



2015 ASTA
Annual Meeting
& Exhibits



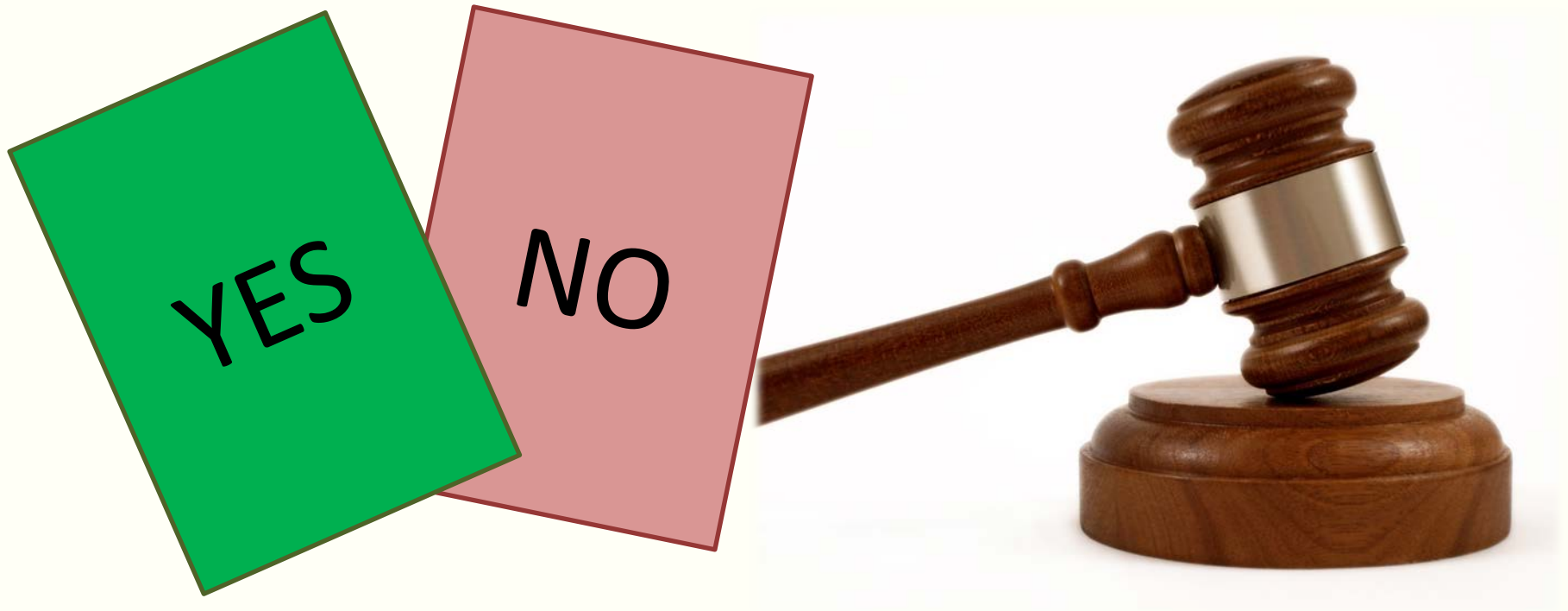
WELCOME

ASTA Business Meeting *Members Only*



Charleston, SC
April 12-15, 2015
Belmond Charleston Place Hotel

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

Joy (Nikki) Schauer
Mackenzie Fuller
Alyssa Tainter
Christopher Blythe





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ASTA Business Meeting

Officer Reports



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Treasurer's Report

Vini Narain
Olam Spices and Vegetables Inc.

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ASTA FY14 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, 2014 and 2013, 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 15, 2015

Financial Results

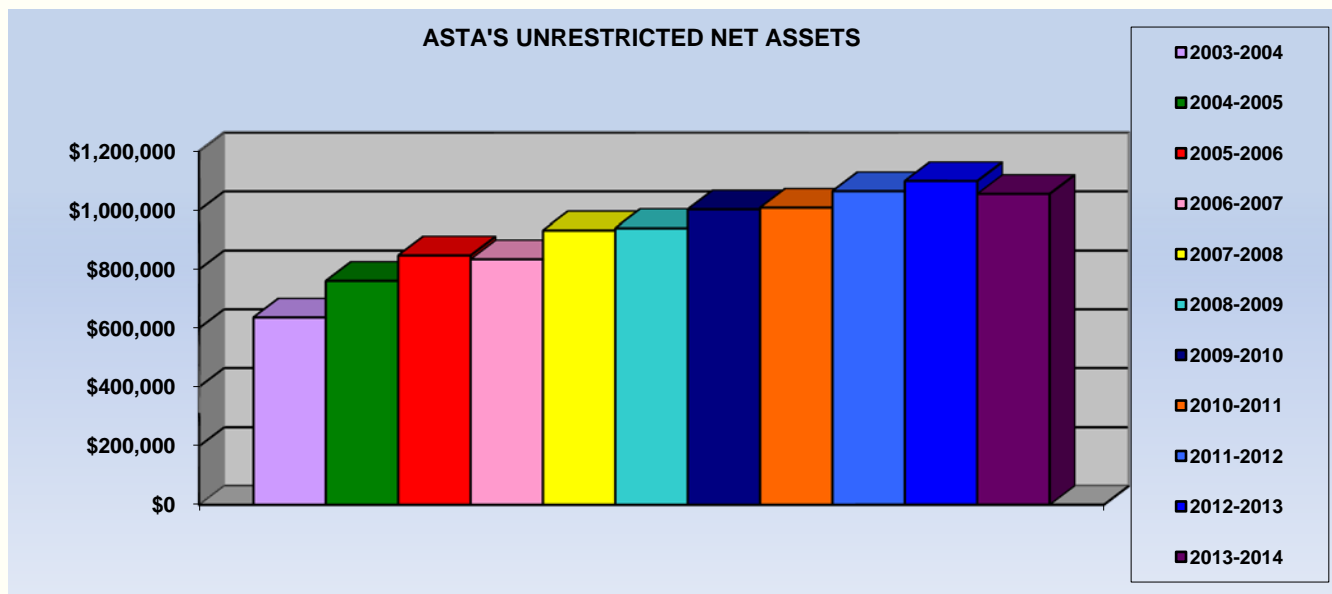
FY2014 Budget versus Actual, FY ending June 30, 2014

	<u>FY14 Budget</u>	<u>FY14 Actual</u>
Revenue	\$1,243,565	\$1,350,904
Expense	\$1,360,841	\$1,407,286

Net Operating Income	(\$ 117,276)	(\$ 56,382)
Investment Income	\$ 16,000	\$ 12,552
Restricted Assets (Reserves)		(\$ 22,688)

Add to reserves	(\$ 101,276)	(\$ 66,498)

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 2015 Budget

	Budgeted	Forecast
Revenue	\$1,306,105	\$1,303,920
Expenses	\$1,306,725	\$1,305,755

Net Income from Operations	(\$ 620)	(\$1,835)
Investment income	\$16,000	\$20,000

Total Net Income	\$15,380	\$18,165
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ASTA Strategic Spending

Advocacy

- \$12,500 FDA Food Safety Modernization Act (FSMA)

ASTA Strategic Spending

Food Safety

- \$25,000 ILSI Grant – surrogate development
- \$14,000 Allergen Matters
- \$25,000 Noxious Weed Seed



Questions?

Treasurer's Report
Vini Narain
Olam Spices and Vegetables Inc.



Thank You!

Treasurer's Report
Vini Narain
Olam Spices and Vegetables Inc



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President's Report

Kirk Bewley
Culinary Farms, Inc.



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Annual Meeting Attendance

	<u>2005</u>	<u>2015</u>
Active	123	244
Associate	41	61
Non-member	0	42
Total	164	347

Clean Safe Spice

Ongoing focus since FDA targeted spices as “stealth ingredient” with concerns about *Salmonella*

- Microbiology of Spices Webinar Series
- Surrogate Development Research
- Good Manufacturing Practices Guide
- Revision of ASTA HACCP Guide

FDA Draft Risk Profile/Retail Study

- Retail study confirmed ASTA's position that sampling at import is not indicative of safety at point of consumption
- ASTA submitted scientific assessment of data, answered FDA questions and comments in support of our position.
- Awaiting word on final risk profile, publication of retail study, second year of retail study?

Cumin/Allergens

- Significant resources devoted to ongoing issue
- Initial priority – providing information to members: updated information as we learned it, allergen labeling requirements, information from FDA
- Focus now – working with FDA/USDA on issue of cross contact/trace residues
 - No simple, fast solution

ETO and FSMA

- Reregistration of ETO
 - Due September of 2021
 - Will require member support
- FSMA – We're not done yet
 - FDA to complete rulings by August of this year
 - FSMA will roll out over next 2 years
 - ASTA is planning support including webinars on the final rulings



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Thank You!

President's Report
Kirk Bewley
Culinary Farms

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ASTA Business Meeting

Elections

Board of Directors

Arbitration



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2015-2016 Board of Directors

Kirk Bewley, Culinary Farms, 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, Inc.

Vinayak Narain, Olam Spices and Vegetables, Inc.

Bev Tschirhart, McCormick & Company, Inc.

Sushama Srikanth, AVT McCormick Ingredients Pvt., Ltd.

Alfons van Gulick, Nedspice Sourcing BV

2014-2015 Board of Directors

Representative of the
Associate Membership

Frank Collette, Glendale Warehouse



2014-2015 Arbitration Board

Second year of the two year term as Arbitration Board Chair:

Neil Caplan, Ludwig Mueller, Inc. Co.

Two year terms as Board members:

Stephen Bermingham, Polytrade International, Inc.

Peter Sayia Jr., A.A. Sayia & Co., Inc.

Alternates for one year terms:

Ron Elton, J.H. Elton, Inc.

Alan Milroy, Jupiter Commodities

Frank Wells, Culinary Farms, Inc.

Daniel Saber, Accurate Ingredients



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President-Elect

Greg Lightfoot

ConAgra Foods

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Fast and Furious

2012

FDA

PPM

IOSTA

MLSV

FSMA

CIF

CT-PAT

VO

EXW

2015

A word cloud featuring various US government agencies and programs. The words are arranged in a circular pattern around the center, each in a different color and font style. The words include: FDA (red, bold, slanted), USDA (black, bold), EPA (green, bold), APHIS (brown, bold), PPB (blue, bold, slanted), FALCPA (red, bold), FSIS (yellow, bold, slanted), EXW (purple, bold), AFFI (pink, bold), FARRP (green, bold, slanted), AMI (blue, bold, slanted), VO (green, bold), CT-PAT (cyan, bold), GMA (light blue, bold, slanted), BLQ (purple, bold, slanted), and IOSTA (green, bold, slanted). The word FSMA (red, bold) is positioned in the center of the cloud.

FDA

USDA

EPA

APHIS

PPB

FALCPA

FSIS

EXW

AFFI

FARRP

AMI

VO

CT-PAT

GMA

BLQ

IOSTA

FSMA

CIF

MLSV

Core Values

- The challenges are coming faster and from sometimes unexpected directions, but our core values remain critical
- Mission Statement
 - Voice of the US spice industry
 - Works to ensure the supply of clean, safe spice,
 - Shape public policy on behalf of the global industry,
 - Advance the business interests of its members

Strategic Goals

Strong Association

Advocacy

Food Safety

Education

2013-2016 Strategic Plan

- **Strong Association**
 - Strengthen our resources to effectively represent the spice industry
 - Grow membership
 - Plan for succession in key leadership positions

2013-2016 Strategic Plan

Strong Association

Advocacy

- Monitor and shape US policy issues affecting the spice industry
- Expand ASTA's interaction with other government agencies such as USDA and EPA
- Continue to strengthen cooperation with FDA
- Engage with implementation of FSMA

2013-2016 Strategic Plan

Strong Association

Advocacy

Food Safety

- Provide resources to support industry efforts ensuring clean, safe spice
- Enhance engagement with major food industry organizations such as GMA, AMI and FARRP
- Utilize global alliances like IOSTA to reach the entire supply chain

2013-2016 Strategic Plan

Strong Association

Advocacy

Food Safety

Education

- Enhance education of the food industry of the value of understanding their spice supply chain
- Continue to develop tools for the delivery of time sensitive topics



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We are better together



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ASTA's Board of Directors

Gaspare Colletti, Cell Foods

Martin Mitchell, Certified Laboratories

ASTA's Arbitration Board

Ed Sands, Max Van Pels

Thank you for your service!





Kirk Bewley

Thank you for your service!





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New Business



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Questions

Thank you!

