DRIVING THE INDUSTRY FORWARD.

MEMBERSHIP GUIDE
At IFDA, advancing your business is our job. IFDA is the foodservice distributor’s go-to resource for solving problems, meeting challenges, thriving now and into the future. Membership in the International Foodservice Distributors Association (IFDA) gives members the tools, resources and knowledge to improve operational efficiencies, recruit and retain top talent, groom next gen leadership, meet customer demands, strategically grow market share, comply with new regulations, and cultivate thought leadership. IFDA also provides members with opportunities to become more innovative and more profitable. Members can develop their skills, increase their effectiveness, and amplify their voice on Capitol Hill to create long-term growth of the industry. When it comes to building your business and protecting the industry, IFDA is the community for foodservice distributors.

WE ARE INVESTING IN OUR MEMBERS’ SUCCESS. ARE YOU INVESTING IN YOUR COMPANY’S SUCCESS?

Foodservice distributors are problem solvers and supply chain experts who work tirelessly behind-the-scenes to deliver food safely and efficiently to every corner of America – thus driving our $300 billion industry. The kitchens you serve count on you to deliver consistent value and high quality, and at IFDA, we’re committed to keep delivering for our members - ensuring they stay ahead of the game, with the best connections, content, intelligence and representation. IFDA understands the nature of your operations, lack of time and resources, thin margins, need for insights and strategic knowledge. We respect your time, and your budget. If your company is facing any of these challenges:

- Driver churn
- Operational efficiencies
- Government regulations
- Margin squeeze
- Market competition
- Disruption
- Ongoing training
- Rising transportation costs
- Category management
- Professional development
- Increasing customer demands

THEN YOU NEED IFDA IN YOUR CORNER AND YOUR TOOLKIT!
WHO JOINS AND WHY?

IFDA is for forward-thinking foodservice distributors in all market segments including Broadline, Specialty, C-Store, Customized/System. Your focus is on profitable growth, continuous improvement, and exceptional customer service. At IFDA, our focus is on YOUR business, providing you with the tools and resources you, your team and your company need to succeed. For over 15 years IFDA has been addressing the unique challenges of the industry and providing members with real-world solutions.

100% MEMBER DRIVEN

- Board of Directors
- Leadership Committees
- Task Forces
- Planning Councils
- Member Surveys

95% + MEMBER SATISFACTION RATING

80% OF REVENUE GOES TO RESOURCES THAT DIRECTLY BENEFIT MEMBERS

OVER 800+ FACILITIES IN THE US

CONNECT. AMPLIFY. GROW.
IFDA’S STRATEGIC PRIORITIES
TO HELP OUR MEMBERS SUCCEED IN OUR FAST-PACED INDUSTRY

COMMUNICATIONS
• Promote foodservice distribution to relevant audiences (Lawmakers, potential employees, channel partners)
• Amplify foodservice distribution’s voice
• Create/share a positive narrative
• Improve digital and social capabilities

EVENTS
• Create valuable, actionable content (Incorporate innovation/disruption)
• Create exceptional attendee experiences
• Grow distributor engagement

TECHNOLOGY
• Expose members to innovative, new technology
• Create a technology evaluation framework
• Develop technology member sharing opportunities

GOVERNMENT RELATIONS
• Influence and educate Members of Congress
• Shape federal regulations
• Create regulatory compliance information
• Monitor and report state legislation
• Increase the size and impact of IFDAPAC

INSIGHTS
• Create and deliver timely, actionable insights
• Support Member decision making
• Create original research and insights
• Lead industry thought leadership
• Measure industry economic impact

TALENT
• Identify best practices in attracting workforce
• Raise industry profile for potential employees
• Create programming to develop exceptional leaders
• Identify best practices in employee retention

Strong communications support all five of our strategic priorities. We are investing both internally and externally to tell the industry’s story and to educate stakeholders about who our members are, what they do, the opportunities they provide, and the huge economic impact they have. Information is power, and IFDA provides members-only access to insights that help members run their business more efficiently. From original research and economic impact studies, to foodservice distribution statistics and high-level analysis that turns complex reports into actionable intelligence, IFDA is the source for information to make smart, informed business decisions.
IFDA is where industry leaders address the industry’s biggest challenges and greatest opportunities. Distributors come together with trading partners across the supply chain to strategically collaborate, improve relations, grow their business. It’s not about conferences and events, it’s about learning, real solutions, peer networking and actionable takeaways that you gain from participating.

- SHARE GROUPS
- CEO SUMMIT
- DISTRIBUTION SOLUTIONS CONFERENCE
- SMART CONFERENCE FOR SALES & MARKETING
- WASHINGTON INSIGHT CONFERENCE
- NATIONAL TRUCK DRIVING CHAMPIONSHIP
- PRESIDENTS CONFERENCE
- PARTNERS EXECUTIVE FORUM
WHAT IS INCLUDED IN YOUR IFDA MEMBERSHIP?

NEW MEMBER PASSPORT
• Complimentary first year registrations for IFDA conferences, (value $3800+)

INFORMATION
 We keep you Up-to-Date on the latest industry news you can use.
• IFDA Daily Update e-newsletter
• The Corner Office executive feature articles
• IFDA Weekly Ops Update e-newsletter
• Federal Insight bi-weekly government relations/regulatory e-newsletter
• State Insight monthly government relations/regulatory e-newsletter
• State of the Street Monitor – quarterly sales insight report
• IFDA Economic Report - quarterly
• Members-only webinars on topics most important to your business

ENGAGEMENT
 Opportunities to collaborate, learn, shape the future, connect, and contribute.
• Eligible to be nominated for a voting seat on the Board of Directors
• Participation on functional Leadership Committees (Operations, Human Resources, Finance, Food Safety, Sales & Marketing, Government Relations, Women’s Leadership)
• Participation on Councils and Task Forces
• Washington Insight Conference includes registration, appointments on Capitol Hill with representatives, networking receptions, speakers, Company Profile

SIGNIFICANT MEMBER DISCOUNTS
 Save money and time, expand your knowledge and network.
• Exclusive access to Executive Leadership Development Program - Developed for IFDA members-only
• Exclusive access to IFDA Share Groups – Functional groups for IT, Ops and Transportation Managers members-only
• Foodservice Essentials Online training modules
• Conference registrations

“I always find value and ideas that will help make us a better organization.” -VP OF OPERATIONS
**Our Promise to Our Members:**

- Members First!
- Transparent
- Issues Focused
- Inclusive
- Deliver Value
- Accountable

**Engage /In•Gāj:**

participate or become involved, establish meaningful contact or connection

It is not surprising that our most engaged members tend to be the most successful companies. We invite you to join the IFDA community, and more importantly, to engage with the organization for maximum value to you, your team and your company’s success.
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TO LEARN MORE ABOUT MEMBERSHIP, CONTACT Heidi Weiss at hweiss@ifdaonline.org or 703.532.9400.