# Me/come

crnusa.org/welcome



## Council for Responsible Nutrition The Science Behind the Supplements



### Some of the companies & brands CRN represents





dsm-firmenich









Megatood

**RAINBOW LIGHT** 















































## CRN membership offers you ACCESS, INFORMATION, and a VOICE.



### **ACCESS to CRN STAFF**

## Focused solely on supplements and functional food.

CRN is a staff of professionals who start every day with the singular goal of improving the climate for responsible companies to develop, source, manufacture, and market science-backed dietary supplements, functional food, and their ingredients—and a collection of over 200 companies who share that passion.



### **CRN Senior Staff**



Steve Mister, Esq., CAE President & CEO



Andrea Wong, Ph.D. SVP, Scientific & Regulatory Affairs



Megan Olsen SVP & General Counsel



Julia Gustafson VP, Government Relations



**Jeff Ventura**VP, Communications



Gretchen Powers
VP Marketing &
Member Experience



Jim Griffiths, Ph.D. SVP, International & Scientific Affairs



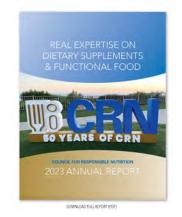
Luke Huber, N.D., MBA VP, Scientific & Regulatory Affairs



Haiuyen Nguyen VP, Regulatory & Nutrition Policy

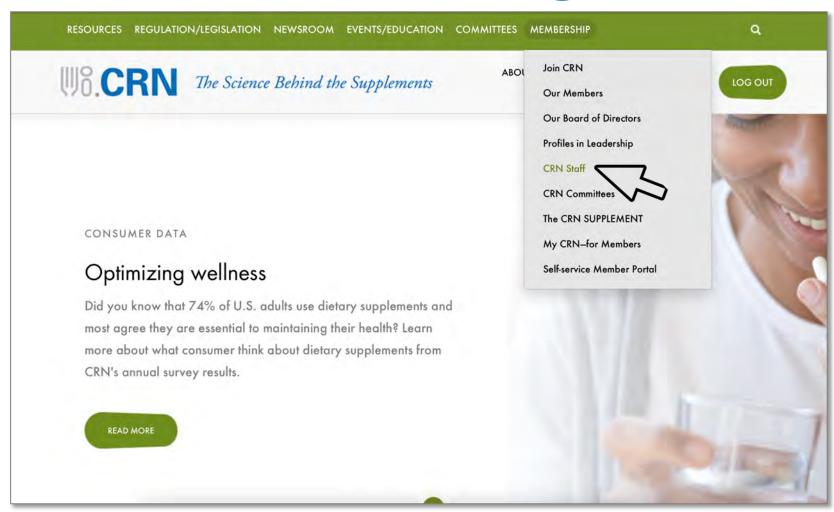


Marc Rucker, MBA, CAE VP, Finance & Administration





## www.crnusa.org/staff





### **Safelist CRN**

Please safelist noreply@axioshq.com and consider adding it to your contact list to ensure you receive the CRN Supplement weekly newsletter in your inbox and it does not get blocked as spam.

For other CRN emails, more information from the blast email system we use, Constant Contact is available via our website:

www.crnusa.org/safelist-crn

It's a great idea to safelist all our staff emails or if available a "wildcard\*" for any email "@crnusa.org."



## INFORMATION email, website, social

Council for Responsible Nutrition

REGULATORY AFFAIRS COMMITTEE



This message

Dear RAC Members:

Please join us for the 2pm ET/11am PT. R your calendar using t the meeting, please i clicking on the agend

Re

FD

Gu

CR

do

the

Registe

Council for Responsible Nutrition

**GOVERNMENT RELATIONS COMMITTEE** 

Dear Members of CRN's Government Relations Committees and Sports Nutrition Working Group:

As you know, there are still active state bills that aim to ban the dietary supplements for weight loss and muscle building to corunder eighteen years of age. It is our priority to keep CRN mer apprised as we continue to monitor and oppose these onerous proposals in legislatures across the country.

Massachusetts: As we reported last week, the proposed Hou

Council for Responsible Nutrition

### LEGAL COMMITTEE



Dear Members of CRN's Legal Committee:

CRN is preparing a letter to the FTC regarding our <u>2023 FTC</u> <u>Substantiation Petition</u> and our follow-up meeting with FTC staff. The letter will clarify some of the points made during the meeting and again ask FTC to update their guidance to reflect the flexibility for substantiation that is part of the law and been discussed by FTC staff at industry conferences.

Deadline for Comment: Please provide your comments on this draft no later than COB on Thursday, May 9. Please send any guestions.

THE CRN

WO SUPPLEMENT

WEEKLY MEMBER UPDATE

W8 SUPPLEMENT

INTERIM ALERT

Smart Brevity® count: 1.5 mins...449 words

JAMA Network Open Study Examines Weight Loss Dietary Supplements Marketed Online to Military Personnel

A study titled "Label Accuracy of Weight Loss Dietary
Supplements Marketed Online with Military Discounts" was
published yesterday in JAMA Network Open. This study assesses
the label accuracy of 30 weight loss dietary supplements purchased
online from companies that offer military discounts. The findings claim

mins 1403 word

-with drug preclusion

egulation, and TiO2 updates

ance Fox News, other

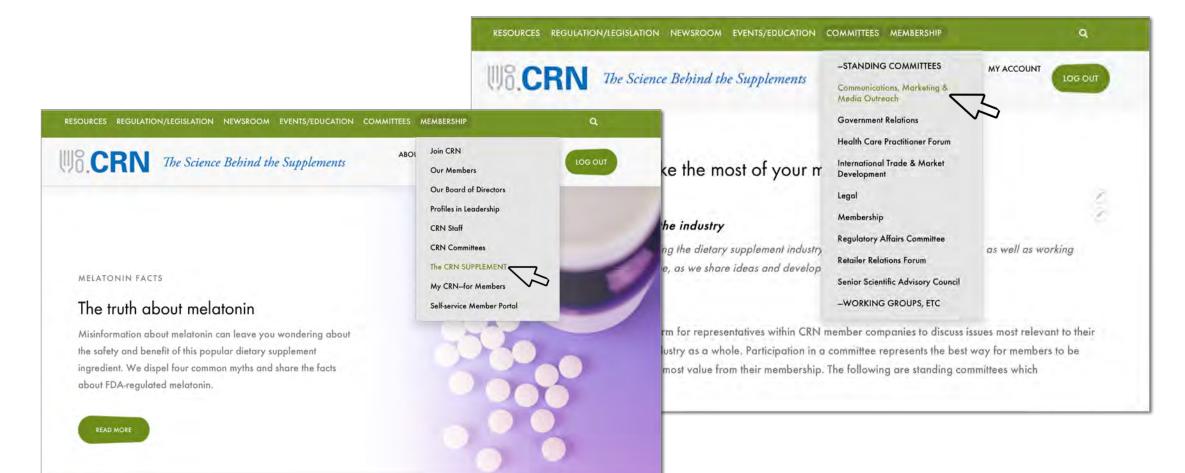
our brands from counterfeit

link between supplements

es on brain health

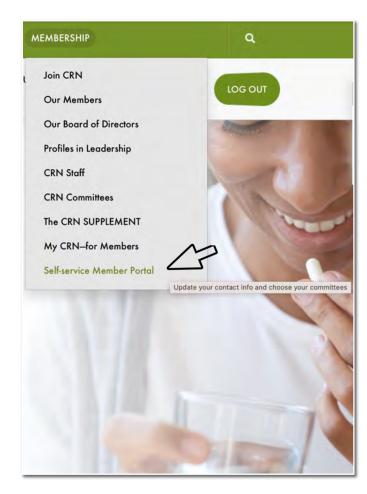


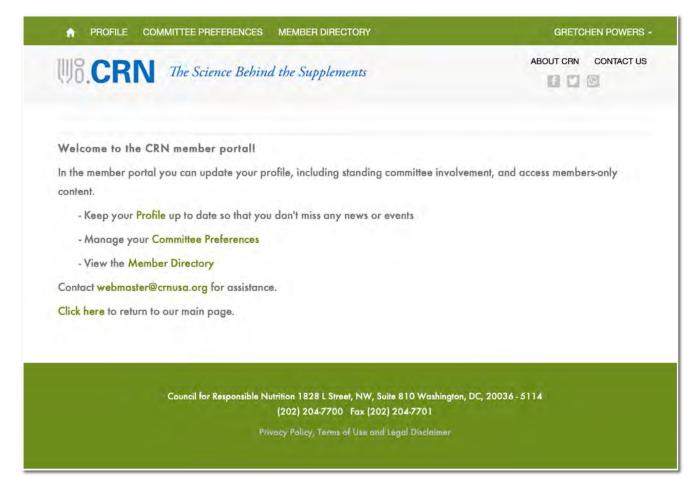
## INFORMATION email, website, social





## INFORMATION email, website, social

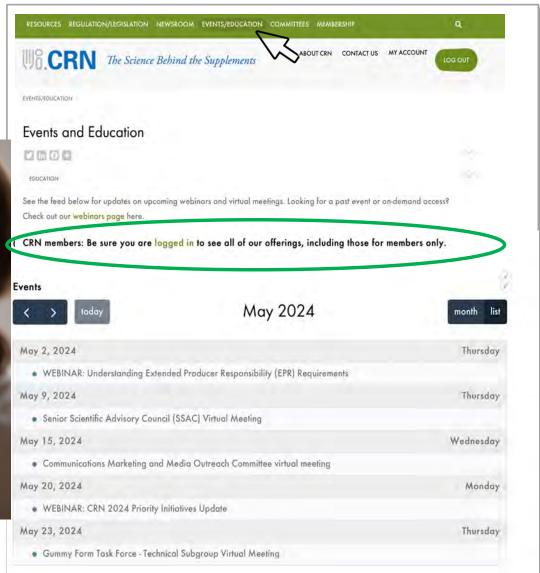






### INFORMATION







### **INFORMATION** and a **VOICE**

### Social media



linkedin.com/company/council-for-responsible-nutrition



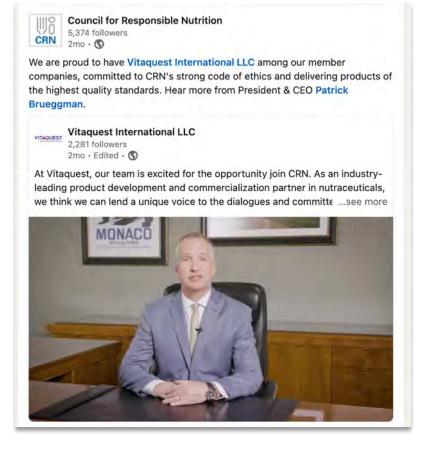
twitter.com/CRN Supplements

## Follow and engage!



## **INFORMATION** and a **VOICE**

## Post, comment, share...CRN will share







### A VOICE

## Spotlight your leaders, your company

- Profiles in Leadership
- CRN Experts Explain / Q&A
- Newsletter spotlights



## A VOICE Spotlight your leaders, your company



Council for Responsible

PROFILES IN LEADERSHIP

Nestlè Health Science CEO

**Abigail Buckwalter** 

Talks empathy, obsession, and agility

PROFILES IN LEADERSHIP

Pharmavite CFO

**Jeff Boutelle** 

Talks purpose-driven innovation, consumer-centric excellence. and delivering on trust.

Council for Responsible Nutrition



### Q&A: Navigating global market dynamics

<sup>66</sup> There are so many regions where we are seeing growth, including East and Southeast Asia, Central/Eastern Europe, Latam, and India... Countries like Indonesia and Brazil have been posting double-digit Q&A: YOUR TOPIC OF EXPERTISE CAGRs,

Liz Cummings VP, Business Deve



Q&A: Putting the pro

### **YOUR LEADER / YOUR EXPERT**

Companies want to do the right thing and they are engaging with cutting edge science to be able to definitively say what is in their products."

Andrzej Benkowski Technical Manager, Eurofins

### A VOICE

## Newsletter Spotlights

**Associate members** 

**Contract manufacturers** 

Once per quarter

2000+ member contacts

Social media follow up

## THE CRN US SUPPLEMENT

kpEnhance: Sustainable packaging for the circular economy



This is CRN Associate Member Spotlight. Learn more about KP films: www.kpfilms.com

As the nutraceutical industry continues to see a surge in popularity due to its health benefits, there has also been an increase in the amount of packaging required for these products. Unfortunately, much of this packaging is not recyclable and is disposed of in landfills or incinerated.

To combat this problem, many nutraceutical suppliers are turning to Klockner Pentaplast (kp) and <a href="kpEnhance RM1">kpEnhance RM1</a> recyclable blister packaging, as a more sustainable solution. kp's new blister packaging is made from a special PET film that can easily be recycled directly into the RIC 1 stream

Balance safety and growth with customized solutions from STC Safety Training & Compliance



This is CRN Associate Member Spotlight. Learn more about STC Safety www.stcsafetyconsultants.com

Safety is top-of-mind for responsible dietary supplement and functional food companies when it comes to manufacturing products and ingredients that so many Americans use to support their wellness.

Leading companies understand keeping employees safe is a priority, as well. Occupational Safety and Health Administration (OSHA) regulations can impact businesses of all sizes. Failure to comply with these regulations can result in hefty fines and legal action, which can harm a company's reputation—and bottom line.

STC Safety Training & Compliance, LLC, is dedicated to providing customized safety solutions that meet companies' individual needs and

## **Get involved**



## Committees—your connection to CRN

Think of committee rosters as distribution lists—

if you're not on them, you're missing out!

Participate as you are able—committees hold periodic (monthly or quarterly) conference calls and often one inperson event each year; subcommittees meet as needed.

Committee calls provide up and down communication—

to you – from you.

Member recommendations and input are always solicited.

Most CRN initiatives originate or get vetted through at least one committee before Board approval.



## Committees—your connection to CRN

Communications, Marketing and Media Outreach

**Government Relations** 

Health Care Practitioner Forum

International Trade & Market Development

Legal

**Regulatory Affairs** 

And more

## Working Groups & Task Forces

- Consumer SurveyAdvisory Committee
- Dietary Guidelines for
   Americans
   Subcommittee
- Government Relations State Subcommittee
- NDI Working Group

Probiotics+ Working Group

Sports Nutrition Working Group

- ToxicologySubcommittee
- USP/AOAC
   Subcommittee
- Vitamin D Task Force



## **Educational Opportunities**

### **CRN** webinars

- Often members-only as a member benefit
- Many free to members

### **Guest Presentations**

- CRN Committees and Working Groups host speakers on timely topics
- Members-only benefit
- Strategic partnerships



## **Educational Opportunities**





## **Educational Opportunities**





### REPLAYS AVAILABLE ON DEMAND FOR MEMBERS



## **Getting together**

### **Board meetings**

March, June,September, December

Day on the Hill

**CRN Events** 

**SupplySide West** 





## Getting together

Legal, Regulatory, and Compliance Conference
—June 25–26 in New York, with pre-conference workshops June 24

And CRN's main annual events...





## CONVERGENCE'24

## In Session

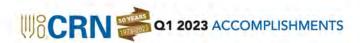
science wellcomms INSPIRE!

> CRN will host its 2024 conference on October 9–11 at the Grand America Hotel in Salt Lake City, Utah

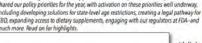
www.crnusa.org/2024events



### **Initiatives & Resources**



CRN kicked off its golden anniversary year in 2023 with a productive first quarter. We shared our policy priorities for the year, with activation on these priorities well underway, including developing solutions for state-level age restrictions, creating a legal pathway for CBD, expanding access to dietary supplements, engaging with our regulators at FDA-and



Staff published bylines CRN staff authored and co-

CRN outlines policy priorities for

**Innovation Slowed During the** 

by Carl Hyland, Nutrition Industry

Executive, January 2023





authored articles published in the first quarter of 2023:

2023 by Steve Mister, Natural Products. Insider March 2023

Pandemic: A Wharton Study Tells Us How to Fix It



CRN 22 2023 ACCOMPLISHMENTS

CRN advanced its 2023 policy priorities during the second quarter and convened inperson gatherings including the WellComms event for marketing and communications professionals in the wellness space, the Dietary Supplements Legal, Regulatory, and Compliance Forum, and the association's Day on the Hill lobbying fly-in-as well as virtual

CRN President &

discussed legisla

issues during the

Products Expo Eas

Symposium" in S

CRN establis

2024-2026

strategic pla

The CRN Board

adopted a new

strategic plan fi

through 2026, f

retreat with CRI

establish goals

Expanding

Influencing

Improving

Cultivating

Expanding

Self-Regula

Consumer

Public Perce

of five areas:

the Executive (



### CRN 33 2023 ACCOMPLISHMENTS

While many may think of summertime as a more relaxed season when it comes to work, that was not the case for us during July, August, and September of

The CRN team was busy working on key issues to protect and advance our dietary supplement and functional food industry members' interests, whether responding to FDA's proposed reorganization plans, a Congressional inquiry on cannabidiol, or a California legislator's questions on titanium dioxide-just to name a few issues that were in play this summer.

In addition, CRN's Executive Committee developed an ambitious strategic plan for 2024-2026 during a planning session in July that was subsequently adopted by the Board of Directors in September.

REINFORCING RETAILER RELATIONS

product testing, and more.

with supplement stakeholders at NACDS event

See www.crnusa.org/2023-reports to view quarterly reports with links.

CRN holds breakfast meeting connecting top retailer executives

CRN's Retailer Relations Forum breakfast engagement at the National

trends, retailer requirements for companies regarding quality, claims and

Association of Chain Drug Stores (NACDS) Total Store Expo convened dietary

See www.crnusa.org/2023-reports to view full quarterly report with links.

supplement industry and retail leaders for discussions about supplement aisle

To protect and advance a climate for our members to responsibly develop, source, manufacture, and market science-backed dietary supplements, functional food, and their ingredients, for better health and nutrition.

professionals, and the collaboration with our member companies, CRN addressed the challenges facing the dietary supplement and functional food industry with a balance of advocacy and diplomacy. See www.crnusa.org/2023-reports to view the full quarterly report with links, including Steve Mister's NutraIngredients-USA.com article, "Where Advocacy Meets Diplomacy: 2023 Demanded a Full Toolbox."

INFLUENCING NUTRITION POLICY IN THE U.S.

CRN's Andrea Wong, Ph.D., SVP, scientific and regulatory affairs, and Mike Meirovitz, senior director, government relations, represented the association at the President's Council of Advisors on Science and Technology Advancing Nutrition Science Workshop in November, Dr. Wong and Meirovitz discussed the findings of CRN's "Supplements to Savings" report and the importance of dietary supplements to bridge nutrition gaps. This engagement is part of CRN's ongoing efforts to include dietary supplements as part of the conversation with the White House Conference on Hunger.

SEE OUR WEBSITE FOR DETAILS:

CRN closed out its 50th anniversary year with a track record of accomplishments that continued to deliver on our mission:

DC, as the association's "Day on the Hill fly-in reconvened for the first time since

With the insight our 50-year history provides, the energy of our dedicated staff of

FOLLOWING UP WITH FDA. FTC.

In two November 2023 meetings with Jim Jones, FDA's new deputy commissioner for Human Foods, CRN staff discussed the association's extensive self-regulatory activities, the commitment of its members to the highest standards, and the breadth of the industry as well as of consumer use of dietary supplements and

AND GLOBALLY

### gaps at presidential workshop

### CRN meets with FDA officials regarding re-organization

### CRN discusses 'Supplements to Savings' data, nutrition

Nutrition, and Health.

## CRN-I

SEE CRN's WEBSITE FOR DETAILS:

CRN protects innovation

industry innovation by

. CRN dialogs with FTC to

address health products

for the supplement

seeking clarity on

drug preclusion

claims guidance

CRN-I symposium report published, calling for



INDUSTRY IMPACT

As the dietary supplement and functional food industry faces impending age restrictions on its products in New York, with other states also seeking to fill perceived gaps in regulation, and ongoing scrutiny from critics over melatonin and gummy supplements, CRN's thoughtful and expert execution of work driven by our board-developed strategic plan was well underway in the first quarter of 2024.



Review our 2023 annual report

and see how their expertise enhanced our members' position in

the marketolace.

Hear from the CRN senior staff team

Following is a brief recap of CRN's impactful work for its members during Q1 in each of the areas of our strategic plan:

### **Expanding Self-Regulatory Initiatives**

- . CRN adopted new guidelines for dietary supplements and functional food sold on e-commerce platforms.
- . CRN adopted updated voluntary guidelines for melatonin and gummy supplements.

### Influencing Public Policy

- . CRN filed a suit challenging a new law in New York state that restricts minors from access to certain supplements as well as a motion for preliminary injunction to halt enforcement
- CRN responded to Sen. Durbin on tianeptine, addressing concerns about adulterated products masquerading as supplements.
- CRN called out misinformation about mandatory dietary supplement listing, reaffirming its support of providing FDA with this tool for appropriate visibility into the marketplace.
- . CRN helped to relaunch the congressional Dietary Supplement Caucus.

### **Improving Consumer Access**

- . CRN Foundation relaunched the Vitamin D & Me!" website, enhancing practitioner and consumer education on the value of vitamin D.
- CRN responded to government prenatal dietary supplement report. advocating for evidence-based information on supplement use during pregnancy.

### **Cultivating Positive Public Perceptions**

- . CRN published an updated Economic Impact Study showing the significant contributions of the supplement industry to the U.S. economy with interactive data by state and congressional district.
- . CRN partnered with Radicle Science to establish the Trailblazing Woman award celebrating contributions of women leaders within the CRN community-to be presented in October.

### **Expanding Membership and Educational Offerings**

- CRN announced board of directors election results and new term officers. highlighting the high-level leadership steering the association's strategy.
- . CRN partnered with NSF to present virtual training on GMP inspections, offering educational resources to uphold regulatory standards
- . CRN presented a webinar and Expo West session on "FSAs, HSAs, and Dietary Supplements: Current Coverage and Future Opportunities."
- CRN welcomed new members: Focus Consumer Health, NaluBio. Nutraforia/Dr. Siegal's, Purple Tree Labs, and Vitafor.

### -from fake supplements Natural Products Insider

Catch up on thought leadership.

See bylined articles from CRN

President & CEO Steve Mister:

NutraIngredients-USA

. Opinion: Mandatory Listing: Facts, Fiction and Conspiracies

· Bad company: How the industry

can save itself-and consumers

Save the date for our annual events Experience a new format with something for everyone on your teams.

OCTOBER 9-31 | GRAND AMERICA SALT LAKE CITY, UTAH

CONVERGENCE'24

SCIENCE

wellcomms\*



Go deeper: Access additional details about CRN's Q1 2024 accomplishments via our website: www.crnusa.org/Q12024

## **Policy Priorities**

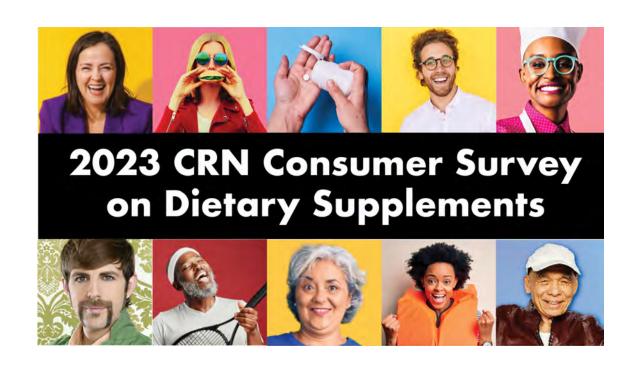
- Expanding access to supplements
- Making progress toward
   DSHEA modernization
- Addressing drug preclusion
- Optimizing FDA reorganization
- Preparing for the final NDI Guidance
- Developing solutions for state-level age restrictions
- Engaging on sustainability solutions



www.crnusa.org/priorities



### **Consumer Intelligence to Enhance Business Outcomes**



### **RESEARCH OVERVIEW**



### Purpose

- National online survey conducted in order to gain insight into the attitudes, opinions, and practices/habits of Americans regarding dietary supplements.
- Survey has been conducted annually since 2000, allowing for tracking of shifts and trends within the dietary supplement industry.



### **Research Sample**

- 3,192 adults, ages 18+, living in the U.S.
- Includes 2,328 adults who consume dietary supplements seasonally, occasionally, or regularly.
- Online interviews, in English.
- As in 2021 and 2022, oversamples of Black, Hispanic, and Asian/Pacific Islander respondents were included to ensure there would be sufficient supplement users of color to analyze.



### Methodology

- Interviews conducted from August 9-14, 2023. The data, including the race/ethnicity oversamples, is weighted to the U.S. current population data by gender, age, race/ethnicity, region, and income.
- All sample surveys and polls may be subject to other sources of error, including, but not limited to coverage error and measurement error.
- Where figures do not sum to 100, this is due to the effects of rounding.

www.crnusa.org/2023survey



## **Economic Impact Study**

Dietary supplement companies pump \$158 billion

into U.S. economy, up 23% from 2016.





www.crnusa.org/impact



## Supplements to Savings

Health Care Cost Savings from the Targeted Use of Dietary Supplements (2022–2030)



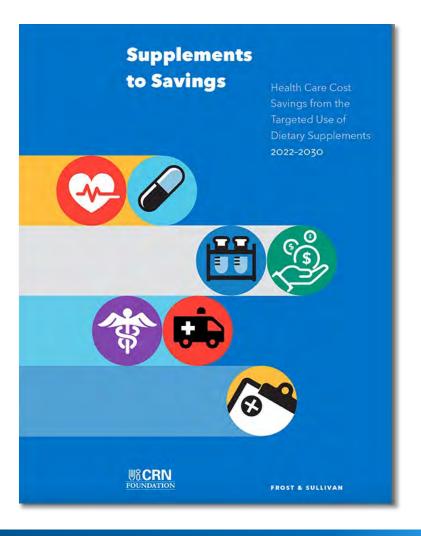




### Updated science and economic analysis

2013 2022





### Additional published research:

- New conditions
- New populations
- More targeted populations

### **Indirect costs beyond hospitalization:**

- Post-hospitalization nursing care
- Home modifications for disability
- Costs of disease management
- Productivity losses

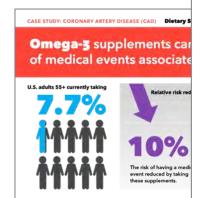


### Access the data

CASE STUDY: OSTEOPOROSIS Dietary Supplements – small investment today, big return tomorrow **Calcium & vitamin D** supplements

can lower societal health care costs





### Dietary Supplements - small investment today, big return tomorrow

Evidence demonstrates that the use of certain dietary supplements by specific populations can reduce the direct and indirect medical costs associated with several common conditions as shown in these topline findings. Learn more: SupplementstoSavings.org

### Science-backed supplement intervention

**Event rate** % of targeted population

reduction

that will experience a

medical event per year.

Control and Prevention Relative risk

Source: Centers for Disease

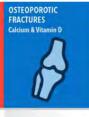
The risk of having a medical event reduced by taking these supplements.

Supplementing at preventive intake levels has been shown to reduce the occurrence of medical events related to these diseases in high risk populations.



13.1%

**CORONARY ARTERY** 



26.1%





12.5%

**COGNITIVE DECLINE** 

CRN

FOUNDATION





www.SupplementstoSavings.org

Investing in wellness through supplementation can save billions in disease prevention. The CRN

Foundation has again commissioned Frost & Sullivan for an analysis of the potential health care cost savings that could be realized if certain at-risk individuals were to use certain dietary supplements that

have been shown to lower disease event risk. In addition, the report examines evidence demonstrating the use of specific dietary supplement ingredients can reduce the direct and indirect medical costs.









3%

Improvement in the target



**\$** 

2.44

\$109.93



3.70

billion hours missed work

\$110.22

billion

Reduction in hours



\$1.08

CHILDHOOD COGNITIVE

DEVELOPMENT

DISORDERS





0922







Learn more at SupplementsToSavings.org

CUMULATIVE 2022-2030

### Avoidable medical events

**Net savings** 

Savings yet to

With full supplementation

among target popluation. © 2022 CRN FOUNDATION

be realized

If the entire target population supplements at preventive intake levels.

\$13.3-85.3

731,125-2.71

\$12.66-83.84 billion

3.25 million \$179.32

\$155.41 billion

5942.7

195,458

\$959.2

\$97.64 billion

594.83 billion

\$1.07

an lower societal health care costs. Preventive daily intake levels

**ISCRN** 

**Supplements** to Savings

JDY: AGE-RELATED MACULAR DEGENERATION Dietary Supplements – small investment today, big return tomorrow

utein and Zeaxanthin supplements

### Share the data



Regular use of targeted supplementation by at-risk populations could result in significant cost savings for health care systems and providers, plus improve the level of individual well-being.

Dietary supplements are a small investment today that can yield a big return tomorrow.

**Calcium** & **vitamin D** supplements can lower societal health care costs.



1,000 mg for calcium
15 mcg for vitamin D











Avoidable medical events

361,507

Expected between 2022-2030 if the entire target population takes supplements at preventive intake levels



## Thank you

for being a part of the CRN community!

crnusa.org/welcome

