# **2025** Membership Information





It is our mission to improve the public image, effectiveness and profitablity of retailers and suppliers to the food industry.

We do this by advocating on behalf of the grocery industry in Raleigh, NC and Columbia, SC.

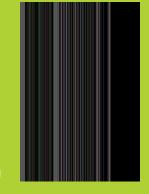
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"The value of this influential organization transcends throughout the board of directors and all members of the CFIC, and is important in both North and South Carolina. CFIC helps propel our businesses and ensures we understand and exercise our impact in the greater grocery industry."

Gene Faller, SVP Center Store, Food Lior





The Carolinas Food Industry Council (CFIC) was formed in 2004 as a result of a merger between the North Carolina Retail Merchants Association (founded in 1902) and the North Carolina Food Dealers Association (founded in 1927).

CFIC is a trade organization that serves nearly 1,500 grocers, wholesalers and suppliers in the Carolinas. A division of the North Carolina Retail Merchants Association and represented by the South Carolina Retail Association, CFIC elects its own board of directors, controls its own budget, and has a full-time staff representing the grocery industry's interests in North and South Carolina.



CFIC DEFENDS and ADVOCATES on behalf of the grocery industry in both North and South Carolina.



CFIC keeps its members abreast on changing laws, regulations and industry trends.



CFIC offers members-only benefits and networking opportunites between grocery retailers and vendor companies.

"As an independent retailer, we would be lost without the continued guidance and support from CFIC. They have been an invaluable resource, especially with all of the uncertainty during the pandemic. Their tireless work behind the scenes has allowed us to focus on taking care of our customers, employees and business as a whole."



William Wilder, Piggly Wiggly

### CFIC 2024 - 2025 Officers



President Gene Faller Food Lion Salisbury, NC



1<sup>st</sup> Vice President Larry Wilson Carlie C's IGA Dunn, NC



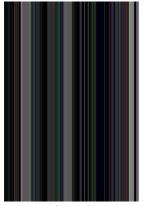
Treasurer Lynn Willard Lowcountry Grocers Mt. Pleasant, SC



Chaplain Allen Jackson Piggly Wiggly Pinetops, NC



2<sup>nd</sup> Vice President Dave Yandow Harris Teeter Matthews, NC



Executive Director Lindsey Kueffner CFIC Raleigh, NC



2<sup>nd</sup> Vice President Nancy Kimbrough Bestway Grocery Greensboro, NC



Ex Officio Greg Adams Piggly Wiggly Sanford, NC

### **CFIC Board of Directors**

Adam Barnhardt, MDI, Hickory, NC Jeet Brahmbhatt, Fresh Foods, Lumberton, NC James Dewell, Fast Phil's, Statesville, NC Bryan Dozier, Montgomery Foods, Troy, NC Greg Floyd, Piggly Wiggly, Kinston, NC Jeff Gregory, The Butcher's Market, Raleigh, NC Paul Han, Super G Mart, Pineville, NC Robert Ingle, II, Ingles Markets, Asheville, NC Omar Jorge, Compare Foods, Charlotte, NC Travis Kinlaw, Kinlaw's Supermarket, Fayetteville, NC Tim Lowe, Lowes Foods, Winston-Salem, NC James Messer, Piggly Wiggly North Carolina, Kinston, NC John Owens, C&S Wholesale Grocers, Greenville, SC Stacey Pisano, Floco Foods, Lake City, SC Clark Stephens, Quality Foods, Anderson & Greer, SC Preston Taylor, Piggly Wiggly, Jacksonville, NC John Triplett, B&T, Ridgeland, SC William Wilder, Jr., Piggly Wiggly, Kinston, NC

## **CFIC Member Companies**

#### **GROCERY RETAILERS**

500 Foods LLC Adams Wholesale Co./Fred's Food Club Andrews Hunt Farms Atkinson Produce LLC Bargain Barn, Inc. Bargains Food Store Bestway Grocery Company Boulineau's IGA Brunson & Triplett Enterprises LLC **Buffalo Shoals** Butcher's Market Partners, LLC C S McLeod Farms, Inc. Carlie C's Clemmer's Convenience Stores Community Culinary School of Charlotte Compare Foods Conner's Supermarket **Delhaize** America Family Foods of Gatesville, Inc. Floco Foods, Inc. Fogle's, Inc. Food King Food Matters Market Fowler's Supermarket Fresh Foods LLC

Frisbee's Supermarket Garland Piggly Wiggly Giant Penny Godwin's IGA Great Falls IGA Green Acres LLC Harris Teeter Hills Food Stores Honey's Supermarket Inc. IGA Food Center Ingles Markets Jackson's IGA Joel Rivers Farm Kinlaw's SuperMarket Inc. Kite's Red & White L&R Sherman Lowcountry Grocers, LLC Macclesfield Grocery Moss Foods Inc. Olde Hickory Station Ora Supermarket Pee Dee Grocers Piggly Wiggly Piggly Wiggly Central Business Office, Inc. Piggly Wiggly North Carolina, LLC

Piggly Wiggly Retail Preston Taylor Foods Publix Super Markets **Quality Foods of Commerce** Raymer Oil Ray's Supermarket, Inc. Rich Square Market LLC. S.B. Smith & Son, Inc. Sage & Evans Inc. Sentelle's Seafood, LLC Sharpsburg Grocery Shumpert's IGA Super Global Mart Surf City Shopping Town & Country IGA Town Market Trvon IGA W. N. Wilder Co., Inc. Watsonia Farms Wayne's Supermarket Wee Winks Market Weamans Weldon Market

#### WHOLESALERS

Associated Wholesale Grocers C&S Retail Services S.E. C&S Wholesale Grocers Johnson Brothers -Mutual Distributing of NC Long Beverage Inc. Merchants Distributors Inc. SpartanNash Company W. Lee Flowers & Co., Inc.



"CFIC serves the retail community in many, many ways. One of the biggest ways that I have observed is the ability to represent us to our state and local legislatures so that we can continue to focus on creating a growth environment for our industry and, at the same time, keep the focus on being able to serve the communities that we call home."

Tim Lowe, President, Lowes Foods

## **CFIC Member Companies**

SALES AGENCIES

Acosta Sales & Marketing Action Food Sales, Inc. Advantage Solutions Alliance Sales and Marketing Bay Food Brokerage Burdette Beckmann, Inc. C.A. Ferolie Crossmark D&H Marketing Group, Inc. Empire Marketing Strategies Matrix Brokerage Motivated Sales Team Pinnacle Food Sales PioneerHorizon Premier Sales & Marketing (PSMI) Presence Marketing Riteway Food Brokers SellEthics Marketing Group Inc. Sunset Strategic Brands The Reese Group TJM Sales and Marketing Wilcox Marketing Inc.

#### MANUFACTURERS/SUPPLIERS/VENDORS

4C Foods **AB World Foods** Ajinomoto Foods North America Anheuser-Busch, Inc. AppCard Armanino Foods Artisanal Brewing Company (Southern Tier Brewing Company) Ateeco Athens Foods Athletic Brewing B&G Foods Bazooka Corporation BeatBox Beverages Bel Brands USA **Belgioso Cheese** Biltmore Estate Wine Company Bimbo Bakeries (Bav's, Lender's) Blue Bell Creameries **Boston Beer Braswell Family Farms Bridgford Foods** BrightFarms Bubba Burgers/Hickory Foods Built Brands **Bunzl Distribution Bush Brothers & Company** Bylada Foods Califia Farms Campbell's Distinguished Brands (Sovos) Campbell's Snacks Cargill Protein Carl Buddig Carolina Ice Carolina Pride **Celsius Holdings** Challenge Dairy Chobani, Inc. **Chosen Foods** 

**Clemens Food Group** Clorox Coca-Cola Bottling Co. Consolidated Conagra Concha y Toro (Fetzer Vineyards) Constellation Brands, Inc. Coop Ale Works **Country Archer Provisions** D.G. Yuengling & Son, Inc. Dairy Farmers of America Daisy Brand Danone North America DAOU Family Estates Decas Cranberry Delicato Family Wines Deschutes Brewery Deutsch Family Wine & Spirits Dole Packaged Foods, LLC Don Francisco's Coffee Double R Brand Foods Dr. Oetker Duvel USA E. & J. Gallo Winery ECRS Eggland's Best Eggs **Entrypoint Communications** Essentia Water Ethica Wines Fage Fairlife Fermented Food Holdings Ferrero Filippo Berio Firestone Walker First State Foods Flowers Foods **FMS Solutions** Freixenet/Mionetto USA Functional Distribution Co. Garner Foods

Geloso Beverage Group USA General Mills Godshall's Quality Meats, Inc. Good Culture Great Lakes Cheese Company GSU Inc. GT's Living Foods Gutzy Organic Halo Brands Hanover Foods Happy Egg Co Hidden Villa Ranch (Nest Fresh) Horizon Organic Dairy Hormel Foods HP Hood ICF Incomm Inmar InnovAsian Cuisine Instacart J.M. Smucker Jonnypops Junkless Foods Kellanova Keurig Dr Pepper Kevin's Natural Foods Kimberly-Clark Corporation Kind Snacks Kitu Life (Super Coffee) Kraft Heinz Company Lactalis American Group (incl. Galbani, Stonyfield, Siggi's) Lactalis Heritage Dairy & Deli Lagunitas Brewing Company Lakeview Farms Lamb Weston Land O' Frost Lemi-Shine (Envirocon Technologies) Lindy's Homemade LLC Lipari Foods

## **CFIC Member Companies**

#### MANUFACTURERS/SUPPLIERS/VENDORS (continued)

Lonerider Brewing Company Maersk Mayfield Dairy/PET Dairy **McCain Foods** McCall Farms McCormick & Company MDVA Milk Mercatus Technologies Miller Family Wine Company Milo's Tea Company **Mission Foods Molson Coors** Mondelez International Mt. Olive Pickle Company **Mush Foods** N.C. Department of Agriculture & **Consumer Services** Nestle Purina Petcare Co. New Belgium/Bell's Brewery Niagara Bottling, LLC Ornua North America Our Home P.K. Kinder Peak Foods Pepsi Bottling Ventures PepsiCo - Beverages/Gatorade PepsiCo - Frito-Lay Inc. PepsiCo - Quaker Foods & Snacks Perfetti Van Melle Pete and Gerry's Organic Eggs **Phillips Foods Pim Brands** Pitaya Foods Poppi Post Consumer Brands Prestige Beverage Group **Prestige Wine Imports** Procter & Gamble Pure Intentions Coffee

Red Bull North America **Red Classic Red Smith Foods** Reddy Ice Corporation **Reser's Fine Foods** Retail Data Systems - MidSouth Riboli Family Wines/Stella Rosa **Rosina Food Products RSRV** Collective **Rudolph Foods Ruiz Foods** S.C. Dept. of Agriculture Saputo Cheese USA Sargento Sauer Brands Savencia Cheese USA Scheid Family Wine Schweid & Sons Seneca Foods SERVPRO of Fayetteville Shamrock Foods Sierra Nevada Brewing Co. Silver Palate/Grain Berry Simek's Simone International Sioux Honey Association Smithfield Spartanburg Meat Processing Company Spectrum Brands Global Pet Care Starkist Ste Michelle Wine Estates Stevens Sausage Co. Storck USA Sweetwood T. Marzetti Talking Rain The Hershey Co. The Pictsweet Company The Wine Group

**Tillamook County Creamery Association Tilray Beer Tipsy Spritzers** Tony's Chocolonely Tosca **Trinchero Family Estates Tri-Vin Imports** Tropicana **TWT** Distributing Tyson Foods Unilever **Universal Pure** Upfield **Utz Quality Foods** Village Gourmet Villari Foods Wells Enterprises Inc./Blue Bunny Wente Family Estates White House Farms WiseChoice Foods WK Kellogg Yazoo Brewing Ziegenfelder Foods Budget Saver Pops

"The annual convention is great but CFIC is so much more than that. Throughout the pandemic, especially in the early days, the CFIC staff kept both retailers and suppliers advised of ever changing regulations and circumstances by state and even by county. The weekly CFIC/NCRMA calls were crucial in understanding how to navigate the unknown. Thank you CFIC!"



### Where to Start



JOIN Review the base membership levels and choose which level best fits your needs.

SPONSOR Decide on an optional event sponsorship to fit in your needs and budget.

CONTACT CFIC Staff at (919) 832-0811 or email Lindsey Kueffner at lindseyk@cficweb.org for more information or to request a membership contract.

### Membership Dues Levels: Choose One

# step 1

CFIC offers three membership options for you to choose from with distinct benefits below.

Membership is required to attend events and in order to add on a sponsorship.

Membership Benefits	Limited \$250	Essential \$500	Corporate \$1,000
Unlimited number of company reps added to CFIC's electronic distribution list	~	~	*
Timely email updates of issues that most impact the Carolinas food industry	~	~	~
Invited to join NC & SC legislative and emergency management calls	~	~	*
Eligible to apply for undergraduate scholarship program (employees and dependents)	~	~	~
Company listing in Membership Directory	~	~	~
Access to educational seminars/webinars	~	~	~
Discounts on member services. Contact CFIC staff for a complete list of services or visit the CFIC website at www.cficweb.org	~	~	~
Eligible to attend Annual CFIC Convention Registration fees apply		One Company Rep	Unlimited Attendees
Eligible for convention sponsorship		~	~
Discounted member rate for annual CFIC golf tournament		~	~
Networking opportunities with retail chains and independent grocers at events		~	~
Eligible to submit written testimonials for CFIC website and marketing materials		~	~
Refer a non-CFIC member company to join CFIC and receive one complimentary convention registration when the company joins and pays in full		~	~
Dedicated social media post New Members only			~

## About the CFIC Convention - July 20-23, 2025

The annual CFIC Convention is a networking and educational event that provides a casual atmosphere for grocers and suppliers to network for both business and pleasure.

#### This three-day, members-only convention is not a trade show!

The convention provides a perfect opportunity to gather with peers and colleagues to celebrate the retail food industry of the Carolinas. The schedule is filled with plenty of educational sessions, retailer/ vendor meetings, presentations from retail executives and fun social events for the family. The beach venue provides the perfect opportunity to build professional relationships in a relaxed setting.

#### Schedule of Events

(Subject to Change)

#### Sunday

- Registration Opens
- CFIC Café
- New Member Welcome Reception
- Family Dinner

#### Monday

- CFIC Café
- Opening Session with Keynote Speaker
- Executive Briefings
- One-on-One Business Meetings
- Dinner on Your Own

#### Tuesday

- CFIC Café
- Morning General Session
- Executive Briefings
- Breakout Sessions
- One-on-One Business Meetings
- Platinum Sponsors Reception
- President's Dinner
- Silent Auction Closes

#### Wednesday

- CFIC Café
- CFIC Board of Directors Meeting

#### **Convention Registration Fees**

Registration fees cover all meals and beverages, as well as access to the CFIC Cafe, educational seminars, social events and the President's Dinner.

Hotel fees are not included with registration fees.

Register early so you can take advantage of the early bird discounted registration rates.

Regular registration rates are:

- \$315 per Company Rep
- \$235 per Spouse/Guest (21+ years old)
- \$180 per Young Adult (13-20 years old)
- \$35 per Child (12 years old and under)



"The CFIC convention allows us to have multiple productive meetings with key vendors midsummer which helps us to keep on track for the year on Joint Business Plans."

Nick Carlino, EVP, Sales & Marketing, MDI



# step 2

## **Convention Sponsorship Levels**

CFIC Membership is required in order to be a CFIC Convention Sponsor. Choose from an optional sponsorship package below that fits your needs and budget.

Sponsorship Benefits	Bronze \$1,500	Silver \$3,500	Crystal \$6,000	Gold \$9,000	Platinum \$12,500
Complimentary convention registration(s)	1 (\$315 value)	2 (\$630 value)	3 (\$945 value)	<b>4</b> (\$1,260 value)	5 (\$1,575 value)
Eligible to donate product, coupons, or promotional items for brand exposure. <i>Please note: The amount of SKUs</i> <i>permitted is based on sponsorship levels.</i>	Shelf-stable items in CFIC Café or Sample Bags Beer or wine permitted Limit 2 SKUs	Cold or Self-Heat food in CFIC Café Beer or wine permitted Limit 4 SKUs	<ul> <li>Hot food served on buffet</li> <li>Beer or wine permitted</li> <li>Limit 6 SKUs</li> </ul>	Hot food served on buffet Beer or wine permitted Limit 6 SKUs	<ul> <li>✓</li> <li>Hot food served on buffet</li> <li>Beer or wine permit- ted</li> <li>Unlimited SKUs</li> </ul>
Recognition on signage and convention materials	✓ Name Listing	✓ Name Listing	✓ Name Listing	✓ Logo Listing	✓ Logo Listing
Listing on CFIC website and convention app	✓ Name Listing	✓ Name Listing	✓ Name Listing	✓ Logo Listing	Logo Listing
Color art in Membership Directory Published and distributed in 4 <sup>th</sup> Quarter.	✓ 1/4 Page (\$600 value)	✓ 1/3 Page (\$900 value)	✓ 1/2 Page (\$1,250 value)	✓ 2/3 Page (\$1,750 value)	Full Page (\$2,000 value)
Sampling opportunity at events Depending on product.	Additional Charge	Addtional Charge	Additional Charge	Complimentary (\$1,000 value)	Complimentary (\$1,000 value)
Eligible to participate in One-on- One Retailer Meetings			✓ 3 <sup>rd</sup> Priority	✓ 2 <sup>nd</sup> Priority	✓ 1 <sup>st</sup> Priority
Banners in CFIC Cafe provided by company				1 allowed	2 allowed
Dedicated email blast (provided by sponsor) sent to attendees				1 during Convention	1 before and 1 during Convention
Promotional material included in registration packet (Provided by sponsor)				~	~
Logo on promotional emails					*
<u>One</u> reserved hotel room in the Royale Palms room block Hotel room fees apply. Requests must be received via email by November 1, 2024.					~
Invitation to 90 min. Platinum Sponsors Cocktail Reception with retailers					~
Introduction Opportunity: Approximately 3 minutes to present your brand before introducing Executive Briefing speaker.					~

### A La Carte Convention Sponsorship Opportunities

### Keynote Speaker Sponsorship - \$10,000 - 1 available

Introduce the morning's keynote speaker to approximately 350 leaders of the southeast's grocery industry.

- Brand/Company logo displayed on screen before and during keynote session.
- You may place promotional materials on attendees' chairs and on a table outside the ballroom prior to the session.
- Brand recognition in Convention promotional materials, on the mobile app and website, and on special signage at Convention events.
- Two (2) complimentary registrations

### Exclusive Wifi Sponsor - \$3,000 - 1 available

- Company name on signage at convention registration
- Company listing on convention website
- Company listing on convention mobile app
- One (1) complimentary registration
- Recognition in advance publicity materials

### Closing Celebration Sponsor - \$5,000 - 1 available

After the Tuesday night dinner, CFIC attendees hit the dance floor with the band Chocolate Chip & Co!

- Company listing on conference website and mobile app
- · Company colors to be used throughout décor; logo projected on screen
- Recognition on-site and in advance publicity materials

### Breakfast with the Board - \$2,500 - 1 available

Join the CFIC board of directors for breakfast prior to the summer board meeting. This opportunity will include:

- Breakfast for three members of your team with the CFIC board of directors.
- You may make a short oral presentation to the board with handouts.
- Verbal recognition by CFIC president before meeting.
- Brand recognition in Convention promotional materials, and on the mobile app and website.

### Sampling Opportunity at CFIC Events - \$1,000

Companies can showcase their innovations and/or offer product samples to other CFIC members at CFIC events. Companies must discuss with CFIC Executive Director in advance.

## The Decision Makers You Need to Meet Will Be Here.

- Category Managers: 42%
  VP: 17%
  Directors: 20%
  President/Owner: 11%
  - SVP: 9%

"The CFIC convention is a must attend event that delivers memories and is an easy ROI justification."

"I doubt that there is another event in the grocery industry that provides this much access to a retailer's leadership, scheduled one-on-one meetings with the merchandising teams, abundant opportunities for informal time with the attendees, and fun times at the beach with the family!"

Joey Bates, Senior Director of Center Store Merchandising, Harris Teeter







Will You?

### **One-on-One Business Meetings**

One of the main reasons grocers and vendors attend the CFIC Convention is to participate in the One-on-One business meetings. While this is a benefit only available to Crystal, Gold, and Platinum CFIC Convention sponsor companies, there has never been a shortage of meetings. Over the course of three days, over 700 private meetings take place!

A contact list of participating retailers will be released on a staggered basis to eligible sponsors. It is the vendor's responsibility to contact the retailers to schedule their appointments. All appointments are scheduled on a first-come, first-serve basis. It is up to the retailers and wholesalers to ultimately decide what works best for their schedule and the number of meetings they take.







Participating Retailers

C&S Wholesale Grocers Carlie C's IGA Food City Food Lion Harris Teeter Ingles Markets Lowcountry Grocers Lowes Foods MDI Piggly Wiggly W. Lee Flowers/Floco Foods

"I always enjoy being able to get together with industry colleagues, conduct business, and spend quality time outside of the office. As always, CFIC delivers on putting on an event that is both productive and fun!."

Jorge Silva, Senior Director Grocery Sales, Camobells's Distinctive Brands



### **Golf Tournament**



### Join us on November 13, 2025 at the Pinehurst Resort!

#### Foursome- \$6,500 members/\$7,000 non-members

Foursomes consist of three players from the sponsoring supplier company plus a retailer of the sponsor's choice. Pairings will be made on a first-come, first-serve basis. Supplier companies interested in playing should contact the retailer they wish to play with for their availability and request a contract. Pairing assignments will not be made until registration payment is received.

### Halfway House Sponsorship - \$2,500

Includes signage at Halfway House on each course, logo on cart rules, verbal recognition from podium.

### Beverage Cart Sponsorship - \$1,200

Includes signage on all beverage carts, logo on cart rules sheet, verbal recognition from podium.

### Breakfast or Award Sponsorship - \$500

Includes verbal recognition from the podium at Awards Reception, one stand-alone logo sign, logo on schedule of event signs and logo on table signs at each respective meal table.

### Exclusive Hole in One Sponsorship - \$400 (1 available)

Hole in One Sponsorship includes one stand-alone logo sign in front of car at designated hole on each course.

#### Tee Sign Sponsorship - \$250 (18 available)

Includes your company logo on two tee signs plus your company logo on one driving range sign. One tee sign will be placed on each course.

#### Board Meeting Sponsorship - \$2,500 (1 available)

Sponsor refreshments at the CFIC Fall Board Meeting. You may make a short oral presentation to the board with handouts or samples. Verbal recognition by CFIC President before meeting. Brand recognition in Golf Tournament promotional materials.

## **Political Action Committees**

## Why contribute to the PACs?

Retailers

CFIC

Financial support of CFIC's bipartisan PACs ensures the retail food industry's strong presence in the Carolinas' political landscape.

CFIC's staff follow hundreds of bills during the legislative sessions that impact a retailer's profitability and business operations, which ultimately affect not just retail grocers, but sales agents, vendors, and wholesalers as well.

Grocery retailers rely on CFIC to advocate on their behalf and ensure a business-friendly environment.



A strong grocery industry means better business relationships and more sales for vendors.

The grocery industry needs a strong voice in government and that voice is CFIC.





# Bid on shelf space for one SKU!

Your Product: 14 States 2,400+ Store Locations Prime Shelf Space



Every Fall, CFIC holds a Live Auction which is all about competition. Supplier companies compete for the opportunity to place one SKU into over 2,400 stores in 14 states for six months. The Live Auction offers a fantastic opportunity for winning bidders to promote a new product or get their brand into a larger market. Historically, the auctioned slots have sold in the range of \$80,000 to \$220,000 each.

## What is it worth to you? *You do the math*.

C&S Retail Services













### **Giving Back**

### CFIC donates \$150,000 each year to these charitable causes.



\$100,000 is awarded annually to undergraduate students through the Everett and Trudy Suddreth Scholarship of Excellence Awards.





**\$50,000** is donated annually to support the Feeding America Food Banks of North and South Carolina. This donation provides 550,000 meals!

# CFIC proudly gives back through its charitable foundation, the Retail Consumer Alliance (RCA).



"As a recipient of the Everett & Trudy Suddreth Scholarship of Excellence, I would like to express my sincere appreciation for your support in my journey to become a physician. From making the president's list to stepping in an operating room for the first time, I have already learned so much. I am very grateful for this award to go towards my tuition. Through your generous support, it is possible for me to continue to achieve my educational and career goals. "

Cade Hodges Scholarship Recipient





Lindsey Kueffner Executive Director <u>lindseyk@cficweb.org</u> (919) 832-0811 ext. 3009

Carolinas Food Industry Council PO Box 1030 Raleigh, NC 27602

> www.cficweb.org **f** <u>CarolinasFoodCo</u> **in** <u>CarolinasFoodIndustry</u> **in** <u>CarolinasFoodCo</u>