

2025 Foodservice at Retail Session

Education & EPPS Programs

ECRM's educational sessions provide EPPS attendees with the opportunity to learn from thought leaders and category experts on a variety of topics aimed at their professional development. These sessions include presentations, moderated panel discussions, special events, workshops, and roundtable discussions focused on category insights and trends, as well as hands-on workshops to help buyers and sellers enhance the effectiveness of their meetings during an EPPS.

Monday, October 6, 2025

Redefining Consumer Choices: The Impact of GLP-1 Medications on Food, Beverage, and Lifestyle

60 minutes

Monday, October 6th | 4:00 PM - 5:00 PM

As GLP-1 medications reshape consumer health and wellness behaviors, the ripple effects are being felt across the entire CPG landscape. Join NIQ's Sherry Frey, as she explores the latest insights into the evolving profile of GLP-1 shoppers. This session will unpack how these consumers are redefining food, beverage, and lifestyle choices, and what that means for brands looking to stay ahead. From shifting purchase patterns to emerging product preferences, Sherry will highlight key data-driven trends and uncover actionable opportunities for innovation, marketing, and product development. Whether you're in strategy, innovation, or brand management, this session will equip you with the knowledge to navigate and capitalize on this transformative moment in consumer behavior.

Sherry Frey, VP of Total Wellness
NielsenIQ



Roundtables

45 minutes

Monday, October 6th | 5:00 PM - 5:45 PM

This is a great networking event giving participants the opportunity to discuss relevant industry topics in a round table format with fellow industry professionals sitting at the table.

Over the 45 minutes, participants can choose a table with an assigned topic to discuss. After 20 minutes we will pause and ask everyone to switch to a second table topic.

Partnering for Growth: Collaborative strategies between buyers (universities and retailers) and suppliers in health-conscious categories

- Discuss how universities, retailers and suppliers can partner to expand the reach of healthy food products
- Examples of co-branding, joint promotions, and other strategies that are win, win

The Rise of Health Conscious Eating: Staying ahead of consumer trends

- Discuss the emerging trends and consumer preferences of today and ways to adapt to meet future needs.
- Explore up and coming trends

Rise of the GLP-1 Shopper: How to support the needs of this growing group of consumers

- Review the needs of the GLP-1 shopper and how it shaping consumer preferences and behavior
- Best practices and trends at shelf and marketing to these shoppers

Sustainability in Food & Beverage Industry: Challenges & Opportunities

- Explore how consumers are driving sustainability demands and what buyers are looking for.
- Current and coming best practices

Consumer Behavior: What is driving purchasing today

- Discuss key drivers behind purchasing decisions at the store and on campus.
- Discuss how to reach a diverse consumer base, Millennials, Gen Z and older generations

Roundtables

60 minutes

Tuesday, October 7th | 5:30 PM - 6:30 PM

This is a great networking event giving participants the opportunity to discuss relevant industry topics in a round table format with fellow industry professionals sitting at the table.

Over the 45 minutes, participants can choose a table with an assigned topic to discuss. After 20 minutes we will pause and ask everyone to switch to a second table topic.

1. Trends in Health-Conscious Menus

- How are foodservice operators adapting their menus to cater to health-conscious customers without compromising taste and profitability?
- What are the trends with all the buzz in the foodservice world hitting menus?

2. Sustainability in Foodservice: From Sourcing to Packaging

- How can operators and suppliers collaborate to improve sustainability
- Effective ways to incorporate sustainable practices

3. The Future of Menus: Technology, Customization, and Consumer Expectations

- How can technology help improve menu development
- Explore consumer demands for menu options, and rise of build your own concepts

4. Creating Memorable Dining Experiences: From Concept to Execution

- Explore what makes dining experiences stand out in today's competitive market

5. Cost Control Strategies in a Volatile Market: Balancing Quality & Profitability

- Discuss rising costs of ingredients, labor, and overheads in current market
- What innovative ways have buyers and sellers done to help manage cost without sacrificing quality?