



MAY 2019

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MEMBERSHIP

A Letter from Michelle Lorge, VP Marketing, Simple Mills

As an associate of a small, fast-growing company, I knew that Chicagoland Food & Beverage Network (CFBN) would be a perfect starting point for establishing connections within the industry. I saw a huge need for a network of peers – both those in a similar, corporate life stage, but also those who were a couple steps ahead of us in terms of size. CFBN provides the forum for that need. It has been amazing to see CFBN transform over the past two years, and I look forward to seeing what they do for the industry in the near future.



I've attended several CFBN events, and each time I've met contacts that have been incredibly useful – from peers to collaborate with, to connections with experts and

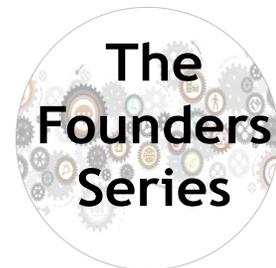
agency partners. The topics that CFBN covers at their panel discussions have been invaluable and have offered unique points-of-view to the Simple Mills team.

Another meaningful perk of being a part of the CFBN community is the visibility that it's given Simple Mills in the Chicagoland food arena. We've been astounded by the opportunities that we've been given as members of the Network. CEO Katlin Smith and I have both had the chance to speak on panels, be featured in newsletters and provide products for sampling at events. CFBN is a fantastic resource for creating new, and meaningful business relationships. Their team is always happy to consult with you and make connections. So, If you're not already a member, consider joining today!

HOT TOPICS

A Note from CFBN *Founders Series is on the CFBN Calendar!*

The time has come! We're unveiling the Founders Series - a fresh, CFBN collaborative event series presented in partnership with entrepreneurs and partners within the Network. This 5-part series of events will focus on creating conversations and connections for founders from the growing and scaling companies of the Chicagoland emerging food scene. With the combination of happy hour drinks, cutting edge conversation, and a bit of networking - we're certain that these events will be worth your while!



Part one of the series will be taking part **TONIGHT May 15 at 4:30 p.m.**, featuring leaders from [JB Chicago](#) (A CA Fortune Company), [Fifty Gazelles](#), and [Pre® Brands](#). **[Registration is still available!](#)** If you are an emerging food and (or) beverage start-up, or an innovator in the food space of Chicagoland - than this is a great opportunity that you don't want to miss! And, be sure to mark your calendar for our next Founders Series' event on **June 27th**, topics and speakers will be announced soon!

Cannabis Insights...

from Aclara Research founder Carmen Brace

"Stereotypes are shifting from lazy drug users to engaged, healthy users of a plant that improves well-being, athletic recovery and helps to relieve pain and insomnia, without side effects. Further, the recognition of health and wellness as a leading influencer of cannabis consumption is driving industry sales projections to \$80 Billion by 2030.



As cannabis and hemp products enter the mainstream, it's clear that consumer adoption is aligned to current behavior and attitudes - as consumers increasingly view 'the kitchen cabinet' as a factor in pro-active health management. As

consumers re-educate themselves on nutrition, they are making changes to what they eat. We compared results with our recent research study."

See the [Aclara Research](#) study [here](#)

The Intel Distillery

The Intel Distillery, brought to you by CFBN founding member [Bader Rutter](#), systematically analyzes the most important food industry news, trends and policy issues from the most influential sources.



Plant-based proteins, GMOs, and a correlation between human and planetary health are dominant topics of late. How are you staying on top of these issues?

MEATLESS MEATBALLS: Despite not having any specific stories like the recent white-hot IPO from Beyond Meat, plant-based proteins continue to dominate coverage. CNN [covered](#) the Big Vegan TS, McDonald's trial meatless patty in Germany. IKEA is developing a meatless version of their signature meatballs. Why? Ikea sites a United Nations FAO [campaign](#) linking food production and environmental stewardship.

BIOENGINEERED FOODS: Most recent discussions about GMOs have focused on their safety and association with pesticides. Two developments emphasize other uses of bioengineering to improve crops. "Feedstuffs" [described](#) a big regulatory step for a blight-resistant potato, and "Produce News" [wrote](#) about FDA approval of the Arctic Fuji, an apple designed not to turn brown.

FOOD AND CLIMATE: Several New York Times contributors [posted](#) a dominant digital feature called "Your Questions About Food and Climate Change, Answered." With little mainstream coverage, major reports from the EAT- Lancet Commission, the World Resources Institute and others have issued reports that correlate human health and planetary stewardship. This Times feature organizes much of this influential thinking into a consumer-friendly Q&A session.

Subscribe [here](#) to cut through the clutter on food, beverage and Ag every Friday, by noon.

EVENTS

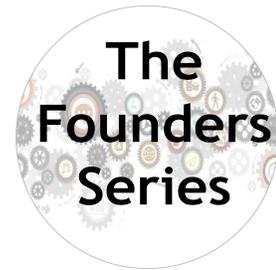
Hosted by CFBN! 

Founders Series: Finance (TONIGHT!)

Date: May 15, 2019, 4:30 p.m. - 7:00 p.m.

Location: Pre Brands, 308 W. Erie St. Ste. 200, Chicago, IL

Join us tonight, as we launch **The Founders Series** - a new CFBN series presented in partnership with [JB Chicago](#) (A CA Fortune Company), [Fifty Gazelles](#), and [Pre Brands](#). This 5-part series of events will focus on creating conversations and connections for founders' from the growing and scaling companies of the Chicagoland start-up food scene. The Founders Series will combine food, cutting edge conversation, and a bit of networking for a happy hour well spent.



We will also be joined by Caroline Sherman from the new [Seeds of Change Accelerator](#) powered by MARS - which is helping companies to shape the meals of tomorrow. Applications for the upcoming cohort are open until **May 31st** - so join us at the event to learn more about their offerings and this exciting new opportunity!

Register Now

You Have A Great Concept - What Next?

Date: June 5, 2019, 5:00 p.m. - 7:30 p.m.

Location: WeWork, 515 N. State Street (River North), 14th Floor WeWork Lounge, Chicago



The creation of a new product is a labor in itself - research, inspiration, time, and investment. All of these play a role in order for you, the founder, to deliver a new product to market. **But - once you have the next great concept - what is next?** Join us in June to explore the next steps and the important resources that you need to explore in order to bring your product to market and focus in on your consumer. What drives sales? How do you know and capture consumer interest and intent - we've got the answers.

Register Now

Best Practices for Building & Retaining a Productive Team

Growth & Culture Channel

Date: June 20, 2019, 7:00 a.m. - 9:00 a.m.

Location: Bank of America, Merrill Lynch, 135 S. LaSalle Street, 43rd Floor Chicago, IL 60603



You strive to build and retain a productive team in a highly competitive talent market. But...how do you drive increased innovation, productivity, and bottom line performance if your existing workforce is disengaged? Join CFBN and industry partner, IMEC, for a conversation on what drives the building, development, and retention of an engaged team.

Register Now

SAVE THE DATE!

The Amazon Effect: Delivering on increasing consumer expectations with technology

Date: Tuesday, June 18, 2019

Location: Edelman, (at Aon Center), 200 E Randolph St, 66th Floor, Chicago, IL 60601



Full event information & speakers coming soon!

Industry Events!



- **5/21 - 5/22: Protein Trends Seminar (*Member Discount Available*)** [Global Midwest Alliance \(GMA\)](#) 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](#)
- **5/21: New Professionals (*Member Discount Available*)** [Chicago Section IFT \(CSIFT\)](#) is hosting a cocktail class that offers an interactive look at the art of mixology. Taste cocktails as you learn about flavor combinations. Learn more [here](#)
- **5/29: Fresher, Faster, Tastier (*Member Discount Available*)** Global Midwest Alliance invites you to its first program in the Alliance's 2019 Innovation, Growth and Globalization Industry-Focused Series. Learn more [here](#)
- **5/30: Made in the Fab Lab: Science Edition** Join our partner [Polsky](#) and learn how researchers across the sciences have used digital fabrication to create tools for their research! Learn more [here](#)

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

NEWS

May Highlights

- On May 7, we were invited to take part in a discussion at [The Hatchery](#) to reflect on the innovative edge that Chicago has (and will have) on the food & beverage scene. Click [here](#) to see exclusive photo content.
- It's a topic of conversation around the country and in every nook and cranny of the food and beverage world. Depending on who you talk to, cannabis is primed to be a golden goose for food and beverage companies. Read [more](#)
- If you want to know all about what it takes to develop an innovative new beverage, this podcast episode is for you! Andy and his team at Imbibe are experts in developing beverages. Read [more](#)



Member Updates

[Seeds of Change](#) - is a program designed to help early-stage food companies that are shaping the meals of tomorrow fast-track their growth and accelerate their purpose to build a healthier and more sustainable future. Six U.S. based companies that support the [Mars](#) Food purpose, 'Better Food Today. A Better World Tomorrow', will be selected, specifically driving one or more of the following 5 pillars:

- Sharing World Flavors: Bringing flavors, ingredients, and experiences from around the world to the everyday consumer
- Plant-Based Eating: Delivering plant-based products that address growing concerns over health, resources, and animal welfare
- Easy-Meal Solutions: Embracing new formats and delivery methods that make buying, preparing, and enjoying food more seamless and convenient

A graphic for the Seeds of Change Accelerator. It features a background of several ripe red tomatoes. Overlaid on the tomatoes is a green speech bubble containing the text 'Seeds of Change {accelerator}' and a small circular logo. Below the speech bubble, there is a paragraph of text and a call to action.

Powered by **MARS**

Seeds of Change
{accelerator}

The Seeds of Change Accelerator fast-tracks growth for early stage food businesses that are building a healthier and more sustainable future by shaping the meals of tomorrow.

{ Application open now till May 31st }

www.socaccelerator.com

- Responsible Food: Tackling the issues we face head-on by ensuring a transparent supply chain and developing sustainable products
- Creating with Care: Feeding consumers' appetite for artisanal products made with care and craftsmanship

Participants will receive an equity-free grant of up to \$50K, undertake a tailored four-month program, and partner with industry leaders including JKR Ventures and MISTA Foods.

Learn more [here](#)

[Kinsa Group](#) - How much do you need to offer to land the best candidate? What's the standard pay increase job changers can expect in the food & beverage industry? Our association partner, [Kinsa Group](#), answers these questions in their 2019 Food and Beverage Salary Guide. It's completely free to access! [Download it now](#) to get access to average food and beverage salary ranges from accounting to supply chain and disciplines in between.



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.

Director of Finance - [Kellogg Company](#)

Responsibilities Include:

- Lead and develop annual operating plans and strategic forecasts and developing 3-5 year strategic plans with cross functional teams
- Provide decision support for cross functional stakeholders
- Develop channel pricing, trade strategy and execution
- Drive the P&L: You'll be managing P&L performance including risks and opportunities to deliver annual plan commitments,
- Provide commentary on channel performance vs. budget/forecast as well as insights and proposals for corrective actions or areas for performance improvement
- Lead strategic and commercial decision support i.e. ad hoc analysis, modeling for new initiatives, tactical strategy changes and major transformation projects.



Take me to the [Career Board](#)

Purchasing Clerk - [St. Charles Trading Inc.](#)

Responsibilities Include:

- Collaborate with sales team to assemble forecasts and create demand plan keeping inventory under control
- Generate and submit purchase orders to cover demand plan and back order requirements
- Communicate and resolve any issues regarding supplier quality, lead time, term sheets, and invoicing
- Monitor, review, and report on both active and aging inventory
- Work with sales teams to manage the aging category and make recommendations to mitigate losses and / or liquidate
- Provide management with sales, inventory, or other reports upon request
- Collaborate with Sales, Operations, and Finance teams to ensure flawless execution of sales and service programs



Take me to the [Career Board](#)

MEMBERSHIP

Say Hello To Our New Members!

Our network continues to grow! We are excited to welcome [Sucker Punch & Mars Food/Seeds of Change Accelerator](#) 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: Tilia Holdings, LLC](#)

[Tilia Holdings](#) joined the Chicago Food & Beverage Network recently and is pleased to be part of this expanding membership. This organization is a vital hub for the food industry and offers the opportunity to expand our network of industry relationships. Thanks to the incredible team at CF&BN for their work in bringing together members from all facets of the food industry

Hadley Brooke

Tilia Holdings LLC

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



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the food group
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foodminds

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Your Future Is Our Purpose

GLOBAL FOOD
FORUMS

GLOBALTRANZ
Freight driven by technology.



Imbibe
THE DRINK TANK

Innovative
PUBLISHING



Kellogg's



KraftHeinz

LEE &
ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES



MARCUM
FINANCIAL SERVICES

MARS
WRIGLEY
confectionery



mēle
a balanced meal in a shake

MINIAT





MOONMEALS

MudLrk

Nature's Nosh



Nitta Gelatin
VYSE GELATIN



Ornua
THE HOME OF IRISH DAIRY

OwlTing



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PERKINS COIE
COUNSEL TO GREAT COMPANIES

plante
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tilia



UNITED FRESH
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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.

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