

Otolith's Community Supported Seafood program – 2010 Summer Salmon Harvest Program

Hello,

Thank you for your interest in sustainable seafood. Please take a moment to learn about Otolith Community Supported Seafood. This program was organized to provide the maximum benefit of savings to the seafood consumer and to share some of the fixed costs associated with sourcing direct harvest seafood which is to the benefit of the seafood harvester and sourcing provider, Otolith Sustainable Seafood. Otolith Sustainable Seafood only distributes the highest quality seasonal sustainable seafood available. This CSS uses Otolith's commitment to sourcing healthful and abundant seafood to bring you the 2010 Alaskan Wild Salmon you value. *Refunds are subject to a \$20 admin. fee and will be honored up to June 15th. In the interest of the shareholders no refunds will be given after 06/15/10.*

Benefits:

- > Receive exceptional seasonal best and highest available quality wild Alaskan summer harvest salmon for less than the retail price
- > Be a part of a well organized program which buys direct from harvesters and contributes responsibly toward costs for fishery management
- > Create jobs in your area which represent the commodities and services you value

Features:

- > There are 250 shares available
- > Each share receives 12-15lbs of salmon for a total of three deliveries beginning in end-July [deliveries are every three weeks and subject to farmers' market, holidays or other market availability and shipping delays].
- > Each delivery provides current harvest season's sustainable Alaskan Salmon of enough for 4 meals for a family of four per delivery [or 4 meals for three adults]. 1lb blast/frozen vac/pacs make it easy to control portions.
- > Each share costs \$180, that's a cost per pound of \$13 or less for fish priced [\$17-20] per pound in stores
- > First delivery shall consist of 4lbs blast/frozen Salmon; (4) average weight 1.0 lb. vac/packs.
- > Second/Third delivery shall consist of up to 4lbs blast/frozen Salmon; (5) average weight 1.0 lb. vac/packs.

Program:

- > The CSS will purchase direct from Alaska the round weight of 5000lbs of salmon during peak spring harvest. These high quality fish will be filleted, skinned and quick blast frozen at -40 degrees, net weight of fish is est. 2550lbs for this harvest CSS. The total harvest shall be divided equally among the share members and is being distributed through existing programs to facilitate an organized delivery. This program sources on behalf of consumers, and uses the collective buying power of the group to gain each shareholder the advantage of a wholesale price for the highest quality of sustainable fish available on the market.

Share Pick/Up locations:

- > Otolith Sustainable Seafood; 2133 E. Huntingdon Street; Philadelphia, PA 19125; 215.426.4266; www.otolithonline.com
- > Blooming Glen Farm; 98 Moyer Road, Perkasie, PA 18944. Exclusively for CSA members only -contact Otolith for questions and CSS pick/up dates coordinated with Blooming Glen's CSA schedule.
- > Arrow Root Natural Food Market; Lancaster Ave in Bryn Mawr – call Otolith for questions and pick/up dates; Saturday schedule, 2 - 7pm

- > Milk and Honey Market; 45th and Baltimore Ave– call Otolith for questions and pick/up dates; Tuesday schedule, 2 - 7pm
- > Food Trust Farmers' Markets: Headhouse Market; Philadelphia, PA – call Otolith for questions and pick/up dates
- > Farm to City Farmers' Markets: Rittenhouse Sq. Market – call Otolith for more info
- > Elkins Park Farm Market: Elkins Park, PA– call Otolith for more info
- > Power and Energy Inc.; 106 Railroad Drive, Warminster, PA - Monday evening schedule, 5pm-7pm - call Otolith for more information.

Transparency:

- > CSS funds are held separately in a Community Supported Seafood account through Hyperion Bank; 199 W. Girard Ave; Phila, PA 19123. If it is possible, Otolith will allow online “view only“ access to this account.
- > Your share deposit will not be dispersed to purchase any fish until 50% of all shares have been sold
- > In the event that all shares are not sold by July 15th, all money can be returned in full to each shareholder in the form of a check to be mailed or a smaller CSS will commence if costs and pounds can be secured within the adjusted share sales threshold. No cash will be dispersed. Please spread the word to sell all 250 shares.
- > Otolith may email shareholders to confirm buying authority for less than 250 shares if the cost and availability of fish at the alternative threshold can be maintained. Otolith reserves the right to sell shares for each CSS for up to 3 months.
- > Costs associated with this program include but are not limited to the cost of the round salmon, cost to process and blast freeze portions, cost to transport fish, cost to facilitate delivery, expenses of associated labor, and a portion of shared various fixed costs for all direct market seafood bought in Alaska.

Share Payment Options:

- > Cash, \$180 will be accepted but is not recommended. No credit cards accepted to buy a share.
- > Checks, \$180 are preferred due to the risks associated with transporting cash. If your check does not clear at the time the fish is purchased you may be ineligible for this program and your money will be returned to you in the form of a check.

Special Comments:

The licensed commercial fishing vessel who will be catching this CSS 2010 Salmon for Otolith's seasonal shareholders is to be determined by Otolith based on environmental impact of the harvest technique, harvesters commitment to sustainable seafood, anticipated healthfulness of the harvest and the size and scale of the processor to exclude processors who process trawl caught seafood . The fishing grounds of this directed salmon harvest are located in Southeast Alaska. CSS programs are exciting opportunity for Otolith's partners as we build relationships with sustainable-seafood consumers nonetheless, it is a very serious time for Otolith as we understand the challenges and responsibilities of the harvesters from whom we purchase the world's best seafood. One of these days we'd like to get some pictures for you of your CSS on the fishing grounds however, it may not necessarily happen during this fishery. We shall do our best . Thank you for your support of sustainable seafood!

Amanda Bossard and Murat Aritan, Partners of Otolith Sustainable Seafood