



Harnessing Marketplace Power to Improve Health, Environment and Economics

Walmart U.S. and Sam's Club U.S. Pollinator Health Position

Policy Summary and Implications for Suppliers

August 2023

Created by the IPM Institute on behalf of Walmart U.S.



Whole Foods Market 2014 Supplier Award for Outstanding Quality Assurance

2012, 2009 US EPA Sustained Excellence in IPM Award

2009, 2008, 2005, 2004 National Champion, US EPA Pesticide Environmental Stewardship Program

2005 Children's Environmental Health Recognition Award, US EPA Office of Children's Health Protection



Who we are



IPM Institute has been working for over 25 years to increase adoption of Integrated Pest Management (IPM) and improve sustainability in agriculture and communities through a variety of programs.



Sustainable Food Group focuses on our clients in the **food and agriculture** sector to create sustainable, high-impact outcomes for business, people and the environment.



Sustainable Communities programs focus on reducing the use and risks of pesticides to people, pets and pollinators in community spaces like parks, recreational fields, schoolyards and buildings.



How we make a difference

Tools and certifications



Some clients we support



Knowledge we share



Harnessing Marketplace Power to Improve Health, Environment and Economics



Agenda

- Policy overview and rationale
 - Summary of Walmart U.S. and Sam's Club U.S. Pollinator Health Position and accepted certifications
 - Why focus on pollinators?
 - What is Integrated Pest Management (IPM)?
 - How does it support pollinator health?
- Engaging suppliers: Policy details, FAQ
 - Engaging suppliers
 - Frequently asked questions
 - Reporting in Project Gigaton
 - What is next
 - Where to learn more

Policy overview and rationale

Summary of Walmart U.S. and Sam's Club U.S. Pollinator Health Position and accepted certifications

Why focus on pollinators?

What is Integrated Pest Management (IPM)?

How does it support pollinator health?





Walmart U.S. and Sam's Club U.S.' pollinator health position*

In April 2021, Walmart U.S. announced a new Pollinator Health Position and Sam's Club U.S. announced a new MM Pollinator Goal

- **Walmart U.S. and Sam's Club U.S. will source 100% of the fresh produce and floral we sell in our in-store Produce department from suppliers that adopt integrated pest management practices, as verified by a third-party, by 2025.**

*Extracted from the Walmart U.S. Pollinator Health Position. Please visit corporate.walmart.com/policies for full information.



Accepted certifications

The following twelve certifications have been approved by Walmart to satisfy the supplier requirement:

- [Bee Better Certified](#)
- [Equitable Food Initiative \(EFI\)](#)
- [Fair Trade International – Hired Labor](#)
- [Fair Trade USA – Year 6 and beyond](#)
- [Global G.A.P.](#) Integrated Farm Assurance (Fruit and Vegetable Versions 5.3-GFS and above. Flowers and Ornamental Version 5.2 and above)
- [LEAF MARQUE](#)
- [MPS ABC](#)
- [MPS GAP](#)
- [Rainforest Alliance](#)
- [Sustainable Food Group Sustainability Standard](#)
- [Sustainably Grown \(SCS Global Services\)](#)
- [USDA certified organic](#), as well as international equivalents



Walmart U.S. and Sam's Club U.S.' pollinator health position*, cont.

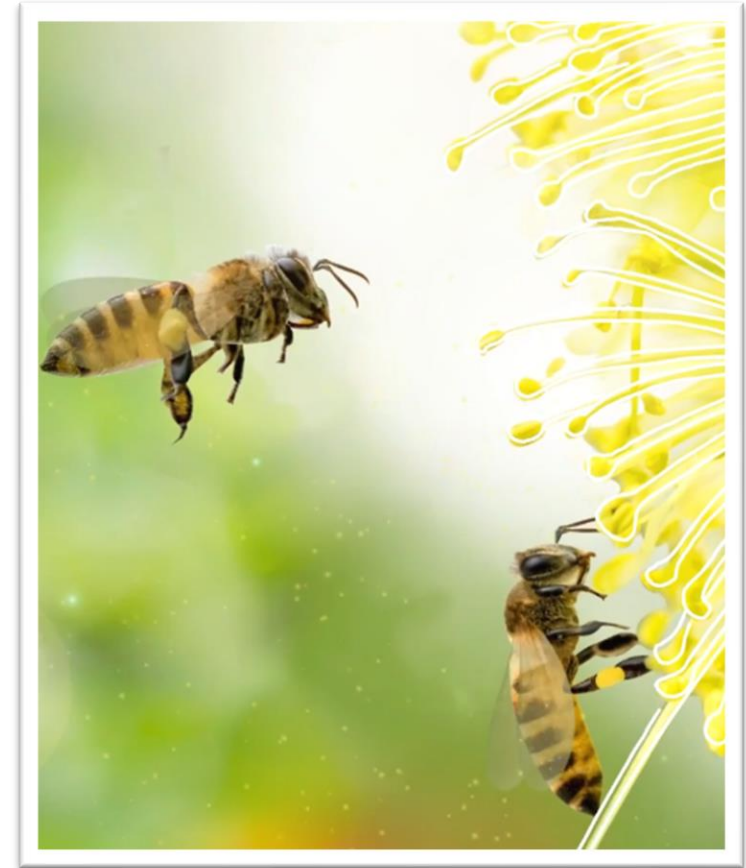
- As part of this initiative, **we will also encourage fresh produce suppliers to phase out use of chlorpyrifos and nitroguanidine neonicotinoids** where applicable unless mandated otherwise by law, and to avoid replacing them with other products with a level I [bee precaution rating](#).
- **Encourage fresh produce suppliers to protect, restore, or establish pollinator habitats by 2025 on at least 3% of land they own, operate, and/or invest in** (e.g., community gardens, pollinator-friendly solar³, sustainable landscapes⁴). Suppliers are encouraged to report annual progress through Walmart's annual sustainability surveys.
- We also encourage fresh produce suppliers to report their pesticide application and biodiversity management annually, through Walmart's annual sustainability surveys.
- *...and other commitments and encouragements for Walmart stores and consumer education initiatives*

*Extracted from the Walmart U.S. Pollinator Health Position. Please visit corporate.walmart.com/policies for full information.



Why focus on pollinators?

- About 75% of major crops depend on pollinators. **A threat to pollinators is a threat to food production and global food markets.**
- Wild pollinator populations are declining across North America.
 - Land use change, intensive agricultural management and pesticide use, pollution, invasive species, pathogens and climate change are all factors.
- Managing farms and rangelands to support pollinator health helps counteract this decline while also helping protect economic outcomes of producers.



Sources: [United States Geological Survey](#), [United States Department of Agriculture](#)



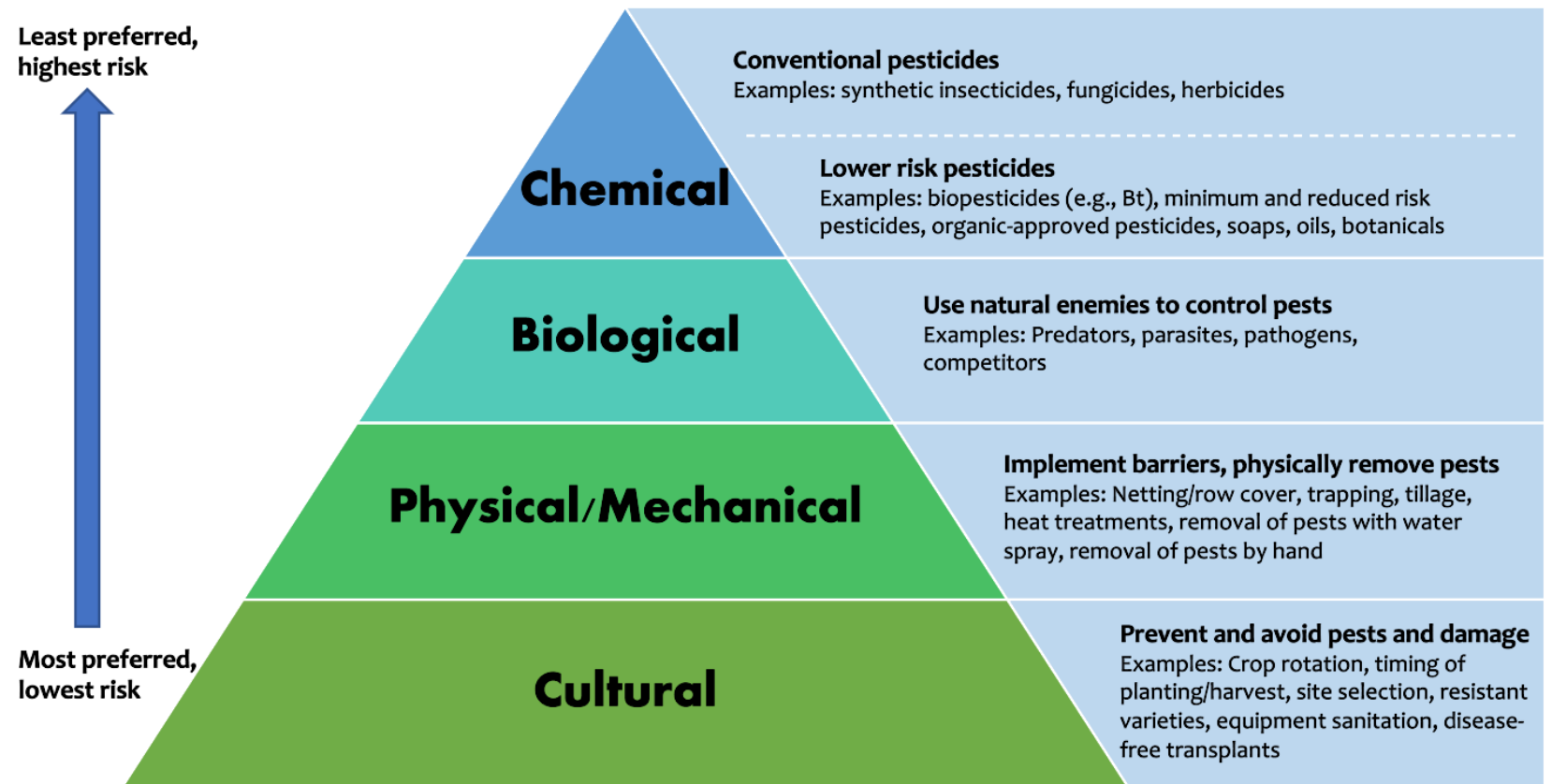
Integrated Pest Management (IPM)

IPM is a science-based system that protects crop yield and quality while minimizing economic, health and environmental risks.

Key concepts:

- Respond to pests with the most effective and lowest-risk option.
- Applying pesticides is just one strategy considered; cultural, mechanical, physical and biological controls should be prioritized before chemical control.

Pyramid of IPM Tactics





Elements of IPM

Element of IPM	Definition	Examples
Prevention and avoidance	Keeping a pest population from infesting a field or site.	Using pest and disease-free seeds and transplants; equipment sanitation, such as cleaning tillage and harvesting equipment between fields or operations.
Identification	Understanding pests that are likely to require management (i.e., major pests) and their biology (life cycle).	Using Extension IPM and other reputable resources to understand major pest biology.
Monitoring	Observing and recording weather, pest populations, pest damage and natural enemies in an area using science-based, systematic methods in order to inform pest management decisions.	Scouting a field, checking traps to count pests and look for damage.
Intervention	Taking action to control pest populations. Control methods may be nonchemical or chemical (non-chemical options are prioritized in IPM).	Non-chemical control can include use of natural enemies, trapping of pests or tillage; chemical controls can include soaps, oils and conventional pesticides.
Recordkeeping and evaluation	Maintaining complete, legible records of all pesticide and nutrient applications and scouting/monitoring activities. Recordkeeping allows evaluation of pest management efficacy, including informing necessary adjustments.	Keeping records of scouting/monitoring activities for pests and natural enemies, including methods and results .
Resistance management	Using pesticide use and agronomic practices that avoid or delay the development of resistant pest populations and preserve the efficacy of pesticides.	Identifying pests and pesticides at high risk for developing resistance; rotating chemical modes of action.

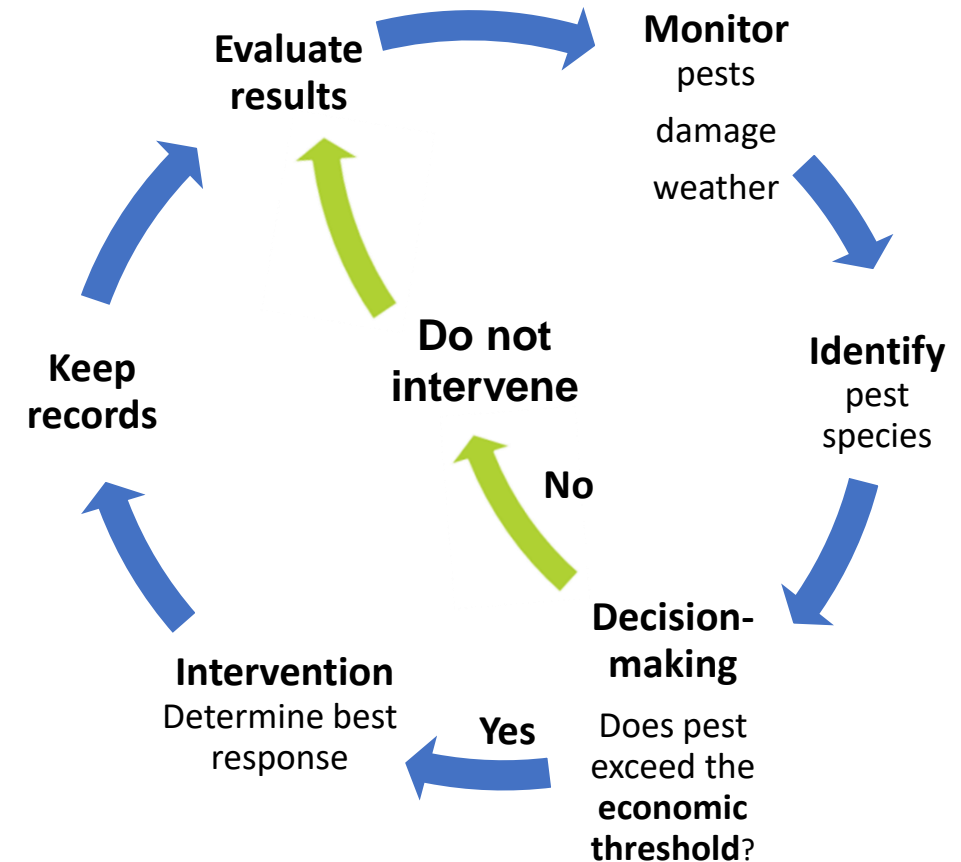


Decision-making in IPM

In IPM, an intervention only occurs when pest populations exceed acceptable levels.

Economic threshold (action threshold): A level of pest density at which pest management action should occur based on costs of pest management and level of damage caused by pests.

Economic thresholds for many pests are set by university Extension publications. For pests without set thresholds, growers may set their own based on field history and an understanding of production costs.



A simplified overview of the IPM decision-making process. Pest prevention, avoidance and resistance management should always be practiced in addition to this cycle.



How does IPM support pollinator health?



- IPM is a decision-making framework that results in minimizing pesticide use and risk; IPM considers all risks, including but not limited to pollinator risk.
- The core elements of IPM ensure that pesticide risk is **managed** and **minimized**.
- IPM ensures that pesticides are only used when 1) there is a documented pest problem based on systematic **monitoring** that 2) exceeds an **economic threshold** (i.e., is predicted to cause economic damage), 3) **non-chemical strategies** are used first and 4) **lower risk pesticides are prioritized** when pesticides are used.

Engaging suppliers: Policy details, FAQ

Engaging suppliers

Frequently asked questions

Reporting in Project Gigaton

What is next

Where to learn more





What is expected of suppliers?



All Walmart U.S. and Sam's Club U.S. suppliers required to achieve IPM certification under an accepted program by the end of 2025

- Certification data is self-reported by suppliers annually via Project Gigaton
 - Data are reviewed in a verification program with support from NGO partners
- All Walmart U.S. and Sam's Club U.S. suppliers **encouraged** to implement pollinator habitat on 3% of land they own, operate or invest in, and to phase out use of chlorpyrifos and nitroguanidine neonicotinoids (imidacloprid, thiamethoxam, clothianidin and dinotefuran)



Certification FAQs



Q: When is certification required by and how soon do I need to get started working towards fulfilling it?

A: Certification is required by the **end of 2025**. Suppliers will first need to identify which certification(s) to pursue, and then will need time to **prepare for and schedule audits**.

Q: How many of my source farms/operations will need to be certified and/or audited?

A: **All farms supplying Walmart** with fresh produce or floral will need to be certified. **All approved certifications require on-site audits**, but the number and length of audits performed depends on the certification scheme.



Certification FAQs (cont.)



Q: I have a certification that I think is equivalent to one of the accepted certifications, does it count?



A: No, only certifications on Walmart's approved list count toward the requirement. Certifications may be added to the list if they are benchmarked and are found to meet the IPM criteria.

Q: Does my Global G.A.P. food safety certification (such as Produce Safety Assurance Standard or the FSMA PSR add-on) counts towards Walmart's requirement?

A: No, only Global G.A.P. IFA v5.3 and above meet the IPM benchmarking criteria to be accepted by Walmart.

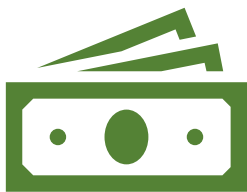


Certification FAQs (cont.)

Q: How do I choose which certification(s) is/are right for my organization?

A: Consider crops and regions covered by the certification, audit costs, audit length and topics of focus within the certification.

Explore certification documents and/or contact the scheme owners for more information to help you make your decision.





Certification FAQs (cont.)

Q: How do I report progress on the IPM certification requirement?



A: All Walmart U.S. and Sam's Club U.S. produce and floral suppliers will report progress annually via Project Gigaton. Data submitted to Project Gigaton goes through a quality assurance process that includes internal Walmart review and support from NGO partners, but it is up to each supplier to ensure accuracy of their own submission. Walmart expects suppliers to submit accurate information and encourages suppliers to make results publicly available.

How to report in Project Gigaton



Survey Settings

- Questionnaire
- Commodities**
- Goal Setting
- Permissions

Reporting Period is not yet active

Select your company's commodities

Help us customize your survey experience by reviewing the following commodities. We have pre-populated information where we could. Please edit as needed.

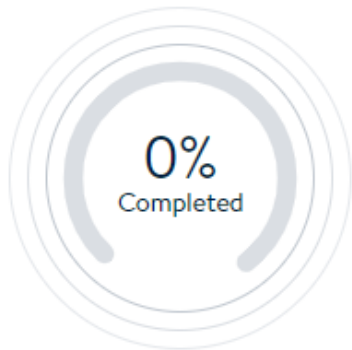
COMMODITIES LIST

To help us customize your sustainability reporting experience, please let us know if any of the products you supply contain the following commodities. If none of these commodities are relevant to your products, please select 'None apply'.

<p>Palm oil</p> <input type="checkbox"/> Private brand <input type="checkbox"/> National brand	<p>Pulp, Paper and Timber</p> <input type="checkbox"/> Private brand <input type="checkbox"/> National brand	<p>Textiles</p> <input type="checkbox"/> Private brand <input type="checkbox"/> National brand	<p>Cocoa</p>
<p>Coffee</p>	<p>Entertainment</p>	<input checked="" type="checkbox"/> Produce or Cut Floral	<p>Seafood</p>
<p>Row Crops (Maize/Co...)</p>	<p>Meat, Dairy, or Eggs</p>	<p>Soy</p>	<p>Tea</p>
<p>None apply</p>			

Save & Continue





Walmart Sustainability Survey

Due: November 3, 2023

Get started

Sections completed

0 of 4

Survey time remaining

79 days

Welcome Project Gigaton,

Please complete and submit all of the relevant or applicable survey programs before the due date shown to the left. Click [here](#) for learning content related to the reports below.

View 2023 Survey Settings

View Previous Year Surveys

Your sustainability reporting

1. Commodities

0% Completed

Get started

2. Packaging

0% Completed

1 Countries

Get started

3. Gigaton

0% Completed

Get started

4. People

0% Completed

1 Countries

Get started

If you're missing something, please update your [vendor numbers](#) in your profile.

Other programs

THESIS

Suppliers to Walmart US and Sam's Club US are encouraged to participate in THESIS.

Reference ID [5734741789](#)

Go to Supply Shift

Gigaton PPA

The Gigaton PPA Program is Walmart's supply chain-based initiative to accelerate renewable energy adoption via an aggregate power purchase agreement. View the program document [here](#).

Go to Gigaton PPA

Renewables and Energy Efficiency

This tool is for you to manage, measure and report energy efficiency projects of your factories in China and around the world

View REE Info



COMMODITIES REPORTING

Please enter the following information for commodities you supply to Walmart or Sam's Club as indicated in each question. Use your latest or most recent 12-month period for which you have data available.

Export Commodity Data

Back to Dashboard

Overall status: Not Started

Pineapple Do you supply fresh pineapples to Walmart Inc? Yes

Show

Banana Do you supply fresh bananas to Walmart Inc? Yes

Show

Produce & Floral Do you supply fresh produce or cut floral to Walmart Inc.? Yes

Hide

Unit of measure

Metric Tons(mt)

Select certificates

Please enter the total volume of fresh produce or cut floral that was sourced from farms with any of the above certifications demonstrating Integrated Pest Management (IPM) adoption.

Compliant volume

Enter units MT

Please enter the total volume of fresh produce or cut floral that was NOT produced on land with the certifications above.

Non compliant volume *

Enter units MT

Total Volume

0.00

Certificate Upload

Upload Certificate

.jpeg, .png, .pdf, .doc, .docx, .gif, .zip
& max-size: 3MB

Reset

Save

Finalize & Submit



COMMODITIES REPORTING

Please enter the following information for commodities you supply to Walmart or Sam's Club as indicated in each question. Use your latest or most recent 12-month period for which you have data available.

Export Commodity Data

Back to Dashboard

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Pineapple Do you supply fresh pineapples to Walmart Inc.? Yes

Show

Banana Do you supply fresh bananas to Walmart Inc.? Yes

Show

Produce & Floral Do you supply fresh produce or cut floral to Walmart Inc.? Yes

Hide

Unit of measure

Metric Tons(mt)

Kilograms(kg)

Pounds(lbs)

Required

Please enter the total volume of fresh produce or cut floral that was sourced from farms with any of the above certifications demonstrating Integrated Pest Management (IPM) adoption.

Compliant volume

Enter units MT

Please enter the total volume of fresh produce or cut floral that was NOT produced on land with the certifications above.

Non compliant volume *

Enter units MT

Total Volume

0.00

Certificate Upload

Upload Certificate

.jpeg, .png, .pdf, .doc, .docx, .gif, .zip
& max-size: 3MB

Reset

Save

Finalize & Submit



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Please enter the following information for commodities you supply to Walmart or Sam's Club as indicated in each question. Use your latest or most recent 12-month period for which you have data available.

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Unit of measure

Metric Tons(mt)

Select certificates

- Bee Better Certified
- Equitable Food Initiative (EFI)
- Fair Trade International - Hired Labor
- Fair Trade USA Year 6 and beyond, medium, a...
- Global G.A.P. Flowers and Ornamental Versio...
- Global G.A.P. Integrated Farm Assurance Frui...
- LEAF Marque
- MPS-ABC

Total Volume

0.00

Certificate Upload

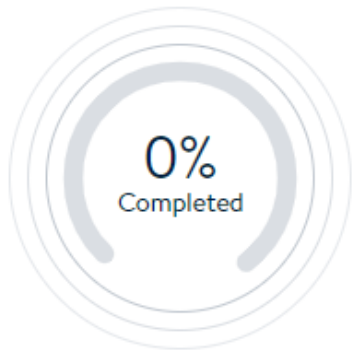
Upload Certificate

.jpeg, .png, .pdf, .doc, .docx, .gif, .zip
& max-size: 3MB

Produce or cut floral that was sourced from farms with any of the above certifications demonstrating Integrated Pest Management (IPM)

Produce or cut floral that was NOT produced on land with the certifications above.





Walmart Sustainability Survey

Due: November 3, 2023

Get started

Sections completed

0 of 4

Survey time remaining

79 days

Welcome Project Gigaton,

Please complete and submit all of the relevant or applicable survey programs before the due date shown to the left. Click [here](#) for learning content related to the reports below.

View 2023 Survey Settings

View Previous Year Surveys

Your sustainability reporting

<p>1. Commodities</p> <p>0% Completed</p> <p>Get started</p>	<p>2. Packaging</p> <p>0% Completed</p> <p>1 Countries</p> <p>Get started</p>	<p>3. Gigaton</p> <p>0% Completed</p> <p>Get started</p>	<p>4. People</p> <p>0% Completed</p> <p>1 Countries</p> <p>Get started</p>
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If you're missing something, please update your [vendor numbers](#) in your profile.

Other programs

<p>THESIS </p> <p>Suppliers to Walmart US and Sam's Club US are encouraged to participate in THESIS.</p> <p>Reference ID 5734741789</p> <p>Go to Supply Shift</p>	<p>Gigaton PPA </p> <p>The Gigaton PPA Program is Walmart's supply chain-based initiative to accelerate renewable energy adoption via an aggregate power purchase agreement. View the program document here.</p> <p>Go to Gigaton PPA</p>	<p>Renewables and Energy Efficiency </p> <p>This tool is for you to manage, measure and report energy efficiency projects of your factories in China and around the world</p> <p>View REE Info</p>
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Energy

Nature


Waste

Packaging

Transportation

Product Use and Design

Enterprise Level

 = A question that may be counted towards Walmart's commitment to help protect, restore, or more sustainably manage at least 50 million acres of land and 1 million square miles of ocean by 2030

Protection and Restoration Efforts

 1 Have you supported land or ocean protection? 

No

 2 Have you supported a natural landscape and/or seascape restoration project? 

No

 3 Are you participating in a place-based initiative? 

No

Sustainable Management - Animal Products

4 Have you used a dairy farm emissions tool to track farm-level emissions reductions? 

No

5 Have there been improvement in manure management system(s) for farms in your supply chain? 

No

 6 Have sustainable practices for grazing land been utilized for beef or dairy production? 

No

Sustainable Management - Other Commodities

10 Have you sourced forest-risk commodities - Beef, Soy, Palm Oil, Pulp, Paper, Timber, Cocoa, Coffee - that have been verified or certified as deforestation and conversion free (DCF)? [?](#)

No

11 Have you sourced other commodities produced with sustainable practices? [?](#)

No

Sustainable Management - Other Commodities

10 Have you sourced forest-risk commodities - Beef, Soy, Palm Oil, Pulp, Paper, Timber, Cocoa, Coffee - that have been verified or certified as deforestation and conversion free (DCF)? [?](#)

No

11 Have you sourced other commodities produced with sustainable practices? [?](#)

Yes

I sourced Quantity Quantity U... of Commo... Commodity Name from Coun... grown with sustainable practices. This quantity is Certified/Not certifi... : Certification/Practi... The certification number and/or more information about the sustainable practices can be found here: Certification No

[+](#) Add more

I confirm that there is no overlap in the quantities reported in this question and the quantities reported in Question 10.

Calculate



Sustainable Management - Other C

10 Have you sourced forest-risk commodities that have been verified or certified as deforestation and conversion free (DCF)?

 No

11 Have you sourced other commodities produced with sustainable practices? This quantity is Certified/Not certified/Other and/or more information about the sustainable practices can be found here:

 Yes

- Terracing and/or contour plantings
- Alley cropping/intercropping
- Cover crops or crop residue management
- Conservation tillage (reduced, no strip, n...
- Not produced on recently converted land...
- Pollinator habitat development

I sourced Quantity Acres grown with sustainable practices. This quantity is Certified/Not certifi...
the sustainable practices can be found here: Certification No

+ Add more

I confirm that there is no overlap in the quantities reported in this question and the quantities reported in Question 10.

Calculate





What's next?



- Review the policy and training materials
- Report certification progress in Gigaton: September 5 – November 3 2023
- Take necessary steps to obtain one of the IPM certifications and meet Walmart's requirement – ensure clear pathway to certification by end of 2025



Where to learn more

- Read the full policy, [Walmart U.S. Pollinator Health Position](#)
- Read more about Walmart’s commitment to pollinators in the article “[Restoring Pollinator Habitats is Key to Feeding the Future](#)”
- Regionally specific guides for establishing pollinator habitat and implementing IPM developed by Walmart in partnership with Pollinator Partnership for four regions in the US: [Southeast](#), [California](#), the [Northeast](#), and the [Pacific Northwest](#).
- Still have questions? Please reach out to corpsu@walmart.com with any questions or ask your merchant.

Questions?





Harnessing Marketplace Power to Improve Health, Environment and Economics

Thank you

Contact

Corporate Sustainability Helpdesk

corpsu@wal-mart.com

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2012, 2009 US EPA Sustained Excellence in IPM Award

2009, 2008, 2005, 2004 National Champion, US EPA Pesticide Environmental Stewardship Program

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