

Sustainable Support
in the
Fight Against Hunger
Triple Bottom Line
Profit • People • Planet



Bonnie Weigel
FOOD Share, President & CEO

“Food waste is a huge area of opportunity for profitability.”

- Create a more *efficient system* in the food distribution chain
- Convert food, green and farm waste into useable and profitable materials
- Close the loop in food distribution by giving back to the community either in food or funds.

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- What is PPP for FOOD Share and our partners.... *Triple bottom-line business model for the food waste industry*
- Current PPP Models
 - Republic Waste Services
 - Limoneira
 - Agromin

FOOD Share Triple Bottom Line Model

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- Farms see up to 30% increase in yield
- Reduce costs in fertilizer, herbicides
- Reduce water used

Farms donate a portion of increased yield to FOOD Share in funds or produce

FOOD Share uses donations to purchase food from food distribution partners (retail & wholesale)

Are compost partners donate rich organic soil to local farms

FOOD Share distributes fresh produce to 74,000+ every month



Our waste and compost Processes
Waste

Donor
Unique branding
Tax incentives
Partnerships with wholesalers/retailers



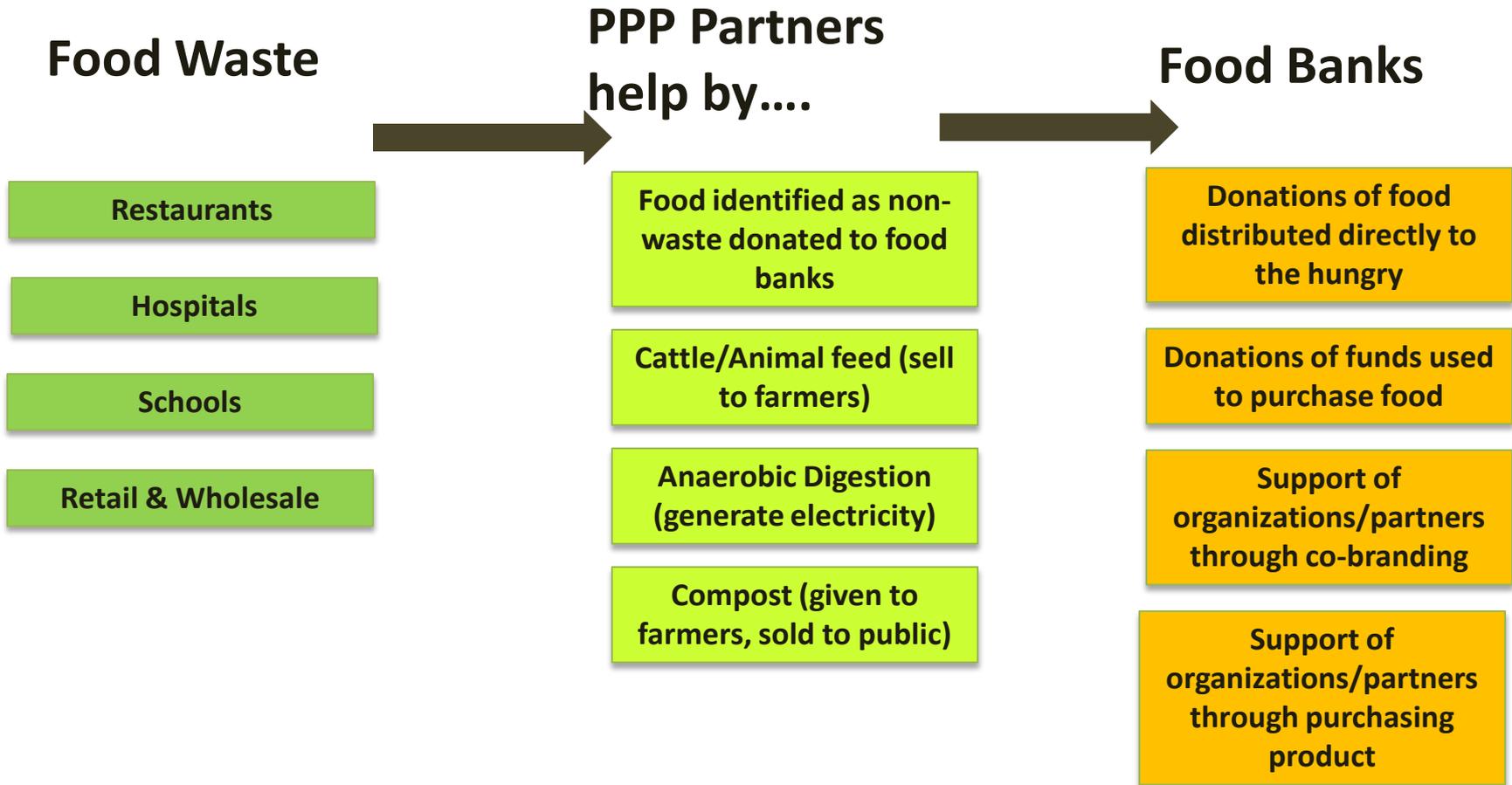
Waste Collected
Green, Food, Farm

Waste reduction in landfills.

- Identify consumable food
- Divert animal grade food to livestock
- Anaerobic conversion to electricity
- Compost to farms



The best food waste program is one that does not waste food.



Model: Green Waste Partner

Republic Waste Services

(City of Oxnard, CA)

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Republic Waste Services collects waste from City of Oxnard

Waste-Compost Partner processes green waste & creates compost

Compost is donated to farms

Waste partners can even process waste to create electricity

Or it can go to partners for livestock consumption

↑ Yield

↓ Water use

↓ Chemicals

↓ Erosion

Donations

FOOD Share distributes food to 74,000+ every month

FOOD Share gives back to the community of Oxnard both by distributing food and supporting Oxnard businesses

Republic Waste Services Benefits

- Unique branding
- Tax incentives
- Partnerships with wholesalers/retailers
- Reduction of waste in landfills

Triple Bottom Line Partner

Limoneira

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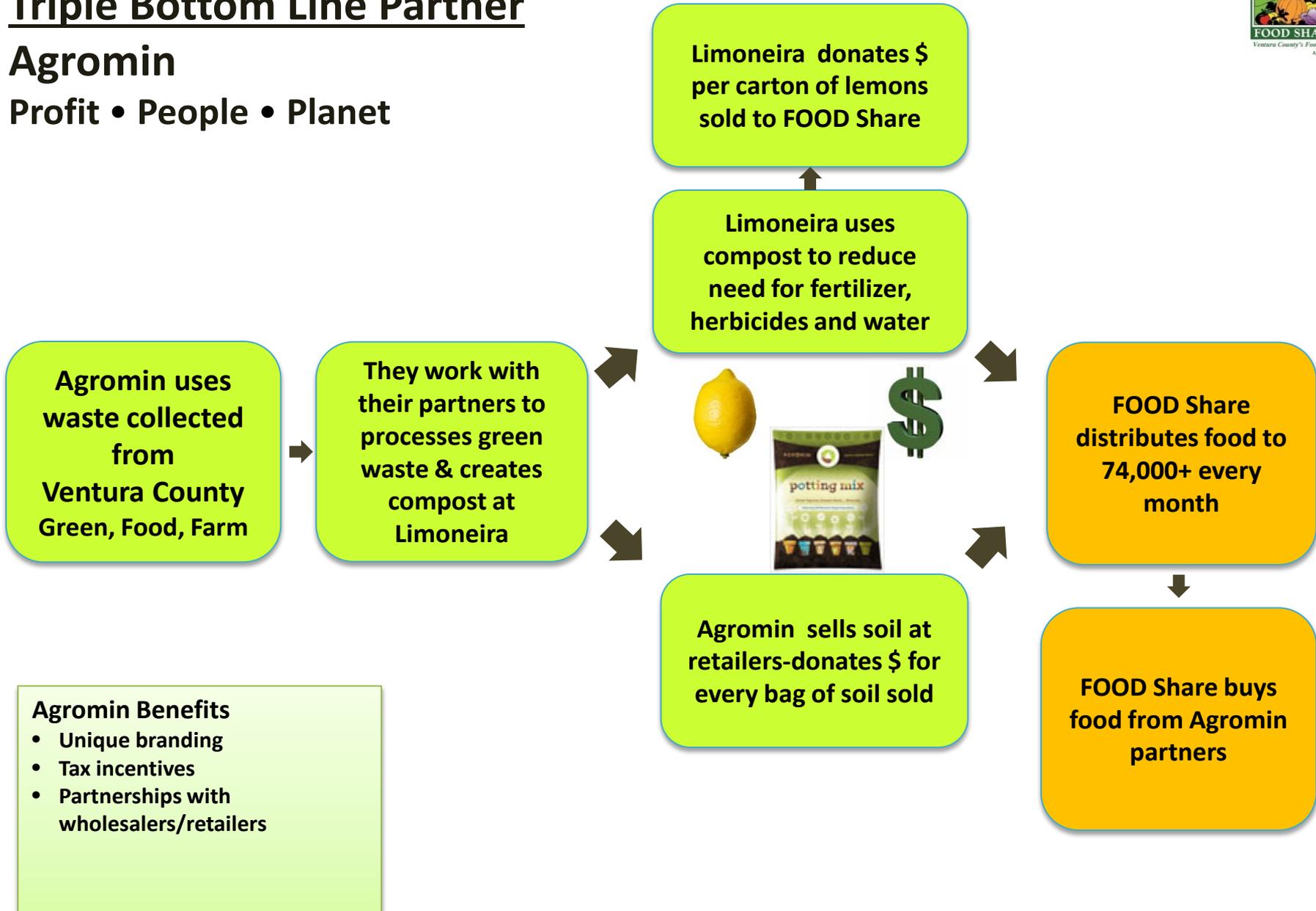


- Limoneira Benefits:**
- Branding
 - Tax incentives
 - Savings in fertilizer, herbicides and water
 - Partnership with others in the network

Triple Bottom Line Partner

Agromin

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- 1/3 of all food is wasted every year according to a UN Food and Ag Organization study in 2011.
- In North America, 660 lbs is wasted per person



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“Doing good is good for the bottom line.”

A recent analysis posted in the Harvard Business Review sited that “High Sustainability companies significantly outperform their counterparts over the long-term, both in terms of stock market and accounting performance. The outperformance is stronger in sectors where the customers are individual consumers, companies compete on the basis of brands and reputation, and in sectors where companies’ products significantly depend upon extracting large amounts of natural resources. *

***The Impact of a Corporate Culture of Sustainability on Corporate Behavior and Performance; Eccles, Ioannou, & Serafeim; May 2012**

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“Doing good is good for the bottom line.”

Economic Benefits

- Branding
- Market Share
- Tax Incentives
- Cost savings (water, fertilizers, herbicides)
- Waste reduction
- Profit from sales of animal feed
- Profit from energy sales (conversion of waste to electricity)

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About FOOD Share

Ventura County's regional food bank; a Feeding America partner distributing millions of pounds of food each year to those in need throughout Ventura County, FOOD Share collects and receives food year-round, distributing through more than 150 pantry partner agencies throughout Ventura County, including Camarillo, Fillmore, Moorpark, Oak View, Ojai, Oxnard, Santa Paula, Simi Valley, Somis, Thousand Oaks, and Ventura.

FOOD Share provides food to more than 75,000 people each month countywide through its partner agencies and multiple programs. Programs include the Senior Share that provides supplemental nutrition to nearly 2,000 low income seniors; the Senior Nutrition program that provides home delivered meals and supplemental groceries throughout Oxnard; and the Kids' Farmers' Markets, offering nutrition education, healthy recipe preparation and taste testing and a farmers' market free fresh produce "shopping experience."

FOOD Share

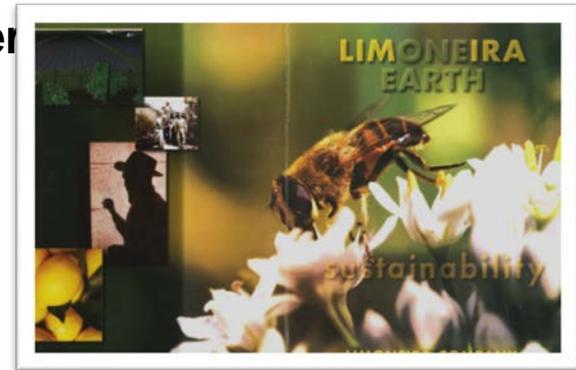
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About Farm Share™ Partners

Limoneira



The Limoneira Company was founded in Ventura County, California in 1893. Its founders were pioneers of spirit and vision that helped lay the foundations of a thriving California citrus industry. Their dedication and innovation in the agricultural industry helped found and develop many institutions that still exist (Sunkist Growers, Fruit Growers Supply and Diamond Walnut). Today, Limoneira has evolved into a global company whose mission is to preserve and promote its tradition, heritage and legacy in agriculture, community development and stewardship to maximize value for its shareholders.

With over 7,000 acres of agricultural production, Limoneira is the largest provider of lemons and avocados in the United States.

Agromin

In 2004, Limoneira Company continued its agricultural entrepreneurial spirit by partnering with Agromin to create an innovative organic recycling program. Agromin is a manufacturer of premium soil products and the green waste recycler for more than 50 communities cities in Los Angeles, Orange, Santa Barbara, and Ventura Counties. Limoneira and Agromin developed a 10-acre facility on Limoneira land to receive green materials (lawn clipping, leaves, bark, plant materials) from throughout Ventura County. The material is converted into mulch that is spread in Limoneira orchards to curb erosion, improve water efficiency, reduce weeds and moderate soil temperatures.