MISSION STATEMENT

To allow egg producers to fund and carry out proactive programs to increase demand for eggs and egg products through research, education and promotion.
16–21 Industry Programs
22–27 Nutrition
29 Financial Reports
30 Administration
32–33 Board Members
35 Advisory Panel
In 2014, the marketing efforts from the American Egg Board (AEB) and Egg Nutrition Center (ENC) contributed to an incredible year for the egg industry. Demand for eggs and egg products increased while sustaining profitability. This growth is notable, especially in light of the fact that retail prices continued to trend higher. Unit volume of eggs was up 2 percent, growing by 54 million dozen over 2013. Both the growth rate for dollar and unit sales were double that of 2013, and USDA is showing the highest per capita consumption in 30 years.

Even though egg prices escalated, the industry did not see sales decrease. This confirms the fact that consumers, food manufacturers, foodservice operators, health professionals and others realize the great value and wonderful nutritional attributes that eggs provide. Many factors contributed to the increased egg demand, but certainly the continued success of the AEB and ENC’s marketing programs played a role.

AEB’s strong, effective marketing and research programs are the product of AEB’s Strategic Plan, which is updated annually on behalf of the egg industry. The Plan is developed by the AEB team with valuable input from egg producers. The sole mission is to focus on programs that create the greatest impact on egg demand. The Goal, Strategies and Objectives continue to be ambitious, which is another reason why AEB’s programs have been so successful. Program measurements are a significant segment of the Plan providing accountability and evaluation of AEB initiatives to ensure that producers’ dollars are being used resourcefully and successfully.

Your brand — the Incredible Edible Egg — is healthier than ever before, and the research proves it. Consumer perception of eggs’ key attributes saw consistent positive feedback. The strategy of educating consumers on a variety of nutrition-based messages has proven successful.

For the first-time ever, AEB had a presence at the August Area Meetings of the United Egg Producers (UEP). This allowed AEB to increase its visibility to all egg producers, not simply those currently serving on this Board. We strongly believe that an informed producer is a supportive producer and welcomed this and other opportunities to share updates on how AEB drives demand for eggs and egg products.

While more details are found within each Committee’s section, we are proud to share a few topline results.

Within Consumer Marketing, AEB leveraged the “Protein” trend, which did not show signs of weakening. Through advertising and social media outreach, AEB earned a record high of 2 billion impressions, a nearly 20 percent growth in impression rate vs. 2013. Consumer Marketing also executed AEB’s award-winning campaign to “Take Back Easter” that reminded consumers to pick up an extra dozen eggs for decorating.

AEB’s Foodservice National Accounts program worked with Quick Service Restaurants (QSR), contributing to this segment’s continued growth — up 1.4 percent or 75 million servings over the previous year. In regard to egg products, the processed egg market grew 1 percent, and a wealth of new materials promoted REAL eggs to food manufacturers.

Ten research studies that received ENC funding were published, illustrating this robust and well-respected research program. These studies were leveraged, as appropriate, in AEB/ENC media outreach. A record amount of Letters of Intent were also received for 2014 Research Grants, illustrating how awareness of ENC has grown.

Consumers’ perception about America’s egg farmers and production practices are improving with the help of AEB’s Good Egg Project. In partnership with educational experts, AEB created a wealth of Common Core-aligned materials and reached more than 3 million teachers. Work in the State Support Program and Industry Communications supported AEB’s national marketing message and kept egg producers informed about their investment into AEB, respectively.

These are only a few of the eggciting new initiatives from 2014 that contributed to the egg category’s overall growth. Eggs are now a $5.5 billion category, increasing 11 percent by adding $550 million in dollar sales in 2014. That is pretty incredible!

We are confident that AEB’s robust programs contributed to growing egg consumption. This integrated program has allowed for increased efficiency that provides a seamless combination of a coordinated message to each target audience. As the national marketing organization for America’s egg farmers, we are constantly working toward fulfilling AEB’s Mission and Overall Objective to drive the demand for eggs and egg products.

As we start a new year, our mission will be to exceed the substantial gains in 2014. We look forward to reporting our successes, and we thank you for your tremendous support.

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Joanne C. Ivy
President & CEO
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AEB Staff Liaison
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A HALF-DOZEN REASONS
WHY YOU CAN’T BEAT EGGS

1. PROTEIN
   - If you start your weekday with cereal or toast, instead of eggs, here’s a wake-up call. Did you know eggs have 6 grams of high-quality protein? And did you know a protein-packed breakfast helps sustain mental and physical energy throughout the day? That’s good news, especially if you’re a body-building chess champion.

2. GOT CHOLINE?
   - Eggs are rich in choline, which is a word. But it’s a good word! Because choline promotes normal cell activity, liver function, and the transportation of nutrients throughout the body. Think of it as a commuter train for vitamins and minerals.

3. ZERO CARBS
   - Eggs contain zero carbs! That means you can eat a well-rounded breakfast during the week without feeling round yourself.

4. AMINO ACIDS
   - Eggs have all 9 essential amino acids. Savings, like a lot but remember - they ARE essential.

5. MORE FOOD
   - FOR THOUGHT
   - Unlike most cereals and yogurt, eggs don’t come with a complementary, pre-packaged ingredient. Yes, because they only contain one ingredient. It’s called “Egg.” And an 11 oz serving, eggs are the most expensive source of high-quality protein. That’s right, 11 oz.

6. NO GLUTEN?
   - NO PROBLEM.
   - Let’s not forget that eggs are naturally gluten-free. Always have been, always will be. And that’s awesome because there isn’t exactly a glut of gluten-free breakfast options.

INcredible,
ISN’T IT?

Most cereals and yogurts can’t say all this, mainly because they don’t have mouths, but also because they don’t have the nutrient content eggs do. So next time someone asks how you like your eggs, say you like em a whole lot of a lot. Wake Up To Eggs!
Advertising & Media

In 2014, AEB launched the third year of the popular “Wake Up to Eggs” national advertising campaign — a fully integrated promotional program focusing on the nutritional benefits of eggs.

The advertising featured egg characters in a variety of entertaining situations that helped demonstrate the advantages of eating eggs for breakfast, especially on weekdays. Six new print ads were developed, each focusing on select messages that, research shows, spur consumer purchase behavior. These include:

- High-quality protein
- Eggs as a nutritional powerhouse
- Naturally good source of vitamin D, nothing artificial
- Simple hard-boiling & microwave cooking tips
- No sugar or carbohydrates, unlike cereals & yogurt

The ads appeared in top-tier magazines such as Cooking Light, Esquire, Parade, Shape, EveryDay with Rachael Ray, Food Network Magazine and Sports Illustrated, among others.

In addition to print, new online ads, including keyword search and social media, and mobile ads were placed on popular sites like MSN.com, WeatherChannel.com and Google.com. This robust advertising media plan delivered more than 2 billion consumer impressions in 2014, an increase of 155 million over 2013, and reached more than 95 percent of AEB’s key audience, adults ages 18-49, at a frequency of eight times.

Taking Back Easter

AEB continued to “Take Back Easter” as a REAL egg holiday with a four-week promotional effort encouraging consumers to purchase an extra dozen eggs — one dozen for eating and one dozen for hard-boiling and egg decorating. This strategy was implemented through traditional and social media, advertising and shopper marketing.

AEB recruited HGTV’s Novogratz family to inspire egg decorating conversation and provide funky, unique ways for families to decorate Easter eggs. The design duo and their family also demonstrated hard-boiling and decorating tips on “Fox & Friends” the day before Easter. The family, along with their decorating tips, also was featured in a Huffington Post partnership through a slideshow that appeared on both the food section and homepage.

AEB promoted hard-boiling and egg decorating through a two-part segment on the popular daytime show “The Chew.” In addition to celebrity chef Michael Symon teaching viewers how to hard-boil eggs properly, all hosts, including chef Mario Batali, tried their hand at egg decorating with fun, colorful results. The segment, which was also heavily promoted online and through ABC and AEB social networks, garnered more than 1 million impressions.

In addition to a coupon offer on Facebook, Twitter parties with partners like FoodieChat and Pinterest contests to find the golden egg encouraged consumers online to share the excitement of the holiday. An app partnership with DASH magazine created easy access to favorite egg recipes, and a PAAS egg decorating kit partnership combined editorial and in-store initiatives with Parents magazine.

To round out the program, eggs were aggressively promoted in-store through a partnership promotion with Keebler Crackers, whereby if shoppers purchased two packages of Keebler crackers, they received a dozen eggs free via on-pack coupons. Signage was also placed in the egg cases of 7,800 grocery stores, reminding consumers to pick up an extra dozen eggs for Easter.

1. Incredible Egg’s new ads took on cereal, touting eggs as a “Nutritional Knockout” and showcasing weight management benefits. 2. Easter recipe inspiration was as easy as a finger swipe due to a partnership with DASH’s iPad and iPhone app. 3. Consumers saw this engaging advertorial in food, health, family and lifestyle publications. 4. A social/mobile partnership with Foursquare reminded consumers about eggs for incredible weekday breakfasts. 5. The Weather Channel partnership drove more than 11 million impressions and 23,200 clicks to the Incredible Egg on Facebook.
CONSUMER MARKETING (cont.)

Media Outreach & the Creative Newsroom
Throughout 2014, AEB continued to work with newspaper, magazine and online editors to ensure a steady stream of positive egg news. Similar to years past, AEB also conducted an editor event in New York, inviting 21 magazine editors to meet with egg farmer Paul Sauder and learn more about the egg production and packaging process. As a result, egg-inspired articles have appeared in publications like Woman’s World, WeightWatchers.com, Food Network Magazine, Woman’s Day and others.

Online, the Incredible Egg continued to recruit thousands of fans and followers to its social media channels like Facebook, Twitter, Pinterest, YouTube and Instagram through pop-culture content and key social influencers. In 2014, AEB’s social networks grew by 25 percent or more over 2013.

AEB also piloted the Creative Newsroom (CNR) — a real-time newsroom that wove the benefits of eggs into everyday social chatter and trends. Through the newsroom, AEB listened to daily conversations; created recipes, photos and images; offered tips; and answered common consumer questions online. The CNR also helped to identify key initiatives for summer, World Egg Day and the holiday outreach.

For example, the CNR discovered that light salads, grilled eggs and deviled egg flights were the latest egg trends for summer. To capitalize on the social conversation all season long, AEB dished out on-trend egg recipes developed by popular food bloggers and chef partners like What’s Gaby Cooking, chef Billy Parisi and egg cookbook author Michael Ruhlman.

World Egg Day efforts garnered 8 million impressions as Twitter fans followed an “Adventure Egg” as he traveled around the world. AEB’s custom “Walking Dead Eggs” turned into an overnight hit — and most engaged-with tweet — leading up to Halloween.

For the holidays, the Incredible Egg decked the halls of America’s kitchens with an extra dozen eggs and partnered with key influencers like popular foodie blog “Serious Eats,” YouTube celebrity “Laura in the Kitchen” and Pinterest sensation “Inspired by Charm.” Each partner promoted the holiday baking and cookie season with recipes such as pies, gingersnap currant cookies, classic eggnog, and helpful baking and entertaining tips and hacks. Overall, 2014 impressions were four times greater than 2013.

Shopper Marketing
Eggs remained a popular promotional partner at retail due to high household penetration, a large social media footprint, and their versatility in rounding out a healthful breakfast. By aligning with strategic partners on both national and account-specific programs, the Incredible Edible Egg did more with less by sharing costs and expanding program reach and impact. Partner brands throughout the year included Avocados from Mexico, Butterball Turkey Bacon, Bimbo Bakeries, Florida Department of Citrus and General Mills/Pillsbury.

1. An at-a-glance infographic during the Back-to-School season highlighted the benefits of eggs. 2. #MyWorldEggDay trended nationally on Twitter. 3. Eggs invaded pop culture with a parody on AMC’s “The Walking Dead” that garnered more than 3 million impressions and 1,000+ retweets. 4. Pinterest celebrity “Inspired by Charm” contributed more than 20 million impressions to the holiday program. 5. Famous foodie blog “Serious Eats” promoted Incredible Egg’s baking cred through tips, hacks and pie crust basics. 6. AEB conducted a variety of retail promotions with partner brands.
ANNUAL REPORT 2014
FOODSERVICE & EGG PRODUCT MARKETING

Brian Joyer
Committee Chairman

FOODSERVICE
Through outreach to foodservice professionals, AEB helped drive innovation and increase egg sales by developing trend analyses, providing competitive assessments and assisting with culinary development that helped position AEB as *The Breakfast Expert*.

National Accounts
AEB reached Quick-Service Restaurants (QSRs) through its National Accounts program. Through a joint Foodservice and the Good Egg Project effort, AEB partnered with Dunkin’ Donuts on a national campaign in March, resulting in 25 million national media impressions.

Foodservice and Egg Product Marketing partnered on new content called *Incredible Breakfast Trends* (IBTs). This outreach leveraged AEB’s expertise in the breakfast arena to all foodservice operators. Quarterly, AEB posted new IBTs, supported by press releases and web banners to drive traffic to AEB.org. AEB generated 1.4 million impressions through the inaugural set of megatrends focused on: Breakfast Influencers, Simply Nutritious, Clockless Dining, including late-night breakfast menus; and Indulgence & Comfort.

Media & Related Promotions
Outreach to the trade press featured AEB’s messages and information throughout the year. These relationships with the industry press led to more than 50 published articles that reached thousands of foodservice locations with AEB’s messages on food safety, culinary development and trends. This editorial coverage was key to AEB’s positioning as *The Breakfast Expert*.

Increased to six times a year, the *Breakfast Beat* newsletter reached 60,000 QSR professionals in both print and digital versions.

AEB.org/Foodservice was redesigned and relaunched with more robust content, reaching a multitude of foodservice professionals. Through digital advertising and contributed content that promoted key messages, AEB drove this audience to AEB.org.

School Foodservice
AEB connected with school foodservice directors to promote the benefits of serving eggs to students. Ten industry thought leaders were interviewed to properly understand this new area of focus. Also, more than 450 directors responded to AEB’s inaugural survey, providing benchmark data. A wide range of new materials launched to coincide with March’s National School Breakfast Week.

This campaign included 18 school foodservice recipes with nutritional and Hazard Analysis and Critical Control Points (HACCP) principles. A white paper titled “The Incredible Edible Egg in School Meals” was created.

Within school foodservice outreach, EggPops, hard-boiled eggs served on a stick with optional sauces and seasonings, were one of the year’s highlights. A brochure and six recipes were developed and promoted. Nutrition operators loved the concept and even created their own versions of EggPops, utilizing regional sauces and seasonings. The campaign reached 85 percent of the top 500 school districts in the nation.

1. Through advertising in foodservice publications, AEB reached key decision makers and often contributed editorial content. 2. *Breakfast Beat* expanded its reach and frequency in 2014. 3. EggPops, a nutritious, low-cost and easy-to-serve option, ignited AEB’s program that aims to increase the use of “eggs as a meat alternative” throughout the U.S. school system. 4. School foodservice materials generated interest from those looking for additional protein options. AEB also connected with 6,000+ attendees of the annual School Nutrition Association Expo. 5. For every Dunkin’ Donuts’ Eggs Benedict Sandwich purchased, America’s Egg Farmers donated one egg, up to 750,000 eggs, to eight Feeding America food banks.
The incredible edible egg

Think eggs, and you might open up a whole new possibility for your menu. Eggs and egg products are today’s trendy food, offering remarkable versatility and incredibly high-quality. They’re the most affordable center-of-the-plate protein. For fresh update ideas, please visit www.aeb.org
INFO@AEB | aeb.org | 847.296.7043

A.M. Eats: Los Angeles

Los Angeles, home to glamorous movie stars, shopping on Rodeo Drive and trips to Disneyland, also boasts a vibrant and creative culinary community. Examples of wonderful L.A. day-starters:

• Warm Farro is made with poached eggs, kale, radish, chili vinegar and feta cheese. (Milo & Olive)
• Roasted Corn Pancake Cone stuffs a house-made corn cake with potato rajas, scrambled eggs, guajillo salsa, crack bacon and honey. (Border Grill Truck)
• Chicago Charlie’s Scramble includes Italian sausage, bacon, potatoes, bell peppers, mozzarella, garlic, basil and onions, served with garlic bread. (Griddle Café)
• The Money Maker is made of lemon rosemary bread pudding and caramel cream sauce, topped with a fried egg. (C&M Café)
• Wood-Oven Baked Eggs come with cannellini beans, black leaf kale, tomato confit and black olives. (A.O.C. Wine Bar)
• Green Eggs & Ham combines eggs, prosciutto, pesto and arugula on a house-made English muffin. (Huckleberry Café & Bakery)

Spotting Hollywood celebrities and famous cartoon characters can be fun, but there’s nothing more welcome in the morning than spotting a terrific new dish on the menu in your hands.

MORE OPTIONS, BETTER CHOICES

Satisfy THEIR taste buds & meet YOUR nutritional guidelines.

Great for breakfast or lunch, in the classroom or commissary, wraps and sandwiches are easy to serve,这位 for a quick, nutritious alternative and can be a good way to satisfy hungry students and your nutritional requirements with everything-from-the-package egg concepts. ORA Eggs are:
Popular | Flexible | Versatile | Convenient | Affordable | Protein-packed

Download our PDF white paper: The incredible Egg: How Great is Your Idea? Click here: www.aeb.org/2014WhitePaper

BREAKFAST BEAT

A.M. Eats: Los Angeles

American Egg Board

How much is 750,000 eggs?

They can help deliver a healthy breakfast to over 375,000 million U.S. children.

Try our new Eggs Benedict Breakfast Sandwich & Help Fight Hunger

American Donuts and American Egg Farmers have partnered to donate one egg to feeding America for every eggs donated breakfast sandwich sold in participating Dunkin’ Donuts and American locations.

Standing small and weak and they’ll weigh even more than 750,000 eggs. That’s heavier than the Boston Marathon course!

 Kushan and Eggs Benedict Breakfast Sandwiches are a real treat — 47% more protein than a 14-ounce steak and 100% more protein than a 14-ounce steak. That’s more protein than the Boston Marathon course!

That many eggs weigh nearly 100 times that’s equal to almost 14 steaks

Join us by buying a Eggs Benedict Breakfast Sandwich and help them fight hunger.

INNOVATIVE U.S. TRADITION

Eggs are made from more than 600 million hens. Americans eat more than 9 billion eggs per year, which is enough to cover the surface of the United States with a layer of eggshells 800 feet thick.

Those eggs are NOT from factory farms! They are laid by hens that are free to move around and express their natural behaviors. These chickens are well-cared for and are kept in facilities that promote welfare and the health of the animals.

The American Egg Board is a nonprofit, educational organization dedicated to promoting the health and safety of consumers in the United States and to promoting the public health benefits of eggs and egg products through research and education. www.aeb.org

© 2014 American Egg Board
Thinking about converting from Shell Eggs to Liquid or Dried Eggs?

It’s easier than you may think...

for videos and worksheets to help you convert

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EGG PRODUCT MARKETING
In all communications focused at food formulators and manufacturers, AEB promoted the 20+ functions of egg products while focusing on the health and wellness attributes of egg products and supporting AEB’s sustainability initiative. All of these efforts helped to ensure key messages regarding the benefits of REAL eggs reached these professionals throughout the year.

AEB continued to increase its industry presence through workshops, events and public relations efforts. All resources and programs were focused on increasing the use of egg products in food and non-food applications.

Research & Egg Product Expertise
The Egg Product Nutrient Analysis Project was completed, allowing all egg product nutrient figures to be updated to correspond with the 2010 shell egg nutrient analysis.

The Food Technology Advisory Council met in May in Chicago. These influential food formulators help AEB by providing insight on industry needs, as well as feedback on current programs and suggestions for future programs.

Dr. Glenn Froning retired as AEB’s Food Technical Advisor at the year’s end. His unavering 15+ years of service to AEB and the egg industry was appreciated.

AEB launched a partnership with Culinex to provide new product development support for food manufacturer workshops. Work started on a new format to improve these workshops and create more engagement opportunities.

Advertising & Additional Materials
Combined, Egg Product Marketing’s advertising program earned 1.65 million media impressions. Three new print and digital ads were launched and featured the tagline “REAL Eggs make a REAL difference.” New photography highlighted the functional attributes of eggs.

The Clean Label series highlighted how “eggs fit naturally in today’s clean label marketplace.” Ads featuring the copy “Sustainability study reveals: Eggs really can be green” pushed readers to download a new white paper titled “Landmark 50-Year Study Documents U.S. Egg Industry Environmental Footprint.”

In partnership with Foodservice, the Incredible Breakfast Trends (IBTs) program leveraged AEB’s expertise in the breakfast arena to inspire food manufacturers to create retail packaged goods that fulfill the consumers’ desires for quick, convenient and wholesome breakfast options. Conversion videos that highlight how to change from shell eggs to liquid and dried egg products were created and posted on AEB.org/Conversion. Six worksheets were created to support the videos. Both the worksheets and videos are available in English and Spanish.

To remind food manufacturers that eggs are a staple ingredient because of their 20-plus functional properties, “A Dozen (or so) Questions to Ask about REAL Eggs in Your Formulation” brochure highlighted the formulation challenges between REAL eggs and egg replacer ingredients. Information in the brochure reinforced egg products’ safety record, sustainability and contributions to clean labels. Egg processors were encouraged to repurpose the content to engage their customers in a conversation about the benefits of REAL eggs. AEB also developed a white paper that shows eggs in their natural state — in their shells — are not a genetically modified (GM), or bioengineered, food to help address the “Are Eggs GMO-Free?” question.

1. In partnership with the American Institute of Baking, AEB created quick, easy-to-understand videos in English and Spanish. 2. This two-sided white paper highlights the fact that eggs in their natural state — in their shells — are not a genetically modified or bioengineered food. 3. Through Q&As, AEB captured potential issues food manufacturers could face without eggs. 4. This print and digital ad promoted the landmark results of the “50-Year Environmental Footprint Study.” 5. Featuring new photography, this campaign showcased foods made with egg products. 6. This advertising reminded food formulators that REAL eggs have always been a simple ingredient, in terms of usage and appearance on ingredient statements.
1. **LANDMARK STUDY SHOWS VAST REDUCTION IN EGG INDUSTRY’S ENVIRONMENTAL FOOTPRINT**

(EVIDENTLY, EGGS REALLY CAN BE GREEN)

2. **Fun Egg Science Project 2023**

**Grade 6-7**

**Title Page**

3. **How Do I Do It? Egg Out of the Bottle?**

In Step 1, the air pressure inside the bottle and outside the bottle was the same. The egg wasn’t able to come out. In Step 2, you poured the air into the bottle, and when you stopped the burning paper into the bottle, you caused the air inside to heat up and expand. This expanding air took up more space and expanded the bottle, which is why the egg did a good job of coming out of the bottle. In Step 3, you closed the bottle, creating a vacuum inside the bottle. This reduces the pressure inside the bottle. In Step 4, you poured the egg into the bottle.

4. **Step 4**

5. **Step 5**

**Learn More**

educationstation.discoveryeducation.com
Good Egg Project (GEP)
In 2014, AEB focused the efforts of the Good Egg Project (GEP) on promoting the key messages from the results of the “50-Year Environmental Footprint Study,” building educational assets and promoting America’s egg farmers. Partnerships amplified these efforts. In total, GEP earned more than 80 million media impressions.

Environmental Study
In January, *Poultry Science*, a peer-reviewed journal, published the “50-Year Environmental Footprint Study.” AEB re-issued a press release and continued following up with the media. In total, efforts related to promoting this study earned more than 26 million media impressions.

Television viewers in New York, Los Angeles, Chicago, Philadelphia and Dallas also saw egg farmer Jacques Klempf discussing egg farmers’ improved environmental sustainability and overall stewardship. In partnership with NBC Universal, these two 30-second spots ran online on NBC Universal premium platforms like NBC and NBC.com, iVillage, Access Hollywood, com and Oxygen.com. The segments appeared on NBC news sites in eight cities, including: Boston, Atlanta, Houston, Detroit, Seattle, Phoenix, Tampa and Minneapolis-St. Paul. The NBC Universal partnership resulted in more than 20 million media impressions.

Educational Outreach
AEB’s educational strategy focused on improving agricultural literacy by reaching teachers with Common Core-aligned materials that are ready to use. AEB revved up educational outreach through several partnerships that put its messages in front of teachers and into classrooms.

With Discovery Education, AEB hosted its third annual Farm-to-Table Virtual Field Trip. This Field Trip is now Discovery’s No. 1 ranking of all time. AEB drew a record 70 percent increase in registrations and a 13 percent increase in total students reached over the previous year. At Pearl Valley Eggs in Illinois, Dave and Ben Thompson showcased their pullet house, egg processing and efforts to reduce their environmental footprint. Through Discovery’s online Education Station, AEB provided educators with lesson plans, farmer spotlights and farm-to-table games, as well as follow-up activities from the Virtual Field Trip.

New partnerships with National Agriculture in the Classroom, Noggin Labs and The Education Center launched. These organizations already draw a large number of teachers and enable AEB to reach their existing networks.

AEB reached attendees of the National Agriculture in the Classroom conference through a presentation of available resources and materials, as well as through an exhibit booth at the meeting. This meeting provided insights for how to best connect with today’s teachers.

Through Noggin Labs, *Eggville Escapades*, designed to align with Common Core standards, marked the debut of a brand-new e-learning tool. Four fun educational games reached students in grades 1-3. Students choose between *Feed the Farmer*, *Farm to Table*, *Eggs Across the USA* and *Coop Carnival*, to learn and practice language arts, math and social studies skills. Each game incorporates facts about egg production to help raise kids’ awareness about modern agriculture and farmers.

This new e-learning tool joined a portfolio of free lesson plans, activities and eggsperiments, developed by The Education Center. Its network reaches 85 percent of public school teachers.

1. The egg industry’s landmark “50-Year Environmental Footprint Study” resonated with the media throughout January with outlets like *San Jose Mercury News*, *Boston Business Journal* and others. 2. In partnership with educational experts, AEB developed a wide range of ready-to-use classroom materials that aligned to Common Core standards. 3. For the third year, AEB provided teachers with a Virtual Farm Field Trip that reached more than 250,000 students. 4. Dave and Ben Thompson of Pearl Valley Eggs in Illinois opened their farm to AEB and Discovery Education. 5. Through NBC Universal, AEB ran two 30-second spots on TV during key morning and afternoon times.
INDUSTRY PROGRAMS (cont.)

With average pass-along rates in mind, AEB also reached an additional two to three teachers, reaching an estimated 750,000 educators nationwide with its lesson plans alone. AEB also updated its existing lesson plans, promoting Common Core Standards whenever possible. Through banner ads and an e-news promotion, AEB reached more than 3 million teachers. AEB’s updated poster alone reached more than 75,000 classrooms and 1.9 million students. A sweepstakes promotion generated 15,500 downloads of AEB’s content on The Education Center’s microsite. All these materials were also posted to AEB.org.

ADDITIONAL EFFORTS

AEB’s GEP Ambassadors continued to share AEB’s messages as credible third-party spokesmen. This group focused on cooking, nutrition and agriculture and included a mix of bloggers and those with large social media networks. The Ambassadors generated more than 3 million impressions throughout the year.

Another Speakers’ Bureau Workshop was held and trained 10 egg farmers, who spoke within their local communities about their farms. In total, more than 200 presentations reached local audiences in 2014.

The 2014 recipient of the AEB Research Award was Dr. Guodong Zhang of the U.S. Food & Drug Administration (FDA) for his work on an alternative method of detecting Salmonella in shell eggs.

Jim Nield was presented with AEB’s second “Good Egg Award.” His outstanding service and dedication to the industry is evident in the numerous ways he assists and supports the egg industry. He was AEB’s first and longest-serving Allied Industry Advisor for 15 years. Chairman Paul Sauder presented this award at the November Board Meeting.

INDUSTRY COMMUNICATIONS

The weekly Media Update and as needed President’s Updates continued as effective communication tools, both of which exceed industry open rates for this type of electronic communication. The monthly incredible news remained AEB’s flagship communication to all egg producers. AEB placed a renewed focus on highlighting efforts to drive demand for eggs and egg products.

AEB earned 60 mentions in industry press as a result of improved information sharing directly with these editors. Contributed columns appeared every issue of the Poultry Times and of Urner Barry’s Reporter. AEB contributed additional articles by request.

AEB.org was relaunched in July as the home for egg industry professionals, and reached audiences like foodservice professionals, educators, retailers, food formulators and manufacturers. The website’s new look and added content resulted in increased traffic and time spent on the site.

STATE SUPPORT

With AEB funding, state promotional organizations earned more than 45 million media impressions. Because of improved reporting metrics, AEB learned more than 4 million consumers interacted with these groups throughout the year.

In 2014, AEB allocated $600,000 to 37 states that submitted Plans of Action. The reimbursement rate was 88 percent.

In July, AEB revised this program, and as a result, the state promotional organizations were asked to submit grant requests for funding, placing a renewed interest on new innovative promotions that extend the reach of AEB’s national marketing. All states that submitted a grant proposal received some level of funding.

AEB made available to all states new GEP radio spots with the Incredible Edible Egg Jingle starring egg farmers Tom Stoller and Karyn Kreher. Throughout the year, the states also received four press releases with supporting images and recipes. The annual State Marketing Meeting took place in Memphis this June. AEB debuted several new brochures and updated evergreen ones, like Back to Basics and Facts & Fiction, to be posted on AEB.org.

1. Students throughout the state of Michigan enjoyed a hands-on farm experience as a result of AEB’s State Support Program. They were also able to ask FAQs and receive firsthand answers from egg farmers.
2. AEB’s flagship communication, incredible news, reached all producers monthly with a combination of program previews, recaps and updates.
3. The Every Day is Earth Day for Washington Farmers supplement reached the Seattle Times’ readership of 830,000 as a result of state support funding.
4. Through USAPEEC, AEB promoted eggs and egg products internationally through a combination of advertising and in-person events.
Besides Iowa and Ohio, the in the top five are Indiana, In 1989, 162.5 million cases of eggs were produced. In 2008, 92.4% of all households bought eggs. From 1992-2012, per capita consumption of eggs increased to 96%. By 2010, the percentage had increased to 93.0%. Assuming the same rate of change, in what year will the percentage of households buying eggs increase to 96%?

Eggs are a great source of protein. One large egg contains 6 grams of protein, which is 13% of the recommended daily allowance. How many eggs are needed to get 100% of the recommended daily allowance of protein? By multiplying the number of eggs by 6, we can find out the number of eggs needed to get 100% of the recommended daily allowance of protein.

294 million egg layers, how many are grown at a rate of 1.4% annually. To the nearest million, how many cases were produced in 2012?

2014

2014

How many eggs will the percentage of households buying eggs increase by 2014? By 2010, the percentage had increased to 93.0%. Assuming the same rate of change, in what year will the percentage of households buying eggs increase to 96%?

How can we calculate the consumption of eggs in the United States. Since then egg production has grown at a rate of 1.4% annually. To the nearest million, how many cases were produced in 2012?

Every Day is Earth Day for Washington Farmers

Washington Ag in the Classroom and Newspapers In Education Present:

Every Day is Earth Day for Washington Farmers

Washington Ag in the Classroom and Newspapers In Education Present:
INDUSTRY PROGRAMS (cont.)

Export
USAPEEC leverages AEB’s funding to promote the Incredible Edible Egg through its international offices. Again, exports have set record highs in volume and dollars. Total exports of table eggs and processed egg products, measured in shell-egg equivalents, increased by 1 percent to 352.65 million dozen, while their value inched up 0.4 percent to $336.75 million.

In Hong Kong, AEB promoted U.S. eggs and egg products to baking professionals in partnership with the Hong Kong Bakery and Confectionery Association. Cooking classes and demonstrations were also conducted with this target audience to increase awareness.

In Korea, AEB funded one-on-one menu presentation seminars with major bakery companies, connecting directly with the R&D staff, representing more than 150 national stores that supply baked products to 1,300 stores.

More than 40 instances of technical and trade assistance occurred in Mexico. Despite a reduction of global imports, seven new companies started importing U.S. eggs and egg products. AEB funding also provided educational seminars and assistance at the border with paperwork-related issues resulting from a lack of knowledge.

AEB also reached those throughout the Middle East. Qatar imports increased by 116 percent; Jordan by 112 percent; Saudi Arabia by 47 percent; Kuwait by 27 percent; and the UAE by 23 percent. Varieties imported included shell eggs and frozen and dried egg products. Trade servicing activities, along with the participation in Gulfood 2014, increased U.S. egg distribution in the Middle East.

In Columbia, AEB conducted a seminar for the bakery and Hotel, Restaurant, and Institutions (HRI) trade, along with local mayonnaise processors, on the use of U.S. processed egg products. A similar seminar reached the Japanese bakery and confectionery industries. AEB also reached those throughout the Middle East with the benefits of U.S. eggs and egg products.

Additionally, AEB’s materials were translated into different languages, including Spanish, Arabic and others. The translated materials were shared back with AEB for posting on AEB.org.

USAPEEC continued its efforts to maximize AEB’s international investment.

White House Easter Egg Roll
AEB continued its tradition of supporting the 136th White House Easter Egg Roll by donating more than 14,000 hard-boiled and dyed eggs, and the volunteers’ hats and aprons with the official White House Easter Egg Roll logo.

On the South Lawn, AEB’s whimsical Hen to Home Experience engaged the day’s 30,000 attendees, highlighting how eggs move from farms to tables. The very realistic imitation hens, affectionately nicknamed the Hollywood Hens, gave everyone an idea how America’s egg farmers care for their hens.

Attendees posed with the Hollywood Hens and took pictures in three photo cut-outs that showed a farmer and hen in the barn, eggs being washed and a delivery truck with a supermarket in the background. AEB’s activities and giveaways included a maze highlighting how eggs move from the farm to table, Shelly and Shelldon’s Eggscellent Adventure activity books, sidewalk chalk and chalkboard plastic eggs. All of these items — branded with AEB’s logo and website — tied into the day’s theme, “Hop into Healthy, Swing into Shape.”

AEB Chairman Paul Sauder, R.W. Sauder Inc., Lititz, PA; his wife Cindy and AEB President & CEO Joanne C. Ivy presented the 37th Commemorative Egg to First Lady Michelle Obama on behalf of America’s egg farmers. President Obama again attended the presentation.

1. The 37th Commemorative Egg was presented to First Lady Michelle Obama. 2. Award-winning artist Linda Rossin designed this year’s egg. 3. AEB’s three photo cut-outs provided perfect photo opportunities within the Hen to Home Experience during the event. 4. Staff and volunteers answered FAQs throughout the day. 5. From a maze that featured nutrition messages to coloring, the activity table within the display area was popular. 6. Divided into five two-hour groups, AEB saw long lines to enter its display area throughout the day.
Research Grants

Published research serves as the foundation for the Egg Nutrition Center’s (ENC) marketing and public relations efforts, and builds AEB’s credibility within the scientific community, especially among health professionals (HPs) who are ENC’s target audience. More than $1.5 million in new research was funded last year.

The 2014 priorities for research were protein in an optimal diet; cardiometabolic health; and nutrient density, nutrient function and nutrient interactions. Fifty-three letters of intent were submitted to ENC as part of its annual Research Grant program — a 50 percent increase from 2013. In addition, ENC received several other ad-hoc proposals. The final ENC-funded projects for 2014 include:

Dominik Alexander, Ph.D., MSPH, EpidStat Institute, Ann Arbor, MI, “Systematic review and meta-analysis: egg consumption and cardiovascular disease risk factors”

Richard Bruno, Ph.D., Ohio State University, Columbus, “Cardioprotective activities of whole eggs on vascular endothelial function in prediabetic adults”

Emily Dhurandhar, Ph.D., University of Alabama at Birmingham, “The role of protein in regulating ad libitum energy intake in humans”

Nikhil Dhurandhar, Ph.D., Pennington Biomedical Research Center, Baton Rouge, LA, “Effect of protein quality on satiety outcomes”

Kevin Fontaine, Ph.D., University of Alabama at Birmingham, “Does an egg-rich diet improve metabolic health and function in obese older adults?”

Ji-Young Lee, Ph.D., University of Connecticut, Storrs, “Pilot study for evaluating the effect of egg phospholipids on the modulation of cholesterol homeostasis in mildly hypercholesterolemic subjects”

Richard Lewis, Ph.D., University of Georgia, Athens, “Egg consumption, inflammation and bone health in children”

Kevin Maki, Ph.D., Midwest Center for Metabolic & Cardiovascular Research, Chicago, “Metabolic effects of replacing dietary refined carbohydrate with a combination of egg protein and unsaturated fats in men and women with elevated triglycerides”

Katie Meyer, Sc.D., University of North Carolina at Chapel Hill, “Choline, trimethylamine N-oxide and atherosclerosis in a prospective cohort”

Joan Sabaté, MD, DrPH, Loma Linda University, Loma Linda, CA, “Egg consumption and associations with disease outcomes in the 7th Day Adventist population”

Francene Steinberg, Ph.D., University of California, Davis, “HDL lipidomic, proteomic and functional changes in response to whole egg consumption in overweight and obese women”

Steve Zeisel, Ph.D., MD, University of North Carolina at Chapel Hill, “Associations between plasma, TMAO and kidney function in a large cohort”

Janos Zempleni, Ph.D., University of Nebraska, Lincoln, “Novel roles of egg-borne microRNAs in human gene regulation contributing to metabolic health”

Dissertation Fellowship Recipients

Lyra Clark, University of Massachusetts, Lowell, “Impact of egg consumption on sex hormone levels, health, and performance in amenorrheic female collegiate athletes”

Samantha Jones, Iowa State University, Ames, “Dietary intervention strategies to manage inflammatory bowel disease: impact of whole egg consumption and maintenance of micronutrient balance”

1. ENC was part of the inaugural symposium at the International Egg Nutrition Consortium, which is part of the International Egg Commission.

2. Attendees of Dr. Dhurandher’s presentation, sponsored by ENC, at FNCE received this handout.

3. Annually, ENC funds nutrition-related research that then is integrated into marketing messages.

4. At Experimental Biology, ENC promoted its sponsored research that was accepted for presentation.
International Egg Nutrition Consortium

FEATURED SPEAKERS

Dietary effects of replacing dietary refined carbohydrate with a combination of egg protein and unsaturated fats in men and women with elevated triglycerides

Richard Bruno, Ph.D., The Ohio State University
Richard Lewis, Ph.D., The University of Georgia
Ji-Young Lee, Ph.D., University of Connecticut

Does an egg-rich diet improve metabolic health and function in obese older adults?

Kevin Maki, Ph.D., Midwest Center for Metabolic & Cardiovascular Research

Pilot study for evaluating the effect of egg phospholipids on the modulation of cholesterol homeostasis in mildly hypercholesterolemic subjects

Emily Dhurandhar, Ph.D., University of Alabama at Birmingham

HDL lipidomic, proteomic and functional changes in response to dietary intervention strategies to manage inflammatory bowel disease: impact of whole egg consumption and its bioactive components

Francene Steinberg, Ph.D., University of California, Davis

Cardioprotective activities of whole eggs on vascular endothelial function in prediabetic adults

Richard Bruno, Ph.D., The Ohio State University

The role of protein in regulating ad libitum energy intake in humans

Emily Dhurandhar, Ph.D., University of Alabama at Birmingham

The latest in nutrition research related to eggs, presented by international experts

FEATURED SPEAKERS

CONGRATULATIONS

2014 Research Grant and Student Fellowship Recipients

Research Grants

Richard Bruno, Ph.D., The Ohio State University
"Cardioprotective activities of whole eggs on vascular endothelial function in prediabetic adults"

Emily Dhurandhar, Ph.D., University of Alabama at Birmingham
"The role of protein in regulating ad libitum energy intake in humans"

Kevin Fontaine, Ph.D., University of Alabama at Birmingham
"Does an egg-rich diet improve metabolic health and function in obese older adults?"

Robert C. And Veronica Atkins Foundation

Ji-Young Lee, Ph.D., University of Connecticut
"Does an egg-rich diet improve metabolic health and function in obese older adults?"

Kevin Mak, Ph.D., Midwest Center for Metabolic & Cardiovascular Research
"Metabolic effects of replacing dietary refined carbohydrates with a combination of egg protein and unsaturated fats in men and women with advanced triglycerides"

Francesca Steinberg, Ph.D., University of California, Davis
"NGF, lipids, proteins, and functional changes in response to whole egg consumption in overweight and obese women"

James Zempolich, Ph.D., University of Nebraska, Lincoln
"Novel role of egg-borne microflora in human gene regulation contributing to metabolic health"

Student Fellowships

Lynne Clark, University of Massachusetts, Lowell
"Impact of egg consumption on serum lipids, health, and performance in ammenorrheic female collegiate athletes"

Sarathsha Jones, Iowa State University
"Dietary intervention strategies to manage inflammatory bowel disease: impact of whole egg consumption and maintenance of micronutrient balance"

For more information regarding the Egg Nutrition Center Research Grant Program, contact the Egg Nutrition Center at research@eggnutritioncenter.org

ANNUAL REPORT 2014 25
Choline, TMAO & Health

What is TMAO?
- A compound that is found naturally in our diets (e.g. fish) or can be made from various nutrients such as choline (high in eggs and beef) and carnitine (high in beef)
- Intestinal bacteria metabolize choline and carnitine to trimethylamine (TMA), which is absorbed via enterohepatic circulation
- TMA is converted to trimethylamine-N-oxide (TMAO) by flavin monooxygenases (FMOs) in the liver
- TMAO is excreted by the kidneys in urine

Key Messages
- Choline is an essential nutrient, critical for liver and muscle function, and fetal development
- Production of TMAO is highly variable following intake of choline- and carnitine-containing foods
- Daily intake of choline-rich eggs (1/d) for 8 weeks does not influence fasting levels of TMAO in healthy people
- Plasma TMAO levels are likely a function of an individual’s diet, intestinal bacteria, FMO activity, and clearance by the kidneys
- Little is known about the physiological roles of TMAO in humans
- Additional research in humans is needed to better understand the relationships between TMAO and health

It is not known if TMAO causes heart disease or is merely a marker of existing heart disease in humans.

References

Performance Plate

Fueling the athlete for optimal performance

Eggs are a nutrient-dense superfood that provide essential nutrients and macronutrients in a form that is easy to digest and assimilate.

credible science
credible science

Egg Nutrition Center
ENC

Egg Nutrition Center
ENC

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Research-Related Promotions

ENC’s press releases garnered more than 75 million impressions in 2014. These press releases often tied ENC research to a timely topic. For example, during National Birth Defects Prevention Month in January, a press release promoted ENC-funded research that was recently published in *The American Journal of Clinical Nutrition*.

In April, ENC promoted its funded research that was accepted for presentation at the Experimental Biology meeting through a press release. The presented research was actually part of the conference, which is the scientific meeting of the year for nutrition researchers, and further increased ENC’s reputation.

ENC also amplified the press releases from universities and colleges where ENC-funded research took place. This approach leveraged the name-brand recognition of the universities and colleges, and reinforced ENC as a well-respected source of scientific research.

Health Professional Advisors

ENC’s Health Professional Advisors (HPAs) provided input on various ENC programs and promoted the ENC message by serving as writers, presenters and bloggers throughout the year. The group was comprised of various health professionals. The 2014 HPAs were:

- Serena Ball, MS, RD
- Chris Barry, PA-C, MMSc
- Karen Buch, RDN, LD
- Amy P. Campbell, MS, RD, LDN, CDE
- Neva Cochran, MS, RD, LD
- Mary Donkersloot, RD
- Dixie Harms, DNP, ARNP, FNP-C, BC-ADM, FAANP
- Dave Ellis, RD, CSCS
- Jason Karp, Ph.D.
- Araceli Vazquez, MS, RDN
- Kathleen Zelman, MPH, RD, LD

Partnerships

To reach a wider audience of HPs, ENC leveraged partnerships throughout the year with various groups. These collaborations included:

**What is the Mediterranean Diet?:** This educational brochure that highlights eggs as a primary ingredient, was produced with the Mediterranean Foods Alliance and aims to guide people to good health through heritage. The brochure was leveraged during ENC’s exhibit season and online.

**Meeting Your MyPlate Goals on a Budget:** An online educational guide, which promotes eating well on a budget, was created in conjunction with the MyPlate National Strategic Partners: Share Our Strengths’ Cooking Matters Program; the USA Rice Federation; the Canned Food Alliance; and the Alliance for Potato Research and Education.

**Performance Plate:** An educational shopping tool aimed to help athletes build their grocery lists and meal plans for optimal nutrition and performance. The project was part of a joint effort with the Collegiate & Professional Sports Dietitians Association (CPSDA) and CPSDA member Chelsea Burkhart, Director of Sports Nutrition at the University of Illinois.

**A Garden Frittata recipe:** This recipe was created for the Produce for Better Health Foundation as part of its Half Your Plate Fruits and Veggies program, and was promoted through social media.

Targeting HPs

ENC attended and exhibited at six HP-focused conferences throughout the year. At each, ENC maximized its presence by either presenting to attendees or sponsoring breakfasts that allowed for interactions with attendees.

ENC’s 2014 exhibit season included:

- America College of Sports Medicine: Health and Wellness Summit and Expo
- Collegiate Professional Sports Dietitian’s Association
- American Academy of Physician Assistants
- National Nurse Practitioner Symposium
- Academy of Nutrition and Dietetics Food & Nutrition Conference and Expo
- Osteopathic Medical Conference & Exposition

1. This infographic reached HPs with key messages that highlighted the most recent science. 2. Materials generated in partnership extended ENC’s reach. 3. Attendees at one of ENC’s sponsored breakfasts received these placemats at their seats.
ENC-Sponsored Presentations

In April, ENC attended the Experimental Biology meeting that attracted more than 14,000 scientists and exhibitors, representing six sponsoring societies and multiple guest societies.

In July, ENC connected with nurse practitioners at their national continuing education (CE) conference for the first time. ENC also sponsored a CE-accredited educational session, “Changing Paradigms Regarding Macronutrient Intake and Health: Translating Science into Meaningful Patient Communication,” presented by Drs. Mitch Kanter and Dixie Harms. The session sold out.

ENC hosted educational sessions related to protein research at the Food & Nutrition Conference & Expo, Osteopathic Medical Conference and Exposition (OMED) and The Obesity Society (TOS).

Through a sponsored member breakfast and educational session with the Weight Management Dietetic Practice Group, ENC reached attendees of the annual meeting of the Academy of Nutrition & Dietetics in Atlanta. Dr. Nikhil Dhurandhar, Ph.D., Professor at Pennington Biomedical Research Center and President-Elect of TOS, presented “Strategic Use of Protein Quality and Quantity to Enhance Satiety and Weight Management.” As part of the presentation, Dr. Dhurandhar shared data from ENC-funded studies on egg vs. bagel-based breakfasts, as well as other thought-provoking information on obesity and satiety.

ENC’s Dr. Tia Rains presented an educational session, “Challenging Nutrition Dogma: New Research on Dietary Protein and Health,” during OMED in Seattle that reached more than 100 osteopathic physicians.

Online Outreach

ENC offered online CE opportunities for HPs as another way to share egg-related information through recorded educational sessions. Session topics included “Build a Better Breakfast with High-Quality Protein and Produce” and “Building off Current Knowledge and Fighting Sarcopenia.”

With The Academy of Nutrition and Dietetics’ Sports, Cardiovascular, and Wellness Nutrition Dietary Practice Group, ENC presented a CE webinar titled, “Building an ‘Optimal Diet’ Putting Protein into Practice,” presented by Dr. Stuart Phillips.

Communications & Publications

Throughout the year, ENC used industry and commodity board best practices to maintain a best-in-class communications program. Nutrition Research Update, a technical-focused e-newsletter, highlighted ENC’s original research to a readership of more than 6,000 HPs and was posted on EggNutritionCenter.org. Nutrition Close-Up reached more than 47,000 HPs on a quarterly basis, sharing contributed articles from experts that promoted ENC’s messages. The Bi-weekly Research Update, a compilation of recent studies that align with ENC’s research pillars, reached a larger number of HPs than in 2013.

EggNutritionCenter.org featured all of ENC’s key materials and added an online signup for those interested in receiving future ENC communications. As a result, ENC received a record-breaking number of submissions for its research program. Nutrition Unscrambled, ENC’s blog, delivered information on a variety of egg nutrition and research topics, and featured a series of contributed posts from well-known HPs that drove traffic to EggNutritionCenter.org.

1. With USDA approval, ENC participated in the Dietary Guidelines Advisory Committee (DGAC) process by presenting oral testimony, providing comments and nominating committee members. 2. Karyn Kreher presented the egg farmer’s perspective to the HPAs and answered questions throughout the meeting. 3. ENC connected with thousands of HPs from varying areas of expertise through its exhibit schedule. 4. The interactive dinner at Chicago's Chopping Block made for the perfect opportunity to network one-on-one with the HPAs.
June 10, 2014

To the 2015 Dietary Guidelines Advisory Committee:

On behalf of the Egg Nutrition Center (ENC) and America’s egg farmers, I thank you for the opportunity to provide comments on the development of the eighth edition of the Dietary Guidelines for Americans.

As noted in our January 3 oral testimony to the Committee, food insecurity and obesity often coincide as two of today’s leading public health challenges. Glucose that 1 out of 6 Americans are struggling to put food on the table,[2] yet 3 in 3 adults are overweight or obese.[3] Affordable and accessible nutrient-rich foods—such as eggs—can help Americans build healthful diets.

From time to time, eggs continue to be vilified by the media and some health professionals, largely because of the “chasing the bag.” However, Americans can build healthy dietary patterns with this unique nutrient-rich food. For 70 calories and 5 g. of fat, one large egg provides 13 essential nutrients including many shortfall vitamins and an (unavailable) protein source as noted [4, 5].

This, combined with the significant improvements in egg production practices (as noted in ENC comments submitted on January 28, 2014), indicate that nutritious eggs can be a vital part of many healthy and sustainable dietary patterns—especially for those on a budget and our aging population, who may benefit from protein sources that are easy to prepare and consume [6].

As we work to solve the paradox of hunger and obesity, nutrient-dense, economical, accessible meals and diets certainly can include eggs, as outlined in the attached comments.

In addition, we are providing research published since the 2010 DGA deliberations, including the attached studies:


Sincerely,

Mitch Kantor, Ph.D.
Executive Director, Egg Nutrition Center
# FINANCIAL REPORTS

## BALANCE SHEETS  December 31, 2014 and 2013

<table>
<thead>
<tr>
<th>Assets</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Certificates of Deposit</td>
<td>11,058,763</td>
<td>11,117,605</td>
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<td>Assessments Receivable</td>
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<td>Other Receivables</td>
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<td>Prepaid Expenses</td>
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<td>117,670</td>
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<td>Inventories</td>
<td>148,137</td>
<td>201,014</td>
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<tr>
<td>Office Equipment &amp; Computer Systems, Net Depreciation</td>
<td>68,371</td>
<td>81,823</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$14,184,913</strong></td>
<td><strong>$13,899,271</strong></td>
</tr>
</tbody>
</table>

| Liabilities                                 |          |          |
| Accounts Payable and Accrued Expenses        | 1,224,762 | 1,047,400 |

| Board Equity                                |          |          |
| Contributed Capital                         | 66,244   | 66,244   |
| Accumulated Excess of Revenue over Operating Expenses | 12,893,906 | 12,785,627 |
| **TOTAL LIABILITIES & BOARD EQUITY**        | **$14,184,913** | **$13,899,271** |

## STATEMENTS OF REVENUE & OPERATING EXPENSE  Years Ended December 31, 2014 and 2013

| Revenue                                      |          |          |
| Assessments                                  | 23,362,469 | 22,962,144 |
| Egg Farmers of Canada                        | 100,000  | 94,958   |
| Interest                                     | 50,182   | 34,391   |
| **TOTAL REVENUE**                            | **$23,512,651** | **$23,091,493** |

| Operating Expenses                           |          |          |
| Consumer Marketing                           | 12,402,109 | 10,716,344 |
| Foodservice                                  | 1,587,170 | 932,314   |
| Nutrition                                    | 3,565,184 | 3,367,121 |
| Special Projects                             | 169,298  | 197,349  |
| State Support                                | 867,035  | 812,280  |
| Materials Distribution                       | 247,416  | 235,069  |
| Industry Programs                            | 2,093,403 | 2,207,487 |
| Egg Product Marketing                        | 1,386,101 | 958,264   |
| **TOTAL**                                    | **$22,317,716** | **$19,426,228** |

| Administration and Collections               |          |          |
| Administration                               | 698,822  | 548,937  |
| Collections                                  | 99,134   | 109,782  |
| Board Meetings                               | 212,693  | 197,383  |
| USDA Administrative Expenses                 | 76,007   | 126,881  |
| **TOTAL**                                    | **$1,086,656** | **$982,982** |

| **TOTAL EXPENSES**                           | **$23,404,372** | **$20,409,210** |

| **REVENUES OVER EXPENSES**                   | **$108,279**   | **$2,682,283**  |
AEB’s administration of producers’ funds begins with the Board, which establishes the budget/financial policy and makes program decisions that are then implemented by AEB staff. The ultimate oversight of AEB is the Executive Committee and the U.S. Department of Agriculture that monitors AEB’s compliance with the law, including approval of the budget. AEB staff works hard to ensure that efficient and effective management is used, and that administrative expenses are held to a minimum. With an eye on cost control, AEB spent 3.4 percent on administrative expenses in 2014, which includes collection and compliance efforts.

Egg production and assessments are submitted through handlers on a monthly basis. Essential to AEB is the timely and accurate collection of the assessment of 10 cents per case of 30 dozen eggs from all egg producers with more than 75,000 hens. For the year 2014, 142 handlers were reporting from egg producers owning more than 75,000 hens. Total assessment revenue was $23.36 million, representing assessments collected on 233.6 million cases of eggs.

AEB management enforces the AEB Expenditure and Documentation Guidelines to control expenses for AEB, ENC and its agencies. Plante Moran, CPAs, Chicago, IL, audited the Board’s 2014 financial statements and conducted an audit of AEB under Generally Accepted Governmental Auditing Standards (GAGAS).
BOARD MEMBERS & ALTERNATES 2014

Area I – North Atlantic States

Members
- Paul Sauder
  R.W. Sauder Inc.
  Littitz, PA
- Jesse Laflamme
  Pete & Gerry’s Organics LLC
  Monroe, NH
- John Puglisi
  Puglisi Egg Farm
  Howell, NJ
- Karyn Kreher
  Kreher’s Farm
  Fresh Eggs
  Clarence, NY

Alternates
- Chris Esbenshade
  Esbenshade Farms
  Mount Joy, PA
- Christopher M. Pierce
  Heritage Poultry Management Services
  Annville, PA

Area II – South Atlantic States

Members
- Jacques Klempf
  Dixie Egg Co.
  Jacksonville, FL
- Jeff Hardin
  Cal-Maine Foods Inc.
  Flatonia, TX
- Andrew Reichman
  Parker & Reichman Inc.
  Andrews, NC
- Tim Floyd
  L & R Farms Inc.
  Hartwell, GA
- Alex Simpson
  Simpson’s Eggs
  Monroe, NC
- Steven (Scott) Horton
  Country Charm Eggs
  Gillsville, GA

Alternates

Area III – East North Central States

Members
- Richard (Dick) Patmos
  Sunrise Acres Inc.
  Hudsonville, MI
- Bill Glass
  Fort Recovery Equity
  Fort Recovery, OH
- Tom Hertzfeld II
  Hertzfeld Poultry Farms Inc.
  Grand Rapids, OH
- Tom Stoller
  Stoller Farms Inc.
  Van Wert, OH
- Lisa Timmerman
  Cooper Farms Inc.
  Fort Recovery, OH
- Ronald (Tad) Gross
  Hemmelgarn & Sons Inc.
  Coldwater, OH

Alternates

ADVISORY PANEL

Food Tech Advisory Council

David Ellegant
Associate Category Manager, U.S. Foods, Rosemont, IL

Glenn W. Froning, Ph.D.
AEB Food Technology Advisor, Professor Emeritus
University of Nebraska-Lincoln, Lincoln NE

Elliot Gibber
President, Deb El Food Products LLC, Elizabeth, NJ

Brian Joyer
General Manager, Sparboe Farms Inc., Litchfield, MN

Shelly McKee, Ph.D.
Director, Technical Services, USAPEEC, Stone Mountain, GA

Howard Magwire
United Egg Producers, Easton, MD

Christina Meyer-Jax
Jax Principal Nutrition Scientist, Schwan’s Shared Services LLC, Bloomington, MN

Kate Nadolski
Product Manager, Batory Foods, Des Plaines, IL

Dina Reagan
Senior Manager of Research & Development, Pepperidge Farms, Norwalk CT

Doris Sattler
Master Bakery Technologist, BBU-Entennman’s, Bayshore, NY

Bob Swientek
Editor-In-Chief, Food Technology, Chicago, IL

Eric Sparks
Corporate Director R&D, Park 100 Foods Inc., Tipton, IN

Lorraine Tam
Director of Emerging Technologies, Hillshire Brands, Downers Grove, IL

Blair Van Zetten
Oskaloosa Food Products, Oskaloosa, IA

Lloyd Woolsey
Senior Scientist II, Hillshire Brands, Downers Grove, IL

Nutrition Scientific Advisory Panel

Marie Caudill, Ph.D., RD
Cornell University, Ithaca, NY

James D. House, Ph.D., J.D.
Professor and Department Head,
Monogastric Nutrition/Nutritional Biochemistry,
University of Manitoba, Winnipeg, Canada

Heath Leidy, Ph.D.
University of Missouri-Columbia, Columbia, MO

Gilbert Leveille, Ph.D.
Owner and President, Leveille Associates, Past President,
Institute of Food Technologists, New York, NY

Kevin Maki, Ph.D.
Midwest Center for Metabolic & Cardiovascular Research
Chicago, IL

Douglas Paddon-Jones, Ph.D.
Associate Professor,
The University of Texas Medical Branch,
Department of Physical Therapy,
Allied Health Sciences, Galveston, TX

Advisors

AEB Allied Industry Advisor
Terry Pollard
Big Dutchman USA
Holland, MI

AEB Export Marketing Advisor
Jim Sumner
USA Poultry & Egg Export Council
Stone Mountain, GA

AEB Further Processor Advisor
Elliot Gibber
Deb El Food Products LLC
Elizabeth, NJ