

July 2017

Blount Culinary Summit



Regulatory Update

FDA Gives the Nutrition Fact Panel a Makeover

- On **May 27, 2016** the FDA issued their final ruling regarding changes to the Nutrition Facts Panel
- First major update in 20 years with the exception of Trans Fat declaration
- Compliance deadline was set to **July 26, 2018**



New Nutrition Facts Panel

Original Label

Nutrition Facts	
Serving Size 2/3 cup (55g)	
Servings Per Container About 8	
Amount Per Serving	
Calories 230	Calories from Fat 72
% Daily Value*	
Total Fat 8g	12%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	12%
Dietary Fiber 4g	16%
Sugars 1g	
Protein 3g	
Vitamin A	10%
Vitamin C	8%
Calcium	20%
Iron	45%
* Percent Daily Values are based on a 2,000 calorie diet. Your daily value may be higher or lower depending on your calorie needs.	
	Calories: 2,000 2,500
Total Fat	Less than 65g 80g
Sat Fat	Less than 20g 25g
Cholesterol	Less than 300mg 300mg
Sodium	Less than 2,400mg 2,400mg
Total Carbohydrate	300g 375g
Dietary Fiber	25g 30g

New Label

Nutrition Facts	
8 servings per container	
Serving size	2/3 cup (55g)
Amount per serving	
Calories	230
% Daily Value*	
Total Fat 8g	10%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	13%
Dietary Fiber 4g	14%
Total Sugars 12g	
Includes 10g Added Sugars	20%
Protein 3g	
Vitamin D 2mcg	10%
Calcium 260mg	20%
Iron 8mg	45%
Potassium 235mg	6%
* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.	

What is Changing?

- Serving size and calories larger and bolder
- Updated daily values
- Added nutrients:
 - Potassium
 - Vitamin D
 - Added Sugars
- Removed nutrients:
 - Vitamin A
 - Vitamin C
 - Calories from fat
- Changes in **serving size declarations** - based on servings per container, some products may be required to have a **dual column**
- Footnote & reference chart



Nutrition Facts Panel Update

Stop the Presses!!!

- Just shy of one year before the original deadline...on **June 13, 2017** the FDA announced its intention to extend the compliance date.
- *“The FDA will provide details of the extension through a Federal Register Notice at a later time.”*
- Many believe the FDA will extend the compliance date to coincide with the USDA’s GMO labeling law in May of 2021.



Nutrition Facts Panel Update

What's the Plan?

- Although this delay has alleviated the pressure of the original 2 year deadline, **we are still moving forward** with label updates, if requested.
- **Either panel format is allowed** in the interim. We have already begun receiving USDA approvals on labels with the new format.
- We will work with you to address product lines on a case-by-case basis to determine our **best plan of action**.



Clean Label Initiative

What does 'Clean Label' mean?

- Started as an Industry term, consumers followed
- Brands are developing unacceptable ingredient lists specific to their own principles and consumer demands
- As your partner, we are working toward meeting these standards for each product
- Additional initiatives are also in progress to improve healthfulness of our offerings



Clean Label Initiative

Annual Impact

- **1,776#** class IV caramel color changed to class I
- **123,411#** uncured bacon, sausage, & ham
- **1,300,499#** meat & poultry raised without antibiotics
- **3,773,334ppm** sulfites removed (853,304# raw material)
- **5,073,070,776mg** sodium removed...
- That is equivalent to **27,960#** of salt!



Development Process

- Blount's process is **unique** and **varied**:
 - **R&D** (trend), **customer** or **sales driven**
 - Allows for a **multifunctional** approach
 - More proactive than reactive
 - **80%** of new products are **developed internally**
 - Utilize **vendors** for specific data and/or trends
 - Example: flavor houses for flavor trends
 - Store visits, trade shows, IRI data, industry publications, & seminars **all spark ideas**
 - Bi-annual **innovation** meeting



Development Detail

Internal

- Ideation
 - Initial ideas/concepts
- Explore & Create
 - Does this fit production capabilities
 - Consumer acceptance/demand
 - Benefits
 - New Ingredients/resources/supply
- Develop & Test
 - Bench samples
 - Attributes & benefits
 - Functionality
 - Shelf life studies
 - Taste panels
 - Multiple recipe adjustments
 - New Ingredient approval (QA & Purchasing)
 - Packaging concepts/rough design
 - Begin Approval process (USDA/ORG)
- Cost Analysis
 - Additional bench sample adjustments
 - Draft specs for scale up

External

- Scale up
 - Bench sample vs: spec vs: scale up sample
 - Recipe adjustment
 - Finalize packaging
 - Item codes; UPC info; batch codes
 - Begin approval process (USDA/ORG/Customer)
- Sales Team
 - Introduce new item to the sales team
 - Provide all necessary product information
- Sampling Process
 - External Sales, Internal Sales Brokers
 - Selling process
- Customer Approval
 - Finished product ready to ship
 - Approvals & finished specs completed
 - Continuous product evaluation



Capabilities & Certifications

Packaging Capabilities

- Retail Cups
 - 10oz – 32oz fill size
- Retail Bowls
 - 12oz – 20oz fill size
- Foodservice, Bulk Bags
 - 32oz – 128oz fill size
- Multiple master pack sizes available

Certifications & Specialized Areas for Development

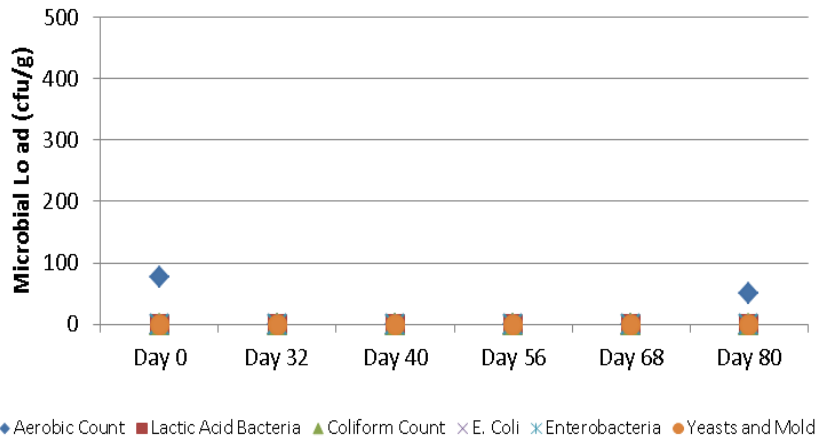
- USDA
- USDA Organic
- Non-GMO Project Verification
- Gluten Free (GFCO)
- Halal
- Military
- Healthcare
- School Nutrition Expertise



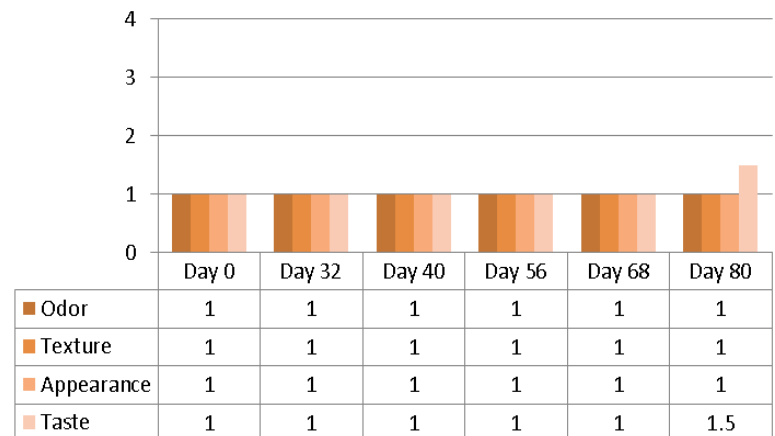
Shelf Life Testing

- In package and operational shelf-life testing
- Including microbiological and organoleptic

Microbiological Data - Lobster Bisque 20 oz Cup



Sensory Evaluation - Lobster Bisque 20 oz Cup



Our Team

R&D – Culinary

- Jeff Wirtz - Corporate Chef
 - Leads all of R&D, culinary and involved with procurement
 - Supports multiple customer accounts
- Thomas Gervasi – Culinary Innovation Manager
 - Culinary innovation
 - Supports multiple customer accounts and production staff
- Maria Freeney – R&D Chef/Technical Services
 - Technical innovation – McKinney
 - Supports operations
- Catherine Forte – R&D Chef
 - Culinary innovation – McKinney
 - Supports operations



Our Team

R&D – Technical Services

- Robin Leatherwood – Technical Services Manager
 - Leads all technical
 - School Nutrition Specialist
- Kim Owens – Regulatory Specialist
 - Leads all regulatory/USDA Submissions
 - Military Guidelines Specialist
- Hillary McDonald – Research Dietician
 - Nutrition Specialist
 - Halal & Healthcare Specialist
- VJ Bonda – Certified Food Scientist
 - Conducts specialty and technical research
 - Shelf life studies



Our Team

Project Management

- Peter Miranda – Director of Project Management
 - Oversees all customer and corporate projects
- Alena B. – Project Manager
 - Manages various customer accounts
 - Organic, GFCO and Non-GMO project coordinator
- Jordan Taylor – Jr Project Manager
 - Manages various customer accounts
 - In house documentation and labeling
- Marcelline Lotterhand – Forecast Specialist

