



FOOD PRODUCTION SOLUTIONS ASSOCIATION

2025 IN REVIEW

A year of Progress, Partnership & Performance



Thank you for being part of FPSA's remarkable transformation in 2025.

This has been a pivotal year where we've modernized our technology, strengthened our programs, and expanded our reach across the food production industry. The momentum we've built together this year reflects our shared commitment to advancing the food production industry. Here's a closer look at what we accomplished together in 2025.

A Message from the Chairman

As we reflect on 2025, I'm pleased to share the meaningful progress FPSA has made to strengthen our value proposition and expand our impact across the food production industry. This year marked an important evolution in how we serve our members and engage the broader industry community.

- The evolution of our annual meeting into FSX (Food Solutions Exchange & Conference) has been especially transformative. FSX 2025 introduced several new elements designed to elevate engagement and collaboration, including our first open Call for Speakers, which generated 33 submissions and significantly broadened the quality and diversity of our programming. The addition of The Hub as a central gathering space and exhibit showcase also created new opportunities for meaningful connection and conversation.
- Our commitment to giving back remains a core priority. Through scholarships and philanthropic initiatives, FPSA and our members contributed nearly \$220,000 in 2025 to support students, member families, and charitable organizations. This includes \$100,000 in Career Development Scholarships, \$70,000 from MISA, and contributions to organizations such as World Central Kitchen, Pups4Patriots, and Dig Deep.
- We also made significant investments in modernizing our digital presence. Our updated website at fpsa.org now offers improved usability and functionality, including a searchable events calendar, enhanced analytics, and curated news feeds focused on FPSA's core areas. We also launched [FPSA Connect](#), our new online member community, which allows members to ask questions, share solutions, and access our centralized Resource Library. This year alone, we added 24 new resources to support member education and engagement.
- Another major milestone was the successful launch of our new database system. This technology transformation includes our Community Hub member portal, enabling primary contacts to manage staff rosters, process renewals online, and update company profiles directly. These improvements reflect our ongoing commitment to delivering a more seamless, modern member experience.
- Finally, I'm especially proud of our membership achievements. In 2025, FPSA reached an 87% retention rate, exceeding our 85% goal and representing a notable improvement year over year. Our database also expanded significantly, with a 105% increase in individual contacts. I commend the FPSA staff for their diligence in rebuilding and strengthening our membership data and look forward to reporting continued growth in the year ahead.

As we look to the future, I'm confident that the foundation we built in 2025 positions FPSA for continued growth and enhanced member value. Thank you for your continued support and engagement. I look forward to seeing you at FSX 2026 March 11-13 in Rancho Mirage!



Erik Brainard
President and CEO, Anritsu Infivis Inc., Americas Region
Chairman of the Board, FPSA



Membership Growth & Engagement

REMARKABLE DATABASE EXPANSION

Our database of current and prospect member companies grew substantially this year, reflecting our broader reach across the food production industry:

Individuals
105% growth

Companies
98% growth

NEW MEMBERSHIP STRUCTURE

Important structural changes were introduced to better serve our evolving membership base:

- New membership categories: Consultant and Food Producer classifications
- New revenue category for companies under \$8 million and over \$100 million in annual revenue
- Moved to an annual billing cycle with prorated pricing for mid-year purchases
- Focus groups with food producers to ensure we are meeting their needs

ENHANCED MEMBER RETENTION

- FPSA achieved an 87% member retention rate in 2025, exceeding our 85% goal and marking a significant improvement from the 80% retention rate in 2024. This success came while changing the membership cycle from anniversary to annual and adding new producer and consultant categories, all while demonstrating the strong value proposition we provide to our members.

MEMBER ONBOARDING EXCELLENCE

We developed a formal onboarding process where staff schedule individual calls to learn about each new member company and explore how we can best support their goals. This tailored approach ensures members fully understand and maximize the value of their membership.

Networks & Councils

MEMBERSHIP GROWTH

Council and Network membership grew by 8% this year, reaching 443 total participants across all groups. Significant gains were seen in the Dairy Council, Design-Build Network, Food Safety Network, and Beverage Council. Leveraging FPSA Connect, we hope to add significantly more members in 2026.

ENHANCED STRUCTURE

We implemented clear goals and meeting structures that allow more voices to be heard and pertinent conversations to be had. The Pet Food Council created an innovative new fundraising event, the Pups4Patriots Walkathon, demonstrating the creativity and commitment of our volunteer leaders. We also started publicizing upcoming meeting dates both our website and FPSA Connect, making it easier for members to participate in volunteer groups.

FACE-TO-FACE ENGAGEMENT

We held the first in-person kickoff meetings for Networks and Councils at FSX 2025, which helped drive event attendance and strengthen engagement. These meetings created valuable opportunities for groups to set strategic goals, refocus their missions, and build relationships across their groups.



Technology Modernization

2025 was a year of significant technology transformation for FPSA. We've modernized our technology so you can manage your membership, access resources, and engage with the FPSA community on your schedule—not just during events, but every single day of the year.

NEW FPSA WEBSITE

- Searchable **event calendar**
- Relaunched the **Resource Library**
- Improved member firewall
- Better analytics and site security
- **Curated news feeds** on FPSA core topics for easy access to industry news
- Created a more **user-friendly experience**



NEW MEMBER PORTAL

The new Community Hub member portal transforms how members interact with FPSA. Now you can:

- Update contacts and **manage staff rosters online**
- Seamlessly pay and process your **membership renewals online**, including auto-renewal option
- **Manage your company profile** that appears in the **member directory** on the FPSA website

We also integrated critical platforms with our database for a more **seamless member experience**.

In October we launched **FPSA Connect**, our new online community platform designed to bring members together in one centralized, dynamic space.



FPSA Connect supports collaboration, discussion, and resource-sharing, making it easier for members to **connect with peers and exchange insights across the food processing and packaging industry**.

The platform provides members with access to several key features including the All Members Community for industry-wide conversations, dedicated workspaces for Councils and Networks to collaborate on volunteer projects, and five Core Topic Communities covering Food Safety, Technology & Innovation, Workforce & Human Capital, Regulatory Developments, and Career & Leadership Development. Each community includes discussion forums, resource libraries for sharing documents and recordings, and customizable email notification preferences to keep members informed without overwhelming their inboxes.

By creating this **24/7/365 online community**, FPSA Connect enhances member engagement, provides a self-service hub for questions and expertise sharing, and fosters a stronger sense of connection and belonging within the association.

Members can access the platform at connect.fpsa.org using their existing FPSA credentials, making it easy to start connecting with peers, sharing insights, and contributing to the collective knowledge that drives the industry forward.

We also relaunched our Resource Library, centralizing all resources in one organized, searchable location within Connect. The library now features structured tags making content discovery easier for members.

Governance & Strategic Planning

FINANCE COMMITTEE LAUNCH

We established a Finance Committee to provide **enhanced financial oversight and strategic guidance** for the organization's fiscal management. This committee works closely with staff to ensure sound stewardship of FPSA resources.

GOVERNANCE REDESIGN WORKING GROUP

We launched a working group to examine the composition and functioning of several boards within the organizations that comprise "FPSA". The group will work to determine **how we can better utilize and serve our Networks and Councils**, ensuring these volunteer groups deliver maximum value and impact to both participants and the broader membership.

FSX 2025: A TRANSFORMATIVE EVENT

FSX 2025 represented a significant evolution. FSX is now the only event bringing together C-Suite executives from all sectors in the food industry. We also rolled out new features and enhanced engagement opportunities that set the standard for industry engagement.



FSX 2025
FOOD SOLUTIONS EXCHANGE & CONFERENCE

FIRST OPEN CALL FOR SPEAKERS

For the first time in FPSA history, we introduced an open Call for Speakers process. This change increased transparency, encouraged broader participation, and resulted in higher-quality, more diverse programming aligned with member needs.

EVENT RESTRUCTURING

FSX was transformed from a member-only gathering into a broader industry event:

- **Expanded Audience** – FSX now brings together food producers, equipment manufacturers, and service providers, creating a complete food production ecosystem under one roof.
- **Cross-Sector Innovation** – Leaders from bakery, dairy, meat, beverage, pet food, and prepared foods come together for cross-industry learning not found at sector-specific events.
- **Peer-Led Programming** – Content has shifted from vendor-driven sessions to food producer-led discussions that share real-world challenges and solutions.
- **The Hub** – A dynamic central gathering space designed for organic networking and meaningful conversations, replacing traditional trade show formats.

LOOKING AHEAD

For FSX 2026 in Rancho Mirage, CA, we launched our second Call for Speakers and received a record 59 submissions. The result is an exciting lineup of education covering everything from managing growth and navigating crisis to understanding AI, automation, workforce transformation, and the global trade dynamics impacting food production today. **We hope to see you March 11-13, 2026. Register today at fpsa.org/FSX.**

Mark your calendars for future FSX:

- **March 11-13, 2026** at The Westin Rancho Mirage Golf Resort & Spa
- **April 5-7, 2027** at The Vinoy Resort & Golf Club, St. Petersburg, FL
- **Stay tuned for 2028** dates & locations
- **March 19-21, 2029** at The Westin Rancho Mirage Golf Resort & Spa

EDUCATION & LEARNING

WEBINAR PRODUCTION TRIPLED



FPSA **tripled** our virtual education in 2025. These webinars attracted hundreds of registrants throughout the year, with our "Digital Mindset: How AI Enhances, Not Replaces, Professional Capabilities" webinar drawing the highest attendance in FPSA history. This growth **reflects member interest in on-demand learning** and our comprehensive coverage of FPSA's five core industry topics.

CORE TOPICS FRAMEWORK



We established **five Core Topics** that now frame FPSA's **work and resources**, ensuring our programming remains focused on members' most pressing needs:

- Food Safety
- Technology & Innovation
- Workforce and Human Capital
- Regulatory Developments
- Career & Leadership Development

RESEARCH & INDUSTRY INSIGHTS



We produced and delivered two significant research reports to our members at no additional cost: the **2025 Food Processing & Packaging Equipment Market Global Forecast to 2030** and the **2025 FPSA OEM Member Research: Trends in U.S Workforce Gap & Solutions**. Both studies can be downloaded from FPSA Connect and provide valuable market intelligence that members can use for strategic planning and business development.

FOOD SAFETY MONTH CAMPAIGN



With the help of the Food Safety Network, we hosted a focused campaign in September during Food Safety Month, delivering **one webinar per week on different food safety topics**. This concentrated effort provided members with valuable, timely education on this critical industry concern.

EATS 2025 HIGHLIGHTS

equipment
automation
technology
show
for food & beverage

eats
formerly ProcessExpo

EATS 2025 featured several notable achievements that enhanced the exhibition and educational experience for all attendees.

EXHIBITION INNOVATION

We completed an FPSA member booth redesign and produced the **largest production line in EATS history** with the Pet Food Line.

FOOD SAFETY TRAINING

In partnership with the Meat Institute and Commercial Food Sanitation, we offered two Listeria training sessions. These hands-on sessions provided 26 participants with the opportunity to **combine classroom instruction and hands-on learning** using our live production line equipment, demonstrating key areas that need proper cleaning for food safety compliance.

ENHANCED EDUCATION PROGRAM

The EATS 25 Call for Speakers process led to 24 education sessions delivering **higher-quality, more engaging content across FPSA's five core topics**. Feedback indicated these sessions were more relevant, engaging, and aligned with member needs than previous years.

SCHOLARSHIPS & PHILANTHROPY

In 2025, FPSA and our members contributed an impressive \$219,843 to support students, member families, and charitable causes throughout the year.

RECORD-BREAKING SCHOLARSHIP GROWTH

Our scholarship programs saw impressive growth across all categories:



420 applications
24% increase



93 applications
31% increase



43 applications
30% increase

This growth demonstrates increasing awareness and value of our programs among member families and prospective industry professionals.

PHILANTHROPIC IMPACT

FPSA's commitment to giving back extended across multiple charitable causes:

- **Career Development Scholarships:** \$100,000
- **MISA Scholarships:** \$70,000
- **Dairy Scholarships:** \$6,210
- **Pups4Patriots** (including walkathon): \$27,968
- **Defeat Hunger:** \$5,675
- **World Central Kitchen:** \$5,770
- **Kitchens4Good:** \$2,700
- **Dig Deep:** \$1,520



MARKETING & COMMUNICATIONS

NEW MEMBER SPOTLIGHT CAMPAIGN

We launched a campaign highlighting new members on FPSA's social pages, providing immediate visibility and a warm welcome to companies joining our community.



EXPANDED MEDIA COVERAGE

We distributed numerous press releases and increased our relations with media contacts. This enhanced coverage raised awareness of FPSA and our member companies across the food production industry.

STRATEGIC ASSOCIATION PARTNERSHIPS

We developed valuable partnerships with several industry organizations, extending our reach and providing additional value to members through collaborative programming:

- Pet Food Show (offering member discounts)
- Meat Institute
- Flexible Packaging Association
- American Baking Society
- PMMI
- 3-A
- Contract Packaging and Equipment Association
- UC Davis Food Innovation Center

MEET THE MEMBER VIDEO PROGRAM

Our Meet the Member video series provides marketing support directly to individual member companies. These videos appear on FPSA member directory listings and serve as powerful marketing tools. We produced several new videos in 2025 and repurposed video snippets across social media to further promote FPSA member companies, extending their reach and visibility to our entire community. **To book your video, reach out to membership@fpsa.org.**

THANK YOU

FOR MAKING 2025 AN EXTRAORDINARY YEAR!



Our 2025 accomplishments position FPSA for continued growth and enhanced member value. We've strengthened our infrastructure, expanded our reach, and deepened our engagement with the food production community. The staff is excited to build on this work and increase member value and engagement in 2026.

Thank you for being a part of it!

FPSA

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