

Welcome to Philadelphia!



2021 Show Directory

Wednesday, September 22

Harvest Festival

Level 300, Ballroom B 2:00 - 6:00pm

Education Sessions

Level 400 Ballrooms 4:30 - 6:30pm

Thursday, September 23

Education Sessions

Level 100 Rooms & Level 400 Ballrooms 8:30am - 6:30pm

Exhibit Halls Open

Halls A-E 10:00am - 6:00pm

Friday, September 24

Education Sessions

Level 100 Rooms & Level 400 Ballrooms 7:45am - 6:30pm

Exhibit Halls Open

Halls A-F 10:00am - 6:00pm

Saturday, September 25

Exhibit Halls Open

Halls A-E 10:00am - 4:00pm



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WELCOME TO NATURAL PRODUCTS EXPO EAST!



Thank you for joining us in Philadelphia for Natural Products Expo's return to in-person events! We recognize that the journey here has been different (and a little challenging) and we appreciate the partnership of everyone in our community who made it possible to gather safely at the Pennsylvania Convention Center.



Download the Official Mobile App

The Natural Products Expo Virtual app is the official Natural Products Expo East mobile app.

Download now at expoeast.com/en/mobile-app.html

- · Search by keyword for exhibitors, events and speaker information.
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- Plan your time by filling your agenda with events you want to attend, exhibitors you want to visit and connect with registered attendees.



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Health & Safety Information

Your health and safety is a top priority and you can expect to see a range of measures in place to ensure everyone here is able to enjoy a safe, hygienic, productive event experience. Visit the Health & Safety page on expoeast.com to learn more and for the latest updates.



expoeast.com/en/health-safety.html

Thanks to a sponsorship by Venable LLP, we're excited to provide our exhibitors with an opportunity to sit down with an attorney in one-on-one meetings. These attorneys can assist you with the legal issues facing your business. Stop by Venable's space on level 100, room 121C to meet the Official Legal and Regulatory Sponsor of Expo East!



Legal & Regulatory Sponsor of Natural Products Expo East

Content Partners









SCHEDULE-AT-A-GLANCE

LIVE = livestreamed | ★ = sponsorsed by | * = presented by | O = in partnership with

WEDNESDAY SEPTEMBER 22

2:00 - 6:00pm Harvest Festival





Level 300, Ballroom B

4:30 - 6:30pm

Natural Products Expo East Pitch Slam Semifinals



Level 400, Terrace Ballroom















THU	RSDAY	SEPTE	MRER	23
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7:30 - 9:00am	Philly Fun Run	★ MED TERRA	Meet in the Grand Hall	
8:30am - 10:00am	Keynote: The State of Natural & Or	ganic	Level 400, Terrace Ballroom	LIVE
9:30 - 10:30am	Choose Natural – The Story of Our Customer	* alive	Level 100, Room 121B	
10:00am - 6:00pm	Exhibit Halls Open		Level 200, Halls A-E	
10:15 - 11:00am	Reimagining Packaging: Innovation Sustainable Future	ns & Tools for a	Level 100, Room 118	
10:15 - 11:00am	Embracing Change: Silver Linings V Here to Stay	We're Glad Are	Level 100, Room 119	
11:30am - 12:30pm	How to Elevate Shopper Experiences with Premium Product Content	* PONCIL	Level 100, Room 121B	
11:45am - 12:30pm	Yes Retail is Still Relevant! Why a Du & Retail Channel Strategy Works B		Level 100, Room 119	
11:45am - 12:30pm	Taking Your J.E.D.I. Journey to the N	lext Level	Level 100, Room 118	
12:00 - 1:00pm	Communicating Purpose on Pack	* A: Tetra Pak®	Level 100, Room 120B	
1:15 - 2:00pm	Navigating a New Labor Market: Best Practices for Standing Out & F	Retaining Staff	Level 100, Room 119	
1:15 - 2:00pm	Building a Regenerative Supply Ch	ain	Level 100, Room 118	
2:00 – 3:00pm	Legal and Regulatory State of the Natural Products Industry	* VENABLE	Level 100, Room 120B	
2:45 – 3:45pm	The Path to Health Equity: We Nee	d Your Help	Level 100, Room 119	
2:45 – 3:45pm	Priorities for the Future of Organic		Level 100, Room 118	
4:30 – 6:30pm	Natural Products Expo East Pitch Slam Finals & Party	★ EMERGING BRAND ELEVATOR EMERGING BRAND ELEVATOR LOGISTICS	Level 400,	LIVE
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Complete details available at expoeast.com

FRIDAY SEPTE	MBER 24				
7:30 - 9:00am	Friday Morning Yoga			Level 200, Grand Hall	
7:45 - 9:00am	NCN Investor Expo Kickoff		NCN	Level 100, Room 119	
9:00 - 10:15am	Keynote: Shawn Achor			Level 400, Terrace Ballroom	LIVE
10:00am - 6:00pm	Exhibit Halls Open			Level 200, Halls A-E	
10:00 - 11:00am	Myths and Truths About Omega-3 Fats	*	BARLEAN'S	Level 100, Room 121B	
10:15 - 11:00am	Organic at Retail: Trends & Insights			Level 100, Room 118	
10:15 - 11:00am	Global Warming: Moving from Over	wheln	ned to Action	Level 100, Room 119	
11:45am - 12:30pm	Brand-Building Connections: You Don't Have to Grow It Alone			Level 100, Room 118	
11:45am - 12:30pm	Fighting Climate Change by Reduci Strategies for Action	ing Foo	od Waste:	Level 100, Room 119	
12:00 - 1:00pm	What's Your Channel Strategy?	*	L.E.K.	Level 100, Room 121B	
12:30 - 1:30pm	Brand-Building Connections: Netwo	orking	and Q&A	Level 100, Room 120A	
1:15 - 2:00pm	Understanding Your Consumer: New Research on Perceptions of He	ealth		Level 100, Room 119	
1:15 - 2:00pm	Hey Organic, What's Your Story?			Level 100, Room 118	
2:00 – 3:00pm	Organic Worldwide: Before, During and After the Pandemic	*	BIOFACH AMERICA	Level 100, Room 121B	
2:45 - 3:45pm	Brand New Blueprint: On Food, Culture and Ownership supported by	0	(included)	Level 100, Room 118	
2:45 – 3:45pm	Bottling Joy: Wellness Trends & Inno in a (Post) COVID World	vation	S	Level 100, Room 119	
3:30 - 5:00pm	Sustainability for the Future: How Food Companies can Drive Change Through Climate-Friendly Practices	*	DAABON	Level 100, Room 120B	
6:00 – 8:00pm	Friday Night Concert	0	(included)	Level 200, Grand Hall	

SATURDAY SEPTEMBER 25

10:00am – 4:00pm Exhibit Halls Open Level 200, Halls A-E

CO-LOCATED WITH EXPO EAST





Wednesday, September 22 Level 300, Ballroom B 2:00 – 6:00pm

Connect with brands the day before the main exhibit floor opens! The Harvest Festival is a tabletop event with a festival-style atmosphere that allows you to connect with exhibitors in a more casual setting. Many of the brands showcasing products this year are new to Expo and do not have booths on the main trade show floor; don't miss out on exploring this space!

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Learn more at expoeast.com/harvest-festival/en/home

Co-located with Expo East, BIOFACH AMERICA offers international manufacturers and traders the opportunity to get to know the North



American organic market better. BIOFACH AMERICA belongs to the BIOFACH network whose leading trade show takes place in Nuremberg, Germany. The exhibition was organized in Nuremberg for the first time in 1999 and focuses specifically on organic food.



What's New in Sustainability?

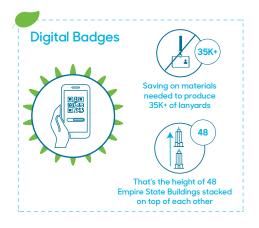


We've chosen to make two changes to our live event experience: removing carpet and transitioning to digital badges as part of our approach to being a more sustainable business, as well as our hope of enhancing customer safety and championing innovation.

Digital Badges Sponsored by







Visit the Grand Hall to check out The Plastic Rainbow and learn more about how GreenPrint is offsetting 100% of the water and electricity used during Expo East 2021 in the Pennsylvania Convention Center and our three host hotels as well as the electricity used by attendees tuning in virtually. Sponsored by



Community Partnerships

Celebrating Our Donation Program at Thursday Night Concert:

Eliminating food waste and supporting our communities has always been a core value of New Hope Network. As a part of this core value, we prioritize

In partnership with





post-event food and material donation programs that help not only reduce the waste produced by our tradeshows, but also collect and distribute beneficial products to the local community. To recognize the challenges of COVID-19 and to celebrate our first year in Philadelphia, the Thursday Night Concert at Expo East will be dedicated to spreading awareness of the part we all can play in this valuable program.

Elevating BIPOC-owned Brands:

New Hope Network values diversity and is taking steps towards creating more inclusive events and seeking new ways we can bring greater racial equity to the industry. Starting in 2021, we are excited to partner with (included), a membership collective for BIPOC top executives in CPG who are dedicated to one another's success, who advocate for diverse representation, and who commit to amplifying BIPOC voices. This exciting partnership is guiding multiple efforts for Expo East in Philadelphia and is a strong steppingstone in creating a long-term strategy for how our platforms can most effectively elevate BIPOC-owned brands in the industry. Highlights from these efforts include featuring (included) members at the Friday Night Concert, Harvest Festival, and an Education Session collaboration!







MORE TO EXPLORE

LIVE = Livestreamed

Complete details available at expoeast.com

Harvest Festival

Wednesday, September 22 Level 300, Ballroom B | 2:00 - 6:00pm

This innovative event combines the lively appeal of a traditional farmers' market, with the business-building power of an industry trade show.

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Natural Products Expo East Pitch Slam Semifinals

Wednesday, September 22 Level 400, Terrace Ballroom | LIVE | 4:30 - 6:30pm

Join us for the Natural Products Expo East Pitch Slam Semifinals competition as 10 pre-selected brands take the stage for a shot to win over \$40K in New Hope Network services! This exciting, fast-paced event features pitches from standout emerging brands and Q&A with a rock star judging panel.

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Philly Fun Run

Thursday, September 23 Meet in the Grand Hall | 7:30 - 9:00am



Expo East is excited to be moving to Philly - and what better way to see our new city than the Inaugural Philly Fun Run! This 5k will take you on an interactive tour of Philadelphia, starting at the Pennsylvania Convention Center, passing and allowing for photo opportunities at attractions like Love Park, Logan Square, Barnes Foundation and up Benjamin Franklin Parkway to the iconic Philadelphia Museum of Art, aka the Rocky Steps & Statue! Capacity is limited, get there early to ensure your spot and get a t-shirt!

Keynote: The State of Natural & Organic

Thursday, September 23 Level 400, Terrace Ballroom | LIVE | 8:30 - 10:00am

Join us for an information-packed session highlighting product trends and retail insights to inform your business strategy this year. Discover what's next in product innovation and the conversations driving change in the industry.



Carlotta Mast New Hope Network



Nick McCoy Whipstitch Capital



Kathryn Peters SPINS

Natural Products Expo East Pitch Slam Finals & Party

Thursday, September 23 Level 400, Terrace Ballroom | LIVE | 4:30 - 6:30pm

Join us for the Natural Products Expo East Pitch Slam Finals! Come for the pitch; stay for the celebration as our finalists from Wednesday compete to win the Grand Prize: a FREE booth at Expo East 2022 & over \$40K in New Hope Network services. Together, we'll share a toast to the incredible innovation in our industry!

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Keeping your health, safety, and comfort level in mind, we have specifically designed our events this year to account for varying levels of comfort and will offer an option for everyone! Whether you prefer distance, or want to interact one-on-one, each of our events will have space to accommodate.

Thursday Night Concert

Thursday, September 23 Level 200, Grand Hall | 6:00 - 8:00pm

Neal Francis captures an inspired collection of songs steeped in New Orleans rhythms and early 70s rock n' roll. His music evokes a bygone era of R&B's heyday while simultaneously forging a new path on the musical landscape. Ohio-based Karma Chief Records released his debut LP Changes in September 2019, and he's ready for his debut on the Expo East stage!



Featuring live music from Neal Francis

Friday Morning Yoga

Friday, September 24 Level 200, Grand Hall | 7:30 - 9:00am

Standing and walking for multiple days can take a toll on your body. Start your Friday right with early morning yoga! This class is the perfect way to refresh and get ready for another day on the show floor.

Keynote: Shawn Achor

Friday, September 24 Level 400, Terrace Ballroom | LIVE | 9:00 - 10:15am

Shawn Achor is one of the world's leading experts on the connection between happiness and success. Shawn has worked with over a third of Fortune 100 companies, and with organizations like the NFL, the Pentagon and the U.S. Treasury. To do his work, Shawn has traveled to 51 countries, speaking to farmers in Zimbabwe, CEOs in China, doctors in Dubai and schoolchildren in South Africa. In 2014, Oprah Winfrey did a two hour interview with Shawn on the science of happiness and meaning. His research on happiness made the cover of Harvard Business Review, his TED talk is one of the most popular of all time with over 23 million views, and his lecture airing on PBS has been seen by millions.



Shawn Achor Keynote Speaker

Friday Night Concert

Friday, September 24 Level 200, Grand Hall | 6:00 – 8:00pm

A pioneering act that continues to cast a considerable influence, Digable Planets have left an indelible mark on music. Nearly 20 years after their debut, their music still shines and the group continues to bring their celebrated stage show to excited crowds around the world. Don't miss this jazz hip-hop performance!



Featuring live music from **Digable Planets**

Naturally Network Activation Space

Don't miss Naturally Network, their regional Naturally affiliates and a selection of members at Expo East 2021! Located in the Grand Hall, Naturally Network will have an activation space throughout the show where attendees can learn more about this community advancing conscious business practices for the natural and organic



products industry. Stop by anytime to meet your local chapter, sample member's products, and network with the Naturally Network ecosystem from across the country! Who knows? Maybe you could even inspire your own new regional chapter!



New Hope Network values diversity and is taking steps towards creating more inclusive events and seeking new ways we can bring greater racial equity to the industry.

We are excited to partner with (included), a membership collective for BIPOC top executives in CPG who are dedicated to one another's success, who advocate for diverse representation, and who commit to amplifying BIPOC voices.

(included)

Find BIPOC-owned and BIPOC-led companies exhibiting at Expo East 2021 by visiting these (included) member's booths:

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Harvest Festival Tabletop #H8



Harvest Festival Tabletop #H18



Harvest Festival Tabletop #H19



Harvest Festival Tabletop #H15



Harvest Festival Tabletop #H6



Harvest Festival Tabletop #H5



Booth #1338



Booth #4299



Harvest Festival Tabletop #H7



Harvest Festival Tabletop #H16



Harvest Festival Tabletop #H17



Booth #921



Booth #1967

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Booth #2354

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Your Chance to See Organic Innovation First-hand

Expo East is one of the best places to see how the industry is innovating with organic.

Organic in the Classroom

Virtual or in-person! We're adding exciting organic sessions that will highlight the innovations and community growing the organic industry. Sessions will be available virtually before the show, as well as live and in-person in Philadelphia, and on demand post-show.

Organic Pavilion

One of the most popular pavilions on the exhibit floor! This collection of 100% organic manufacturers is a true reflection of where the industry is growing. With new product launches as well as all your favorites, this pavilion is a can't miss to complete your Expo East experience. Just look for the "Step Up to Organic" logo as you walk the show floor and you'll know you've arrived.

Organic Park

Located just behind the Organic Pavilion, this fun interactive space is where you can network and meet the leading organic producers and manufacturers while also learning from key players in the organic industry.







O F

ONSITE SERVICES

Info Booths

Level 100, Broad Street Atrium Level 200, Grand Hall

Tuesday - Friday | 7:00am - 6:30pm Saturday | 8:00am - 4:00pm

Level 200, Hall A Concourse
Level 200, Hall E South Concourse
Wednesday, Friday J. 7:00am, 6:30

Wednesday - Friday | 7:00am - 6:30pm Saturday | 8:00am - 4:00pm

General show information provided by a knowledgeable staff member.

Press Room, Press Room Registration

Press Room: Level 100, Room 126A Wednesday - Friday | 8:00am - 6:00pm Saturday | 8:00am - 12:00pm

Press Room Registration: Level 100, Broad Street Atrium

Wednesday - Friday | 7:00am - 6:00pm

Working members of the press may use our Media Center to work, review Exhibitor media kits and obtain information about Natural Products Expo East. Press must register for badges to enter the Press Room.

Hosted Buyer Lounge, Check-in

Level 100, Room 126B

Wednesday - Friday | 8:00am - 6:30pm Saturday | 8:00am - 12:00pm

VIP Hosted Buyer Check-in room is an area for retailers to conduct business meetings, check email, learn and network.

Show Office, Lost & Found

Level 200, Room 201A

Wednesday - Friday | 8:00am - 6:30pm Saturday | 8:00am - 5:00pm

Questions, comments, concerns? We're here for you in the Show Office. Please stop in if you need help locating something at the show.

Showcase Office

Level 200, Bridge

Wednesday – Friday | 8:00am – 6:30pm Saturday | 8:00am – 5:30pm

The Showcase Office can assist exhibitors with all of their onsite marketing opportunity needs. If you have questions about a contracted opportunity or would like to purchase additional opportunities for the current show, please visit the Showcase Office.

Green Travel Raffle

Level 200, Grand Hall Info Booth Tuesday – Friday | 7:00am – 6:30pm Saturday | 8:00am – 4:00pm

Participate in the Green Travel Raffle program (available at Expo East only)! Send your train or bus receipt(s) to sustainability@newhope.com and you'll be entered entered into a drawing for a \$100 gift card! (10 winners in total).

New Hope Network Café

Level 100, Broad Street Atrium Wednesday | 12:00 – 6:00pm Thursday – Friday | 9:00am – 6:00pm Saturday | 9:00am – 4:00pm

Nursing Pods

Level 100, Broad Street Atrium Level 200, Hall A Concourse

Public Safety Officers

Public Safety Officers are available 24 hours a day. Available by phone at (215) 418–4911.

Medical assistance can be reached by contacting any New Hope Network Staff.

















Digital Badge Assistance

Level 100, Broad Street Atrium

Wednesday - Friday | 7:00am - 6:00pm Saturday | 8:00am - 12:00pm

Level 300. Ballroom A

Wednesday - Friday | 7:00am - 6:00pm Saturday | 8:00am - 12:00pm

Available services include, onsite registration and badge corrections.

Bag Check

Level 100, Broad Street Atrium

Wednesday - Friday | 7:00am - 6:30pm Saturday | 8:00am - 4:30pm

Level 300, Ballroom A

Wednesday - Friday | 7:00am - 6:30pm Saturday | 8:00am - 4:30pm

Sample Bags: Each attendee is permitted to exit the show floor with one sample bag per day. Additional bags will be donated to local food banks and charities.

Rolling Carts & Strollers: For safety reasons, rolling carts, rolling bags, strollers and bags with wheels are not permitted on the show floor during show floor hours; except where such rolling carts or bags are medical necessity.

Per Show Management: There will be no in-and-out privileges to bag check. Please limit your samples to one bag a day.

Business Center - UPS

Level 200, B/C Concourse

Monday - Tuesday | 9:00am - 5:00pm Wednesday - Friday | 8:00am - 5:00pm Saturday | 8:00am - 6:00pm

UPS provides business services such as copying, shipping, faxing, and office supplies. They can also work with you in advance for copy orders to be ready for you onsite.

Child Care, Child Registration

Child Care: Level 100, Room 122B

Wednesday - Friday | 9:00am - 6:00pm Saturday | 9:00am - 5:00pm

Child Registration: Level 100, Broad Street Atrium

Wednesday - Friday | 9:00am - 6:00pm Saturday | 9:00am - 5:00pm

Child Care is available onsite for \$35/day through our partner, Kiddie Corp. ALL Child Care and Child badges must be handled at Child Registration. Child badges are available onsite for \$55.

Expo Sales Office

Level 200, Room 201A

Wednesday - Friday | 9:00am - 6:00pm Saturday | 9:30am - 4:00pm

Book exhibit space for upcoming Natural Products Expo East & Harvest Festival.

First Aid

Exhibit Hall - Level 200, Back of Hall A

Wednesday | 8:00am - 7:00pm Thursday | 7:00am - 7:00pm Friday | 8:00am - 7:00pm Saturday | 8:00am - 11:59pm

Exhibit Hall - Level 200, Back of Hall B

Wednesday | 8:00am - 7:00pm Thursday | 7:00am - 7:00pm Friday - Saturday | 8:00am - 7:00pm

Exhibit Hall - Level 200, Back of Hall C

Wednesday | 8:00am - 7:00pm Thursday | 7:00am - 7:00pm Friday - Saturday | 8:00am - 7:00pm

Exhibit Hall - Level 200, Front of Hall D

Wednesday | 8:00am - 7:00pm Thursday | 7:00am - 7:00pm Friday | 8:00am - 7:00pm Saturday | 8:00am - 11:59pm

Exhibit Hall - Level 200, Back of Hall E

Wednesday | 8:00am - 7:00pm Thursday | 7:00am - 7:00pm Friday - Saturday | 8:00am - 7:00pm

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