On behalf of IFDA leadership, welcome aboard! At IFDA, helping our members succeed is our job. And we take that job seriously as we contribute to the growth, development, and success of the foodservice distribution industry through our outstanding advocacy, events, research, and education. Your IFDA membership is an investment in your success and I know you’ll find it pays large dividends. Please use this passport to get a front-row seat to all we have to offer.

I look forward to seeing you at the next IFDA event!

CRAIG HOSKINS
IFDA Chairman 2020-2021
EVP Performance Food Group, President and CEO Foodservice
GROW YOUR BUSINESS AND YOUR PEOPLE!

Come engage in the IFDA Community. IFDA provides foodservice distributors of any size with many opportunities to grow and improve their business, but the return on your dues investment directly correlates to getting your people involved. To ensure that you and your team get valuable first-hand experience with IFDA and its community, we pack the first year of membership with engagement opportunities AND savings.

During your first year of company membership with IFDA, our “First Year Passport” program includes **MORE THAN $4910 IN COMPLIMENTARY REGISTRATIONS.** Our goal is to get you and your people engaged in the IFDA community and gain immediate ROI from your membership.

- **IFDA DISTRIBUTION SOLUTIONS CONFERENCE**
  The IFDA Distribution Solutions Conference is the nation’s largest stage for foodservice distribution innovation. The event brings together the best and brightest in the industry to experience the latest products and services supporting distribution center and transportation operations. Expert general session speakers, panels and breakout sessions highlight the latest trends and best practices in the industry. **Two Registrations**

- **IFDA WASHINGTON INSIGHT CONFERENCE**
  **Two Registrations**

- **IFDA SMART CONFERENCE**
  (our Sales & Marketing Conference)
  **Two Registrations**

- **IFDA TRUCK DRIVING CHAMPIONSHIP**
  **One Driver and One Manager Registration**

Details on using your “comp” registrations can be found at the end of this passport brochure—or call Heidi Weiss at (703) 532-9400 and she will be happy to assist you.
This IFDA Forum provides an excellent setting for top-to-top strategic discussions between foodservice distributors and manufacturers. In three days, company teams can hold up to 30 meetings with their most important manufacturer trading partners. Agendas are coordinated in advance, and the meetings allow IFDA Member distributors and IFDA Partner manufacturers to discuss goals, objectives and strategies for long-term, profitable business growth.

JANUARY 26 - 29, 2020
JW MARRIOTT DESERT SPRINGS
PALM DESERT, CA

JANUARY 24-27, 2021
RITZ CARLTON GRANDE LAKES
ORLANDO, FL
In conjunction with the University Of Virginia Darden School of Business — one of the most respected business schools in the world — this IFDA members-only program takes high potential employees to the next level through a process of personal development that is challenging and personally rewarding. Participants come away with improved leadership, analytical and problem solving skills. With IFDA’s customized program, participants have the opportunity to develop those skills with other high potential people in the foodservice distribution industry.
IFDA WASHINGTON INSIGHT CONFERENCE

As a business leader, you need to stay informed about what Washington is contemplating. This conference provides a valuable opportunity for IFDA members to learn where federal policy is headed through an agenda featuring lawmakers, regulators and other experts such as IFDA legal counsel and IFDA staff. This is a chance to get insights, ask questions, interact with other IFDA member leaders and meet with lawmakers to tell them how their actions affect your business.

APRIL 28-29, 2020
CONRAD WASHINGTON
WASHINGTON, D.C.
THE IFDA SMART CONFERENCE

Each year, the IFDA SMART Conference addresses the biggest opportunities and issues facing distributor sales and marketing leaders. You won’t find a more valuable sales and marketing program in foodservice, and every session includes clear goals and takeaway that you can put into action. Plus, this conference features a great atmosphere for meeting peers and trading partners that share a true passion for helping operator customers succeed.

JULY 19-21, 2020
RITZ CARLTON
NEW ORLEANS, LA

JULY 18-20, 2021
MARRIOTT AUSTIN DOWNTOWN
AUSTIN, TX
The IFDA Truck Driving Championship highlights safe vehicle operation and rewards the best drivers in the food distribution industry for their skills and knowledge. This is a tough, but exciting competition that concludes with an awards banquet celebrating all the winners. Reward your best drivers and take your company’s safety program to the next level by participating in this national foodservice industry championship. This is the only national competition held within an industry and shows the commitment of foodservice distributors to supporting safety culture.

IFDA TRUCK DRIVER HALL OF FAME

Do you have a driver who qualifies for this prestigious industry designation and recognition?

LEARN MORE AT IFDAONLINE.ORG/WHO-WE-ARE/HALLOFFAME
IFDA DISTRIBUTION SOLUTIONS CONFERENCE

The Distribution Solutions Conference is the premier annual event where leaders in operations, transportation and technology gather to hear renowned speakers, learn about innovators and disruptors and chart the future of foodservice distribution.

- More than 300 leading distributor and vendor companies participate
- Over 1,400 industry leaders attend
- Five workshop tracks on key operations issues, plus four thought provoking general sessions
- Meet potential clients all conference long with networking opportunities
- Over 9 hours dedicated solely to the trade show floor
- Truck Driver Hall of Fame winners are recognized during the conference

OCTOBER 25-27, 2020
TAMPA CONVENTION CENTER
TAMPA, FL

SEPTEMBER 12-14, 2021
OMNI FORT WORTH
FORT WORTH, TX
The Presidents Conference is an executive event that brings together influential leaders of foodservice from the operator, distributor, and manufacturer communities. This members-only conference features major research on key supply chain issues, strategic discussions to help company leaders gain insights, and networking opportunities for foodservice channel partners.
YOUR FIRST YEAR COMPLIMENTARY REGISTRATIONS

As soon as registration opens for each IFDA conference, you will be notified by email and mail.

To redeem your complimentary registrations, you will be provided a Passport registration code so you can register online.

- No payment information is required for the complimentary registrations.
- Questions about registering for an event?
- Contact IFDA Membership Director Heidi Weiss at (703) 962-9935 or hweiss@ifdaonline.org.
- Please Note: First Year Passport Complimentary Registrations do not have a cash value, are non-transferable, and may only be redeemed by staff members employed by your company. Your company must be an IFDA Member in good standing at the time of registration.
THE PROBLEM: A Massive Truck Driver Shortage

THE SOLUTION: Legislation to Increase Safety and Increase the Hiring Pool

- The bipartisan DRIVE-Safe Act, H.R. 1374 and S. 569, modernizes federal law to help attract qualified, highly trained drivers into the industry.
- DRIVE-Safe would bring more young drivers into the industry while enhancing safety and training standards for these newly qualified drivers.
- Drivers must complete at least 400 hours of on-duty time and 240 hours of driving time in the cab with an experienced driver.
- Trucks must have new safety technology including active braking collision mitigation systems, video event capture, and a speed governor of 65 miles per hour or below.
- The DRIVE-Safe Act is a critical game changer creating an opportunity to enter a highly compensated field – without the need to incur college debt.
EVERY BUSINESS DAY:
Get the industry’s most relevant daily news in the IFDA Daily Update. Subscribe for free at:

IFDAONLINE.ORG/RESOURCES/IFDA-DAILY-UPDATE

In addition, once you are a member many other valuable resources are available including:

E-NEWS ABOUT FEDERAL AND STATE REGULATORY ACTIVITY, AND MORE:

- IFDA Federal Insight (bi-weekly)
- IFDA State Insight (monthly)
- IFDA Weekly Ops Update
- IFDA Capitol Brief (bi-weekly)

Get the industry’s most relevant daily news in the IFDA Daily Update. Subscribe for free at:

IFDAONLINE.ORG/RESOURCES/IFDA-DAILY-UPDATE
COMPLIMENTARY CUTTING EDGE RESEARCH IN 2020

- IFDA Operations & Financial Performance Report*
- Compensation Survey: Driver & Warehouse Positions Edition*
- The Impact of E-Sourcing on Foodservice white paper
- Changing Priorities in Off-Premise Packaging white paper
- The Future of Casual Dining Restaurants white paper
- A Strategic Assessment of GPOs study
- IFDA Quarterly Economic Report
- Cross-Industry Compensation and Benefits Survey (executive/management/sales positions)*
- Exclusive webinars on top industry priorities
- Guide to Emerging Technologies in Foodservice Distribution (coming soon)
- The Restaurant Operator Perspective Report
- White Papers on:
  - Independent Restaurants (coming soon)
  - Managed Foodservice Market (coming soon)

* Free to companies that participated in the survey. Available for purchase to non-participants.

IFDAONLINE.ORG/RESEARCH