



## SOUTHWEST MEAT ASSOCIATION

505 University Drive, Suite 701 • College Station, TX 77840

Phone: 979-846-9011 • Fax: 979-846-8198 • Email: [info@southwestmeat.org](mailto:info@southwestmeat.org)  
[www.southwestmeat.org](http://www.southwestmeat.org)

SMA is an organization created to make a difference for its members by initiating opportunities, resolving problems and thus helping allow our member companies to earn a reasonable return on investment. It is understood that the primary focus of our member companies is to produce products that meet or exceed consumer expectations in regards to product safety, nutrition and value.

### Who Are Our Members?

**Regular Members** are packers, processors and purveyors. They range from small plants with only five employees to the largest firms in the U.S. Cost of membership is based on annual gross sales.

<u>Gross Sales</u>	<u>Dues</u>	<u>Gross Sales</u>	<u>Dues</u>
\$0 - \$2,000,000	\$550.00	\$15,000,000 - \$25,000,000	\$2,550.00
\$2,000,000 - \$5,000,000	\$950.00	\$25,000,000 - \$40,000,000	\$3,325.00
\$5,000,000 - \$15,000,000	\$1,550.00	\$40,000,000 and up	\$4,000.00

There is a dues cap for single establishment companies of \$3,325.00

**Associate Members** are suppliers and service providers. They cover the spectrum of industry with every imaginable connection to the production of meat and/or meat products. Cost of membership is \$750 annually.

**Affiliate Members** are livestock producers, financial institutions or retail establishments. Cost of membership is \$250.

**Student Members** are those who are majoring in Animal/Food Science, or related fields, and wish to learn more, as well as network with industry professionals. Cost of membership is \$35.

**International Members** are welcome.

### What SMA Offers

- **Networking Opportunities** –SMA offers the opportunity to network with other in the industry to get ideas and information you know has been tested by experience. SMA also provides opportunities to network with university scientists and other experts from many fields.
- **Educational Programs** – SMA offers a variety of training activities that allow members to stay abreast of the latest in processing technologies, product development, HACCP/SSOP implementation issues, and regulatory updates. SMA works closely with universities and private entities to provide the best and most useful programs.
- **Regulatory Assistance** – SMA is a clearinghouse for information about scores of state and federal rules, regulations, and laws affecting meat processors on a daily basis. Members receive frequent updates and advice for compliance with regulatory mandates. SMA retains legal counsel in Washington D.C. for even the most difficult regulatory issues or crises.
- **Membership Directory** – Published annually, SMA's membership directory is another tool for networking, advertising, developing potential client lists, sourcing supplies, ingredients, services, materials, and equipment.
- **Information Services** – SMA is an industry leader in timely, effective dissemination of news and information that impact meat processors. Information is distributed via facsimile, email, Internet and postal service. SMA publishes a weekly newsletter, along with e-mail news briefs, fax alerts and other updates to stay on top of the latest developments.

- **Responsiveness** – SMA provides outstanding leadership and prompt response for technical, regulatory and political issues, whether assisting members during crisis situations (e.g. recalls) or providing public comment and testimony on key rules and legislation.
- **Annual Convention** – For over 50 years, SMA has held its Annual Convention and Suppliers’ Showcase, providing members with outstanding technical programs featuring world-class speakers and offering an interactive forum to meet customers, peers, regulatory officials and other experts.
- **International HACCP Alliance** – SMA is a charter member of the International HACCP Alliance, serving on its Board of Directors. The Alliance is dedicated to promoting international public health and food safety by facilitating uniform development and implementation of HACCP programs from farm to table.
- **Member Discounts** – Many SMA members are eligible to receive significant discounts on electricity costs through our alignment with a leading electricity aggregation firm, and many Associate member companies offer discounts to their SMA member clients. Members are also eligible to participate in our insurance partnership with Independent Insurance Group at reduced premium costs.

### **Vision Statement**

SMA’s vision encompasses an association of members who share common **core values** that contribute to a **culture** of excellence supported by **actions** to enhance the opportunities realized by its members and industry partners. Through this vision SMA strives to maintain a posture of leadership with the nation’s meat and poultry industry and to promote a spirit of cooperation within the association as well as with other associations nationwide. The core values, culture and actions of SMA and its members comprise the foundation upon which its collective mission may be accomplished.

#### **Core Values**

Integrity  
 Leadership  
 Excellence  
 Credibility  
 Family-oriented

#### **Culture**

Responsive  
 Inclusive  
 Community-minded  
 Honest  
 Member Support

#### **Actions**

Build Leaders  
 Education  
 Advocacy  
 Networking  
 Opportunity Seeking  
 Communication

### **SMA Facts**

SMA was founded in 1957, and recently celebrated its 58th year serving the meat industry.

Last year SMA awarded over \$50,000 in scholarships to students pursuing educations in meat science, food science, or related fields at colleges and universities in the United States.

SMA currently represents approximately 100 Regular member and 120 Associate member firms.

SMA’s President/CEO since 1997, Dr. Joe Harris, holds a Ph.D. in meat science from Texas A&M University and was recognized as one of the “Rising Stars” of the industry by *Meat Processing* magazine. He also served on the U.S. Secretary of Agriculture’s National Advisory Committee on Meat and Poultry Inspection and he is an approved lead instructor by the International HACCP Alliance.

Bobby Palesano, of Food Safety and Regulatory Assistance, LLC, previously served as SMA’s Vice President of Technical Services. He has over 40 years of federal service experience, most of it with the Food Safety and Inspection Service (FSIS), including Special Assistant to the Director of the Technical Service Center; Branch Chief, Domestic Review Staff; Processing Staff Officer; Food Technologist Instructor at the Center for Learning; and various inspection positions in the field. Just before his retirement, he led a working group as part of FSIS’ risk-based inspection initiative and co-lead a task force for strengthening FSIS outreach to small and very small plants. His wealth of knowledge and expertise provide valuable technical and regulatory assistance to SMA member firms, assisting them with all compliance related issues, as well as the development and implementation of food safety programs.