How to decrease your energy costs: A PMA Sustainability Webinar

February 18, 2021

Today's Expert Panel

Nicole Flewell

- Director of Sustainability
- Taylor Farms

Jim Leimkuhler

- CEO
- Progressive Produce

Nelson Longenecker

- VP, Business Innovation
- Four Seasons Produce

pma

Creating an Energy Efficient Future

Four Seasons Family of Companies
February 2021

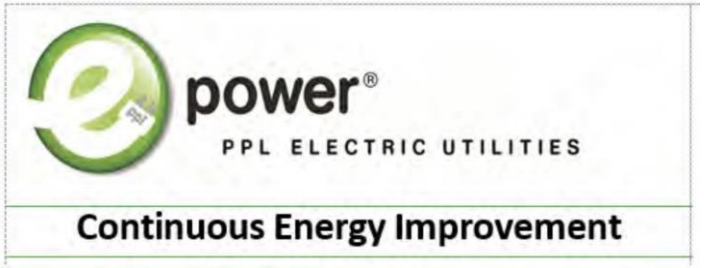
Beyond a tag line…

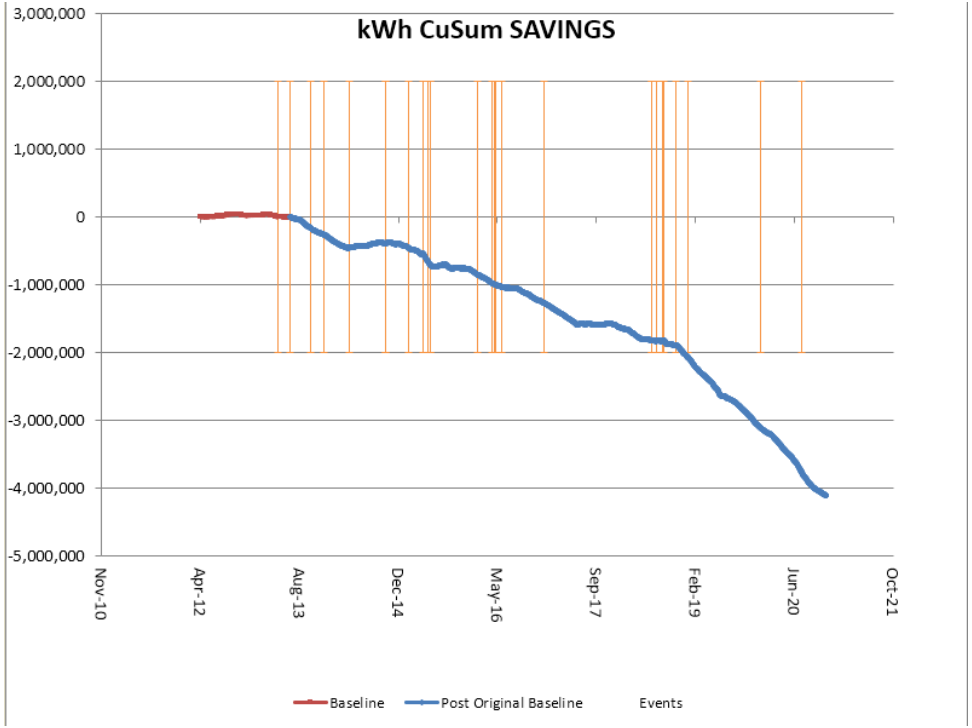
GROWING IDEAS
PRODUCING EXCELLENCE™

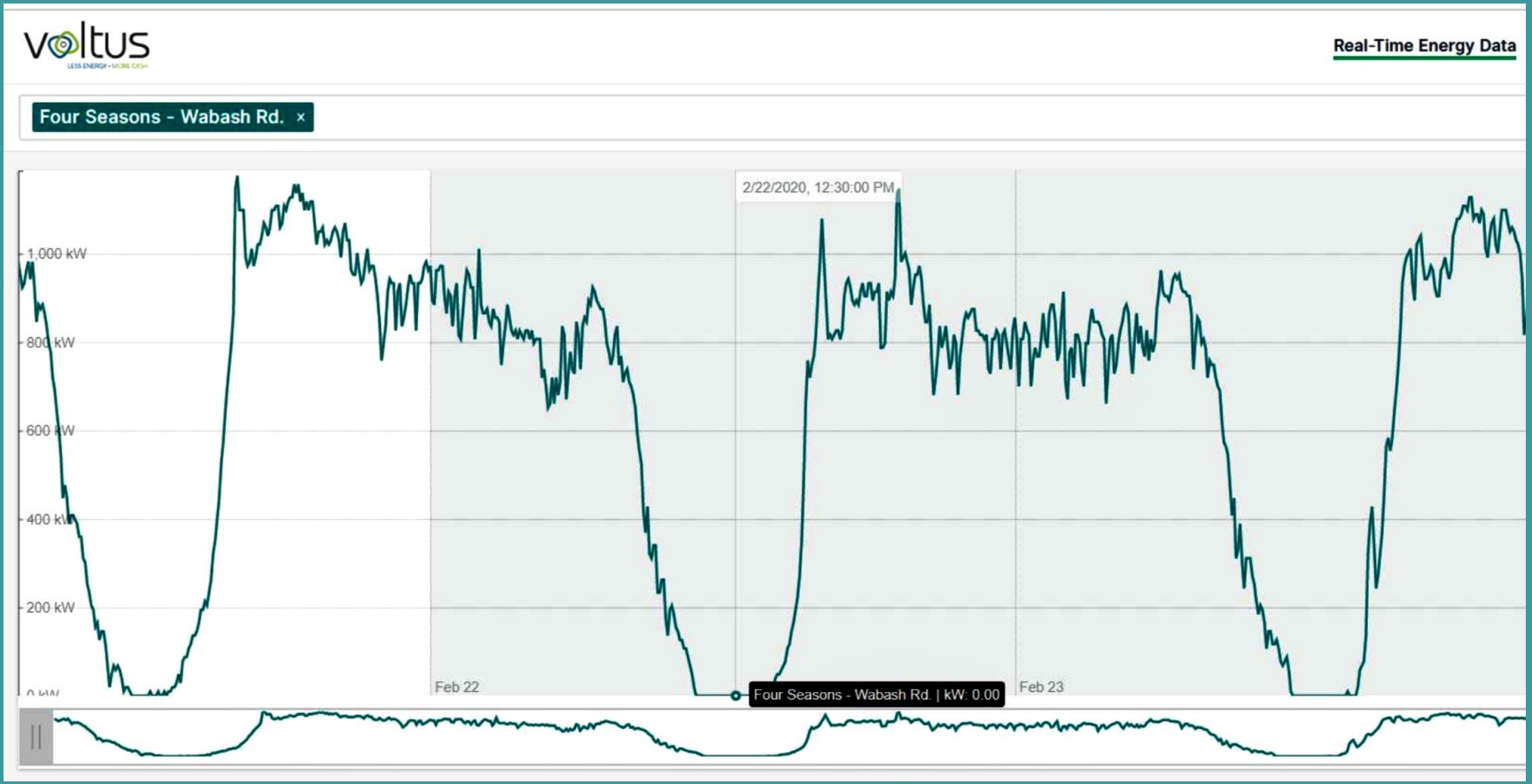
DRIVING
HEALTHY
DISTRIBUTION™

Commit, Focus, and Persist

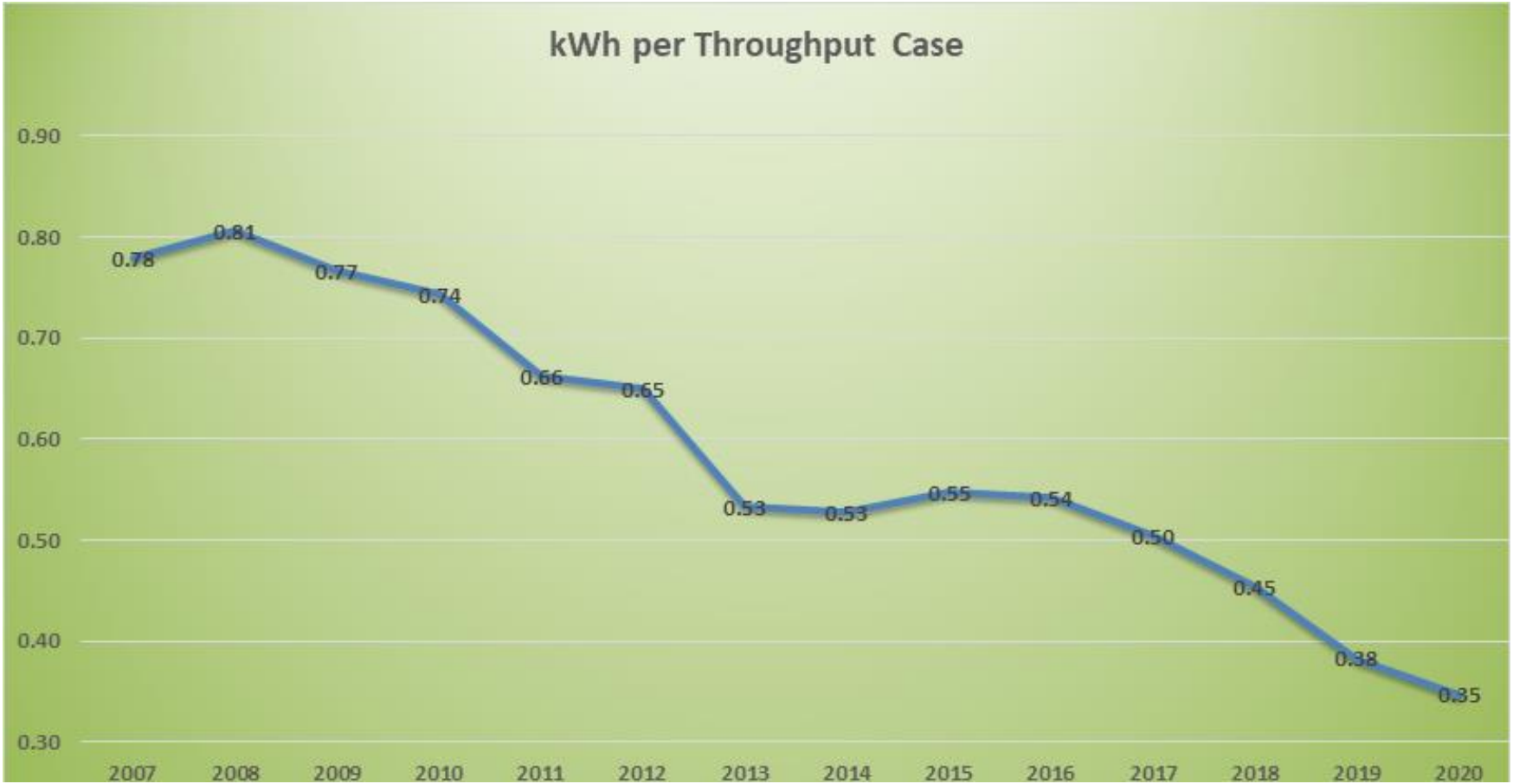
PPL Electric Utilities




kWh CuSum SAVINGS
3,000,000
2,000,000
1,000,000
0
-1,000,000
-2,000,000
-3,000,000
-4,000,000
-5,000,000
Nov-10
Apr-12
Aug-13
Dec-14
May-16
Sep-17
Feb-19
Jun-20
Oct-21
Baseline
Post Original Baseline
Events


voltus
LESS ENERGY - MORE CASH
Real-Time Energy Data
Four Seasons - Wabash Rd. ×
2/22/2020, 12:30:00 PM
1,000 kW
800 kW
600 kW
400 kW
200 kW
0 kW
Feb 22
Four Seasons - Wabash Rd. | kW: 0.00
Feb 23


EXIT
GEMINI


kWh per Throughput Case
0.90
0.80
0.70
0.60
0.50
0.40
0.30
0.78
0.81
0.77
0.74
0.66
0.65
0.53
0.53
0.55
0.54
0.50
0.45
0.38
0.35
2007
2008
2009
2010
2011
2012
2013
2014
2015
2016
2017
2018
2019
2020

Smart Refrigeration Controls Upgrade

PROGRESSIVE PRODUCE

2012 and 2019

We partnered with NRM who installed a smart user-friendly refrigeration control system.

Per Year Savings at 2 Locations: Commerce & La Mirada

547K
kWh Savings

$82K
Annual Savings

ROI 60% & **386 Metric Tons of CO2**

PROGRESSIVE PRODUCE

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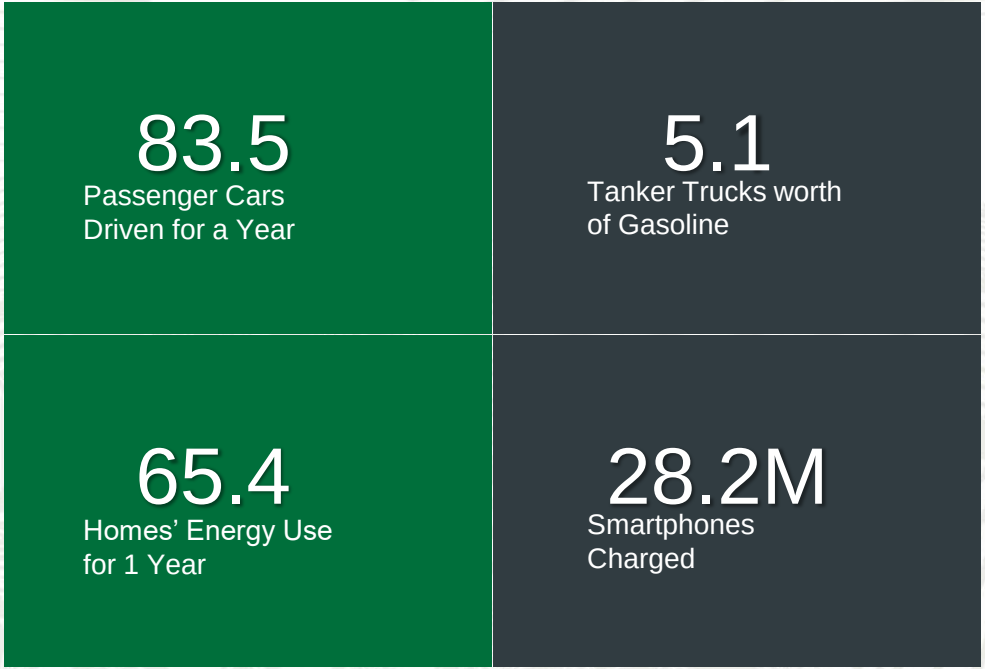
Greenhouse Gas Equivalent:



Source: https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator

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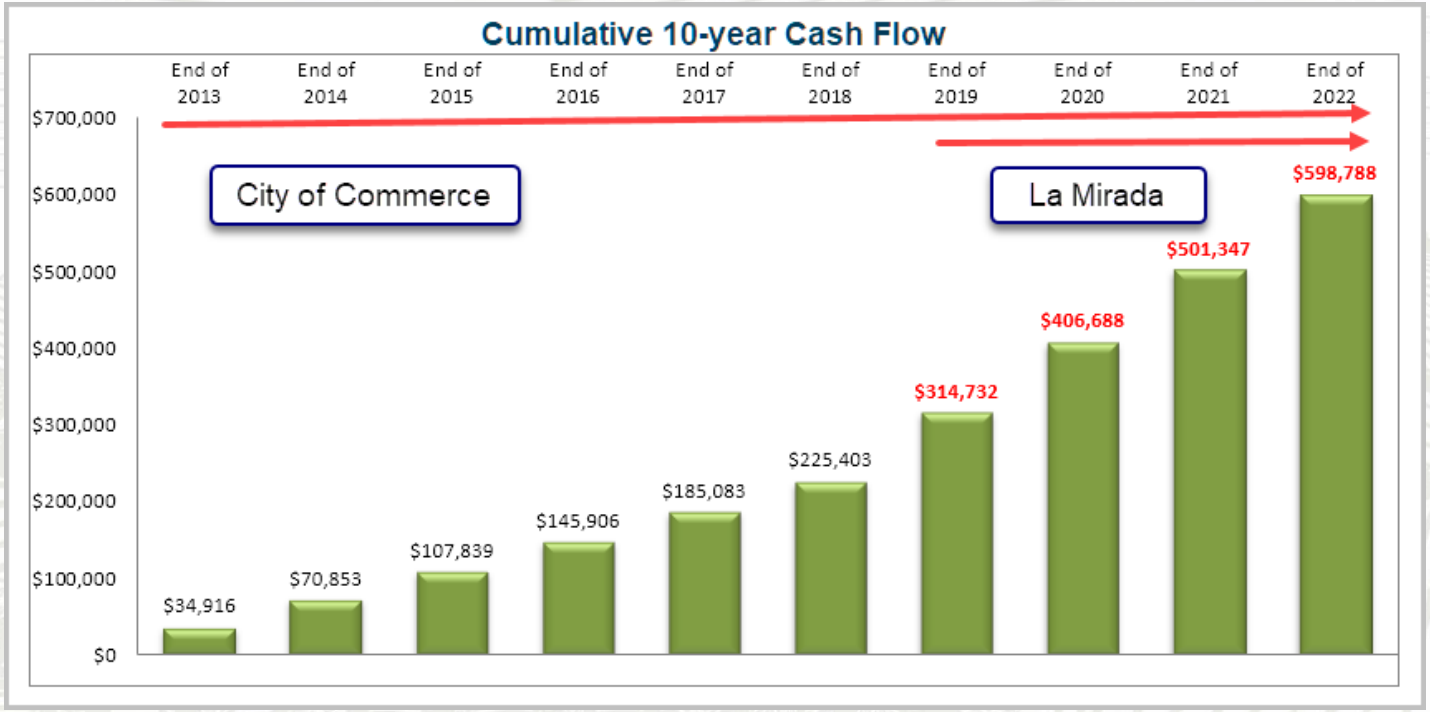
Cash Flow Analysis Since Installation



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Reduced Evap Fan Run

Progressive Produce - La Mirada

Room	Annual Comp Run time	Annual Evap Fan Run Time
Cooler 1 - Zones 1	12.00%	38.90%
Cooler 1 - Zones 2	6.00%	33.30%
Cooler 2 - Central Zone 3	21.50%	46.60%
Cooler 2 - Central Zone 4	31.90%	41.60%
Cooler 3 - Dock Zone 5	52.70%	62.00%
Cooler 3 - Dock Zone 6	63.20%	64.20%
Cooler 4 - Zone 7	12.50%	45.30%
Cooler 4 - Zone 8	11.60%	35.60%
Average	**26.43%**	**45.94%**

Before Controls		**94.00%**
Reduced Run Time		**48.06%**

Fan Run Times Reduced by Nearly 50%

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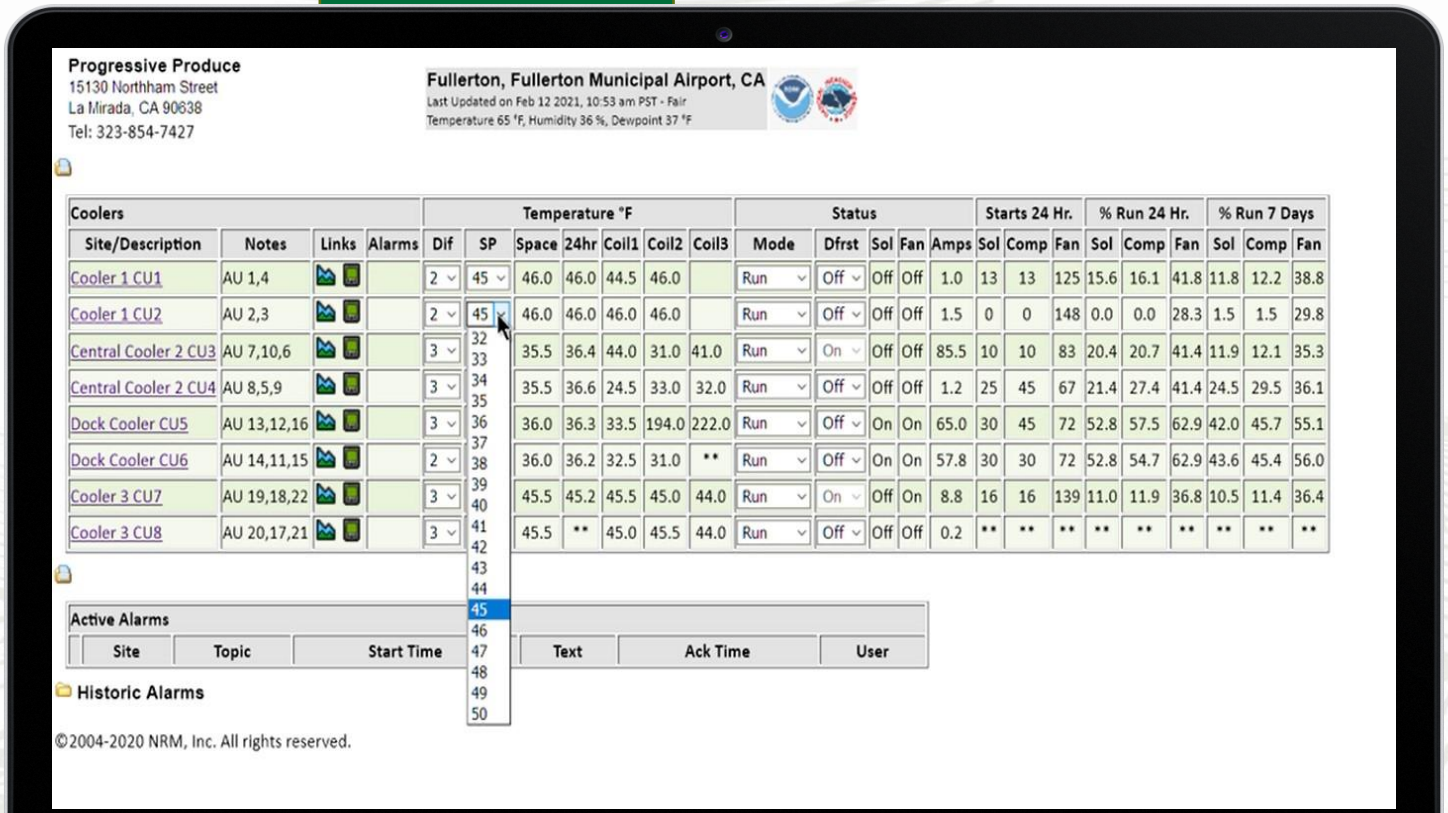

Main Summary Page showing all cooler zones and vital statistics. Users can also make changes

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Trend showing Temps Compressor Amps and Controller Outputs. Calendar lets users go back to view history.

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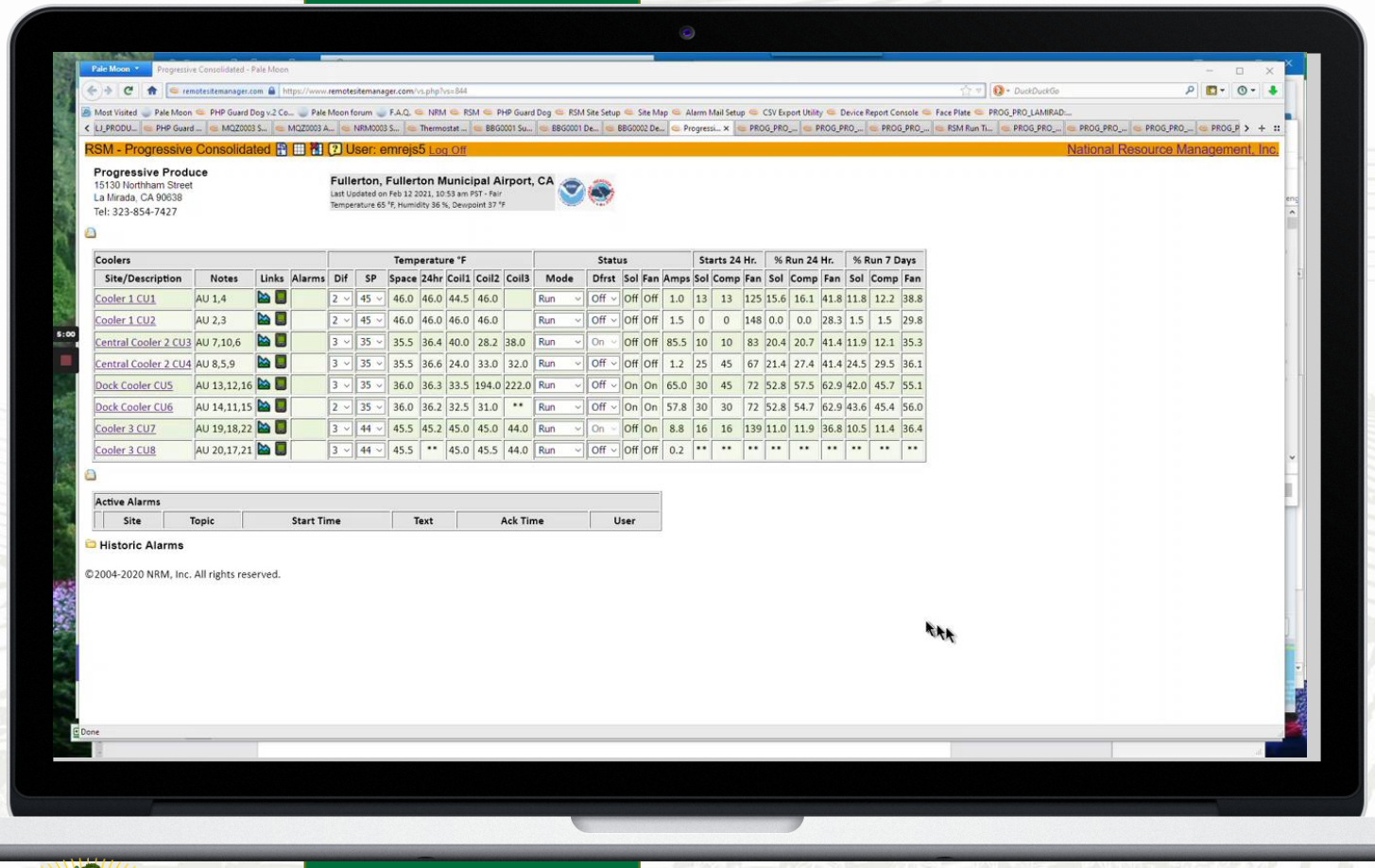

Short video of how users can view and manage their refrigeration assets using a browser.

Runtime: 3:09

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Summary of ***Benefits***

- System gives early warning when coils are icing. User can start a defrost remotely.
- System sends alarms before temps are impacted.
- Temperature logs are automatically sent. Makes Food Safety documentation seamless.
- 3rd Party technicians are notified quicker. Emergency calls are reduced.
- Lower fan time = quieter environment and less dehydration.
- Remote system supervision =quicker responses and corrective actions.

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Thank You!

800-900-0757

www.progressiveproduce.com

800-377-5439

www.nrminc.com

Taylor Farms

Renewable & Alternative Energy Strategy

Taylor Farms Overview

Mission Statement: To be North America's favorite maker of salads and healthy fresh foods.

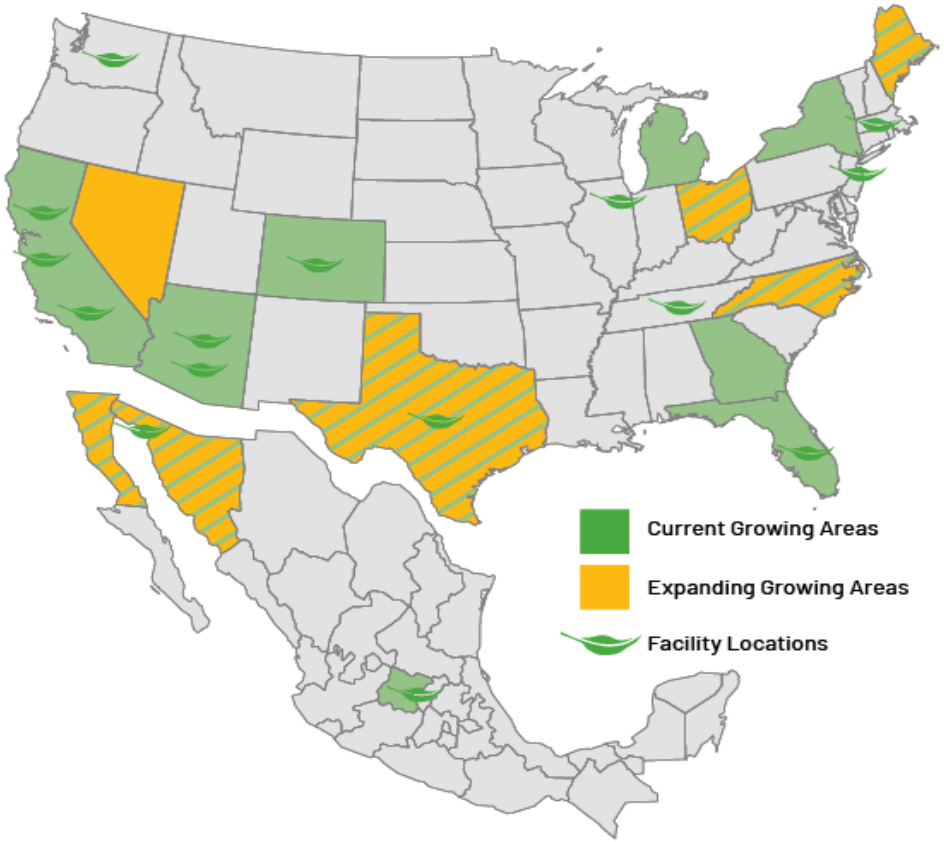
About Us

- Family owned, privately held company
- Founded in 1995, 17 operating companies
- Three Segments | Foodservice, Retail, and Deli
- Over 16,000 employees (3,000 Salinas, CA based)

Our Scale

- North America's largest supplier of value-added produce and ready-to-eat healthy fresh foods.
- Makers of 1 in 3 salads consumed in U.S.
- Produce 150+ million servings per week

Taylor Farms Locations & Growing Regions



Creating Healthy Lives

As North America's favorite maker of salads and healthy fresh foods, it is our greatest opportunity to create positive long-lasting social and environmental impact through products, processes and people.

Healthy Environment

Preserving a healthy world for future generations.

Resource Conservation
Energy Independence
Responsible Business Practices

Healthy Business

Leading change to be a force for good in the world.

Food Safety
Innovation
Workforce Development

Healthy Community

Helping people lead healthy and happy lives.

Youth Development
Health & Wellness
Food Accessibility

Turning our philosophy into practice…

- Healthy Environment: Sustainability and environmental conservation is an inherent part of Taylor Farms
  - Renewable and alternative energy projects serve as a way to put this into practice

- Healthy Business: Increasing operational costs led us to look at ways to fix variable costs
  - Investments in energy projects allowed us to hedge a portion of our operating costs

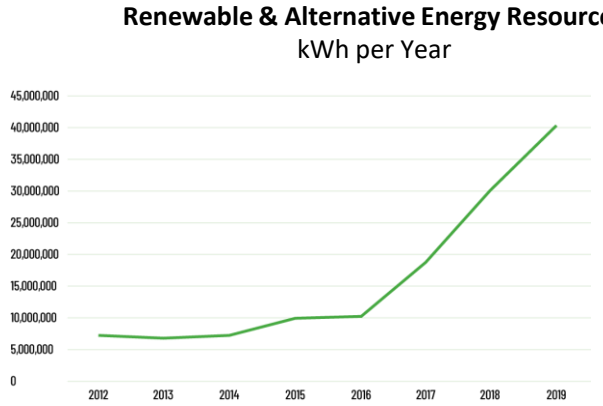
- Healthy Community: Protecting and investing in the communities that helped develop us into the company that we are today
  - Taylor Farms is dedicated to creating positive change and using our scale for good in the communities in which we live and operate

Energy Independence

Industry leader with 10 major sustainability projects including solar, wind, fuel cells, cogeneration, zero waste & water recycling.

Renewable & Alternative Energy

- *Energy Portfolio:* Solar (6), Wind Turbine, Fuel Cells & Cogeneration
- *Case Study for Energy Independence*
  - Our work on zero waste and energy independence comes together with three examples of facilities **more than 90% off the traditional utility grid** and **TRUE Platinum Zero Waste Certified**. Since 2018, our 3 California facilities have reduced over **175,000 MT of greenhouse gas emissions**. That's equivalent to taking over **37,000 cars off the road annually**!



Energy output by our renewable and alternative energy assets reached an all-time high of 40,385,899 kWh in 2019. Over the lifetime of these systems, these assets have helped us to reduce our GHG emissions by 32,726 MTCO2, that's equivalent to 7,070

Renewable vs Alternative Energy

- Renewable Energy
  - Powered by sun or wind, does not generate any GHG emissions
  - Intermittent power resource – depends on wind and sun availability
  - Lower maintenance costs

- Alternative Energy
  - Requires fuel source, typically natural gas – generating GHG emissions
  - Firm power resource
  - Higher maintenance costs

- Microgrid Development
  - Mix of renewable and alternative energy resources to balance needs of operations and availability of natural resources. Storage can help to balance energy mix.

Economic Structures

- Capital Purchase
  - 4-6 year payback typical in higher cost energy markets
  - Lowest cost of energy
  - Locks in percent of energy cost for lifetime of equipment, typically 15-25 years

- Power Purchase Agreement (PPA)
  - No capital investment required
  - Lower cost of power than utility
  - Locks in percent of energy cost for 15-20 year term

- Funding Opportunities
  - Federal tax credits
  - Grants
  - Local & state incentives

Development Outside of California

Investment in energy projects in other regions in North American can appear more challenging on the surface, but you just have to get creative!

- Taylor Farms has made investments in Tennessee, Texas and Mexico
  - Looking into opportunities in Illinois, New Jersey and beyond…

- Leverage opportunities from utility companies such as lotteries and grants as well as local, state and federal incentives

- Get creative with design to keep costs low
  - Solar tubs and solar shade structures allow us to expand our usage of renewable energy while keeping equipment and installation costs low

Thank you.

Questions?