



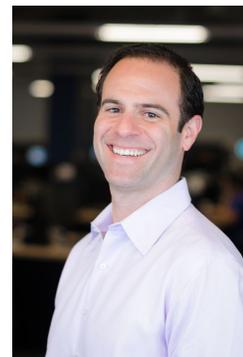
APRIL 2019

EVENTS | NEWS | CAREER CENTER |

MEMBERSHIP

A Letter from Brian Winshall with GlobalTranz

Food and beverage producers are under more competitive pressure than ever before. Changing consumer expectations, stricter retail and grocery warehouse compliance programs, rising transportation costs, new competitors, and keeping up with the fast pace of technological change are but a few of the challenges you face. At GlobalTranz, we experience our food and beverage clients' challenges first-hand each and every day and have built proven solutions that are delivering meaningful value to our clients.



GlobalTranz was founded in 2003 to help shippers take on these challenges. Our original mission was to build an LTL technology platform that any shipper, no matter the size, could use to create significant efficiency gains, visibility, and control with the best service at the lowest possible rates. Since then, GlobalTranz has grown

both organically and through acquisitions to become a \$1.4B technology-driven third-party logistics (3PL) solutions provider and a leader in the industry. Today, we offer [a full suite of modal solutions](#), including Truckload, LTL, Expedite, Air & Ocean, Intermodal, and Small Parcel. In addition, we provide [Managed Transportation Services](#), [Supply Chain Solutions](#), and [Project Logistics](#).

In short, we can manage any shipment from a small parcel to a 500,000 lb. piece of heavy machinery on your behalf. We manage it all through our award-winning [GTZconnect™ product suite](#) and provide outstanding customer service through our team of highly seasoned logistics experts. As a result, GlobalTranz is uniquely positioned to support your business, whether you are an established presence in the market or just starting out. Most importantly, through our portfolio of modal solutions, products and services, we can not only support your growth but can grow our solutions along with you.

GlobalTranz has a long track record of working with food and beverage producers to take control of their transportation and logistics and to transform what is often only viewed as an expense into a competitive advantage. Since Food & Beverage is our largest vertical in our portfolio we have proven talent, process, and technology that we are able to leverage

We joined the Chicagoland Food & Beverage Network because we believe in its mission *“To leverage the power of the food & beverage industry in Chicagoland to grow the industry **and** the local economy.”* With offices in downtown Chicago and suburban Niles and Lombard, you don’t have to look far to find support from GlobalTranz. We want to support CF&B, offer value to their partners, and materially contribute to the greater Chicago community.

Last fall, we hosted a Solutions Workshop on “Hot Topics In Supply Chain Management” at our Niles location, and we look forward to hosting more CFBN events in 2019. We are also committed to sharing insights and best practices from our work with food and beverage producers. Please peruse our blog to learn about [how to mitigate the effects of a potential closure of the U.S./Mexico border](#), [how to navigate Walmart’s tightening “On Time/In Full” delivery requirements](#), or [listen to a recent podcast, hosted by Plante Moran](#), on the topic of leveraging data and technology to close supply chain capability gaps. In addition, we are committed to further supporting the CFBN membership community by serving as a roundtable resource for middle-market companies.

On behalf of everyone at GlobalTranz, we look forward to partnering with you to solve your toughest challenges, grow your business and support this unique community.

Sincerely,

Brian Winshall, EVP Sales, GlobalTranz

GLOBALTRANZ®
Freight driven by technology.

HOT TOPICS

A Note from CFBN:

Thank you! And, an Anniversary Membership Discount to celebrate!

Can you believe that our organization is already celebrating our 2nd Anniversary? When we look back over all that we, together with all of your support and involvement, have been able to build over the past 2 years we are amazed! As of today, we have over 100 corporate members and 150 individual members that have joined - and, we continue to grow each day. We can't begin to express how exciting this experience has been, and we thank each and every one of you for your continuous support. Here's to another year of growth and innovation at CFBN!



As we celebrate our 2nd Anniversary - we wanted to share a special **Thank You** with our individual members who remain so active, supportive, and engaged in the association. To show our thanks, we are offering a \$50 discount for the month of April on all individual memberships and renewals. Remember that CFBN is proud to offer:

- ***40+ events and networking opportunities - with CFBN members always receiving a 50% registration discount!***
- ***Membership discounts and special packages at industry events all over Chicagoland***
- ***A Network with over 100 active corporate members - with involvement of food and beverage, start-up, and manufacturing companies from across the industry***
- ***Added value via our new concierge and consulting opportunities.***

The expansion and specialization of our network has resulted in greater opportunity and value for all members. Individual membership pricing, reflecting these additional resources, are normally \$259 annually. This month (April 1 - 30) we are happy to offer \$50 off of an individual membership, bringing your total to \$209 for the year! As always, we appreciate your continued support and involvement in the Network. If you have any questions about your membership, or need assistance with joining and/or renewal, [**please do not hesitate to reach out!**](#)

The Intel Distillery

Powered by Bader Rutter, systematically analyzes the most important food system news, trends, and policy issues, then filters them down to the most pertinent information so you can make better business decisions. Check out this excerpt from their upcoming newsletter, "Friday By Noon":

"We've suggested that labels represent the endpoint of the industry's and the public's discussions about food values: where food comes from, how it's made, and how safe and healthful it is. (ref: The Intel Distillery's "Don't Label Me!" focus feature.) Recent attention to meats and milks have captured food influencers'

attention. But this week, influential conversations about defining rice, spring water and “healthy” rose to the top.”

If you would like to receive updates on Intel Distillery happenings click [here](#) & sign up at the bottom of the site page. [Subscribe](#) to the "Friday By Noon" newsletter.



IMEC Emerging Leaders Bootcamp



Our Network partner IMEC is accepting applications for their Emerging Leaders Bootcamp with a special **"BOGO" offer on registrations, using code CFBN_BOGO**. The skills developed through this training will equip new and emerging leaders to confidently assume their supervisory responsibilities. The deadline is **Tuesday April 16th**, so learn more about how you can register today.

Learn more & register [here](#)

EVENTS

Hosted by **CFBN!**



Ripped from the Headlines: Recall Event

Date: April 30, 2019, 7:30 - 10:00 a.m.

Location: Freeborn & Peters LLP, 311 Conference Center (2nd Floor), 311 S Wacker Dr, Chicago, IL 60606



We're excited to unveil the first event of our Science & Technology Series – and we're partnering with a slew of fantastic CFBN members - Join us for a discussion on best practices for food & beverage recalls using real life "ripped from the headlines" scenarios. With continued conversation on the "ins and outs" of surviving and maintaining a healthy, growing brand by proactively preparing for the worst. We're offering **\$25 off** of registration! Use code **"Recall2019"** at checkout.

[Register Now](#)

Cannabis/CBD Events: May's Innovation Breakfast, and CFBN's Speakeasy Tasting Event

Save the Date! *Thursday, May 9, 2019*

Keep an eye on your inbox...we will be sending out invites for TWO upcoming events delving into the emerging marketplace around cannabis and CBD. May's Innovation Breakfast will explore the topic in-depth, followed-up by a Speakeasy tasting event later that night! Details coming soon...but mark your calendars because these are two events you are not going to want to miss!



What Keeps Employees In a Job: *Examining Best Practices For Building AND Retaining a Productive Workforce*

Save the Date! *Tuesday, May 14, 2019*

Join CFBN and industry partner, **IMEC**, the **Illinois Manufacturing Excellence Center**, for a conversation on what drives the building, development, and retention of an engaged workforce. Disengaged employees may disconnect from the workplace and may become less productive than their counterparts - meaning they may negatively influence customer relations, sales, quality, productivity, and overall employee retention. In creating a workforce of engaged employees that are motivated, committed and focused on doing the job right, you are able to drive positive, measurable results to your bottom line.

NEW! The Founders' Series: Finance

Save the Date! *Wednesday, May 15, 2019*

We are very excited to announce a brand NEW series! Join us in May for the first event in our newly launched **Founders' Series** - presented in partnership with JB Chicago (A CA Fortune Company), Fifty Gazelles, and PRE Brands. The Founders' Series is a new CFBN series focused on creating conversations and connections for founders' from the growing and scaling companies of the Chicagoland start-up food scene. This new series will pair food, finance, cutting edge conversation, and a bit of networking for a happy hour well spent. Our first event - **Finance** - sets the tone and pace for curated conversations with the experts and peers you want to know.

Industry Events!



- **4/18: The Hatchery Grand Opening** Join The Hatchery for a special evening event exploring the future of food: taste innovative products and hear from a panel of experts into the trends driving our industry. Learn more [here](#)
- **4/30: Chime In With The Chamber (*Member Discount Available*)** is a speaking platform for members of the Chicagoland Chamber to share insights and in-depth expertise about an important aspect of business, or life. Learn more [here](#)

- **4/30: Financing Your Consumer Product Company: Natural, Organic, Specialty, Retail & Premium** A Comprehensive seminar that provides entrepreneurs and executives an in-depth understanding of what it takes to raise capital. Learn more [here](#)
- **5/1 - 5/2: The Becoming A More Effective Sales Manager In The Natural And Specialty Channel** Topics for this event include sales planning & budgeting, pricing & margins, opportunities with Kroger, working effectively with brokers. Learn more [here](#)
- **5/2: Managing Supply Chain Risks (Cottingham & Butler Invite-Only)** Join [Cottingham & Butler](#), [BMO Harris Bank](#) and [The Acheson Group \(TAG\)](#) on May 2nd for a complimentary, interactive workshop to discuss and address the varied and ever-changing risk within our supply chains. Learn more [here](#)
- **5/7: Whole Genome Sequencing (*Member Discount Available*)** Join our member IFSH in learning more about WGS during two-day symposium, followed by a tutorial, and hands-on workshop. Learn more [here](#)
- **5/7 - 5/9: Food Safety Summit (*Member Discount Available*)** Learn the importance of food safety throughout the supply chain and how each community that makes up the ecosystem is connected. Learn more [here](#)
- **5/21 - 5/22: Protein Trends Seminar (*Member Discount Available*)** The 2019 Protein Trends & Technologies Seminar consists of two separate programs with different themes, attendees may register for either day or for both days for a cost savings. Learn more [here](#)
- **5/29: Fresher, Faster, Tastier** Global Midwest Alliance invites you to its first program in the Alliance's 2019 Innovation, Growth and Globalization Industry-Focused Series. Receive **\$20 off by using code 19CITCA**. Learn more [here](#)

Our food & beverage industry wide events [calendar](#) is updated regularly and 2019 promises to have an exciting roster of events!

NEWS

April Highlights

- Taste the Trends: Innovation Dine-Around was a blast! To see event photos and highlights from our first live tasting event with our member Datassential, click [here](#)

- See our [live stream](#) of Chef Jennifer Aranas at *Taste the Trends* with Datassential, as she discusses 2019 food and beverage trends
- Our member Imbibe has been nominated for best R&D team of the year. Click to vote and learn more about Imbibe [here](#)
- Which Chicago-area companies are the best to work for? Two of our members, Bluedog Design and Cresco Labs, made the list! Offering lots of perks like flexible remote-work policies, great benefits, and comfortable workspace. Learn more [here](#)
- Imbibe released a report on beverage trends at Expo West, which took place March 6 to 9 in Anaheim, California. Learn more [here](#)
- Our member Randy Bridgeman with our member Perkins Coie has been nominated for The Deal Awards! Read the full list of nominees [here](#)
- Cultivian Sandbox, which backs agriculture- and food-tech companies, has raised a \$135 million investment fund, and our cornerstone member ADM is one of the new investors. Learn more [here](#)



Member Updates

A Note From Sean Bisceglia about Curion's eFive Initiative - whether you are a start-up or a legacy brand looking for investment capital to help you expand, or you're ready to sell and move on to your next challenge, private equity or venture firms will put you through a [due diligence process](#) that can be onerous. It runs the gamut from financial review and risk tolerance to market size and trends, competition, sales and customer satisfaction. Today, smart brand owners are coming to the table with some of those key insights already in hand.



Read the full article [here](#)

*CFBN is also hosting an **Emerging Brands Roundtable** featuring eFive in April. If you are an Emerging Brand (*Start-Up or Growth Stage Food & Beverage Company*) and would like to join us (this event is by invite-only), [please email](#) for more information!

Kraft Heinz Springboard Incubator Program - a platform dedicated to nurturing, scaling and accelerating the growth of emergent brands within the food and beverage space – is preparing to launch its third cohort.

Before applications for this new cohort close on **Friday, June 14**, come meet White Space Platforms Head, Elizabeth Obbard, and the new Springboard Incubator Lead, Kelsey Courser at CFBN's first **Founders Series Event on Wednesday, May 15**.

Following that event, Springboard will also be hosting **"Office Hours" on Wednesday, May 29**. Elizabeth, Kelsey - along with several members of the

Springboard team and graduates of the 2nd Incubator class – will be on hand to share their learnings, answer questions on the program, and assist with the application process.

Learn more [here](#)



Event Recaps

It's been a remarkable month for CFBN - and our events have reflected that. Head over to our news section to see some of our event highlights from [Taste the Trends: Innovation Dine-Around](#) and [Innovation Breakfast: Retail Technology Revolution](#).



Have news? We regularly [post news](#) and updates from around the industry on our CFBN news - make sure to include them in your daily reading, and [drop us an email](#) if your company has any newsworthy updates!

CAREER CENTER

Check out new opportunities in the Chicagoland area!

Our members are always looking for talented candidates to fill positions within their organizations. We're here to connect you to those wonderful opportunities. Check out these latest postings from our members! And don't forget to [visit our full job site](#) for all of the current opportunities.

Administrative Assistant - IMEC

Responsibilities Include:

- Create and maintain standard and electronic files and records
- Enter constituent data into proprietary databases; maintain and update records
- Complete annual reporting requirements
- Coordinate, schedule, arrange and secure meeting location for leadership and field staff
- Assist in agenda coordination for team meetings, off site meetings, and all staff meetings
- Maintain organizational archives



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Inside Sales Coordinator - Edlong



Responsibilities Include:

- Manage US house account by proactively touching base by phone and email to build contact network within customer R&D for potential development opportunities to expand sales revenue at existing accounts
- Assess and qualify incoming sales lead from multiple channels (company email inbox, website, telephone, trade shows, etc.) jointly with Applications department. Initiate follow up via phone and email to qualified opportunities
- Execute new customer development campaign against identified target markets for existing products
- Make follow up contacts to customers who received samples
- Research accounts, identify key players and generate interest

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MEMBERSHIP

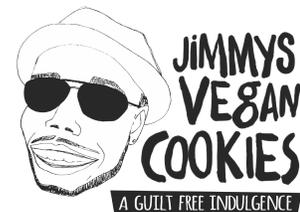
Say Hello To Our New Members!

Our network continues to grow! We are excited to welcome **GlobalTranz & Sapphire Flavors & Fragrances** to our network, which includes over 100 corporate members and partners, and over 100 individual members (and counting). Thank you for being a part of the organization!



CFBN Member Profile: Jimmy Prude with *Jimmy's Vegan Cookies*

From the start of my membership with CFBN, the team has been incredibly supportive of Jimmy's Vegan (and our product, Jimmy's Vegan Cookies). Recently, I was given the chance to showcase my product at their Taste the Trends event this month. It was exciting to be a part of an event that was so well attended and buzzing with excitement. The evening presented a great opportunity to engage with Chicagoland industry professionals, chefs, and food experts. As a small business owner in the food and beverage space, it's refreshing to be among talented individuals who have a wealth of knowledge. It was enjoyable for me to be within a space, where the conversation was rich with industry knowledge, expertise and



experience. This unique and diverse programming is high level, and reminiscent of my days at the Academy. Thank you CFBN for openly accepting Jimmy's Vegan, and the like, into the Network.

Jimmy is a supportive member of CFBN, thank you again for your well wishes!

CORNERS TONE MEMBERS



SUPPORTING PARTNERS



MEMBERS





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OUR MISSION

To drive inclusive economic growth in Chicagoland by bringing together the region's food and beverage industry stakeholders to pursue collaborative opportunities.

[Unsubscribe](#)