

*Sweet*  
Health



*Sweet*  
Health

# Health & Nutrition Committee

**Scientific Advisory Board Meeting**  
***January 30, 2013 – Seattle, WA***



Pacific Coast  
Cherry Industry  
*Health Science Advisory  
Board Meeting  
January 30, 2013*



2012 Research &  
Best Practices Marketing Review

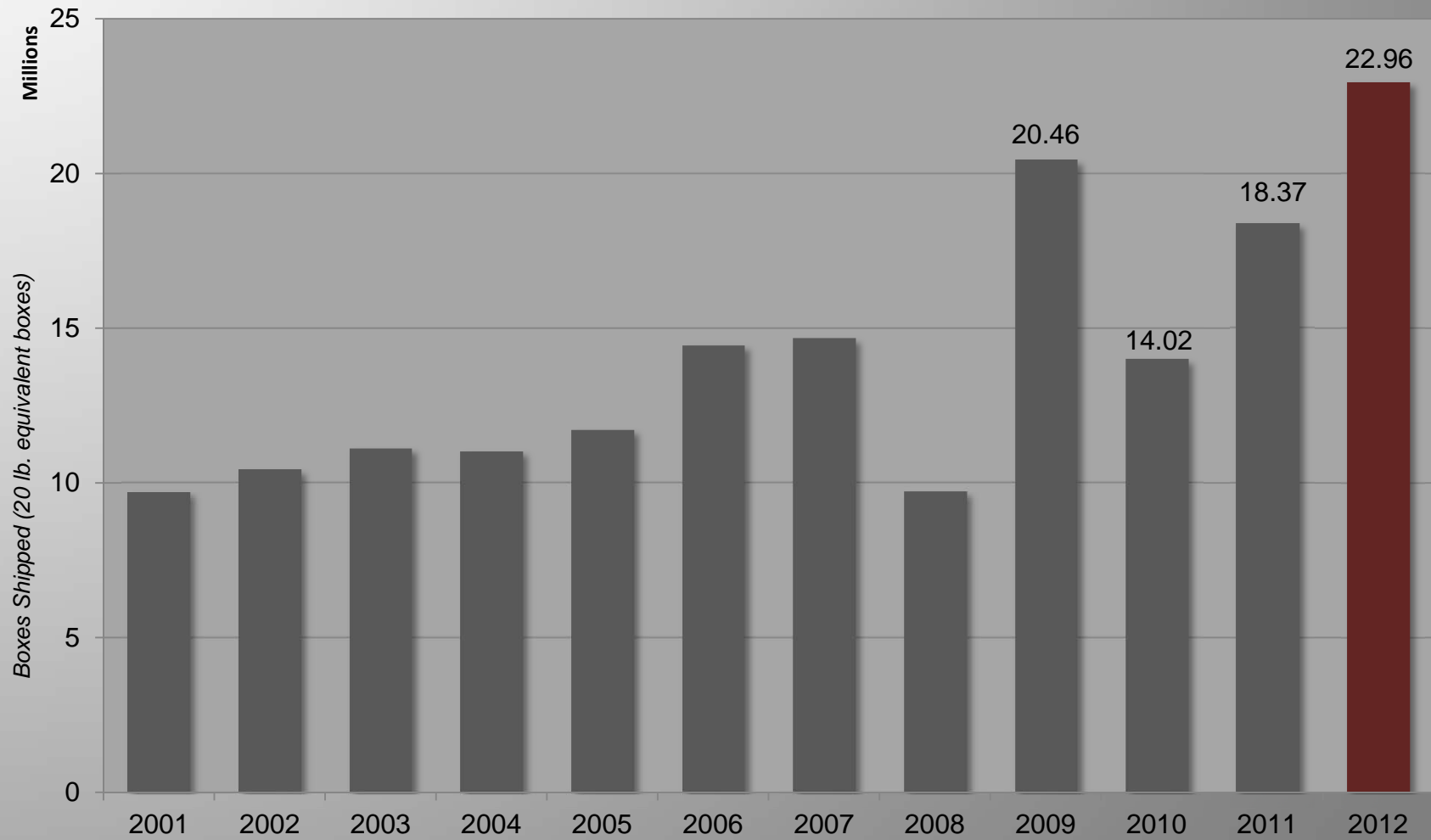
Sweet  
Health



JUNE THRU  
SEPTEMBER  
PROFITS  
CATEGORY MANAGEMENT  
RAINIER'S HEALTH BENEFITS  
DARK SWEET  
SALES  
IMPULSE  
NORTHWEST  
CHERRIES  
*Ways to drive your cherry sales*

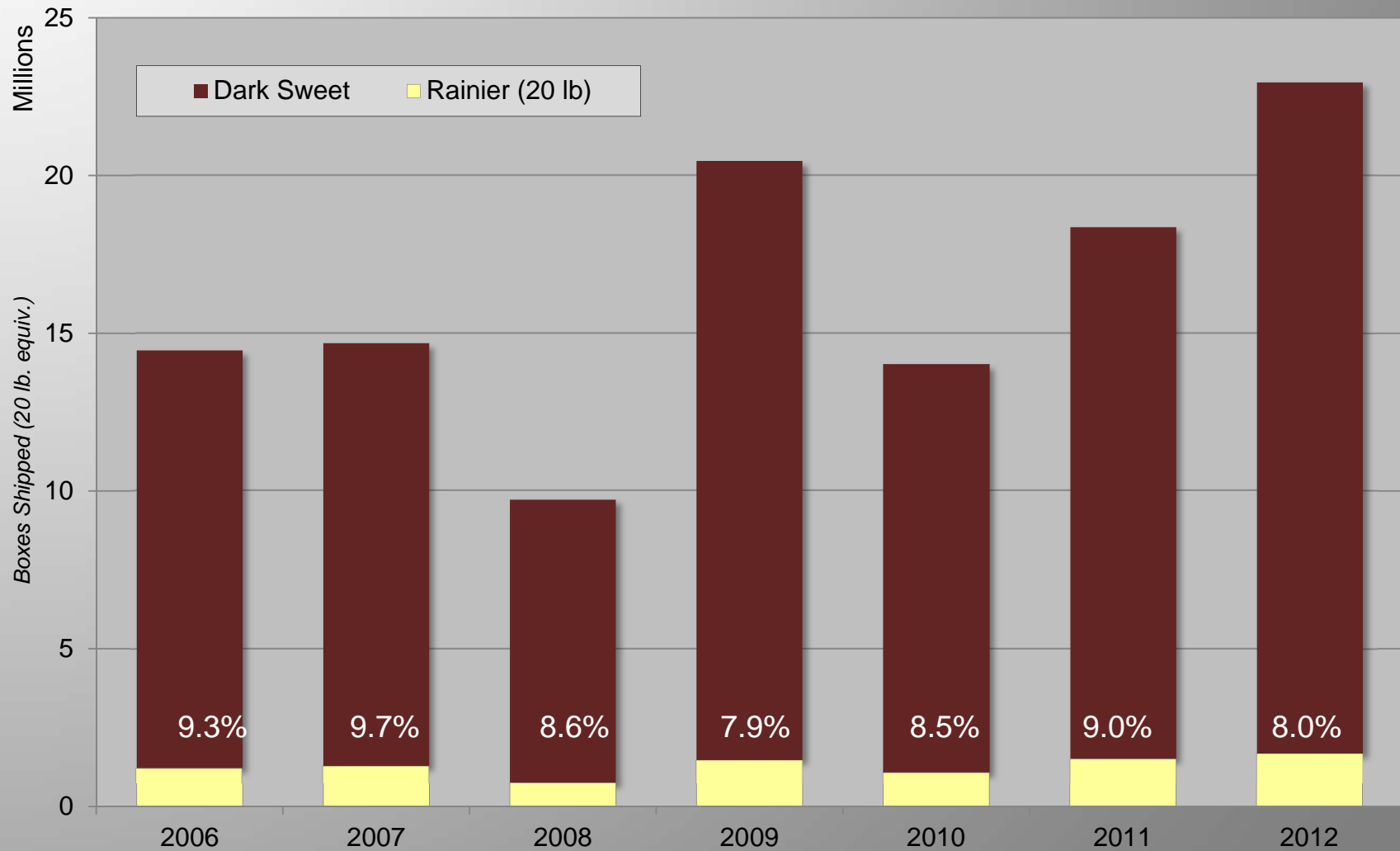


# NW Total Season Shipments



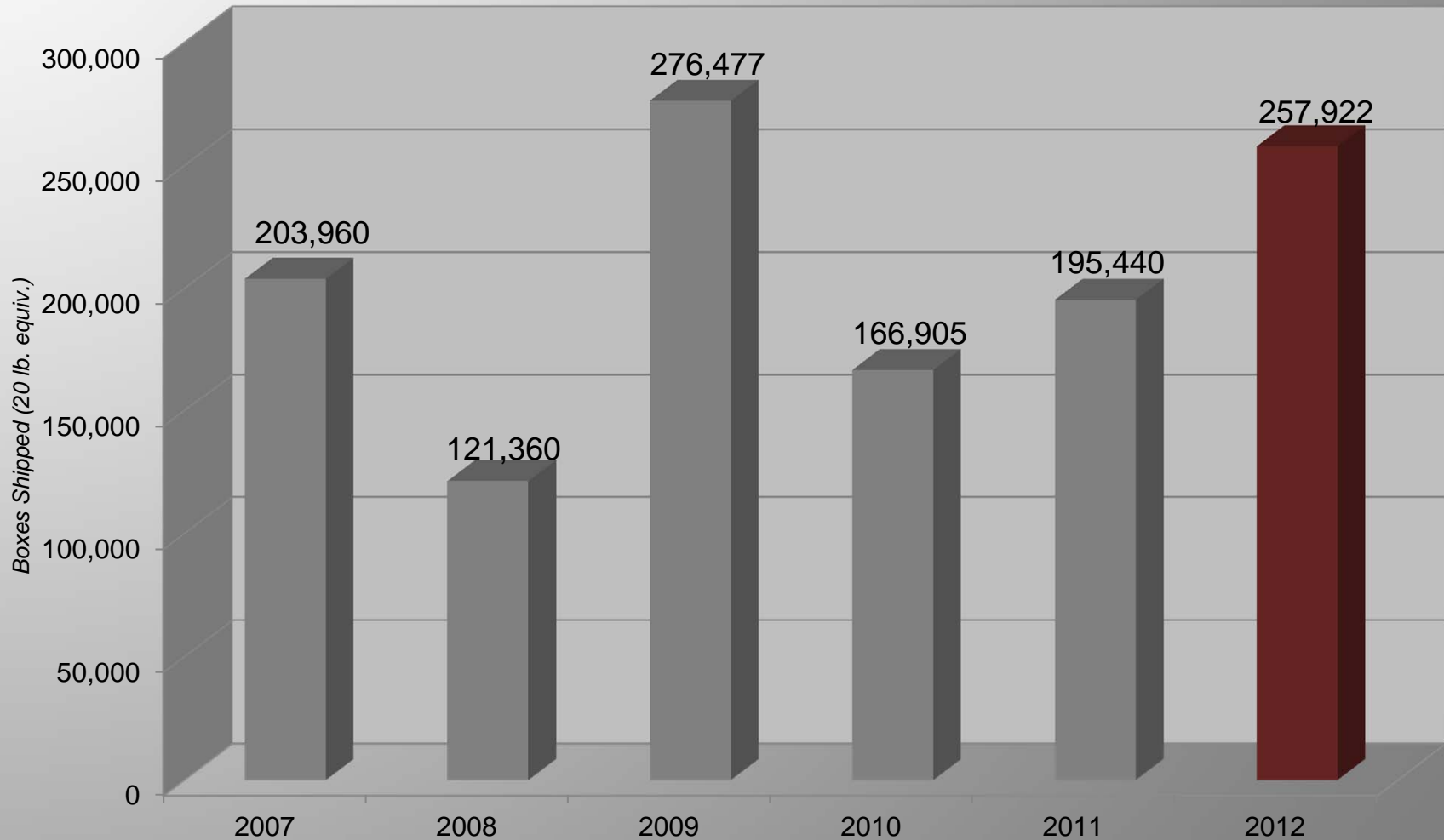


# Red & Rainier Shipments



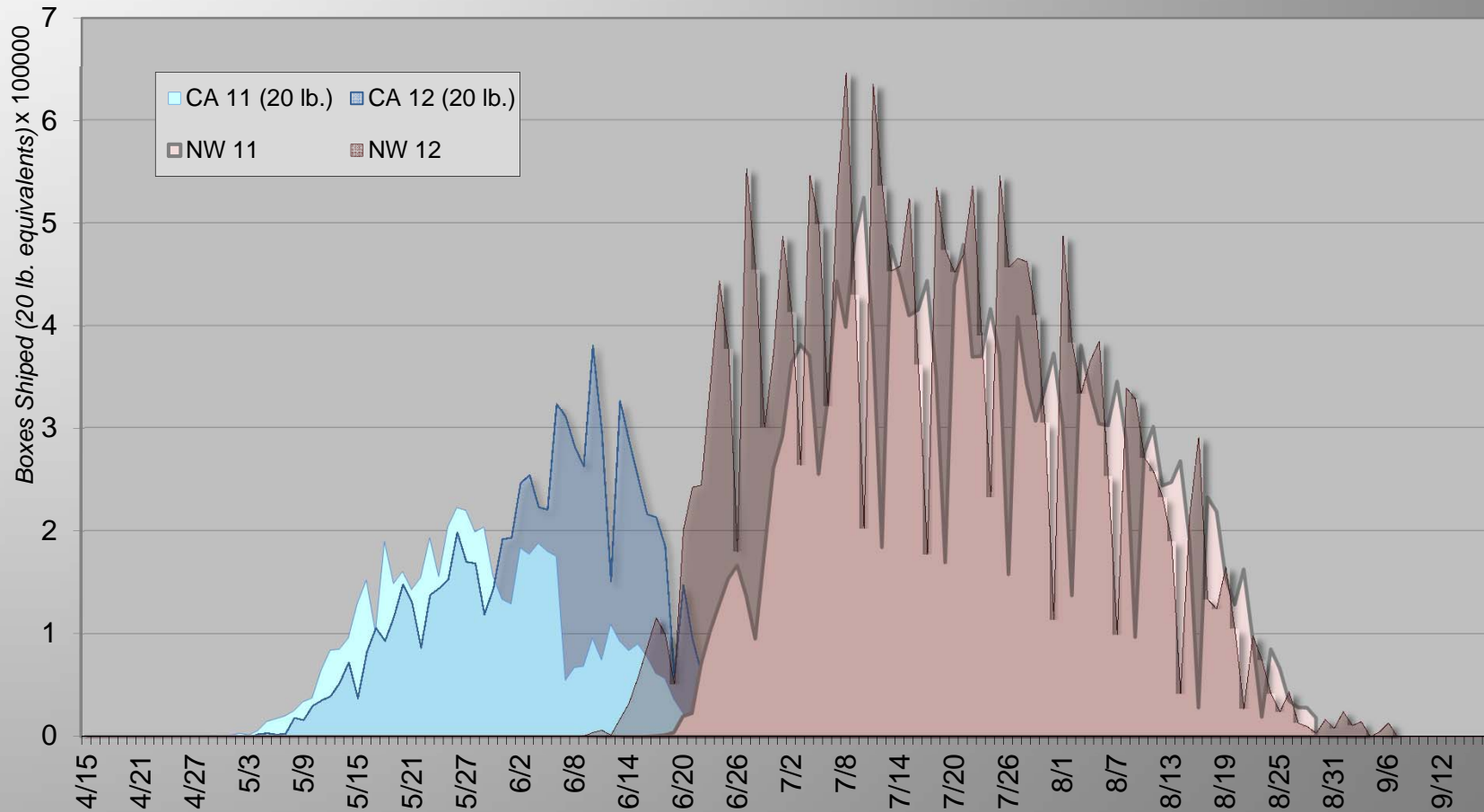


# Average Daily Shipments





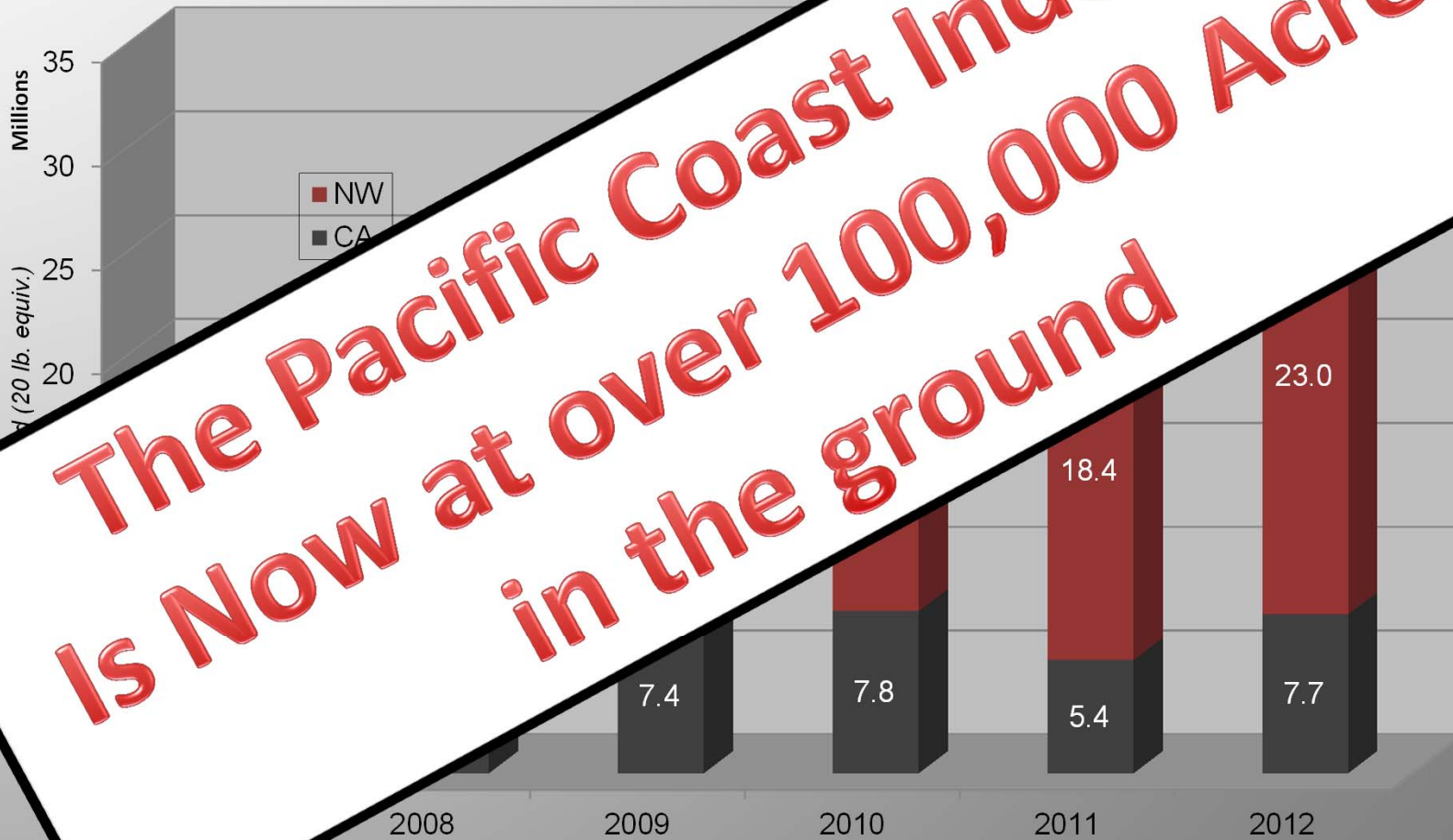
# Pacific Coast Cherry Shipments YOY







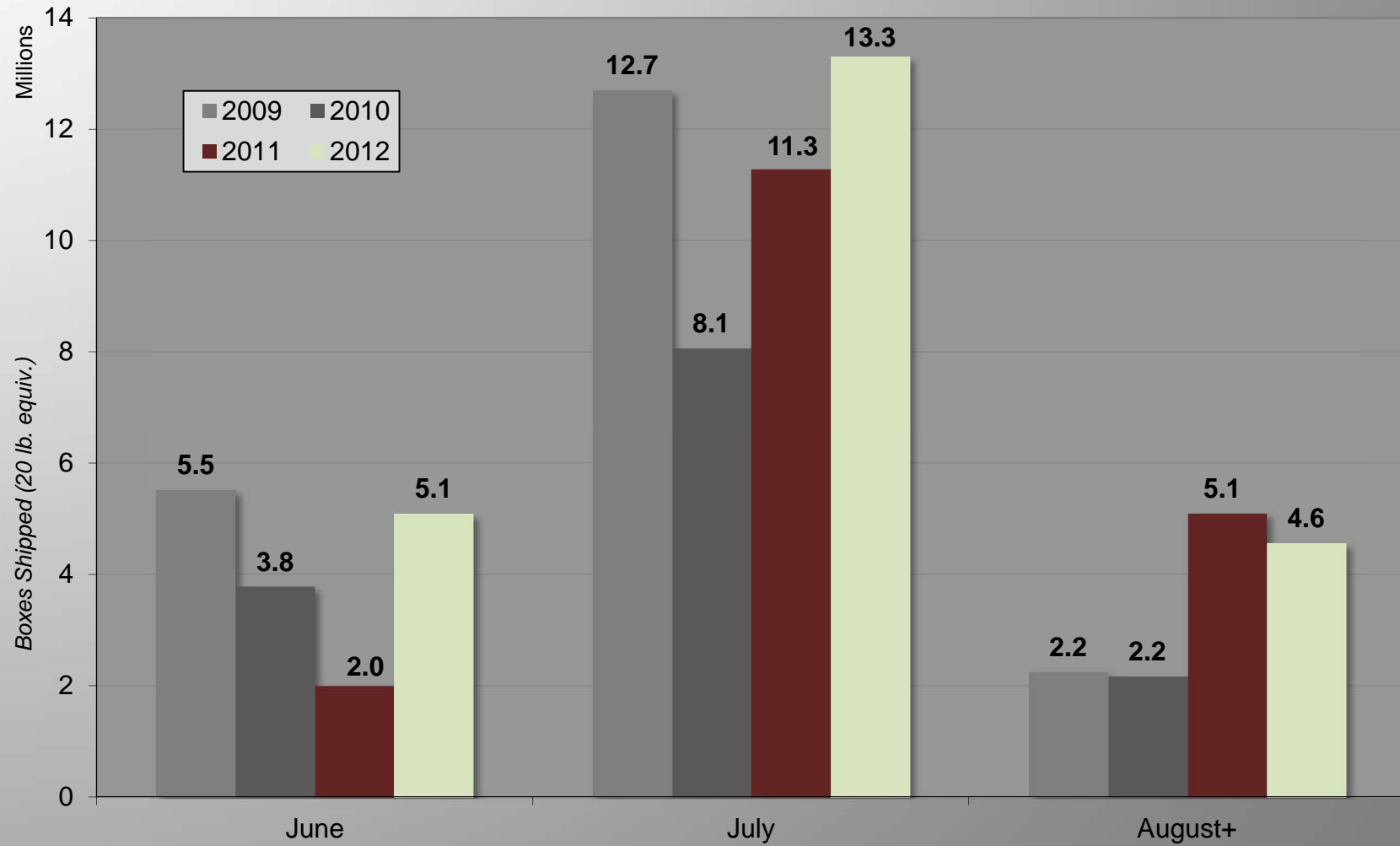
# Western US Sweet Cherry Shipments



**The Pacific Coast Industry  
Is Now at over 100,000 Acres  
in the ground**

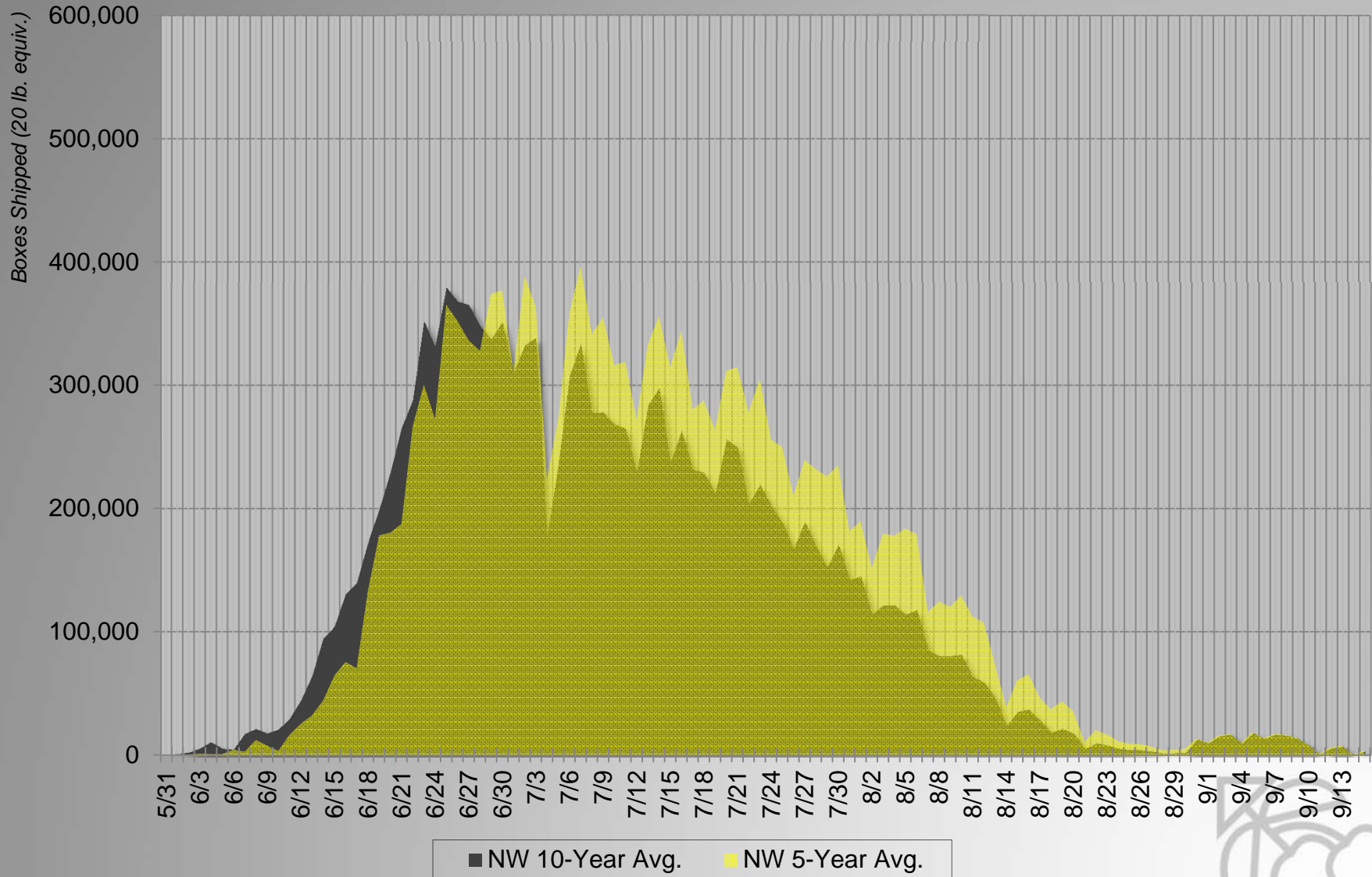


# Monthly Shipments

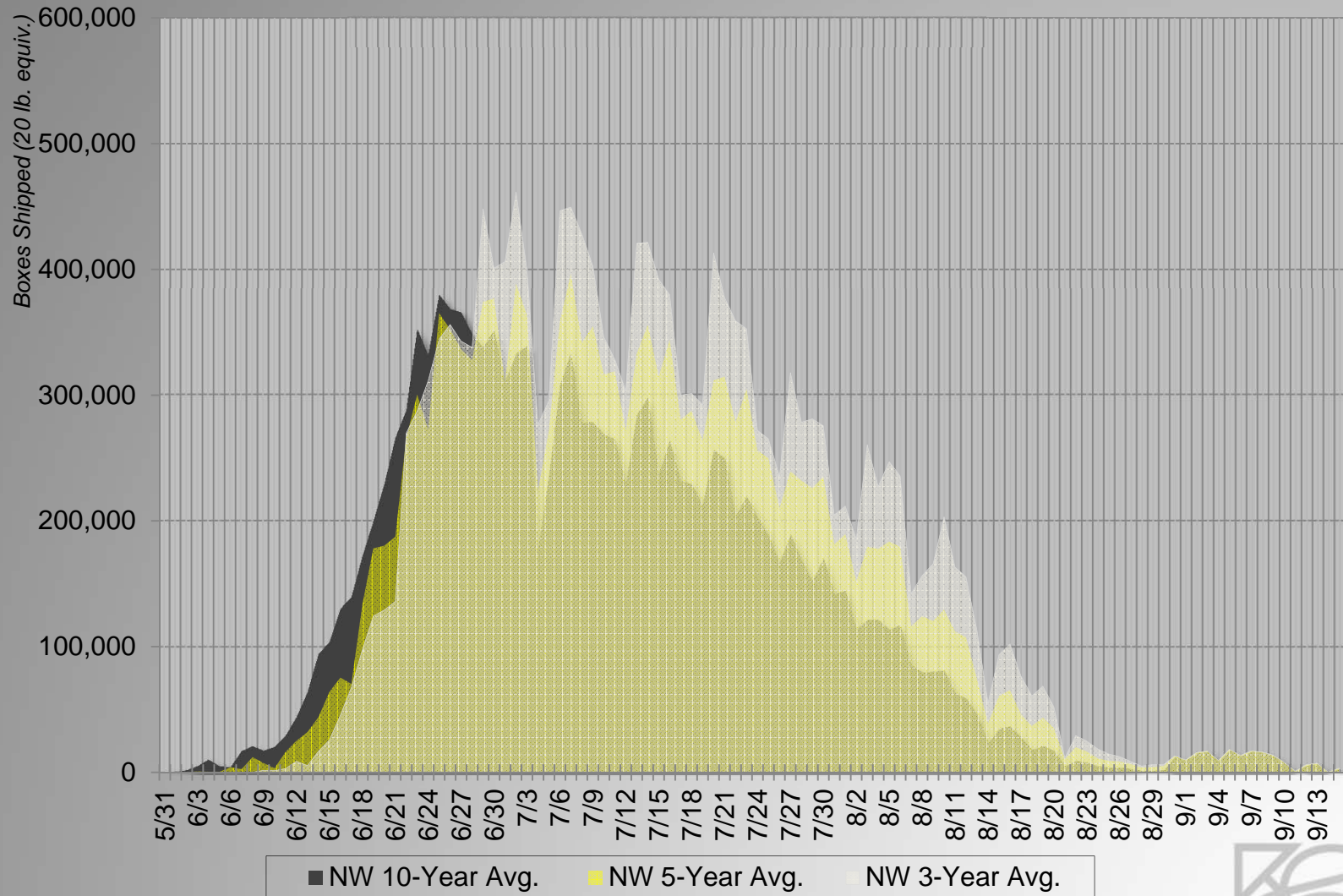




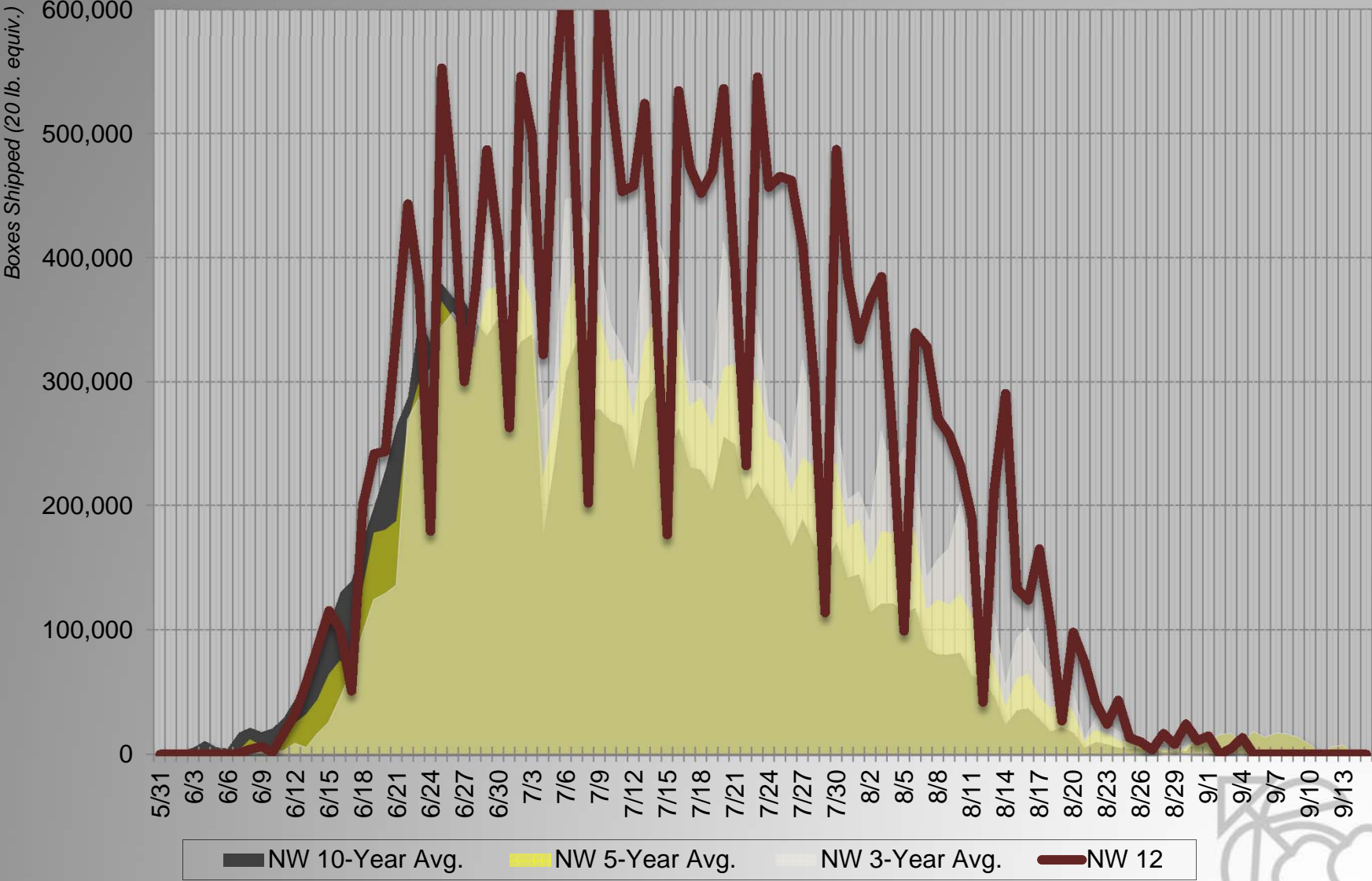
# 5-Year Average



# 3-Year Average



# 2012 Daily Shipment Curve



# A Challenging Crop of Record Volume Did Have Some Positive Results For the Future ....

- Record Advertising Activity in Domestic and Foreign Markets.
- Export Markets Saw A 43% increase up from 5.7 million boxes in 2011 to 8 million boxes in 2012
- The Record Rainier Crop saw strong demand and repeat consumer purchases from start to finish
- 2012 vs. 2009 ... 2 million more boxes this year





## Health & Nutrition Research

- **Industry meeting in January 2008**
- **Joint Health & Nutrition Committee (HNC) formed**
  - *What do we know about cherry health benefits?*
  - *Where are the holes in the research?*
  - *What do consumers care about?*
  - *Which research initiatives should industry pursue?*
  - *How much does it cost and how does it get funded?*
- **Formation of Scientific Advisory Board (SAB)**





# Health & Nutrition Research

- **Formation of Scientific Advisory Board (SAB)**

- *Andrew Bresksa, Research Chemist, USDA, ARS, WRRC*
- *Darshan Kelley, Research Chemist, USDA, ARS, WHNRC, UC Davis*
- *Cynthia Thomson, Associate Professor, Nutritional Sciences and Medicine, University of Arizona*

- **First meeting March 2, 2009 in Seattle**

- **Second meeting March 2, 2010 in Lodi, CA**





# Key Recommendations

- **Prioritized based on need to build a foundation for understanding**
- **Cost sharing between California and Northwest**

	<u><b>Cost (Est.)</b></u>
✓ 1. Rules Based Medicine Study	\$115,500
✓ 2. Develop a Standardized Product to Aid Future Research	\$8,500
✓ 3. Develop a Placebo to Match the Standard Product	\$35K
4. Chemical Analysis of the Fruit	\$20-30K +
5. Dose Response Study	\$60-80K +
✓ 6. Feeding Trials	roughly \$100K
7. Gene Array Sample	\$20-40K +
8. Epidemiological Study – Retro Data Analysis	\$50K+
9. Clinical Studies	significant



For this trial we will:

- (1) run three formulations of equal size for optimization of flowability/flavor/color/nutrient retention (with the objective to minimize carrier content as much as possible); each formulation will yield approximately 60 lbs of powder.
- (2) test solid content of raw material to provide commercial yield analysis;
- (3) provide accurate price estimate for commercial toll processing of the product;
- (4) Antioxidant testing of raw material and finished powder (all formulations);
- (5) provide powder samples - each formulation will yield approximately 60lbs of powder; and
- (6) samples will be packaged in 280 gram packs (equivalent weight to 45 pitted cherries): this will supply approximately 289 separate 280 gram packets - or 96 packets of each formulation.

## ● Discussion

- *Formulation?*
- *Amount of finished product is small? More fruit needed?*



# Effects of Bing Sweet Cherries on Markers of Human Health

Darshan S. Kelley, PhD

Yuriko Adkins, PhD



Western Human Nutrition Research Center, ARS, USDA and  
Department of Nutrition, University of California, Davis

December 14, 2011, Suncadia Lodge, Cle Elum, WA



# Background 1

- Inflammation is a local healing response to microbial invasion or injury; blood cells & mediators
- Chronic inflammation leads to a number of human diseases including diabetes, arthritis, CVD. Blood cholesterol normal in 50% of those getting fatal heart attack, have increased inflammation
- Markers for inflammation include, CRP, SAA, inflammatory cytokines & eicosanoids & others

## Background 2

- Cherry feeding claimed to reduce arthritis in humans:
  - Ludwig W. Blau (1950) – consumption of ~227 g fresh or canned cherries per day alleviated gouty arthritis
  - Jacob, R.A. et al. (2003) – consumption of cherries reduced the serum concentration of uric acid and markers of inflammation (CRP and NO) in healthy young women

*Blau LW., Cherry diet control for gout and arthritis. Texas Rep Biol Med. 1950; 8:309-311.*

*Jacob R. et al. Consumption of cherries lowers plasma urate in healthy women. J Nutr. 2003; 133:1826-1829.*

# Acute Effects of Cherries on Plasma Biomarkers

Jacob R. et al. Consumption of cherries lowers plasma urate in healthy women.  
*J Nutr.* 2003; 133:1826-1829

Biomarker	Baseline	5 h
Urate ( $\mu\text{mol/L}$ )	214 $\pm$ 13	183 $\pm$ 15*
CRP (mg/L)	4.29 $\pm$ 2.18	3.59 $\pm$ 1.59
Nitric Oxide ( $\mu\text{mol/L}$ )	37.4 $\pm$ 5.2	31.6 $\pm$ 2.1

\*Different from baseline,  $P < 0.05$



# 2003 WHNRC Cherry Study

## Specific Aims

Determine the effects of cherry consumption on:

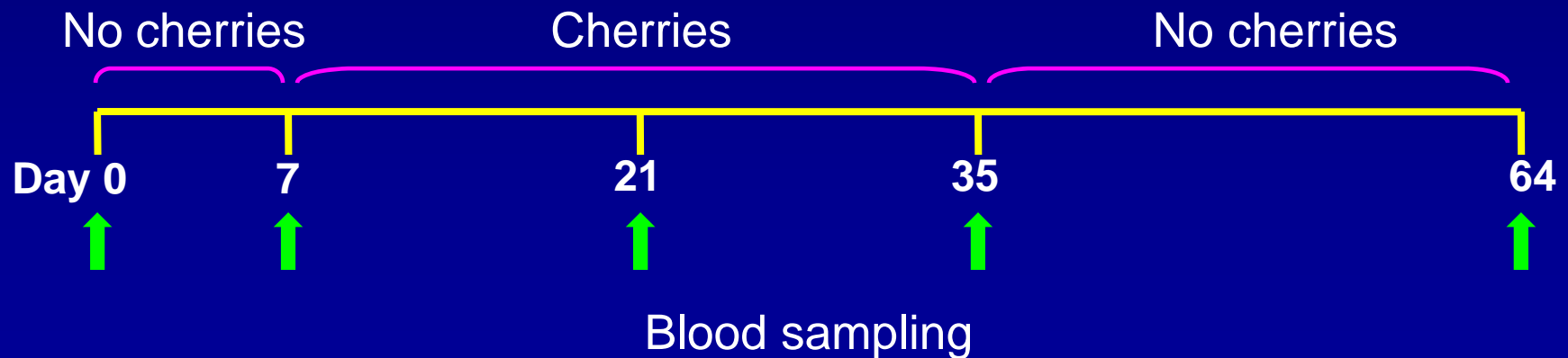
1. Serum concentration of markers of inflammation
2. Blood lipids, lipoproteins, particle size & number;
3. Hematology & clinical chemistry panels including insulin

# Subject Characteristics and Study Design

2 men, 18 women

Variable	Min	Max	Mean	SEM
Age (yrs)	45	61	50	0.9
Weight (kg)	53.6	113.0	73.3	3.6
Height (cm)	150.5	186.0	166.3	2.2
BMI	19.6	30.4	26.3	0.9

Intervention: 280 g cherries (~45 cherries)





## **Consumption of Bing Sweet Cherries Lowers Circulating Concentrations of Inflammation Markers in Healthy Men and Women<sup>1,2</sup>**

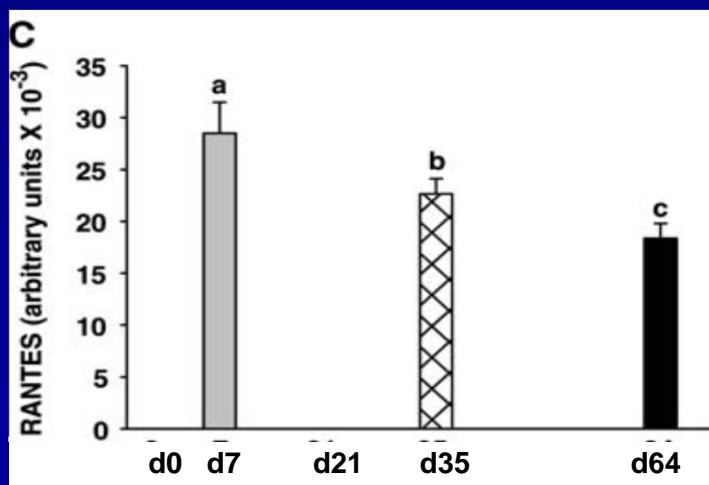
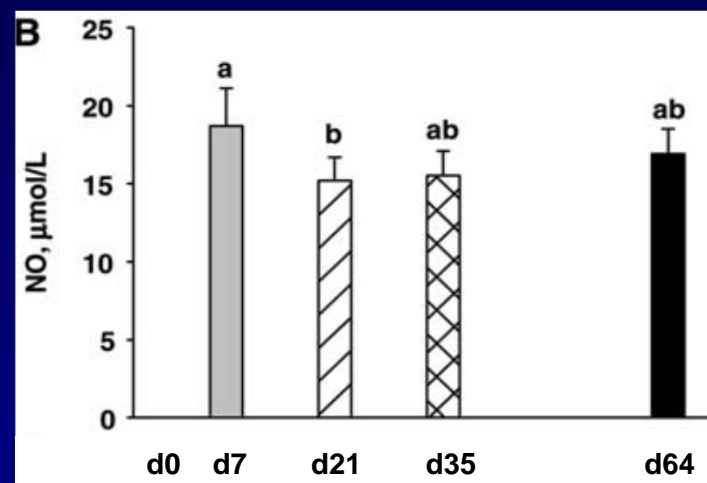
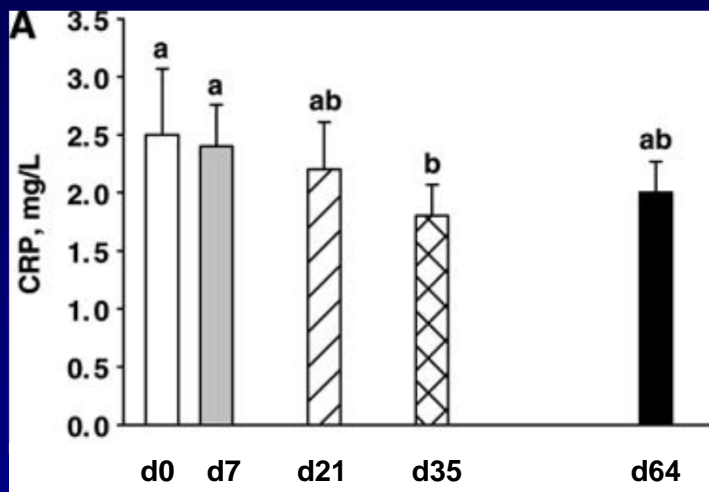
Darshan S. Kelley,<sup>\*3</sup> Reuven Rasooly,<sup>\*</sup> Robert A. Jacob,<sup>\*</sup> Adel A. Kader,<sup>†</sup> and Bruce E. Mackey<sup>\*\*</sup>

<sup>\*</sup>U.S. Department of Agriculture/ARS, Western Human Nutrition Research Center, and Department of Nutrition, University of California, Davis, CA 95616; <sup>†</sup>Department of Plant Sciences, University of California, Davis, CA 95616; and <sup>\*\*</sup>Western Regional Research Center, ARS, U.S. Department of Agriculture, Albany, CA 94710

J. Nutr. 2006; 136:981-986

# Effect Of Cherry Consumption On Circulating Markers Of Inflammation

*Kelley et al. J Nut. 2006; 136:981-986*



No changes in:

- IL-6
- ICAM-1
- TIMP-2
- Glucose
- Insulin
- Blood lipids
- Lipoprotein size and numbers
- Haematological and chemistry panels



# HumanMAP version 1.6

The Human MAP  
measures 89 antigens  
using less than 100 µL  
of plasma

1. Adiponectin	30. GST	60. Lymphotoctin
2. Alpha-1 Antitrypsin	31. G-CSF	61. MDC
3. Alpha-Fetoprotein	32. GM-CSF	62. MIP-1 alpha
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5. Apolipoprotein A-1	34. Haptoglobin	64. MMP-2
6. Apolipoprotein C-III	35. Immunoglobulin A	65. MMP-3
7. Apolipoprotein H	36. Immunoglobulin E	66. MMP-9
8. Beta-2 Microglobulin	37. Immunoglobulin M	67. MCP-1
9. BDNF	38. Insulin	68. Myeloperoxidase
10. C-Reactive Protein	39. IGF-1	69. Myoglobin
11. Calcitonin	40. ICAM-1	70. PAI-1
12. Cancer Antigen 19-9	41. Interferon-gamma	71. PAPP-A
13. Cancer Antigen 125	42. Interleukin-1 alpha	72. PSA, Free
14. Carcinoembryonic Antigen	43. Interleukin-1 beta	73. Prostatic Acid Phosphatase
15. CD40	44. Interleukin-1 ra	74. RANTES
16. CD40 Ligand	45. Interleukin-2	75. Serum Amyloid P
17. Complement 3	46. Interleukin-3	76. SGOT
18. CK-MB	47. Interleukin-4	77. Sex Hormone Binding Globulin
19. Endothelin-1	48. Interleukin-5	78. Stem Cell Factor
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28. Fibrinogen	57. Interleukin-16	87. VCAM-1
29. FGF-basic	58. Leptin	88. VEGF
	59. Lipoprotein (a)	89. von Willebrand Factor





## **Sweet Bing Cherries Lower Circulating Concentrations of Markers for Chronic Inflammatory Diseases in Healthy Humans<sup>1-4</sup>**

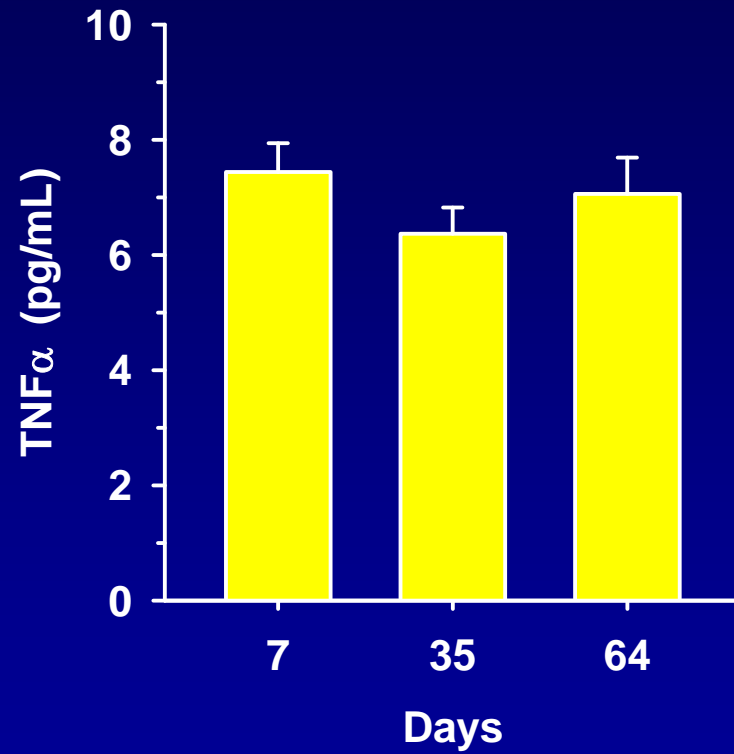
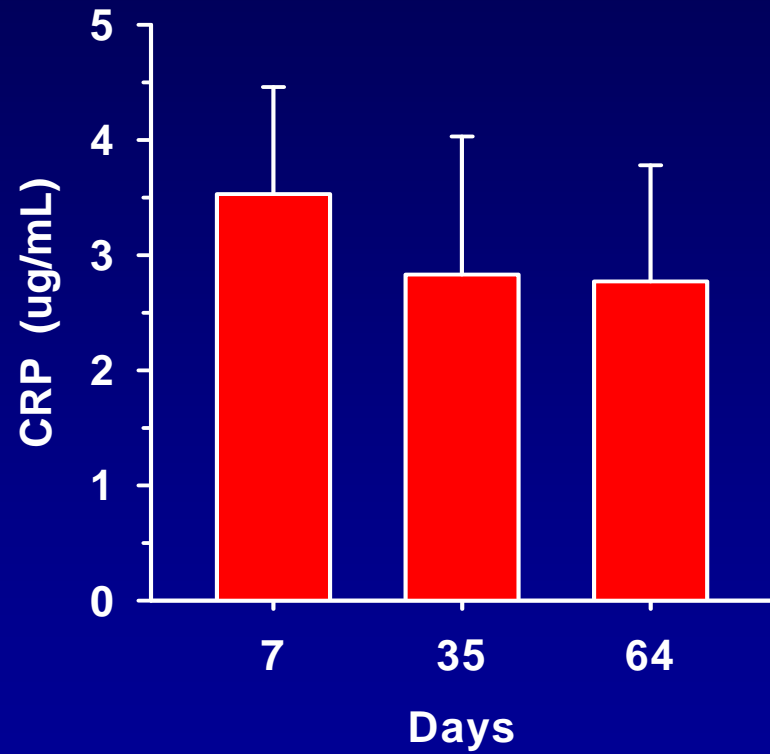
Darshan S. Kelley<sup>5\*</sup>, Yuriko Adkins<sup>5</sup>, Aurosis Reddy<sup>5</sup>, Leslie R. Woodhouse<sup>5</sup>, Bruce Mackey<sup>6</sup>, and Kent L. Erickson<sup>7</sup>

<sup>5</sup>Western Human Nutrition Research Center, Agricultural Research Service, USDA, and Department of Nutrition, University of California, Davis, CA; <sup>6</sup>Western Regional Research Center, Agricultural Research Service, USDA, Albany, CA; and <sup>7</sup>Department of Cell Biology and Human Anatomy, School of Medicine, University of California, Davis, CA

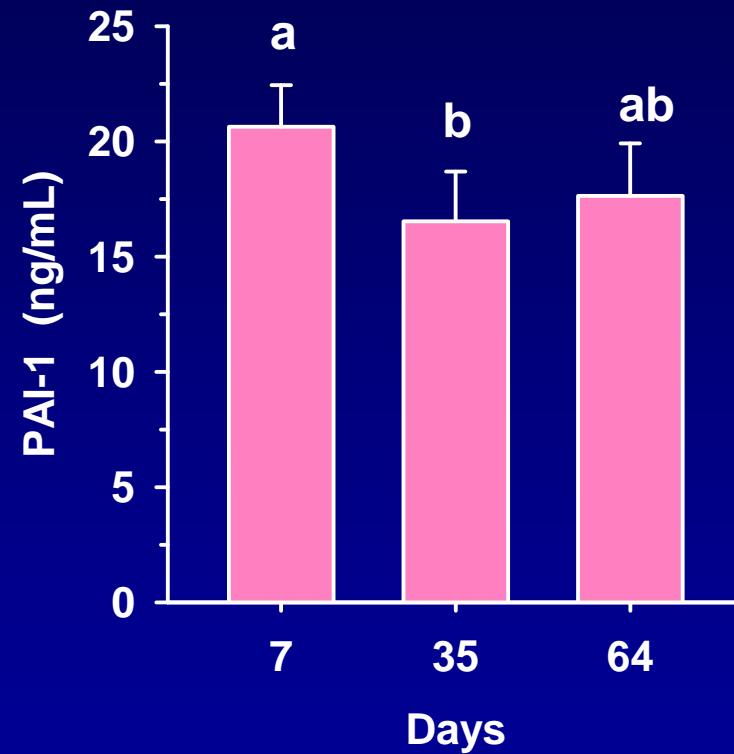
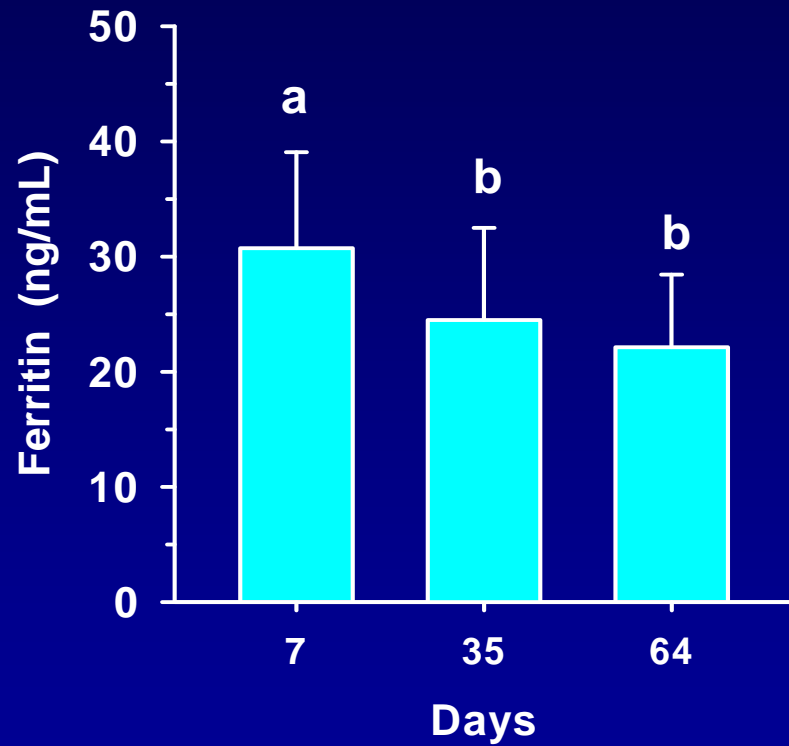
J. Nutr. 2013 (vol. 143)



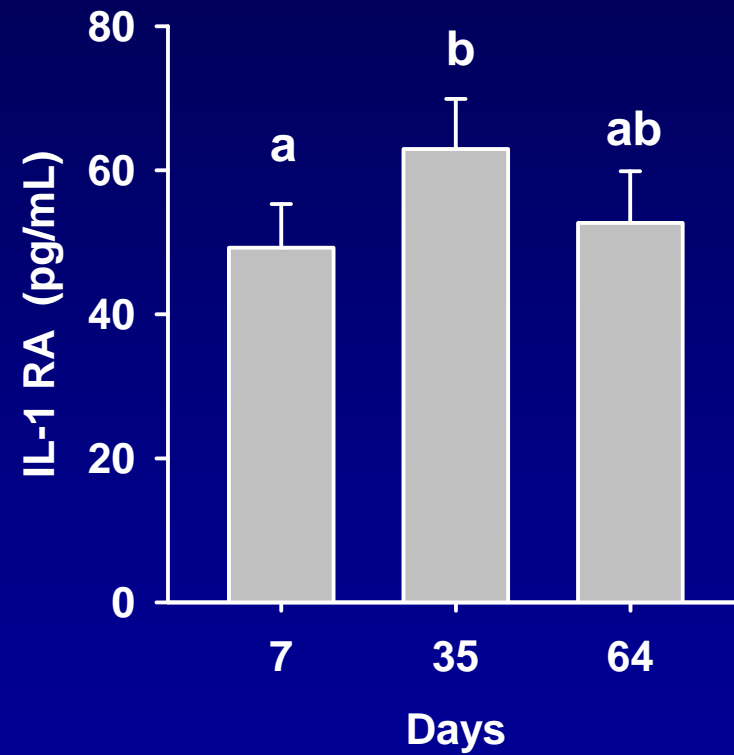
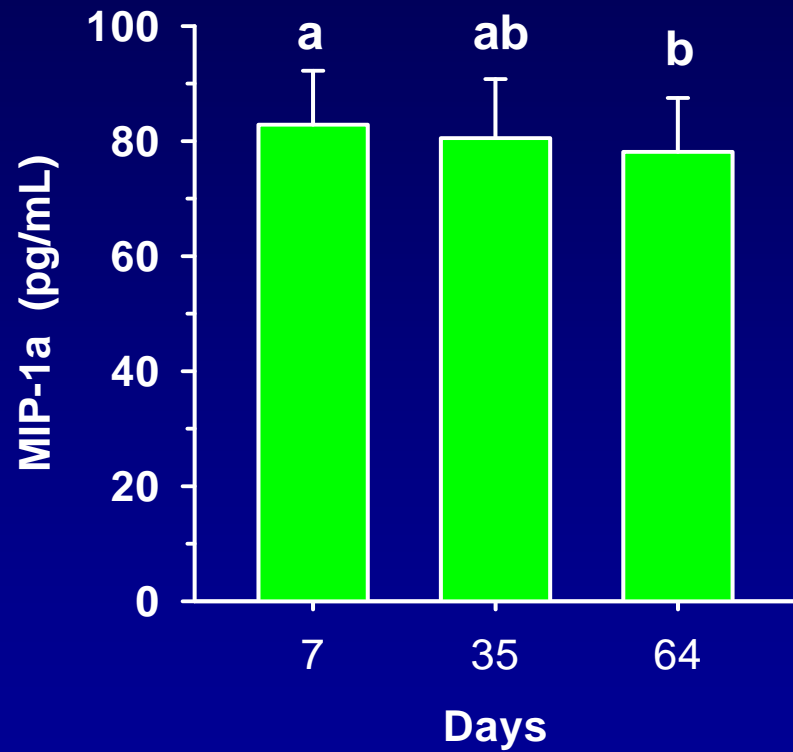
## Effects of Bing Sweet Cherry Consumption on CRP and TNF $\alpha$



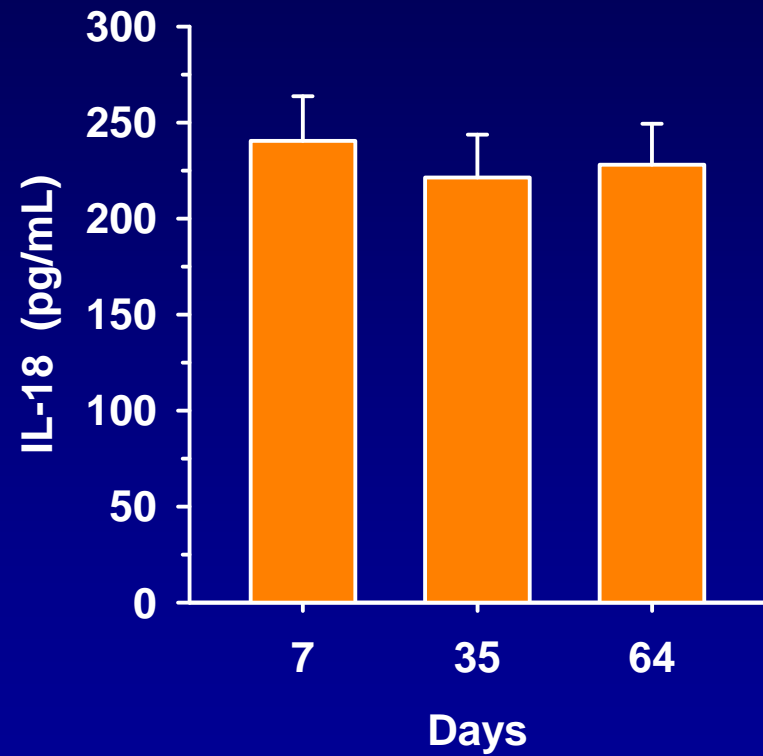
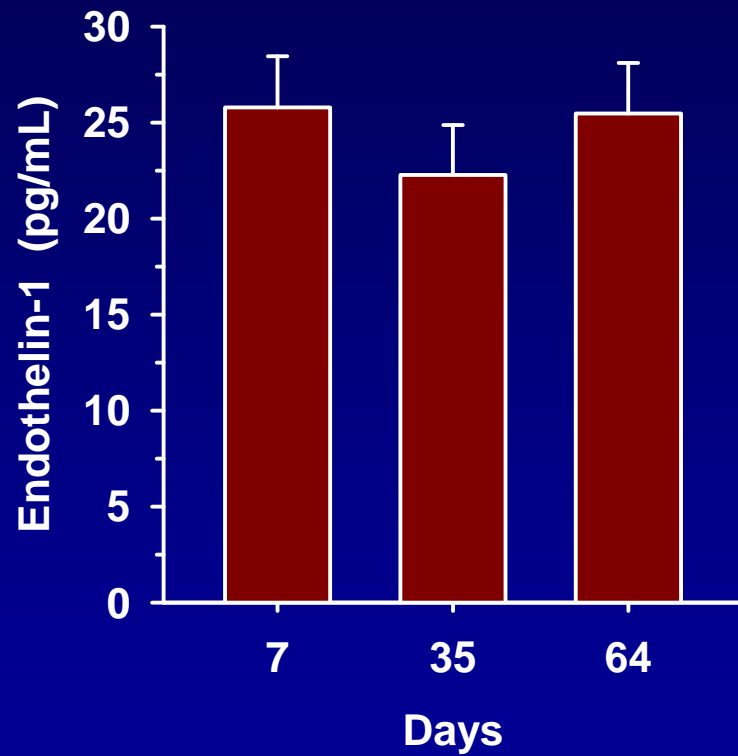
## Effects of Bing Sweet Cherry Consumption on Ferritin and PAI-1



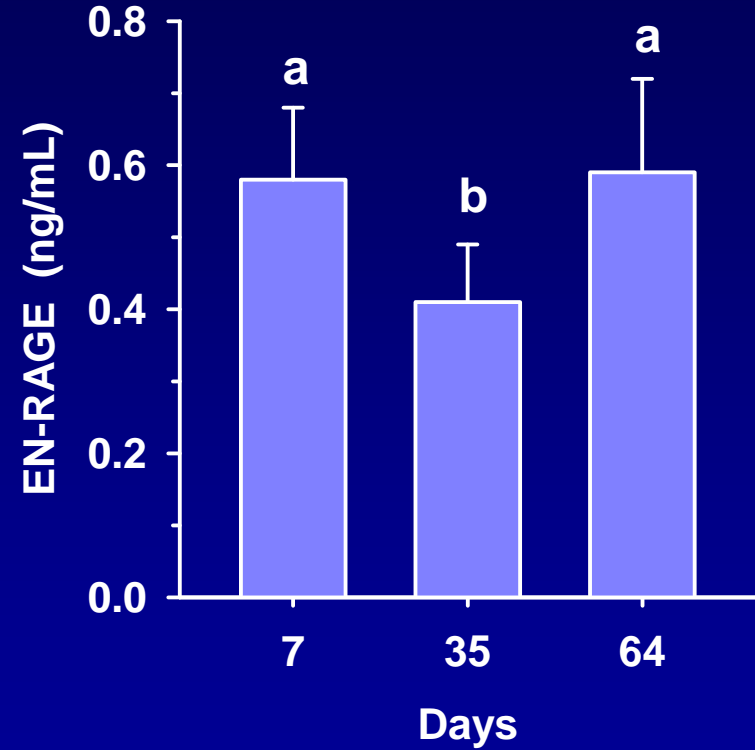
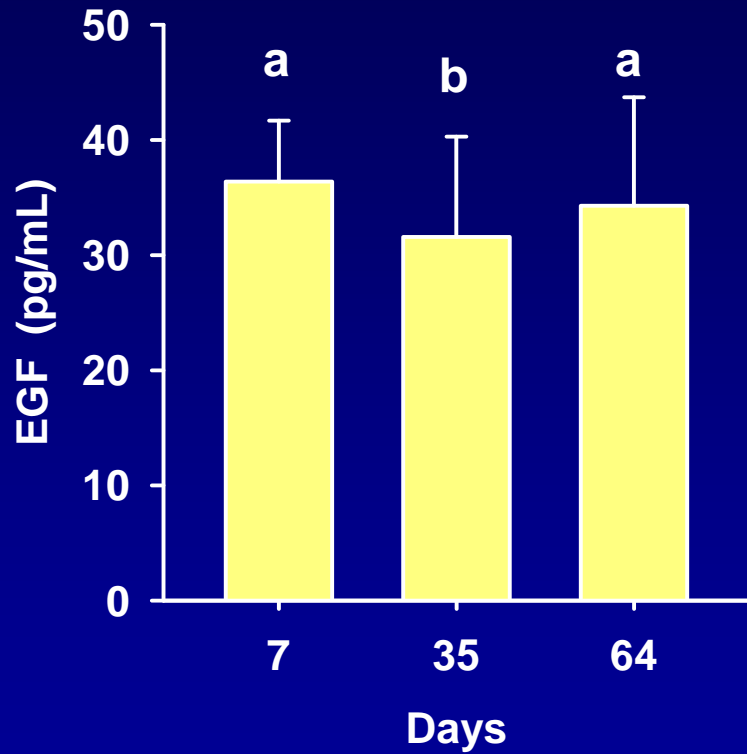
## Effects of Bing Sweet Cherry Consumption on MIP-1a and IL-1RA



## Effects of Bing Sweet Cherry Consumption on Endothelin-1 and IL-18



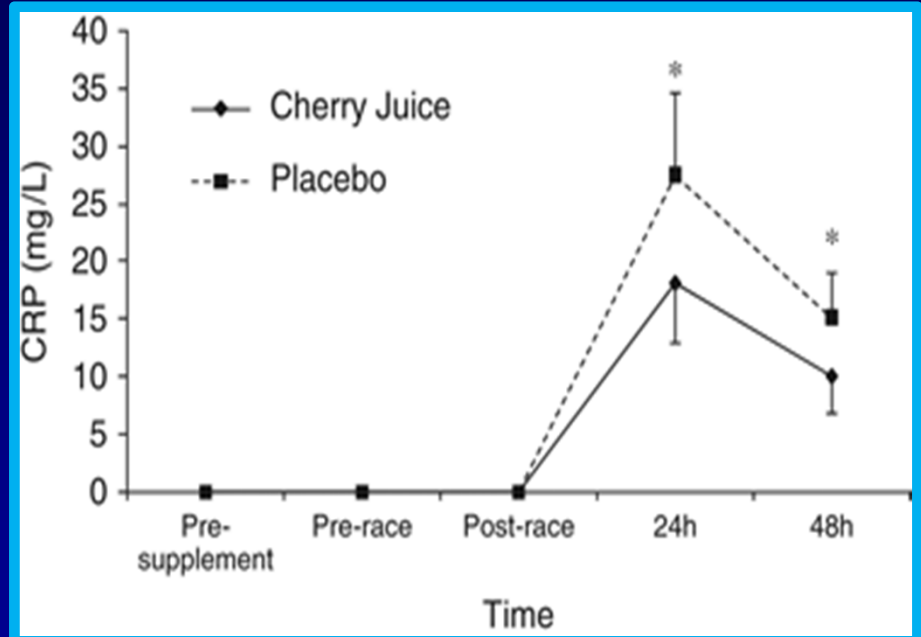
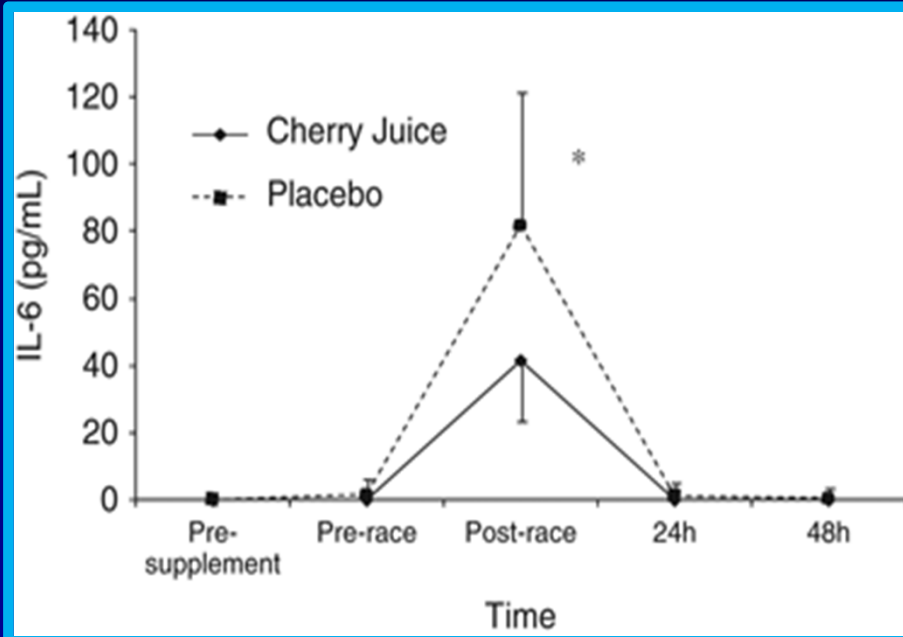
## Effects of Bing Sweet Cherry Consumption on EGF and EN-RAGE



## Baylor 2008 and Other Studies

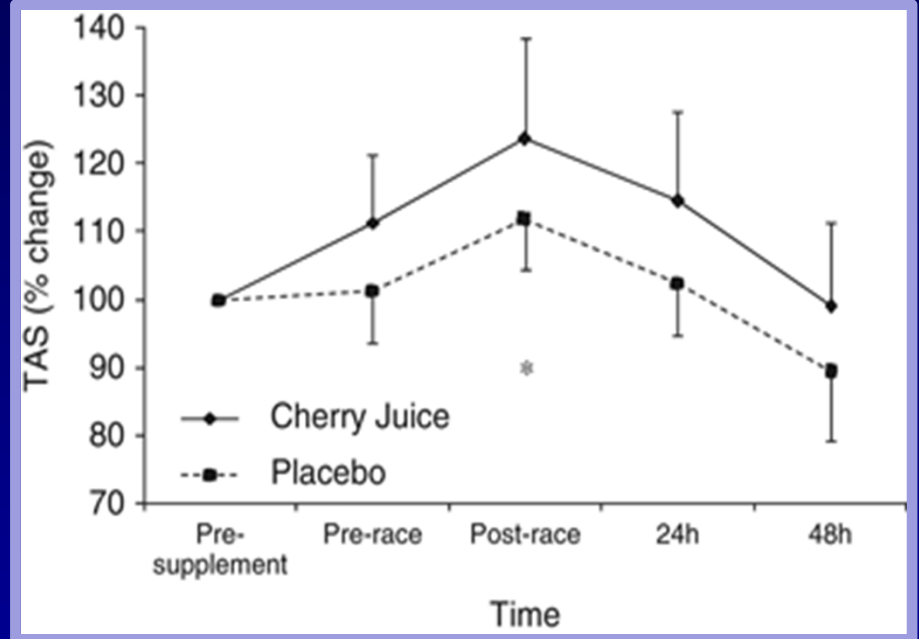
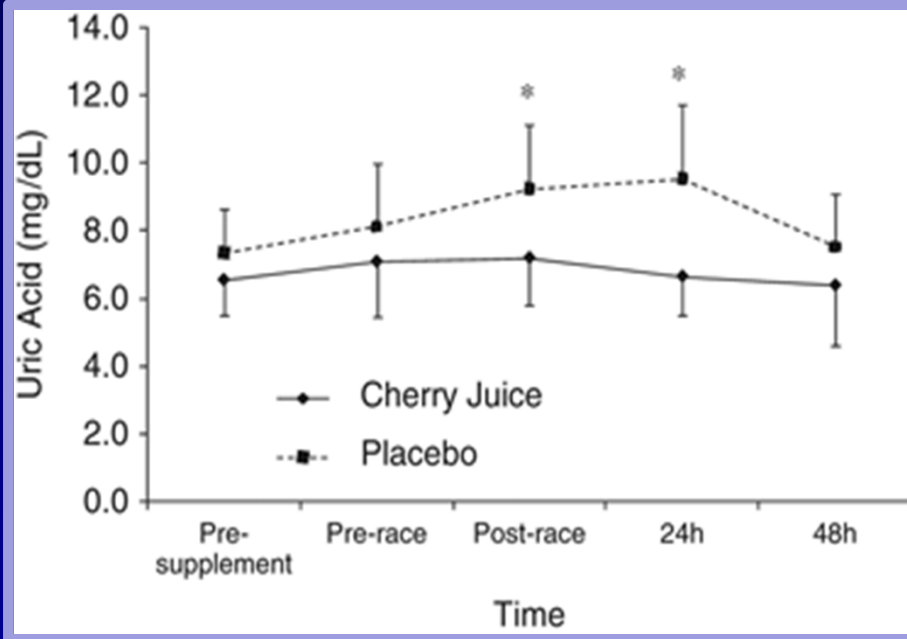
- Connolly DAJ et al 2006, tart cherry juice for 8 d decreased the exercise-induced strength loss and pain in 14 male college students.
- 2 other recent studies; one with marathon runners and other with healthy older men and women. Both used tart cherry products
- Dr John Cush, 5/6 patients experienced noticeable relief from arthritis pain while taking capsules containing extract of cherries
- Arizona study in progress

## Effects of Tart Cherry Juice on IL-6 and CRP Post-Marathon Running

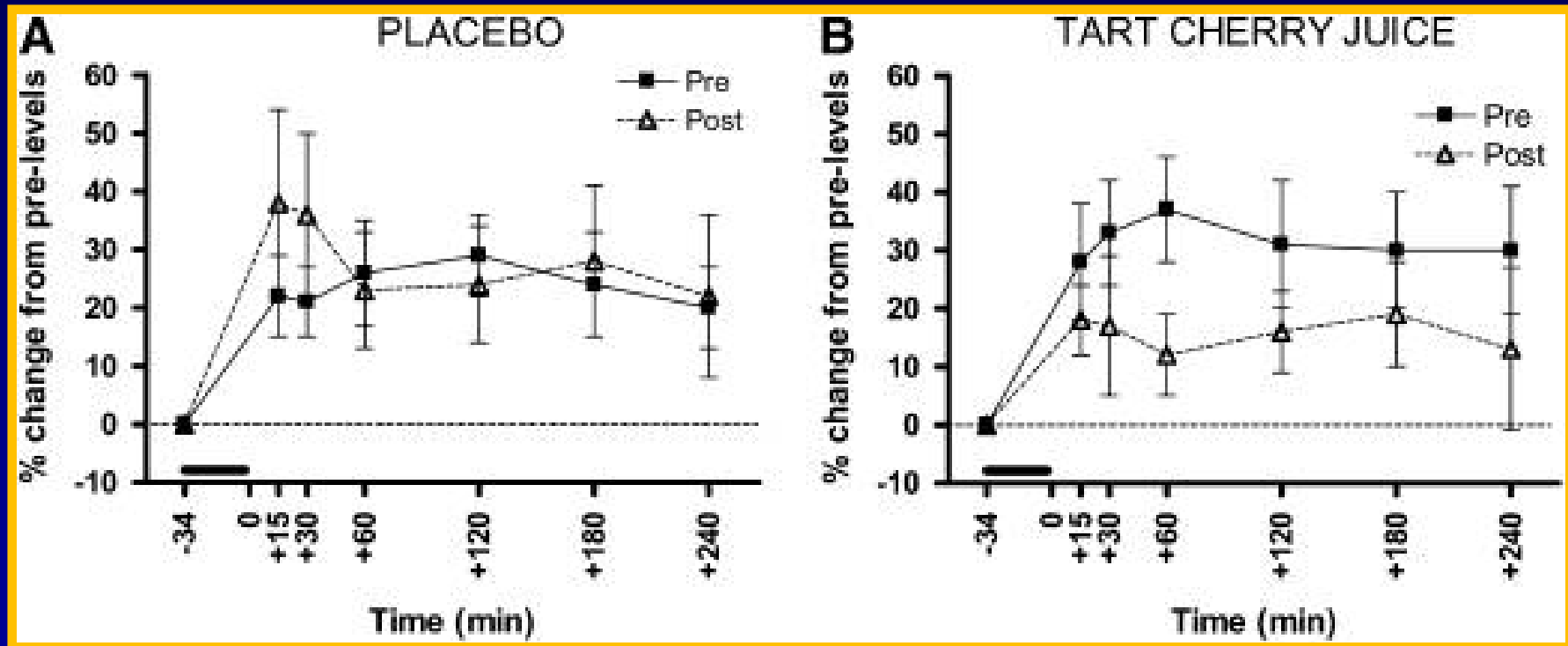




# Effects of Tart Cherry Juice on Uric Acid and TAS Post-Marathon Running



## Plasma F2-isoprostane Responses to Acute Stress Exposure (Ischemia/Reperfusion Trials)



## Summary and Conclusions

- Changes in plasma concentrations of biomarkers in our human study caused by cherries suggest potential decreases in:
- Inflammation (CRP, ferritin, IL-18, TNFa, IL-1Ra, ET-1, EN-RAGE, PAI-1)
- Arthritis (CRP, TNFa, IL-18, IL-1Ra)
- Diabetes and CVD (CRP, Ferritin, ET-1, EN-RAGE, PAI-1, IL-18)
- hypertension (ET-1)
- Cancer (EGF, ET-1),

## Future Directions



- More studies with sweet cherries needed
- Develop standardized long lasting cherry products for intervention studies (canned/frozen cherries, juice, powder, extracts, food products)
- Dose response of cherries or cherry products
- **Intervention studies in people at risk (metabolic syndrome- AGE, IR, BP, lipids particle size and #) diabetes, CVD, arthritis**
- Identification of bioactive compounds

# Collaborators

- California Cherry Advisory Board
- Washington State Fruit Commission
- Robert A. Jacob, PhD, WHNRC
- Adel A. Kader, PhD, UCD
- Bruce E. Mackey, PhD, WRRC
- Yuriko Adkins, PhD, WHNRC
- Kent Erickson, PhD, UCD

**Foods for Health:  
Examples of how WHNRC studies their effects on  
humans**



**Lindsay H. Allen, Ph.D., Director, USDA-ARS  
Western Human Nutrition Research Center  
UC Davis, California**

**Center Director**

**14 Scientists**  
**~85 staff, students**

**Scientist's Labs**

**Technicians**

**14 Postdocs**

**20 Grad students**

**Analytical Support Labs**

**Bioanalytical**

**Physiology**

**Minerals**

**UC Davis Cooperation**

**Microarray, transgenic mice,  
animal facilities**

**Human Studies**

**Non-residential,  
Residential**



# Research Interests

## Metabolism & Obesity

Obesity/energy (Keim)  
Metabolomics (Newman)  
Obesity/metabolism (Adams)  
Behavior (Laugero)  
Body comp. (Van Loan)  
Epidemiology (future)  
Micronutrients (Allen)  
(C-1 metabolism) (future)

Obesity

Immunity,  
cancer,  
inflamm.

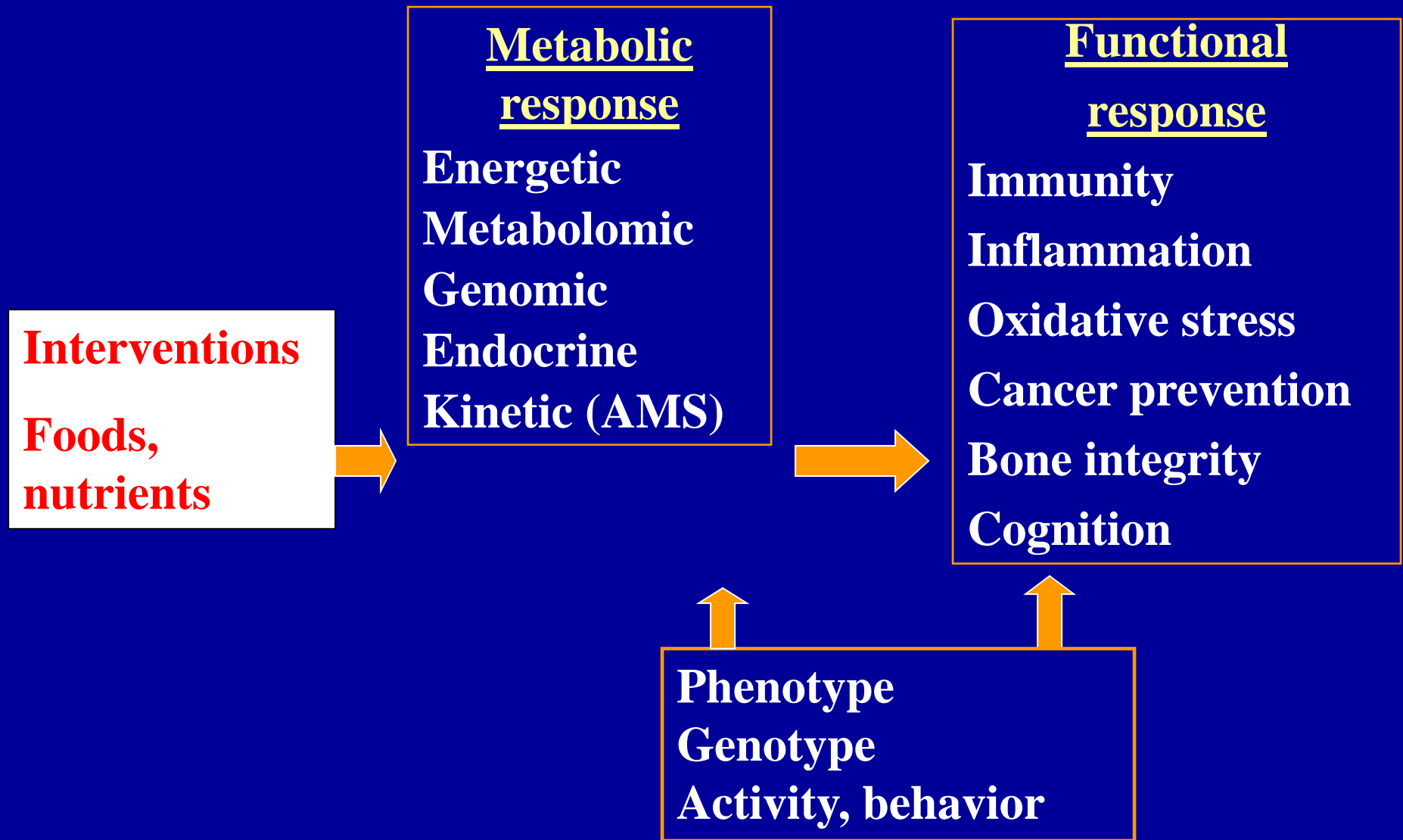
Cancer

Mineral &  
vitamin fx.

## Nutrition, Immunity & Disease Prevntn

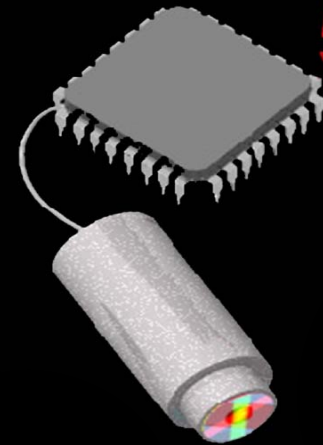
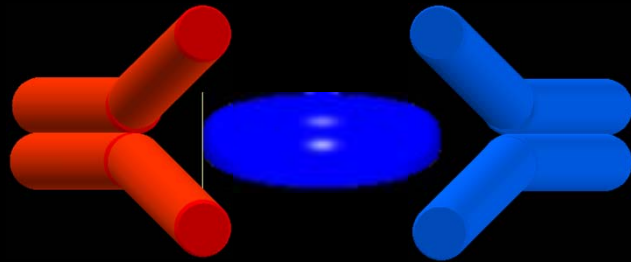
Vit A,D (Stephensen)  
Phytonutr. (Zunino)  
EFA, TLR (Hwang)  
EFA, phytonut (Kelley)  
Carotene (Burri)  
Se (Hawkes)  
Zn (Huang)

# WHNRC measures impact of nutrition interventions

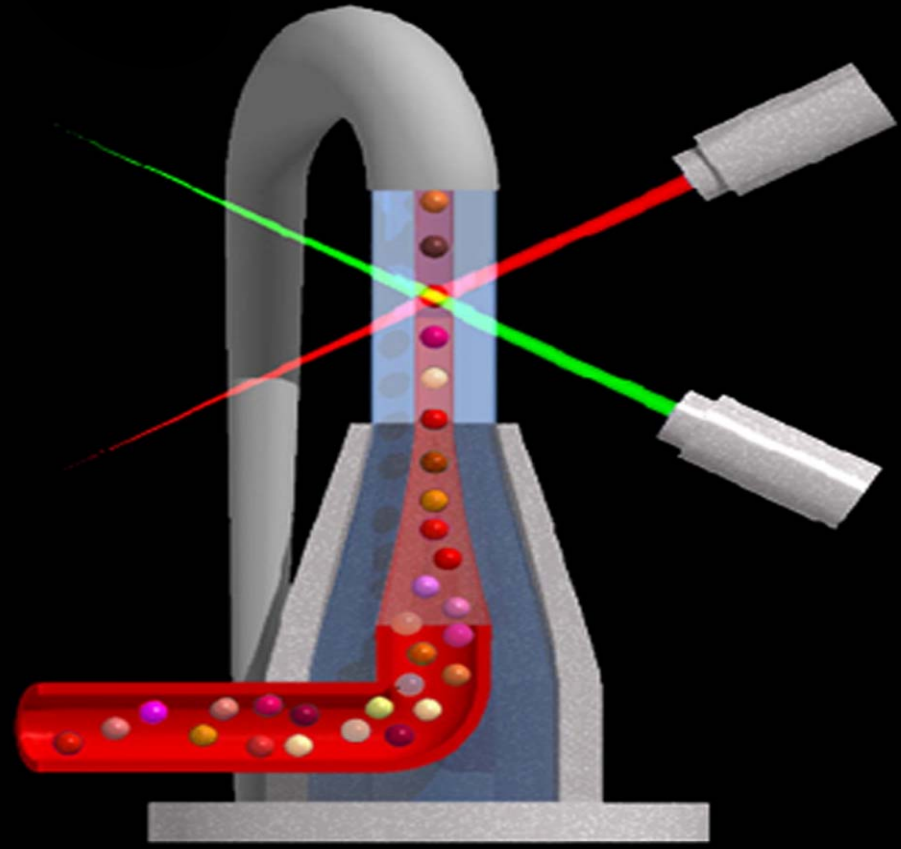




55.4 25.6 71.2 16.8 42.9



### Multi-Analyte Profile (MAP)





# HumanMAP version 1.6

The Human MAP  
measures 89 antigens  
using less than 100 µL  
of plasma

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28. Fibrinogen	57. Interleukin-16	87. VCAM-1
29. FGF-basic	58. Leptin	88. VEGF
	59. Lipoprotein (a)	89. von Willebrand Factor





## TruCulture™ MAP version 1.1

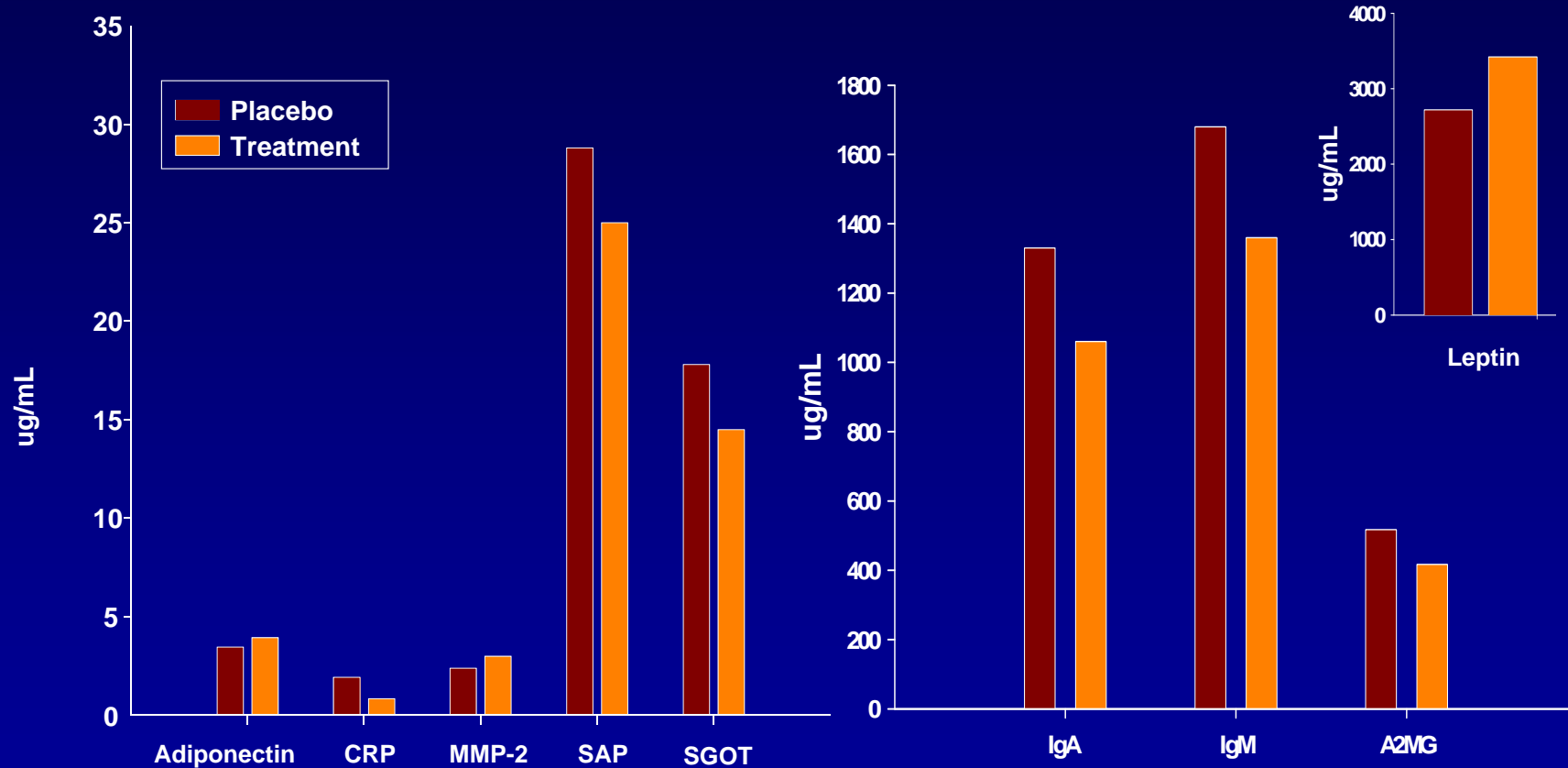
The TruCulture™ MAP  
measures 46 antigens  
using less than 250 µL  
of culture media

1. Alpha-1 Antitrypsin
2. Alpha-2 Macroglobulin
3. Beta-2 Microglobulin
4. Brain-Derived Neurotrophic Factor
5. C Reactive Protein
6. Complement 3
7. Eotaxin
8. Factor VII
9. Ferritin
10. Fibrinogen
11. GM-CSF
12. Haptoglobin
13. Intercellular Adhesion Molecule-1
14. Interferon gamma
15. Interleukin 1 alpha
16. Interleukin-1beta
17. Interleukin-1 receptor alpha
18. Interleukin-2
19. Interleukin-3
20. Interleukin-4
21. Interleukin-5
22. Interleukin-6
23. Interleukin-7
24. Interleukin-8
25. Interleukin-10
26. Interleukin-12 p40
27. Interleukin-12 p70
28. Interleukin-15
29. Interleukin-17
30. Interleukin-23
31. Matrix metalloproteinase type 2
32. Matrix metalloproteinase type 3
33. Matrix metalloproteinase type 9
34. Macrophage Inhibitory Protein 1 alpha
35. Macrophage Inhibitory Protein-1 beta
36. Monocyte Chemotactic Protein-1
37. RANTES
38. Stem Cell Factor
39. Tissue Inhibitor of Metalloproteinase
40. Tumor Necrosis Factor alpha
41. Tumor Necrosis Factor beta
42. Tumor Necrosis Factor receptor alpha 2
43. Vascular Cellular Adhesion Molecule type 1
44. Vascular Endothelial Growth Factor
45. von Willebrand's Factor
46. Vitamin D Binding Protein



# RBM Human MAP Sensitivity

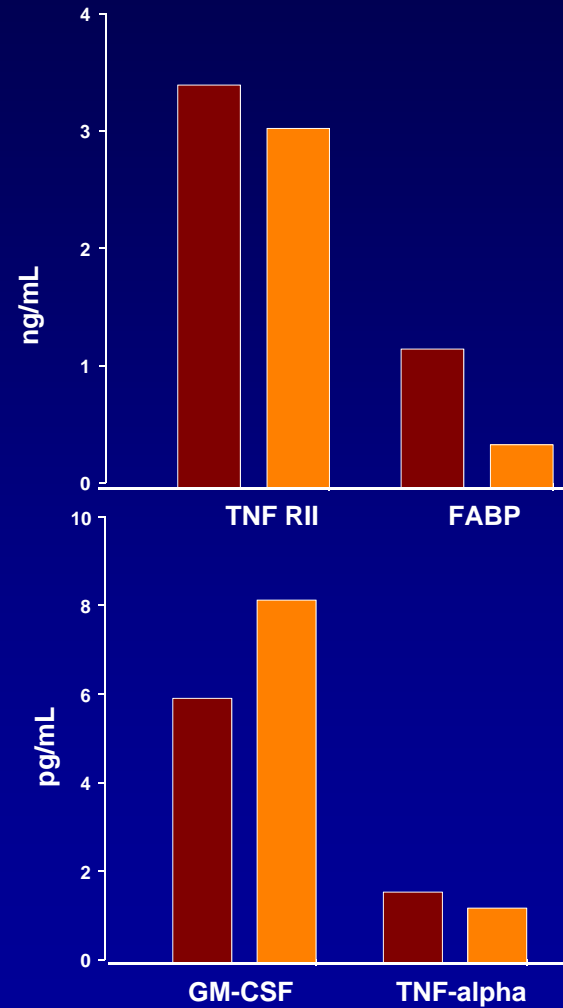
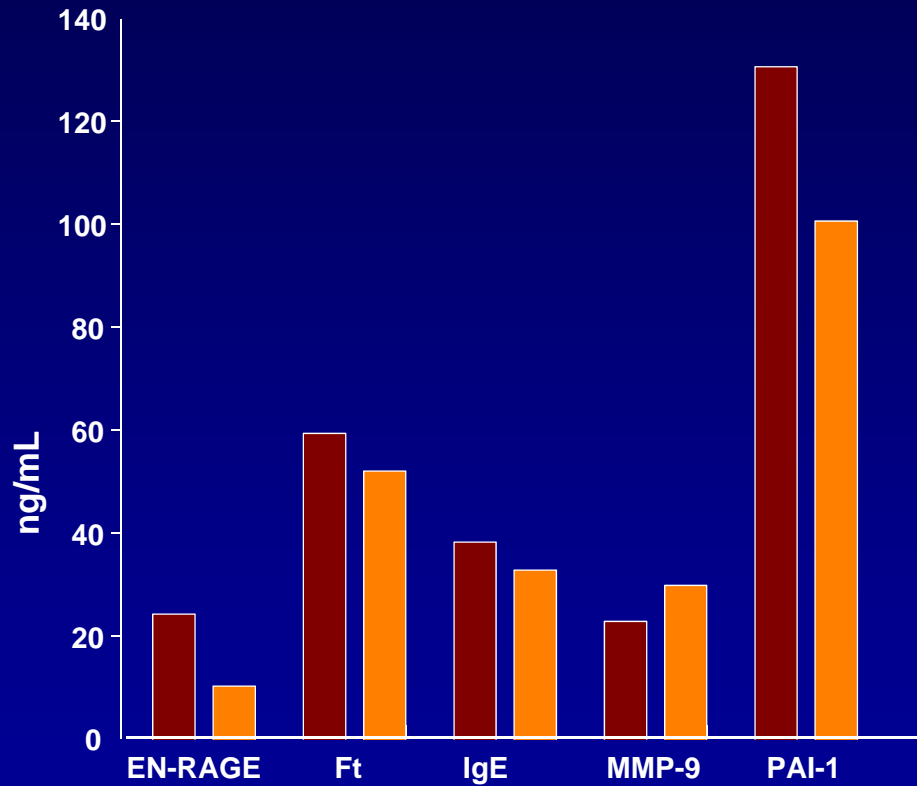
## Effect of DHA on Markers of Inflammation and Insulin Resistance in Hypertriglyceridemic Men





# RBM Human MAP Sensitivity

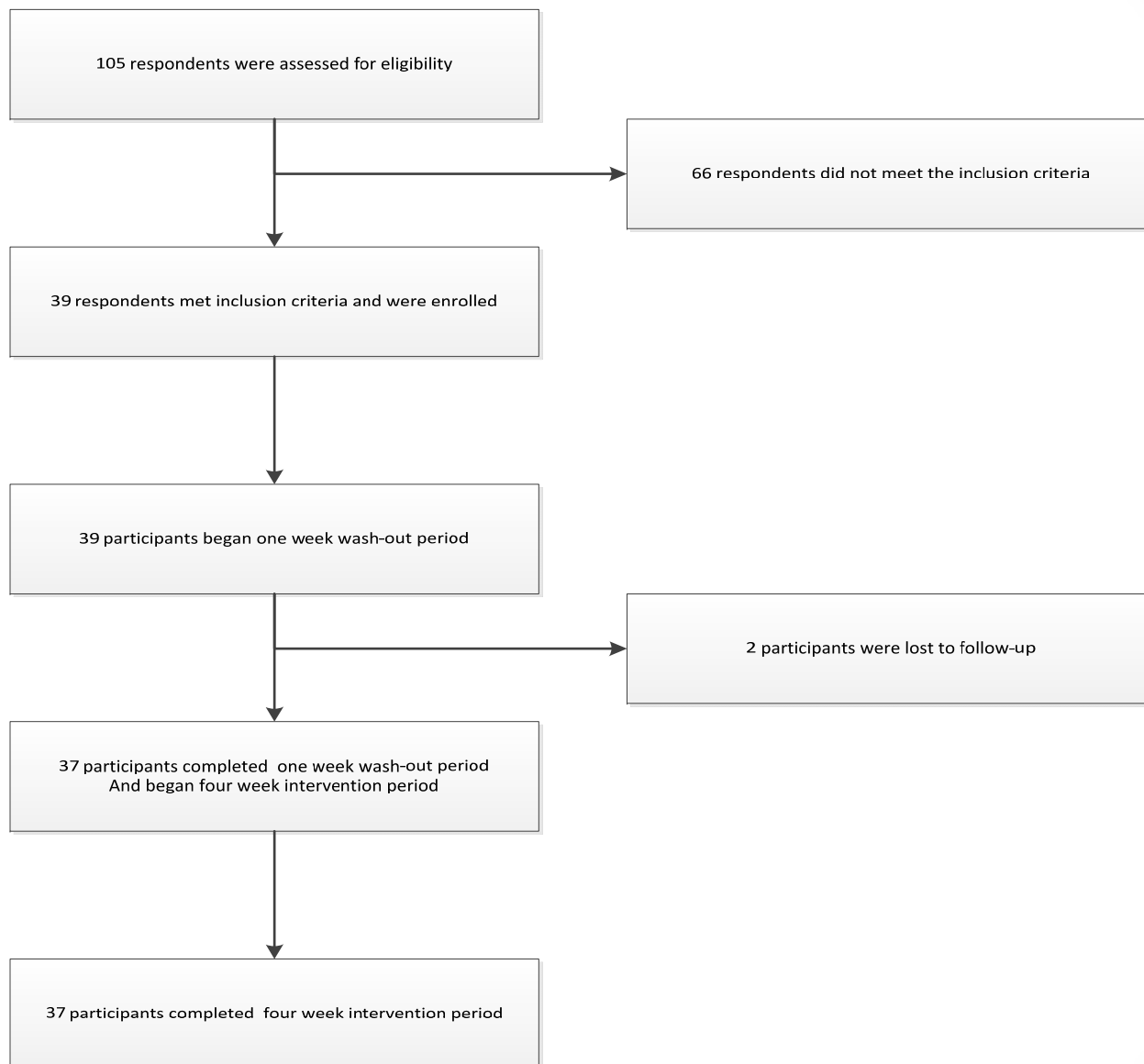
## Effect of DHA on Markers of, Inflammation, Infection, and lipid transport in Hypertriglyceridemic Men



# Sweet Cherry Feeding Study in Overweight Males

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**Figure 1.** Consort diagram of the Sweet Cherry Feeding Trial



**Table 1. Participant characteristics at baseline, mean  $\pm$  standard deviation (SD) and median (25<sup>th</sup>, 75<sup>th</sup> percentiles) or n (percent of total; %) (n = 37)**

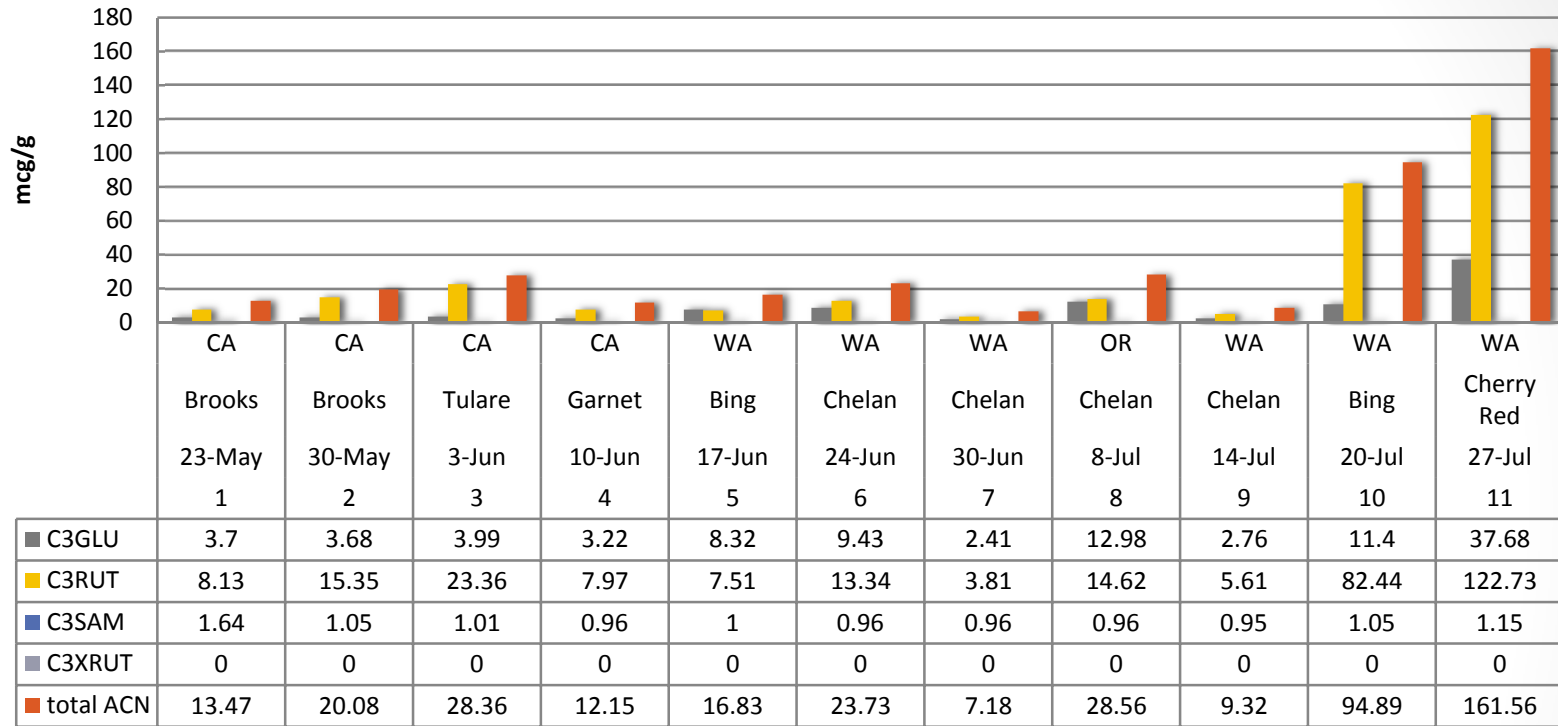
Characteristic	mean $\pm$ SD	median (25 <sup>th</sup> , 75 <sup>th</sup> percentiles)
Age (y)	61.4 $\pm$ 7.7	60.0 (56.3, 64.2)
Weight (kg)	103.0 $\pm$ 12.9	104.1 (91.8, 110.0)
BMI (kg/m <sup>2</sup> )	31.7 $\pm$ 4.3	31.3 (28.1, 34.2)
Body Fat (%)	31.8 $\pm$ 5.0	31.8 (28.2, 34.6)
Waist Circumference (cm)	112.0 $\pm$ 11.8	111.8 (104.1, 118.1)
Hip Circumference (cm)	109.5 $\pm$ 10.5	106.7 (101.6, 116.8)
Waist:Hip Ratio	1.02 $\pm$ 0.05	1.02 (1.0, 1.05)
Systolic (mmHg)	134.5 $\pm$ 10.6	134.0 (128.0, 141.0)
Diastolic (mmHg)	83.2 $\pm$ 9.4	85.0 (78.0, 90.0)
Heart Rate (bpm)	69.1 $\pm$ 9.8	68.0 (63.0, 75.0)
	n (%)	
<b>Ethnicity</b>		
Caucasian	33 (89.2)	
Other	4 (10.8)	
<b>Highest Education Reported</b>		
High School Degree or below	2 (5.4)	
Undergraduate Degree or below	19 (51.4)	
Graduate Degree or below	16 (43.2)	

**Table 2. Comparison of circulating (plasma) and excreted (urine) anthocyanin levels detected versus below the limit of detection at baseline and end of study (n = 30)**

Anthocyanin	Plasma, anthocyanin detected, n (%)			Urine, anthocyanin detected, n (%)		
	Baseline	End of study	P-value	Baseline	End of study	P-value
C3GLU	16 (53.3)	6 (20.0)	0.006*	17 (56.7)	20 (66.7)	0.250
<b>C3RUT</b>	3 (10.0)	25 (83.3)	<0.001*	2 (6.7)	30 (100.0)	<0.001*
C3SAM	4 (13.3)	3 (10.0)	1.000	7 (23.3)	4 (13.3)	0.375
C3XRUT	0 (0.00)	0 (0.00)	1.000	0 (0.00)	0 (0.00)	1.000

\*P< 0.05, as determined by using McNemar's test

**Figure 2.** Anthocyanin content of cherries, by batch of cherries, overtime



**Figure 2.** Concentration of anthocyanins (ACN; in mcg/g) significantly increased overtime and differed by batch of cherries received. The following ACNs were quantified using liquid chromatography paired with tandem mass spectrophotometry (LC-MS/MS): Cyanidin 3-glucoside (C3GLU); cyanidin 3-rutinoside (C3RUT); cyanidin 3-sambubioside (C3SAM); cyanidin 3-(2(G)-xylosyl) rutinoside (C3XRUT); total ACN. Cherries were received from California (CA), Washinton state (WA) and Oregon (OR). Varietals of cherries included Brooks, Tulare, Garnet, Bing, Chelan and Cherry Red. *P*-values for trend were as follows: C3GLU *P* = 0.041; C3RUT *P* = 0.040; C3SAM *P* = 0.221; total ACN *P* = 0.035.

**Table 3. Comparison of urinary and serum biomarker levels at baseline and end of study, total and stratified by above or below the median baseline levels (n = 37), median (25<sup>th</sup>, 75<sup>th</sup> percentiles) and P-value**

<b>Biomarkers at baseline</b>	<b>Baseline</b>	<b>End of study</b>	<b>P-value<sup>1</sup></b>
<b>Urinary thromboxane B2 (ng/ml)</b>	0.19 (0.15, 0.21)	0.19 (0.16, 0.24)	0.821
Below the median	0.15 (0.14, 0.16)	0.16 (0.13, 0.17)	0.051
Above the median	0.22 (0.20, 0.29)	0.24 (0.22, 0.30)	0.112
<b>Urinary prostaglandin E2 metabolite (pg/ml)</b>	131.4 (74.8, 290.3)	130.9 (88.9, 215.5)	0.268
Below the median	74.8 (53.4, 109.4)	88.9 (69.8, 97.5)	0.355
Above the median	303.2 (222.8, 415.2)	220.1(177.7, 381.5)	0.071
<b>Serum C-reactive protein (mgL)</b>	1.54 (0.92, 3.63)	2.20 (1.10, 3.31)	0.411
Below the median	0.92 (0.61, 1.48)	1.10 (0.48 – 1.59)	0.006*
Above the median	3.64 (2.48, 6.59)	3.40 (2.89, 7.69)	0.500
<b>Serum homocysteine (μmol/L)</b>	10.2 (8.6, 11.6)	9.5 (8.7, 12.0)	0.531
Below the median	8.6 (7.8, 9.8)	8.7 (7.9, 9.0)	0.644
Above the median	11.8 (11.3, 12.6)	12.1 (10.5, 13.5)	0.695
<b>Did not use folic acid supplementation at baseline</b>	10.9 (9.5, 11.9)	10.4 (9.0, 13.3)	0.361
<b>Used folic acid supplementation at baseline</b>	8.3 (7.8, 11.5)	8.9 (7.3, 10.2)	0.925

\* P-value <0.05 as determined by either using paired, two-sided Wilcoxon signed rank sum test on non-transformed urinary and serum biomarkers

<sup>1</sup>P-value as determined by Wilcoxon signed rank sum test on non-transformed urinary and serum biomarkers



**Table 4. End of study inflammatory biomarkers stratified by **end of study total** urinary anthocyanin content and estimated anthocyanin exposure from the diet, median (25<sup>th</sup>, 75<sup>th</sup> percentiles)**

Urinary anthocyanin tertiles	Serum C-reactive protein (mgL)	Urinary prostaglandin E2 metabolite (pg/ml)
1 (157.3 - 196.7)	2.01 (0.96, 3.48)	200.1 (93.4, 224.6)
2 (198.0 - 217.3)	2.15 (1.28, 3.04)	153.4 (100.7, 290.9)
3 (222.7 - 858.3)	2.66 (1.48, 4.43)	91.4 (81.0, 265.3)

\* $P < 0.05$  as determined by Kruskal-Wallis test

4 participants with significant increases in the hcys (μmol/L)				
Participant ID	Baseline	End of study	Change	FA supp at baseline
11	13.7	17.5	3.8	No
25	10.9	16.2	5.3	No
30	10.1	16.9	6.8	No
8	14.7	25.8	11.1	Yes (752.1 μ/day)

Normal ranges for homocysteine are between 5-15 micromolar; over age 60 normal is < 11.4 micromolar

Elevated homocysteine have been seen in people with CVD; no evidence that lowering reduces CVD risk short-term

Alcohol and intense exercise may also increase levels

Note: Folic acid supplementation was discontinued before washout... unless it was in a multivitamin. Multivitamins were allowed to continue throughout the trial

# Where next?

- Need standardized product to control intervention and reduce variance in results
- Dose was reasonable for whole foods; could increase specific anthocyanin exposure with targeted crop
- Consider recruiting higher risk group- baseline elevated inflammation; possibly oxidative stress also
- Will need to monitor homocysteine response; consider not changing vitamin use from habitual use
- Consider centralized small grant program that supports both basic and clinical research to advance knowledge



## Discussion

- Are there holes in the research that need to be filled?
- Does the current research present any opportunities for further investigation?
- What research should be prioritized? Previous recommendation included arthritis, insulin resistance, and inflammation. Are these still relevant?
- What are hot research topics right now/ on the horizon?
- Recommended next steps?