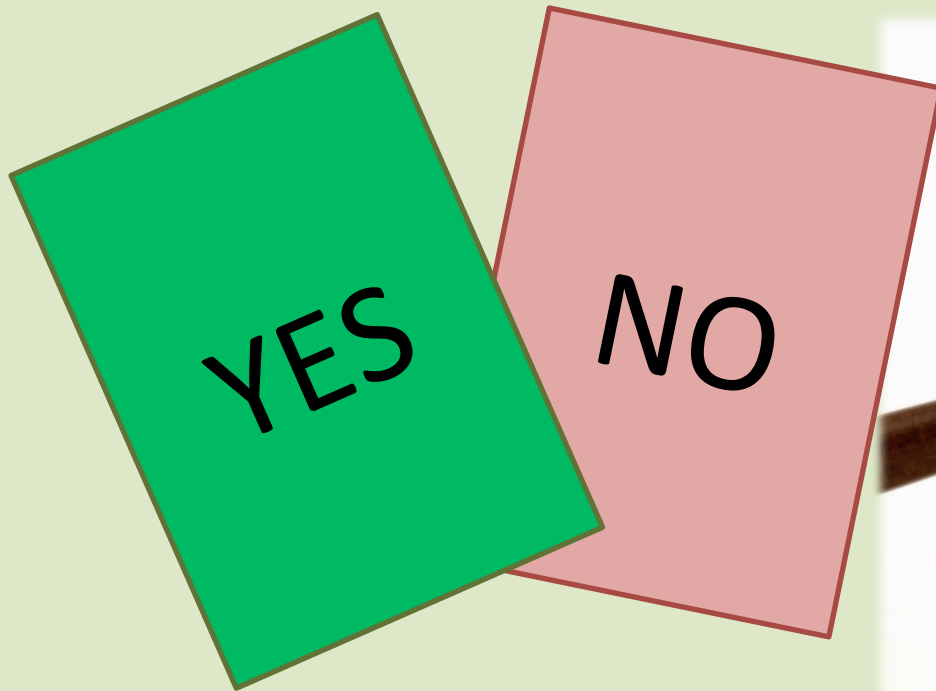


Welcome

Greg Lightfoot, ASTA President
Greg Sommerville, 2015 Annual
Program Committee Chair

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 Recipient

Jason T. DiGiacinto



Susan L. Abbott Scholarship Recipient

Carly M. DeVries



Susan L. Abbott Scholarship Recipient

Michael A. Hemming



Susan L. Abbott Scholarship Recipient

Shawna Huang



Treasurer Report

Matt Meilander
ACH Food Companies

ASTA FY15 Audit

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

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, 2015 and 2014, 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.

A handwritten signature in black ink, reading "Lydon Fetterolf Corydon, P.A.", written in a cursive style.

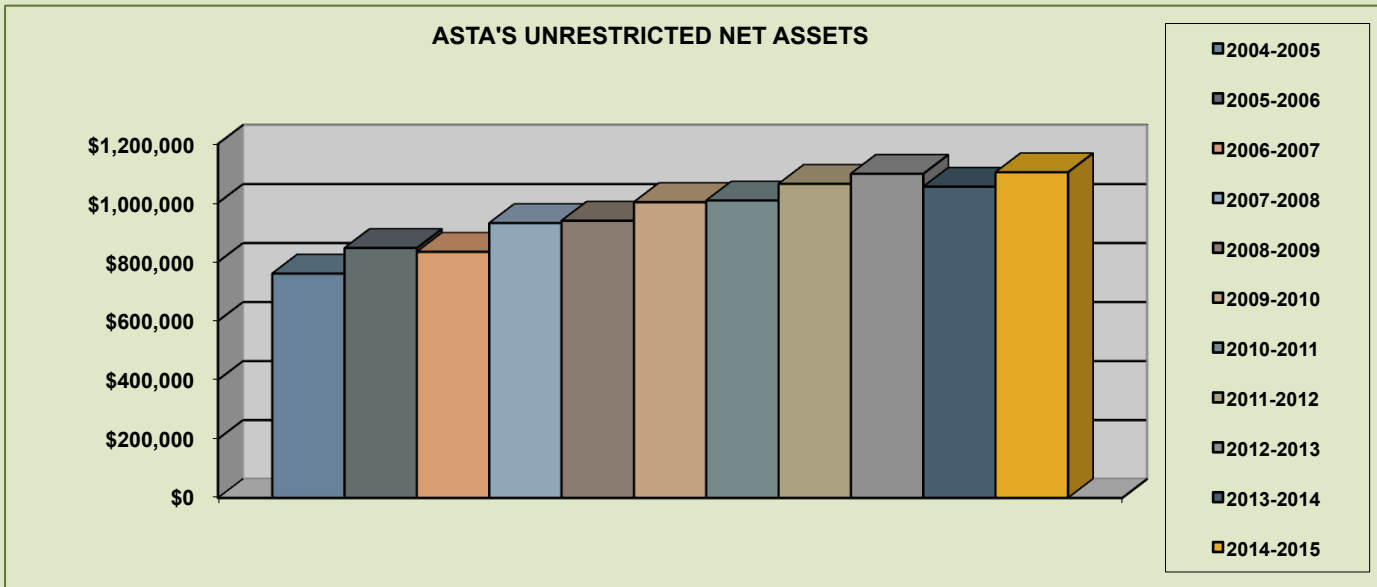
Rockville, Maryland
January 5, 2016

Financial Results

**Budget versus Actual,
FY ending June 30, 2015**

	<u>FY15 Budget</u>	<u>FY15 Actual</u>
Revenue	\$1,306,105	\$1,337,353
Expense	\$1,308,725	\$1,310,837
<hr/>		
Net Operating Income	(\$2,620)	\$26,516
Investments	\$13,000	\$22,357
<hr/>		
Add to Reserves	\$10,380	\$48,873

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 2016 Budget

	Budgeted	Forecast
Revenue	\$1,344,194	\$1,315,519
Expenses	\$1,351,519	\$1,366,923

Net Income from Operations	(\$7,326)	(\$51,404)
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Investment Income	\$25,000	\$25,000
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Total Net Income	\$17,675	(\$26,404)
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ASTA Revenue

Four Revenue Sources

- | | |
|--------------------------|-----------|
| • Member Dues | \$850,000 |
| • Annual Meeting | \$375,000 |
| • Check Sample Program | \$ 65,000 |
| • Education/Publications | \$ 40,000 |

ASTA Expenses

- Administration/Mgmt \$750,000
- Government Relations/
Member Programs \$300,000
- Annual Meeting \$285,000

Questions

Thank you

Officer Report

Greg Lightfoot
Kalustyan

FSMA

Finally we have it

FSMA

- 2015 Fall Regulatory Workshop
 - FDA Speakers
 - Record attendance
 - Changing hotel for 2016
- Multiple Webinars
- Countless hours of study
- Customers requiring more transparency

Allergens

- The new frontier for the food industry
 - What to test for
 - What test method to use
 - What detection level
 - When do we test
- Strong resource in FAARP
- Solutions will take all parts of food industry

Food Safety

- Updated GMP guide
- Updated HACCP guide
- Final work on ILSI surrogate development
 - Surrogates specifically for spices
 - Increasing demand for validation information on micro reduction processes

Communication and IT

- Website enhancements
- Membership database upgrade
- Twitter

Strategic Needs Assessment

- Strategic plan
 - Strong association
 - Advocacy
 - Food safety
 - Education
- Future View
 - Dynamic process
 - Complex member needs

Biggest Issue Ahead

Trust

- Consumers do not trust science
- Consumers fear Economic Motivated Adulteration is widespread
- Local food has a halo affect

Making ASTA Successful

- Committees
 - Membership
 - Government relations/advocacy
 - Food safety
 - Education
 - Program
 - Associate group
- Staff

Questions

Thank you

ASTA Business Meeting

Elections

Board of Directors

Arbitration

2016-2017 Board of Directors

Simone Cormier, Allegro Coffee Company

Kent DeVries, Silva International, Inc.

Ryan Goularte, Sensient Natural Ingredients

David Lessans, Chesapeake Spice Co. LLC

Greg Lightfoot, Kalustyan Corporation

Greg Metschke, Griffith Foods

Vinayak Narain, Olam Spices and Vegetables, Inc.

Bev Tschirhart, McCormick & Company, Inc.

David Solomon, BDS Natural Products

Sushama Srikandath, AVT McCormick Ingredients Pvt., Ltd.

Alfons van Gulick, Nedspice Sourcing BV

2016-2017 Board of Directors

Representative of the
Associate Membership

Frank Collette, Glendale Warehouse

2016-2017 Arbitration Board

Nominated to serve a two year term as Arbitration Board Chair:

Tom Overby with Nedspice Group

Serving second year of two year terms as Board members:

Stephen Bermingham, Polytrade International, Inc.

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

Alternates for one year terms:

Dan Crabbe, A.A. Sayia & Co.

Spencer Martin, Wm. E. Martin & Sons

Alan Milroy, Jupiter Commodities

Frank Wells, Culinary Farms

President-Elect Report

Vinayak Narain

Olam Spices and Vegetable
Ingredients

Today's Food Industry Environment

A VUCA World !!

Volatile

Uncertain

Complex

Ambiguous

The Food Industry's Yin & Yang

The Yang

- Extreme weather
- Water Availability
- Arable land
- Pathogens
- Pesticides
- Allergens
- Increased Regulations
- Economic Adulteration



The Yin

- Traceability
- Sustainability
- Non-GMO
- Natural
- Min. processed
- Organic
- Healthy
- Lo-salt/sugar/fat
- Protein demand growth

ASTA's Mission

1. To be the voice of the US spice industry
2. Work to ensure the supply of clean, safe spice
3. Shape public policy on behalf of the global industry
4. Advance the business interests of its members

ASTA's Strategic Goals (2013-16)

- **S**trong Association – Strengthen resources to effectively represent the spice industry
- **A**dvocacy – Monitor and shape US policy issues affecting the spice industry
- **F**ood Safety – Provide resources to support industry efforts ensuring clean, safe spice and utilize global alliances to reach the entire supply chain
- **E**ducation – Ensure clean, safe spice throughout the supply chain by providing education

Strong Association

- Main teams :
 - Membership Committee
 - Associate member task force
 - Nominating Committee
- Key responsibilities :
 - Increase awareness of ASTA activities, accomplishments and member benefits
 - Grow membership
 - Improve communication
 - Succession planning

Advocacy

- Main teams :
 - Govt. Relations and Advocacy Committee
- Key responsibilities :
 - Change FDA's risk perception on spices
 - FSMA implementation guidance
 - Engagement with federal agencies, legislators
 - Understand and address contaminant issues
 - Promote use of spices in Dietary Guidelines
 - Participate in food industry alliances and coalitions

Food Safety

- Main Teams :
 - Food Safety Committee
 - Analytical Methods Subcommittee
 - Microbiology Subcommittee
- Key Responsibilities :
 - Maintain vigilance for attacks on spice industry integrity
 - Communicate spice industry risk mitigation within food industry
 - Assist with industry implementation of Clean, Safe Spice guidance
 - Publish “spice specific” FSMA preventive control recommendations
 - Lead IOSTA as NGO with Codex
 - Explore and lead collaboration with regional /global spice trade associations, trade and educational forums

Education

- Main Teams :
 - Education Committee
 - Annual Meeting Program Committee
- Key Responsibilities :
 - Develop & provide education to meet industry needs
 - Identify and develop educational topics
 - Identify communication vehicles to maximize reach
 - Build team of internal and external subject experts to provide education
 - Enhance member engagement for education

Questions

Thank you

ASTA's Board of Directors

Matt Meilander, ACH Food Companies

Dan Crabbe, A. A. Sayia & Co.

Thank you for your service!

ASTA's Arbitration Board

Neil Caplan, Ludwig Mueller

Peter Landes, K.H.L. Flavors

Stephen Bermingham, Polytrade International

Ron Elton, J.H. Elton

Daniel Saber, Accurate Ingredients

Ed Sands, Max Van Pels

Thank you for your service!



Greg Lightfoot, Kalustyan Corporation

Thank you for your service!

New Business