

Where have all the workers gone?

By Kathy Kuzava, GFIA President

I was in an NGA board meeting in February, when a VERY scary statistic was shared. **Only a small percentage of teens are working today compared to 20 years ago.** Economist John Dunham, president of John Dunham & Associates, told the board that the employment to population ratio peaked back in 2000 and predicted that employment will continue to stagnate. What does that mean for a very labor-intensive business like the grocery industry?

When I was in high school, everyone I knew had a job. If I ever wanted my own car, I knew I had to get a job to save money. My siblings and I were well aware that my mom was 32 years old before she had her own car, so there was not a lot of sympathy (or money)

in my middle-class upbringing. My parents believed that a job taught a young person important responsibilities and people skills.

Since my parents both worked, they told me to get a job at the local Hardee's so I could take the bus after school. Although I loved that job at Hardee's, I felt "discovered" when the Food Giant store manager invited me to apply for a cashier position.

Where are all the teens today? Are they participating in more after school events, needing more time to study for AP classes? Do today's parents believe their children don't need to work while they are



in school? If so, the industry is facing a serious problem. How can we do a better job of "selling" this industry to today's young people? What are young people looking for in today's job market and how do we teach our leaders to respond?

Today's grocery industry is drastically different than it was when I started as a cashier with Food Giant. Are we equipping leaders with the tools they need to attract younger workers? I fell in love with this industry many years ago, and never left. I had leaders that took an interest in me and challenged me in so many ways.

I am excited to bring another leadership panel to this year's GFIA convention. Last year we heard how executives were managing through a pandemic. This year we will concentrate on leadership during a labor crisis. We are going to hear from economist John Dunham & Stephanie Stuckey, who purchased the business her grandfather started many years ago, as well as a panel of industry leaders who will share how they are leading during this challenging time.

Speaking of leadership- Thank you to my board of directors and board of trustees who inspire me every day! They make time to be leaders in the GFIA as well as their own companies! See page 10 for the leadership changes taking place at the convention.



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JULY 13TH - 17TH, 2022

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Event details, online registration and hotel booking info at www.GFIA.org

INSIDE This Edition

	Pages
2022 Legislative Review	2-5
eWIC Rollout Map	6
Industry News.....	10-13
GFIA Convention	12-15
Education Foundation	16-17
Member News	18-19
New Members	20-21
Spring Golf	22-27

Legislative Update 2022

The political commercials are going strong, with Georgia's primary elections happening on May 24th. With so many open races, we will see tremendous turnover when we head back to the capitol in 2023. Every Georgia legislator is up for reelection next year, along with the governor, lieutenant governor, not to mention a US Senate race! Redistricting will also result in some new faces.

With so many open seats, many legislators decided it was time to run for a higher office; others face a tougher re-election due to a change in districts. There are those few who decided they have had enough of politics, including Lieutenant Governor Geoff Duncan, who made the unusual move of not running for a second term. That decision opened the race up to more than a dozen hopefuls, including five sitting Georgia legislators. It's the legislative version of musical chairs.

With all the turnover, this is the PERFECT time to get to know the candidates that hope to represent you. Whether it is your county or city official, your representative or senator on the state or federal level, elections have consequences. Candidates want to know about your business, and it is up to you to tell the story on how you are affected by the decisions they make.

Georgia legislators finished the 2022 session after midnight on Monday, April 4th. The final marathon day (and night) included many emotional farewell speeches, including the one by Lieutenant Governor Duncan, who asked legislators to put "policy over politics."

Republicans will be touting a successful legislative session, passing many conservative "red meat" issues that appeal to their base, including tax cuts, a "constitutional" carry law, teacher raises, and a preemption on local governments or schools from issuing mask mandates or vaccine passports.

The Democrats, in a defensive position for most of the session, will be campaigning on Medicaid expansion, increased minimum wage, paid family leave, and other issues that showcase the difference in priorities between the two parties.

There were several bipartisan successes this year, including a bill introduced by Speaker David Ralston which will increase Georgians' access to mental health and substance abuse care. Speaker Ralston referred to House Bill 1013 as "one of the most important bills lawmakers would vote on in their careers."

Governor Kemp and his team have 40 calendar days to review the bills that passed this session and decide whether to sign or veto the bills. If no action was taken by May 14, 2022, the bills passed by legislators automatically became law.

Read further for highlights of this year's legislative session that affect our members

Lowering the Income Tax and Gas Tax

The "Tax Reduction and Reform Act of 2022," by Representative Shaw Blackmon (R-Bonaire), is a comprehensive change to the way Georgia taxes personal income. In the final hour of the legislative session, a compromise was agreed to, lowering the standard tax rate from 5.75% to 4.99%. The changes would be phased in over nine years if certain fiscal milestones are met.

The bill eliminates most deductions, but gradually raises standard exemptions, eventually going from \$2,700 for single filers to \$12,000. For married couples filing jointly, it would go from \$7,400 to \$24,000. **Passed**

With rising inflation on everyone's minds, legislators were anxious to pass a bill that temporarily suspended the collection of the state excise gasoline tax of \$0.29 per gallon for consumers until May 31, 2022.

Passed

Retail Crime

SB332, the Inform Act, by Senator John Albers (R-Roswell), was introduced to combat the online sale of stolen, counterfeit, and dangerous consumer products. The bill directs online platforms that allow for third-party sellers of consumer products to verify the identity of high-volume third-party sellers in order to reduce organized retail crime. The bill will also ensure that consumers can verify basic identification and contact information for

high-volume third-party sellers of consumer products on online marketplaces.

The GFIA worked with industry partners to testify on how this is another tool to reduce some of the organized retail crime. Baby formula and over the counter drugs are some of the most popular items stolen by organized retail crime groups. **Passed**

HB1134, by Judiciary Chairman Chuck Efration (R-Dacula), allows the Office of the Attorney General to concurrently investigate and prosecute gang-related crimes with local district attorneys. **Passed**

Tort/Lawsuit Reform

HB961, by Judiciary Chairman Chuck Efration, (R-Dacula) was a bipartisan bill that allows for the apportionment of damages in certain lawsuits. The bill offers a fix for a recent Georgia Supreme Court decision that determined that the apportionment (divvying) of damages does not apply when there is only one named defendant. HB961 clarifies the legislative intent of the statute and reinstates the apportionment of damages aligned with the apportionment of fault in single-defendant cases. **Passed**

SB329, by Senator Hatchett (R-Cornelia), was the Senate version to change the apportionment of awards of damages among one or more persons in certain actions; clarifies the existing apportionment statute based on recent judicial action. **Did not pass**

Preemption from Scheduling Mandates

SB331, by Senator John Albers, (R-Roswell), is a local preemption bill designed to prevent local city and county governments from enacting ordinances dictating how private businesses set employee hours, scheduling, or regulating employee output during work hours. **Passed**

Retail Sale of Electricity- Study Committee Passes

The electric vehicle market is expected to experience significant growth which will require the expansion of the public charging network.

Transportation Chairman Senator Gooch (R-Dahlonega) introduced **SR 463** to create a Joint Study Committee on the Electrification of Transportation. The legislation will engage various stakeholders, elected officials, and other community leaders to examine opportunities with respect to the public charging infrastructure for electric vehicles. **Passed**

Both **HB1322** by Regulated Industries Chairman Alan Powell (R-Hartwell) and **SB492** by Senate Rules Chair Jeff Mullis attempted to level the playing field from large PSC regulated utilities who provide chargers, with retailers who seek to incorporate electric vehicle charging into their business. **Did not pass**

Agriculture / Farming

Legislators responded to the challenges of the farmers with several bills, including:

Raw Milk Sales

HB1175 by Rep. Pirkle (R-Ashburn) provides for the regulation and permitting of the delivery, distribution, and consumption of raw milk products for human consumption. The milk can only be sold directly from the producer. Currently, farmers are selling raw milk labeled as “pet food”. This bill mandates a warning label and ensures that the product will be produced and tested under a set of safety standards. **Passed**

Freedom to Farm

HB 1150, by Agriculture Chairman Robert Dickey (R-Musella), also known as the “Freedom to Farm Act”, aims to protect farmers from nuisance litigation from neighboring property owners that encroach on existing agricultural areas. (In 2015, the GFIA worked to pass the Agricultural Facilities Support Act, which gave our members similar protection.) **Passed**

Georgia Farm to Food Bank Program

SB396, by Senator Russ Goodman (R-Cogdell), provides grants to regional food banks for the purchase, transportation, storage, and distribution of food from Georgia companies to emergency food providers and program participants. **Passed**

Notable bills that DID NOT PASS, and are no longer viable. The 2023 session will begin the next two year legislative cycle.

Alcohol

SB420, by Sen. Hufstetler (R-Rome) removes the daily limitation on the amount of malt beverages any individual can purchase from a brewer for off premise consumption. Allows brewers to donate their malt beverages to charitable organizations--as transporting said beverages to their location. **Did not pass**

Cash Required

HB1152 Merchants Required to Accept Cash- by Rep. Mainor (D-Atlanta) and others requires merchants to accept cash for purchases. The bill requires that if a business does not have exact change to give a customer, the merchant shall remit the amount of excess payment to the Department of Revenue. The bill has been amended to allow for online sales and to limit the bill’s scope. **Did not pass**

COAM

HB1424 by Rep. Powell (R-Hartwell) amends the COAM laws. Allows gift cards for redemption, increases the class A game prize allowance to \$50 in merchandise per play, and other provisions. A committee substitute removed the gift card, and dramatically increased the tax rate on both master licensees and retailers. Supporters of the bill asked that the bill not be brought forward. **Did not pass**

FYI - The GA Lottery COAM's Advisory Board announced the expansion of the existing gift card program. Details on implementation are pending.

Food Insecurity

HR943 by Rep. Bennett (D-Stone Mountain), creates the House Healthy Food Retail Study Committee to investigate the lack of access to fresh healthy food in certain rural and urban areas in Georgia. Provides grants and loans to meet the financing needs of retailers and farmers' markets operating in underserved areas. **Did not pass**

SB537, by Sen. Harold Jones, creates a 17 person Georgia Food Insecurity Eradication Council to make recommendations on:

- Regulatory solutions to GA's WIC Program, including making it easier to obtain and maintain a WIC license
- Tax credits as incentive to create and maintain grocery stores in food insecure areas
- Current educational programs which educate the public on purchasing and consuming healthy foods.

Did not pass

Fuel Pumps

HB437, by Rep. Howard requires fuel retailers to post the store's phone number to allow a disabled or physically challenged person to call for assistance. **Did not pass**

SB564, by Sen. Merritt (D-Grayson), would require fuel pumps to have certain safety measures to protect credit card processing and owner of pump would be guilty of a misdemeanor if not in compliance. **Did not pass**

Pharmacy

HB867, by Rep. Newton, (R-Augusta), Chairman of the Special Committee on Access to Quality Healthcare, introduced the Truth in Prescription Pricing for

Patients Act. Requires PBMs to disclose at point of sale the 'true net cost' for a prescription drug after rebates. Also requires PBM to calculate an insured's cost sharing based on the prescription's true net cost.

Did not pass

SB518 by Sen Hufstetler, (R-Rome) regulates what pharmacy benefit managers (PBMs) can do with rebates from pharmaceutical manufacturers, so as to require all health insurers to pass along no less than 80 percent of all prescription drug rebates to enrollees that such insurer receives from third parties with regard to such enrollee's prescription drugs. **Did not pass**

HR823 by Rep. Schofield (D-Atlanta) and others, creates a study committee to look at pharmacy deserts. **Did not pass**

HB1591 by Representative Stephens (R-Savannah) provides that certain PBM/insurance practices, like clawbacks, subject said company to RICO charges. **Did not pass**

HB1559 by Rep. Stephens allows a pharmacist who dispenses an opioid to provide education as well as to offer to dispense an opioid antagonist. **Did not pass**

HB1351, by Rep. Knight (R-Griffin) is a Medicaid prescription drug carve out bill that takes away prescription drug benefit administration from Medicaid MCOs. **Did not pass**

Privacy

SB394 "The Georgia Computer Data Privacy Act" was introduced by Sen. Greg Zolezal, (R-Cumming) with 24 co-sponsors. The bill relates to how a business collects, uses, and sells a customer's data. Popular with voters, the issue has been introduced on many states in the last few years. The business community has generally pushed back against these bills due to the private right of action and penalties that a business could incur. **Did not pass**

Labor

Two labor bills passed the House but did not receive Senate hearing

HB849, by Rep Michael Smith (D-Marietta), adds human resource personnel and supervisory personnel, who works in a business with five or more employees and who employs minors, to the list of mandatory reporters of child abuse. Further, the bill requires training for said employees. **Did not pass**

HB1377, by Rep. Burchett (R-Waycross) provides that if an employer fails to properly deduct and withhold from wages funds as required, any person may institute a civil action and seek injunctive relief to require such employer to comply with all applicable provisions of the tax code. **Did not pass**

HB995, by Rep. Boddie (D-Eastpoint) requires employers to provide at least five days of sick leave for employees to use to care for immediate family members. **Did not pass**

HB1177, by Rep. Bazemore (D-South Fulton) prohibits employers from seeking salary history about applicants during the hiring process. Requires employers to disclose for every job posted the hourly or salary and description of all benefits and compensation offered. Requires employers to make known to all existing employees on the same calendar day any opportunities for promotion prior to any promotion decision making. Imposes civil penalties for violations. **Did not pass**

HB1389, by Rep. Anulewicz, (D-Smyrna), relating to sex discrimination in employment, so as to enact the "Georgia Safe Workplaces Act"; to provide for a right of action; to provide for affirmative defenses; to provide for determining factors regarding workplace harassment; to provide for a statute of limitations. **Did not pass**

HB1517, by Rep. Shofield (D-Atlanta) creates a state family medical leave act program, allowing an employee 80% of their pay for up to 12 weeks per year. After 2025, the leave increases to 90% of wages. **Did not pass**

HB1490, by Rep. Hagan (R-Lyons) amends the current law that allows employees time off to vote, to include advance voting. **Did not pass**

SNAP Work Requirement

SB557 by Sen. Thompson (R-White) places a state-wide work requirement for able-bodied, individuals receiving SNAP benefits; to prohibit the use of waivers and no-good-cause exemptions for the work requirement; to provide for mandatory participation for covered individuals in existing employment and training programs. **Did not pass**

Tobacco/Vape

HB1348, by Rep. Rich (R- Suwanee), adds vaping to the existing smoke free air laws that ban indoor smoking. **Did not pass**
SB572 by Sen. Mullis (R-Chickamauga) requires the Attorney General to establish a vapor product directory. Further the bill makes selling counterfeit vapor a crime. **Did not pass**

GEORGIA VOTING DATES

Primary
May 24, 2022

General Election
November 8th

Primary Runoff
June 21, 2022

General Election Runoff
December 6th



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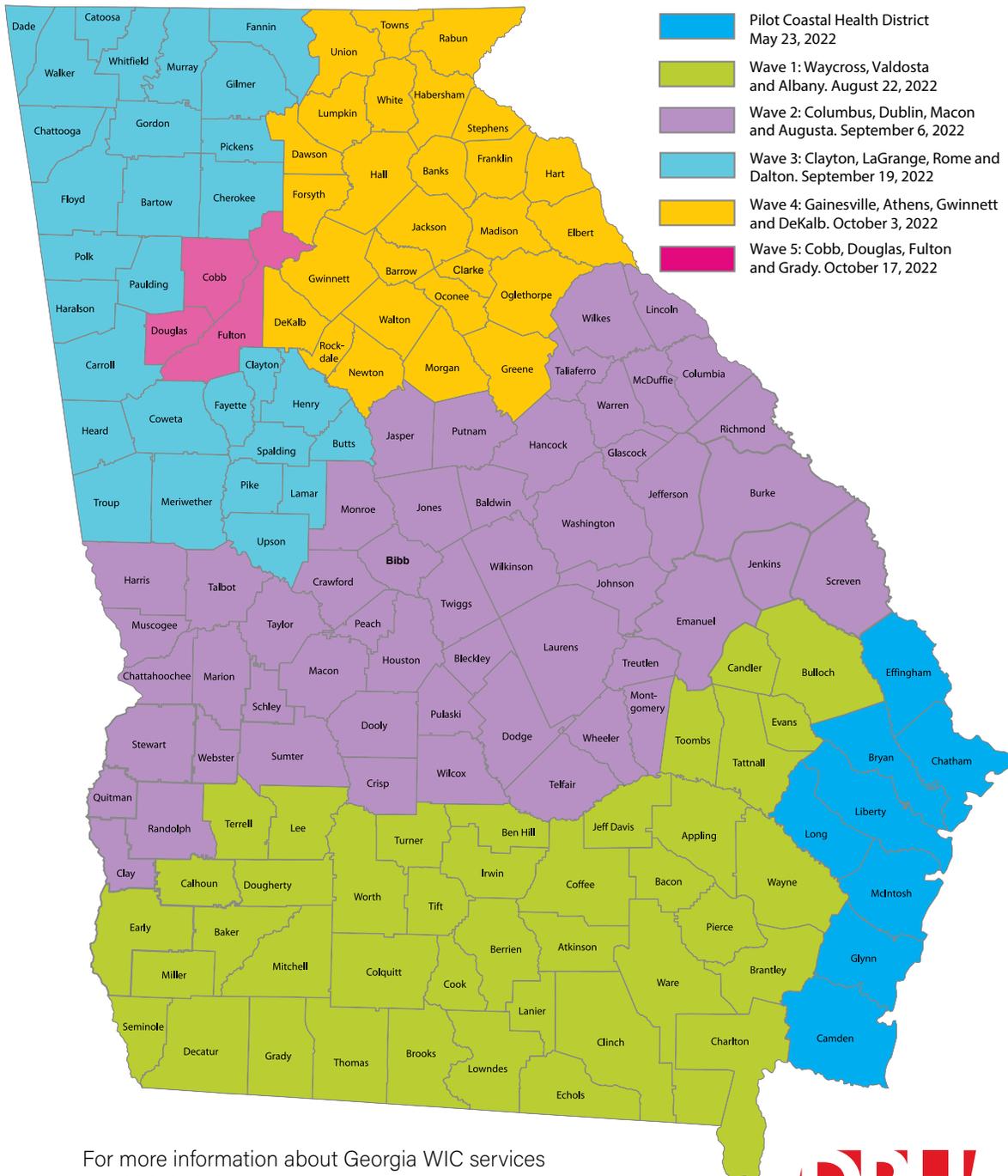
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Georgia's eWIC Rollout is Finally Here!

After many years of waiting, Georgia is converting to eWIC, beginning in May with a pilot in the Savannah and coastal region, and finishing up in October. GFIA's website will keep you up to date!

Georgia eWIC Rollout



For more information about Georgia WIC services call **800-228-9173** or visit **wic.ga.gov**

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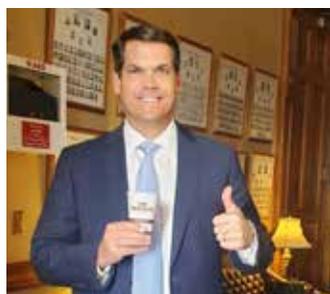
GFIA Members Once Again Feed Our Hungry Senators!

Once again, the GFIA stocked and hosted a variety of snacks, fruit, coffee, and tea in the senate anteroom every day during the legislative session. Georgia senators always count on our association to give them the energy they need to get through some long days.

Thanks to the following Georgia Food Industry Association members who provided product or contributed money to purchase supplies during this year's session:

Bimbo Bakeries USA
Campbell Snacks
Don Francisco's Coffee

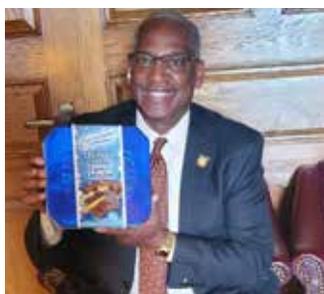
Mondelez International
Publix Super Markets, Inc.
The Kroger Company



Lieutenant Governor Geoff Duncan starts every morning with a delicious cup of Don Francisco's Coffee



Senators Russ Goodman, Michael "Doc" Rhett and Michelle Au show bi-partisan agreement on starting your morning with a Belvita Breakfast bar



No, Senator Emmanuel Jones did not eat an ENTIRE tin of Entenmann's cookies!



Senator Chuck Hufstetler takes a break with a mini bag of Snyder's pretzels



Senators Burt Jones and Matt Brass appreciate their daily snack of fresh fruit



Senator Tyler Harper is thankful to the GFIA for the shopping cart of fruit



Senator Lester Jackson is all smiles with his Little Bites muffins



Senator Max Burns takes a Lance cracker break



An apple a day keeps this doctor healthy, according to Senator Ben Watson, a physician from Savannah



Senators Elena Parent and Bo Hatchett share some of their favorite snacks



President Pro Temp Butch Miller appreciates GFIA and our generous contributions to the Senate anteroom.

Water Spinach Now Legal to Sell in Georgia

Imagine if a Southerner moved to another country and couldn't get collards?

A staple of many Asian diets, “water spinach” has been illegal to sell, cultivate or transport without a permit in most states, including Georgia. The plant can spread rapidly and as a result could clog waterways, making it federally regulated under the Plant Protection Act.

Customers of GFIA member Ben Vo, President of Hong Kong Supermarket and City Farmers Markets, have asked for this product since he opened his business in 2015. Vo



Commissioner Gary Black and GFIA member Ben Vo celebrate the availability of water spinach together

said customers even started petitions, hoping to get the attention of anyone who could assist in legalizing this culinary favorite.

As Georgia’s Asian population has grown, so has the desire to bring this

plant legally to the state. Vo turned to the GFIA for help. GFIA’s President Kathy Kuzava researched the issue and met with Agriculture Commissioner Gary Black, who became convinced that water spinach could safely be sold, if strictly controlled. Commissioner Black began approving permits for the import and sale of water spinach as of this past January.

Although cultivation is still not approved, the Department has awarded a generous research grant to the University of Georgia to develop a guide of practices and rules for growing the plant. According to Commissioner Black, “This will allow us to bring this product to market safely and provide a structured environment for producers to launch the production of this commodity in Georgia. Consumers will be able to enjoy yet another Georgia Grown product.”

Thank you to Ben Vo and Commissioner Black for listening to the customers’ requests! Sometimes, legislation is not required to fix a problem!



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Branch personnel please enter SEG150_24 in the invitation code field at account opening or use PROMO.CODE if necessary.

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We thank the following members for their commitment to our political efforts!

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RBG Foods
Walmart

————— **Bronze Level: \$250 +** —————

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Ellaville Piggly Wiggly
Foodfresh
Foothills IGA
Ira Higdon Grocery Company
Jones Red & White

Little Giant Farmer's Market
Piggly Wiggly Alabama Dist. Co.
PMA Supermarkets, Inc.
Reynolds Foodliner Inc.
Tybee Market IGA Inc.
UNFI
West Foods

————— **Club Level: \$25 +** —————

C&J's Supermarket

SpartanNash Company

RETIREMENTS, PROMOTIONS & GFIA LEADERSHIP CHANGES



Tim Brown

After a successful 44 year career with The Kroger Company, Tim Brown retired April 1st. During his tenure as President of the Atlanta Kroger Division and GFIA Chairman, he was an active GFIA supporter and will be missed! We are so grateful for all he has done to strengthen GFIA and are excited that he and his wife Angie will be attending our convention in July to bid farewell to our members.

Please join us in welcoming the new Atlanta division president, Victor Smith, to Georgia. Smith has held many roles within the Ralphs and Kroger divisions, most recently VP of operations in the Houston division (2015), VP of merchandising for Ralphs (2016) and president of the Delta division (2018-2022). Smith is a graduate of the University of Southern California's food industry management program and also its food industry executive program. He sits on the board of directors for the Kroger Company Zero Hunger Zero Waste Foundation and has been named to the Memphis Business Journal's Power 100 for two consecutive years. We are looking forward to working with Mr. Smith in his new role!



Victor Smith



Tim Brown's retirement necessitated some changes in GFIA's board of directors. Jamey Leseueur, Food Depot will resume the role of GFIA Chairman, completing Mr. Brown's term in 2023. Long time board member and Treasurer Greg Crook, Crook's Food Outlet has been appointed as Vice Chairman, and Greg Edenfield, Wayfield Foods will serve as our new GFIA Treasurer. All will assume their new roles at the GFIA convention in July.



Jamey Leseueur, Food Depot
Chairman



Greg Crook, Crook's Food Outlet
Vice Chairman



Greg Edenfield, Wayfield Foods
Treasurer



Mike Suco

In January, the Coca-Cola UNITED board elected Mike Suco as the company's next President & CEO, effective August 1st. Suco, who is currently Senior Vice President & Chief Commercial Officer, will succeed John Sherman, who is retiring at the end of July. Suco will be the eighth president and CEO to lead the company in its 120 years of operation. He joined Coca-Cola UNITED in 2000 and has held numerous management and executive positions during those two decades. Mike is a valued member of GFIA, and has lent his support to many of our events and programs. We are incredibly happy for his success and know that Coca-Cola UNITED will continue to thrive under his leadership.

After more than 46 years with The Kroger Company, Mike Faulk retired in April. Mike was a loyal supporter of GFIA and part of the leadership team for the education foundation for 14 years. He is a beloved member of the GFIA family, and winner of our prestigious Legacy Award in 2016. We will always have a soft spot for Mike and his contagious enthusiasm for the food industry.

Mike asked us to share a personal note of thanks – "I'm so grateful for all the great memories that my family and I have with our lifelong friends and colleagues associated with the GFIA. Those memories are priceless. I love all of you and can't thank you enough for all you did for my family."



Mike Faulk



Tom Koch

Tom Koch, founder of Koch & Associates Food Brokerage, retired in March after 60 years in the grocery business. Tom has done it all from bagging to managing supermarkets to being VP of Sales & Marketing for some of the top American CPG corporations. He founded the company in 1989. Tom has proudly handed over the family business to daughter Lindsay and will spend retirement golfing, cheering on the Braves, and volunteering with the Friendship Center to help those with special needs. We wish him well in retirement!

EDUCATION FOUNDATION LEADERSHIP CHANGES



Kerry Hitchcock

Kerry Hitchcock of Wayfield Foods has been appointed Treasurer of the GFIA Education Foundation. Over the past 20 years, Kerry has served the Foundation in many leadership positions, and we look forward to him continuing that legacy as Treasurer.

The Kroger Company's Rich Flaherty is our newest Education Foundation trustee. Flaherty has served in many positions with Kroger over the past 35 years, and took on the role of Grocery Merchandiser in fall of 2020. He is well known and respected by GFIA members and we are excited to welcome him onto the board of trustees. In his spare time, Rich enjoys playing golf, running, being outdoors and volunteering with his local church.



Rich Flaherty



Best Bagger Contest Returns

The best bagger contest returns to the GFIA convention with a record number of participants!

Join us on Thursday for one of the most anticipated events of the convention – the statewide competition for Georgia’s Best Bagger. Contestants compete for cash prizes and a trip to Vegas to compete in NGA’s national competition.

Eight retailers have joined the contest for 2022, and half of them are first time competitors. We can’t wait to see who claims Best Bagger bragging rights. Don’t miss all the fun as we find out just who is **IN IT TO WIN IT !!**



Food City
Foothills IGA *NEW*
The Kroger Company
Publix Super Markets

Quality Foods
RBG Foods *NEW*
Reynolds Foodliner *NEW*
Wayfield Foods *NEW*

Insider Tip

The winner is not just the fastest bagger. Speed counts, but so does an even distribution of weight, and how well crushables are protected, among other criteria. Baggers are scored in each category, and the winner is the contestant with the highest overall score.



The Nutty Journey to Revive a 3rd Generation Business



Stephanie Stuckey

In the words of GFIA convention speaker, Stephanie Stuckey, CEO of Stuckey's Corporation

"You've never even run a lemonade stand. What makes you think you can run Stuckey's?" That was the question posed to me in October of 2019, right before I sunk my life's savings into buying my family's failing business. At the time, I felt very defensive and pushed back with a summary of all the skills I gained through my career in law, nonprofit, and government. But the reality is that the question was a valid one. I had no experience running a company, much less a lemonade stand. What made me think I could turn Stuckey's around when it was six figures in debt with no business plan or marketing budget?

What gave me the confidence to take this risk was the stories folks had told me for decades. Stories about how they loved stopping at Stuckey's on road trips and how that experience made them feel welcome and comforted. If I could just tap into that feeling, I figured, there were thousands of folks who would believe like me that this was a brand worth saving. My gamble paid off – a little over two years later, Stuckey's is profitable and has expanded into manufacturing with the acquisition of a pecan shelling and candy plant. And we have another big announcement hopefully coming soon about our next move.

You may wonder who asked me that question. It was my father. At the time I was hurt and angry that he lacked confidence in me. But today I'm grateful for that moment of tough love. It made me stronger. Months later, when I was hustling for financing from banks and private equity, getting hit with challenging, sometimes demeaning, questions, I didn't flinch. I'd already had the toughest question of them all thrown at me by the man I admire most in this world. A year later, when we were out of debt and showing a profit, I came back to my father and answered his question. "You know what, Dad? Maybe I can't run a lemonade stand. But turns out that I can run Stuckey's."

20
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IN IT TO WIN IT!

WEDNESDAY, JULY 13

3:00PM – 7:00PM REGISTRATION & MAYFIELD ICE CREAM STATION

Check in at the registration desk, grab some delicious ice cream and sign up for Thursday's silent auction. Wine lovers – pull a cork and win some great wines at the wine pull!

6:30PM - 8:00PM

DIAMOND SPONSOR WELCOME PARTY

Diamond sponsors, all retailers, wholesalers, GFIA board of directors and Foundation trustees are invited for cocktails and hors d'oeuvres.

THURSDAY, JULY 14

7:00AM – 6:00PM

REGISTRATION & INFORMATION DESK

9:00AM – 3:00PM

MAYFIELD ICE CREAM STATION & SNACK SHACK

Grab a hand dipped ice cream cone on your way to the Snack Shack! Hot lunch is served from 11:30am – 1:30pm. Who says you can't have dessert first?

5:00PM – 6:30PM

WINE TASTING

Join our wine experts as they offer a host of wine selections at our Wine Tasting.

8:00PM – 10:30PM

OPENING NIGHT PARTY

Enjoy a night of games, food and entertainment for the whole family! Support our scholarship program by participating in the Silent Auction and Raffle. Bid to win while you cheer on your favorite contestant in our Best Bagger competition. Want a head start on bidding? Check out the items for sale during the sneak peek from 12-4pm.

IMPORTANT NEWS FOR FAMILIES ATTENDING THE CONVENTION

We are not hosting a GFIA scheduled Kids/Teen program. We are compiling a list of GFIA teen members who are available to babysit during convention events. Contact the GFIA office to reserve a babysitter, or to offer your services.

FRIDAY, JULY 15

7:00AM – 1:00PM

REGISTRATION & INFORMATION DESK

7:30AM – 9:00AM

LEGISLATIVE BREAKFAST

Enjoy a delicious hot breakfast as you listen to an update on this year's legislative session from some of Georgia's top elected leaders. Get the behind the scenes story on legislation and issues that affect Georgia's grocery industry.

9:00AM – 3:00PM

SNACK SHACK

Grab some provisions at the Snack Shack. Hot lunch served between 11:30am – 1:30pm

9:30AM – 12:30PM

EDUCATIONAL SEMINARS

Every GFIA member should take advantage of the opportunity to hear industry leaders speak on topics that are relevant to every business in the food industry. This year's topics address issues we are all facing, and our speakers will inspire and equip you to overcome these challenges.

"AN ECONOMIST'S PREDICTIONS FOR THE SUPERMARKET INDUSTRY"

9:30 AM - 10:00 AM

Join John Dunham, President of John Dunham & Associates, as he shares his research on the current economic situation and the implications to the grocery industry. John's presentation will be an eye opener as he discusses how external events will shape the industry for years to come.

John specializes in the economics of how public policy issues affect products and services. He has conducted hundreds of studies on taxes and regulation and is experienced with understanding our industry.

"LEADERSHIP IN TODAY'S CHANGING WORKFORCE"

10:15 AM - 11:15 AM

The effects of the labor shortage are particularly challenging for leaders in today's supermarket industry. We have assembled a group of GFIA leaders who will each give their unique perspective on leadership in today's changing world.

Panelists: Ruben Fernandez, The Kroger Company; John Gehring, Publix Super Markets; Randy Gentry, RBG Foods; Darrell Wiley, J & J Foods; Teross Young, Retail Business Services

Every attendee will benefit from hearing the panel's experience on:

- How do we identify and develop future leaders?
- How has today's workforce changed?
- How do we sell the supermarket industry to young people?

THE "NUTTY" JOURNEY TO REVIVE A 3RD GENERATION BUSINESS

11:30 AM - 12:15 PM

"You've never even run a lemonade stand. What makes you think you can run Stuckey's?" Learn how Stephanie Stuckey, CEO of Stuckey's Corporation, took the tough love of her father, the stories of her grandfather's legacy and a beloved pecan roll to convince her to purchase the company started by her grandfather. Her message is refreshing and inspiring as she shares how she is keeping the legacy of her grandfather alive.

1:00PM – 2:00PM

INDEPENDENT COUNCIL LUNCHEON

Independent Retailers & Grocery Wholesalers - Don't miss this opportunity to spend time with your peers and leave with some valuable and practical tips to strengthen your business!

1:00PM – 4:00PM

TRADE SHOW SETUP

The trade show area will be open for vendor booth setup. It's time to prepare to impress the judges with your products, interaction and interpretation of our theme, "In It To Win It".

6:30PM – 7:30PM

COCKTAIL PARTY, DINNER & LIVE ENTERTAINMENT

Enjoy sponsor food and drinks as you network with customers and industry peers, then dance the night away to the music of our live band. (resort casual attire suggested)

SATURDAY, JULY 16

8:00AM – 10:00AM

LEGISLATIVE BREAKFAST

Enjoy another delicious breakfast as you listen to more elected officials bring you news from under Georgia's gold dome. Hear legislators' perspectives on the issues facing our industry.

8:00AM – 10:00AM

TRADE SHOW SETUP

Exhibitors, this is the final push to get your booth ready for the show. Make sure that you are in your booth by 10:00am – doors will be locked.

10:15AM – 11:45AM

DECISION MAKER EXHIBIT SHOW

(RETAILERS AND WHOLESALERS ONLY)

Before the trade show opens to all attendees, our exhibitors host a VIP preshow for retailers & wholesalers to sample products and see new offerings.

12:00PM – 1:30PM

GFIA TRADE SHOW

More than 80 vendors will have their products and services on display. Visit each booth to win prizes, learn about new products and enjoy some family fun at this popular event!

7:00PM – 7:30PM

CHAIRMAN'S COCKTAIL PARTY

7:30PM – 10:00PM

AWARDS DINNER & DESSERT PARTY

During this final gala celebration, we recognize our convention sponsors, GFIA leadership and present this year's prestigious Legacy Award. (Cocktail dress and suit jackets recommended)

SAVE THE DATE FOR FUTURE CONVENTIONS

July 15-19, 2023
Sawgrass Marriott Resort
Ponte Verdra Beach, FL

July 10-14, 2024
OMNI Orlando Resort at
Championsgate

We Need Your Help! Support Our Convention Fundraisers

The success of our silent auction depends on providing high-demand event tickets, electronics, sports memorabilia, beach gear, designer purses & bags, and much more! We would appreciate your help in securing auction donations for this year's fundraiser. Do you have access to any items that would be best sellers? Send them our way!!

Elizabeth is your GFIA point of contact for all things auction related. Email her at erazo@GFIA.org with information about your donation, or if you have any questions. You can also reach her at (770) 438-7744 to make shopper donations.

Can't decide what to donate? Simply donate cash shopper funds and we'll purchase items on your behalf. Add shopper funds in \$25 increments to your convention registration, or contact Elizabeth for more options.

You may drop off your items at the GFIA office, with John Gehring at the Publix Atlanta office, or have them shipped directly to GFIA. Please ensure that we receive your donation by JUNE 30th.

Trustees will be selling raffle tickets before and during the convention. Each \$10 ticket is good for THREE cash drawings – Thursday, Friday and Saturday nights, so buy early for the best chance to win! The wine pull returns also with over 125 bottles of wine to choose from!



Even if you don't attend convention, you can still participate in the auction and raffle – so spread the word about these great fundraisers to your fellow team members and colleagues. Digital technology makes it possible to support the foundation from anywhere!

GFIA Education Foundation Offers More than \$174,000 to Deserving Students!

The GFIA Scholarship Program ... Another Great GFIA Membership Benefit!

We are pleased to announce another record breaking year, offering **138 scholarships worth \$174,800 for the 2022-2023 program!** Since 1996, the Georgia Food Industry Education Foundation (GFIEF) has provided over \$2.3 million in scholarships to deserving students in our industry. These awards are provided directly to students employed (or whose parents are employed) by GFIA members.

The pandemic has left behind a labor shortage that affects the entire food industry. Are you looking for ways to attract and keep your employees? The GFIA is proud to offer this valuable benefit to all members. If you want more information on how to promote the program within your organization, or fund awards specifically for your employees, contact Nancy McPherson at nmcperson@GFIA.org.

We are finalizing the review of this year's applications and will notify winners later this month. Checks are made payable to the school and mailed directly to the students in July.

You Make It Possible!

Thank you to all the GFIA members who support the Foundation through fundraisers such as the spring golf tournament, silent auction, wine pull and raffles. Each of you make these awards possible! Together, we are directly impacting the lives of students associated with the food industry.



Piggyback Award Funders

89 Piggyback Awards worth \$99,500 funded for 2022-23

Piggyback awards are available only to the sponsoring company's employees. The awards are funded by the company, but the program is managed by the Foundation. Awards range from \$500 to \$2,500 each, and the number of awards funded varies by company. Offering scholarships is a great way to retain employees... we would love to help you start a program for your company!

B & T's Grocery	Ira Higdon Grocery Company	Publix Super Markets
Diaz Foods *NEW*	J & J Foods	Quality Foods
Dill's Food City	The Kroger Company	RBG Foods
Food Depot	Milkco	Reynolds Foodliner
Food Lion	Nam Dae Mun Farmers Market	Wayfield Foods
Foothills IGA Market	PepsiCo Beverages North America	
Freshway Market &	Piggly Wiggly Alabama Distr. Co.	
Giant Mart Foods		

Sponsored Award Funders

8 Sponsored Awards worth \$6,100 funded for 2022-23

Sponsored awards are funded by GFIA associate or wholesale members for the benefit of their retail / wholesale customers. Sponsored awards are available to all GFIA member company employees (and their dependent children) who meet the established award criteria.

Anheuser-Busch, Inc. & The	Federated Insurance *NEW*
GA Wholesaler Family	Linea Private Wealth Management
Blue Bell Creameries	PepsiCo Beverages North America
Coca-Cola Bottling Company UNITED, Inc.	

GFIA Scholarships Funded by the Foundation

In addition to the Piggyback and Sponsored Awards, the Foundation funds additional scholarships available to all GFIA members.

In addition to our fundraisers, awards are also made possible by:

- \$15,000 grant from Publix Super Markets Charities
- \$20,000 contribution from a joint effort between Kroger and Georgia Crown
- \$10,000 contribution from a joint effort between Publix Super Markets and Georgia Crown
- \$10,000 grant from Walmart Foundation



GFIA MEMBER NEWS

Sunset Farm Foods was named as a finalist in the 2022 Flavor of Georgia competition with their delicious Applewood Smoked Sausage. Judges tasted and ranked 148 products in the first round of the Flavor of Georgia competition in mid-March. Thirty-two Georgia products were selected to advance to the final round of judging on April 21 at the Classic Center in Athens. Congratulations to Frank Underwood and his team for such a prestigious win. Look for their new packaging with the Flavor of Georgia logo at the GFIA trade show in July.



The Flavor of Georgia food product contest is organized by the UGA CAES Department of Food Science and Technology with support from the Georgia Department of Agriculture, Georgia Grown and Georgia Agribusiness Council.



Little Giant Farmers Market was named as the 2021 Clayton County Business of the Year by the Clayton County Chamber of Commerce. Owner Jackson Mitchell, along with store managers Natasha Lawrence and Dale Jones, accepted the award at the March gala. Jackson and his team operate five stores in the metro Atlanta area. The Clayton Chamber recognized the impressive performance of the Riverdale and Jonesboro locations for this award.

We are saddened to report the death of long time GFIA member Jerry Perkins in January. He served on the Education Foundation board of trustees for many years before his retirement from Bimbo Bakeries. Jerry loved his fellow GFIA members and could be counted on to attend every GFIA event. He and wife Linda were married for 58 years – their love for one another was evident to all who knew them. They could always be seen on the dance floor at our convention. Jerry was an avid Braves, Falcons, and Georgia Bulldogs fan – everyone else in heaven may be wearing white, but we guarantee that Jerry is in black and red! We will miss his bright smile and beautiful spirit.



Wayfield Foods hosted their annual golf tournament on April 27th at Chapel Hill Golf Club in Douglasville. The weather was warm, the course was beautiful, and the food was outstanding. Many sponsors and golfers supported the fundraiser, which is held each year to raise money for their employee scholarship program. In 2022, Wayfield Foods awarded a total of \$25,500 worth of scholarships to 17 employees. The GFIA Education Foundation is proud to partner with Wayfield to provide the administration for their program. Contact us if you want to host a program for your company – we would love to help!

Many GFIA members were on hand April 19-20 in Hickory, NC for the MDI Spring Expo. We enjoyed catching up with familiar faces and meeting some new ones!



Stan & Tracy Dilworth, Dill's Food City with Sandy & Jeff Downing, Foothills IGA



Aaron Davidson, Retail Data Systems Mid South; Don Edwards, Truno Retail Technology Solutions



Clark Stephens, Quality Foods; Rick Hardesty, Lewis Bakeries; Darrell Wiley, J&J Foods; Warren Brown, Quality Foods; Dwight Witherow, Lewis Bakeries



Brian George & Micky Nye, MDI



Cole Bennett & Scott Bennett, Interstate Total Retail Solutions



Mark Polson, Cox Sales & Service



Verlin Reece & Derek Hulsey, Quality Foods; Burton Loftis, SellEthics Marketing Group

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UPCOMING INDUSTRY EVENTS

Piggly Wiggly AL
Golf Tournament
June 14

AWG Gulf Coast
Division Food Show
Aug 15-16
Biloxi, MS

AWG Nashville
Division Food Show
Aug 3
Nashville, TN

Piggly Wiggly AL
Food Show
Sept 13-14

Associated Grocers
Food Show
August 10
Birmingham, AL

Souto Foods
Festival
September 22

GFIA Fall Golf
October 19

Please Join Us in Welcoming These



ROOTER PLUS
 Emily Serebrenick
 (706) 765-9793
 eserebrenick@rooterplus.com

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INMAR INTELLIGENCE
 Beth Governale
 (478) 234-0171
 beth.governale@inmar.com

Inmar Intelligence is a leading applied data platform company. Our market-driven platforms are propelling digital transformation through unified data, workflows and fund flows to help companies drive innovation and achieve digital transformation. Our integrated workflows create insights through Analytics, AI, Machine Learning to drive faster actions and outcomes. Throughout our 41-year history, we have served retailers, manufacturers, pharmacies, health systems, government and employers as their trusted intermediary in helping them redefine success.



PURE INTENTIONS COFFEE
 Jesi Allen
 (704) 705-8456
 jesi@pureintentionscoffee.com

We believe everyone deserves a personal connection with great coffee! All of our coffee is specialty grade and carries with it our commitment to providing high quality coffee in an approachable way. Our offerings allow coffee drinkers to find familiar and comfortable flavors while expanding their perspective on quality and coffee potential. Our Classic Collection concentrates on approachable and consistent flavors across the roast spectrum - from light to dark roasts coffee drinkers of all kinds can appreciate the smooth and reliable flavor profiles in these offerings.



Langers It's in the Juice

LANGER JUICE COMPANY
 Tom Horstman
 (770) 500-0761
 t.horstman@langers.com

Family owned Langer Juice Company, Inc., has emerged as a major force in the very competitive juice industry. Producing beverages in many of the high volume categories that include apple, cranberry, grape, citrus, pomegranate and tropical blends, the Langer brand can be found in major retailers across the country.



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 Barton Howard
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 barton.howard@ctwgpo.com
<https://ctwgpo.com/>

Circle the Wagons Group Purchasing Organization (CTW) specializes in helping Independent Retailers with Not For Resale commodities and services. Whether you have multiple locations or a single store, we help you find and get the best deals on office supplies, insurance, shopping carts, cash management machines, equipment, phone systems, and more. These Not For Resale expenses account for nearly 10% of sales. By controlling, reducing, and managing these Not For Resale expenses, independent grocery retailers can significantly improve their bottom line. At CTW, we source top quality vendors that provide extra value exclusively to our members.



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FOLEY FAMILY WINES
 A.J. Governale
 (770) 365-5048
 agovernale@foleyfamilywines.com

In 1996, Bill & Carol Foley purchased 1,000 acres within the then relatively unknown Sta. Rita Hills region of Santa Barbara County. Their plan - produce hand-crafted Chardonnay and Pinot Noir that reflected the best of California's Central Coast. Foley Family Wines has grown into one of the world's largest producers of fine wine, adding some of the industry's most valuable wineries, located in the most recognized winemaking regions, Napa, Sonoma, the Pacific Northwest, and New Zealand.



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FIRST GROWTH BRANDS
 Erin Karga Director of National Chains
 (614) 581-2245
 erin@firstgrowthbrands.com

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Companies to the GFIA Family



BUZZBALLZ
Holly Denson
 (702) 630-6714
Holly.Denson@southern-champion.com

BuzzBallz, LLC/Southern Champion, is a woman-owned and family-operated distillery, winery and brewery in the state of Texas, founded in 2009 by Merrilee Kick. As the only joint distillery, winery and brewery in the US that is woman-owned, the company has gained significant recognition, boasting distribution nationwide and dozens of awards. The company maintains a fun brand message as they create high-quality, premixed cocktails, as well as small-batch spirits.



LENID INTERNATIONAL
Mical Heminger
 (678) 967-1991
mical@lenidinternational.com

Delicious, Keto-Friendly, Gluten Free indulgent desserts made with high-protein sheep's milk and fortified with essential vitamins & minerals to double as a meal replacement. 100% of Crèmily profits go towards empowering girls globally. Taste the difference that makes a difference with Crèmily!
www.Cremily.com



VERYABLE
Lee Washington
 (404) 408-3987
lwashington@veryableops.com

Veryable is an on-demand labor marketplace built for manufacturing, distribution, and logistics businesses. We are headquartered in Dallas, TX and are currently operating in 22 major markets - and expanding into many more. Our digital tool allows operations to scale and react with agility to variations in demand with the exact amount of labor capacity needed - in real time. With an on-demand labor strategy, you can reduce lead times, improve service levels and scale a zero cost.



WILD HEAVEN BEER
Nick Purdy
 (404) 493-1176
nick@wildheavenbeer.com

Offering beers inspired by the traditions of Europe and the innovation of America, Wild Heaven seeks to raise the profile of beer in the South. Wild Heaven distributes its beers, including Emergency Drinking Beer, ATL Easy Ale and Wise Blood IPA throughout Georgia, Tennessee, Alabama, South Carolina and Florida and operates taprooms at its two brewery locations in Atlanta's Avondale Estates and West End neighborhoods.



BOGLE WINERY
Josh Chapin
 (678) 232-5912
jchapin@boglewinery.com

The Bogle family takes great pride in making wines of exceptional character and quality. From vineyard to bottle, the highest standards are set, in order to create a wine that over-delivers each and every time. Bogle wines have received more than 30 Best Buys and more than 15 90+ scores from Wine Enthusiast in the past four years. Bogle Vineyards was named Wine Enthusiast's 2019 American Winery of the Year and just recently won the 2022 Grower of the Year award from the California Association of Winegrape Growers. Brands include Bogle, Juggernaut, Phantom and Twenty Acres.



CONCHA Y TORO
Adam Szabo
 (404) 358-1711
adam.szabo@fetzer.com

Concha Y Toro, based in Chile, is one of the world's largest wineries. Founded in 1883, Concha Y Toro quickly became a staple name throughout South America. Almost 100 years later, CYT products began selling in the United States, led by the global icon: Casillero del Diablo. Today, CYT sells more than 7 million cases within the United States and over 30 million cases globally. CYT has strategically purchased property and vineyards in three key areas that drive the business today: Argentina's Bodega Trivento, Vina Concha Y Toro and Fetzer Vineyards out of California. Concha Y Toro is the world's largest B-Corp certified company driving key initiatives of sustainability, carbon/climate neutral operations, renewable energy and the motto "What is good for the Earth is good for the Grape".



TEAM PEST USA
Russell Estey
 (470) 370-3167
Russell.estey@pestusa.com

No matter what industry you are in, you cannot afford not to have dependable commercial pest control for your property. For many businesses, health codes require it, and for others, the risk of losing customers due to pests is too great to ignore. Every year, pests cost millions of dollars in food damage alone. At Team Pest USA, we have the knowledge and skill that comes from four decades of experience, combined with the modern benefits of the latest pest control products and methods. In short, we have what it takes to protect your business from even the most difficult pests.

“Swinging for Scholarships” Spring Golf Classic Raises Over \$100,000 for GFIA’s Education Foundation



Ole Mexican Foods - Grand Sponsor



The Education Foundation’s annual Spring golf tournament is always a GFIA member favorite. This year was exceptional - we sold out two courses of golfers and raised \$102,000 for the Foundation!

Our Foundation trustees hosted over 350 golfers and sponsors at Mirror Lake Golf Club in March. The initial weather forecast was gloomy, but the sun came out and gave us a beautiful day. There were even a few sunburned faces in the afternoon. Thanks go out to the sponsors, retailers, golfers and volunteers who made the day a huge success!

“It was great seeing the incredible turnout at the Spring golf event. Despite the unfavorable weather forecast, our board remained optimistic about the ability to push through, and it turned out to be a beautiful day! Thanks to all for the continued support of the GFIA Education Foundation!”

Jake Powell, Golf Co-Chair, Coca-Cola Bottling Company UNITED

“What an amazing turnout at the Spring golf tournament this year! We sold out the event with 288 golfers. Thank you to all the golfers, sponsors, and volunteers for all your support to make this event a huge success.

Kerry Hitchcock, Golf Co-Chair, Wayfield Foods

Special Thanks to Our Event Sponsors for Making the Spring Tournament a Success!

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Birdie Sponsor



Lunch Sponsor



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 Creature Comforts Brewing
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Jay Blalock & Patrick Hofherr,
Bimbo Bakeries USA



Skip Vaughan & Joe Hartman, PepsiCo Beverages North America; Greg Edenfield, Wayfield Foods; Carrie Propst, PepsiCo Beverages North America



Golf committee co-chairs Jake Powell, Coca-Cola Bottling Co. UNITED and Kerry Hitchcock, Wayfield Foods with GFIA President Kathy Kuzava



Beth Governale, Inmar Intelligence; Warren Brown, Quality Foods; Babs Paine, Leon Farmer



Kerry Hitchcock, Wayfield Foods; John West, West Foods; Kathy Kuzava, GFIA; Danny Dunbar, Perfect Hydration



Kevin Dougherty & Lee Streetman, Sparkling Ice; Robb Finkey, Eagle Rock; Scott Wilkie, Atlanta Beverage



Chris Hess & Sandy O'Neill, Heineken USA; Chuck Caricofe, Northeast Sales



Jimmy Allen, Loud Lemon Beverage; Jesse Reaid & Ken Hughes, Nutrabolt / C4



Clint Wood, Monday Night Brewing; Clint Gilchrist, Albany Beverage; Bryan Layman, Dry County Brewing



Pete Schmidt and John Armstrong, Essentia Water



Rich Flaherty, The Kroger Co.; Charis Nunez, E & J Gallo Winery; Daniel Buchanan & Jim Nichols, Empire Dist.

SPRING GOLF



Louis Barbato, The Wine Group; Jeremy Vester & David Levy, RNDC



Adam Hudson, Eagle Rock; Ryan Morley-Stockton, Reformation Brewery; Randy Waters, The Kroger Co.; Bo Bebeau, Eagle Rock



Barry Thompson, Tommy Sibley & Mark Lord, Flowers Foods



Rich Flaherty, The Kroger Co.; Rodney Bentley, Deutsch Family Wine & Spirits; Daniel Jackson, Georgia Crown; Charles Higman, Empire Dist.



Joe Moody, Smart.Market; Jamey Leseueur, Food Depot; DJ Turner, Graphic Media Solutions



Ray Boone, Springtime Water; Jack Carlile, UNFI



Victor Ragland & Chris Arkwood, Coca-Cola Bottling Company UNITED; Keith Freeman, The Kroger Co.; Jason Blackmon, Coca-Cola Bottling Company UNITED



Ken McLeod & Jack Erwine, Anheuser-Busch, Inc.



Mical Heminger, Cremily Frozen Yogurt; Scott Allen, Beverage South; Geoff Hammond, Molson Coors; David Jones, United Dist.



Rachel Smith & Doug Whert, Molson Coors; Jeff McNally, Beatbox Beverages



Greg Kirbabas, Creature Comforts; Charles Schultz, Savannah Dist.



Dave Fricke, Savannah Dist.; Jason Miller & Hunter Bremer, BIOLYTE; Mike Cinnella, Savannah Dist.



Clayton Enlow, The Kroger Co.; Megan Wright, mike's hard lemonade; Ricky Purcell, United Dist.; Katie Kirkhoff, mike's hard lemonade



Tim Waite, Constellation Brands; Angus Payne, RNDC; Tony Gregory & Mario Reyna, Blue Bell Creameries

SPRING GOLF



Greg Elliott, General Wholesale Beer Co.; John Gehring, Publix Super Markets, Inc.; Carlton Golden, Campbell Snacks



Jerry McCann, Piggly Wiggly AL Dist.; Randy Gentry, RBG Foods; Jeff Brown & Matt Peters, Piggly Wiggly AL Dist.



Jay Fulwider, Greg Hogwood & Josh Cope, Uptime Energy



Gary Matthews, Helix; Brandon Barrow & Jim Murray, Bunzl



Tom Parris & Brett Snell, Spartan Chemical; Steve Mazzie, American Paper & Twine



George Philpott, Mark Orman, Thomas Reese & Travis Erving, UTZ Quality Foods

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It includes options for creating a variety of delicious products including: gourmet popcorn, fudge, pralines, cotton candy, fresh roasted nuts, and gourmet caramel/candy apples.



A Full Sensory Experience

The sights, sounds, and aromas engage buyers' senses and encourage impulse purchases.



Customizable Setups

From full sweet shops to stand-alone kiosks to integration with deli, bakery, and foodservice operations, we can create a plan that will work for you.



Positive Profit Picture

With low costs to produce, you have the ability to set retail prices that are appealing to the customer and still average 70-80% profit margins.



Ease + Flexibility

Enjoy the benefits of products that are easy to make. Plus, the wide variety allows you to determine what works best with your customer base.



GOLD MEDAL

To learn more about the Sweet Shop Setup, contact us at **800.320.9092**, or visit gmpopcorn.com for all your concession equipment, supplies & resource needs.