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Healthy Planet

March 1, 2010

Awesome Yogurt

Hon. Mark Warner, Hon. Lindsey Graham, Hon. Kay Hagan, Hon. Jeanne Shaheen,
and Hon. Jim Webb

Our Children

United States Senate

Customer Bliss

Washington, DC 20510

Healthy Food

Dear Senators Warner, Graham, Hagan, Shaheen, and Webb:

Vision

I am very sorry that a Board Meeting prevents me from joining you for lunch on Wednesday. I hope I can still contribute to your discussion by offering a few pertinent facts from my company, Stonyfield Farm, Inc., that I believe underscore the opportunity all American businesses would face through Congress's adoption of comprehensive climate and energy legislation

Family Farmers

Contented Cows

A Fun Workplace

Healthy Bodies

In 2009, Stonyfield had net revenues of \$325 million from the efforts of our 380 employees. Our focus on climate-related investments over the past three years – mainly in energy efficiency, renewable energy, and innovative processing, packaging, and distribution – has led to savings averaging over \$2,200,000 per year. These savings have gone directly to our bottom line, contributing nearly 1% of net revenue to profits. Put in terms reflecting with our nation's most pressing concern – jobs – Stonyfield's climate investments have led to savings that today support 40 jobs, over 10% of our workforce. While we took the initiative of pursuing these investment opportunities on our own, we believe that no business will ignore potential savings like this once carbon has a price signal.

Social Responsibility

Healthy Business

Education

Organic Farming

Local Culture

Uncompromising Quality

In short, the profits generated from our climate-related investments were key to helping our company generate record profits in a recession year. Stonyfield is a small- to mid-sized firm in an industry characterized by low margins, yet our climate investments enabled us to continue to grow, creating good jobs and generating great profits.

Employee Happiness

Scrumptious Flavors

Sustainable Living

Concrete climate legislation is not just an urgent scientific, environmental, ethical, or political imperative; it is a first-order economic development opportunity. Needless to say, I would be happy to provide more details to help you in your deliberations.

Conscious Consumption

Environmental Responsibility

Company Pride

Respectfully submitted,

Participation

Hope

Gary Hirshberg
Chairman, President and CEO

We give 10% of our profits to efforts
that help protect and restore the earth.

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waste fiber paper produced in New Hampshire with the
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