



Bee-Friendly Retailer Scorecard

Ranking Top U.S. Grocery Stores on Protecting Pollinators from Toxic Pesticides

Scoresheet & Grading Rubric

Possible Points	Retailer Points	Category
175	0	
45	0	1. Pollinator Health Policy for Grocery
15	0	A. Commitment to reduce pesticide use
5	0	B. Identification of regrettable substitutes
10	0	C. Commitment to least-toxic approaches in non-organic supply chains
15	0	D. Commitment to expand USDA certified organic
90	0	2. Implementation in Grocery Supply Chains
10	0	A. Track pesticide use in supply chains
15	0	B. Measurably reduce pesticide use
20	0	C. Prioritize third-party verified least-toxic approaches in non-organic supply chains
25	0	D. Prioritize USDA certified organic
15	0	E. Support domestic organic growers
5	0	F. Support public policies
21	0	3. Transparency & Accountability
6	0	A. Make policies and commitments publicly available
5	0	B. Oversight
10	0	C. Educate consumers
10	0	4. Collaboration
9	0	5. Complimentary Home & Garden Policies
4	0	A. Policy for Live Goods
5	0	B. Policy for On-Shelf Pesticide Products for Outdoor Use

How did we determine company scores?

This rubric reflects company policies and practices in GROCERY supply chains. Additional points are awarded for complimentary policies in company home & garden supply chains (see Section 5).

Scores reflect company policies and practices to the best of our knowledge based on email and phone communication with company representatives and publicly available information on company websites, corporate social responsibility reports, annual reports, SEC filings, press releases and media coverage. We sent each company its provisional score and provided four months for companies to respond with corrections or updates.

Grading Scale	
Grade	Points
A+	140 - 175
A	128 – 139
A-	116 – 127
B+	106 – 115
B	96 – 105
B-	86 – 95
C+	76 – 85
C	66 – 75
C-	56 – 65
D+	46 – 55
D	36 – 45
D-	26 – 35
F	0 – 25

NOTES & KEY TERMS

- **Sections 1 through 4** of the scorecard apply to food and beverage supply chains, which represent the vast majority of pesticide use.
- **Section 5** applies to complimentary home & garden policies for live goods and on-shelf pesticide products.
- **Product categories:** The term “product category” is used to refer to different departments within the store. We recognize that your store may categorize differently, please contact us with that information.

Product categories

- Produce
- Beverages (e.g. juice, tea, coffee)
- Own brand packaged goods (center aisles)
- National/other packaged goods (center aisles)
- Dairy & eggs
- Meat

Primary corresponding agricultural supply chains

- Fruit, vegetables, nuts, seeds and other specialty crops
- Fruit, vegetables and other specialty crops
- Commodity crops (grains, beans, corn, soy, sugarbeet, sugarcane, etc.)
- Commodity crops (grains, beans, corn, soy, sugarbeet, sugarcane, etc.)
- Commodity crops (soy, corn and other animal feed)
- Commodity crops (soy, corn and other animal feed)

- **Pesticides of high concern to pollinators:** Pesticides of high concern include nitroguanidine neonicotinoids, glyphosate, and organophosphates, including chlorpyrifos. These pesticides are also associated with a range of harm to human health. In addition to these, dozens of pesticides commonly used in agriculture are of high concern for pollinators. Company policies should encourage growers to avoid regrettable substitution of one toxic pesticide with another and should include a [list of pesticides of high concern to pollinators](#) even if the policy does not target all of them for phase out.
- **Organic:** Organic food is certified through robust standards governed by federal law under the [USDA National Organic Program](#). These standards prohibit most synthetic pesticides, including an estimated 900 pesticides allowed in non-organic agriculture. The standards also prohibit GMOs (genetically modified organisms), synthetic fertilizers, irradiation and sewage sludge. In organic dairy and meat, the use of antibiotics, growth hormones and arsenic-based drugs is strictly prohibited, while over 450 drugs are allowed in non-organic production. The organic standards also require farmers to manage their land in ways that protect soil, water, and biodiversity
- **Integrated Pest Management (IPM):** IPM is a pest management framework that minimizes pesticide use and risks by relying on inspection and monitoring to detect and correct conditions that could lead to pest problems; implementing biological, cultural and physical strategies to prevent and suppress pest populations; using chemical controls only as a last resort and when economically justified; and assessing pesticide risks and prioritizing the lowest risk options.
- **Regenerative agriculture:** Regenerative agriculture uses ecological farming methods to build healthy soil that can sequester carbon and conserve water resources by: minimizing soil disturbance and keeping the soil covered; increasing diversity within the farming system; reducing synthetic inputs; and integrating crop and livestock systems when appropriate. Friends of the Earth published a scientific brief, [Pesticides and Soil Health](#), which summarizes the science showing that pesticides can damage soil biotic communities. These organisms make up the living soil and drive soil carbon sequestration, therefore, robust definitions must include reduction of synthetic inputs.

1. POLLINATOR HEALTH POLICY FOR GROCERY SUPPLY CHAINS

Total Points Possible: 45 (+ bonus points for some criteria)

Retailer has a written, publicly available pollinator health policy for grocery supply chains

A. Commitment to reduce pesticide use

Dozens of [pesticides of high concern to pollinators](#) are commonly used in agriculture. These include nitroguanidine neonicotinoids, glyphosate, and organophosphates, including chlorpyrifos.

15 Points	7 Points	6 Points	5 Points
Quantifiable commitment to significantly reduce or eliminate pesticides of high concern in one product category. Policy targets at least one of the following: nitroguanidine neonicotinoids, glyphosate, or chlorpyrifos.	OR Stated goal to reduce or eliminate pesticides of high concern. Policy targets all of the following: nitroguanidine neonicotinoids, glyphosate, chlorpyrifos.	OR Stated goal to reduce or eliminate pesticides of high concern. Policy targets more than one of the following: nitroguanidine neonicotinoids, glyphosate, and chlorpyrifos.	OR Stated goal to reduce or eliminate pesticides of high concern. Policy targets one of the following: nitroguanidine neonicotinoids, glyphosate, or chlorpyrifos.
+10 Points			
Policy targets multiple pesticides of high concern.			
+10 Points			
Policy applies to more than one product category.			

B. Avoiding regrettable substitutes

Company policies should encourage growers to avoid regrettable substitution of one toxic pesticide with another. To this end, policies should identify a [list of pesticides of high concern to pollinators](#) even if the policy does not target all pesticides on the list.

5 Points	1 Points
Policy discourages regrettable substitution and includes a list (or links to a list) of pesticides of high concern for pollinators.	OR Policy discourages regrettable substitution but does not include a list.

C. Commitment to least-toxic approaches in non-organic supply chains

Phase-out of a given pesticide or class of pesticides without shifting production practices is likely to result in regrettable substitution of one toxic pesticide for another. Pesticide reduction goals in non-organic supply chains must go hand-in-hand with supporting farmers to adopt the ecological farming methods that underpin robust integrated pest management and regenerative agriculture systems in order to reduce

overall need for pesticides. These are the same methods that underpin organic agriculture and can therefore help create an on-ramp for farmers to transition to organic farming.

10 Points	3 Points	1 Points
Policy promotes least-toxic approaches such as robust integrated pest management and/or regenerative agriculture. Policy includes a clear definition of these approaches that includes input reduction (see definitions above). Policy identifies a method to audit whether growers are implementing these approaches. (See 2C below for accepted third party certifications.)	OR Policy promotes least-toxic approaches such as robust integrated pest management and/or regenerative agriculture. Policy includes a clear definition of these approaches that includes input reduction (see definitions above).	OR Policy promotes least-toxic approaches such as robust integrated pest management and/or regenerative agriculture but does not include a clear definition.
+5 Points		
Policy includes a timeline for growers across a product category to adopt and be audited for IPM and/or regenerative agriculture practices.		

D. Commitment to expand USDA certified organic

15 Points	7 Points	5 Points
Company has reached or surpassed 15 percent of overall grocery offerings or sales as certified organic.	OR Quantifiable goal stated publicly within the past three years to increase organic offerings or sales.	OR Goal stated publicly within the past three years to increase organic offerings or sales.

2. IMPLEMENTATION

Total Points Possible: 90 (+ bonus points for some criteria)

Retailer takes action and demonstrates progress toward pollinator health goals

A. Track pesticide use in supply chain

NOTE: A robust approach involves assessing risk, not simply measuring total pounds of pesticides used, as some uses may be high risk even at low levels of application. Resource: [Pesticide Risk Tool](#)

10 Points	3 Points
Track and annually assess pesticide use and risk in one product category.	OR Conduct pilot program to track pesticide use and risk.
+5 Points	

Applies to more than one product category.

B. Measurably reduce pesticide use

Dozens of [pesticides of high concern to pollinators](#) are commonly used in agriculture. Pesticides of high concern include nitroguanidine neonicotinoids, glyphosate, and organophosphates, including chlorpyrifos. Efforts to reduce or eliminate key pesticides of concern must also aim to avoid regrettable substitution of one toxic pesticide for another.

15 Points	12 Points
Phased out key pesticide or class of pesticides in one product category and publicly reports on metrics or has a publicly available timeline to meet this goal.	OR Measurably reduced use of pesticides of high concern to a significant degree in one product category in past three years and publicly reports on metrics or has a publicly available timeline to meet this goal.
+10 Points	+8.5 Points
Applies to more than one product category.	Applies to more than one product category.
+5 Points	+5 Points
Applies to more than one key pesticide or class of pesticides.	Applies to more than one key pesticide or class of pesticides.

C. Prioritize third-party verified least-toxic approaches in non-organic supply chains

Pesticide reduction goals in non-organic supply chains must go hand-in-hand with supporting farmers to adopt the ecological farming methods that underpin robust integrated pest management and regenerative agriculture in order to reduce the overall need for pesticides.

Friends of the Earth will award points to companies that source products certified by:

- **Equitable Food Initiative, Bee Better Certified, Rainforest Alliance, Sustainability Standard, Sustainably Grown, Fairtrade International, and LEAF Marque.**

These certifications have meaningful criteria on integrated pest management and in some cases also have strong pollinator habitat requirements and meaningful pesticide use restrictions. Retailers may request evaluation of other certifications or programs that address IPM and regenerative agriculture. Certified organic farming meets and exceeds these criteria; this applies to foods and beverages that are not certified organic.

20 Points	17 Points	14 Points	12 Points	8 Points	5 Points
75 – 100% of non-organic sales or offerings in a product category are certified by one of the	OR 50 – 74% of non-organic sales or offerings in a product category are certified by one	OR 25 - 49% of non-organic sales or offerings in a product category are certified by one of the	OR 10 - 24% of non-organic sales or offerings in a product category are certified by one	OR 5 – 9% of non-organic sales or offerings in a product category are certified by one of the	OR Over 50% of non-organic sales of 3 or more key items (such as tea, coffee, chocolate) are certified

programs listed above, or company has a publicly available timeline to meet this goal.	of the programs listed above, or company has a publicly available timeline to meet this goal.	programs listed above, or company has a publicly available timeline to meet this goal.	of the programs listed above, or company has a publicly available timeline to meet this goal.	programs listed above, or company has a publicly available timeline to meet this goal.	by one of the programs listed above, or company has a publicly available timeline to meet this goal.
+10 Points	+8.5 Points	+7 Points	+6 Points	+ 4 Points	
Applies to more than one product category.	Applies to more than one product category.	Applies to more than one product category.	Applies to more than one product category.	Applies to more than one product category.	

D. Prioritize USDA certified organic

- Points can also be awarded by product category if your company is not able to provide data for overall grocery. For products categories, we will award a ¼ point for each percentage of category sales or offerings that are certified organic. For example, if 24% of produce sales or offerings are organic, we would award 6 points. If 4% of house brand grocery is certified organic, we would award 1 point. We would combine these for a score of 7 points.
- Organic sales data does not need to be shared publicly. Please let us know if your company’s organic sales data needs to be kept confidential.
- +5 bonus points will be awarded for each additional 5% increment of grocery sales or offerings above 20% that is certified organic.

25 Points	20 Points	15 Points	10 Points	5 Points
Organic grocery sales or offerings exceed 20% of total grocery sales or offerings.	OR Organic grocery sales or offerings represent 15-19% of total grocery sales or offerings.	OR Organic grocery sales or offerings represent 10-14% of total grocery sales or offerings.	OR Organic grocery sales or offerings represent 5-9% of total grocery sales or offerings.	OR Organic grocery sales or offerings represent 1-4% of total grocery sales or offerings.

Points can also be awarded by product category if your company is not able to provide data for overall grocery. Organic sales data does not need to be shared publicly. See explanations in the box above.

E. Support domestic organic growers

NOTE: 5 points will be awarded for each item on the bulleted list below up to 15 points. We will award bonus points for retailers undertaking four or more of the items listed below or other activities that support the domestic organic sector.

Actions may include, but are not limited to:

- Forward contract with farmers in transition and/or commit to multi-year contracts and give them right of first refusal once certified.
- Provide financial support for farmers in transition by paying a modest premium for transitional products.
- Commit to price floors for organic farmers or farmers in transition to guarantee a fair price for farmers.
- Provide financial support for organic and family-scale farmers via loans.
- Invest in transitioning land to organic production and/or organic supply chain infrastructure.
- Invest resources in trainings and other substantive support for growers regarding organic practices and transitioning to organic.
- Invest financial resources into independent research on organic agriculture.
- Contact Friends of the Earth if company has other policies or programs that support the domestic organic sector.

F. Support public policies

5 Points

Demonstrate advocacy for state and/or federal policies aimed at reducing agricultural pesticide use, protecting pollinators and supporting the expansion of organic agriculture in the U.S.

3. TRANSPARENCY & ACCOUNTABILITY

Total Points Possible: 21

Retailer demonstrates a commitment to transparency and accountability

A. Make policies and commitments publicly available

Total Points Possible: 6

2 Points Each

Pollinator health policy is publicly available.

Commitment to reduce pesticide use is publicly available.

Commitment to expand organic offerings is publicly available.

B. Oversight

Total Points Possible: 5

2.5 Points Each

Include reduction of pesticides of concern to pollinators and/or human health in company Key Performance Indicators or other formal sustainability criteria.

Include organic sales in company Key Performance Indicators or other formal sustainability criteria.

C. Educate consumers	
Total Points Possible: 10	
5 Points Each	2 Points
Educate consumers about the value of organic agriculture to pollinator and human health via in-store communication, website, or other public materials.	OR Explain the full scope of the USDA certified organic label on website, in-store communication, or other public materials (i.e. prohibition of synthetic pesticides and fertilizers, GMOs, antibiotics, and growth hormones, and promotion of farming methods that protect soil, water, and biodiversity).
Educate consumers about the value of decreasing use of pesticides in supply chain to pollinator and human health via in-store communication, website, or other public materials.	

4. COLLABORATION
Total Points Possible: 10
Retailer actively participates in collaborative process
5 Points Each
Briefed Friends of the Earth in advance of a public announcement in the past three years.
Has communicated with Friends of the Earth via phone or email in the past year.

5. COMPLIMENTARY HOME & GARDEN POLICIES
Total Points Possible: 9

A. Policy for Live Goods
Total Points Possible: 4
Public commitment to reduce or phase out use of neonicotinoids in live goods/garden plants.

B. Policy for On-Shelf Pesticide Products for Outdoor Use
Total Points Possible: 5
2.5 Points Each
Public commitment to remove glyphosate products from store shelves and online.

Public commitment to remove neonicotinoid products from store shelves and online.