

# AAPN: Yesterday, Today & Tomorrow

Tony Anzovino & Lynsey Jones

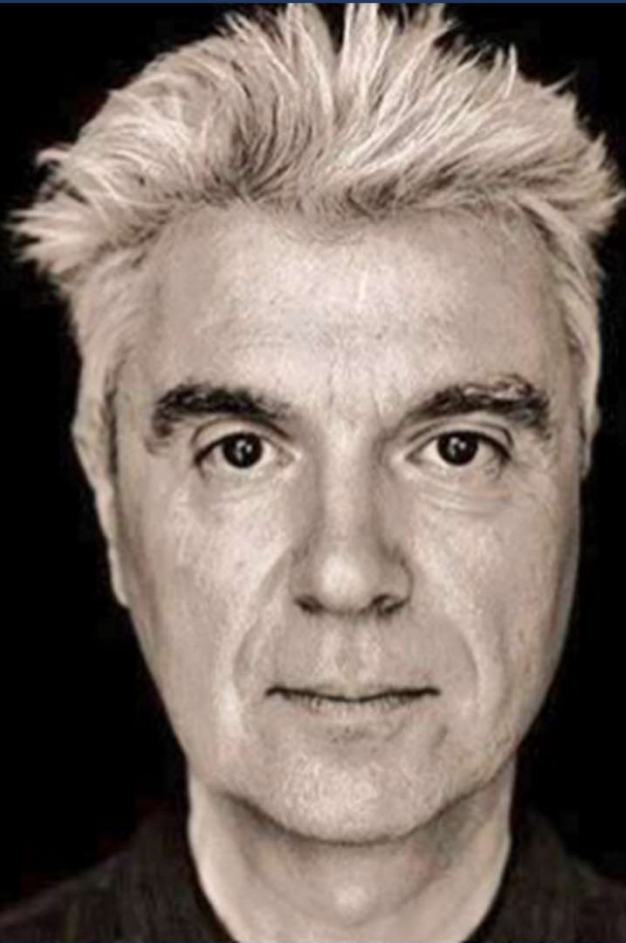
Annual Conference

Eden Roc Miami Beach

July 11<sup>th</sup>, 2023



And you  
may ask  
yourself:



'Well...  
How did I  
get here?'

# Introduction: Lynsey Jones



# Apparel Industry Trends

Reduced Dependency on China

Increased Nearshoring/Onshoring

Increased Requirements on Ethical/Sustainable Sourcing & Transparency

Investments in Technology & Innovation

Widening Talent Gap/Middle Management

Lower Consumer Demand (for now.....)

# Our goal is to drive Business in the West – NOW is the time!!



Continuous  
Improvement  
& Thought  
Leadership



Education



Build  
Generational  
Leadership



Call to Action

**AAPN: Networking and Member Engagement**

# Since we last met in Miami, we were busy...

- Dallas Regional, hosted by Haggar – Sept 2022
- Visit to Phoenix/Arizona Fashion Source – Dec 2022
- Lynsey participated in PCA meetings in DC – Dec 2022
- DR/Codevi visit, hosted by Grupo M – March 2023
- NY Regional, hosted by CGS – April 2023
- Carolina Mill Tour – May 2023
- Sue & Mike attended Texprocess & ITMA

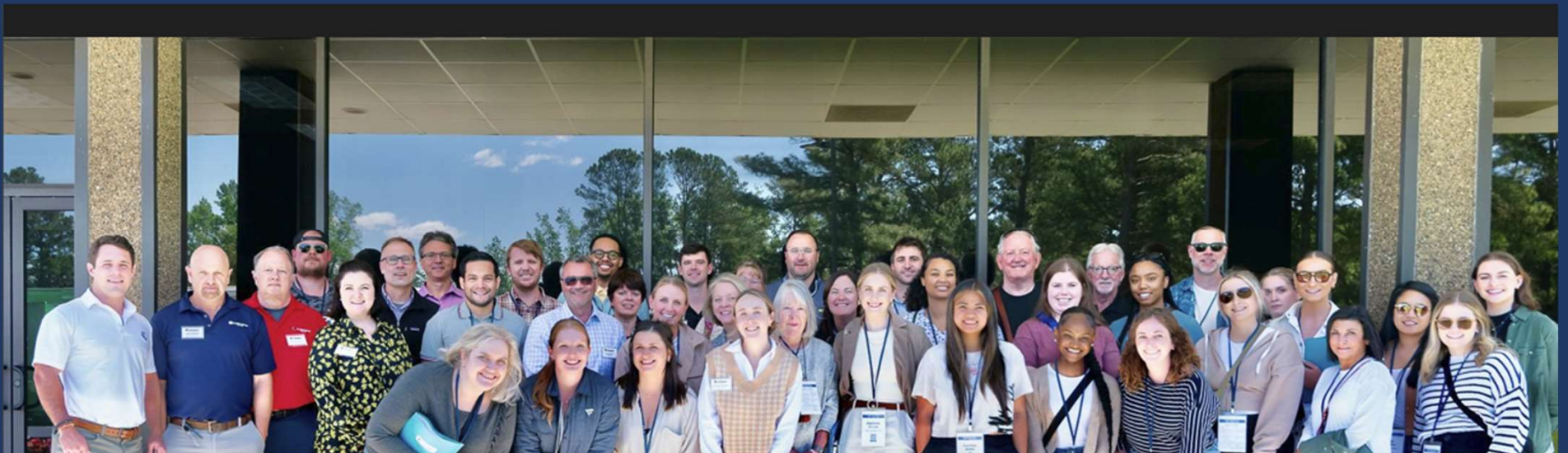
## Coming up –

- Lynsey/Tony speaking at MAGIC in Las Vegas in August
- Dallas Regional hosted by Haggar in September



# What have we learned?

- 2 Regional Meetings per year works!
- Carolina Mill Tour is our #1 event!
  - Morphed into an educational week for emerging talent
  - There is a need to create a US Mill tour 2.0 for repeat attendees
  - There is a need to do a mill tour outside of US
- Codevi/Haiti/DR & Honduras 2018 were BIG hits for us!
  - Great member feedback, requests for more Sourcing-focused/educational trips in region
- *We heard you:* The Annual Conference MUST move back to May
- We need member involvement to insure our success



# Planning for 2024

- Host a couple of Regionals
- Repeat Carolina Mill Tour, Develop version 2.0 in US & 1.0 in Latin America
- Develop additional Sourcing-focused/educational trips based on membership needs
- Host webinars & trainings on key topics
- **Annual Conference: Biltmore Hotel in Coral Gables May 19-21 2024!**

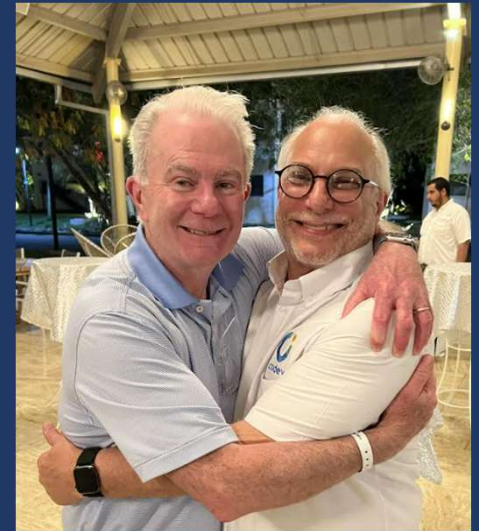


***We will need feedback & help from the membership!!***



# A brief history lesson

- 1981 - AAPN created as the American Apparel Contractors Association (AACCA) by Don Strickland
- 1998 - AACCA changes name to AAPN, dropping 'Contractors' for Producers and 'Association' for Network
- 2012 - Changed American to 'Americas' Apparel Producers' Network
- 2017 - Tony Anzovino starts Regional Conferences
- 2018 - Ron Roach starts Carolina Mill Tour
- 2020 - A transformative year of adaptation and new ways of maintaining relationships
- 2021 - AAPN recognizes a 'tipping point' and begins the transition of management, operations and business model



**So what's next??**

# Transition Timeline



## 5 primary buckets of knowledge transfer:

- Event Planning
- Finance
- Membership engagement
- Technology
- Learning EVERY member's name & history...

# Board of Directors Update

## Executive Committee



President  
Tony Anzovino



Vice President  
Kurt Cavano



Secretary/Treasurer  
Jill Coleman



Carlos Arias



Rick Horwitch



Juan Zighelboim

## Board of Directors

Anibal Cappellan



Jim Chi



Keith Dartley



Sarah Krasley



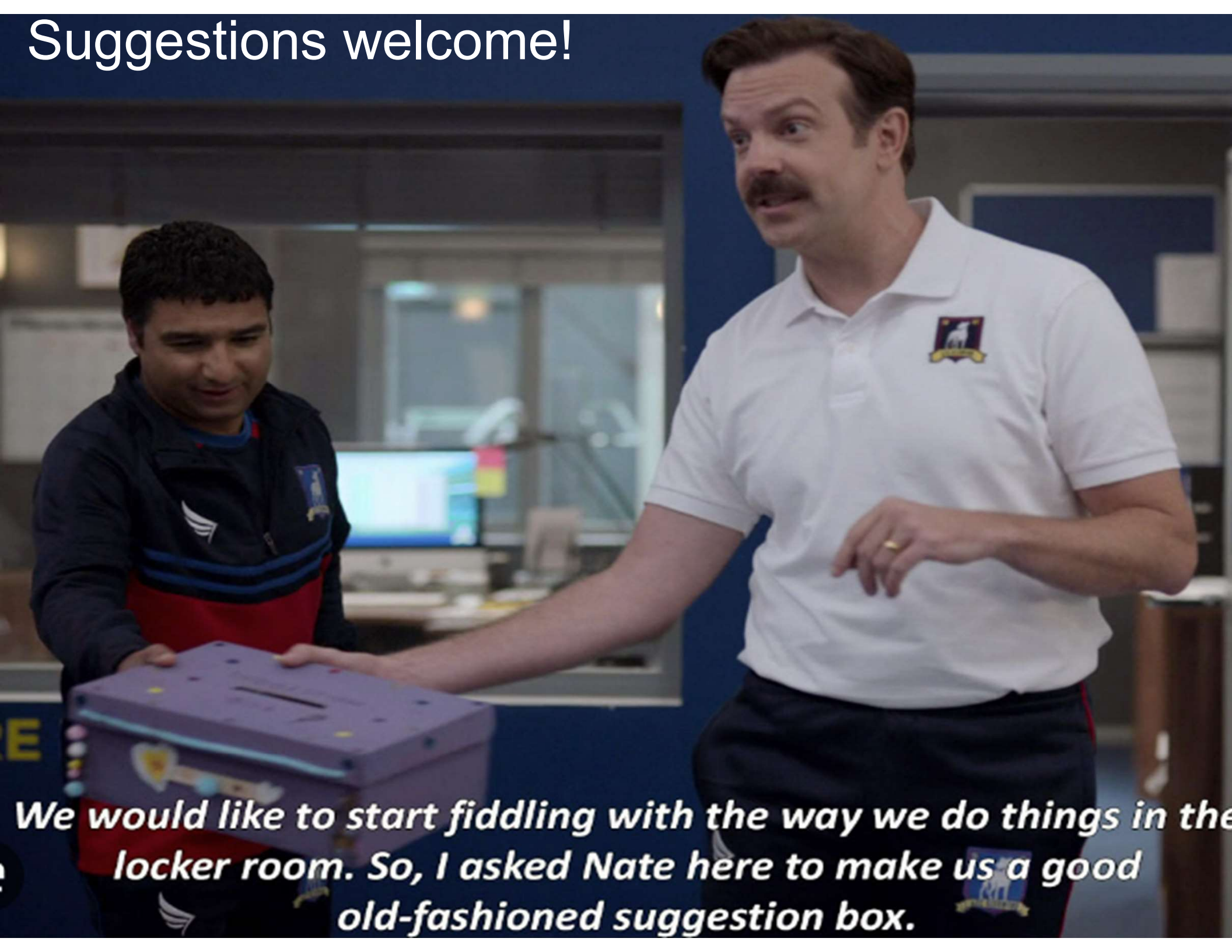
Pam Peale



# Board Focus for 2023/24 Cycle

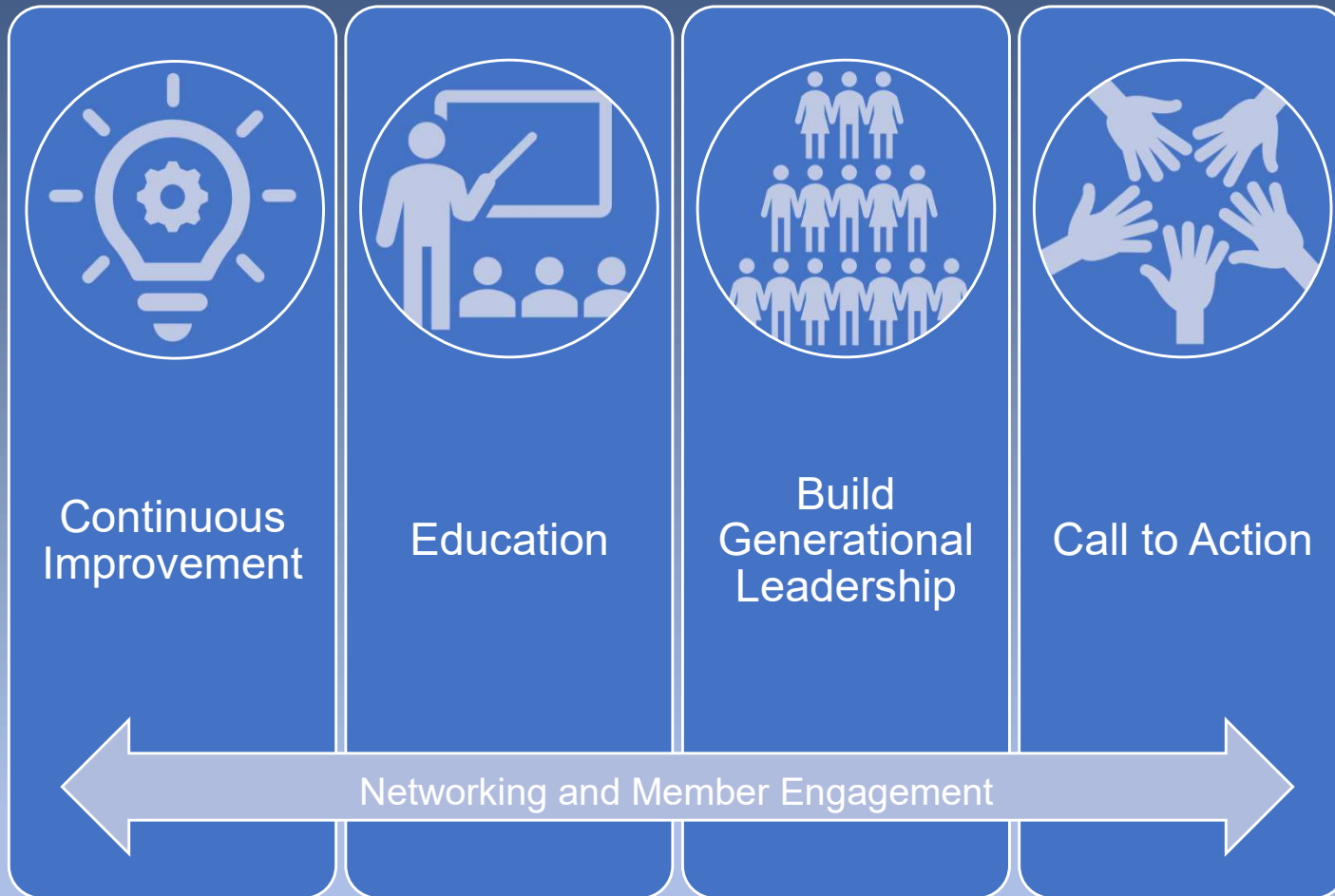
- Events
  - Specifically planning Sourcing Trips/Mill Tours that coincide with Regional Meetings in each member country
  - Dallas Regional + 1 more (location tbd)
  - Carolina Mill Tour 1.0 & 2.0
- Membership
- Sponsorship Opportunities
- Technology
  - Specifically related to our Website/Database/Social Media platforms

Suggestions welcome!

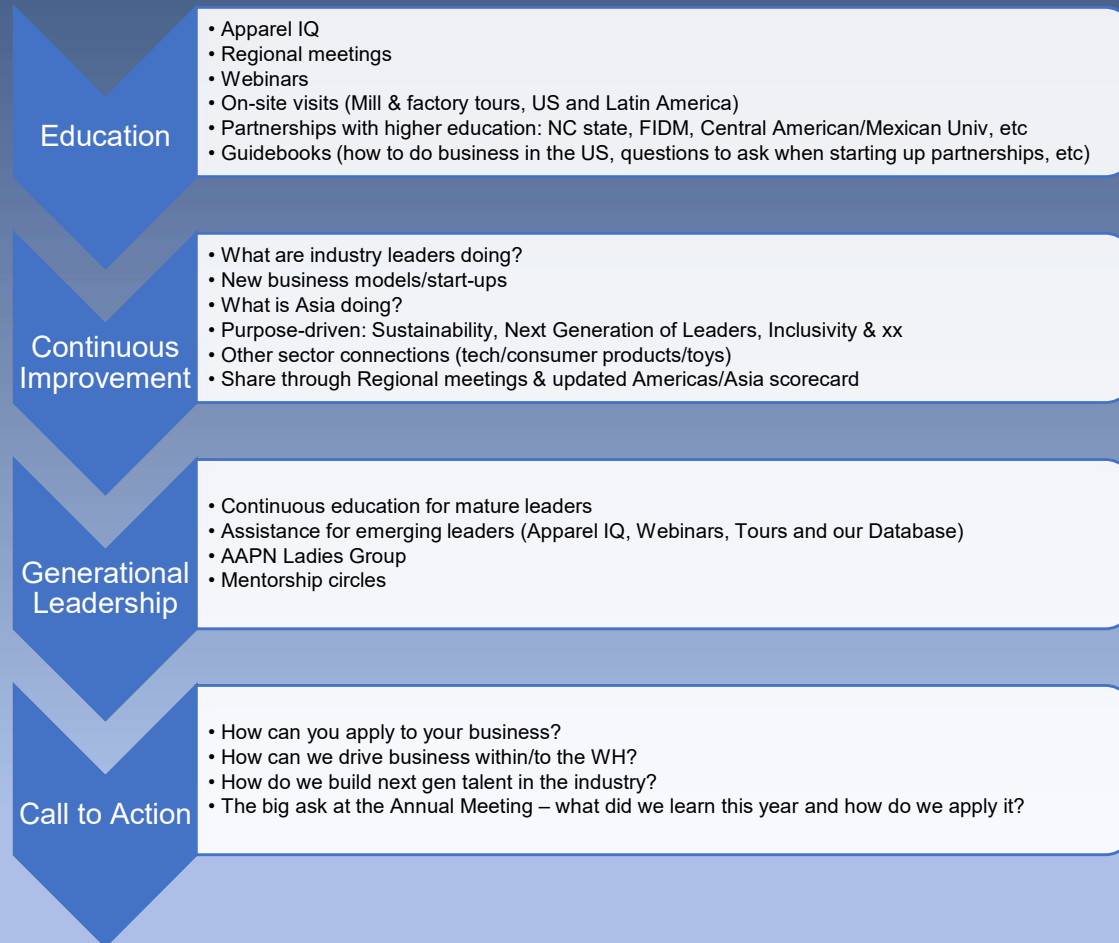


*We would like to start fiddling with the way we do things in the locker room. So, I asked Nate here to make us a good old-fashioned suggestion box.*

# AAPN Pillars



# AAPN Pillars Defined



## Business as usual:

- Networking
- Member engagement
- Sourcing assistance (Database & Memberclicks)
- Mike's emails/intel

## New ideas:

- Readouts from Regionals at Annual Meeting
- End of year Membership update at Annual
- Impact Metrics
- More searchable database
- Assist in building supply chains
- Update the Scorecard

# Increase Membership

- Individual memberships?
- University discounted memberships?
- Start-up/Incubator memberships?
- Trial memberships? I.e. Only pay 6mos but we include the price of the Annual Meeting in the cost so they feel compelled to attend
- Non-apparel industry memberships? I.e. Travel goods, toys, etc
- Different price structure pending type of business (AAFA does this based on annual turnover)
- Review membership structure in association with sponsorship opportunities
- Develop internal sponsorship structure



# Additional Educational Events

- Apparel IQ webinars
  - New machinery, new techniques, fabrics
  - University partnerships
  - Consultant webinars (McKinsey Whitepaper example)
- Livestream events
- Capitalize on CMT & Codevi trips: Sourcing trips for the “overworked sourcing professional”
- Build/offer supply chain clusters for brands

# Reviews/upgrades needed

- Review membership structure & offerings
- Database revamp:
  - Data cleanse
  - Add/update attributes
- Website revamp:
  - horizontal instead of vertical
  - publish metrics/goals
- EOY-type of business update for membership at the Annual meeting (impact metrics, etc)