water, food and other needs to their neighbors. “This is who we are. Grocers support their employees and community after a disaster. We are proud to represent such an outstanding group of people,” says Kathy Kuzava.

So many GFIA member companies stepped up in a huge way to provide financial support and aid to devastated areas but we would like to highlight just a few of our independent retailers’ inspirational stories.

Long time GFIA member John West, owner of West Foods IGA, turned tragedy into a rewarding experience. His small southwest Georgia town of Edison, located 200 miles inland, had never experienced anything like Michael. He said everyone in the area was without power for four days. Lacking a backup generator or other power source and beginning to lose product, he and some employees fired up a few gas stoves, the rotisserie pit and fryers and each day prepared lunch for 250-275 people who had no other means to eat. For many in this community, West Foods is the only grocery store within a 20-mile radius.

“So many GFIA member companies stepped up in a huge way to provide financial support and aid to devastated areas but we would like to highlight just a few of our independent retailers’ inspirational stories.”

“It was a humbling and rewarding experience,” West said. “…It was certainly a challenge, but our community persevered.”

Kevin McDaniel, owner of McDaniels Piggly Wiggly, had six stores affected by Hurricane Michael, four in Florida and two in Georgia. Following the storm, he said his employees at the Donalsonville, Georgia Piggly Wiggly told him to concentrate on the Florida stores and co-workers. While the city of Donalsonville itself was devastated, the grocery store had sustained only minor damage. Many employees had lost everything, and most had experienced damage to their homes, but they still come to work. McDaniel returned to find that employees had strung lights and brought in a generator in order to operate the deli, frying chicken for the community. Store management “literally lived at that store unselfishly for 15 days,” McDaniel said. They ordered two semi-trucks of water to give away, along with pallets of peanut butter. They also sold generators at their cost.

“I love the people there and I have the best group of employees anyone could ever dream of at that location (in Donalsonville),” McDaniel said. “This storm proved to me what ‘South Georgia Strong’ means.”

Katie Higdon, VP of Ira Higdon Grocery Co. in Cairo, said her company got involved after her friend Tiffany Theriot, who helps globally with disaster relief, arrived at Mexico Beach and Panama City. Higdon said Theriot told her that “having refrigeration would be a godsend.” So, with approval from her father Larry, she made arrangements to deliver a “reefer” semi trailer to the Bay County Government Center, where a disaster relief site had been set up. She also learned of an extended family with about 100 members who had lost their homes. Employees at Ira Higdon Grocery and community members came together to donate various items for the family.
“Everyone was beyond grateful and so happy to have refrigeration for the cook teams to use,” Higdon said. “They were beyond happy and it was so good to see them feel like they had help.”

She said the devastation she saw was almost impossible to describe. “But what I also witnessed were people coming together and helping one another and spirits so strong and hopeful that ‘this too shall pass,’” Higdon said.

GFIA member Freeman Foods operates two stores in the storm impacted cities of Donalsonville and Colquitt. The day after the hurricane, owners James and Karen Freeman were on hand to provide bread and water to residents, since no one had power. Local restaurants and churches were given groceries “on the honor system” so that they could provide meals to the community. Recognizing that one of the biggest needs was for refrigeration, the Freemans ordered a semi truckload of ice and gave it out to the community.

GFIA retailer Quality Foods is located in north Georgia and South Carolina, an area that was not affected by the storm; however, they partnered with their local chamber of commerce to provide buckets of cleaning supplies to south Georgia communities. So, our members’ generosity is not limited to their own communities. They meet the needs of the people in the state of Georgia, no matter where they shop.

*thanks to Treva Bennett for providing excerpts from her article for The Shelby Report*
2019-20 Scholarship Program: Over $130,000 in Scholarships Available to GFIA Members!

READY … SET … APPLY!

The on-line application process for the 2019-20 year opens January 8th. Applications are only accepted through March 7th. Here’s what you need to know!

- Scholarships are available to all GFIA member companies … Retailers, Wholesalers and Suppliers

- Eligible to Apply:
  - Children of full-time employees who are currently high school seniors, or college freshmen, sophomores or juniors. Parent must have been employed at least 1 year as of January 1, 2019.
  - Full and part-time employees who are currently high school seniors, or college freshmen, sophomores or juniors. Students must have been employed at least 6 months as of January 1, 2019.
  - Foundation awards are available to all current GFIA member companies. This includes stores, offices and active representatives located in Georgia. Member offices that are outside of Georgia but are the primary location for the GFIA membership are eligible.
  - Out of state retail stores that are serviced by their Georgia division are eligible for that company's piggyback awards only. Applicants from out of state store locations will not be eligible for other Foundation awards.

Eligibility questions should be directed to the GFIA office at (770) 438-7744.

- In December, posters were mailed to all RETAIL members (1 per store). Other members will receive a DIGITAL copy of the poster that can be printed and forwarded as needed. If you want a hard copy of the poster to display, they are available by request. (Before distributing, please note the new Eligibility Requirements.)
- Apply on-line! Starting January 8th go to https://aim.applyists.net. Step by step instructions are provided. Lots of info and links can also be found at www.GFIA.org.

In addition to the Foundation awards, many scholarships are awarded to specific companies. This service, Piggybacking, allows a company to fund awards for their employees through GFIA … you are hands-free of the judging, processing and disbursement of funds. All administrative fees are absorbed by the Education Foundation. It is a tremendous employee benefit for minimal cost. For details, please contact the GFIA office.

- Scholarship winners will be selected on a WEIGHTED SCALE. This process will ensure well-rounded winners. Although the most weight will be given to academics, other areas will be considered, such as extracurricular activities, industry work experience and volunteerism/leadership.
- Career Path Award winners will also be chosen on a new weighted scale. The essay and industry work experience will be more heavily considered, followed by academics, extracurricular activities and volunteerism/leadership.
- Parent involvement! In the past, we have received many calls from parents who thought their child had completed the process … and were not happy to find out they had not. The 2019 application includes a request for a parent email address so that parents will also receive completion reminders.
- We are increasing the number of email reminders being sent to students with incomplete applications, so watch your inbox!
- Checks will be mailed to winners in July to better meet college payment deadlines.

- Apply on-line! Starting January 8th go to https://aim.applyists.net. Step by step instructions are provided. Lots of info and links can also be found at www.GFIA.org.

More changes are in the works, but we are excited to share the initial phase of updates to better serve YOU!

NEW Changes for 2019!

The Scholarship Program is undergoing some changes … here is a sneak peek!

- Scholarship winners will be selected on a WEIGHTED SCALE. This process will ensure well-rounded winners. Although the most weight will be given to academics, other areas will be considered, such as extracurricular activities, industry work experience and volunteerism/leadership.
- Career Path Award winners will also be chosen on a new weighted scale. The essay and industry work experience will be more heavily considered, followed by academics, extracurricular activities and volunteerism/leadership.
- Parent involvement! In the past, we have received many calls from parents who thought their child had completed the process … and were not happy to find out they had not. The 2019 application includes a request for a parent email address so that parents will also receive completion reminders.
- We are increasing the number of email reminders being sent to students with incomplete applications, so watch your inbox!
- Checks will be mailed to winners in July to better meet college payment deadlines.

- Apply on-line! Starting January 8th go to https://aim.applyists.net. Step by step instructions are provided. Lots of info and links can also be found at www.GFIA.org.

More changes are in the works, but we are excited to share the initial phase of updates to better serve YOU!

Meet our Newest Trustee

Dana is currently the Customer Manager Sr. Director of Sales (DOS) for Frito-Lay’s Southeast Region. In this role, Dana is responsible for leading all Customers and Marketing agendas for the Southeast Frito-Lay Region Team. Dana recently celebrated his 22nd year with PepsiCo.

Dana is a graduate of University of Memphis holding a Bachelor’s in Arts and Sciences. He has been married to his wife Amy for 21 years and resides in Birmingham, Alabama with their two children, Zach (16) and Lilly (12).
The GFIA Honors …

The Education Foundation is pleased to announce the following two new scholarships for 2019 in honor of the outstanding service of two great GFIA members. *If you would like to donate to these, or other honorary awards, please contact the GFIA.*

**The Todd Collins Legacy Scholarship:** (See story below.)

**The Darrell Caudell Memorial Scholarship:** Named in honor of Darrell Caudell, Mayfield Dairy Farms. Darrell had been an active member of the GFIA for literally as long as anyone could remember. Darrell began serving on the Education Foundation Board of Trustees from its inception, and was a constant and faithful supporter. We will all greatly miss grabbing a scoop of Mayfield Ice Cream from our friend at the convention … always served with a smile!

---

### A Quiet, Steady Leader – Mr. Todd Collins

For most GFIA members, it is hard to imagine the Education Foundation without the quiet, steady leadership of Todd Collins, former Director of Merchandising, Atlanta Division of Publix Super Markets. When Todd announced his well-deserved retirement from Publix in July of this year, it was received with pause by the GFIA. After 35 years of service with Publix we were thrilled our friend was going to enjoy endless hours of fishing, but we were sure to miss someone who had made such a tremendous impact on the GFIA. Todd served as a constant and dedicated member of the Education Foundation almost since its inception in 1995 and served as Chairman for two terms. Despite his high profile and demanding role at Publix, Todd tirelessly gave of his time to the Foundation and our members on a most personal level.

The early years of the Foundation were critical to the growth of the newly formed scholarship program. Todd’s commitment and influence set the stage for hundreds of thousands of dollars in scholarships awarded to deserving students. Todd was never overbearing in his role as a leader. Current Foundation Chairman, Jamie Leggiero of Pepsi Beverages says, “I was fortunate to serve on the board with Todd for the past five years. I quickly learned that he was quietly a key contributor to the Foundation. Todd was masterful at influencing the group through others by sharing his ideas with those sitting around him and letting them present. He was always less concerned about it being his idea than making sure we were making the best decision for the Foundation. A true humble leader in our industry!”

In addition to his multiple terms as Chairman, Todd also played a huge role in the silent auction, one of the largest fundraisers for the Foundation and a highlight of the annual convention. Fellow board member Danny Dunbar, Snyder’s-Lance worked with Todd for many years. “Todd is an excellent example of a “servant leader” when it came to his passion for GFIA, the Education Foundation and all of the scholarship fundraising we did over many years. In addition to his hard work for the Spring golf tournaments and convention auctions, he was also generous with his time. Todd would spend many hours at every convention working the Silent Auction desk, greeting hundreds of retailers and suppliers alike.”

Todd’s leadership in the convention, committee meetings, legislative events, tournaments and countless board meetings benefited the GFIA and the Foundation in immeasurable ways, and along the way strong relationships were built. Whether networking with legislators or raising money to offer scholarships to industry students, relationship building is KEY to the success of the GFIA! Over the years, Todd earned the respect of so many! His dedication was respected and appreciated. As a token of our thanks, the Education Foundation will award an annual scholarship in his name, The Todd Collins Legacy Award. Sincere thanks to Todd for the lasting legacy your example and service will leave on the Education Foundation!
Over 250 retailers, wholesalers and associate members came together on October 17th at Chateau Elan to participate in the GFIA Board of Directors’ Fall Golf Classic. The Fall Golf Classic is hosted by our Board of Directors and serves as a fundraiser supporting GFIA’s legislative efforts.

Legislative and regulatory representation is the Georgia Food Industry Association’s most important service. During Georgia’s legislative session, the GFIA legislative team is at the capitol every day monitoring legislation affecting the food industry. The team meets with officials, attends committee meetings, testifies on issues and builds coalitions.

We appreciate every member who participated in our tournament, whether as a volunteer, a participant or a sponsor.

Thanks to all the participants, sponsors, super raffle sponsors and volunteers that made this event possible. A special thanks to Coca-Cola Bottling Company UNITED for their grand sponsorship. The weather and golf courses at Chateau Elan were great, and all our members had a great time of golf and fellowship.

- Greg Edenfield, Wayfield Foods, Golf Committee Co-Chair

Sandee Cosper, Art Ogletree, Bobby Sherman, Coca-Cola Bottling Company UNITED

Jake Powell, Coca-Cola Bottling Company UNITED; Jeff Downing, Foothills IGA; Skip Vaughan, Pepsi Beverages Co.
**Gold Sponsors**

- Atlanta Hard Cider Co.
- Bimbo Bakeries USA
- Campbell Snacks
- D. G. Yuengling & Son, Inc.
- E & J Gallo Winery
- Eagle Rock Distributing Company
- 5 Hour Energy
- Federated Insurance
- Flowers Foods
- Fox Bros. Bar-B-Q
- General Produce, LLC
- Great Lakes Cheese
- Heineken USA
- Keurig Dr Pepper
- LGE Community Credit Union
- Matador Distributing, LLC
- Mayfield Dairy Farms
- Mike's Hard Lemonade

**Silver Sponsors**

- 1907 New Zealand Water
- Ole Mexican Foods

**Bronze Sponsors**

- Icelandic Glacial Water
- Mondelez International

**Super Raffle Sponsors**

- Campbell Snacks
- Coca-Cola Bottling Company UNITED
- Crook’s Marketplace
- Dill’s Food City, Inc.
- Flowers Foods
- Food Depot
- Food Lion LLC
- Foothills IGA Market
- Ira Higdon Grocery Company
- J & J Foods
- J.T.M. Corporation
- The Kroger Company
- MillerCoors
- Milo’s Tea Company
- Mission Foods
- Mitchell Grocery Corporation
- Mulberry Farms
- Peet’s Coffee
- Pepperidge Farm
- Pepsi Beverages Company
- Premier Outdoors
- Savannah Dist. Co. / Durty Gurl Cocktail Mixers
- Seven Up Snapple Southeast
- SUPervalu INC
- Sparkling Ice
- Tree House Private Brands
- Walmart
- Wise Foods
- Warsteiner
- UTZ Quality Foods
- MDI
- Northeast Sales, Inc.
- Pepsi Beverages Company / PepsiCo
- Piggly Wiggly Alabama Distributing Company
- Publix Super Markets, Inc.
- Quality Foods, Inc.
- Sherwood Foods
- SpartanNash Company
- SUPervalu INC
- Wayfield Foods
Oscar Segovia poses with his Mike’s hard lemonade girls to showcase their product.

Anthony Burger, Pritchard & Jerden; Matt McCord, Patrick Cisco, Tommy Howard, The Norton Agency; poses.


Anthony Burger, Pritchard & Jerden; Matt McCord, Patrick Cisco, Tommy Howard, The Norton Agency; poses.

John Wenzel, Mission Foods; Travis Lowery, Advantage Solutions; Barry Blumentritt, Mission Foods.

Thank you to ALL of our volunteers!
FALL GOLF TOURNAMENT

Kevin Kaseta, Durty Gurl Cocktail Mixers; Kenny Parker, 1907 New Zealand Water

Todd Geletka, D.G. Yuengling & Son; Michelle Boyer, GFIA; Ken Lohr, D.G. Yuengling & Son

John Gehring & Matt Crawley, Publix Super Markets, Inc.; David Jones, United Distributors, Inc.

Tommy Sibley, Flowers Foods; Jamey Leseueur, Food Depot; Barry Thompson, Flowers Foods

Tony Gregory, Blue Bell; Craig Sanford, SellEthics Marketing Group; Justin Davidson, Linea Private Wealth; Mike Overton, Blue Bell

Tim Brown, The Kroger Co.; Wade Batten, Campbell Snacks

David Bai, Hsoo O, Sung Park & Yong Kim, Nam Dae Mun Farmers Market

Nathan Wise & Tai Lynch, Ole Mexican Foods; Dave Logue & Lee Bowers, MDI

Glen Wilkins, Walmart; Mike Coggins, Sherwood Foods; Dave Fricke, Savannah Dist. Co.

Thank you to the Mulberry Farms team for cooking our delicious turn snack
GFIA members gathered in the holiday spirit at the 2018 GFIA Holiday Extravaganza on November 27th. Everyone had a great time playing casino games, mingling with customers, and winning spectacular prizes!

This year, GFIA Chairman Mike Coggins selected Loving Arms Cancer Outreach to be the recipient of donations collected during the GFIA Annual Holiday Extravaganza. Loving Arms’ vision is helping cancer patients and their families. Loving Arms was founded by two oncology nurses that have a combined 30+ years of experience working with cancer patients. They are currently helping patients in seven counties and are growing. We are incredibly proud of our members, who gave so generously to Loving Arms Cancer Outreach this year.

We would also like thank the companies that were kind enough to donate gifts or cash for our give-away packages. All of the prizes would not fit in Santa’s sleigh, so we are grateful that United Distributors sent their truck to transport the gifts to the party. Attendees were excited to win over 25 gift packages containing electronics, designer purses, toys and games, food & wine, and much more!

Six lucky winners also took home beautifully decorated gingerbread houses, decorated by Chef John of The Kroger Company. Yummy desserts from Publix Super Markets were enjoyed by all, especially Santa! Special thanks go to Ken Inman of Flowers Foods for entertaining our guests as Santa!

Such a great event would not have been possible without the generous support of our sponsors, attendees, donors, and volunteer “elves”. Many thanks to everyone who helped to make this year’s event successful!
We appreciate all of our sponsors - the success of our events would not be possible without their generous support!

Gold Sponsors

Anheuser-Busch, Inc.
& The GA Wholesaler Family
Atlanta Beverage / Eagle Rock
Craft Brew Alliance   Essentia Water
Jekyll Brewing    Red Hare Brewing
Coca-Cola Bottling Company UNITED, Inc.
Don Francisco’s Coffee
E & J Gallo Winery
Eternal Beverages
Federated Insurance

Georgia Crown Distributing Company
Deutsch Family Wine & Spirits
The Kroger Company
Mayfield Dairy Farms
mike’s hard lemonade
MillerCoors
Pepsi Beverages Company
Publix Super Markets, Inc.
Ste. Michelle Wine Estates
United Distributors, Inc.
BEATBOX BEVERAGES   Boston Beer Company
Sweetwater Brewery

Silver Sponsor

Food Lion LLC
Frito-Lay
Heineken USA

Bronze Sponsors

D.L Lee & Sons
Diaz Foods
Dutch Farms, Inc.
Great Lakes Cheese Company
Sugardale
SUPERVALU INC
HOLIDAY EXTRAVAGANZA


Happy Holidays from the Pepsi Beverages Team and Santa


Happy Holidays from the Pepsi Beverages Team and Santa

Wendy Hulsey & Ben Brantley, Quality Foods; Mical & Amber Heminger, Eternal Water

The Anheuser-Busch Team with the Georgia Wholesaler Family

Danny Dunbar, Campbell Snacks; Lynn Micale & Shawn Valentine, Mondelez International


Santa poses with Trent Collins, Publix Super Markets, Inc.

Kevin Kaseta, Durty Gurl Cocktail Mixers; Santa; Jeff Downing, Foothills IGA

Katie & Reed Bjorkman, mike’s hard lemonade

Jake Powell, Sandee Cooper, Jesse Goldstone, Coca-Cola Bottling Company UNITED

"The Voice of the Food Industry in Georgia"
THE NEWSLETTER OF THE GEORGIA FOOD INDUSTRY ASSOCIATION    Vol. 18 No. 3

5020 Highlands Parkway SE, Suite 200, Smyrna, GA 30082
(770) 438-7744

“The Voice of the Food Industry in Georgia”
www.GFIA.org