



# Module 4

# Food Sector Specific Skills



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# 1. Introduction

- Food Sector Specific skills are those necessary for an individual to possess to launch and run a successful food business
- These skills vary from labelling and packaging regulations to communication and teamwork skills
- In the food sector, it is not just about being able to cook, or serve customers, but everything behind the scenes, in order to run a successful business
- This module will take you through some of these important skills



## 2. Learning Outcomes

**By the end of this module, the student should be able to:**

- 1) Demonstrate an in-depth understanding of food labelling and packaging laws and regulations
- 2) Discuss and acknowledge food quality, safety, health claims and hygiene regulations
- 3) Describe and demonstrate the produce development process
- 4) Demonstrate an understanding of creating a business plan, including a basic financial needs assessment, and conduct financial planning, control and pricing for business growth
- 5) Communicate effectively and demonstrate appropriate teamwork and management skills

# 3. Regulations and Legislation

## 1. Regulations



## European Union Labelling and Packaging Laws

Regulation (EU) No. 1169/2011 establishes the general principles, requirements and responsibilities governing food information and in particular food labelling.

### Food Information is defined as:

*“Information concerning a food and made available to the final consumer by means of a label, other accompanying material, or any other means including modern technology tools or verbal communication”.*

The Regulation applies to food business operators at all stages of the food chain, who provide food information to consumers. It applies to all foods intended for the final consumer, including foods delivered by mass caterers, and foods intended for supply to mass caterers.

The Regulation also applies to catering services provided by transport undertakings when the departure takes place on the territories of the Member States to which the Treaties apply.

# 3. Regulations and Legislation

## 1. Regulations



## European Union Labelling and Packaging Laws

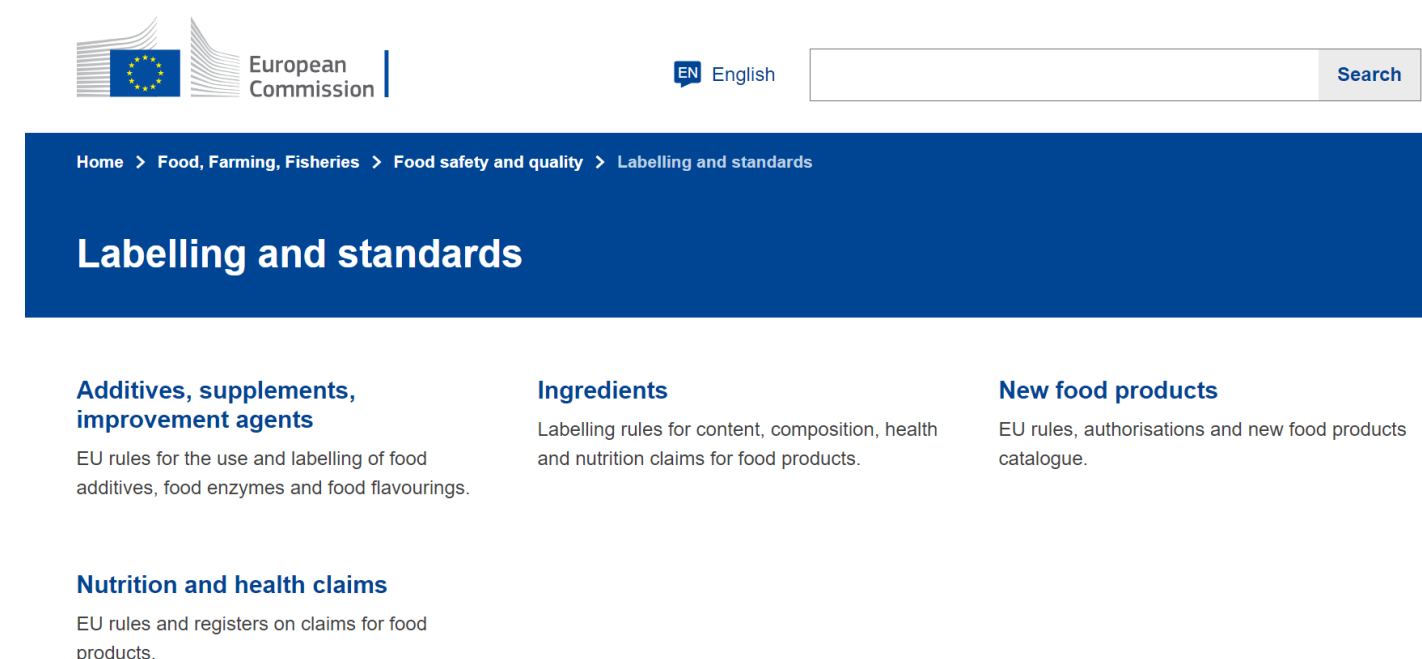
As part of the Regulation (EU) No. 1169/2011, the obligation to provide nutritional information has applied since 2016.

**This provides clear and harmonized presentation of:**

- Allergan information e.g., nuts, gluten, lactose
- Nutritional information
- Origin information- e.g., meat

See the following link for updated labelling guidelines:

[https://ec.europa.eu/info/food-farming-fisheries/food-safety-and-quality/labelling-and-standards\\_en](https://ec.europa.eu/info/food-farming-fisheries/food-safety-and-quality/labelling-and-standards_en)



# 3. Regulations and Legislation

## 2. Food Labelling

### General Requirements for Food Labelling



#### Must be:

Accurate, clear and easy to understand, it must not be misleading particularly:

a) **General Characteristics:** Nature, identity, properties, composition, quantity, durability, county of origin, method of production

b) **Food Effects:** By attributing to the food effects of properties which it does not possess

c) **Unique Characteristics:** suggesting that the food possesses unique characteristics of all foods of a similar nature possess the same characteristics i.e., presence or absence of certain nutrients

d) **Appearance:** Description or pictorial representations, the presence of a particular food or ingredient, while in reality a component naturally present in the food has been substituted with something else.



# 3. Regulations and Legislation

## 3. General Principles of Food Law



### Mandatory Food Information on Pre-Packaged Foods

In the case of Pre-packed food mandatory food information must:

- ✓ Appear directly on the package or on a label attached
- ✓ Easily legible, clearly visible and where appropriate, indelible
- ✓ Not hidden, obscured or detracted from any written or pictorial matter

Name of Food	List of Ingredients	Allergens	Quantity of certain ingredients
Net Quantity	Date Indication	Storage conditions/Conditions of use	Name and Address of Business
Origin	Instructions for use	Alcoholic Strength (If relevant)	Nutritional Declaration



# 3. Regulations and Legislation

## 3. General Principles of Food Law

### Mandatory Labelling Requirements

Nutrients which must be declared (Per 100g/ml of final product)

- Energy (kJ/kcal)
- Fat (g)
- Saturates (g)
- Carbohydrates (g)
- Sugars (g)
- Protein (g)
- Salt (g)

You can also include other nutrients on a voluntary basis.



Example of Food Label

Energy	1075KJ/254kcal (18)	367KJ/89kcal (6)
Fat	2.3g (3)	0.8 (0.3)
of which: saturates	1.2g (6)	0.4g (2)
Carbohydrate	57g (22)	20g (8)
of which: sugars	1.4g (1)	0.5g (<1)
Protein	1.2g (2)	0.4g (1)
Salt	0.6g (10)	0.2g (3)
References intake of an average adult (8400KJ/ 2000kcal)		
	Typical value per 100g (%RI)	Typical value per 35g serving (%RI)

# 3. Regulations and Legislation

## 3. General Principles of Food Law

### Food Quality and Safety

The EU aims to ensure high levels of food quality and safety from farm to fork

The implementation of an integrated Food Safety policy ensures high levels of standards from farm to fork:

- To assure effective control systems and evaluate compliance with EU standards in the food safety and quality, animal health, animal welfare, animal nutrition and plant health sectors within the EU and in non-EU countries in relation to their exports to the EU
- To manage international relations with non-EU countries and international organisations concerning food safety, animal health, animal welfare, animal nutrition and plant health
- To manage relations with the European Food Safety Association and ensure science-based risk management



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# 3. Regulations and Legislation

## 3. General Principles of Food Law

### Food Hygiene Plans

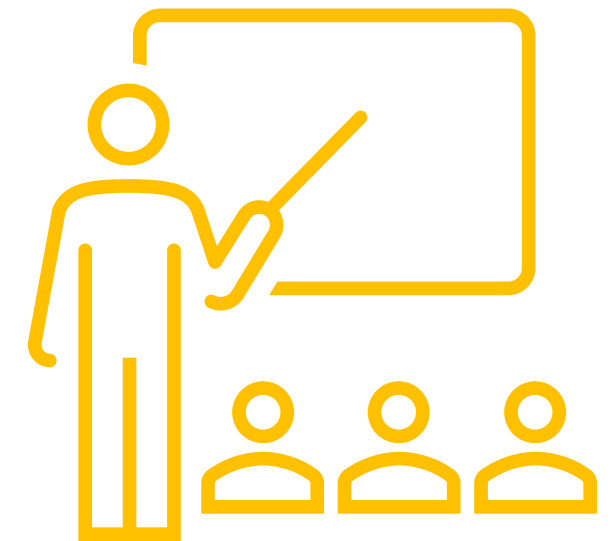
#### Hazard Analysis Critical Control Point (HACCP)

- **HACCP** (*Hazard Analysis & Critical Control Point*) refers to procedures you must put in place to ensure the food you produce is safe.
- These procedures are put in place to create your food management system. This is based on the general principles of HACCP.
- The food safety management system plays an important role as it allow you to control hazards that could pose danger to food.

- **HACCP helps to:**
  - Identify what can go wrong
  - Plan to prevent it
  - Ensure you are doing it

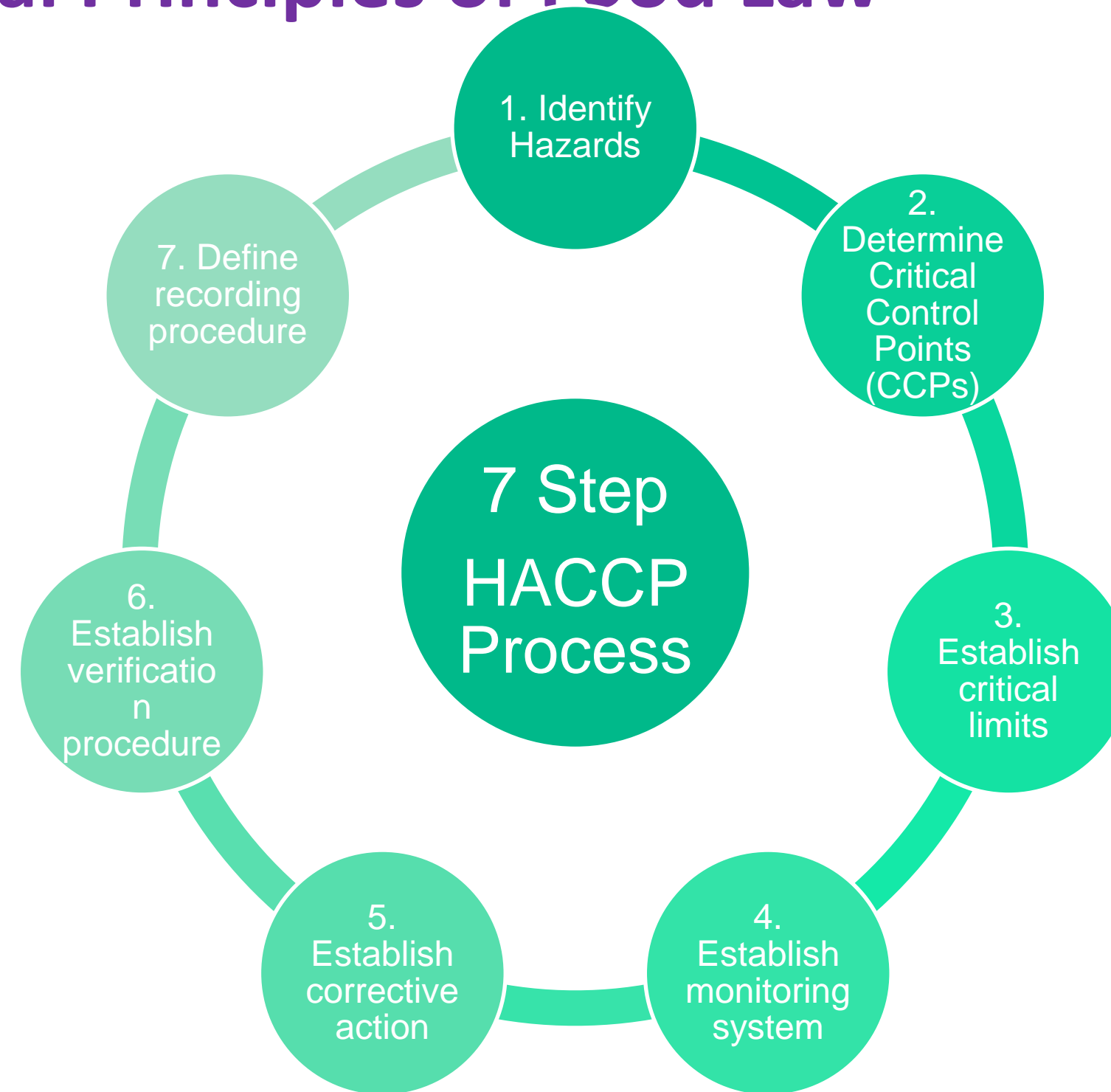
See video for more detail:

[https://www.youtube.com/watch?v=8QGCnM5YrJg&ab\\_channel=fsaiTV](https://www.youtube.com/watch?v=8QGCnM5YrJg&ab_channel=fsaiTV)



# 3. Regulations and Legislation

## 3. General Principles of Food Law



# 3. Regulations and Legislation

## 4. Nutrition and Health Claims



### Nutritional Claim:

‘any claim which states, suggests or implies that a food has particular beneficial nutritional properties due to:

- the energy (calorific value) it:
  - (i) provides;
  - (ii) provides at a reduced or increased rate; or
  - (iii) does not provide;
- the nutrients or other substances it (i) contains; (ii) contains in reduced or increased proportions; or (iii) does not contain.’

### Health Claim:

‘any claim that states, suggests or implies that a relationship exists between a food category, a food or one of its constituents and health.’

e.g., this drink will help you feel more energetic/this food will help you concentrate etc.

# 3. Regulations and Legislation

## 4. Nutrition and Health Claims

- EU rules on nutrition and health claims
  - Reg. No. 1924/2006
- All claims- clear and accurate and based on scientific evidence
- See link: [EU Register of nutrition and health claims made on foods \(v.3.6\) \(europa.eu\)](https://ec.europa.eu/food/food/nutrition/health_claims/eu_register_of_nutrition_and_health_claims_made_on_foods_v36_en)



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# 3. Regulations and Legislation

## 4. Allergens



Food businesses must declare the presence of food allergens used as ingredients in their foods (European Commission 2022).

[Regulation \(EU\) No. 1169/2011 \(FIC\)](#)

An allergen is any normally harmless substance that causes an immediate allergic reaction in a susceptible person

There are 14 allergens identified and these must be declared on a food label by law.

Cereals containing gluten	Crustaceans	Eggs	Peanuts
Fish	Soya beans	Nuts	Milk
Celery	Sesame seeds	Sulphur Dioxide and Sulphites	Molluscs
	Lupin	Mustard	

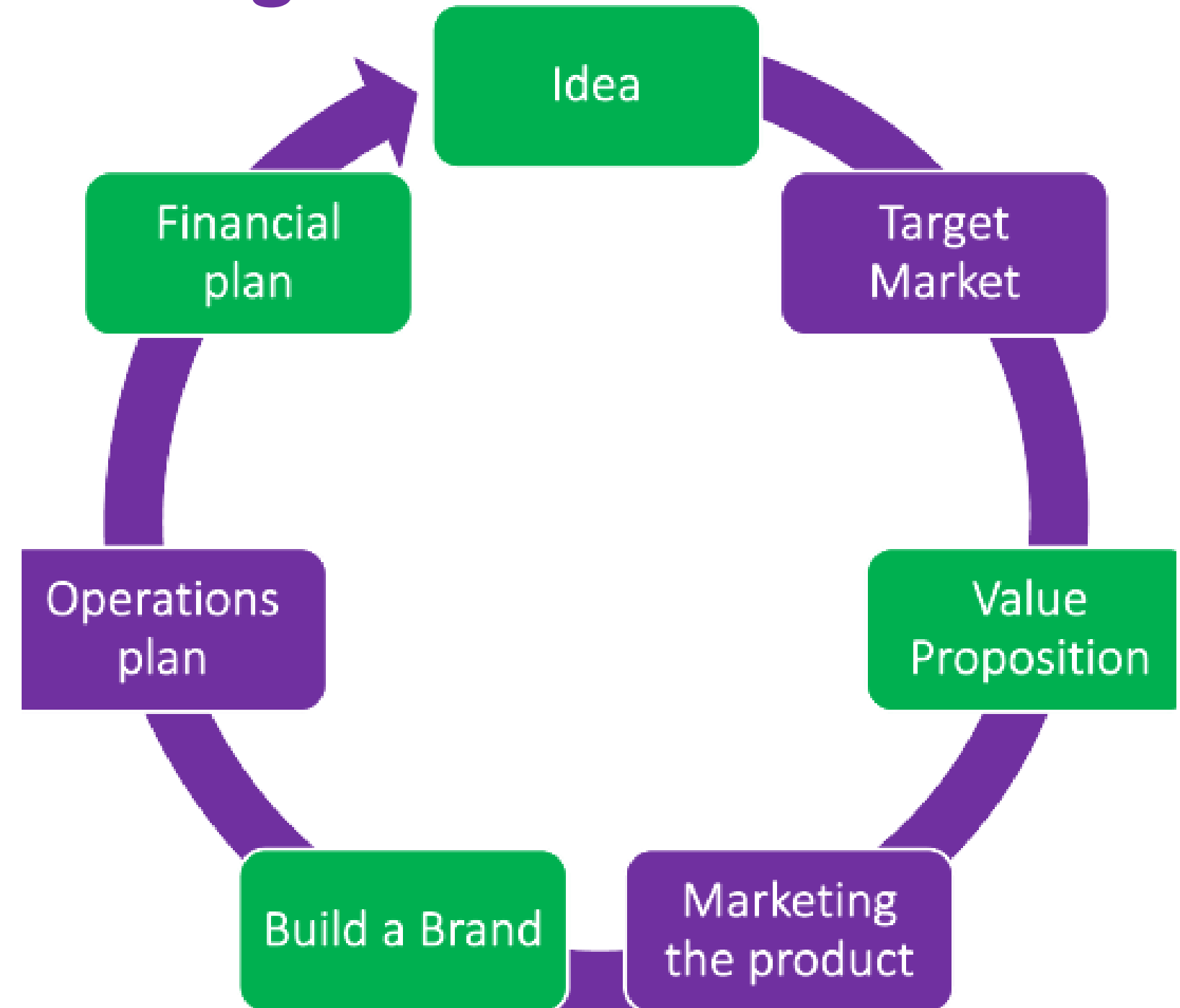
# 4. New Product Development

## 1. Business Planning

### Creating a Business Plan

Every business starts with a vision, which is developed and communicated through a business plan.

A strong business plan outlines short-term and long-term goals, budget and any other resources you need to get established.





# 4. New Product Development

## 2. New Product Development

In order for a business or an entrepreneur to successfully introduce a product into the market, several hurdles need to be overcome.



There must be a thorough understanding of the:

- Market
- Consumers
- Competition

The product development process will help entrepreneurs come up with a customer-oriented, high-quality product that has the best chance of doing well in the highly competitive markets .

# 4. New Product Development

## 2. New Product Development



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# 4. New Product Development

## 3. Finances

### Financial support

There are many different ways of gaining financial support or grants across European countries:

- Ireland: Local Enterprise Offices
- Poland: Network of Entrepreneurial Women, The Leader's School
- Belgium: Regional Supports based on your sector
- UK: Regional Supports
- Italy: Women's Business Fund

More detail in link in notes below

#### FINANCIAL SUPPORTS €

Let's talk about the financial supports available to you.



# 4. New Product Development

## 3. Finances

### Financial Planning

A financial plan serves as a roadmap for your economic growth, showing where you're at right now, where you want to go, and how you will get there.

#### Income statement

Shows your expenses, revenues, and profits for a particular period

#### Income Statement Example

Anna OF INC.

Year Ended December 31, 2021

<b>Revenues</b>	<b>Euro</b>	<b>1,000,000</b>
<b>Cost of goods sold</b>		<b>200,000</b>
<b>Gross profit</b>		<b>800,000</b>
<b>Operating expenses</b>		
Selling, general; and administrative expense		357,7000
Interest expense		20,000
Depreciation and amortization expense		5,200
<b>Operating income</b>		<b>417,100</b>
Interest income		20,000
<b>Net earnings before taxes</b>		<b>437,100</b>
Income tax expense		240,000
<b>Net income</b>		<b>197,100</b>

# 4. New Product Development

## 3. Finances

### Cashflow Statement

Financial planning also involves predicting how much money your business will make and spend in the coming month, quarter or year.

A cash flow statement is a record how much you expect to make from sales and what you think you will spend on expenses.

Details on the cash position of the business and its ability to meet monetary commitments on a timely basis

A start-up business should show monthly projections for the first year of business

Cash Flow Statement Company Anna OF Inc FY Ended Dec 2021		
Cash Flow From Operations	Euro	
Net Earnings		2,000,000
Additions to Cash		
Depreciation		10,000
Decrease in Accounts Receivable		15,000
Increase in Accounts Payable		15,000
Increase in Taxes Payable		2,000
Subtractions From Cash		
Increase in Inventory		(30,000)
<b>Net Cash from Operations</b>		<b>2,012,000</b>
Cash Flow From Investing		
Equipment		(500,000)
Cash Flow From Financing		
Notes Payable		10,000
<b>Cash Flow for FY Ended 31 Dec 2021</b>		<b>1,512,000</b>

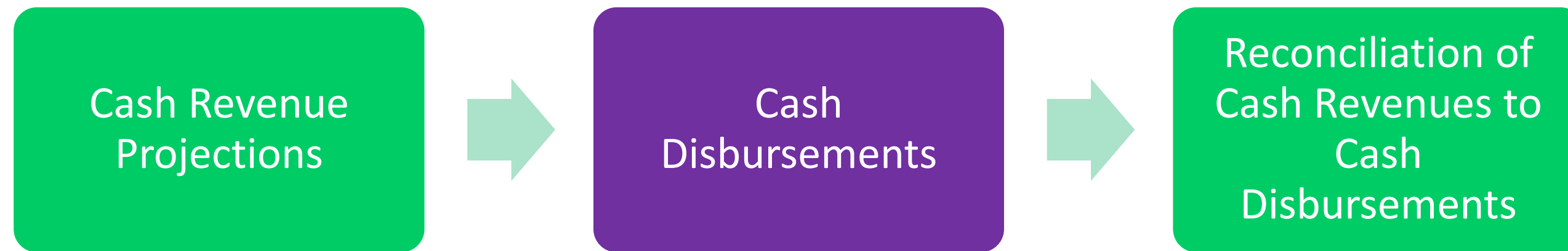
# 4. New Product Development

## 3. Finances



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### The Cash Flow Projection



# 4. New Product Development

## 3. Finances

### The Balance Sheet

A balance sheet is a snapshot of your business's financial position, meaning how much money you have, how much you'll receive, and how much money you owe.

A balance sheet should list your:

**Assets:** Such as unpaid invoices, money in the bank, and inventory.

**Liabilities:** Money you owe, credit card balances, loan repayments, and so on.

**Equity:** For small businesses, this is usually the owner's equity, but it could include investors' shares, retained earnings, and stock proceeds.

Balance Sheet for Anna OF INC. On the 31 <sup>st</sup> of December 2021		
ASSETS	Euro	Euro
<b>Non-current assets</b>		2,150,000
Land and buildings	2,000,000	
Furniture	12,000	
Machinery	18,000	
Investments	120,000	
<b>Current Assets</b>		10,000
Inventory	1,000	
Debtors/ receivables	3,200	
Bank and cash	5,800	
<b>TOTAL ASSETS</b>		2,160,000
<b>EQUITY AND LIABILITIES</b>		
<b>Owner's equity</b>		1,700,000
Capital	1,700,000	
<b>Non-current liabilities</b>		440,000
10% Loan	440,000	
<b>Current liabilities</b>		20,000
Creditors/ payables	20,000	
<b>TOTAL EQUITY AND LIABILITIES</b>		2,160,000

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