Hopper Environmental Services Inc.'s PESP Strategy

I. IPM in Schools
   a. Educate school administration and staff on IPM and benefits
      i. Position statement (*write and distribute company position statement regarding commitment to IPM and reduced pesticide usage.- year 1)*
      ii. Obtain and provide educational materials from NPMA and EPA (IPM in Schools)-(Year 1)
      iii. Work with school districts to reword bid documents to better reflect IPM requirements (Year 1 & 2)
   b. Further reduce use of pesticides in schools
      i. Provide technician training regarding IPM and reduced pesticides in schools and develop specific IPM based SOP's regarding service in schools. (Written training program and SOP's will be in place in year 2)
   c. Use of more low impact products in schools
      i. Continually evaluate products and look for lower impact materials
   d. Educate admin and staff on exclusion (and other IPM)procedures
      i. (see above)
      ii. Become involved in continuing education for school dietary and maintenance personnel. (Year 2- training outlines developed and implemented in school personnel training)
      iii. Other: PR (public relations for schools and community concerning reduced pesticide usage and IPM through all company marketing efforts.) Ongoing

II. Reduce or eliminate routine exterior broadcast application of pesticides
   a. Research and find low environmental impact products that can be effectively used as exterior spot treatments. (perform field tests with products to determine efficacy and cost. Year 1)
   b. Switch from power spray equipment to backpack sprayers (Year 2)
   c. Train technicians to use new products (Year 2)
   d. Educate existing customers as to the benefits of "new" procedures. (Begin in year 2, through year 3)
   e. Incorporate "new" procedure, immediately, with new customers. (Year 2)

III. Integrate more low impact and ecologically friendly products into treatment protocols. The use of these "natural" materials will ultimately reduce the amount of synthetic materials placed into the environment. (Compare product usage annually to determine increase in use of these products)