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## Chipotle Mexican Grill

### Position on Pesticide Use August 2011

#### INTRODUCTION

Through our constant efforts to expand our Food with Integrity mission, Chipotle Mexican Grill, Inc. is driving more positive change in the nation's food supply than any other restaurant company. Today, we serve more naturally raised meat (from animals that are raised in a humane way, and never given antibiotics or added hormones) than any other restaurant company. We are the only national restaurant company with a significant commitment to local and organically grown produce. And we were the first national restaurant company to serve dairy products (cheese and sour cream) made with milk from cows that are not treated with the synthetic hormone rBGH, and are increasingly moving to using dairy products made with milk from pasture-raised dairy cattle.

We began our quest to serve food made with premium quality ingredients from more sustainable sources more than 10 years ago when we started serving naturally raised pork from Niman Ranch. This change prompted an epiphany at the company that fresh was not enough anymore. While Chipotle has always served food made with high quality, fresh ingredients, we understand that, to serve the best tasting food, it is important to understand how animals are raised and vegetables are grown, as these variables impact on the taste of the food. But the benefits go well beyond taste. Food that is more sustainably raised is also more healthful, better for the environment, better for the animals, and better for the farmers who raise the animals and grow the produce.

This is the essence of Food with Integrity and it is one of the ways that we are changing the way people think about and eat fast food.

While pesticide use in agriculture is emerging as an issue in America, few companies (either major produce growers, or large scale produce buyers) have taken positions on the subject, apart from organic farms whose standards restrict pesticide use. While Chipotle is among the many companies that have not articulated specific policies or protocols speaking directly to pesticide use, we are already a leader in this area based on the actions we are taking. That's because our broader commitment to Food with Integrity directly impacts all variables associated with sustainable agriculture - from the humane treatment of farm animals, to pesticide use, the welfare of workers, environmental degradation and beyond.

#### CHIPOTLE'S IMPACT ON PESTICIDE USE

The emergence of pesticide use as an issue puts it on a long and growing list of issues that are rampant within America's food supply. While many companies and third-party organizations are taking on certain of these issues, Chipotle is unique in its holistic

approach to improving food culture in America, and our efforts are having a positive impact on food related issues across the board, including the use of chemical pesticides.

In 2005 for example, we began using black and pinto beans from organic farms, which, by virtue of organic standards do not use synthetic or chemical pesticides. Because of supply limitations, our commitment to using organically grown beans began small, with only 15 percent of all of our beans coming from organic farms that first year. While supply constraints have placed limitations on our transition to organic beans, we have been steadily increasing the percentage of organic beans we use, and in 2011, 40 percent of all of our beans will be organically grown, which amounts to approximately 7 million pounds of organically grown beans.

Based on Pesticide Action Network estimates for pesticide use per acre in the cultivation of dry beans, our commitment to organically grown beans will contribute to a reduction of about 36,000 pounds of chemical pesticide in 2011 alone. Since 2005, our use of organically grown beans has translated into a reduction in chemical pesticide use of more than 140,000 pounds. What's more, we continue to use organically grown cilantro, which should result in a reduction in chemical pesticide use of nearly 1,800 pounds in 2011, based on Pesticide Action Network estimates of pesticide used in cilantro cultivation.

In total, our efforts to use ingredients from more sustainable sources has led to a direct reduction of chemical pesticide use of nearly 150,000 pounds since 2005. Our impact in this area will only get greater as we continue to grow and continue in our commitment to serving food from more sustainable sources.

#### **GOING FORWARD**

While our efforts to serve food made with premium quality ingredients from more sustainable sources has had significant impacts on several facets of the nation's food supply, there is still much to be done. That is why Chipotle is constantly working to get all of the ingredients we use from more sustainable sources. Our commitment to serving Food with Integrity will continue to have many beneficial impacts, including with regard to pesticide use.

We are often contacted by individual organizations asking us to champion their specific cause. While we applaud the efforts and persistence of such organizations to improve the nation's food supply and implicitly support many of their objectives, we believe that taking on one cause above others would have a limiting effect on what we can accomplish by remaining focused on the holistic approach we are taking under our Food with Integrity mission. We firmly believe that this commitment allows us to serve better tasting food, but also to help establish a better food supply. It is how we are changing the way people think about and eat fast food.