

Biggest *Food* Industry News

What's All the Excitement?

Legendary #1 Vegan Food & Dairy-Alternative SUPERSTAR to Launch New Product Line!



And NOW

Dr. Ted Nordquist
95% of Vegan yogurt market share, with WholeSoy & Company

is ready to make history again as CEO of...

Loving Heart Vegan Food

Bringing proven leadership, success, expertise, and experience to the table - to put the highest-quality, most delicious and nutritious, dreamiest and creamiest organic Vegan foods on the table

The time is right, and the time is now - for what just may be the most lucrative opportunity in the food industry



CONTACT - BOB LINDEN, FOUNDER:

📞 310-804-8864 ✉️ BOB@GOVEGANRADIO.COM



HE CREATED "Silk"

the world's most popular Vegan milk, anchor product in a \$12.5 Billion acquisition by Danone

HE CREATED the organic Vegan Dairy company that held 95% of yogurt market share, with Whole Soy Co. products in every major national grocery chain including Kroger, Safeway, Publix, HEB, and natural foods markets including Whole Foods, while private labeling milk and yogurt for Trader Joe's



TRADER JOE'S

HE CREATED the FIRST Vegan Ice Cream in Europe, Tofu-Line, acquired by Unilever, and still sold today

HE CREATED ORGANIC CASHEW MILK FOR FORAGER PROJECT,

and was consultant for Miyoko's Kitchen



VEGAN FOODS ARE THE FASTEST-GROWING AND MOST EXPLOSIVE SECTOR OF THE FOOD INDUSTRY

and We Have Just the Right Products to Supply the Skyrocketing Demand! With us - the sky isn't the limit - it's a starting place!

THE FUTURE OF MONEY IS VEGAN FOOD... Let's milk it for all it's worth... Vegan Milk is the product leading the Vegan food revolution - and Soy Milk is the leading Vegan Milk... They've tried the rest... now HERE COMES THE ORGANIC BEST! ...leading the way, from the creator of "Silk"...

COME GROW WITH US

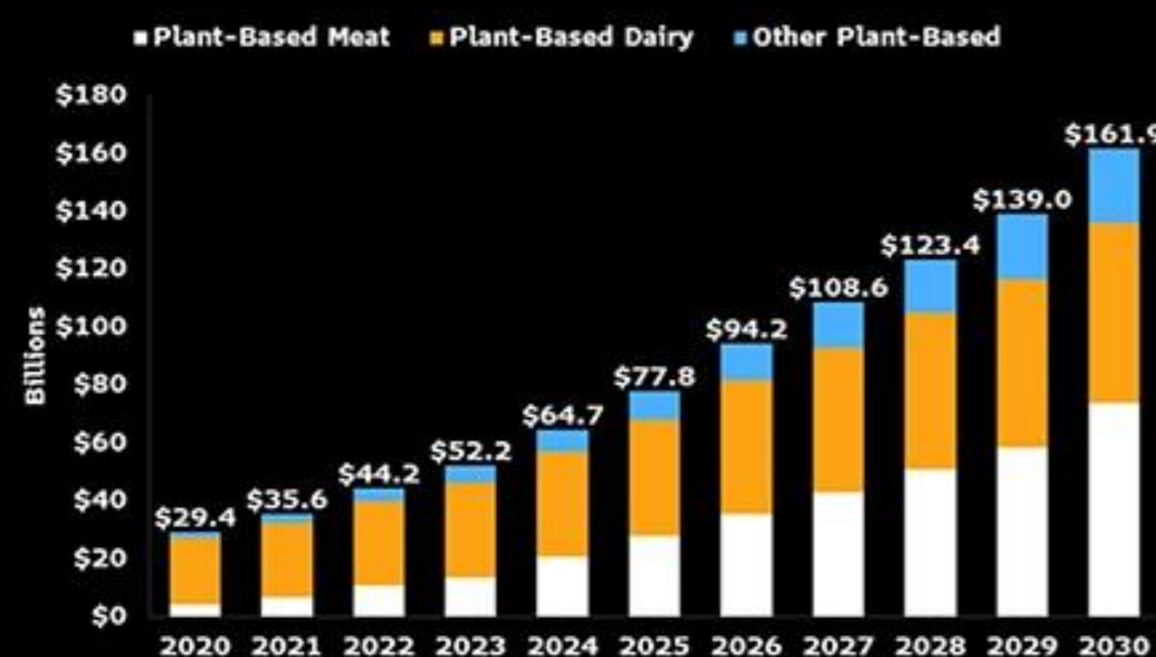
Huge Growth Fueled by Younger Generations, Concern for Animals, the Environment, and Health (Heart Disease, Cancer, Diabetes, Lactose Intolerance)

BLOOMBERG PREDICTS 451% GROWTH IN VEGAN FOOD MARKET IN THE NEXT DECADE TO \$162 BILLION!!!

...up from \$29.4 Billion in 2020

...expected to account for 7.7% of \$1.2 Trillion demand for protein

...Vegan dairy could obtain 10% of total global dairy market



www.bloomberg.com/company/press/plant-based-foods-market-to-hit-162-billion-in-nextdecade-projects-bloomberg-intelligence

Plant-based Foods Market to Hit \$162 Billion in Next Decade, Projects Bloomberg Intelligence

Global restaurant chains, plant-based market leaders and health and sustainability benefits to drive long-term adoption of alternative food options

New York, August 11, 2021 – The plant-based foods market could make up to 7.7% of the global protein market by 2030, with a value of over \$162 billion, up from \$29.4 billion in 2020, according to a new report by Bloomberg Intelligence (BI). The report Plant-Based Foods Poised for Explosive Growth identifies growth expectations for the plant-based foods market through 2030, as global animal and dairy protein demand is poised to reach \$1.2 trillion by then.

According to the new report, industry giants including Beyond Meat, Impossible Foods and Oatly are driving an increase in plant-based food options as they partner with restaurants and major chains. More traditional and established competitors, like Kellogg and Nestlé, are looking to gain an edge by ramping up their distribution of plant-based products, and producing promotional campaigns that showcase their variety of options. As consumers become familiarized with plant-based products and initiatives, BI foresees an evolution in consumer habits over the next decade.

Jennifer Bartashus, senior consumer staples analyst at Bloomberg Intelligence said: “Food-related consumer habits often come and go as fads, but plant-based alternatives are here to stay – and grow. The expanding set of product options in the plant-based industry is contributing to plant alternatives becoming a long-term option for consumers around the world. If sales and penetration for meat and dairy alternatives continue to grow, our scenario analysis suggests that the plant-based food industry has the potential to become ingrained as a viable option in supermarkets and restaurants alike. Meat and dairy alternatives could even obtain 5% and 10% of their respective global market shares in the next decade.”

BI expects that population growth causing a strain on resources will contribute to plant-based food growth. The Asia-Pacific region is particularly vulnerable to limited food supply, with an expected population of 4.6 billion by 2030. As a result, the region is likely to dominate the plant-based protein market reaching \$64.8 billion by 2030, up from \$13.5 billion in 2020. The majority share of that market in Asia-Pacific will be comprised of alternative dairy products, at 57% by 2030. Comparatively, Europe and North America will see roughly \$40 billion in sales, with Africa, the Middle East and Latin America all seeing between \$8-9 billion each.

Meat alternatives will have a substantial share of all plant-based food opportunities through 2030. If the alternative meat market follows a similar growth pattern to that of plant-based milk, BI projects the alternative meat market to excel in size from \$4.2 billion to \$74 billion in the next ten years. Major drivers of plant-based meat growth include increased awareness of health and sustainability benefits, as well as continued declines in product price. Plant-based meat sales could exceed \$74 billion to reach as much as \$118 billion by 2030 in a more aggressive but still realistic scenario.

International restaurant chains, including Taco Bell, Chipotle, Jamba Juice and Starbucks will be significant players in increased sales and consumption of plant-based alternatives. Large chains offering burger, sausage and milk-alternatives will encourage consumer habits to adjust to plant-based food products. BI expects faux-chicken to be particularly primed for growth over the next year.

USDA WANTS VEGAN DAIRY AVAILABLE FOR 6 MILLION WIC PARTICIPANTS!

vegnews.com/2022/12/usda-vegan-dairy-wic-program



From Boston Children's Hospital:

Thirty to 50 million Americans are lactose intolerant. 80 percent of all African-Americans and Native Americans are lactose intolerant. Over 90 percent of Asian-Americans are lactose intolerant...

THE MARKET IS WIDE OPEN - FOR US!

The time is right, and the time is now - for what just may be the most lucrative opportunity in the food industry!

USDA Looks to Increase Access to Vegan Dairy for 6 Million WIC Program Participants

The USDA aims to increase access to plant-based yogurt, cheese, and tofu as alternatives to animal products in its proposed update to the WIC program—which helps millions of mothers and children close nutritional gaps.

Millions of women and children might soon gain access to more vegan milk, yogurt, and other dairy-free products. The United States Department of Agriculture (USDA) recently proposed to add additional dairy-free products to the Special Supplemental Nutrition Program for Women, Infants and Children (WIC), an assistance program that supports the well-being of millions of mothers and children across the country by providing access to food aimed to fill in nutritional gaps.

Under the proposed updates through its Food and Nutrition Service, the USDA wants to give WIC users more options to dairy and eggs, which includes different sizes of the animal-derived versions but also substitutes such as soy yogurt and vegan cheese or lactose-free dairy and tofu instead of eggs.

“USDA is committed to advancing maternal and child health through WIC, helping mothers, babies, and young kids thrive,” US Agriculture Secretary Tom Vilsack said in a statement. “These proposed changes will strengthen WIC—already an incredibly powerful program—by ensuring it provides foods that reflect the latest nutrition science to support healthy eating and bright futures.”

The USDA is also proposing to update WIC with other foods to help support the diverse needs of its participants. In the grains category, the USDA wants to expand whole wheat grains such as quinoa, blue cornmeal, whole wheat bagels, and teff to give participants culturally relevant options. It is also proposing permanently increasing the fruit and vegetable supplement by three to four times, with an emphasis on whole foods and a variety of fruits, vegetables, and legumes. The proposal also gives WIC participants access to canned beans as a protein source in addition to dried.

“For the more than 6 million moms, babies, and young children who participate in WIC—and the millions more eligible to participate—these proposed revisions have the potential to make positive, life-long impacts on health and well-being,” Stacy Dean, USDA Deputy Undersecretary for Food, Nutrition, and Consumer Services.

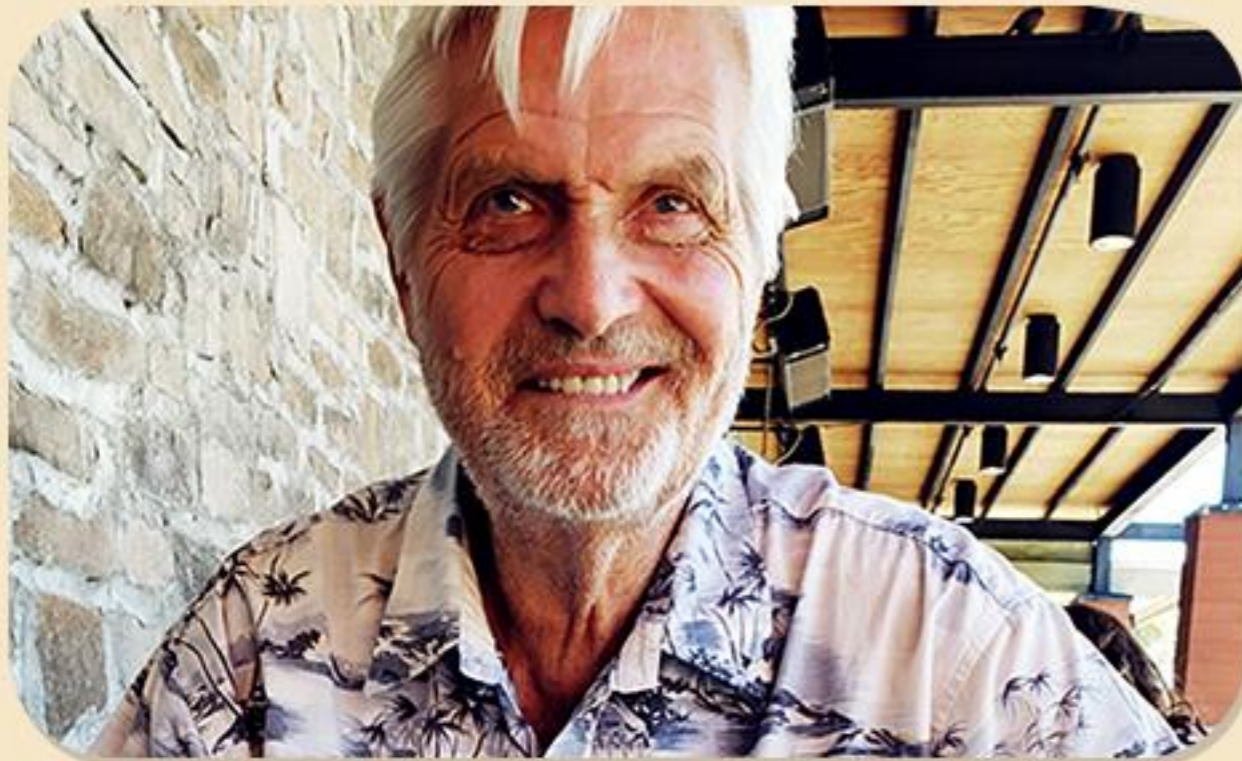
Increased access to vegan dairy is good for all
The USDA’s proposed WIC updates are based on recommendations from the National Academies of Science, Engineering, and Medicine (NASEM) and the Dietary Guidelines for Americans, 2020–2025.

FULL ARTICLE HERE

vegnews.com/2022/12/usda-vegan-dairy-wic-program

INTRODUCING THE TEAM

CHIEF EXECUTIVE OFFICER



Ted A. Nordquist, Ph.D.

Organic Plant Food Consultant
440 Eastin Drive, Sonoma, CA 95476
707-235-3986 □ nordquist@wholesoyco.com

Career

International innovator in organic plant-based (soy and tree nut) foods, beverages, cultured products, aseptic UHT processing, and packaging of plant-based beverages, cultured probiotic yogurts, kefir, frozen desserts, and plant-based cheeses.

Experience

Founder/President TAN Plant-Based Consultant LLC –

Consulting natural food manufacturers regarding the development, ingredient sourcing, active cultures and fermentation techniques for plant-based cheeses, yogurts, probiotic cultured drinks, and frozen desserts. Includes organic and non-GMO ingredient sourcing, supply contracts, state and federal regulation compliance and quality assurance. Aug 1, 2015 – Present.

Director of Soy Product Development – Forager Project,

San Francisco, CA. Developing organic soy based cup yogurts and probiotic cultured drinks in plastic bottles. Feb 4, 2021 – Feb 28, 2022.

Improving sanitation, quality control, ingredient staging, start-up operations, co-packaging and plant design, Miyoko's Kitchen,

Petaluma, CA, Aug-2018 to May-2019.

Developing pili nut and plantain yogurts, EVR Foods, Norwich, NY. Sourcing and testing probiotic cultures, designing bench-top samples, and commercializing Co-packaging production including QC and process design, Jul-2016 to Jul-2018.

Developing organic cashew yogurt and kefir, Forager Project, California. Sourcing and testing probiotic cultures, designing bench-top samples, and commercializing co-packaging production including QC and process design, Nov-2015 to Jul-2016.

Improving consistency and flavor of coconut yogurts, Coconut Grove/Visalia Dairy Company, Visalia, CA, Sep-2016 to Feb-2017.

Consultant for TNUVA-Soy magic in Nazareth, Israel to improve flavor and consistency of a new line of soy yogurts, December 2012.

Consultant for Morinaga Nutritional Foods, Inc. to develop organic ingredients for aseptic tofu-based soups in Tetra Pak cartons for US national distribution, July-December 2000.

Founded Tan Industries Inc. (dba WholeSoy & Co) to develop proprietary soy-base & market organic, non-GMO soymilk, cup yogurts, drinkable yogurts & frozen desserts through nationwide distribution network, 1994 to 2015.

Designed soy yogurt production at numerous dairy yogurt processing plants for high-volume production of soy yogurts.

Designed and managed 1,000 gallon/hour soy-based production plant, Modesto, Ca.

TAN Industries, Inc. San Francisco, Ca - Designed production of White Wave Silk ESL soymilk, working with Soy Foods of America, Duarte, and Gustine Dairy, Ca 1994-1998.

Sold Aros Sojaprodukter AB and Tofu-Line Frozen Dessert to Blekinge Invest AB., 1991.

Founded Aros Sojaprodukter AB in Sweden to produce and distribute soy-based frozen dessert. Sold Tofu-Line

Frozen Dessert to Ingman Foods AB in Finland and Nutana AB in Denmark, 1989-1991.

Collaborated with world-famous Alfa-Laval Research in Lund, Sweden to invent the dry-bean soy-based production method, 1982 to 1984.

Founded Aros Sojaprodukter KB, Sweden's first tofu manufacturing plant with 7 SKUs of pasteurized vacuum packaged tofu 1980-1991.

Volunteer

Manager, Cultivating New Frontiers in Agriculture (CNFA) and United States Agency for International Development (USAID), Farmer to Farmer Program, Improving production of soya milk and tofu for soybean subsistence farmers, Mchinji, Malawi, 2011.

Manager, Agricultural Cooperative Development International and Volunteers in Overseas Cooperative Assistance (ACDI/VOCA). Developing Pro Soya Women's Coop Soymilk plant and training staff in Santa Fe, Bolivia, 2004-2012.

Manager, Agricultural Cooperative Development International and Volunteers in Overseas Cooperative Assistance (ACDI/VOCA). Advising Soya-CH Company in Cheboksary, Russia on soy base, soymilk, soy yogurt and tofu production, 2001.

Education

Ph.D., History of Religions, Dissertation: *Ananda Cooperative Village, a Yoga Community*, Uppsala University, Uppsala, Sweden, 1978.

M.A., Political Science, Focus: *Problems of Developing Countries*, Uppsala University, Uppsala, Sweden, 1971.

B.S., Industrial Technology, California Polytechnic University, San Luis Obispo CA, 1967.

References

William Shurtleff, Soyinfo Center, 1021 Dolores Dr., Lafayette CA 94549. Tel: 925 283-2991.

Miyoko Schinner, Miyoko's Kitchen, 2086 Marina Ave., Petaluma, CA 94954. Tel: 415-521-5310.
miyoko@miyokoskitchen.com

Elizabeth Fisher, CEO, EVR Foods, 830 Azalea Place, Aiken, South Carolina 29801, Tel: 845-216-8020.
elizabeth@lovelava.com

Stephen Williamson, Founder Chairman & CEO, Forager Project, 235 Montgomery Street, Suite 730, San Francisco, CA, Tel: 415-516-3662, stephen@foragerproject.com

Ted Leaman, Co-Founder, Director of Production, Forger Project, 82355 Market Street, Indio, Ca 92201 Tel: 559-740-3511, ted@foragerproject.com

Steve Reed, President, Coconut Grove, 11987 Loch Lomond Rd., Middletown, CA 95461, Tel: 415-497-4422,
steve@coconutgroveyogurt.com

Vicky Carbonell, Quality Assurance Consulting, Tel: 419-305-3673, vcsllick@yahoo.com

Nancy Hamren, Springfield Creamery Inc., Tel: 541-914-9559, nancy@nancysyogurt.com

Rae'd Zoubi, Chief Food Technologist R&D, TNUVA-Soymagic, 18550 Israel, Alon Tavor ind.zone, Afula Elite P.O.B 1138, Tel: 972-4-6069503, raidz@tnuva.co.il

Kirk Wilson, Ed.D., CEO, World Change Network, 266 Washington Court, Sebastopol, CA 95472, Tel: 707-206-6171,
drkirkwilson@yahoo.com

Board Member, California Institute of Integral Studies, Planning and managing educational programs, San Francisco CA, 2000-2014.

Board Member, and two terms as President, North American Soyfoods Association, 2005-2013.

Board Member, International Probiotic Association, 2008-2013.

Chairman, Sicaya Hospital Project, Sicaya, Bolivia. Managing construction of a hospital in the Bolivian Andes, funded by Lion's Club and SIDA (Swedish International Development Authority), 1982-1991. Received the Melvin Jones Fellowship award.

JOSHUA MARSHALL

MANUFACTURING OPERATIONS LEADER



VICE PRESIDENT OF OPERATIONS

CONTACT

2092758846

marshall.joshua@att.net

Reno, Nevada

PROFILE

20-year career and experience in the Processing, Manufacturing and Packaging Industry of Glass Tempering, Plastic Molding, Extrusions, Aseptic, Dairy, Soy, Beverage, Bottling, Canning, Drying and Processing. Always striving to be part of a World Class Company where I can utilize my skills to teach others while continuing to expand/grow my own knowledge and abilities so I can be an ever-evolving asset to the company/team.

SKILLS

- LEADERSHIP
- PROBLEM SOLVING
- P&L
- MULTI-SITE
- LARGE & SMALL OPERATIONS
- UNION & NON-UNION OPERATIONS
- LOGISTICS
- MECHANICAL
- MANUFACTURING
- BOTTLING
- EXTRUSION BLOW FILM
- BLOW MOLDING
- PROCESSING
- ASEPTICS
- DAIRY
- SOY
- PACKAGING
- CONTINUOUS IMPROVEMENT
- LABELING
- PRINTING
- ROBOTICS
- HUMAN RESOURCES
- QUALITY CONTROL
- JDE AND SAP
- WASTE WATER
- EHS
- HR
- ENVIRONMENTAL

EXPERIENCE

HMI Glass (Custom Glass Manufacturing Verdi NV)

Plant Manager

2/23 - Current

Manager Plant Operations of a 110,000 sq. facility, 69 employees, 4 managers, 6 supers, Oversaw the Tempering and Fabrication Manufacturing Departments, QA Department, Shipping Department, Maintenance Department, Scheduling, Safety, HR. Lead multisite workings with 2 additional plants and transportation operations, Lean Manufacturing, P&L Control, Inventory, Logistics. Developed an entire new QA Department, Implemented New Maintenance PM Program, Brought 7 primary machines back to reliable operating state after several years of neglect. Improved Production Throughput by 45%, Decreased Customer Complaints by 54%, Improved On time Delivery by 66% and decreased missed trucks daily log by 98%.

EDUCATION

Ceres High School

1999-2003

On Job Career Education/Experience:

- GMA ON BETTER PROCESSING CONTROL CLASS
- FSPCA CERTIFIED PREVENTIVE CONTROLS QUALIFIED INDIVIDUAL (FISMA)
- SQF PRACTITIONER CERTIFIED
- HACCP CERTIFIED
- FP CLASSES ON MICROSOFT EXCEL & ADVANCED MICROSOFT
- FP CLASSES ON HOW TO COMMUNICATE WITH

- FP CLASSES ON HOW TO MANAGE EMPTIONS UNDER PRESSURE
- CMRP (CERTIFIED MAINTENANCE & RELIABILITY PROFESSIONAL) - CERT PENDING
- CMRT (CERTIFIED MAINTENANCE & RELIABILITY TECHNICIAN) - CERT PENDING
- 20 YEARS OF IN THE FIELD EXPERIENCE IN - DAIRY, SOY, ASEPTIC, BOTTLING, BLOW MOLDING, BLOW FILMS, EXTRUSIONS, RETORTS, BEVERAGE, PLASTICS, PACKAGING, MACHINE REPAIR AND MAINTENANCE, PLANT STARTUPS, PLANT SHUTDOWNS, LARGE/SMALL PROJECTS, NEW BUILDINGS
- EXTENSIVE EXPERIENCE IN THE MANUFACTURING OF FLUID MILK, BUTTER, POWDER, COTTAGE CHEESE, SOUR CREAMS, JUICES, ICE CREAM, YOGURTS, SOY, CREAMS/MIXES, PLASTICS, PACKAGING, BOTTLING

Purchasing, inventory controls, Lean Manufacturing, HR, Silo bulk storage, USDA, FDA, SQF and HACCP certified location.

Hughson Ca - Manager of Plant Operation of a 88,000 sq. facility, 52 employees, 2 managers, Large milk drying operation making different grades of powders, also made Butter, Production Operations, Inbound milk schedules, outbound cream and powder schedules, Production schedules, Operations, Shipping/Receiving, Maintenance Dept, Quality Dept, Full P&L, Labor Management, EHS Program, Facility Management, Production Schedule, 6s implementations, Audit Facilitations, Purchasing, inventory controls, Lean Manufacturing, HR, Rail Spur, Silo bulk storage, USDA, FDA, SQF and HACCP certified location

7/2017-12/2018 - DFA Garden City Kansas - Brand New Green Field Plant Build and Startup. Tow week trips alternating every two weeks to support and lead the operations start up. Training staff, working on equipment, facilitating auditors/inspections, policy and procedure implementations, management/leadership training.

REFERENCES:

William Warren Jr.
Owner/Processing Engineer - Whey Technologies
209-981-9835

Jeff Ramos
Site Superintendent
209-678-5034

Tim Durham

BELL-CARTER PACKAGING (Food Packing & Warehousing Facility in Modesto Ca)

Plant Manager

8/2015-9/2016 (left for advancement opportunity at DFA)

Manager of plant operations of a 278,000 sq. facility, 350 employees, 45 loading docks, 16 production lines, control over plant operating budget, labor management, efficiency tracking, manage new project development, cost saving implementations, customer direct relations, new account developments and executions, production scheduling, procedure implementations, staff mentoring, staff training, performance evaluations, Plant Maintenance and repairs, SQF audit compliance, 3rd party audit readiness, payroll, Plant reports/tracking, HACCP, quality control, GMP control, SOP implementations, lean sigma, sanitation, safety, Vendor/supplier auditing, machine improvements and timed preventable maintenance programs, Executive level reporting.

Plant Manager

209-216-6659

Wes Clark
Director of Operations
208-866-5356

Charlie Winans
Co. Owner - Exact Controls
775-224-5322

WHOLE SOY & CO. (Soy Yogurt Processing and Filling Facility in Modesto Ca)

Plant Manager

12/2013 - 8/2015 (left due to Company being sold and plant closing)

Startup plant Started out as a production manager. I was promoted to Plant Manager in 3 months in March -2014. Whole Soy Co was a startup plant. I managed the installations, implementations, hiring, scheduling, planning and maintenance of the plant. I was responsible for managing the plant maintenance dept., production department, Quality control Dept., Warehouse and shipping/receiving dept. I managed/supervised a plant of 36 employees on site, 6 off site and 2 out of state employees. Controlled all vendor and customer relations, maintained and controlled the plants budget, scheduling of all plant labor, scheduling of all plant production, scheduling of all plant maintenance and PM program, performed all plant employee hiring and terminations, all employee quarterly evaluations, employee disciplinary actions, Implementation of production operating procedures, plant sanitation implementation, Facilitating all plant 3rd party audits and state inspections, operated the plants yogurt production equipment (Oystar and Osgood filling machines, Delkor packaging equipment, Domino Inkjet and Print apply machines). Maintained and repaired all plant equipment and utilities, Managed plants safety compliance and employee trainings, Member of the plants HACCP team, Lead the plant towards qualifying for SQF certification. Ensuring product quality, GMP implementation and enforcement, customer complaint investigations, lean manufacturing practices, team building, employee improvement tracking programs. Project management, Machine installations and improvements, new product development, product testing and parameter determinations.

CRYSTAL CREAMERY (Dairy Fluid Milk Plant and Packaging Plant in Modesto Ca)

Fluid Plant Manager

3/2010 - 12/2013 (left for advancement opportunity at Whole Soy & Co.)

Managed 120+ employees including 5 internal departments. Planning and executing of daily plant production for Fluid, Culture and Ice Cream Plants, track and report efficiency of production lines, schedule line down time for preventable maintenance and sanitation of equipment, SQF implementation of all departments, ensuring product Quality, HACCP team member, Implementation of SOP's, Perform Safety training and audits, perform plant audits without side customers and inspectors, ensure HTST past. units are operating within state guidelines, customer complaint follow ups and investigations, manage employee pay roll system, develop employee staffing schedules and vacations, organizing new product roll out as well as new equipment installations, maintaining department budgeting, operate Federal and Evergreen filling machines, operate blow mold machines (Uniroy, Rochelous), operate Gram sleeve, Domino coding systems, perform quality control testing and sample pulling, tanker loading and unloading and CIP's, GMP enforcement, forklift certified, confined space entry trained.

CALIFORNIA NATURAL PRODUCTS (Aseptic Beverage Filling & Packing Facility in Lathrop Ca)

Production Supervisor

8/2003 - 3/2010 (left for advancement opportunity with Crystal Creamery)

Supervise 50+ employees, maintain department budgeting, manage employee pay roll system, led new product developments, led new system design development for the soup department, Operate and run the soup department, operated the Tetra Pack filling machines, operated the Tetra pack downstream lines and robotic palletizing system, operated the VTIS pasteurizing systems, HACCP team member, SQF implementation, SOP & OPL development, production team leader for the filling and VTIS departments, Safety audits and trainings, preparation and participation of customer audits and state inspections, developed

staffing of all employees in my departments, performed quality control testing and sample pulling, Was California state licensed for Tetra filling and VTIS operating, product batching and transferring, product testing using CEM, Brix and Viscosity, operation of the Honzia pudding machine. Operation of ink and label coding machines. Project management, labor control.

CHIEF FINANCIAL OFFICER



KEVIN M. DOLAN

(609) 456-2228

29 Doral Drive, Westampton,
New Jersey 08060

RedGymGuy@msn.com

-Continued-

KEVIN M. DOLAN PAGE 2

RedGymGuy@msn.com

(609) 456-2228

DIRECTOR OF FINANCE

Over twenty years of success in developing, implementing, and managing accounting initiatives for diverse business needs

Solutions-focused, diligent self-starter with a comprehensive background in accounting and finance management, specializing in diverse industries such as hospitality, publishing, and public employment. Calm demeanor in the face of difficulties; ability to manage projects while working under pressure in fast-paced environments. Highly versatile; adept at quickly mastering new roles and responsibilities. Reputation for integrity, perseverance, and work ethic.

Core Competencies and Areas of Expertise

- Cross-Functional Team Leadership
- Accounting Operations Management
- Reconciliations & Monthly Financials
- Proactive Problem Solving
- Regulatory Compliance
- Policy/Procedure Development
- Process Improvement
- Relationship Building
- Sharp Financial Acumen

ACHIEVEMENT HIGHLIGHTS

- Successfully negotiated large savings on conversion to new PEO (\$80,000 per year).
- Cost-effectively reconciled the Sales Tax Payable work paper within \$1,000 on monthly sales tax of over \$100,000.
- Designed and implemented an innovative sales tax payment policy that saved over \$1,000,000 annually on interstate commerce purchases.
- Created and integrated inventory controls that led to reimbursement of \$200,000 of ice cream products.
- Played a key role as a member of the RIAS project that converted the accounts payable module to Oracle.
- Awarded 11 certificates of achievement for high case closings and highest level of collections, and received the 1999 Taxation Compliance Achievement Award.
- Negotiated \$9.25M in cancellation insurance settlement during pandemic.

PROFESSIONAL EXPERIENCE

Controller—The National League of Cities, Washington, DC (April 2022-Present)

- 1 Report to Interim Chief Financial Officer and collaborate as needed with members of the Senior Executive Team, the Director of Talent Management (HR), and budget managers across NLC.
- Provide day-to-day leadership and oversight to finance functions, including the following:
 - Accounts receivable and accounts payable
 - Payroll (in partnership with Talent Management team)
 - Monthly closing, including reconciliation among entities and review of operating budget and balance sheet
 - Grants management and coordination, including budget preparation, reporting and compliance
 - Cash and investment management (with third party investment advisor)
 - Financial governance matters
- Implemented management response to FY21 Audit
- Prepared FY23 Budget for Board of Directors approval
- Prepared Federal and local tax folders for outsourced firm
- Prepare for first federal Single Audit and implement related policies and procedures, including procurement, timekeeping and indirect cost rate
- Prepare for FY22 Audit

Director of Finance—ISPOR (International Society for Pharmacoeconomics and Outcomes Research), Lawrenceville, NJ (2016- April 2022)

Develops, manages, and monitors fiscal finance policies, procedures and internal controls. Develops and manages the financial accounting system for cash flow management and accounts payable. Ensures compliance with all statutory requirements relating to financial operations. Analyzes and monitors assets and investments. Manages financial services partners. Develops and maintains financial statements and reports in accordance with best practices and GAAP. Manages the annual audit with independent CPAs, and assists with preparation to the 990. Oversees the bookkeeping function, including maintenance of the general ledger, account payable, accounts receivable. Monitors and reports on the financial performance and short and long-term cash flow of the Association. Manages financial schedules and inventories such as depreciation, investment, and capital assets. Prepares the Annual budget in collaboration with senior staff. Works with staff to ensure conformance with the budget. Oversees the payroll function. Advises on appropriate technology to meet the organization's financial data processing, control and reporting implementation of technology used. Oversees the management of all leases, contracts and other financial commitment, reviewing all such contracts. Conducts internal audits of key processes.

Controller – SEPTEMBER 11TH WIDOWS' AND VICTIMS FAMILIES' ASSOCIATION, New York, NY (2011-2016)

Oversaw and maintained responsibility for the accounting department in support of the organization's goals and mission. Developed, implemented, and maintained appropriate internal controls and corresponding systems, policy and procedures for all accounting functions. Oversaw and suggested improvements of accounting systems and software. Participated in the annual budgeting process strategic planning process and various special projects. Managed and supervised the month-end accounting closing process and prepares the monthly financial reporting package. Analyzed account activity and reviews financial and grant reports. Managed the annual audit process by preparing schedules in support of external auditor requests and works with auditors to resolve any issues and provides supporting documentation. Managed annual inventory audit. Prepared all tax returns including 990, CHARS00 and New York Sales Tax Returns. Establishes, or recommends to management, major corporate economic strategies, objectives, and policies for company. Prepared reports which summarize and organization business activity and financial position in areas of income, expenses, and earnings based on past, present, and expected operations. Directed preparation of budgets, reviewed budget proposals, and prepared necessary supporting documentation and justification. Established relations with banks and other financial institutions. Supervised and mentored bookkeeper.

Controller - LEARNINGEXPRESS, LLC, New York, NY (2008-2011)

Maintained full accountability for handling all aspects of day-to-day financial activities in support of organizational goals. Applied strategic planning, prioritization, and project management skills toward consistently achieving critical deadlines while maintaining high quality standards. Demonstrated sharp financial acumen in executing monthly financial reporting including balance sheets, income statements, monthly closings and revenue recognition, and statement of cash flows in accordance with GAAP. Contributed strong communication skills in compiling work papers and financials for year-end financial audit, and researching, preparing, and presenting monthly analysis of income and expenses for monthly budget. Effectively analyzed internal processes to define inefficiencies and provide expert recommendations to boost productivity and streamline workflow. Proficiently compiled and produced detailed reports instrumental to supporting employer in defining future business plans and strategies.

- Enhanced performance by creating innovative financial processes that financially benefit the company.
- Trained, mentored, and supervised staff, with strong focus on boosting productivity and performance.
- Ensured accurate and timely processing of invoices and expense reports, managed inventory, performed adjustment analysis, and diligently ensured compliance with GAAP.

Controller - LEARNINGEXPRESS, LLC, New York, NY (2008-2011)

Maintained full accountability for handling all aspects of day-to-day financial activities in support of organizational goals. Applied strategic planning, prioritization, and project management skills toward consistently achieving critical deadlines while maintaining high quality standards. Demonstrated sharp financial acumen in executing monthly financial reporting including balance sheets, income statements, monthly closings and revenue recognition, and statement of cash flows in accordance with GAAP. Contributed strong communication skills in compiling work papers and financials for year-end financial audit, and researching, preparing, and presenting monthly analysis of income and expenses for monthly budget. Effectively analyzed internal processes to define inefficiencies and provide expert recommendations to boost productivity and streamline workflow. Proficiently compiled and produced detailed reports instrumental to supporting employer in defining future business plans and strategies.

- Enhanced performance by creating innovative financial processes that financially benefit the company.
- Trained, mentored, and supervised staff, with strong focus on boosting productivity and performance.
- Ensured accurate and timely processing of invoices and expense reports, managed inventory, performed adjustment analysis, and diligently ensured compliance with GAAP.
- Provided counseling to the Board and delivered presentations to promote effective financial performance.
- Proficiently executed all facets of HR functions and maintained timely and accurate cash flow analysis and projections.

Chief Financial Officer - HOTEL ACQUISITION CORP. - Randolph, NJ (2007-2008)

Coordinated key financial projects to ensure on-time, requirements-compliant completion. Actively collaborated with President/Owner in strategic planning for all businesses and business ventures. Managed internal accounting systems and procedures, as well as cash management strategies. Oversaw A/R, A/P and Human Resources, including creating Journal entries,

Reconciling intercompany and tax accounts, and negotiating competitive rates with vendors.

- Led, mentored, and motivated a cross-functional team of 42 direct and indirect staff members, further illustrating exceptional leadership qualities.
- Teamed with the outside CPA firm on estimated
- Payments and tax planning, and with legal counsel on closings and legal settlements with outside legal counsel.

(609) 456-2228

KEVIN M. DOLAN

RedGymGuy@msn.com

PAGE 3

Senior Tax Accountant - TALK AMERICA, INC., New Hope, PA (2006-2007)

Directed daily tax-related activities for personal property tax returns. Successfully created monthly accruals for personal property taxes, verified monthly taxes from tax database, and approved final tax liability analysis report.

- Researched and evaluated tax assessments and compiled documents for appeals of personal property taxes.
- Drafted and submitted business license registrations and renewals, assessed sales and use tax issues and rate changes, and evaluated proper billing taxation with cycle-by-cycle reconciliations.

Controller - TRISTATE DISTRIBUTION, INC., Paterson, NJ (2005-2006)

Successfully built and steered teams to maximize performance in a fast-paced, time-sensitive environment requiring superior strategic planning, organization, and leadership skills. Ensured accuracy of general ledger by using the DSD Manager system in addition to Quickbooks Premier. Prepared quarterly financials for review by Dreyers Corporation. Evaluated driver's end-of-days sheets for proper posting, assessed all open account balances, arranged payments, and submitted all promotional reports, further demonstrating strong multitasking skills and sharp attention to detail.

- Effectively tracked performance by comprehensively reviewing and reconciling P&L statements and using data to define future business strategies.
- Maximized HR performance by conducting evaluations, clearly defining skill gaps, providing expert recommendations on professional development solutions, and identifying and hiring talent.

Senior Accountant - SCHULMAN WOLFSON PUCCI & ABRUZZO, Union, NJ (2003-2005)

Effectively prepared all year-end tax filings including 1040, 1065, 1120 and 990 tax returns, including Federal and State of New Jersey payroll and financial statements for personal and business clients.

- Researched, analyzed, and negotiated resolutions involving tax compliance issues with IRS and State agencies.

Senior Tax Accountant - RUTGERS UNIVERSITY, Piscataway, NJ (2001-2003)

Contributed tax expertise in preparing monthly payment reports, tracking payments and IRS forms to non-resident aliens, and determining withholding tax for individuals. Diligently supported multiple University departments with completion of application for Federal tax identification numbers to prevent tax withholdings.

- Generated reports on all sales tax accounts, reconciled State taxes due, and prepared monthly and quarterly reports/returns for all New Jersey sales taxes.
- Played a key role as a liaison between the Controllers Office, other University departments, merchants, and the State of New Jersey on all Sales and Use Tax matters.
- Successfully ensured the University's tax regulation compliance with all other states by researching filing requirements for each state and submit necessary documentation to maintain the University's tax exemption.

Career Note: Additional experience as Tax Preparer for GILMAN & CIOCIA, INC. and Investigator for the NEW JERSEY DIVISION OF TAXATION.

EDUCATION

B.S. in Finance, Minors in Philosophy and Economics
Rutgers College, Rutgers University, School of Business, New Brunswick, NJ





FOUNDER, MARKETING AND PROMOTION

Bob Linden

Accomplishments and Experience in Broadcast Management, Media, Marketing, Promotion, Advertising, Special Events, and Writing

Bob, Vegan since 1984, created the first-ever Vegan festivals in Southern California. Starting in the 1990's with San Diego FallFest, followed by World Fest-LA in 2000, and then PlanetFest Orange County, and the globally-televised CommunityFest Woodland Hills. He also organized the World Vegan Summit and Expo in Los Angeles and Berkeley. Among his credits is the variety production "Soul Food-For-Thought" hosted by John Salley and Traci Bingham at the Herbst Theater in San Francisco. More recently, Bob produced LA Reggae Vegan Fest and San Diego Reggae Vegan Fest.

In 2001, Bob launched the first mainstream media Vegan talk show, "Go Vegan with Bob Linden" on KRLA in Los Angeles, subsequently heard on the Air America Radio Network, Cable Radio Network, Genesis Communications Network, and CBS and Clear Channel stations across the country.

In his music radio career as Program Director, Bob built highly-successful radio outlets for numerous major broadcast corporations including Gannett, Tribune, Jefferson Pilot, United, and Meredith, making musical magic, high-ratings, and high-revenues at Jazzy-100 WJZE Washington DC, KIFM San Diego, Love-94 WWWL Miami, The Sound - KNUA Seattle, KKLZ Las Vegas, Star-106 KESI San Antonio, 94-Q WQXI Atlanta, KXFM Santa Maria, CD-101 WPIX / WQCD New York, and Z-92 KEZO Omaha.

While with Meredith Broadcasting, Bob won Addie Awards for best overall advertising campaign, best TV commercial, and best written 60-second commercial for Z-92. While with United Broadcasting and Jazzy-100, he was awarded "Program Director of the Week" by Billboard Magazine. For his work in Vegan advocacy, Bob is the recipient of the "Shining World Hero Award" from the Supreme Master Ching Hai International Association.

Bob is a graduate of Queens College of the City University of New York, Bachelor of Science in Communications Arts and Sciences, and Stuyvesant High School, NYC, Regents Scholarship Award.





DIRECTOR OF VEGANIC DEVELOPMENT

Sydney Grange

41901 Comptche Ukiah Rd., Mendocino CA 95460
 sydney.grange@gmail.com | 650-346-5320

Work and Volunteer Experience

Farm Manager October 2022- Present
Earthlings Veganic Farm Fort Bragg, California
 • Founding member of Earthlings Veganic Farm-- a collectively led veganic farm that focuses on growing flowers, seeds, herbs and specialty vegetables.
 • Responsible for all aspects of production from planning, to planting to marketing.

Agriculture Advisor March 2023-Present
West Business Development Center Fort Bragg, California
 • Provide consulting services to clients seeking assistance with all aspects of their farm businesses-- from permitting, to funding, to marketing.

Founder & CEO October 2021- Present
Syd's Tempel Co. Mendocino, California
 • Conduct research and development with locally available farm products.
 • Handcraft tempel and sell locally-- both retail and wholesale.

Education Garden Manager March 2022-Present
Stanford Inn by the Sea Mendocino, California
 • Developed a biointensive garden demonstrating growing a complete diet to meet one person's annual food needs, as well as the compost needs for that plot.
 • Responsible for teaching gardening classes to guests who stay at the Inn.
 • Develop and teach garden curriculum for summer interns, and coordinate their involvement in the garden.
 • Grow vegetables and herbs for use by the restaurant and staff at the Inn.
 • Conduct experiments with seed saving, crop varieties, and no/low-till methods.

Board Member, Board President April 2019- Present
Garden Friendly Community Fort Bragg Fort Bragg, CA
 • Founding member of GFC Fort Bragg.
 • Hosted community events and coordinated community members in the development of the GFC Fort Bragg resolution and action plan.
 • Presented the GFC Fort Bragg resolution and action plan to City Council, receiving unanimous support.
 • Worked with the community committee, the City of Fort Bragg and the CV Starr Center in developing a proposal for a community garden on-site of the CV Starr Center.
 • Planned and coordinated the development of the community garden at the CV Starr Center-- now called South Lincoln Street Community Garden.
 • Offer support and educational opportunities for gardeners and community members.
 • Coordinate and manage the GFC Network-- a database of gardeners and community members.
 • Coordinate and oversee volunteer work days.
 • Develop outreach materials and disseminate throughout the community.
 • Develop and update garden management guidelines and review and process plot applications.
 • Wrote and secured Community Foundation grant for \$5,500 for the remaining infrastructure needs for South Lincoln Street.
 • Write newsletters and other regular updates about projects for the general public.
 • Coordinate with Bee Bold and Conservation Works in the establishment of a pollinator habitat plan for South Lincoln Street.
 • Facilitate Board meetings.

Farm Manager February 2022-December 2022
Meadow Farm Market Garden Fort Bragg, California
 • Developed a proposal and received Board approval for a market farm on the property of Meadow Farm Community Land Trust.
 • Solely responsible for all aspects of production from planning, to planting to marketing.
 • Growing herbs, edible flowers, cut flowers, specialty vegetables, and seeds using biointensive practices.
 • Developed and instructed a 3-part workshop series focused on growing quinoa from seed. This course series took class participants through all of the cycles of growing quinoa on a garden-scale-- from starting seeds, to transplanting, to harvesting and processing.

Assistant Garden Manager, Farmer/Teacher/Trainer March 2019-March 2022
Victory Gardens for Peace Mendocino, California
 • Oversee a 7,000 square foot education and research garden focused on Grow Biointensive farming, with up to 5 interns and 2 staff.
 • Assemble and oversee the execution of the garden's 52-week crop plan.
 • Coordinate day-to-day tasks on the mini-farm and ensure a harmonious work environment.
 • Train new staff and interns and provide support in the implementation of day-to-day tasks on the mini-farm.
 • Maintain and build infrastructure, start plants, build compost, prepare soil, transplant, harvest, water, weed, clean and save seeds.
 • Develop and implement a personal garden plan that meets all annual food and compost needs in 1,000 square feet.
 • Conduct research projects on crop varieties, compost and yields, and maintain quality data to inform growing practices into the future.
 • Teach classes and workshops focused on: soil preparation, close plant spacing, companion planting, composting, calorie farming, carbon farming, and seed saving.
 • Development of a Garden Friendly Community toolkit-- a guide to help communities start gardens and to become overall more garden-friendly.

Farm Crew Member September 2018-January 2019
Massaro Community Farm Woodbridge, Connecticut
 • Responsible for all aspects of operation on an organic, 12-acre vegetable farm, including: bed preparation, harvesting, weeding, planting, watering, composting, and general maintenance of farm land.
 • Prepare CSA boxes weekly for 200 members, and prepare produce for sale at farmers markets.
 • Work in teams to successfully grow 40,000 pounds of produce annually, 10% of which is donated.

Recruitment and Volunteer Manager November 2017-August 2018
Sprouts Cooking Club Oakland, California
 • Recruited and coordinated 100+ volunteers to assist with nutrition and cooking classes.
 • Successfully recruited, selected, and oriented 20+ new team members.
 • Developed relationships with local organizations and schools to expand cooking and nutrition classes.
 • Managed 10 Summer Interns, leading their 2-day orientation which included garden work, overseeing independent projects, facilitating check-ins, fostering a positive team dynamic, and coordinating schedules.

Animal Caregiver January 2018-August 2018
Wildmind Science Learning Half Moon Bay, CA
 • Ensured the health and wellbeing of 50+ wild animals through feedings, cleanings, administering medications, providing enrichment, and facilitating regular health checks.
 • Cared for a diversity of animals, including: porcupines, an anteater, snakes, skinks, raptors, foxes, opossums, tarantulas, alpacas and horses.
 • Led on-site educational programs for students with developmental disabilities.

Botany and Fire Ecology Research Crew May 2017-November 2017
Bandelier National Monument Los Alamos, New Mexico
 • Scouted and installed vegetation and fuel plots.
 • Collected vegetation and fuel composition data through; recording and mapping trees, recording fuel loads, and identifying plants using a dichotomous key.
 • Analyzed data using excel to monitor and guide forest management strategies.
 • Developed an educational research poster illustrating forest succession following the Las Conchas Wildfire.
 • Certified as a firefighter type 2 and worked with wildland firefighters on local calls, including: containing a wildfire, and on an 1,000 acre prescribed burn.

Horticulture Program Teacher's Assistant August 2016-May 2017
Suwanooa Women's Correctional Facility Suwanooa, North Carolina
 • Helped draft a proposal that led to the establishment of a garden at the prison. This garden provides the incarcerated women with fresh produce and the opportunity to grow some of their own food sustainably.
 • Worked with the incarcerated women in tending to garden plots throughout the facility and in the establishment of the new garden. Involved with bed preparation, weeding, planting, watering and harvesting.
 • Built community in the classroom among the incarcerated women and students from outside the prison.
 • Further developed the horticulture curriculum to incorporate lessons on social justice.

Community Gardener- Student Liaison September 2016-May 2017
Elder and Sage Community Garden Asheville, North Carolina
 • Collaborated with Asheville residents aspiring to transform a vacant public space into a community garden.
 • Assisted community members in tending to their garden plots through preparing soil for raised beds and helping with plantings, watering, and weeding. Coordinated the involvement of students in this process.
 • Conducted research, interviews, and proposed a policy mechanism to secure the space for long-term use as part of an Environmental Policy thesis.

Landscaper & Arborist August 2014-May 2017
Warren Wilson College Asheville, North Carolina
 • Managed the natural environment of the college's 65-acre campus using organic practices.
 • Promoted native species and campus aesthetics by planting a variety of flower, shrub, and tree species.
 • Worked in teams to accomplish tasks such as: mowing, weeding, pruning, leaf and snow removal, controlled burns, tree care and removal, and tool maintenance.

Environmental and Social Justice Crew: Student Organizer January 2014-May 2017
Warren Wilson College Asheville, North Carolina
 • Initiated, led and hosted: trainings, documentary screenings, guest speakers and workshops.
 • Secured over \$2,500 to help remove economic barriers to participation in educational events.
 • Coordinated with off-campus organizations to develop volunteer opportunities for students.
 • Planned logistics for 75+ students to attend environmental and social justice events across the East Coast.
 • Led a weeklong service trip to Appalachia, VA for 8 students, to assist community efforts in addressing the

impacts of mountaintop removal coal mining.
 • Designed and facilitated 6 week-long workshop series focused on student activism and community health.
 • Coordinated the involvement of students in a 7-day educational march opposing the Atlantic Coast Pipeline.

Student/Alumna Representative: ESG Advisory Committee August 2016-August 2018
Warren Wilson College Asheville, North Carolina
 • Provided the Board of Trustees with recommendations on aligning the college's investments with its commitment to ESG principles and to divestment from corporations with large carbon reserves.
 • Participated in discussions regarding ESG principles and investments, and assisted the investment committee in a series of phone interviews with companies and investment firms.

Movement Building Intern June 2016- August 2016
Post Landfill Action Network (PLAN) Dover, New Hampshire
 • Chronicled the history of the zero-waste movement and created an educational timeline for public outreach.
 • Researched and compiled a database of corporations and communities focused on zero waste initiatives.
 • Connected with frontline communities and corporations through in-person interviews and phone calls.
 • Compiled case studies depicting the stories of frontline communities for use in outreach and education.
 • Led the development of a new PLAN webpage displaying the multifaceted implications of the waste crisis.

Animal Care Intern June 2015-August 2015
Animal Place Grass Valley, CA
 • Responsible for feeding animals, maintaining sanctuary grounds and assisting with animal health checks.
 • Assisted with a rescue of 1,500 hens from a factory farm. Performed health checks on the birds and helped them to reestablish natural behaviors prior to adoption.
 • Cared for a variety of species, including: chickens, turkeys, rabbits, donkeys, goats, sheep, pigs and cows.

Divestment Campaign Student Organizer August 2014-October 2015
Warren Wilson College Asheville, NC
 • Founding member and student organizer of the college's successful Fossil Fuel Divestment Campaign.
 • The college announced a commitment to divesting on October 12th, 2015.
 • Conducted investment research, campus-wide outreach, event planning, petition gathering and engaged in dialogue with the administration.

Field Manager May 2014-August 2014
Environment California San Francisco, California
 • Assisted a statewide campaign to ban hydraulic fracturing in California through securing over \$5,400, signing up over 60 new members, acquiring 610 petition signatures and engaging in 872 educational conversations.
 • Led canvassing groups of up to 5 people and trained new team members.
 • Served as an educational resource for the public through initiating dialogue about the impacts of fracking.
 • Set daily fundraising goals, facilitated check-ins, recorded daily outreach statistics, and provided encouragement to team members in order to foster positive group dynamics.

Education August 2013-May 2017
Warren Wilson College - Asheville, North Carolina
 • B.A. in Environmental Studies: Conservation Biology & Environmental Policy; Minor in Global Studies
 • Graduated with Honors- Cumulative GPA- 3.7/4.0

• Honors and Awards: Community Engagement 2017; River Defense Association 2016 & 2017; Collegiate Athletic All-Academic 2017; Sutton Honor Scholarship 2013; Dean's List- 5 Semesters 2013-2017

School for International Training (SIT) - Panama City, Panama January 2016-May 2016
 • Study abroad program focused on tropical ecology, marine ecosystems and biodiversity conservation.
 • Designed and implemented an independent research project in coordination with an environmental nonprofit in Guna Yala, Panama. Through this study, baseline data on sea cucumber populations was collected and analyzed.

Certifications and Trainings
 • Firefighter Type 2, National Park Service 2017
 • CPR and First Aid, American Red Cross 2017
 • Technical Tree Climbing, Warren Wilson College 2014-2017
 • Wildlife Rehabilitation, Western North Carolina Nature Center 2015
 • Advanced Chain Sawing, USFS 2014
 • Scuba Rescue Diver, NAUI 2012

BY THE NUMBERS - Josh Marshall's CALCULATIONS

High Level Manufacturing Plant Budget Assumptions		Staffing/Labor Expectations	
<p>The following High Level Budget Assumptions are for Capitol Investment Discussions only. These are not hard figures and they are generalized not yet knowing what facility would be purchased and its current state.</p>			
Plant Manager Salary	\$150,000	0 -1	(1 per site)
Production Manager Salary	\$90,000	0 -1	(1 per dept)
Maintenance Manager Salary	\$90,000	0 -1	(1 per dept)
Quality Manager Salary	\$90,000	0 -1	(1 per dept)
Warehouse/Shipping Manager Salary	\$85,000	0 -1	(1 per dept)
Production Supervisor Salary	\$75,000	-2	(1 per shift)
Pasteurizer Hourly Wage	\$28.00 - \$32.00	-4	(2 per shift)
Filler Operator Hourly Wage	\$28.00 - \$32.00	-4	(2 per shift)
Down Stream Operator Hourly Wage	\$24.00 - \$29.00	-4	(2 per shift)
Packer Hourly Wage	\$20.00 - \$24.00	-4	(2 per shift)
Forklift Operator Hourly Wage	\$22.00 - \$26.00	-2	(1 per shift)
Quality Tech Hourly Wage	\$24.00 - \$28.00	-2	(1 per shift)
Maint Tech Hourly Wage	\$32.00 - \$38.00	-4	(2 per shift)
Sanitation Hourly Wage	\$20.00 - \$24.00	-2	(1 per shift)
<p>Interior Renovations/Improvements</p>			
Floors & Floor Drains	\$750,000.00	Epoxy flooring and stainless drains	Above data based off the following:

Silo's, Pads, Electrical, pumps, valves & Plumbing (\$250,000ea)	\$1,000,000.00	Assuming g (4) to start (2) storage, (2) production	Ride Share Program (uber/lift - company paid for) (within so many miles of plant)
Pasteurizer (equip, elec, plumb)	\$850,000.00	Yogurt Pasteurization System	Vacation - 4 weeks per year
Soy Base line (past, elec, plumb, okara discharge)	\$1,250,000.00	Making Base in house	Sick time - 7 days per year
Transfer/Ferm tanks (tanks, elec, pumps, plumb, valves)(\$85,000ea)	\$340,000.00	Assuming (4) to start	Paid Holiday shut downs
Fillers (equip, elec, plumb, valves) (\$500,000ea)	\$1,000,000.00	Assuming (2) to start	
CIP System Skid (\$250,000ea)	\$500,000.00	Need 1 for Past side, 1 for fill/tank side	Additional Programs:
Downstream packing lines (equip, elec, conveyors) (\$250,000ea)	\$500,000.00	Assuming (2) to start	1 day per month is Employee Appreciation Day - Company provides lunch and raffles off gifts
Forklifts (\$50,000 ea.)	\$200,000.00	assuming (4) to start	Safety celebration programs - Company provides lunch and hands out \$100 gift cards each Quarter No injuries in the plant
Category Sum	\$5,640,000.00		Quality celebration programs - Company and hand out \$100 gift cards each Quarter no Quality Complaints
IT/Controls			
IT Infrastructure & Processing Controls System	\$500,000.00	New systems and Equip	1 week per year management team goes on a team building trip for a couple days
Category Sum	\$500,000.00		1 day per year plant holds a family appreciation day - employees bring wife/kids for food, games, plant tour
Every year at Thanksgiving time each employee gets a \$100 gift card to a grocery store to help provide there family food for a meal on thanksgiving			
Quality			

Pasteurizers	\$150,000.00	Critical Spares to have on hand to make repairs
Utilities	\$85,000.00	Critical Spares to have on hand to make repairs
Category Sum	\$610,000.00	
Misc. Items		
Office & Break Room Furniture	\$40,000.00	Furniture for offices & Break Room
Cleaning Supplies & Equip	\$20,000.00	Cleaning chemicals and tools
6S supplies	\$25,000.00	Materials to 6s/organize the facility
Category Sum	\$85,000.00	
Warehouse/Storage		
Warehouse Racking	\$100,000.00	if building doesn't already have racking
Cold Storage	\$750,000.00	If building doesn't already have a cold room
Category Sum	\$850,000.00	
Summary of all Category's		
	\$14,285,000.00	
10% Contingency	\$1,428,500.00	
Total Capital Budget (High level)	\$15,713,500.00	(this does not include original site purchase price)

Clean room Walls/Ceiling	\$750,000.00	Interior filling room	* Plant start up consisting of 2 pasturizing lines (1 for base, 1 for yogurt)
Electrical (building only)	\$450,000.00	Facility incoming power and sub panels	* Plant start up consisting of 2 Filling lines (2 - different size containers)
Hepa Filtrations (clean room)	\$500,000.00	Heating and Air	* Plant start up consisting of 2 Downstream lines (1 for each filler)
HVAC Facility	\$750,000.00	Heating and Air	* Plant start up consisting of 2 operating shifts (4/12s)
Category Sum	\$3,200,000.00		
Plant Schedule			
Pastuerization: Sunday - Wednesday 6am-8pm/8pm-8am			
Filling/Packing: Monday - Thursday 6am-8pm/8pm-8am			
Shipping/Receiving: Monday - Thursday 7am - 4pm			
Management/Office: Monday - Thursday 7am - 4pm			
Utilities			
Air Compressor (with redundancy)	\$150,000.00	For machine air	
Boilers (with redundancy)	\$750,000.00	For pasteurizers & fermentations	
Glycol System	\$350,000.00	for chillers	
Water Filtration System (UV & Chem treat)	\$125,000.00	Treat and stabilize	
Category Sum	\$1,375,000.00		
Employee Benefits Package would need to include:			
Medical (employee + family)			
Dental (employee + family)			
Vision (employee + family)			
Machinery & Tanks			
401K Option			

Lab & Equipment	\$250,000.00	Tables/Testing Equipment
Category Sum	\$250,000.00	
Maintenance		
Shop & Tools/Equipment	\$500,000.00	Tools/Equipment to make repairs/preventative Maint
Category Sum	\$500,000.00	
Parts - Critical Spares		
Down Stream Packing	\$125,000.00	Critical Spares to have on hand to make repairs
Fillers	\$125,000.00	Critical Spares to have on hand to make repairs
Tanks/Transfer system	\$125,000.00	Critical Spares to have on hand to make repairs

(this figure is based off site needing just about everything assuming site purchased is rough shape and/or needing all elements outlined above)	
---	--

WE FOUND A GREAT LOCATION FOR OUR FOOD PRODUCTION FACILITY



**We are planning the construction of a 100,000 sq ft. facility
in the beautiful Puget Sound area in Belfair, Washington at Puget Sound West**

**We are starting with Organic Milk, Yogurt, Drinkable Yogurt, Ice Cream,
then Cream Cheese, Sour Cream, Cottage Cheese, Mayo, Creamer, Ghee,
Nattokinase...**

**...with an eye on the future with development of VEGANIC ingredients
and products, taking "Organic" farming and gardening to the next level.**

PRODUCTION

Our needs include refrigerated silos, pasteurizers, steam boilers, cup and bottle fillers and casers, and design and installation. We are also interested in robotic pallet loaders.

Past production rate included filling 340 6oz cups per minute and 84 24oz cups per minute.

More questions and answers you may have or need about the operation...

1-what is our raw material? ORGANIC SOYBASE * 13% TOTAL SOLIDS

2-what is the production line capacity? 1000L/H or 2000L/H or others? TOTAL IN 8 HOURS 3,368 L/HOUR DIVIDED BETWEEN 24 OZ, 5.3 OZ CUPS, 32 OZ BOTTLES AND 10 OZ BOTTLES

3-what is our finished product? stirred yogurt. fermentation in the tank under 43-45 degree. set yogurt, fermented in the warm room after filling. or other finish product. ORGANIC SOYBASE IN TANKERS, DILUTED A LITTLE WITH RO OR SPRING WATER, BLENDED WITH ORGANIC TAPIOCA STARCH/CORN STARCH IN A HIGH-SPEED BLENDER AT AMBIENT TEMPERATURE, PASTEURIZED AT 185F WITH A 5 MINUTE HOLDING TIME, COOLED TO 110F AND SENT TO FERMENTATION AT 110F FOR 12 TO 14 HOURS WITH A TARGET Ph OF 4.45. AT TARGET PH COOLED TO 55F AND FILLED INTO CUPS OR BOTTLES, COOLED TO 38f. FOR FLAVORS, ADDED INGREDIENTS BEFORE FILLING ARE ORGANIC FRUIT FLAVORS. FINISHED PRODUCT IN CUPS HAS A BOSTWICK READING OF 4-5, THE PROBIOTIC CULTURED DRINKS HAVE A BOSTWICK READING OF AROUND 7-8.

4-what kind of filling machine? cup filling or joint cup filling? CUP AND BOTTLE FILLING

5-what are our automation requirements? REQUIRES A VERY CLEAN SANITARY PROCESS, ACHIEVING A MINIMUM 60 DAY SHELF LIFE IN REFRIGERATION. NO PRESERVATIVES. THIS REQUIRES AUTOMATION OF THE PROCESS TO CONTROL TEMPERATURES, FLOW, AND FILLING. THE PROCESS REQUIRES HEPA AIR AFTER PASTEURIZATION.

Quoting Ted: "Throughout the history of WholeSoy we produced our own soybase using a method developed in Sweden by me and Alfa-Laval. Using organic soybeans, hot water, milling, separation, UHT processing, Vacuum, and heat exchangers we produced 1,000 gal/hr. of 13% soybase solids.

This soybase could be used at 11% Total Solids (TS) for frozen dessert, 8.5% TS for yogurts or probiotic drinks, and 5.6% TS for soymilk. Silk soymilk and all the WholeSoy yogurts, drinks and frozen desserts were produced using this method. My partner Henry Glasser and I, would write a contract with a dairy to co-manufacture our products. When Provisions Food closed in 2013, we leased all the filling equipment, paid for all ingredients and packaging and then built a clean room for yogurt production at our Modesto Soybase Plant. It took 12 months to begin producing WholeSoy yogurts again and we succeeded in getting all 13 SkUs back on the shelves..."

WholeSoy & Co.

www.wholesoyco.com | www.facebook.com/wholesoy | @wholesoy

There's a reason why WholeSoy is the best-selling soy yogurt in the country... people buy what tastes best!

ew!

MADE FROM ORGANIC U.S. GROWN SOYBEANS

NON-GMO Project VERIFIED

- Made with Single Source, U.S. Grown Organic Soybean
- Probiotic Cultures
- Contains 30-50% RDV Calcium
- Verified Non-GMO
- Certified Organic, Vegan and Kosher Pareve
- Casein, Whey and Gluten Free



COMPETITION...

WHAT COMPETITION?

PRODUCT IS EVERYTHING

OUR PRODUCTS WILL BE MORE DELICIOUS AND NUTRITIOUS, CREAMIER AND DREAMIER, AND MORE ENVIRONMENTALLY-BENEFICIAL THAN OTHERS... THERE'S REALLY NO COMPARISON!

Our own Ted Nordquist created the ubiquitous "Silk", the world's first and most-popular non-dairy Vegan milk - not as good as our ORGANIC VEGAN SOYMILK because of Silk's watered down formulation - nevertheless it is currently #1 and sucked up into the multi-billion dollar Danone conglomerate, which also has paid large fortunes buying Vegan companies Whole Soy and Follow Your Heart. Danone has put big money into the Vegan market - as are the biggest players in the food industry like Unilever, General Mills, ADM, etc. Too bad for them that our products are more nutritious, more delicious, and made from better ingredients!



OUR COMPETITIVE EDGE

Quoting Ted: "...almond, cashew (which I developed for Forager Project) and coconut have taken up this shelf space. The good news is that all of these "raw materials" cost 3 to 4 times as much as organic soy. The average price of 5.3 Oz plant-based yogurt cups is now close to \$2.00/cup. Dannon charges as much for their "non-organic" soy yogurts, which means they are making a killing on these soy yogurts.



OUR PRODUCTS ARE PROTEIN & PROBIOTIC POWER-PACKED!!!

30 Grams of Protein per Container

10 Grams of Protein per 8 oz. Serving organic soy yogurt

Probiotic: 50 Billion CFU's per 8 oz. Serving



THE COMPANY FOR WHOM TED CREATED SILK - WHITE WAVE - WAS BOUGHT BY DANONE FOR \$12.5 BILLION:

FULL ARTICLE HERE

www.fooddive.com/news/danone-to-acquire-white-wave-for-125b/422200/



Article - Danone Sees Opportunity to Grow Its Silk Brand

FULL ARTICLE HERE

www.foodbusinessnews.net/articles/18428-danone-sees-opportunity-to-grow-its-silk-brand



Article: Top Companies in Plant-Based Yogurt Market -

FULL ARTICLE HERE

v-mr.biz/plant-based-yogurt-market

Some of the key players operating in the Plant-Based Yogurt Market are listed below:

Company Name	Revenue in USD
• Yococonut Dairy Free	<\$5 Million
• Daiya Foods	\$69 Million
• Forager Project	<\$5 Million
• Califia Farms	\$128 Million
• Main Celestial Group	\$2 Billion
• General Mills	\$18 Billion
• Nancy's Yogurt	\$13 Million
• Ripple Foods	\$43 Million
• Good Karma Foods	<\$5 Million
• Hudson River Foods	\$20 Million

KITE HILL / founded 2010

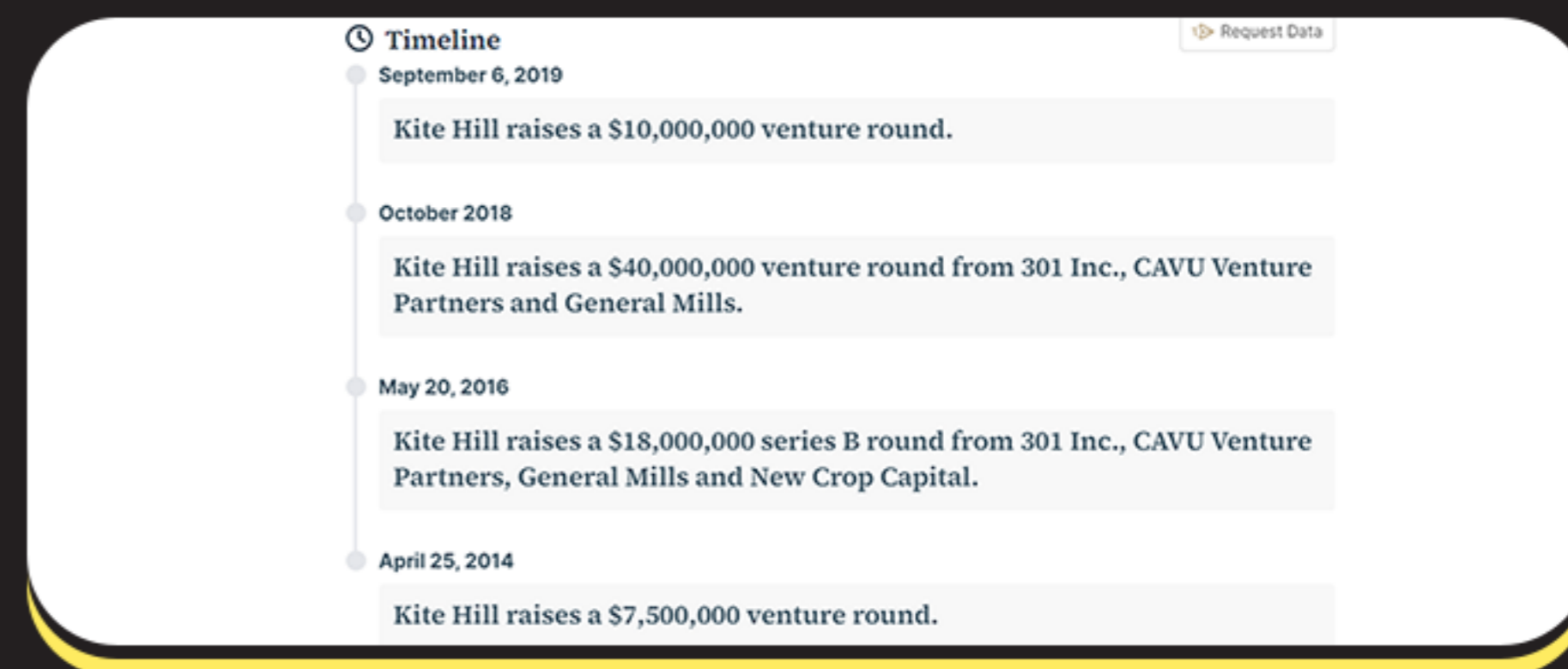
Cheese, Yogurt

General Mills Invests Millions in Vegan Company Kite Hill:

www.vegconomist.com/food-and-beverage/general-mills-invests-40-million-into-vegan-dairy/

Investment timeline:

www.foodabletv.com/blog/general-mills-invests-millions-in-the-vegan-company-kite-hill



Revenues:

\$48.2 Million

Total funding: \$75.5 million

According to PrivCo - Post-money valuation of \$100M - \$500M

RIPPLE FOODS / founded 2014

Non-dairy milk / pea protein / not organic

Revenue: \$42.3 million

Crunchbase:

Total funding: \$264 million

According to PrivCo:

Post-money valuation of \$500M to \$1B

MIYOKO'S KITCHEN / founded 2014

Cheese, Butter

Revenue: \$42.3 million

Crunchbase:

Total funding: \$264 million

Dealroom reports:

Total value of \$260M

**ICE CREAM IS A \$28 BILLION MARKET...
that's why Danone put its money on
non-dairy "So Delicious" as part of its
Multi'Billion Dollar Purchase:**

www.mediapost.com/publications/article/302538/danone-looks-to-tap-mainstream-for-sodelicious-da.html

**Danone Purchases Follow Your Heart –
producer of Vegenaïse Vegan mayo and
cheese**

www.prnewswire.com/news-releases/danone-welcomes-follow-your-heart-to-its-plant-based-family-of-brands-301231402.html

SIGGI'S / founded 2006

Pea protein / not organic

Purchased by Lactalis

FORAGER PROJECT / founded 2013

cheese, yogurt

Revenue: \$50M

THE FORECAST IS BRIGHT AND SUNNY FOR VEGAN FOODS... AND SHINING BRIGHTEST - ON US!



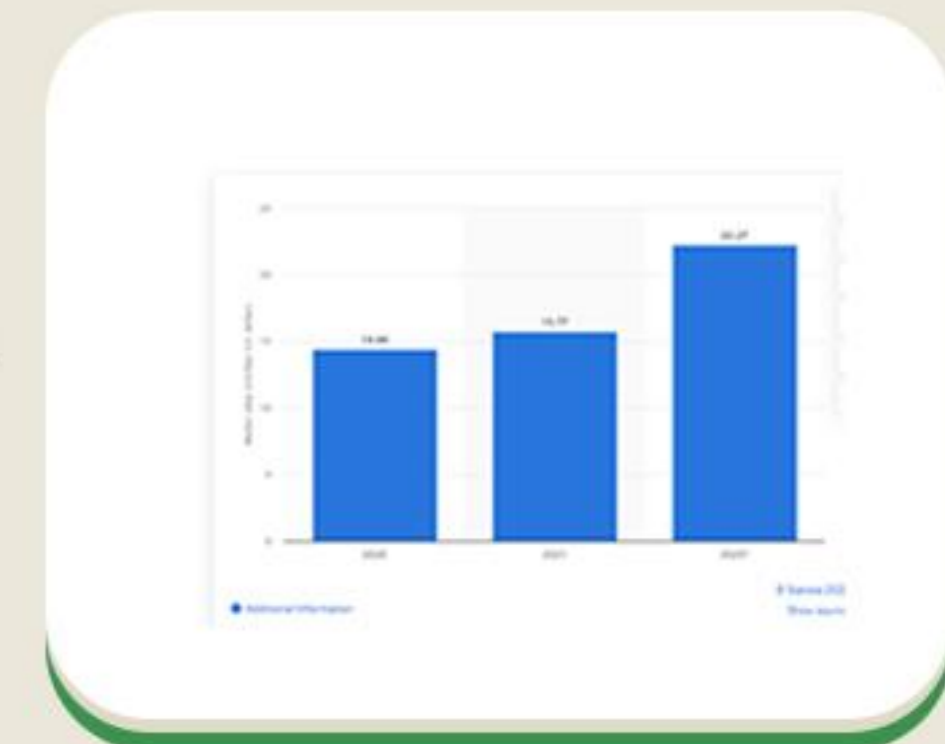
VegNews reports -

The global vegan food industry is expected to reach \$91.9 billion by 2027, according to a new report by market research firm Research and Markets. This means the plant-based food market is forecasted to grow at a compounded annual growth rate (CAGR) of 18.1 percent over the next four years.



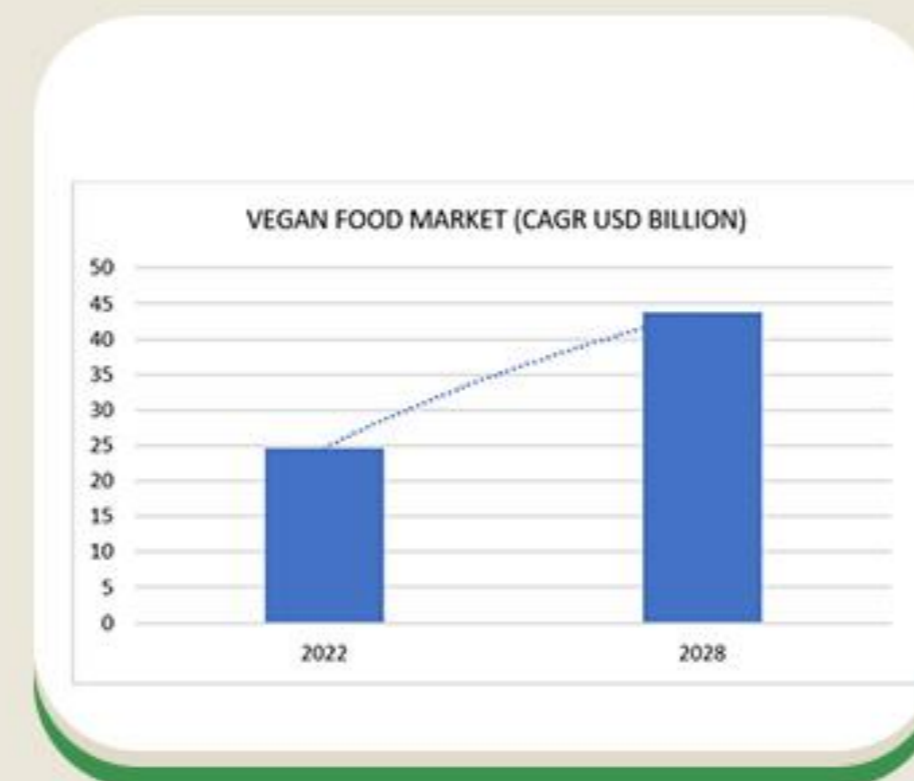
From Statista:

The global vegan food market is expected to reach a value of over 22 billion U.S. dollars in 2025. In 2021, the market size was close to 16 billion U.S. dollars



From EMR:

The global vegan food market reached a value of about USD 24.59 billion in 2022. The market for vegan food is being driven by the rising awareness of the health benefits of these products, such as reducing the risk of heart diseases, cancer, and other diseases. The market is further expected to grow at a CAGR of 10.1% in the forecast period of 2023-2028 to reach a value of approximately USD 43.8 billion by 2028



From Grand View Research:

The global vegan food market size was estimated to reach USD 37.45 billion in 2030 and is anticipated to expand at a CAGR of 10.6% from 2022 to 2030, according to a new report by Grand View Research, Inc. Rising consumer preference for plant-based food owing to the growing animal cruelty and awareness regarding the health benefits of a vegan diet are the major factors expected to drive the industry's growth.

USA VEGAN FOOD MARKET

From Good Food Institute / Plant Based Foods Association

In U.S. retail alone, plant-based foods are an \$8 billion market. Insights released by the Good Food Institute (GFI) and the Plant Based Foods Association (PBFA) based on retail sales data commissioned from SPINS show that the plant-based food market in U.S. retail in 2022 is worth \$8 billion, with dollar sales up 7% from 2021.

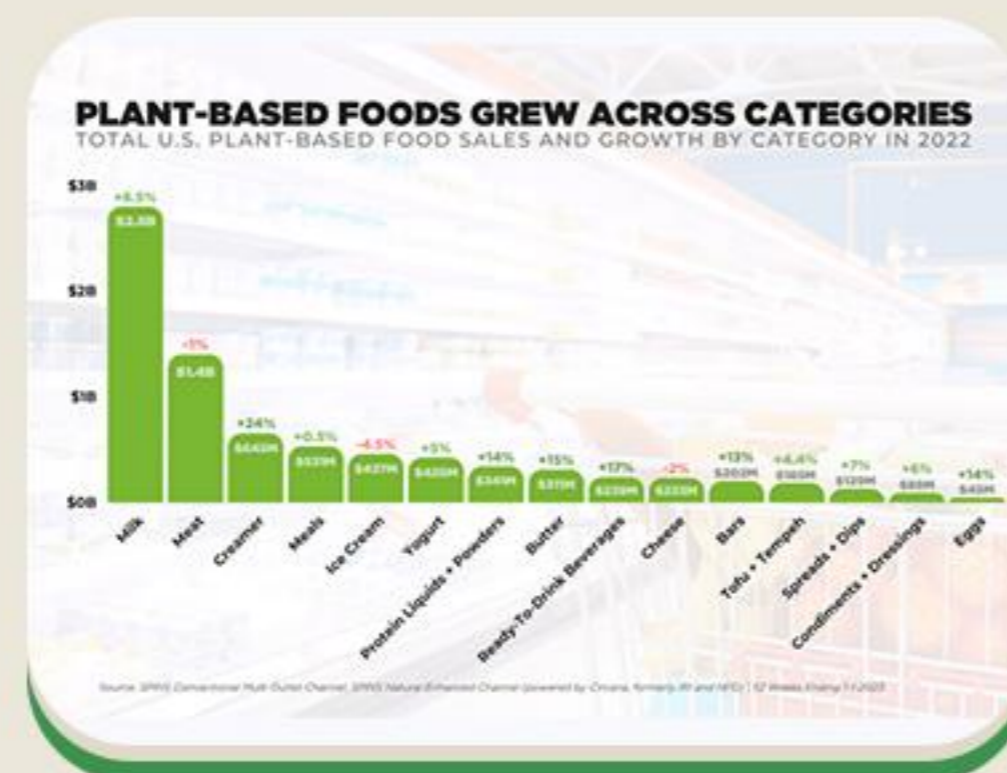


VEGAN DAIRY MILK

VEGAN MILK - "THE KING OF ALTERNATIVES"!

From Statista:

Plant-based milk alternatives have become an established item on the lists of American food shoppers. Gone are the days where almond, soy, and oat milk were primarily consumed by vegans and consumers with dietary restrictions. While a lot of media attention is focused on meat alternatives, plant-based milk is the true king of the wider alternatives category. Over three billion dollars in revenue are generated annually by milk substitutes in the United States. A breakdown of the sales of the plant-based food products category in the U.S. shows milk ahead of meat, ready-made meals, and ice cream products.



SOYMILK IS THE MOST POPULAR NON-DAIRY MILK!!!

vegnews.com/2022/12/usda-vegan-dairy-wic-program

Forecast of the retail sales of milk alternatives in the U.S. 2020-2025

Published by
Nils-Gerrit Wunsch
, May 16, 2022

The retail sales value of milk alternatives in the United States was 2.9 billion U.S. dollars in 2020. By 2025, that figure is expected to reach almost 3.7 billion U.S. dollars.

YOGURT

From Grand View Research:

The yogurt segment is estimated to grow at the second highest CAGR over the forecast period. The rising preference for dairy-free products among millennials is expected to drive the segment's growth.

Good Food Institute:

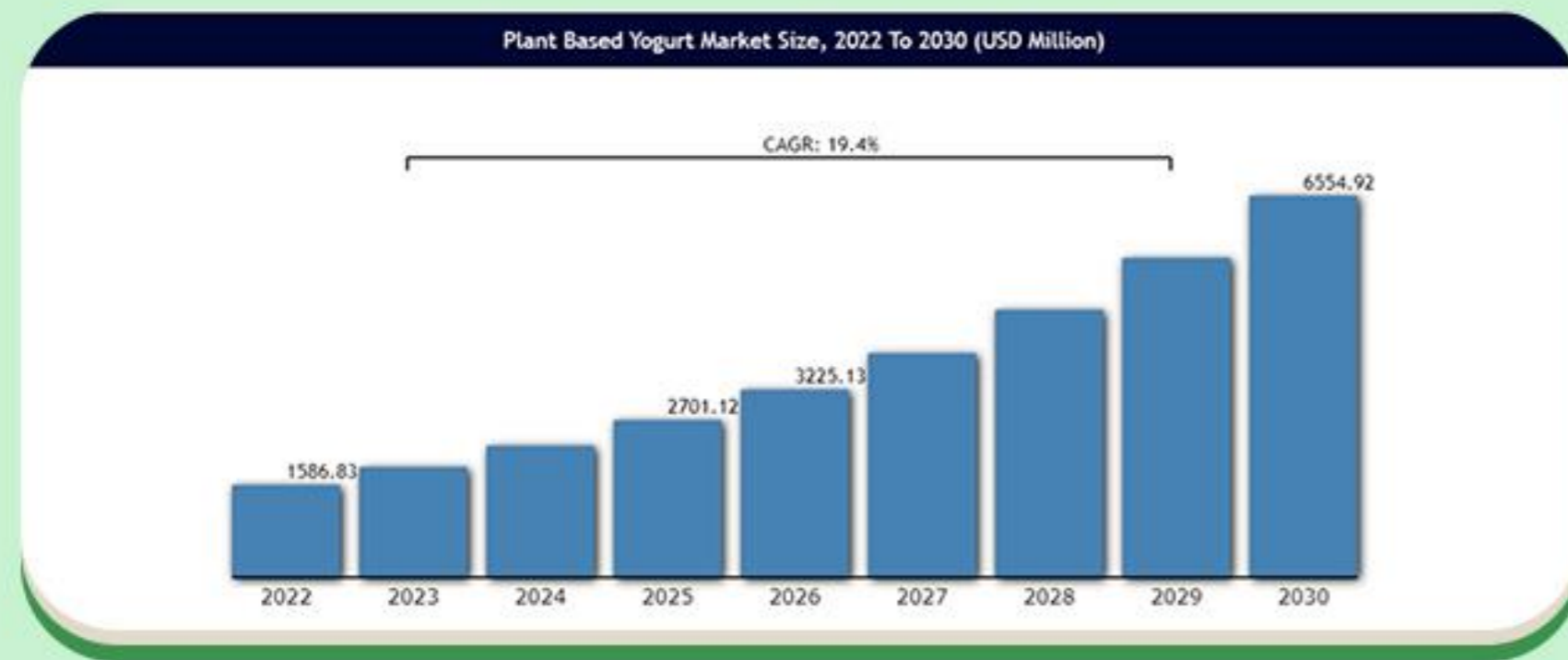
Plant-based yogurt's market share of total yogurt has remained relatively steady. In 2022, plant-based yogurt composed 4.5% of dollar sales of the total yogurt market and had a similar share of total unit sales.

From Vantage Market Research:

ORGANIC

The organic segment is projected to see good growth in demand over the coming years owing to the rising popularity of organic foods across the world. Increasing demand for organic products and high spending potential will further bolster the growth in this segment over the forecast period.

The Global Plant Based Yogurt Market is valued at USD 1586.83 Million in the year 2022 and is projected to reach a value of USD 6554.92 Million by the year 2030. The Global Market is forecasted to grow exhibiting a Compound Annual Growth Rate (CAGR) of 19.40% over the forecast period.



From Global Market Insights:

Non-dairy Yogurt Market to Cross \$10 Billion by 2032, says Global Market Insights inc.

Non-dairy yogurt industry is expected to register 13.5% CAGR between 2023 and 2032 propelled by increasing adoption of vegan lifestyles and the emerging popularity of plant-based packaged foods.

North America non-dairy yogurt market is expected to be valued at over USD 2.5 billion by 2032. Rising health consciousness among the population regarding the benefits of dairy-free yogurt consumption will boost product uptake. Consumers in the region are gravitating towards a healthy snack option. This trend is accelerating the demand for low-sugar yogurt, new flavors in yogurts, and lactose-free yogurts. Furthermore, increased consumer awareness towards nutrition-enhanced yogurts and consciousness regarding weight management will play a vital role in the industry growth in the region.

High prevalence of health issues to BOOST DEMAND FOR NON-DAIRY SOY YOGURT



ICE CREAM

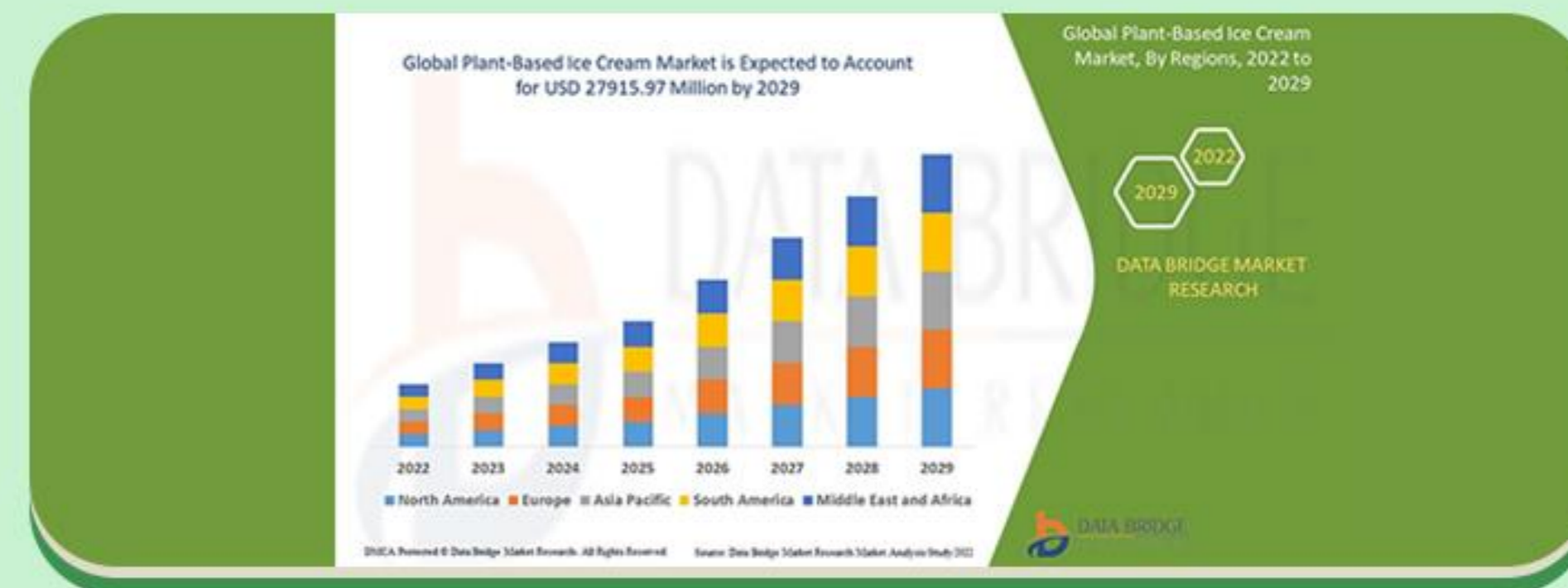
From Data Bridge Market Research:

The products in the global plant based ice creams market are in high demand due to their healthy and tasty nature and are available in a variety of flavors such as nuts, beans, fruits, and herbs. These products in the global plant-based ice creams market are gaining popularity among millennials and young people in both developed and developing economies around the world.

Data Bridge Market Research analyses that the plant-based ice cream market was valued at USD 2606.6 million in 2021 and is expected to reach the value of USD 27915.97 million by 2029, at a CAGR of 34.50% during the forecast period of 2022-2029.

Plant-based ice creams, also known as vegan ice creams, can help you lose weight, lower your risk of cardiovascular disease, and improve the texture of your skin. It is made from soy milk, coconut milk, almond milk, cashew milk, and other ingredients obtained from plants. It comes in a variety of flavours, including chocolate, orange, coconut, caramel, strawberry, and others.

...the market value, which was USD 595.26 million in 2021, would rocket up to USD 1,015.15 million by 2029



From Global Market Insights:

Non-Dairy Ice Cream Market size crossed USD 700 million in 2022 and projected to exhibit a 10.5% CAGR from 2023 to 2032

Ice Cream is a \$93 Billion Product according to Danone

Plant Based Food Association States that Vegan Ice Cream is approaching 3% of US market

TED CREATED THE FIRST VEGAN ICE CREAM IN THE 1990's. STILL AVAILABLE TODAY, TOFU-LINE IS OWNED BY UNILEVER



SOY!!!!!!!

From Grand View Research:

The soy segment accounted for the largest revenue share of exceeding 45.0% in 2019.

Plant-based food products are gaining popularity among consumers including dairy-alternative products such as soy yogurt. Moreover, these seed-based yogurts are an excellent source of protein when compared to dairy-based yogurt.

Soy-based yogurt helps to reduce cholesterol and blood sugar levels in the body. These benefits are promoting the demand for soy-based vegan products, thereby driving the market.

ORGANIC SOY - THE HEALTHY ANCIENT SUPERFOOD FOR TODAY - AND TOMORROW...

There's no debate! Soy - a staple of the Asian diet for over ten thousand years - is beneficial to health. All the negative myths about soy have been debunked. We have the studies research to prove it.

But we are purists when it comes to quality of ingredients, so we use only certified organic certified non-gmo whole soy in our products. We don't mess with genetically-modified soy, or hexane-extracted, or isolates.

SOY BENEFITS HEALTH!!!

From T. COLIN CAMPBELL, author of "The China Study", the largest study of health and nutrition:

Soy: Myths vs Facts

FULL ARTICLE HERE

nutritionstudies.org/soy-myths-vs-facts-is-soy-healthy-or-not/



"...soy boasts a robust nutritional profile. Soybeans and unprocessed soy foods are good sources of protein, fiber, thiamine, riboflavin, folate, vitamin K, copper, manganese, iron, magnesium, and mono- and poly-unsaturated fats.[5] Soy also provides high levels of molybdenum, which plays a key role in antioxidant activity and sulfur metabolism.[6]"

"Soy contains compounds called isoflavones, which can act as antioxidants in the human body. Antioxidant activity may be responsible for the apparent correlation between soy consumption and lower lipid peroxidation, which can reduce the risk of arterial plaques. Higher antioxidant consumption is also associated with decreased cancer risk."

The Crucial Soy Link

www.nutritionstudies.org/crucial-soy-link/

Soy: the Rest of the Story

www.nutritionstudies.org/soy-rest-story/

Dairy - not Soy - Risk for Breast

www.nutritionstudies.org/study-finds-dairy-not-soy-skyrockets-breast-cancer-risk/

Soy vs Skim - Dairy Industry Twists

www.nutritionstudies.org/soy-vs-skim-how-the-dairy-industry-twists-results-to-market-milk/

From PHYSICIANS COMMITTEE ON RESPONSIBLE MEDICINE:

"417 reports based on human data on isoflavone intake and endocrine-related health outcomes. Evidence suggests isoflavone intake does not adversely affect thyroid function, estrogen levels, ovulation in women, or semen levels in men. These publications also show no negative effects in children. These results suggest neither isoflavones nor soy foods should be classified as endocrine disruptors associated with disease and adverse health outcomes. Soy products are actually associated with reduced risk of breast and prostate cancer."

www.perm.org/news/health-nutrition/new-research-disputes-biggest-soy-myths

BULLETIN:

HEALTH BREAKTHROUGH!

Blood Clot Pandemic Declared! What's the

ONE NATURAL REMEDY? Nattokinase - AND

WE CAN MAKE IT!

Many Health Benefits of Soy:

"Soy products offer a wide array of health benefits. Eating whole soy foods may reduce the risk of breast cancer and several other types of cancer, fibroids, and even inflammation. Soy is helpful for bone health, heart health, and menopausal symptoms."

<https://www.pcrm.org/good-nutrition/nutrition-information/soy-and-health>

There Is No Debate - Soy Is Beneficial to Health:

"There's no debate: Soy is beneficial to your health. Soy products have been shown beneficial for lung cancer prevention and survival, prostate cancer prevention, heart health and diabetes, bone health, inflammation, and hot flashes, among other conditions.

Soy is also beneficial in reducing breast cancer risk and in breast cancer survival."

www.pcrm.org/news/blog/no-debate-soy-beneficial-health

Soy for Breast Cancer Survival:

"After a diagnosis of breast cancer, women who eat more soy-based foods actually have a better chance at a long, healthy life. They are less likely to have a recurrence and less likely to die from breast cancer than women who skip soy. The notion that soy products are associated with increased recurrence is a myth that has been widely and mistakenly promoted. Research findings show that eating soy foods like tofu, tempeh, and soy milk seems to have a protective effect."

www.pcrm.org/health-topics/breast-cancer

Soy Products Lower Risk for Heart Disease:

www.pcrm.org/news/health-nutrition/soy-products-lower-risk-heart-disease

Soy Products Do Not Affect Puberty:

www.pcrm.org/news/health-nutrition/soy-does-not-affect-puberty

Soy Has No Effect on Men's Testosterone:

www.pcrm.org/news/health-nutrition/soy-has-no-effect-mens-testosterone

Soy Products Reduce Risk of Dementia:

www.pcrm.org/news/health-nutrition/soy-products-reduce-risk-dementia

Soy Boosts Survival in Breast Cancer Patients:

"Researchers found that women diagnosed with breast cancer who consume soy products, such as soymilk, tofu, or edamame, have a 32 percent lower risk of recurrence and a 29 percent decreased risk of death, compared with women who consume little or no soy. The report included 5,042 women in the Shanghai Breast Cancer Survival Study, the largest population-based study of breast cancer survival, and followed them for a four-year period."

www.pcrm.org/news/health-nutrition/soy-boosts-survival-breast-cancer-patients

Soy Products Protect Women from Breast Cancer Recurrence:

"...women previously diagnosed with breast cancer have less risk of cancer recurrence if they consume soy products. The report combined the results of prior studies, including a total of 9,514 women. Those who consumed the most soy products were 25 percent less likely to have their cancer return, compared with those who tended to avoid soy products."

www.pcrm.org/news/health-nutrition/new-study-shows-soy-products-protect-women-breast-cancer-recurrence

Women Who Consume Soy Are Less Likely to Develop Breast Cancer:

"...women who consume soy are less likely to get breast cancer. One study found that women averaging one cup of soy milk daily have a 30% lower risk of developing breast cancer compared with women who eat little or no soy."

www.pcrm.org/news/blog/five-nutritious-essentials-reduce-breast-cancer-risk

Soy Products Increase Survival Rate in Women with Lung Cancer:

www.pcrm.org/news/health-nutrition/soy-products-improve-survival-women-lung-cancer

From NUTRITION FACTS

Soymilk

www.nutritionfacts.org/topics/soymilk/

The Benefits of Soy

www.nutritionfacts.org/topics/soymilk/

From HEALTHLINE:

Is Eating Soy Healthy or Unhealthy?

www.healthline.com/nutrition/is-soy-bad-for-you

SOY AND THE ENVIRONMENT

Rainforest are being clear cut to grow gmo soy to feed to animals. Animal Agriculture is the most destructive practice threatening the environment in all ways - deforestation, emissions, air and water pollution, resource depletion, erosion, acidification, eutrophication, habitat destruction, etc. We'll have none of that!

ORGANIC SOY BENEFITS THE ENVIRONMENT!

From THE ORGANIC CENTER

www.organic-center.org/research/organic-management-soy-reduces-negative-environmental-economic-and-social-impacts

ORGANIC SOYFOODS

by Ted Nordquist

Organic Soyfoods

Ted A. Nordquist, 11/15/20

nordquist@wholesoyco.com 707-235-3986

Plant-based food alternatives are growing exponentially today, and venture capitalists are seeing huge return on investments. The Good Food Institute - <https://www.gfi.org/> monitors these developments which are primarily based on laboratory research using genetic engineering or chemical solutions to make these foods look, taste and feel like animal products familiar to people following existing animal-based diets.

These developments will help address climate change in that these foods will reduce industrial feed lot expansion, and ecological destruction of clean water, air, and soil.

The book by Glen Merzer, Food Is Climate: A Response to Al Gore, Bill Gates, Paul Hawken, and the Conventional Narrative on Climate Change (available on Amazon) points out the necessity of abandoning our habit of consuming animal foods fish and poultry. A plant-based diet is an important solution to the present climate crisis.

Why are organic soyfoods so important?

My intention is to create a "pointed" understanding or awareness of how we in the US ignore the enormous potential of our soybean crop. 95% of the soybean acres are GMO and less than 1% are organic. Converting 12% of existing conventional soybean cultivation from GMO to organic cultivation dedicated to soyfoods for human consumption would provide enough protein for the USA population. This would revolutionize the USA food supply and soil health. Since corn and soy can be rotated, corn would also follow. Organic soyfoods should be a #1 priority among vegan and vegetarian consumers, farmers, food scientists, wholesale, and retail outlets etc. It is regrettable that the American population allows soy to be buried by corporate America.

USA facts on Soy:

- Pre-report survey estimates put corn between 89.5 million and 92.7 million acres and soybeans between 84.3 million and 88 million acres. The average of the analysts' estimates was 91.3 million acres of corn and 86.2 million acres of soybeans. Mar 29, 2019
- During 2018, the U.S. average soybean yield was 108.0 million metric tons
- 1 metric ton = 2,204 Lbs.
- 108 M metric tons of soybeans per year = 238,032,000,000 Lbs. of soybeans per year or 652 million pounds per day
- The soybean contains 40% protein so 40% of 652 million pounds yields 260 million pounds of soy protein per day

- 327 million people in the USA
- Each person on average needs 50 grams of protein per day
- There are 454 grams in every pound so each pound of soybean protein will yield enough protein for 9 people per day
- So, 260 million pounds of soybean protein per day times 9 is enough for 2,340,000,000 people in the USA per day.
- This is 7 times more plant protein necessary today in the USA
- 12 M tons of organic soybeans per year would provide enough protein for the entire USA population
- This is 12% of the 108 M tons of soybeans grown in the USA per year.

Today, millions of dollars are invested into exotic plant-based foods that look, feel, and taste like dairy milk, yogurt, cheese, hamburger, bacon, hot dogs, chicken, or fish to convert people away from animal-based foods. This is a natural and necessary trend if we are to survive the climate crisis. However, to ignore the huge nutritional and economic advantage of organic soyfoods is not only unfortunate but unforgivable misuse of our natural resources.

MORE THOUGHTS ON NUMBERS:

Vegan Milk is the leading Vegan food product. Soymilk is the leading Vegan Milk By 2025, the US Vegan Milk market is projected at \$3.7 Billion...

If we garner .5% of the market, that translates to \$18.5 Million in revenues

If we garner 1%, that's \$37 Million in revenues

Huge growth is expected in Vegan Yogurt with estimates ranging from 13.5% to 19.4% annually, rising to \$2.5 Billion in North America by 2032

If we garner .5% of the market, that would be \$12.5 Million, 1% would be \$25 Million, 5% is \$125 Million in annual revenues

Vegan Ice Cream revenue in the US was \$436 Million in 2022, with annual growth projected at around 10%

If we gain 5% of the market, that alone would be over our initial ask of \$21.7 Million

COME GROW WITH US!

THANK YOU!



HERE'S YOUR

OPPORTUNITY!!!

Our goal for initial investment is \$21.7 Million to build our facility, start churning out our products, and market and promote them.

We expect to be a prominent player in the fastest-growing most explosive growth sector in the food industry

We conservatively estimate that after our year-long construction project, Year 1 of product production will bring \$6 Million in Revenues, Year 2: \$12 Million, Year 3: \$18 Million, Year 4: \$24 Million, Year 5: \$35 Million, Year 6: \$50 Million, Year 7: \$70 Million.

CONTACT - BOB LINDEN, FOUNDER:

 **310-804-8864**

 **BOB@GOVEGANRADIO.COM**