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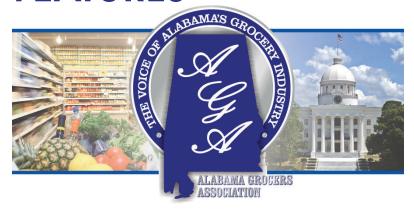
**2024 Year Award Winners** PAGE 12

ALABAMA GROCERS
ASSOCIATION





## **FEATURES**



President's Message

Grocery prices are the result of numerous national industry sectors combining to feed our local Alabamians.

**AGA's Legislative Update** 

The voice of the grocery industry in Alabama.



Welcome, new AGEF Board of Trustees Members We are excited to have these leaders serve our Foundation.

Apply for our Tuition Reimbursement Program Funds are available year-round!

#### **Fund the Future**

Join us for a night of impact to further education and career development in the grocery industry.



**Congratulations to our Year Award Winners** We look forward to honoring you for your impact in our industry.

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#### **LOOKING FORWARD TO A GREAT 2024**



**BOB CRAWFORD** President United-Johnson Brothers of Alabama

Our legislative agenda is our number one priority. We have a strong voice in all state and local legislation.

As the new year gets started, we look forward to assisting our members in all areas of our industry. With over 100 retail members, over 210 manufacturers. brokers, wholesalers and other members, it requires much effort to stay on top of all the issues effecting our association.

The 2024 legislative session is under way in Montgomery,



and there are many issues that will touch/change all of our members. Our legislative agenda is our number one priority. We have a strong voice in all state and local legislation. Please mark your calendars for the 2024 Alabama Food Industry Finest Luncheon on October 30th at The Club. This even raises money for our political action fund (SACK PAC).

The start of 2024 also kicks off new planning for the Alabama Grocers Education Foundation (AGEF). Foundation Chairman Tom Sayers of Publix Super

Markets, Inc. and Vice Chairman Jake Sim of A&R Super Markets, Inc. announced the three new Directors: Blake Gillum with DCR, Don Speigner with UTZ Snacks/Golden Flake, and Glen Wilkins with Walmart. Congratulations to all three and welcome to the team that is enriching education and career development in the grocery industry.

I am looking forward to a great 2024, and I am honored to serve and support the Alabama Grocers Association.







Blake Gillum **DCR** 



**Don Speigner** UTZ Snacks/ Golden Flake



**Glen Wilkins** Walmart

# THE GROCERY INDUSTRY: THE RESULT OF NUMEROUS NATIONAL INDUSTRY SECTORS



**ELLIE SMOTHERMAN TAYLOR**President/CEO
Alabama Grocers Association

Grocery prices are the result of numerous national industry sectors combining to feed our local Alabamians.

"For all we've done to bring prices down, there are still too many corporations in America ripping people off: price gouging, junk fees, greedflation, shrinkflation," said President Biden. "That's why we are going to keep on them and get the prices down."

The grocery industry has made headlines nationwide after President Biden's speech in South Carolina. President Biden urged our industry to lower grocery prices to relieve consumers in our aisles. I would like to provide our members with some factual information they can share with customers and the media about this issue.

As you all know, grocery prices can be driven by hundreds of external factors. We saw notable issues during the pandemic with supply chain, transportation, energy, and labor, just to name a few. In an industry with a 1-2% profit margin, grocery stores must change prices as these spikes occur within the industry. With the exception of a few outliers, such as the post COVID-19 pandemic, grocery prices have remained steady between 1-4% since 2003. With recent high inflation, there are some products that have seen notable spikes such as bacon, eggs, and ground beef. The pricing of beef, for example, is affected by cattle supply, cattle feeding costs, product costs, and much more. The extreme drought has lowered our cattle supply. The war in Ukraine contributed to increased costs in wheat, cooking oils, livestock feed, packaging materials and fertilizer.

Grocery prices are the result of numerous national industry sectors combining to feed our local Alabamians. While Alabama retailers would love nothing more than to please our communities with lower grocery prices that match or exceed pre-Covid levels, the state of our industry on a national level and the multiple external factors hinder us from achieving this goal. Our state was, however, able to reward hard working Alabamians through the lowering of the state grocery tax, and we are willing to continue working with the diverse industry sectors to help consumers feel relief when shopping in our stores.

If you receive questions, please utilize our Association's statement on grocery pricing, so that we can stand as a unified voice:



Increases in food prices are driven by dozens – if not hundreds - of factors. The prices we pay for groceries are only visible in supermarkets, but they reflect the value of contributions of many diverse industry sectors, all of which make vital contributions to the process from which food travels from farms to homes. Grocery shoppers can rest assured that a cost increase is not related to increased profits, and instead due to a spike in costs due to labor, lower capacity production, commodity prices, energy costs, and even transportation demands. These examples are a few to help contextualize environmental factors that influence food prices, while the grocery industry maintains a net 1-2% profit margin, which has been consistent for more than two decades. With the exception of a few notable outliers, such the current post-COVID inflationary period, increases in average grocery prices have held steady between 1-4% since 2003.

Thank you for allowing AGA to be the Voice of the Grocery Industry in Alabama!

Ellie Taylor



#### 2024 SESSION SO FAR



PATRICK McWHORTER Legislative Representative The McWhorter Group

We need your comments and suggestions as to how to deal with so many issues, especially how they might affect your business and your customers.

The 2024 session of the Alabama Legislature gaveled in officially on February 6th. As leadership evolves and progresses, things are done differently, and this year is certainly no exception. House and Senate decided they would spend the first month dealing with the most highly charged political issues before getting down to the remainder of their business.

The House began with a twobill package on gambling. The Speaker appointed a special task force last year to take the time to investigate and develop bills for the House. What came out was first of course, a proposed

constitutional amendment (HB151) for the November 2024 ballot removing language prohibiting any form of games of chance. Also included is a repeal of all existing local constitutional amendments allowing gambling in Macon, Lowndes, Jefferson, Green and Mobile Counties. It also allows for a statewide lottery. The second bill (HB152) creates the Alabama Gaming Commission and allows licenses for legalized casino games at current Poarch Creek Indian facilities in Wetumpka and Atmore plus the site of Mobile Greyhound Track (now owned by the tribe), as well as current dog track facilities in the above-mentioned counties. It adds a new site for Poarch Creek somewhere in the northeast corner of the state. The bills passed, comfortably surpassing the three-fifths vote required for a constitutional amendment.

The two bills have run into some problems in the Senate. But it appears they are working those out, but it remains to be seen if those changes are agreed to by the House. AGA's position for many years is to take no position on the gambling issue. We have been steadfast, however, in insisting that the

commission paid to retailers for selling tickets for the lottery be fair. In the House and Senate passed versions, retailers will be paid 7%, which is equal to the highest percentage paid in any state in the nation. We will not share in the winnings of any ticket sold in our stores, but it is the consensus that a steady revenue stream from the sales commission outweighs any possible award percentage.

The Senate began with "DEI" (Diversity, Equity & Inclusion) legislation. The bill will ban DEI efforts and departments at all schools including universities, as well as businesses. They also dealt with several other "red meat" political bills. The Creating Hope & Opportunity for Our Student's Education (CHOOSE) Act was signed by Governor Ivey on March 7th. It will allow families to receive up to \$7,000 per year from the Education Trust Fund to pay tuition at private schools. It is capped at a maximum of \$100 million.

Then the Supreme Court struck, and Alabama received yet another black eye nationally. Their ruling affirmed that an embryo in an infertility clinic (IVF) was a human being. The two major

IVF facilities in the state immediately ceased operation, creating an outcry and much anguish here and across the nation. Sen. (Dr.) Tim Melson, and Rep. Teri Collins, hurriedly prepared legislation protecting those clinics from lawsuits and clarifying current law. SB159 was signed by Governor Ivey on March 6th and ensures civil and criminal immunity for medical professions in the case of unintentional death or damage to an embryo, which allowed IVF clinics to reopen in Alabama.

In the meantime, lots of other things are going on. Rep. Chip Brown introduced HB66, creating new requirements for the labeling of seafood in restaurants and grocery store delis. We worked closely with allies and the bill passed the House with amendments which will protect our members from increased labeling requirements. Retailers that are part of the Perishables and Commodities Act under federal law are not subject to this new regulation, which includes all other parts of the retail establishment for grocery stores.

We were disappointed that the Mixed Spirits Beverage Task Force decided to issue a report (as required) without holding a final meeting. Co-Chair Senate Majority Leader Steve Livingston wrote that there were too many issues remaining to be decided, therefore, "It is the opinion of the committee that spiritbased RTD cocktails remain under the control of the ABC Board until some of the above questions can be answered."

We are continuing to work with the Petroleum & Convenience Marketers of Alabama and other partners to get this legislation moving. The primary issue continues to be differences between soft drink distributors and beer and wine distributors over the inclusion of franchise language (protecting the franchised area of a distributor). Bart Fletcher. President of P&CMA, did an excellent job explaining our issue in a nutshell to the AL Daily News and 1819 News: "Our goal is to provide this new product in our stores to our customers, who are asking for it, and frankly, are a little bit confused. If you go to a University of Alabama football game, you can buy a spirit-based RTD in Bryant-Denny Stadium, you can buy (one) at Neville Arena at Auburn, but you can't buy a package of RTDs at your local

convenience or grocery store. I think that's just confusing to the customer." While not the recommendation he was hoping for, Fletcher told the press that he and other supporters of the measure would continue to advocate for the availability of spirits RTD to be expanded.

And after several years of introduction with no success, Sen. Iack Williams of Mobile persuaded the Senate to approve his SB23, to make it a Class C felony to manufacture, sell or distribute 'cultivated meat.' Cultivated meat is grown in labs using animal cells but without having to raise and kill animals. Last year, U.S. regulators approved the sale of chicken made from animal cells, allowing two California companies to offer "lab-grown" meat. AGA has concerns about this bill and will be working with the sponsor and House members to correct those concerns.

Continued on page 10

After the March 11th break, they will return to address Lt. Governor Will Ainsworth's package of legislation dealing with improvements in the state's workforce develop efforts. Leadership had originally planned to take their normal Spring Break the week of March 25th, and after it seemed they might skip it, it now looks pretty certain it will happen. The

big problem is that over half the session will be completed before they get down to the "normal" business of the legislature, passing budgets, etc. It will be a mad dash to the constitutionally required deadline to end the session on May 20th.

We're here for you! Please pay particular attention to the legislative report in our weekly Market Minute. It also contains a tracking report of all the bills we are keeping up with. We need your comments and suggestions as to how to deal with so many issues, especially how they might affect your business and your customers. You can reach me at 334-221-0220 or patrick@ themcwhortergroup.com.

#### **ASSOCIATION NEWS**



The Alabama Grocers Association is proud to announce that the Monday night of our Annual Show is now dedicated to furthering education and career development in the grocery industry at our brand new Fund the Future event. For the attendees at the Sandestin Golf & Beach Resort, you can expect July 29th to be a night of celebrating our 2024-2025 AGEF Scholarship recipients, enjoying fun games, and taking your chances at some raffle packages, all while raising money for our Foundation. All benefits from the Fund the Future event will go toward our Alabama Grocers Education Foundation scholarship and tuition reimbursement programs. For more information about our Foundation, please visit https://alabamagrocers.org/foundation/. Together our impact is great!







ALABAMA GROCERS EDUCATION FOUNDATION





Are you looking to grow your career through college courses and professional development?

**Apply for the Alabama Grocers Education** Foundation Tuition Reimbursement!

Funds are available year round!

THE ALABAMA GROCERS EDUCATION FOUNDATION IS DEDICATED TO ENRICHING EDUCATION AND CAREER DEVELOPMENT IN THE GROCERY INDUSTRY.









# FOOD INDUSTRY FINEST LUNCHEON

OCT. 30, 2024 11:30 AM - 1:30 PM THE CLUB





RETAILER OF THE YEAR

Kamal Constantine
Piggly Wiggly Gulf Coast



WHOLESALER OF THE YEAR

Charles Weathington



VENDOR OF THE YEAR

Don Richardson
Coca-Cola Bottling
Company UNITED

Pongrafulations

## ALABAMA STATE LEGISLATORS CONTINUE TO WORK **TOWARDS STRONG ECONOMY IN 2024**



**PAUL DeMARCO** AGA General Counsel Parsons, Lee & Juliano, PC

Companies from around the world continue to look to make Alabama their new home.

While inflation and the cost of doing business has battered both businesses and consumers, as a whole the state of Alabama has enjoyed success in economic development.

Companies from around the world continue to look to make Alabama their new home.

The state has had some of the lowest unemployment of any in the Nation, but Alabama leaders have also said they were going to focus on ensuring those businesses that have "wanted help" signs out get the help they need.

Alabama lawmakers have approved numerous incentives to draw new jobs



to the state, but have also worked on ensuring that our state's small businesses have what they need to succeed. Small businesses are the largest employer in the state and need government to work to ensure there are fewer hurdles to serve their customers.

With tax receipts at record levels, Alabama State Representatives and Senators have appropriated historic budgets to education to provide a stronger workforce for the business community. With stronger academic achievement, we will have a larger pool of applicants in state to employ.

Alabama leaders also have worked to restrict, reduce and eliminate burdensome regulations that stand in the way of businesses being able to thrive. We have seen at the federal level such regulations have held back the ability of business owners to increase

their employment and growth.

Finally, we have seen legislation passed to stiffen the penalty for those that target retailers with theft and shoplifting. We need to now ensure both law enforcement and prosecutors work with the businesses to ensure the justice system works as the law provided to punish those that steal products and merchandise from our businesses.

Alabama has embraced the importance of keeping our state businesses moving forward to retain and employ more citizens. The upcoming year looks like it will be more of the same and another successful year.

Paul DeMarco is a former member of the Alabama House of Representatives and is the general counsel for the Alabama Grocers Association.

### GETTING SMART ABOUT ARTIFICIAL INTELLIGENCE



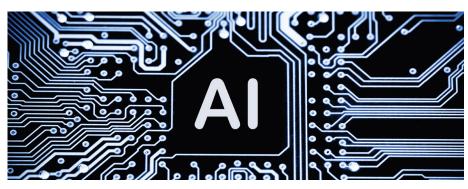
MICHAEL SANSOLO Retail Food Industry Consultant

In the meantime, business people must seriously consider how to utilize this new tool to solve all manner of complex operating issues in hopes that we can use AI to better serve customers, build sales and reduce costs.

Whenever retailers need think about technology, I suggest they first consider a scene from the movie "The Right Stuff" about the dawn of the US space program.

In the scene, one of the original Mercury astronauts asks one of the scientists overseeing the project to explain what makes a rocket fly. The scientist quickly responds that the astronaut would never comprehend the physics involved. But the astronaut shuts him down.

What makes the rocket fly, he says, has nothing to do with physics. Rather it's all about money. "No bucks, no Buck



Rogers," he says. In other words: no money, no space program and no otherworldly heroes.

When retailers (or any business) think about technology they need to use or buy, please keep that bit of dialog in mind. After all, you don't really care about data speed, mbs rates, bits, bytes or anything else. What you want to know is simple: how does this increase sales or reduce costs?

In other words: no bucks, no Buck Rogers.

Today all businesses are challenged to understand a rapidly growing area of technology that frankly none of us understand well: that is, Artificial Intelligence or AI. AI promises to unleash computer power in a way that most of us cannot imagine, in which computers themselves harness the ability to solve complex problems by accessing and organizing information faster than we can believe.

Start by accepting that AI is here and already in use. For a simple example, visit the travel app for Expedia. com, which uses AI to help users plan a range of details for their trips. (Expedia's ads already list its AI powered tools a positive feature of the site calling it "your personal travel advisor.")

AI is a tool we'll all need to understand and use as a competitive reality. I have no doubt that in the very near future this advanced form of computer-based intelligence will be used to help us analyze sales patterns, help in store merchandising decisions, inventory management, ordering and even in building staffing schedules.

And in much the same vein that Expedia uses AI to help plan trips, it's easy to imagine future supermarkets having AI powered aps and kiosks to help shoppers plan menus, including where to find ingredients in your stores.

There are already home improvement stores around the world using AI to help customers locate the items they need to complete specific projects.

Not to scare anyone, but simply do a Google search on "AI powered menu planning". I did and got nearly 1 billion potential solutions including some that focus on menu ideas with emphasis on budget, cuisine preferences or even specific diets, such as vegan. In other words, this isn't science fiction, it's a current reality.

Another reason to start working on AI now is that the science behind this computing power keeps both changing and expanding. As All Tech magazine recently reported: "In its earliest days, AI was little more than a series of simple rules and patterns. But over time, it has become increasingly complex and sophisticated. With each new breakthrough, AI has become

more and more capable, capable of performing tasks that were once thought impossible."

Today, what's referred to as generative AI tackles complex tasks allowing users to address problems that were previously beyond the computers most of us use. And the growth of that computing power is only continuing.

So yes, it's easy to be spooked by AI especially as we all hear news stories about AI being used to create "deep fakes" that do everything from produce phony pictures of Taylor Swift or copy the voices of politicians. Likewise, we've all seen far too many movies in which intelligent computers threaten the human race and let's hope smarter minds than ours know how to prevent all of that.

In the meantime, business people must seriously

consider how to utilize this new tool to solve all manner of complex operating issues in hopes that we can use AI to better serve customers, build sales and reduce costs.

But to specifically demonstrate AI for this article, I turned to Chat GPT, an AI site any of us can use, and asked it to explain AI, but in the form of a Haiku, a style of poetry with limits on the number of syllables in each line. In less than five seconds. this is what I got:

Silicon whispers, Logic blooms in circuits bright, AI dreams take flight.

Both amazing and, at the same time, pretty useless, I'd argue. But don't scoff at AI or its potential. Because the reality is that all of us will soon be competing with those who figure out how to use AI to better and more quickly perform tasks than we can. Just maybe not poetry.

#### **ASSOCIATION NEWS**



#### DAY ON THE LAWN

Please make plans to join us at Buy Alabama's Best Day on the Lawn on March 20, 2024, from 11 a.m. to 1 p.m. on the Capitol Lawn in Montgomery. The press conference will be from 11-11:15 a.m. followed by the sampling event ending at 1 p.m. Governor Kay Ivey and Agriculture Commissioner Rick Pate are scheduled to attend. Executive Officers, Legislators and their staff members are invited to join as well. We hope to see you there!

# FOOD INDUSTRY COMMITTED TO HEALTH & WELL-BEING INITIATIVES



JENNIFER HATCHER
Chief Public Policy Officer
Food Marketing Institute

FMI report finds most food industry companies implement established nutrition, health and well-being strategies

As Americans' interest in nutrition and healthy eating has increased in recent years, companies across the food industry have implemented numerous initiatives to support consumers' health needs and priorities, according to FMI – The Food Industry Association's new Food Industry Contributions to Health and Well-Being 2024 report.

The grocery store has become an increasingly important and accessible destination for health and well-being in the community – providing everything from feeding assistance to preventative care to nutrition guidance, all while helping consumers shop for and prepare nourishing, practical meal solutions for themselves and their families.

The industry is continuously working to meet consumer demand for nutrition and health and well-being services in order to positively impact food purchasing decisions both online and in-store. These range from personalizing nutrition recommendations to spotlighting product claims as well as working to support and nurture healthy shopping, cooking, and eating habits.

In fact, FMI's report finds that 70% of responding companies are currently operating with established nutrition and health and well-being strategies for both customers and their own employees. That percentage is even higher, at 84%, if we look just at food retailers.

Registered Dietitian
Nutritionists (RDNs)
increasingly play an
important role in developing
these strategies and have
a seat at the leadership
table. Seventy-one percent
of responding companies
have dietitians in place at
the corporate level, where
they integrate with company
executives to drive strategic
leadership, regulatory

affairs, labeling, ecommerce and digital merchandising and marketing and communications initiatives. Nearly one in five companies surveyed employ registered dietitians in their retail locations in a variety of roles impacting the health of both customers and employees.

Nutrition teams are also becoming more diverse, incorporating a wider crosssection of an organization's overall leadership framework. The individuals who are responsible for driving health and well-being opportunities include nutrition leadership, such as RDNs, and health and well-being leadership. Other leaders in the C-suite, human resources, and pharmacy teams are all increasingly involved in shaping health and well-being opportunities across responding food industry companies.

With more consumer interest in connecting the science of food and nutrition to overall health, the opportunity to implement Food as Medicine programs, particularly in the grocery store setting, is growing in importance. FMI has resources in this area to help companies navigate the developments and opportunities in the

Food as Medicine space. These include a report we published in partnership with Oliver Wyman titled "How Accepting Healthy Benefits Support Customer Wellbeing," as well as a related digital seminar exploring the topic in greater detail.

With increased awareness and interest, companies are delivering highly relevant strategies and programs, designed to help reduce dietrelated disease and support health goals for shoppers. Most prevalent are path-topurchase marketing, incentive programs and personalized nutrition education solutions that work together with prescription programs and medically tailored nutrition.

Food industry companies are also making nutrition and health programs tangible for employees, with companies increasingly offering nutrition counseling and well-being and weight-management classes.

In addition to providing signage, displays, nutrition attribute labeling, recipe ideas and lifestyle guidance, RDNs in the food industry are also providing group classes and one-on-one nutrition counseling, also referred to as medical nutrition therapy (MNT), directly to consumers both in-person and virtually. The positive health outcomes of MNT have been repeatedly studied and documented and prove again that the grocery store is an accessible

destination for health and well-being.

As consumers increasingly seek support to achieve their health goals, food industry companies will continue to work to align their health and well-being strategies with overall company strategy, mission and vision through the work of registered dietitians and other health professionals to improve the nutrition and health of customers, employees and communities.

To download the Food **Industry Contributions to** Health and Well-Being 2024 report, visit www.FMI.org/ HealthandWell-being.

#### ASSOCIATION NEWS

## **BUY ALABAMA'S BEST RETAILER LUNCHEON**



Retailers from across Alabama gathered with the Alabama Food Manufacturers & Producers Association to discuss plans to promote Alabama products throughout the year and to give back to our community by supporting Children's of Alabama. To date, this program has raised over \$855,000 for Children's of Alabama, and we are proud that our donations stay right here in our state. Thank you to everyone who was in attendance to kick off our 2024 Buy Alabama's Best events!





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Holten Meats

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J.M. Smucker

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Mrs. Stratton's Salads

Perfect Hydration

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Campbell





















## **ALABAMA GROCERS ASSOCIATION AT THE 2024** NATIONAL GROCERS ASSOCIATION SHOW



#### ALABAMA BRINGS HOME 4TH PLACE FROM NGA'S BEST BAGGER COMPETITION

The winner of the Alabama Grocers Education Foundation's Best Bagger Competition competed on the national stage at the NGA Convention. As a strong representative from our state, Braedon Downey of Publix Super Markets, Inc. took home 4th place! We are so proud of his hard work, determination and passion. Congratulations, Braedon Downey!







#### AGA ATTENDS THE NATIONAL GROCERS ASSOCIATION'S SHOW

The 2024 National Grocers Association's Show provided exceptional opportunities for networking, building relationships, learning, and promoting our state. The educational seminars conducted by premier professionals provided key insights for AI, technology, the labor sector, leadership, and more, prompting the convention hall to be standing-room only. We enjoyed building connections with new and current members throughout the show and on the sold out exhibit hall floor. It was an honor to join the industry leaders of our nation at such a large-scale event for the 2024 NGA Show. See you next year!

#### **AGA NEW MEMBERS**



**Will Davis American Transport & Recycling** wdavis@amfiberservices.com



**Angela DeBerry** H.L. Coshatt adeberry@coshattco.com



**Kerianne Lavin DIGI America** kerianne.lavin@diai.us

ASSOCIATION NEWS -

## **GOVERNOR IVEY PROCLAIMS** FEBRUARY 22, 2024, SUPERMARKET EMPLOYEE DAY IN ALABAMA

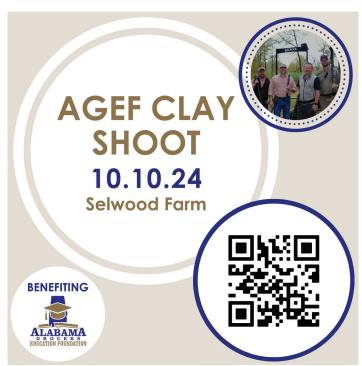
Governor Kay Ivey proclaimed February 22, 2024, Supermarket Employee Day in Alabama. On this day, we celebrate and recognize supermarket employees at every level for the essential work they do feeding families, serving their communities, and enriching lives. Supermarket employees provide Alabamians with access to safe, healthy and affordable food as well as providing countless volunteer hours in their communities. We are thankful for our local heroes.



#### **UPCOMING EVENTS & SOCIAL MEDIA ACCOUNTS**











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