



*Sustainability 360 – Improving the  
Quality of Life for Organic Farmers &  
Their Communities*

12101 Moya Boulevard • Reno, NV • 89506  
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# Who is HQO?



HQO North America located in Reno, Nevada  
The largest industrial supplier of certified organic ingredients in North America.



*Investing in Our Farmers*

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# *Investing in Our Farmers*

*We believe a food company's success starts at the source; how the food is grown.*



Corporate  
Sustainability

Agriculture  
Sustainability



# *HQO's 360 Degree Commitment to Sustainability*



*HQO takes into account all aspects of sustainability.*



# *Investing in Our Farmers*

## **HQO's Commitment to Sustainability**

1. **Worldwide Organic Transition Program** – Helping growers that are following organic practices become certified organic.
2. **Seed to Source Pilot Projects** – Providing horticultural expertise and market insights to help high performing suppliers diversify their crop production.
3. **Beyond the Field** – Investing in the future of organic farming by developing social and educational programs for the overall well-being of the people living in grower communities.

# *Investing in Our Farmers*

## **Worldwide Organic Transition Program**

- HQO is a leader in assisting farmers with converting from conventional to organic
  - Over 2,500 acres converted since 2010
  - 15 successful transition programs in over 10 countries
- We use our world-wide network of organic experts to facilitate peer learning groups:
  - Organic Best Practices
  - Safe Food Handling Procedures
  - Troubleshoot Agronomic and Logistical Challenges





# *Investing in Our Farmers*

## **Worldwide Organic Transition Program** **Madagascar**

HQO was in search of high-quality organic farmers and met this women-run co-op with over 1,000 hectares through an international trade group.



Toby Eck, VP of Supply Chain, meets with local farmers in a remote village in Madagascar.

# *Investing in Our Farmers*

## **Worldwide Organic Transition Program** **Madagascar**



TOP: Clove sorting  
RIGHT: Local village family

HQO worked with local growers to successfully certify several hundred hectares to organic.





# *Investing in Our Farmers*

## **Worldwide Organic Transition Program** **India**



HQO worked with farmers of India to convert their nutmeg fields from conventional to organic.



# *Investing in Our Farmers*

## **Worldwide Organic Transition Program**

### **India**



HQO is helping growers throughout India become certified organic in ginger, turmeric, nutmeg and cinnamon and develop export business.

# *Investing in Our Farmers*

## **Seed to Source Projects**

- In the last 4 years, HQO initiated over 25 new projects to grow over 100 new products.
- In the last 15 years, we've created increased market access for growers in Myanmar, Madagascar, Egypt and India.
- Most of our new projects are Seed to Source, creating completely new opportunities for talented growers around the globe.





# *Investing in Our Farmers*

## **Seed to Source Projects**

### **Myanmar**



HQO was attracted to Myanmar due to their reputation for high-quality ginger and their emerging economic status.

We're now helping growers in Myanmar develop and certify over 1,000 new hectares as organic.



# *Investing in Our Farmers*

## **Seed to Source Projects**

### **Myanmar**

Crops Include:

- Lavendar
- Ginger
- Mango
- Chili
- Tumeric
- Honey
- Green & Red Bell Pepper
- Brown & White Rice



# *Investing in Our Farmers*

## **Seed to Source Projects** **Myanmar**



HQO has helped these growers gain the organic expertise and market access needed to be successful. We provided the certified seed and certification expertise to get them started.



# *Investing in Our Farmers*

## **Beyond the Field**

*Focusing on quality of life, education and promoting  
successful agricultural practices around the globe*



# *Investing in Our Farmers*

## **Beyond the Field**

### **Rwanda**



Rwanda has gone through significant turmoil over the years. We believe through the education and empowerment of women we will help turn Rwanda (and Africa) around.

One of the greatest ways to empower women in developing countries is by providing them with the knowledge and skills to manage their own farm.



# *Investing in Our Farmers*

## **Beyond the Field**

### **Rwanda**

HQO was approached to become involved with this girls school because of our international presence and expertise in organic agriculture.

Here you can see the test plots we've helped them plant. Not only are they taught how to grow short-cycle crops, they also learn how to develop a sustainable business.





# *Investing in Our Farmers*

## **Beyond the Field**

### **Rwanda**

We built a well and trenches to help retain water so the women don't have to carry water from a reservoir miles away.



# *Investing in Our Farmers*

## **Beyond the Field**

### **Rwanda**



The on-school farm has been such a success that HQO has been asked to help create a curriculum on organic agriculture and business planning to be used throughout Rwanda.



# *Investing in Our Farmers*

## **Beyond the Field**

### **Nicaragua**

Ginger and lemongrass  
grower in Nicaragua



# *Investing in Our Farmers*

## **Beyond the Field**

### **Nicaragua**

HQO and our supplier share costs to help fund on-site schools and in the local village.

The on-site schools allow families to stay together so children can learn while remaining in a familiar community.





## *HQO's Approach*

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# *HQO Approach*

- ✓ Survey your growers to learn what their needs/goals are
- ✓ Work with agriculture organizations in the area to identify areas of need
- ✓ Pool your intellectual resources and find strategic ways to share the information
- ✓ Identify your top performers and start pilot projects with them
- ✓ Focus on projects that have a 360 degree benefit: for your customers, your company, your suppliers and their community.







*Thank-you!*

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