

*ASTA 2014  
Annual Meeting  
and Exhibits*



# WELCOME

## **ASTA Business Meeting** *Members Only*

St. Regis Monarch  
Beach Resort  
Dana Point, CA

# Voting cards



One per each Active Member company sign-in



Please  
Silence  
Your  
Cell Phone  
Thank You



# Susan L. Abbott Scholarship Committee

**Kerri Goad, Kalustyan**

**Alan Milroy, Jupiter Commodities**

**Tim Sonntag, Wixon, Inc.**



# Susan L. Abbott Scholarship Recipients

**Mason Brown**

**Sara Carter**

**Jenna DiGiancinto**



*ASTA 2014  
Annual Meeting  
and Exhibits*



# ASTA Business Meeting

## Officer Reports

St. Regis Monarch  
Beach Resort  
Dana Point, CA



# Treasurer's Report

**Greg Lightfoot**  
**ConAgra Foods**

# ASTA FY13 Audit

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

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of **American Spice Trade Association** as of June 30, 2013 and 2012, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Lydon Fetterolf Corydon, P.A.*

Rockville, Maryland  
January 8, 2014



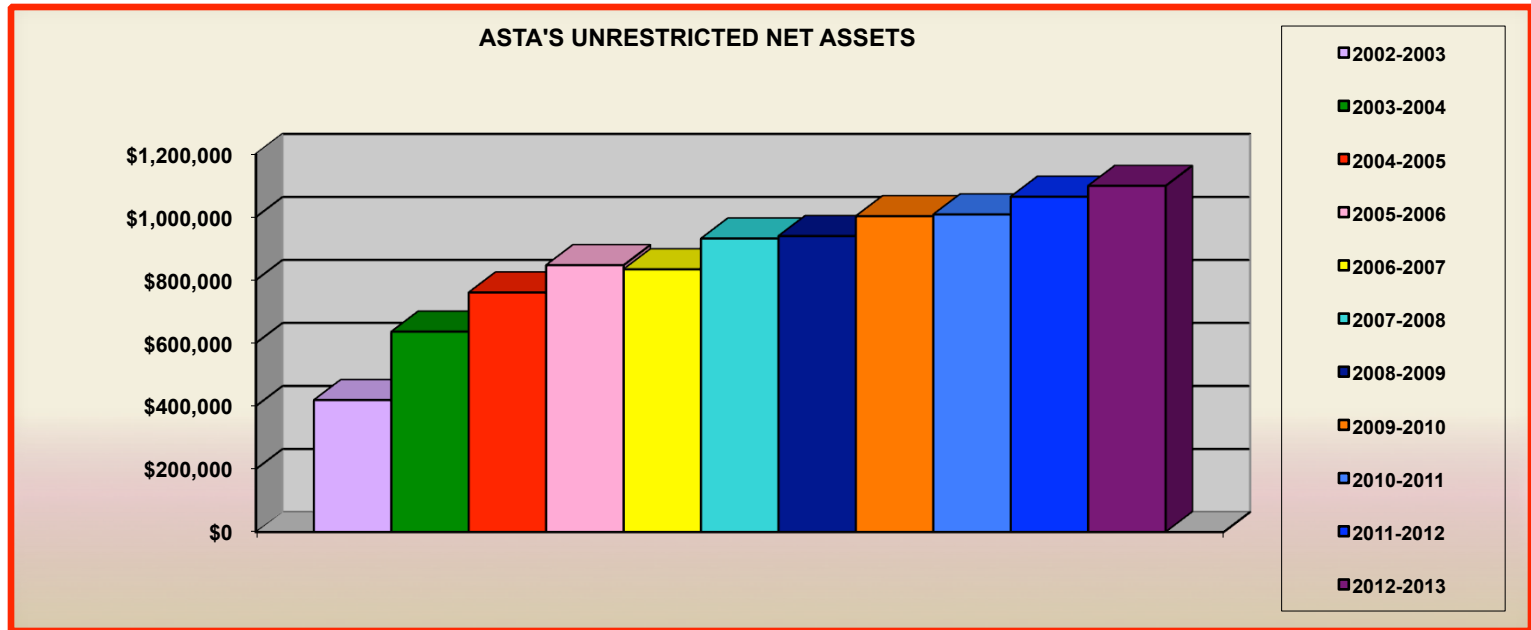


# Financial Results

## FY2013 Budget versus Actual, FY ending June 30, 2013

|                      | <u>FY13 Budget</u> | <u>FY13 Actual</u> |
|----------------------|--------------------|--------------------|
| Revenue              | \$1,218,350        | \$1,228,812        |
| Expense              | \$1,292,545        | \$1,207,489        |
| -----                |                    |                    |
| Net Operating Income | (\$ 74,195)        | \$ 21,323          |
| Investment Income    | \$ 16,000          | \$ 13,130          |
| -----                |                    |                    |
| Add to reserves      | (\$ 58,195)        | \$ 34,453          |

# ASTA's Fund Balance & Investments



- ASTA's unrestricted net assets have held fairly constant for the past four years.
- ASTA's policy is to invest conservatively

# Fiscal 2014 Budget

|          | Budgeted    | Forecast    |
|----------|-------------|-------------|
| Revenue  | \$1,243,565 | \$1,290,944 |
| Expenses | \$1,360,841 | \$1,422,924 |

---

|                               |             |             |
|-------------------------------|-------------|-------------|
| Net Income<br>from Operations | (\$117,276) | (\$131,980) |
| Investment<br>income          | \$16,000    | \$16,000    |

---

|                  |             |             |
|------------------|-------------|-------------|
| Total Net Income | (\$101,276) | (\$115,980) |
|------------------|-------------|-------------|

# ASTA Strategic Spending

## Strong Association

– \$35,000

- New Website





# ASTA Strategic Spending

## Advocacy

- \$75,000 + \$10,000
  - Draft Risk Profile on Spices Response
- \$7,500
  - ASTA joined Crop Life America – Food and Beverage Committee
- \$15,000
  - FDA Food Safety Modernization Act (FSMA)



# ASTA Strategic Spending

## Food Safety

— \$50,000

- ILSI Grant – surrogate development



# Questions

**Thank you!**



# President's Report

**Gaspare Colletti**  
**Cell Foods inc.**





# Strategic Plan

ASTA

SAFE

# 2014

# ASTA ANNUAL REPORT



**A**STA, The voice of the US spice industry, works to ensure the supply of clean, safe spice, shape public policy on behalf of the global industry and advance the business interests of its members.



# Strategic Plan Progress

**S**trong association:

- ✓ 22 new active members (8 resignations)-
- ✓ Total active membership to 149 – highest in 5 years
- ✓ 3 new associate members (10 resignations)
- ✓ New web site

# ASTA Annual Meeting

## 2014

- 224 Active members
- 43 Associate members
- 41 Non members

308 Total attendees

## 2013

- 214 Active members
- 42 Associate members
- 31 Non members

287 Total attendees





# Strategic Plan Progress

**S**trong association

***Committee chair: Kerri Goad-Berrios, Kalustyan***

- Troy Dryden
- Patty Goto
- Noe Ramos
- Fletcher Sayia
- Sushama Srikandath
- *Vinayak Narain (Board Liaison)*



# Strategic Plan Progress

**S**trong association

Associate Group Task Force:

- ***Chair, David Howe, Cosmed Group-ETO Sterilization***
- Simon Cripps
- Ken Goldscher
- Elizabeth Harszy
- Tricia Szymanski



# Strategic Plan Progress

**S**trong association

Nominating Committee:

- ***Chair, Roger Clarke, Cannamela***
- Dan Cooper
- Phil Kaczmarski
- Roger Lawrence
- Elias Pflaster



# Strategic Plan Progress

## Aadvocacy: *“FDA comment and input committee”*

- Commented on key proposed FSMA rules impacting the spice industry
- Current GMP and risk-based preventive controls for human food
- Foreign supplier verification programs for importers
- Accreditation of third party auditors
- Input on FDA designation of high-risk foods
- Webinars
  - Food defense and intentional adulteration
  - Sanitary transport of foods

# Strategic Plan Progress

## Aadvocacy:

- Regulatory workshop-
- Crop life –explore options related to agricultural residues
- Submitted comments on Dietary Guidelines for Americans

# Strategic Plan Progress

## Aadvocacy:

- Response on the Draft Risk Profile
- Major focus because of regulatory implications for industry
- Committed significant resources for response
  - outside experts: microbiology -review and assess the science
  - outside experts: assist with drafting comments



# Strategic Plan Progress

## Aadvocacy

***Committee chair: Whitney Sayia, A.A. Sayia & Co. Inc.***

- Karen Burns
- Ron Elton
- Janis Rich-Gutierrez
- Carol Kitchen
- Barbara Larson
- Manoj Ruparelia
- Tim Sonntag
- Sara Sanders
- Floyd Stone
- Bev Tschirhart
- JennieAnn Reitemeyer
- Kirk Bewley (Board Liaison)



# Strategic Plan Progress

**F**ood safety: *“provide the resources to support the focus on clean, safe spice”*

- Update ASTA Cleanliness Specifications handbook
- Update ASTA HACCP Guide – ongoing
- White paper on Process Validation finalized
- Analytical methods subcommittee finalized work
  - Method 2.1 – Moisture in spices
  - Method 1.6 – Steam volatile in Cassia
  - method 2.9 – new method to determine dyes in paprika etc.

# Strategic Plan Progress

## Food safety

- Global alliances to promote food safety
  - IOSTA leadership
  - IOSTA Good Agricultural Practices guide updated to add pathogen controls
  - Codex

# Strategic Plan Progress

## F ood safety:

### ***Committee chair: Doug Williams, Kalsec***

- Dave Anthony
  - Amy Lytle
  - Pete Mostoufi
  - Supat Sirivicha
  - Abdul Basit
  - Roger Clarke
  - Prachi Dhruv
  - Dan Hemming
  - Paul Kurpe (Board Liaison )
- Lynda Lathrop
  - Martin Mitchell
  - Viva Roberts
  - Siva Subramaniam
  - Sebnem Cattanach
  - Alain Darriet
  - Rebeca Hard

# Strategic Plan Progress

**E**ducation : *ensure clean, safe spice... through education*

- New committee
- Reviewed all existing educational resources
  - FSMA Webinar series
  - Clean, Safe Spices Guidance document
  - white paper on process validation
- Developed a comprehensive needs and gap assessment

# Strategic Plan Progress

## E education

- Developed ideas for 60 more potential topics
- Top priority: Food safety
  - Webinar series on microbiology 101
  - Other TBD
- Secondary priorities:
  - Spices 101
  - Responsible sourcing



# Strategic Plan Progress

## E education

***Committee chair: Larry Lichter, McCormick & Co.***

- Simone Cormier
- Rebecca Hard
- Deniz Sensoy
- David Solomon
- Don Stephens
- Siva Subramaniam
- James McKinley Thomason
- Roger Lawrence, Board Liaison



ASTA

SAFE

*ASTA 2014  
Annual Meeting  
and Exhibits*



**Thank you!**

St. Regis Monarch  
Beach Resort  
Dana Point, CA

*ASTA 2014  
Annual Meeting  
and Exhibits*



# ASTA Business Meeting

## Elections

Board of Directors  
Arbitration

St. Regis Monarch  
Beach Resort  
Dana Point, CA

# 2014-2015 Board of Directors

Kirk Bewley, Culinary Farms, Inc.

Gaspare Colletti, Cell Foods, Inc.

Simone Cormier, Allegro Coffee Company

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

Kent DeVries, Silva International, Inc.

David Lessans, Chesapeake Spice Co. LLC

Greg Lightfoot, ConAgra Foods

Matt Meilander, ACH Food Companies

Vinayak Narain, Olam Spices and Vegetables, Inc.

Bev Tschirhart, McCormick & Company, Inc.

Sushama Srikandath, AVT McCormick Ingredients Pvt., Ltd.





# 2014-2015 Board of Directors

Representative of the Associate Group

Martin Mitchell, Certified Laboratories



# 2014-2015 Arbitration Board

To serve two year term as Chair:

Neil Caplan, Ludwig Mueller, Inc. Co.

To serve second year of two year term as Board members:

Peter Landes, K.H.L. Flavors, Inc.

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

Alternates, nominated for one year terms:

Ron Elton, J.H. Elton, Inc.

Alan Milroy, Jupiter Commodities

Ed Sands, Max Van Pels, Inc.

Frank Wells, Culinary Farms



# Your New President





# ASTA President-Elect

Kirk Bewley  
Culinary Farms, Inc.



# The Future

NEXT EXIT





# 2013-2014 Board of Directors

Thank you for your service

Roger Clarke, Cannamela Division of Bonomelli s.r.l.

Ann Davis, Continental Seasoning, Inc.

Paul Kurpe, Elite Spice, Inc.

and

Roger Lawrence, McCormick & Company, Inc.



# Gaspare Colletti

## 2013-2014 ASTA President

Thank you for your service!



*ASTA 2014  
Annual Meeting  
and Exhibits*



# New Business

St. Regis Monarch  
Beach Resort  
Dana Point, CA



# Questions

## Thank you!