



SOUTHWEST MEAT ASSOCIATION

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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 regard 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	\$15,000,000 - \$25,000,000	\$2,550
\$2,000,000 - \$5,000,000	\$950	\$25,000,000 - \$40,000,000	\$3,325
\$5,000,000 - \$15,000,000	\$1,550	\$40,000,000 and up	\$4,000

*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

- **Advocacy** – SMA serves as a vocal advocate for the meat and poultry processing industry, often collaborating with like-minded organizations to leverage its effectiveness. SMA organizes frequent trips to Washington, D.C., affording its members direct access to key lawmakers and regulators.
- **Networking Opportunities** – SMA offers the opportunity to network with others in the industry to get ideas and information that 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.
- **HACCP Training**- SMA offers on-site HACCP training for all regular members. The training is open to any and all food safety, quality assurance, production managers, to upper management.
- **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. SMA publishes a weekly newsletter, along with timely news briefs, regulatory updates and other messages 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 62 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.

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
 Communication

SMA Facts

SMA was founded in 1957, and recently celebrated its 62nd year serving the meat industry.

Last year SMA awarded over \$67,000 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 110 Regular member and 115 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.