



AMERICAN SPICE TRADE ASSOCIATION

2012 ANNUAL MEETING & EXHIBITS

APRIL 22-25 | AMELIA ISLAND, FL





ASTA'S ANNUAL BUSINESS MEETING

WELCOME



Susan L. Abbott Memorial Scholarship

Review Committee

Larry Anderson, Wixon, Inc.

Kerri Goad, Kalustyan

Alan Milroy, Jupiter Commodities





Susan L. Abbott Memorial Scholarship

Recipients

Samantha Deangler

Samantha Labus

Stein Lobo

Elizabeth Pade





Thank you



Business Meeting

Officer Reports

President
Treasurer
Ex Officio



President's Report

Donna Tainter

ASTA President 2011-2012



Mission Statement

ASTA, the voice of the US Spice Industry, works to ensure clean, safe spices and address public policy on behalf of the global industry.



Strategic Plan

Influence Legislation and Regulations: Utilize coalition memberships when possible to maximize impact on legislation and regulations and identify and respond independently to issues specific to the spice industry.

Quality through Education: Ensure clean, safe spice throughout the supply chain by providing key audiences education or access to education.

Food Safety: Provide resources to support industry efforts to ensure food safety.



Food Safety

Promoting Clean, Safe Spice

- Spice Industry
- Food Manufacturing
Presentations
Download activity
- Align with other ASTA documents
- Surrogate Research for Spice MRP
Validation



Influence Legislation and Regulations

Engage FDA

- FDA reviewed and provided mostly positive feedback to our Guidance Document
- Communicate on guidance dissemination to industry
- RFR – Second year of high incidence of *Salmonella* in spices



Influence Legislation and Regulations

- ETO study for Environmental Protection Agency
- Engage Centers for Disease Control (CDC)
- Noxious Weed Seeds
- Pesticide Project



Quality Through Education

- Food Safety and Modernization Act (FSMA)
 - October Legislative and Regulatory Workshop
 - Sunday's Preconference Workshop
 - Webinars (coming soon)
- Food Safety
 - How to Prepare for an FDA Inspection
 - Environmental Monitoring Program (May 8)



Association Management Update

- Ten years at Smith Bucklin
- RFP to three Association Management Firms in Washington D.C.
- Reviewed Costs and Services



Verto Solutions



- Financially Sound Decision
- Synergies with FEMA and International Association of Color Manufacturers
- Kelley Poole
- Cheryl and Margarita continue to work for ASTA
- Transition plan through July 1.

Thank You!

Board of Directors

Members

ASTA Staff



Treasurer Report

Gaspare Colletti
Cell Foods, Inc.



ASTA Financial Policies

- Financial Procedures
- Fund Balance
- Check Request & Signing Authority
- Dues Assessments
- Dues Invoicing
- New Member Dues
- Collection of Dues from Members Affected by Mergers and Acquisitions
- Non-Dues Revenue
- Budget Exception
- Investments



From ASTA's Financial Audit

made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the American Spice Trade Association as of June 30, 2011, and 2010, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Lydon Fetterolf Corydon, P.A.

Rockville, Maryland
December 28, 2011

ASTA's Audit was conducted by Lydon, Fetterolf Corydon, P.A.



Financial Results

Fiscal 2011 Budget versus Actual, Fiscal year ending June 30, 2011

	<u>FY11 Budget</u>	<u>FY11 Actual</u>
Revenue	\$1,078,200	\$1,204,163
Expense	\$1,076,205	\$1,217,928
Net Income	\$ 1,995	(\$ 13,765)



Financial Results

	FY11 Budget	FY11 Actual
Net Operations	\$ 1,995	\$(13,765)
Investment Income	\$25,000	\$19,041
Add to reserves	\$26,995	\$ 5,276



Most impacted FY11 Budget vs. FY11 Actual

Revenue

Membership Dues

- 13 new Active members
- 7 new Associate members

2011 Annual Meeting

- Attendance

Expenses

ASTA's Guidance Document

- Development
- Printing/Design

2011 Annual Meeting

- Higher costs for food and beverage because of higher attendance



Fiscal 2012 Forecast

Revenue	\$1,191,760
---------	-------------

Expenses	\$1,189,666
----------	-------------

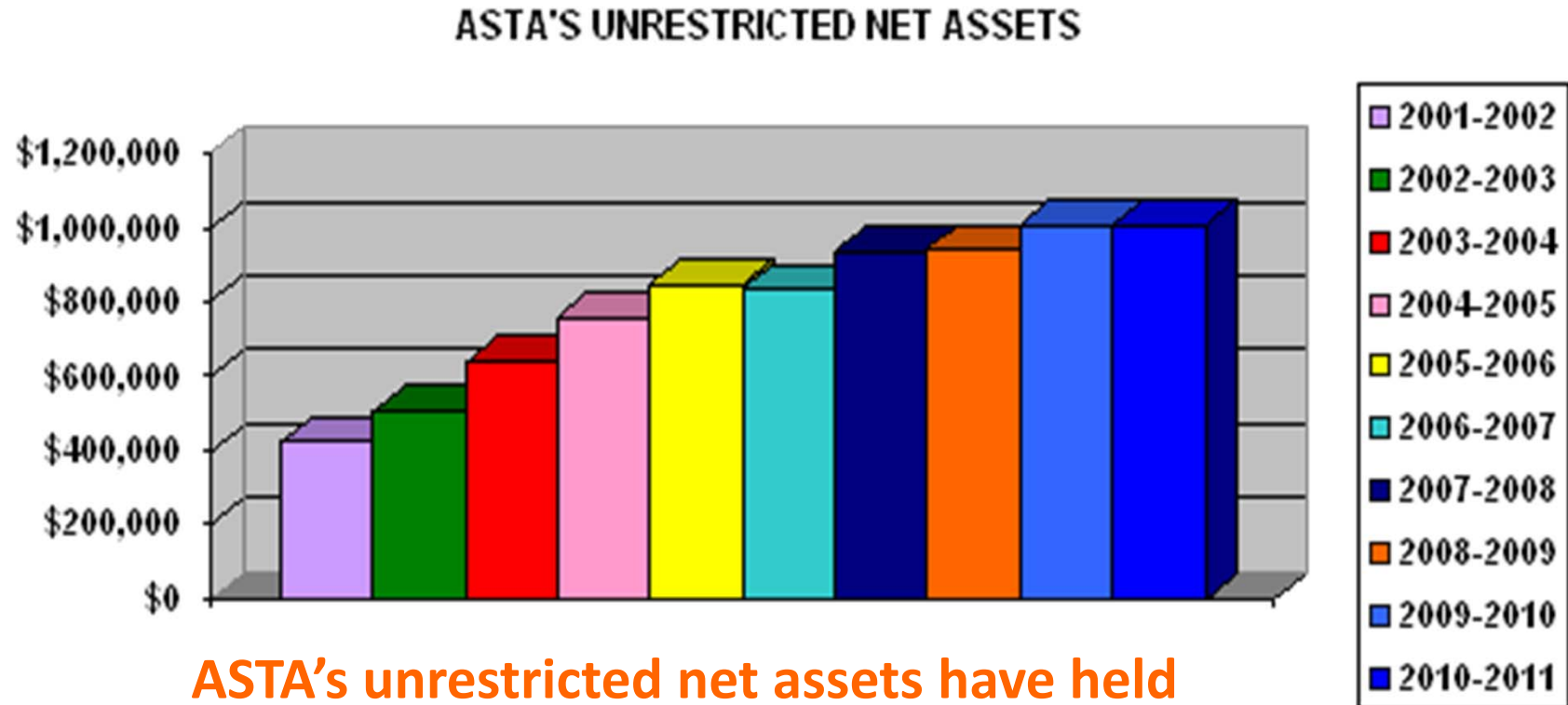
Net Income from Operations	\$2,094
----------------------------	---------

Investment Income	\$16,000
-------------------	----------

Total Net Income	\$18,094
------------------	----------



ASTA's Fund Balance



ASTA's unrestricted net assets have held fairly constant for the past four years.



ASTA Investments

- ASTA's investments yielded \$19,000 last year.
- ASTA's policy is to invest conservatively in laddered CD's that come due every 90 days.
- Although we have not seen huge gains, we also have not experienced any losses.



Executive Director's Report

Cheryl Deem



2011 Meeting Attendance

	2012	2011	2010	2009	2008	2007	2006	2005
Active	191	212	208	178	169	173	116	123
Associate	43	44	42	42	40	46	45	41
Non-Member	33	29	20	26	22	15	11	0
TOTAL	267	285	270	246	231	234	172	164
Workshop	98	115	107	98	64			



Membership

	2012	2011	2010	2009	2008	2007
Active	135	137	133	122	128	118
Associate	54	58	55	56	56	57
TOTAL	189	195	188	178	184	175



Guidance Document

- Presentations at:
 - International Pepper Community
 - Canadian Spice Association
 - European Spice Association
 - GMA Microbiological Committee
 - National Seasoning Manufacturers
 - International Association for Food Protection
 - Rhode Island Food Safety Meeting



Guidance Document

- 550 + downloads
- 200 member/350+ non member
- 30 countries including: Argentina, Egypt, Indian, Israel, Pakistan, Sri Lanka, Vietnam
- Major food manufacturers, retailers, state and local health agencies, foreign health agencies
- Continued FDA interest in activity



Second RFR Report

1st Year Report

- 17 entries/7.4% of total
Salmonella
- 16 entries/18.6% of total

Produce RAC

- 14 entries/6.1% of total
Salmonella
- 14 entries/16.2% of total

2nd Year Report

- 25/11.1% of total
Salmonella
- 23 entries/26.7% of entries

Produce RAC

- 25 entries/12.0% of total
Salmonella
- 25 entries/29% of total



Second RFR Report

Industry Initiatives

Although primary reports for *Salmonella* in spices and seasonings increased from 16 in year 1 to 23 in year 2, new guidance developed by the American Spice Trade Association is expected to have a positive effect on reducing health risks from this commodity group



Second RFR Report

Regulatory Initiatives

FDA is finalizing a risk profile to describe the nature and extent of public health risk posed by consumption of spices....The risk profile will also describe and evaluate current mitigation and control options, identify potential additional mitigation and control options....



CDC Meeting

- Press release citing spices as #2 source of outbreaks due to imported food – USDA harmonized tariff schedule
- “Spices” included fresh peppers, herbs
- FDA contacted CDC on ASTA’s behalf
- Met with scientist, press office, outbreak staff



CDC Meeting - Outcomes

- Establish relationships
- Education on ASTA spice list, FDA definition of spices, FDA guidance on spices
- Final, peer-reviewed study will be released and expect press release



ASTA Transition

- Should be seamless to membership
- Working with SmithBucklin and Verto Solutions on back office details
- 2012 – 2013 dues bills
- May/June announcements with new address, phone numbers



ASTA Transition

- Opportunities for synergy with other food ingredient organizations/staff
- Web seminar series with FEMA
- Government relations activities
 - Kelley Poole



ASTA Transition

- Kelley Poole
- Margarita Passero
- Whitney Thompson/Betty Kiddy
- Laura Somerville



Thank you



Business Meeting

Elections

Board of Directors
Arbitration Board



2012-2013 Board of Directors

Kirk Bewley, Culinary Farms

Roger Clarke, Cannamela

Gaspare Colletti, Cell Foods, Inc.

Ann Davis, Continental Seasoning

Phil Kaczmariski, Kalsec, Inc.

Paul Kurpe, Elite Spice, Inc.

Roger Lawrence, McCormick & Company, Inc.

Greg Lightfoot, ConAgra Foods

Skip Martin, Wm. E. Martin & Sons, Inc.

Matt Meilander, Tone Brothers, Div. of ACH Food Companies, Inc.

Vinayak Narain, Olam Spices and Vegetables Inc.



2012-2013 Board of Directors

**Serve first year as the non-voting representative of the
Associate Group**

David Howe, Cosmed Group, Inc.



2012-2013 Arbitration Board

**Nominated to serve a two year term on the
Arbitration Board as Chair**

Dan Crabbe, A.A. Sayia & Co., Inc.

Nominated to serve a two year term as Board members

Neil Caplan, Ludwig Mueller Co., Inc.
Spencer Martin, Wm. E. Martin & Sons Co., Inc.



2012-2013 Arbitration Board

The following are nominated to serve one year as alternates:

Avi Golombeck, Morris J. Golombeck, Inc.

Thomas Overby, Gourmet Food Club Corp

Ed Sands, Max Van Pels, Inc.

Fletcher Sayia, A.A. Sayia & Co. Inc.



We are unique

Roger Clarke

Cannamela Divisione Di Bonomelli S.R.I.



Spices

- We have such a unique place in history
- We hold a unique position within the food industry
- Even if we did not work in this industry never a day would go by when spices did not touch our lives



So much change

- When ASTA was formed the secret of sourcing spices was still somewhat a mystery.
- Today we find farmers using smart phones to check on commodity prices.
- Our products are often
 - Sustainable
 - Organic
 - Significant income generators
 - Have health benefits
 - Change our perception of 'good taste'



The link

- We are the link between, what are often, subsistence farmers and some of the most professional food scientists in the world.
- This will always bring challenges.
- Our efforts of taking an agricultural crop, often produced in a third world country, and converting it into a safe food ingredient are often not understood or appreciated.



Responsibility

- We need to make sure we protect our industry, our customers and the consumers to ensure this industry, and in particular this trade association, remains sustainable, strong, professional and safe for generations to come.



Change

- The one thing that is constant – is change
- In the last 2 years legislator, food producers and consumer demands have changed significantly.
- We are at the start of process of implementation of the FSMA and ASTA has a key role to play in education



Strategic Plan

Influence Legislation and Regulations:

Quality through Education:

Food Safety:

The ASTA Board of Directors will be holding a strategic planning session in January 2013. At that time we will examine the state of the industry, emerging issues that are likely impact the industry....and set ASTA's strategic focus for the next three years. I anticipate some of our focus....for example to influence regulations and the focus on food safety will not change.

Your input is always welcome and I encourage you to talk to any board member before this date so that your ideas can be incorporated.



New location

- We are looking forward to working with Verto Solutions and we see some real benefit in the synergies we anticipate.
- I know the ASTA staff are looking forwards to working with other Food Industry professionals
- We thank Smith Bucklin for the support over the last 10 years.



Commitment

- I look forward to serving as your President
- I look forward to working with old friends and I am sure in the next 12 months I will meet and make new friends.
- It is the uniqueness of this industry that is so fascinating and I am sure the years ahead will keep us all stimulated and vibrant.



Questions?



2011-2012 Board of Directors

Thank you for your service

Greg Estep, Olam Spices and Vegetables Inc.
Pat Laubacher, Sensient Dehydrated Flavors, LLC





ASTA'S ANNUAL BUSINESS MEETING