View from the Chair: How Does Your Membership Grow?

I lack both a front porch overlooking a tropical wonderland and Maria Teresa’s vibrant personality—so, my “View from the Chair” articles will not be as entertaining. Thus, I’ll concentrate on utilitarian. If you saw my motorcycles, you’d nod and say, “Well, duh.”

Leilani McDonald, our Affiliate Services Liaison, “bugged” me after Annual Meeting to remind me of the duty to write an article for each quarterly newsletter. I outlined five subject areas—from the Affiliate reports, our Sunday morning Affiliate Council meeting, the Affiliate survey results, and conversations with individuals—that should be of interest to you. They are:

♦ Maintaining and building Affiliate membership
♦ Leadership: sharing the pain and glory while hacking a path
♦ The value of Annual Reports: looking both ways before you cross
♦ Building Web sites: by your command
♦ Robert’s Rules of Order simplified: how to play nice

I intend to have three of these “View” articles as shared conversations between you—the Affiliates—and me. So, this is an invitation for you to comment, complain, contribute, or even carp about future “View from the Chair” articles. The best way to reach me is E-mail carl.custer@gmail.com.

This first, short article will be on maintaining and building Affiliate membership. The “conversation” is me cribbing from your Affiliate reports. Here we go.

Growing or maintaining membership in Affiliates is an onerous task, and a never-ending one. Despite how well you think you’re providing members with service, some will leave. There will be a myriad of reasons. Family and jobs...
Along with innovative approaches to attracting members, we found that the most successful Affiliates also tended to the basics.

We did read about some interesting innovations. Some of these included:

♦ **Membership drive.** Kentucky offered $5 off your membership for every new member you brought in. Word-of-mouth or personal reference is one of the most powerful advertisements.

♦ **Literature.** A brochure containing a membership application is included with every Washington State retail license renewal. I don’t know how practical that is in your state, but—wow—what an idea.

♦ **Key chains.** Umm…maybe. A key chain could provide the URL for your Web site and a friendly reminder that you exist.

♦ **Committees.** One for contacting local universities; one for contacting professionals; and one for contacting the media.

Along with innovative approaches to attracting members, we found that the most successful Affiliates also tended to the basics. So, let’s outline those basics:

1. **Provide services that meet current and potential members’ needs and expectations.** These services include: educational sessions, short courses, an informative newsletter, and networking opportunities.

2. **Let potential members know you exist.** Use brochures, meeting announcements, a Web site, and E-mails.

3. **Remind former members you’re still alive and kicking.** The circumstances surrounding their departure may have changed.

4. **Organization.** Some organizations are virtually one-person outfits, with one person doing the organizing, publishing, contacting, and treasury. That’s a sure recipe for “burn-out.” If you’re that person, share the load. The job won’t be done as well as you would do it, but eventually it will be good enough. Or, maybe you haven’t asked the right person to help. Share the load—and gain experience and friends.

A few details (the Devil’s playthings) might be useful in the providing of services such as meetings.

The major reasons we attend meetings are to meet with colleagues for networking or to hear an informative or interesting speaker. Since meetings provide opportunities for members to network, schedule a break for member interaction. Food is always a catalyst here. Alas, too often restaurants with large meeting facilities don’t have interesting fare. Instead, try shelf-stable bakery goods, caterers, or asking members to bring dishes. Of course, these options require menu planning, heating, cooling, utensils, and proper sanitary handling to keep us inspectors and microbiologists happy.

Through the IAFP Executive Board Speaker Program, Affiliates can host a quality speaker and pay only the speaker’s lodging and local expenses. Or, look around and you will likely know local folks who have a valuable message to share.

I invite you to share your Affiliate’s successes with us, for the success of all.
Fred Reimers
Delegate, Texas Association for Food Protection

OCCUPATION │ Food Safety Consultant and Owner, Creative FoodSafe Solutions, Schertz, TX

EDUCATION │ Associate of Science, Quincy Junior College, Quincy, MA, 1974; Bachelor of Science in Food Science, University of Maryland, College Park, MD, 1976; Master of Arts in Procurement Management, Webster University, St. Louis, MO, 1981

CAREER HIGHLIGHTS │ Mr. Reimers became interested in food safety while serving in the US Army’s elite Presidential Honor Guard in Washington, D.C., and in 1965 found his niche when he re-enlisted in the US Army Veterinary Services to train as a military food inspector. In his 26 years of service, Mr. Reimers was assigned to diversified food inspection activities in the Dominican Republic, Denmark, Korea, Germany, and the US. He earned expert status on the subjects of seafood, red meats, poultry and eggs, and other food commodities. A Skill Qualification Test writer for military food inspectors worldwide, he also trained in Instructional Systems Development, to increase the knowledge of veterinary food inspectors responsible for food safety throughout the Armed Forces. Upon retiring in 1987 from the US Army Veterinary Command, senior Sergeant Major Reimers immediately took a position as Manager of Food Safety with the Texas-based H-E-B Grocery Company. Responsible for food safety in over 300 retail stores and three distribution centers, he also helped export H-E-B’s US food safety program to their Mexico stores. In his more than 18 years with H-E-B, Mr. Reimers developed and grew a food safety program that assured “absolutely safe food.” In 1994, these efforts were recognized when IAFP awarded H-E-B the first Black Pearl Award for Corporate Excellence in Food Safety and Quality. In 2005, Mr. Reimers retired from H-E-B and started his own consulting business in food safety and quality, and currently assists FMI with their Super Safe Mark and SQF programs.

PORTFOLIO │ Dairy Technology Society of Maryland and District of Columbia Scholarship Award, 1975–76; Phi Kappa Phi National Honor Society, University of Maryland, 1976; Sergeant’s Major Academy Graduate, 1980; Certified Associate Contracts Manager CACM #814, 1981; Legion of Merit, 1987; Mentorious Service Medal, 3rd Oak Leaf Cluster, 1985; Excellence in Management Award, H-E-B Manufacturing Division, 1988; ASQ Certified Quality Auditor; ASQ Certified HACCP Auditor; Food Protection Manager Certified Instructor; SuperSafe Mark Certified Trainer, trained in SQF 1000/2000 Systems; IFT member since 1975, Past Chair and current Councilor of Alamo Section; Texas Association for Food Protection member since 1988, Past Chair and current Delegate; CFP member since 1990, Past Chair of Council 1, Laws and Regulations, and Industry-At-Large representative to CFP Executive Board since 2004; IAFP Member since 1999. Publications include Implementing HACCP at Retail, Food Control (Europe, 1994); Listeria Controls for Small RTE Meat Processors (1999); and numerous FMI-sponsored HACCP/Food Safety Models and Guidelines under AFDO. Developed internal retail HACCP programs and approved Food Protection Manager’s Certification Training Course. Provided over 50 presentations on food safety, HACCP, and sanitation throughout the US, Mexico, and Japan.

PERSONAL ENDEAVORS │ Mr. Reimers has been married for 42 years to Joyce, who has shared the steps of his food safety career—wherever it took them. Their son Bill was born in Denmark, while son Kevin was born in Boston. The Reimers’ joy as parents increased with the births of their four lovely grandchildren, Zachary, Zoe, Kane and Katrina. Those who know Mr. Reimers know that he has plenty of stories to tell about his family. Somewhere down the road, Mr. Reimers plans a real retirement in which he and Joyce can travel back to the many places they have been fortunate to live and visit over the years.
United Kingdom Association for Food Protection  
June 2007

Reported by Zoe Berry, UKAFP

The United Kingdom Association for Food Protection (UKAFP) held its Third Annual Meeting, “Innovations in Food Safety,” on June 13 at the Royal Institute of Public Health in Central London. On June 14, a second meeting was held at the Village Hotel, Cardiff, in association with Food Network Wales. Speakers from education, governmental research centers, and industry attracted strong interest from the food community. In total, there were over 110 attendees representing food manufacturing, catering, and government agencies.

The industry representation ranged from multi-national companies to small development food processors. The keynote speakers included Mr. Frank Yiannas of Walt Disney World Company and Professor Chris Griffith of the University of Wales, Cardiff. The Cardiff meeting was chaired by Professor Hugh Pennington, who chaired the Lanarkshire E. coli inquiry and is now chairing the investigation into a similar outbreak in South Wales.

The presence of Mr. Yiannas at the two conferences helped promote the International Association for Food Protection (IAFP) throughout the United Kingdom, resulting in a significant increase in the number of people expressing an interest in joining IAFP. In addition to his food safety talk, Mr. Yiannas delivered a presentation outlining the history and work of IAFP, which was well received.

The UKAFP would like to formally thank both Mr. Yiannas and IAFP for their help and commitment in supporting the conference. The feedback from delegates has been excellent, with requests for speaker slides to be made available. In addition, attendees from the Welsh Assembly Government’s Food and Marketing Development Division have written to the organizing committee to congratulate them on the importance and quality of the events. I am sure we will see more UK attendees at the IAFP 2008 conference in the US.

Event Profile
United Kingdom Association for Food Protection (UKAFP)
- Held in association with Food Network Wales
- Excellent outreach opportunity for both UKAFP and IAFP

(Continued on page 5)
A drawing for prizes at the meetings allowed both UKAFP and IAFP to distribute additional marketing materials to UK-based private companies, helping to further develop the Association’s membership base throughout the United Kingdom.

Editor’s note: Frank Yiannas shared the following comment with IAFP upon returning from the UKAFP meeting: “Special thanks to Chris Griffith for his outstanding leadership and for all that he is doing to advance our mission in the UK. Needless to say, we are very fortunate to have him as a Member. It is Members like Chris that make IAFP the great Association that it is.”

New Zealand Association for Food Protection
June 2007

Reported by Rosemary Whyte, NZAFP

The Annual Meeting of the New Zealand Association for Food Protection (NZAFP) was held in Wellington on June 20, 2007, during the Annual Conference of the New Zealand Institute of Food Science and Technology (NZIFST).

Outgoing NZAFP President Roger Cook organized a Food Safety session for the NZIFST conference, which encouraged good attendance for our meeting that followed. It also provided an opportunity to display our new NZAFP banner.

The Food Safety session was entitled Campylobacter in New Zealand: Trials and Tribulations. Dr. Donald Campbell of the New Zealand Food Safety Authority (NZFSA) began the session with a presentation on Foodborne Campylobacteriosis in New Zealand: Evidence Rather Than Prejudice, in which he concluded that there is sufficient evidence that contaminated food has a causal relationship with campylobacteriosis in New Zealand (relative to waterborne and other forms), but that the precise extent is still not determined.

Donald McGregor, the inaugural chair of the New Zealand Enteric Disease Research Steering Committee, provided us with some historical background on this Committee, its origins, achievements to date (most of which have focused on Campylobacter), and future directions.

Peter van der Logt followed with a discussion on the NZFSA Strategy for the Reduction of Foodborne Campylobacteriosis, which ranges from biosecurity measures on the farm, to improvements in dressing and decontamination procedures in the processing plant, through options to assist the consumer at the kitchen end.

Graham McBride, National Institute of Water and Atmospheric Research, described the research plan that has been developed for modelling Campylobacter in food and the environment, examining the link with public health.
To close the session, Petra Mullner of Massey University described the results of Multilocus Sequence Typing of Campylobacter isolates from human, poultry, other meats, and environmental sources. Preliminary results show that poultry is a major contributor to human disease; however, 30 percent of human sequence types could not be found in poultry, suggesting that other sources may be contributing to human disease.

The Annual General Meeting that followed the Food Safety session was well attended, which might have had something to do with the plentiful supply of drinks and antipasto platters! Many thanks are due to the following sponsors who made the meeting such a success: Ecolab; NZFSA; ESR; and AgriQuality.

The following members were elected or reconfirmed to their positions for the coming year: Rosemary Whyte, President; Lynn McIntyre, Secretary; Roger Cook, Affiliate Council Delegate; Campbell Mitchell, Board member (NZIFST); and Norberto Ricacho, Board member (NZMS).

In reflecting on the challenges posed by Mother Nature in the state of Kansas this year, Kansas Environmental Health Association (KEHA) President Bronson Farmer calls the timeliness of their organization’s spring training session “divine intervention.” He writes: “...the most important thing learned...was not how to help, but that we have the capability and a responsibility to help. We as Sanitarians have a unique set of skills that are taken for granted most of the time, but become paramount during tragic times. It is important for us to realize this, and not be JUST the septic or food inspector.”

New York State Association for Food Protection (NYSAFP) recently celebrated the 50th anniversary of its quarterly newsletter. Serving the interests of NYSAFP affiliates and the state of New York, the newsletter is filled with meeting and workshop recaps, job transitions, and historical industry news from publication archives. Among numerous activities reported in the July issue, the NYSAFP Laboratory Practices Committee sponsored a hands-on workshop June 14–15 on Testing for Alkaline Phosphatase for Milk Pasteurization. Steve Murphy, Senior Extension Associate from Cornell University, was one of five instructors using test systems from Advanced Instruments and Charm Sciences.

On June 12, Ontario Food Protection Association (OFPA) held its 5th Annual Golf Tournament, a popular golf-and-tech-talk combo. The morning featured presentations by Don Lacey of Parmalat, Dean Stanbridge of Association of Pest

(Continued from page 5)

Affiliate View | Fall 2007

(Continued on page 7)

Margaret Burton of Southern California Association for Food Protection Arizona (SCAFP) shared the following reflection of their May 22 meeting, hosted by Western Exterminator Company: “Keith Willingham, the VP of technical and training, presented a custom seminar on finding insects and pests. Keith provided several different scenarios explaining the situation, the excuse provided by the customer, the truth from the evidence, and what to do about it. He described several different infestations, what to look for from an auditing or pest control perspective, why the bugs chose this particular place, and how to eliminate the problem. A fabulous catered lunch was provided after the seminar. SCAFPA wishes to thank Western Exterminators for their extreme hospitality.”

Members of the Texas Association for Food Protection (TAFP) gathered June 4–6 in Austin for their 26th Annual Meeting. More than 15 presenters were on the program, including Marlena Bordson, Toby Breland, Rob Byrne, Alex Castillo, David Gombas, Ruth Petran, Fred Reimers, and Allen Sayler. Session titles were Food GMP Modernization and Cheese Quality and Safety, among many others. A golf tournament, fajita lunch, and catfish dinner provided social opportunities.

“Reducing Product Liability Hazards Using Third Party Audits” was the title of a one-day workshop sponsored by Wisconsin Association for Food Protection (WAFP) on June 20. Intended for manufacturers of food products, the program was framed in the context of due diligence for prevention and mitigation of consequences related to consumer injury as a result of defective product. Matt Mathison, VP Technical Services of Wisconsin Milk Marketing Board, gave the morning keynote and overview. Dr. Jeff Kornacki led the afternoon session with Minimizing Microbiological Risk Using In-House Assessments. Pros and Cons of a HACCP Based Audit was presented by Dave Jelle of Foremost Farms and Glenn Goldschmidt of the Wisconsin Department of Agriculture.

Affiliates in Action
Third Quarter 2007

July
♦ Affiliate Council Meeting, educational sessions, and events at IAFP 2007

August
♦ Regional fairs and outreach opportunities

September
♦ Georgia Association for Food Protection (GAFP)
♦ Ohio Association of Food and Environmental Sanitarians (OAFES)
♦ New York State Association for Food Protection (NYSAFP)
♦ Washington Association for Food Protection (WAFP)
♦ Upper Midwest Dairy Industry Association (UMDIA)
♦ Indiana Environmental Health Association (IEHA)
♦ Wyoming Environmental Health Association (WEHA)

We know that IAFP Affiliates are making things happen—and we want to share it here in the Affiliate View! We welcome your meeting articles & photos; events on your calendar; tips for Affiliate growth & networking; and recognition of your members who have received an award or made a notable achievement.

To be featured in the next issue, send your news and photos by December 27 to:
Leilani McDonald
lmcdonald@foodprotection.org
Let IAFP help advertise your meeting in this newsletter and in our journals. Keep IAFP on your mailing list, or send event details to lmcdonald@foodprotection.org

**November**

8: Ontario Food Protection Association, 49th Annual Meeting, Mississauga Convention Centre, Mississauga, Ontario. Contact Gail Seed at 519.463.5674; E-mail seed@golden.net

8–10: Mexico Association for Food Protection, Annual Meeting in conjunction with 9th International Food Safety Conference and 24th National Conference of Food Microbiology, Hygiene & Toxicology, Puerto Vallarta Nh Krystal Hotel, Puerto Vallarta, Jalisco, Mexico. Contact Laura Rayas at 52.800.045.9824; E-mail torresvitela@gmail.com

**December**

4: British Columbia Food Protection Association, Annual Meeting featuring speaker Frank Yiannas, River Rock Conference Center, Richmond, BC. Visit bcfpa.net or contact Terry Peters at 604.666.1080; E-mail terry_peters@telus.net
Resources for Meeting Planners

IAFP Executive Board Speaker Program

Program Guidelines
1. IAFP Board Members are available to speak at Affiliate meetings on numerous topics involving food safety.
2. Each Affiliate may request one Executive Board speaker for one Affiliate meeting within a 12-month calendar year.
3. A minimum of 15 minutes should be allowed for the Board Member to deliver information about the International Association for Food Protection in addition to their main subject(s) (see #1).
4. IAFP will pay the Board Member’s expense to travel to the Affiliate meeting location.
5. The Affiliate covers local expenses, including meals, lodging, and local transportation for the Board Member.
6. The Board Member makes their own travel reservations and will submit an expense report to the IAFP office within 10 days of completion of their travel to the Affiliate meeting. Any local expense (see #5) will be billed to the Affiliate.
7. A two-month advance notice is required.
8. To invite a Board Member to speak at your Affiliate meeting, contact Leilani McDonald, IAFP Affiliate Services, at 800.369.6337 or 515.276.3344; or E-mail lmcdonald@foodprotection.org

Gary Acuff, Ph.D., President
- Evolving Food Safety Issues
- Effective Validation of Critical Control Points
- History of Microbiological Testing and Role in HACCP

Stan Bailey, Ph.D., President–Elect
- Salmonella, Methods
- Salmonella, Control in Chickens
- Rapid and Automated Methods in Food Microbiology

Vickie Lewandowski, M.S., Vice President
- HACCP (all aspects)
- Safety of Dairy Products
- Applied Molecular Methods for the Food Industry

Lee-Ann Jaykus, Ph.D., Secretary
- Foodborne Viruses
- Molecular Detection of Foodborne Pathogens
- Microbial Food Safety Risk Assessment

Frank Yiannas, M.P.H., Past President
- Food Safety is Magical, But It Doesn’t Magically Happen: A Retail Safety Overview
- Key Trends Influencing the Future of Food Safety
- Using Information Technology to Manage Food Safety Risk
- Innovations in Retail Food Safety

Carl Custer, Affiliate Council Chair
- Microbiology and Critical Steps in Manufacturing Jerky and Dried Meat Products
- HACCP and Fermented Sausages

Roger Cook, Affiliate Council Secretary
- Campylobacter; Thorn in the Side of Risk Managers; Wonderful Challenge to Risk Assessors
- Molecular Typing: Today’s Primary Tool for Attributing Source to Foodborne Diseases
- National Microbiological Monitoring Programs and Databases in Meat Production
Affiliate Chronicles: IAFP 2007

Florida Association for Food Protection: The Heart Behind the Hands

Wearing shirts the color of Florida sunshine, the Local Arrangements Committee and their team of friendly volunteers for IAFP 2007 could be spotted just about everywhere at Disney’s Contemporary Resort.

These members of the Florida Association for Food Protection (FAFP) served as an integral extension of the IAFP office staff. Whether guiding attendees, assisting at the registration desk, or coordinating their own tasks and volunteer staff, they were committed to making the people of IAFP feel at home in their state—right down to personally assembling that generous supply of goodies in your citrus-fruit welcome bag!

Please help us thank our entire Florida Affiliate for their time and attention to details, especially those FAFP officers who comprised the Local Arrangements Committee:

- **Co-Chairpersons:** Natalie Dyenson and Eric Martin
- **Host Uniforms:** Lucia James-Davis

Welcome Packets: Kristin Boncaro
Industry Support/Dairy Products: Todd Ros sow
Opening Session/Cheese & Wine Reception: Tom McMahan, Peter Hibbard
Special Events/Guest Programs: Marjorie Jones, Patricia Baxter
Registration Desk: Rick Barney
Awards Banquet: Zeb Blanton

IAFP Welcomes New Affiliate at IAFP 2007

At the Opening Session of IAFP 2007 on July 8, President Frank Yiannas presented Patricia Desmarchelier with the Charter for the newly established Australian Association for Food Protection (AAFP). Dr. Desmarchelier, Research Director at Food Science Australia (FSA) in Queensland, will serve as the Affiliate’s first President and Delegate. Dr. Gary Dykes, a Research Scientist at FSA, will serve as Secretary.

The Australian Association for Food Protection is partnered with the Australian Institute for Food Science and Technology (AIFST). Their collaboration seeks to “encourage exchange of knowledge between members and their associated industries.”

IAFP is pleased to welcome our 42nd Affiliate, and to acknowledge the tremendous efforts of all Affiliates in helping expand the Association’s mission worldwide.
Affiliate Council Welcomes Roger Cook as 2007–2008 Secretary

Roger Cook, Past President of New Zealand Association for Food Protection (NZAFP), received and accepted the unanimous nomination to serve as Affiliate Council Secretary for the 2007–2008 term, succeeding to the position of Affiliate Council Chair in 2008–2009.

Mr. Cook agreed to be profiled in January of this year in the Affiliate View’s inaugural Affiliate Delegate Bio Brief. We invite you to read his profile in the Winter 2007 issue, which is available on our Web site under Member Interests/Affiliates/Newsletters.

Mr. Cook is Assistant Director and Principal Adviser for the Science Group of the New Zealand Food Safety Authority, where he handles microbiological verification and operational research programs that support New Zealand food safety regulations and export equivalent submissions. He is the founding president of NZAFP, chartered in 2005. Mr. Cook has served on various IAFP committees since joining the Association in 1998.

Affiliate Efforts Raise $7,500 for IAFP Foundation

IAFP wishes to thank the many Affiliate organizations who generously contributed to the IAFP Foundation during IAFP 2007.

Of the $25,000 raised through Silent Auction donations and direct monetary gifts, these Affiliates fortified the Foundation fund by $7,500:

♦ Brazil Association for Food Protection
♦ British Columbia Food Protection Association
♦ California Association of Dairy, Milk and Environmental Sanitarians
♦ Florida Association for Food Protection
♦ Georgia Association for Food Protection
♦ Associated Illinois Milk, Food and Environmental Sanitarian
♦ Indiana Environmental Health Association
♦ Kansas Environmental Health Association
♦ Kentucky Association of Milk, Food and Environmental Sanitarians
♦ Metropolitan Association for Food Protection
♦ Michigan Environmental Health Association
♦ Missouri Milk, Food and Environmental Health Association
♦ New York State Association for Food Protection
♦ New Zealand Association for Food Protection
♦ Ontario Food Protection Association
♦ Washington Association for Food Protection
♦ Wyoming Environmental Health Association

Those who attended the July 10 Business Meeting were treated to the Florida Association for Food Protection’s always-clever presentation of their annual donation check to the Foundation. In a hilarious parody of the film “Star Wars,” our favorite characters reappeared with names and a mission fitting for food safety professionals—and kids. ▼

Florida Association for Food Protection appears in a special adaptation of “Star Wars.”
Affiliate Council Meeting

The Affiliate Council met on July 8 at IAFP 2007 in Lake Buena Vista, Florida. Following are the official minutes as published in October Food Protection Trends.

Affiliates Present:
Alabama: Tom McCaskey
Alberta: Lynn McMullen
Associated Illinois: Dennis Gaalswy
Australia: Trish Desmarchelier
Brazil: Maria Teresa Destro
British Columbia: Terry Peters
California: John Bruhn
Capital Area: Carl Custer
Canada: Joe Heidenreich, Norway; Kathleen Glass and Cynthia Michalski, Wisconsin.

Affiliate View

The Foundation once again sponsored Student Travel Scholarships, supporting five students for 2007: two from North America, two international, and one from a developing country. The students will be introduced at the Opening Session.

Report from Affiliate Council Chairperson: Maria Teresa Destro acknowledged the 2007 Affiliate Award winners and announced a new Affiliate, Australian Association for Food Protection. She briefly introduced Leilani McDonald as Affiliate Staff Liaison. Affiliates were thanked for completing the 2007 Affiliate Survey. Leilani McDonald will e-mail the summary of survey feedback.

Report from IAFP President, Frank Yiannas: Frank Yiannas provided a report summarizing projects and activities over the past year. Membership dues have been restructured, leading to a 10 percent increase in Membership since January 1. It is now more affordable to join IAFP and Members may select the services or journals they wish to receive. Gold and Silver Sustaining Memberships have also increased over the last year. JFP Online continues to increase its reach, especially internationally, and the IAFP Web site has more than 24,000 monthly visitors. Frank announced that more than 2,000 attendees are expected at IAFP 2007 and that sponsorship increased this year. The Student PDG again is actively involved with supporting the Annual Meeting by serving as room monitors, holding their 8th student luncheon, and organizing a student mixer and job fair. Frank also stressed IAFP’s international involvement through the second European Symposium on Food Safety that was held in Barcelona, Spain, in November 2006. The Third Symposium is scheduled for October 2007 in Rome, Italy, along with a planned symposium for June 2008 in Latin America, most likely Brazil. IAFP also assisted in program development for a food safety conference to be held in Beijing, China, in September 2007. IAFP also supported Board Members’ travel to Affiliate meetings recently held in Brazil, United Kingdom, New Zealand, and Korea, in addition to travel support for North American Affiliate meetings.

Report from the IAFP Office: David Tharp, Executive Director, reported that IAFP was in its best financial condition ever as of the last audited financial statements, August 31, 2006. The General Fund held $578,000 on that date, with the statement of activities showing $75,000 added from the FYE August 31, 2006 operations. David explained that IAFP has targeted to hold 50 percent of its operating budget in the General Fund. For the current year, that goal would be $1.2 million, which puts IAFP about half way there.

The Foundation also continues to grow, with a current balance of just more than $600,000. This includes a recent contribution from ConAgra of $150,000. The goal continues to grow the Foundation to $1 million by 2010. The Foundation once again sponsored Student Travel Scholarships, supporting five students for 2007: two from North America, two international, and one from a developing country. The students will be introduced at the Opening Session.

Leilani McDonald reminded those present that she is available to assist and serve the needs of their Affiliate organizations. As recommended to the Board in 2006, she will prepare and send a DVD of Annual Meeting photos to Affiliates for viewing at their meetings. She invited Affiliates to maintain communications and correspondence with her at the IAFP office, so that activities and photos could be published in the quarterly Affiliate View and a new Affiliate DVD slide show be created for 2008.

Election of the Affiliate Council Secretary: Maria Teresa Destro announced that Roger Cook of the New Zealand Association for Food Protection received the sole nomination for Affiliate Council Secretary. Fred Reimers moved to call the vote; seconded by Lynn McMullen. Roger Cook was voted by acclamation.

Unfinished Business: The Affiliate slide show, absent in 2006, had been updated to a DVD slide show by
Leilani McDonald and was playing continuously as Affiliates arrived for the meeting. The DVD was also being played continuously at the Affiliate booth.

New Business: Maria Teresa Destro opened discussion on the lack of an Affiliate Educational Session for the second year in a row, asking whether efforts should continue in the future. Discussion led to suggested topics and speakers, indicating a desire to continue efforts to hold the session. Maria Teresa Destro raised the issue of who should organize the session, and if a procedure, checklist, or other means of planning assistance could be established for future years.

Randy Daggs recommended that a local speaker be arranged for IAFP 2008 in Ohio, and that an Affiliate committee should fund expenses such as the room and beverages.

David Tharp, IAFP Executive Director, explained that the local Affiliate is often so busy with Local Arrangements obligations that it should not be expected to deliver the session without financial and planning help from all Affiliates. He asserted that it is difficult to host a quality session for under $2,000, and that the overall expense is often undermined by low attendance. He recommended the development of an organizing committee, noting that the Board has contributed $500 to the session in past years. Seconded by John Bruhn, who also recommended that the local Affiliate host a meal.

Peter Hibbard suggested that session attendance could increase if the session were held on Sunday, since travel time for many attendees prevents their attendance at Saturday functions; Terry Peters acknowledged the problem with travel time on Saturdays. The importance and expense of offering refreshments was briefly discussed. Tom McCaskey recommended holding the session during the Affiliate Council Meeting, which could begin one half hour earlier; seconded by John Bruhn. Roger Cook commented that Saturday workshops may conflict with the Saturday session. Maria Teresa Destro maintained that the session continue to be scheduled prior to the Welcome Reception, and Steve Murphy asked for a show of hands in favor of Saturday afternoon (11 raised).

Stephanie Olmsted suggested an educational session on Web site construction; Don Schaffner offered to present this topic in 2008. Janet Phelps suggested the topic of leadership development.

Randy Daggs moved to form a committee to organize an educational session to be held during the Affiliate Council Meeting; seconded by Sid Camp; passed. Volunteering for the committee were Janet Phelps, Don Schaffner, Carl Custer, and Gloria Swick-Brown.

Maria Teresa Destro announced that only 18 of the 42 Affiliates had submitted the required Annual Report in March, and that this is the Association’s only way to assess an Affiliate’s level of activity for recognition. It was agreed that the monthly E-mail reminders to Affiliate officers were effective, but that the reminder should emphasize the Affiliate Secretary’s responsibility in completing and submitting the report. Fred Reimers explained that his Affiliate’s officers all review the final report before it is submitted, to ensure accuracy and adherence to the filing deadline. It was acknowledged that the Report is required, and that the possibility of appearing on a “list of shame” of non-filing Affiliates might encourage more to file. John Bruhn commented on the low turnout of Delegates at this meeting.

Recommendations to the Executive Board: No official recommendations at this time.

Affiliate Reports: Delegates offered a summary of their Affiliate’s activities and accomplishments in the past year.

Passing of the Gavel: Chairperson Maria Teresa Destro passed the gavel to Carl Custer, signifying the beginning of his term as Affiliate Council Chair.

Next Meeting Date: Sunday, August 3 at IAFP 2008.

Adjourned: 9:42 a.m.

Chairperson: Maria Teresa Destro.
2007 Affiliate Award Recipients

Each year, IAFP awards five of its Affiliates for efforts and achievements presented in their Annual Reports. Let IAFP recognize the work of your Affiliate. Plan to submit your Annual Report for March 2008.

Affiliate Membership Achievement Award
Ontario
Food Protection Association

Best Affiliate Communication Materials Award
British Columbia
Food Protection Association

C.B. Shogren Memorial Award
Brazil
Association for Food Protection

Best Affiliate Overall Meeting Award
Washington
Association for Food Protection

Best Affiliate Educational Award
New York State
Association for Food Protection

Accepting awards on behalf of their associations were (left to right): **Steve Murphy**, New York State Association for Food Protection; **Mariza Landgraf**, Brazil Association for Food Protection; **Terry Peters**, British Columbia Food Protection Association; **Maria Teresa Destro**, Affiliate Council Chair; **Joseph Odumere**, Ontario Food Protection Association; and **Stephanie Olmsted**, Washington Association for Food Protection.
They’re on Their Way Up: Will You Be Ready?

A smart association could enhance the experience of both younger and older members by bringing the two together.

By Lisa Junker, CAE

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How bad is it going to be?

That was the question Arthur Brooks had when he began the study that became “Generations and the Future of Association Participation,” published in 2006 by the William E. Smith Institute for Association Research. Based on his conversations with numerous association leaders and current conventional wisdom (presented in books such as Robert Putnam’s Bowling Alone), he knows that members of generations X and Y just weren’t “joiners.” Therefore, it made sense that there was going to be a contraction in the number of association members in the United States as the baby boomers began to retire and gen X began to replace them in the workforce. Brooks wanted to determine how significant that contraction would be.

But a funny thing happened in the course of his research: He discovered that the future looks bright for the association community—and gen Xers are joiners after all. “That was the big punch line to the research, but a welcome one,” Brooks says. In a report of his findings (available online at www.smithbucklin.com/institute), Brooks lays out evidence that members of generation X show every indication of joining associations at higher rates than previous generations. By 2015, he expects the total number of US association members to rise by four million, from 51 million in 2005.

The study did not, however, indicate that all associations would partake equally of this rising tide of potential members. If you want to come out ahead by 2015, Brooks says, you have to focus on what your members want—from the newest college grad to the retiring members of the “Silent Generation.”

One Size Fits None

Brooks is an associate professor of public administration and director of the Nonprofit Studies Program at Syracuse University’s Maxwell School of Citizenship and Public Affairs, as well as research director for the Smith Institute. As such, he has a particular interest in the ongoing development of the association sector in the US. “To harness the power of the upcoming demographic shift, Brooks says, smart associations will be moving away from the one-size-fits-all-members model of the past. “Lesson number one is segment; segment the product. Here’s where one size fits all—it’s a mistake. Every commercial firm out there understands that you need to segment your market.”

He also deplores the idea of just giving members bigger, better versions of the same products that they’ve already seen. “We need to be thinking about what our members want,” he says. “We need to think about what they are getting from our products and then back out from there into what we need to be giving them.”

He asserts that these benefits will revolve around touchstones such as community, networks, and service. “Going back 50 years, there was a strong correlation between joining neighborhood associations and joining professional associations,” Brooks explains. When neighborhood associations began to break up, many observers believed the same would hold true for professional and trade associations as well.

But, as he discovered in his research, “Among gen X, that’s just not true. The very lack of success among neighborhood and community associations is the reason for the success in professional associations.” Two-earner couples no longer have the time to build deep roots in a physical community and may move more frequently than was common 50 years ago. But the desire for community remains.

Brooks also notes that professional networking is especially important to younger workers, who will change jobs multiple times in their lifetime (and perhaps change careers multiple times as well). Associations can fill the need for both a community and a network by providing a community based on professional affiliation rather than geography.

Multigenerational Outreach

But the results of this research cannot be boiled down to “how to get those crazy kids to join associations.” Brooks also explored issues related to participation among baby boomers and older generations. In his report, he recommends that associations consider approaches such as

♦ Enhancing job satisfaction among older workers

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Finding options for late-stage careers that include phased-in retirement or part-time work;

Maintaining retirees’ involvement in association communities.

In fact, a smart association could enhance the experience of both younger and older members by bringing the two together. Brooks encourages attempts to “try to tie generations together in mutually beneficial ways.” As he puts it, “Young people in associations are super keen on building capital in their businesses, building expertise, building successful careers.” Meanwhile, many older members nearing retirement wish to pass on the knowledge they’ve gained. Enhanced mentoring relationships could satisfy both interests.

“This should be a core competency, in my view, of association meetings—to set up specific human interaction, not just virtual stuff,” Brooks says. “There’s a real problem with boomers making the false assumption that gen Xers want to do everything online...What we need to know is which part of the offerings are appropriate for virtual interaction and which are not. And the way to figure that out is to talk to young people.”

And don’t forget students: While they can be more challenging to reach than older, working members of their generational cohort, they are incredibly valuable resources for associations. According to Brooks, while only one in four people in the United States has a college degree, those who do are significantly more likely to join an association. “Dealing with college students, you’re in the most fertile population for the future of associations,” he says. While most work done to communicate on the college level won’t bear fruit in the near term, Brooks suggests it will bear fruit as graduates age and become active in the workforce.

He encourages association leaders to consider sponsoring professional affinity groups for the college and graduate students, much like the American Bar Association and many engineering societies have done. “It’s a very smart investment,” he says. “A long-term investment, but very smart.”

More Than Lip Service
No matter what an association does to attract members, Brooks says, it’s important to provide true opportunities for engagement if you wish to retain those members—in particular those of younger generations. He explains, “You don’t need a one-dimensional leadership model. We need more targeted committees to do particular types of tasks, and we need more advisory committees to help us reach out to younger professionals.”

He recommends constituting a young members advisory group to provide members under 40 with a voice and role in association governance. A similar group could be constituted for life or emeritus members, keeping them active and enriching the association with their knowledge and expertise. With added responsibility and involvement comes added commitment, Brooks says: “They serve, they love us more, they’re more intensively involved, and they don’t leave.”

It’s important to truly integrate those advisory committees into the overall association structure. A structure that corrals young members to one side and still maintains the real power in the hands of older members will only lead to frustration.” [Association boards] have to give more than lip service to what that council is and what that council is supposed to do...It’s about taking them [young people] seriously, not just acting like we take them seriously.”

When your board gets together to discuss strategy, Brooks says, the discussion should involve more than “us” talking about “them.” If there are no young people in the room, actively participating in creating the future of your association, you aren’t doing your job. Further, he says, “We need to actually get out there and talk to our clientele...[Boards] need to be asking what they want and how they want it. They should be asking benefits questions. What benefits do you seek, and how would you like to receive them?”

Associations who find the answers to those questions will be riding the generational wave into 2015 and beyond.

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IAFP 2007: It’s No Small World After All

With more than 2,100 attendees and 114 exhibitors at the Association’s 94th Annual Meeting in July, food safety professionals from around the world brought their own style of magic to the grounds of Walt Disney World in Lake Buena Vista, Florida.

We are grateful for every inquiring mind and helping hand that helped bookmark this page in Annual Meeting history. Photos and highlights of IAFP 2007 are available on our Web site and in the October issue of Food Protection Trends.

Next Affiliate Annual Reports to Cover 2007 Activities

In early November, IAFP Affiliate officers can expect to receive the next Annual Report instructions and forms by E-mail. The reports, due on March 4, 2008, are intended for completion by the Secretary of each Affiliate organization.

As discussed at the Affiliate Council Meeting, monthly E-mail reminders will be sent again this year. Also, it was suggested that all officers of an Affiliate review the report for completion and accuracy before it is submitted to the IAFP office.

Leilani McDonald will notify all officers of an Affiliate when their Annual Report has been submitted.

From Prague to Barcelona to Rome: IAFP’s European Journey Continues

In just a week, IAFP takes its Third European Symposium on Food Safety to a country dedicated to the joy and integrity of food: Italy.

“Advancements in Food Safety” will be presented October 18–19 at the Sheraton Roma Hotel and Conference Center.

In collaboration with ILSI Europe and the World Health Organization, IAFP has organized a comprehensive program featuring prominent industry speakers.

(Continued on page 18)
Where in the World is IAFP?

Being a catalyst in the mission of protecting the worldwide food supply means that the Association’s work and event planning goes on year round.

On September 12–13, IAFP partnered and supported the highly-anticipated China International Food Safety & Quality 2007 Conference & Expo in Beijing. This important event received major media coverage, and highlights can be found at the expo Web site at www.chinafoodsafety.com.

After our October 18–19 Third European Symposium on Food Safety in Rome, watch for IAFP’s work at the Worldwide Food Expo, October 24–27.

Planning for a June 2008 Latin American Symposium has begun, and forthcoming details will appear on our Web site.

One Size Fits All? Not with IAFP Membership

Whether you’re contemplating, pursuing, or polishing your career as a food safety professional, IAFP has a Membership option that’s affordable and practical for you.

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Visit our Web site to see how easy we’ve made it for food safety professionals of every background to join us in our mission of “Advancing Food Safety Worldwid©.”

(Continued from page 17)

For details before and highlights after the symposium, visit our Web site at www.foodprotection.org.

JFP Memory Stick Joins List of IAFP Resources

Volumes 29–60 of the Journal of Food Protection (1966–1997) are now available on a memory stick (thumb drive) for purchase through the IAFP office.

The memory stick is in timely company with the revised Fifth Edition of Procedures to Investigate Foodborne Illness, newly printed to include intentional contamination issues, and the recently developed International Food Allergen Icons, which are available on one CD together with the established International Food Safety Icons.

These and other IAFP resources may be ordered by calling the office at 800.369.6337 or by visiting our Web site at www.foodprotection.org.

IAFP Booklets & Products

In addition to Food Protection Trends and Journal of Food Protection, IAFP is pleased to offer these prominent resources for food safety professionals:

- International Food Safety Icons & International Food Allergen Icons, CD, $25
- JFP Memory Stick, volumes 29–60 of Journal of Food Protection, thumb drive, $295
- IAFP History 1911–2000, book, $25
- Booklets available for 75¢ each (minimum order 10) Members & government / $1.50 each non-members / English & Spanish PDFs free at Web site:
  - Pocket Guide to Dairy Sanitation
  - Before Disaster Strikes…A Guide to Food Safety in the Home
  - Food Safety at Temporary Events

Order your selections by calling IAFP at 800.369.6337 or by completing the order form available at www.foodprotection.org.
Highlights of the Executive Board Meeting
July 6–12, 2007 | Lake Buena Vista, FL

an unofficial summary of actions.

Approved the following:
- Minutes of April 12–13, 2007 Executive Board Meeting
- Approved Affiliate Charter for the Australian Association for Food Protection
- Approved Jeffrey Farber as Editor for the IAFP Report
- Raised the honorarium for Developing Scientists Competition winners to $200, $400 and $600 for third, second and first place, respectively
- Guidelines for Ethical Conduct

Discussed the following:
- E-mail votes taken since the last meeting
- Committee recommendations
- IAFP 2007 Board responsibilities and schedules
- Committee meeting and exhibitor contact assignments
- Banquet script review
- China International Food Safety & Quality, September 12–13, 2007, Beijing
- European Symposium, October 18–19, 2007, Rome, Italy
- Latin American Symposium, June 2008, Brazil
- Support of ICMSF Symposium in Singapore
- Participation in SQF International Conference, November 7–9, 2007, Nashville, Tennessee
- New FPT cover design
- Non O157 E. coli white paper
- International Food Allergen Icons
- NSF Food Safety Award Jury representation
- Commercialism issue in abstract submissions
- WHO–NGO Update
- 3-A Sanitary Standards, Inc.
- Sustaining Membership benefits
- FPT paper — spinach article
- Status of IAFP Foundation fundraising efforts
- bioMérieux Foundation proposal
- Recognition system for IAFP Foundation contributors
- Food Microbiology Research Conference dissolution
- Signing of fiduciary cards
- Review of IAFP 2007
- Update on Member dues restructure
- Review of April 2007 financial statements

Reports received:
- IAFP Report
- Food Protection Trends
- Journal of Food Protection
- IAFP Web site
- Membership
- Advertising update
- Board Members attending Affiliate meetings
- Affiliate View newsletter
- University Speaker program
- Future Annual Meeting schedule
- Exhibiting (IAFP On the Road)

Next meeting to be held November 13–14, 2007
IAFP 2008
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Registration begins March 2008

Future Annual Meetings | Save the Dates!
IAFP 2009, July 12–15, Grapevine, TX
IAFP 2010, August 1–4, Anaheim, CA

Affiliate View is a quarterly publication for Affiliates of the International Association for Food Protection. Please forward articles, photos, news items, or comments to:

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