

California League of Food Processors
MISSION STATEMENT

The California League of Food Processors, founded in 1905, is a not-for-profit trade association primarily representing fruit and vegetable processors having production facilities located in California.

Its purpose is to foster a favorable environment for the growth and strength of the industry. In so doing, California processors can continue to provide the consumer safe and wholesome food produced in an environmentally sound and responsible manner.

Dear Industry Leaders:

Food Processing is one of the leading industries in California. Each year, companies produce billions of dollars worth of food. Throughout the world, California is the world's leading source of safe, high-quality processed food products for consumers. As a company participating in this remarkable industry, we invite you to become a member of the California League of Food Processors, the statewide association dedicated to protecting the interests of this State's premier food processing industry.

Our member companies have joined together to create a strong and united advocate for your industry, working every day to protect and enhance your ability to produce food products safely and economically. All this while confronted by the world's most sophisticated, aggressive and complex state government regulatory environment.

CLFP is organized and operates to provide the forum in which our member companies can work together to tackle a wide range of industry issues. The expertise of many firms is combined to focus on solutions for the benefit of everyone in the California food industry. Our active working committees can be a substantial strategic asset for your firm.

As a member of CLFP, you will have several opportunities each year to meet with your peers in this vibrant industry – senior managers of some of the finest food companies in the world. The exchange of ideas and information among our members is one of the valuable benefits of participation in this association.

We are confident you will recognize the advantages of participation in the activities of the California League of Food Processors – your industry advocate in Sacramento.

Sincerely,

California League of Food Processors

CALIFORNIA LEAGUE OF FOOD PROCESSORS

Membership Structure

Members

Our current membership includes the most powerful brand names in the United States food business, as well as the largest producers of private label and institutional food products.

Member companies are primarily canners, freezers, dryers, and dehydrators of fruits and vegetables. Additional processor members include snack foods, juice bottlers, and specialty processors of a variety of food products. Our members operate hundreds of food processing facilities located throughout the State of California.

In addition to our active processor membership, approximately 250 affiliate members — industry suppliers — are included as important participants in CLFP. According to the State of California Trade and Commerce Agency, California food processing is a multi-billion dollar industry.

Board of Directors

When you join CLFP as an active processor member, you determine your representative to serve as a director. Usually a senior company executive, your director will meet with his or her peers three times per year. The Board of Directors holds a fall meeting, a winter meeting during our annual convention, and a spring meeting. Public policy positions and staff strategic goals are set with every member “at the table.”

Committee Structure

Several active policy committees are the backbone of CLFP. Member company experts come together to identify emerging issues and recommend policy and actions for consideration by the Board of Directors. Committee membership is open to all active processor and affiliate member companies. Each committee is an important, functioning part of the CLFP structure. Every year these groups analyze a wide variety of public policy issues and recommend specific action responses to our Board of Directors. Most of our continuing member service programs are managed by one or more CLFP committees.

In the following pages, you will find a complete list of our committees and examples of their important work for our industry.

Legislative Activities

The California League of Food Processors is the statewide food processing organization in California structured and staffed to protect the interests of the food industry before all branches of State government. Our primary mission is to protect and enhance your business within the most complex state regulatory environment in the world.

CLFP maintains a daily presence in the halls of State government. When the Legislature is in session, our staff is participating in the process every day, monitoring lawmaking actions, analyzing proposals and meeting with lawmakers to explain the ramifications of their actions on the State’s food production businesses. Backed by the technical expertise of our member companies, CLFP attacks the issues on your behalf utilizing our professional staff’s years of successful experience in the government affairs arena.

An important part of the legislative program is the drafting and sponsoring of proposed legislation designed to fill the specific needs of food processors.

In carrying out its legislative activities, CLFP also encourages appropriate political involvement and strong political action on the part of its food processor members.

Regulatory Activities

We are equally aggressive representing our industry within the California regulatory agencies. Air and water rules at California EPA, Proposition 65 at the Office of Environmental Health Hazard Assessment, tax issues before the Board of Equalization, food safety at the Department of Health Services and many more challenges are constantly before the California food industry. CLFP is there every time defending your ability to operate safely, responsibly and profitably in California.

CLFP effectively represents the food processing industry on numerous governmental and administrative matters. CLFP is frequently instrumental in achieving changes to regulations that could be very costly to food processors by imposing difficult and sometimes impossible operating conditions and requirements.



California League of Food Processors

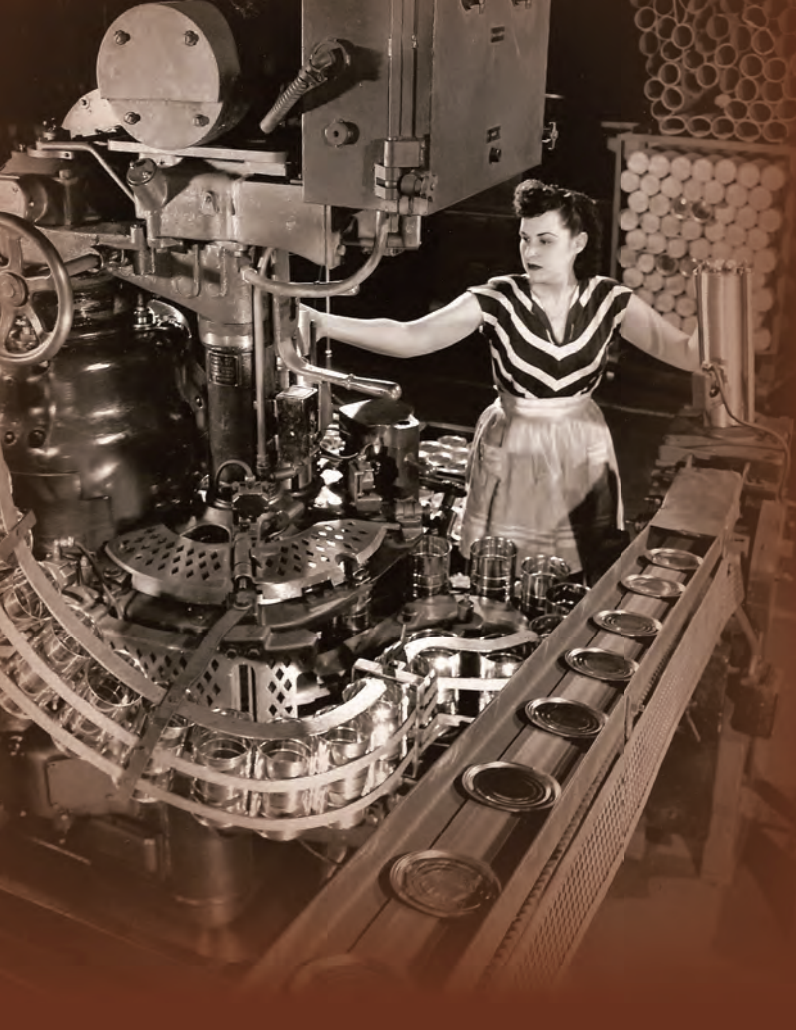
Recent Accomplishments

LEGISLATIVE

- **Cargo Securement Regulations:** CLFP was instrumental in negotiating an agreement between the Federal Motor Carriers Safety Administration (FMCSA), California Highway Patrol and the California agricultural industry on the implementation of new federal cargo securement regulations. The agreement provided an “ag exemption” from the FMCSA’s cargo securement regulations for the 2007 harvest season.
- **Railroad Loading Patterns:** CLFP served as the catalyst to bring tomato processors and the railroads together to develop new loading patterns for 55 gallon drums used to ship tomato paste. Individual tomato processors have struggled for years with the railroads to update their loading patterns to no avail. With CLFP’s involvement, in just 12 months, new loading patterns are on schedule to be approved by the end of 2007.
- **Federal Research Funding:** CLFP continues to work with California Congressional representatives and USDA officials to secure federal funding for several important research projects including: wastewater reuse, control of “white rot” a devastating fungal disease that attacks garlic and onions, and biological controls to fight “olive fruit fly”.
- **California Legislation:** CLFP monitors all legislation that is introduced in the California Legislature and actively represents fruit and vegetable processors on bills that directly impact the industry before the Legislature.

REGULATORY

- CLFP developed a comprehensive Manual of Best Practice for Land Application of Food Processing Wastewater and conducted a training workshop for members on the topic. The Manual was cited by the Central Valley Regional Water Board as an excellent technical resource for industry and regulatory staff.
- CLFP takes an active role in energy rate cases. CLFP was a participant in Pacific Gas and Electric’s 2007 Electricity General Rate Case. As a result of the proceeding, PG&E is reducing its rates for most industrial customers.
- CLFP worked with a coalition of other associations to convince the California Division of Occupational Safety and Health (DOSH) to not impose burdensome new heat stress regulations for indoor workers. Instead, DOSH will be working with CLFP and the industry coalition to provide more information and training to employers and workers regarding this issue.
- CLFP conducted workshops for food processors regarding improved energy efficiency. The focus of the workshops was on the various programs, funds, classes, and services available to processors regarding energy efficiency. CLFP is working closely with several public utilities and the California Energy Commission to ensure processors have access to the resources they need to improve energy efficiency, with the co-benefit of reduced air emissions.



CALIFORNIA LEAGUE OF FOOD PROCESSORS

COMMITTEE Profiles

Agricultural Production Committee

Industry experts in agricultural production address a variety of issues related to agricultural technology, crop protection and food safety. This committee provides technical analysis on pesticide legislative issues, and reviews State and Federal pesticide legislation, policy and interpretations. CLFP is at the forefront of efforts to promote integrated pest management and safe, responsible use of agricultural production products. It also maintains liaison, as needed, with pesticide manufacturers concerning product specifications, usage, etc. The committee compiles unparalleled Pesticide Use Lists that the industry uses to verify pesticide tolerances for twenty-four different processed commodities grown in California.

Energy Resources Committee

This vital CLFP committee is intricately involved in the natural gas and electric energy challenges confronting California, including issues encompassing supply and demand, deregulation, infrastructure capacity, bio-energy systems, demand response tariffs, and energy efficiency. CLFP is active in every utility rate proceeding important to our members, frequently appearing before the California Public Utilities Commission advocating for fair rates and quality service. The group works closely with county and regional energy delivery systems to protect and promote the interests of member companies. This committee also provides energy market updates for members, reviews and promotes energy research initiatives, and works closely with the California Energy Commission and utilities to conduct energy efficiency workshops for food processors. These utilities include PG&E, SoCal Gas Co., SCE, SMUD, MID and others.

Environmental Committee

California has one of the most rigorous environmental regulatory regimes in the nation, posing significant challenges for food processors. This committee closely monitors legislative and regulatory issues regarding air, water, solid waste, and toxics. Key issues include wastewater discharge permit conditions and regulations regarding land application, toxic hot spots, bio-solids, compliance with State and Federal clean air regulations, and new greenhouse gas initiatives. Committee members and staff routinely participate in proceedings before the State and Regional Water Boards, Air Resources Board, and Department of Toxic Substance Control. The committee includes a number of environmental experts who work together to address the industry's most pressing concerns and promote necessary technical research projects. Your first line of defense against unreasonable and unworkable environmental regulation is the CLFP Environmental Committee.



Government-Industry Relations Committee

This committee addresses broad industry legislative goals and seeks appropriate political involvement and strong political action on the part of CLFP members. It analyzes political developments and makes recommendations on legislative policies to fill specific needs of food processors. The committee also assists CLFP staff in managing the broad legislative agenda of the national food industry.

OSHA/Risk Management Committee

Effective risk management is critical to all food processors. This committee tracks a wide range of issues related to risk management, including worker health and safety, workers' compensation, food safety, and food security. CLFP works closely with a number of other industry trade associations to represent the interests of employers before Cal/OSHA and the U.S. Food and Drug Administration. The committee also promotes industry sharing of worker safety best practices programs through workshops and effective training materials.

Proposition 65 Ad Hoc Committee

Proposition 65 established requirements for informing California consumers about various health risks. This committee actively monitors Proposition 65 food labeling issues and provides timely updates to CLFP members. The committee's key objectives are to actively engage in proceedings to ensure that the regulatory agencies use sound science when reviewing potential health risks, employ an inclusive and deliberative process when considering Proposition 65 issues, and to avoid unnecessary product labeling requirements.

Other committees include:

Scholarship Committee, Showcase Sample Display Committee, Tomato Agricultural Research Committee, and Expo & Showcase Steering Committee.

Quality Assurance Committee

"California Quality" is the gold standard for the nation's processed food business. This committee works to sustain and enhance that reputation as a premium supplier in the world by addressing, educating and advancing quality assurance issues. It maintains liaison with State and Federal food and drug officials and inspection programs. One of the highlights of QA activity is the sample display at CLFP's annual Expo & Showcase which showcases our members' finest products.

Statistical Advisory Committee

CLFP is the source for timely and accurate statistics. This committee reviews and recommends procedures for collecting and publishing statistical data. Inventory information is gathered from tomato processing companies throughout the U.S. CLFP's U.S. processed tomato statistics reports, representing 95% of U.S. production, are relied upon worldwide by all segments of the food industry. CLFP also collects statistical data from cling peach processors, representing 100% of U.S. production, and publishes reports on the progress of the industry throughout the season.

Tomato Processing Research Committee

CLFP members that process tomatoes join together in this committee to identify industry issues which require research programs to sustain continued growth and prosperity of this important sector of the processing business. This committee works with universities across the country and around the world, directing vital programs in tomato processing science and technology to continually improve the process, quality, and economic efficiency of processed tomatoes.



California League of Food Processors

Publications

Several reports are issued each year through CLFP committees. In addition, members are kept well advised of relevant industry news through a variety of communication resources. These resources include:

Take Five

Published bi-weekly, this timely publication keeps every active processor member informed on current legislative and regulatory activities, industry-related events, and fast-breaking industry developments.

News & Views

CLFP's semi-annual magazine is distributed to nearly 1,000 food industry professionals. Member profiles, industry news and important regulatory actions are reported to all members in this publication. Also included is a legislative update with information on bill tracking.

CLFP Website

Connect to members and industry sites via links, and keep abreast of legislative, regulatory, industry and association updates.

In The View

CLFP's monthly e-newsletter, distributed to all active processor and affiliate members. Provides updates on events and issues taking place within the industry.

CLFP

Programs & Services

Legislative Activities

Staffed to protect the interests of food processors before all branches of State government, our primary mission is to protect and enhance your business within the most complex state regulatory environment in the world.

CLFP maintains a daily presence in the halls of State government. When the Legislature is in session, our staff is participating in the process every day, meeting with lawmakers, monitoring lawmaking actions, and drafting and sponsoring proposed legislation designed to fill the specific needs of food processors.

Regulatory Activities

CLFP is aggressive in representing our industry within California regulatory agencies-air, water, safety, labor, tax issues-before the Board of Equalization, and other business issues. CLFP is there every time to defend your ability to operate safely, responsibly and profitably in California.

CLFP is instrumental in achieving changes to regulations that could be very costly to food processors by imposing difficult and sometimes impossible operating conditions and requirements.

Research Programs

CLFP members join together to fund ongoing research to improve upon both raw product coming into our members' plants and finished products they manufacture. Projects are funded at research institutions throughout the world. Projects have included olives, peaches, onions, garlic and tomatoes.

Industry Statistics

CLFP maintains industry statistics for the U.S. processed tomatoes and cling peach industries, which include current inventories, pre-harvesting estimates and weekly deliveries to processors.

Scholarship Program

CLFP is committed to fostering the education of California's youth. This growing program is funded by proceeds from the annual Supplier Host Council Reception and Silent Auction. Scholarships are awarded through California universities and to children of member companies. Hundreds of California college students have benefited from this valuable program.

Supplier Host Council

Membership based, this select group of CLFP Affiliate Members sponsors two noteworthy events, each held annually (a fall golf tournament and a reception & silent auction). Proceeds from these events ultimately benefit California students via the CLFP Scholarship Program.

Workshops/Continuing Education

CLFP coordinates and sponsors workshops and educational forums to keep member companies updated and informed on compliance and regulatory issues, policies, laws, and research relevant to the industry.



The CLFP Expo & Showcase of Processed Foods

CLFP's annual Expo & Showcase of Processed Foods, held in Sacramento, California is California's largest tradeshow exclusively for food processing. Thousands of key-industry decision makers attend from over thirty states and several countries.

The purpose of the Expo is to bring the industry together by offering a tradeshow hall of over 200 exhibits featuring machinery, equipment, services and supplies, all-industry events, meetings and workshops, along with an impressive Showcase Sample Display which highlights the diversity, quality, and variety of California grown and processed foods.



California League of Food Processors

See what members have to say...

The California League of Food Processors was most helpful to our industry in managing and interfacing with State regulators in the recent re-write of the "Manual of Good Practice for Land Application of Food Processing/Rinse Water." CLFP's keen organizational and negotiating skills brought the re-write project to completion on-time and within budget. Further, CLFP's ability to work with State regulators in an honest, calm, and credible manner throughout the project brought our industry great respect that was somewhat lacking at the start of the project.

CLFP's diligent efforts to secure Federal and State funding to study emerging land application and processing issues facing our industry has been most helpful. Among other things, CLFP's has done an excellent job in Washington, DC as well as here in California in educating our elected officials on the many complex emerging environmental challenges that threaten our industry. CLFP's efforts in Washington, DC are certainly making elected officials take notice ... the CLFP was instrumental in getting nine of our Congressional Representatives to sign a letter urging Secretary Johanns to support CLFP-proposed research in FY 2009.

Tim Ruby, Environmental Water Manager
Del Monte Foods

The California League of Food Processors continues to provide excellent seminars which feature utility experts and industry leaders for energy efficiency understanding and opportunity.

It is important for our business to continuously evaluate our energy efficiency program and be aware of utility programs that make sense. In addition, feedback from other CLFP members, as well as a dynamic Q & A, contribute to an excellent forum for learning and application.

Lee Haskin, VP Operations
Del Mar Foods

"With respect to ... SB 1928, the 'Boiler Retrofit' Bill, the efforts of CLFP to secure passage of this bill will have a minimum \$80,000 positive impact on Del Monte Foods at one of our California facilities."

David Withycombe, VP Western Operations
Del Monte Food

The California League of Food Processors has supported myself and our operations for the twenty years since we began in the processing industry. The League has consistently provided a vehicle for us to meet and work with other industry participants, plus a high level of expertise and performance in government and regulatory affairs. We sincerely value the League, and particularly, the staff of superb individuals who provide the talent, commitment and effort to get things done.

Chris J. Rufer, Owner
The Morning Star Packing Company

In April 2007, California agriculture was faced with new federal regulations for cargo securement. The regulations required raw product hauled in boxes, bins or tubs to be secured in a manner different than the common practice in California. With only a few weeks until harvest, CLFP staff played a major role in negotiating an agreement with the California Highway Patrol and Federal Motor Carriers Safety Administration. The agreement provided an "ag exemption" for California agriculture from the Federal regulations for the 2007 harvest.

Thanks for all of your hard work on this issue.

Without your efforts we would be in chaos for this season ...

Dick Cunha
Clark Trucking Service Inc