

Mass Balance Approach

When choosing which acres (farms) to certify, there are two approaches:

1. **Certify only the amount of acres that supply Sysco.** This approach requires an estimation, for each year, of 1) how much volume will be sold to Sysco and 2) how many acres are needed to produce that volume. Once you have made both estimates, ensure that this quantity of acres achieves and maintains Sustainability Standard certification. A mass balance approach is accepted (details below).
2. **Certify all acres.** This approach is to certify all of your company's product and acreage, including but not limited to Sysco brand product. All product will be certified and can be sold to Sysco and other buyers as Sustainability Standard certified product. Certifying all product will allow this product to be sold to other buyers with sustainability certification expectations.

For the first option, it is **not** necessary to certify the exact physical acreage that produces crop for Sysco. Sysco is accepting a "mass balance" approach in which the total amount of certified product must equal ("balance") the amount of product sold to Sysco as Sysco brand (Figure 1). Acreage is used as a proxy for volume, meaning, the amount of acres used to grow Sysco brand product is the (minimum) amount of acreage that must achieve and maintain Sustainability Standard certification (regardless of whether those exact physical acres produce crop that is ultimately sold to Sysco).

Total compliance for one crop: Supplier X has an agreement to sell two boxes of certified product to Sysco. Supplier X ensures that there is enough product coming from farms/fields that have been certified to fill 100% of the volume that will go to Sysco.

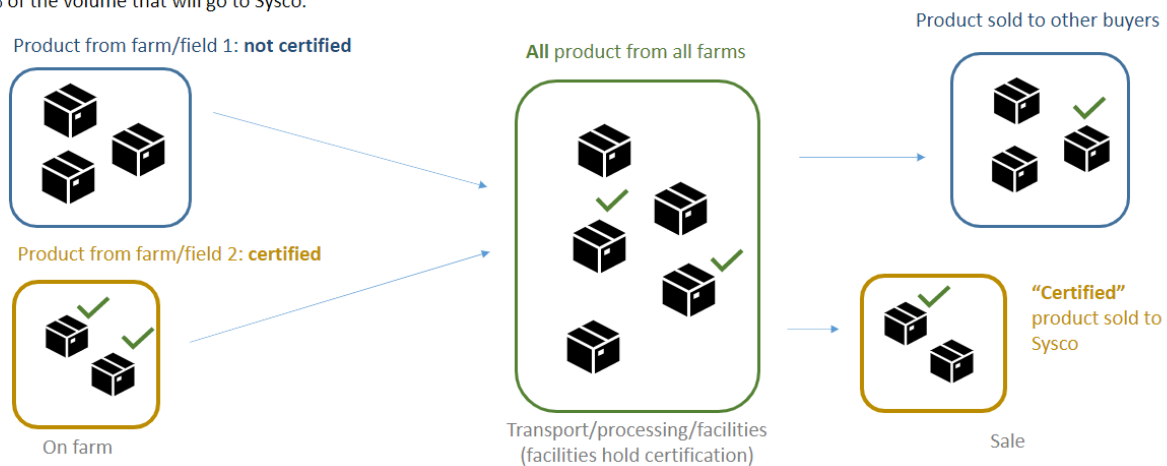


Figure 1. Mass balance approach