

December 15, 2017

Dear Foster Farms Leadership:

We, the undersigned ProCureWorks (PCW) Community of Practice and national allied partners, thank Foster Farms for deciding to use the USDA Process Verified Program (PVP) to validate Foster Farms' No Antibiotic Ever (NAE) line of poultry products. Your commitment to adopting responsible antibiotic use practices and using 3rd-party verification indicates a willingness to increase accountability to customers. **With this letter, we ask Foster Farms to continue its leadership in 3rd party verification of sustainable poultry production practices by committing to replace 100% of its conventionally-produced poultry with the USDA PVP audited Certified Responsible Antibiotic Use (CRAU) program by December 2020.**

Adopting CRAU protects the efficacy of antibiotics; provides transparency and the assurance customers seek that label claims are accurate; and encourages the development of affordable poultry products that are healthier for people and the planet. CRAU is an important step in transforming the way all poultry is produced in this country, creating a new norm for responsible production practices while meeting consumer demand and ensuring ample supply of cost-effective poultry products.

ProCureWorks is a program that was initiated by Health Care Without Harm and School Food Focus to affect change across the supply chain by leveraging the purchasing power of hospitals and public schools throughout California to serve food that supports human and environmental health. ProCureWorks institutions are a powerhouse of aggregated demand for healthy, sustainably-grown foods and a commanding advocacy voice to support local, sustainable production in the changing landscape of California agriculture. Participating ProCureWorks institutions, five major PK-12 school districts and over 55 hospitals in the Bay Area, Sacramento, and San Diego, spend \$100 million in food procurement annually. This expanding group of food service leaders is building a new national model for cross-sector collaborative procurement among institutions – aligning sustainability standards and specifications and identifying healthy California-grown food products that can be purchased and served in both sectors.

Collectively, the ProCureWorks participating school districts and hospitals spent over \$6.2 million on chicken in 2015. The total health care and PK-12 market in California represents 500 hospitals and 10,453 school sites. Nationally, over 5,500 hospitals in the U.S. health care sector collectively spend \$12 billion annually on food and beverages, and

ProCureWorks is a joint initiative of School Food Focus and Health Care Without Harm



a new recipe for human and environmental health

98,817 schools spend \$1 billion per year on poultry. It is essential that these dollars be invested wisely to support sustainable poultry production practices and the development of high quality, affordable poultry products. It is also an enormous opportunity for companies on the cutting edge of responsible production techniques and customer service.

As institutions that are committed to purchasing and serving healthier, more sustainably-produced food in our facilities, we are inspired by the improved production practices that Foster Farms has put into place to date. We encourage you to examine further upstream commitments such as transitioning to slower-growing broiler breeds and pasture-centered poultry.

We hope that the company will reinforce its position as an industry leader by adopting the CRAU standard as a baseline for all of its production.

Sincerely,

The undersigned ProCureWorks Community of Practice and National Allied Organizations