

UK Dining Sourcing Report

Fiscal Year 2019

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SUMMARY

This report contains the fifth annual assessment of the local food procurement efforts of UK Dining (Aramark) and covers the 2019 fiscal year (July 1, 2018, to June 30, 2019). For FY19, UK Dining’s reported Kentucky Farm and Food Business Impact (KYFFBI) purchases totaled \$2,649,573, which is 146% of the required minimum. That represents 23% of total food purchasing by UK Dining (up from 17% for FY18). Of that, farm-impact purchases (those items with at least 10% of their ingredients sourced from Kentucky farms), totaled \$1,327,922, which is 192% of the minimum requirement set by the dining contract. Most notably, both the farm-impact and total local purchasing targets could have been met with just those products purchased from Kentucky-owned businesses (these purchases totaled \$1,993,062 with a minimum KPI of \$1,817,133).

New local procurement initiatives for FY19 include the development and implementation of both the Kentucky Salad Bar Program and the Whole Animal Program and the integration of independent restaurants as sub-contractors in residential dining. FY19 was also the first year with both residential dining halls fully operating, and the first year of a revised meal-plan program emphasizing residential dining. Both those changes brought more dining traffic into the spaces where UK Dining (Aramark) has direct control over menus and sourcing, as opposed to UK Dining (Aramark)-operated franchise dining.

INTRODUCTION

This publication is the fifth annual report assessing the local food procurement efforts at the University of Kentucky by Aramark, the private dining service provider that operates UK Dining. In keeping with the institution’s land-grant mission, the goal of the University of Kentucky’s local food purchasing and broader farm-to-campus initiatives is to use our campus as a living laboratory and support the growth of the local farm and food economies of our Commonwealth. The Food Connection, a local food systems center located at the heart of campus, supports this effort by conducting an annual assessment of UK Dining’s local food purchasing and initiatives.

The primary goals for our annual report are to provide a transparent account of how local purchasing requirements in our dining services contract are fulfilled and to identify opportunities, challenges, best practices, and innovations discovered through collaborative efforts over the course of the year. While our Food Connection team collaborates with the staff of UK Dining (Aramark) to support their local procurement initiatives, our report aims to provide an objective assessment of those efforts. For a discussion of the broader goals and values of local food initiatives, see Appendix 3.

This analysis provides an item-level assessment of how UK Dining (Aramark) meets its annual Kentucky Farm and Food Business Impact (KYFFBI) purchasing requirements as defined by the dining contract. As stated in previous reports, our goal is the development of a replicable metric and methodology that reasonably represents the relative impact of food purchases on the Kentucky farm and food business economy.

UK’S LOCAL FOOD COMMITMENTS

The KYFFBI (e.g. ‘local food’) procurement program originates in the dining contract signed between the University of Kentucky and Aramark Corporation (a food service, facilities, and uniform service provider) in 2015. In response to significant feedback from on- and off-campus stakeholders regarding UK’s role in Kentucky’s agro-food system, the dining contract stipulated explicit Key Performance Indicators tied to local food purchases. Recognizing that all major initiatives require evaluation and revision, the Key Performance Indicators were revised in January 2017 to provide more targeted guidance to the program and prioritize farm-impact purchasing (see previous dining reports for a more in-depth discussion of these revisions).

Local food purchases are governed by a two-part Key Performance Indicator (KPI) within the contract that dictates minimum Farm Impact and Food Business Impact purchases. The combined Kentucky Farm and Food Business Impact (KYFFBI) is the total of all individual items purchased and classified within these metrics, with farm impact purchases as a subset of that total. The fiscal year 2019 KYFFBI benchmark commitment is included in Table 1, and the contractual definitions of farm impact and business impact are provided in Table 2.

Additionally, the revised contract stipulates the following overall increase of Kentucky Farm and Food Business Impact (KYFFBI) purchases relative to the total food purchases by UK Dining as follows: “By the 2023-2024 Contract Year, total Kentucky Farm Impact and Kentucky Food Business Impact purchases shall be at least Twenty Percent (20%) of Dining Partner’s food and beverage purchases for that Contract Year and each future Contract Year.”

Table 1. FY19 KYFFBI benchmarks

	FY19 Commitment	Annual Increase against FY18 Benchmark
Total Kentucky Farm and Food Business Impact	\$1,817,133	5%
Minimum Portion Kentucky Farm Impact	\$692,743	3%

Table 2. Kentucky Farm and Food Business Impact Definitions

KENTUCKY FARM AND FOOD BUSINESS IMPACT (KYFFBI) DEFINITIONS	
Kentucky Farm Impact	
Majority Farm Impact	Greater than or equal to 50% of the ingredients or food product are sourced from Kentucky farms. For this category, specific farm sources can be identified, though they may be comingled. Percentage is calculated by value (cost) of total ingredients, not volume.
Some Farm Impact	It can be reasonably concluded that >10% and < 50% of the ingredients are sourced from Kentucky farms. Percentage is calculated by value (cost) of total ingredients, not volume.
No Farm Impact	There is no identifiable Kentucky farm source for ingredients, or the only significant potential Kentucky farm content is derived from nationally/globally processed and comingled commodities (e.g., corn sweetener).
Kentucky Food Business Impact	
Kentucky-owned Business	Vendor of the product is a food grower, processor, or value-adding enterprise operating primarily in Kentucky, and the majority of business is owned by Kentucky citizens.
Kentucky-located Food Processor	A non-Kentucky owned business that is engaged in significant value adding to the food product at a Kentucky-based operation (beyond aggregation, transportation, or distribution). Products must be verified to come from Kentucky-located production facilities.

METHODOLOGY

This report assesses all Kentucky Farm and Food Business Impact food and beverage purchases reported to the University of Kentucky by UK Dining (Aramark) as defined and required by KPIs in the dining service contract. The classification and analysis of KYFFBI purchases are conducted by staff of The Food Connection and cataloged and stored in a SQL database developed explicitly for this initiative.

Consistent with previous reports, local purchasing data are analyzed at the item level, meaning the categorization of business and farm impact is made for each individual item purchased from any given vendor. This method is key to our assessment, as some food businesses engage in a mixture of both in-state processing and redistribution of products manufactured out of state. For such cases, we included expenditures on in-state processed items in the ‘Kentucky-located processor’ category, and expenditures on redistributed products are disqualified and thus do not count toward the total Kentucky Farm and Food Business Impact KPI. In this way, our method departs from Kentucky Proud classification, which occurs at the vendor level. For a more detailed explanation of the item-level classification system, please see Appendix 1.

KYFFBI purchasing data are submitted to The Food Connection on a monthly basis by UK Dining, who aggregates the purchasing records from the two primary distributors as well as purchases made directly from Kentucky vendors. These data includes the names of vendors, items purchased from each vendor, and the total dollar value spent by UK Dining (Aramark) on each item. New (i.e., unclassified) items are identified and classified on a rolling basis by The Food Connection. Final year-end analyses (e.g., total purchases by category, vendor classifications, and product classifications) are reviewed and verified by the authors and leaders from University administration and UK Dining. A full list of vendors (e.g., farms, manufacturers, sub-contracted caterers) and their product classifications are provided in Appendix 2.

As an addition to the KYFFBI classifications, and for a deeper understanding of exactly what kinds of Kentucky foods are sourced, we further classify data based on broad food-type categories detailed in Table 3.

Table 3. Product Type Classifications

CATEGORY	DESCRIPTION
Baked goods and grains	Cupcakes, cookies, bread, pasta, baking mixes, flour
Dairy	Fluid milk (all kinds), cheese, excludes ice cream
Meat and eggs	Raw or processed meats: beef, pork, eggs, chicken; includes sausages, pre-formed patties, and breaded cutlets
Produce	Fruits and vegetables, fresh or minimally processed (chopped and frozen)
Sub-Contracted Restaurant	Kentucky-based, independently owned restaurants providing food on a per-portion basis to residential dining
Value-added	Value-added and processed foods: soups, syrups, sauces, jams, ice cream, coffee, candy, juices, granola, salsa, popcorn

We do not attempt to evaluate, nor should our results be assumed to represent, food characteristics such as environmental impact, fair labor practices, the sustainability of production methods, or consumer health. Because of the complex nature of supply chains involved in large institutional dining, our analysis cannot be used to accurately assess the ultimate financial impact of

these purchases on the businesses and farms involved. This methodology does not enable quantitative determination of economic impact on farm or food business, nor does it directly measure health or sustainability outcomes. However, by focusing on item level classification of impact on Kentucky farms and Kentucky business ownership, we seek to facilitate a higher level of transparency than local food definitions or metrics based solely on business location (e.g., geographic proximity or “food miles”). Identifying vendors and cataloging the products are essential first steps to address these and other values-based questions about our food.

FINDINGS

During fiscal year 2019, reported Kentucky Farm and Food Business Impact expenditures again met or exceeded the related key performance indicators. Results of our assessment and classification of foods reported for fulfillment of Kentucky Farm and Food Business Impact (KYFFBI) by UK Dining (Aramark) are presented in Figure 1, purchase totals are shown in Table 4, a detailed breakdown is shown in Table 5, and Table 6 presents a year-to-year comparison of KYFFBI purchases. A complete list of vendors by classification is provided in Attachment 2.

Figure 1: Kentucky Farm and Business Impact Purchases as Portion of Total Food Buy FY19

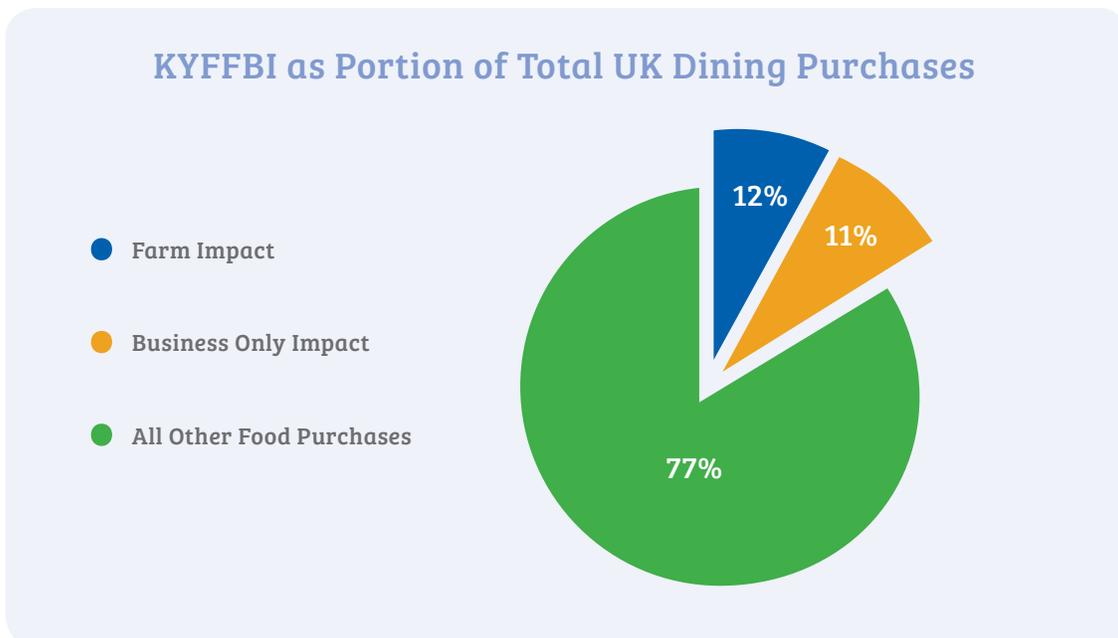


Table 4. FY19 KPIs vs Final Purchase Totals

	FY19 KPI	FY19 TOTAL PURCHASES
KENTUCKY FARM IMPACT PURCHASES	\$692,743	\$1,327,922
FOOD BUSINESS IMPACT PURCHASES		\$1,321,651
COMBINED KENTUCKY FARM AND FOOD BUSINESS IMPACT	\$ 1,817,133	\$2,649,573

Table 5. Categorization of Kentucky Farm and Food Business Impact Purchases for FY19

FARM IMPACT	BUSINESS IMPACT	TOTAL PURCHASES	NUMBER OF VENDORS
Majority	KY Business	\$746,078	34
Majority	Processor	\$484,884	4
Some	KY Business	\$96,365	2
Some	Processor	\$596	1
TOTAL FARM IMPACT		\$1,327,922	
None	KY Business	\$1,150,619	27
None	Processor	\$171,031	6
TOTAL BUSINESS ONLY IMPACT		\$1,321,651	
TOTAL KENTUCKY FARM AND BUSINESS IMPACT		\$2,649,573	

Farm impact purchasing (both majority and some farm impact products) increased by \$282,290 compared to FY18 to total \$1,327,922. The increase in farm impact purchasing is due largely to the implementation of a whole animal purchasing program and a Kentucky salad bar program discussed in greater detail in the next section. Other products in this ‘gold standard’ category include locally sourced eggs, ice cream from Taylor Belle’s and Crank and Boom, baking mixes from Weisenberger Mills, and additional increases in produce purchasing outside of the salad bar program including apples from Evans Orchard. Products with some farm impact sourced from Kentucky-owned businesses include specially formulated soups and sauces from Custom Food Solutions that integrate Kentucky-sourced produce and protein, and Purnell’s sausage which sources a portion of their pork from Kentucky producers. It is important to

note that the farm impact KPI could have been met just with those products purchased from Kentucky-owned businesses, which is a remarkable development.

The largest sub-category of KYFFBI purchases (see Table 5) was non-farm impact foods from Kentucky-owned businesses (\$1,150,619), which is more than double the purchases in this category from last fiscal year (\$540,039). Just over 65% of these business-impact purchases (\$693,329) were from a new sub-contracting program that brought three local, independently owned restaurants into the residential dining halls. This program will be discussed in greater detail in the next section.

As in years past, other products without farm impact sourced from Kentucky-owned business include soups

and sauces from Custom Food Solutions, coffee from John Conti and Shuffle Bean, and Donut Days donuts. Products from the processor category include bread manufactured by Flowers Foods, Jif peanut butter sourced from the Lexington plant, tortillas and chips from a manufacturing plant in Louisville, lunch meats and hot dogs from Specialty Foods Group, and syrups and sauces made by Lyons Magnus. The increase in majority farm impact products in the Processors category compared to FY18 is due primarily to a change in our access to more accurate vendor-level classifications (e.g., we changed how we track Pilgrim's Pride and milk purchases that are sold through multiple vendors).

Assessment of the breakdown of KYFFBI purchases by product type is summarized in Table 7. The

largest category of expenditures was meat products (\$1,074,827), which is a 47% increase over last year. Of those expenditures having at least some farm impact, just over half came from the whole animal and Kentucky hamburger purchases (discussed later in this report), and the single largest vendor within this category was Pilgrim's Pride, a subsidiary of JBS, which contracts production and processes broiler chickens in Kentucky.

Farm impact produce purchases increased significantly from last year, rising from just \$16,622 in FY18 to \$93,716 this fiscal year. This increase is directly attributable to the Kentucky Salad Bar Program (discussed later in this report) and collaboration with Local Food Connection, a food hub aggregating from small and mid-sized Kentucky farmers.

Table 6. Comparison of FY17, FY18, and FY19 Kentucky Farm and Food Business Impact purchases.

FARM IMPACT	BUSINESS IMPACT	2017		2018		2019	
		Number of vendors	Total purchase	Number of vendors	Total purchase	Number of vendors	Total purchase
Majority	KY Business	25	\$268,964	28	\$608,096	34	\$746,078
Majority	Processor	3	\$248,658	6	\$299,794	4	\$484,884
Some	KY Business	4	\$224,833	25	\$101,938	4	\$96,365
Some	Processor	1	\$10,028	2	\$35,803	1	\$596
TOTAL FARM IMPACT			\$752,483		\$1,045,632		\$1,327,922
None	KY Business	20	\$478,715	23	\$540,039	27	\$1,150,619
None	KProcessor	5	\$85,164	8	\$167,240	6	\$171,031
TOTAL BUSINESS ONLY IMPACT			\$538,879		\$707,279		\$1,321,651
TOTAL KYFFBI			\$1,316,362		\$1,752,911		\$2,649,573

Table 7. Product Type Classifications

	MAJORITY	SOME	NONE	TOTAL
Baked Goods	\$7,102	-	\$120,527	\$127,630
Catering	-	-	\$693,395	\$693,395
Dairy	\$245,936	-	\$79,980	\$325,917
Meat	\$859,471	\$18,473	\$196,883	\$1,074,827
Produce	\$93,716	-	-	\$93,716
Value Added	\$24,618	\$78,488	\$230,983	\$334,089

DISCUSSION

The fifth year of the dining contract brought significant changes in Kentucky-impact strategies on the part of UK Dining (Aramark). The development and implementation of the Kentucky Salad Bar Program, the Whole Animal Program, and sub-contracting with local restaurants for dining stations resulted in significant increases in both farm-impact and Kentucky-owned business impact purchases, and are discussed in greater detail in this section.

Independent Restaurants in Residential Dining

Just over 65% of the business impact purchases are attributed to a unique program that brings independently owned restaurants into residential dining facilities. Beginning in the spring semester, UK Dining formed agreements with three local, independently owned restaurants (Athenian Grill, Atomic Ramen, Taste of India) to provide food at stations in the two residential dining halls. The inclusion of these purchases within the KYFFBI program was proposed by UK Dining (Aramark) and agreed upon by UK administrative leadership as the program was determined to meet both the spirit and the letter of the contract.

Participating restaurants were contracted for a predetermined number of portions at a fixed reimbursement rate, and in turn, those reimbursements were reported as part of business impact purchasing. No additional expenditure breakdown based on farm impact of the ingredients was reported, and so all costs were attributed to only the business impact KPI. Dining reported a strong positive response from students to the program, which prompted an increase in the number of portions purchased and an expansion into both lunch and dinner service, as well as further intentions to expand the program next year.

New Farm Impact Initiatives

The success of both the Kentucky Salad Bar and Whole Animal Programs required collaboration among a diverse array of value chain partners to develop production plans, menu integration strategies, and

provide ongoing technical assistance for producers. Robust planning efforts allowed farmers ample time to develop appropriate production schedules designed specifically to meet UK Dining's projected demand while firm forward commitments by UK Dining provided the needed reassurance for farmers expanding production and increasing their risk exposure.

Whole Animal Program

Building off the success of the Kentucky hamburger program, in FY19 UK Dining looked to other opportunities to bring farm impact animal proteins to campus. Purchasing whole animals is a long-established method to control costs for the buyer and maximize benefits to the farmer. Farmers might wish they could raise only pork loins, but they are in fact stuck raising the whole hog. Moving the entire harvest from an animal (i.e., everything from premium cuts, lower-valued cuts, and even bones and hides) is the key to making a local meat economy thrive, as it ensures the full value of that animal is being captured by the farmer.

To pursue a whole-animal strategy, UK Dining (Aramark) worked with the leadership at Marksbury Farm, and Clem's Refrigerated Meats. In addition to sourcing exclusively from Kentucky farms, Marksbury Farm products are also certified pasture-raised and humanely handled through the Global Animal Partnership, a third-party animal welfare certification, thereby supporting Aramark's broader corporate social responsibility goals.

Through this collaborative program, UK Dining (Aramark) purchases whole hogs and beef for use in residential dining. During the academic year, Marksbury Farm sourced three whole cattle and four whole hogs per week, which came from 14 cattle producers and four pork producers. Marksbury handled all the production planning, processing schedules, and overall logistics of the program. High-value cuts were sold back to Marksbury Farm, who in turn sold them through their established wholesale and retail outlets. This allowed UK Dining (Aramark) to reduce the overall average cost of the animal per pound.

The whole muscles are sub-divided by Marksbury Farm into categories or 'boxes' based on kitchen implementation: braising, roasting, smoking, and grilling. Residential dining chefs integrate the boxes of product they receive into Aramark recipes as indicated by the category rather than a specific cut. Beef trim and fat are sent to Clem's Refrigerated Foods who then prepares bulk ground beef (which is separate from the hamburger patty program).

The whole animal program is uniquely tailored to both the logistic and financial needs of institutional dining. Rather than paying a lump sum for a whole animal, this program divides the animals into different products based on menu implementations, and the costs are proportionally distributed across those products in a way that reflects market value. For example, the braising box is valued lower than the grilling box. This allows for accurate plate cost calculations, which is crucial to UK Dining's (Aramark's) management needs.

A key piece of the program's success lies in turning as little meat as possible into a ground product. Channeling high-value cuts into high-value implementations (e.g., catering, carving station) where the costs can be accounted for is preferable, rather than putting those cuts into a ground product thereby unnecessarily raising the net cost of ground meat, which is used in lower-cost menu items.

Regular check-ins between UK Dining (Aramark) and Marksbury Farm allowed for fine-tuning of the program. For example, over the course of the year adjustments were made to the cut card (e.g., size and type of cuts), the flavor profile and format of sausage, and switching up the use of cuts such as hams for different seasonal applications.

Salad Bar Program

The Kentucky Salad Bar Program is the culmination of a multi-year effort by The Food Connection's Cultivate Kentucky Partnership, UK Dining, and key partners along the value chain. Through this initiative, UK Dining works with Local Food Connection (LFC), a Northern Kentucky-based food hub, to provide both greens and other produce on the two residential dining hall salad bars throughout the academic year. Drawing on typical

salad bar usage, UK Dining worked with LFC to project needed quantities and map out the production schedule for the rotation of seasonal ingredients.

In this inaugural year of the program, there were areas of growth and learning for all project partners. An initial challenge was homing in on the specific salad preferences of college students. For example, radishes were less popular than expected and identifying exactly what size of kale or spinach would be accepted as 'baby' greens required narrowing harvest windows for farmers. Additionally, a cold and wet spring delayed the planting and growth of salad greens intended for the spring semester, causing a significant reduction in product available to the program. However, because the Kentucky Salad Bar Program was designed to enhance rather than replace the standard salad bar, gaps in local procurement were filled in with conventionally sourced produce when unforeseen shortages arose. This form of risk mitigation was a reassurance to both UK Dining and LFC, as it allowed for growth and adaptation and accounted for the natural variability of locally sourced produce in the extended season.

Because of the close relationships and regular communication between all stakeholders, members of the Cultivate Kentucky Partnership were able to provide technical assistance and troubleshoot quality management or logistic issues as they arose. To ensure participating farmers were prepared to supply for institutional demand, The Food Connection's Cultivate Kentucky senior extension associate worked with LFC by supporting farmers preparing for and successfully completing the required third-party food safety audits (i.e., GAP), and assisted LFC in completing a facility audit. In regard to logistic and administrative adjustments, the LFC salad bar products were routed through the established produce distributor (with LFC effectively serving as a vendor to that distributor), which was seen as a necessary step to mitigate compliance issues for UK Dining though it increased total procurement costs. A positive outcome of this arrangement is that working in collaboration with a regional distributor creates the potential for Aramark and/or LFC to scale the Salad Bar Program to other institutions that would otherwise be outside the scope of LFC's operations.

Despite the ups and downs of the inaugural year, over 18,000 pounds of locally sourced, seasonal produce was served to students through the Salad Bar Program for a total of \$80,391 in purchases between September and May. UK Dining committed to renewing the program for FY20, and all partners are optimistic about future potential. Areas of focus for the coming year include additional technical assistance from the Cultivate Kentucky program focused on wholesale readiness, quality management, and enhanced attention to season extension.

CONCLUSION

Through a combination of collaboration and innovation, local food procurement efforts by UK Dining (Aramark) continue to expand. While staple products like conventionally sourced chicken and milk continue to provide a significant portion of farm-impact purchases, new initiatives developed in collaboration with local producers and food hubs (e.g., aggregator/distributors) have opened the door for small and mid-sized farms to provide products to campus. The introduction of independent restaurant sub-contracts for residential dining stations indicates a significant shift in purchasing strategy.

While UK Dining (Aramark) far surpassed the KPI minimums for farm and business impact purchasing, it is important to note that the new programs emphasizing coordinated and collaborative strategies for farm-impact produce and meat have the greatest potential to impact the growth of our local food economy. Because of the focus on collaborative strategies with Kentucky-owned farms and businesses, this year, for the first time, they were able to completely fulfill their purchasing requirements with products from Kentucky farms and Kentucky-owned businesses—a significant and laudable accomplishment.

Appendix 1

Complete Classification of UK Dining Purchases by Kentucky Farm and Vendor Source

KENTUCKY FOOD BUSINESS IMPACT	
Category	Definitions
Kentucky food business/entrepreneur	A food producer or farm that is privately held and majority owned by citizens of Kentucky and operates primarily in Kentucky.
Kentucky-located food processor	An enterprise not classified here as a Kentucky Food Business, but which engages in significant food production or processing at a Kentucky facility. Only processors that are Kentucky Proud are included.
Kentucky distributor or not a food business	A vendor in Kentucky that primarily transports or repackages; a majority share of ownership is held by non-Kentucky residents.

KENTUCKY FARM IMPACT	
Category	Definitions
Majority Kentucky farm source	The food product or the primary ingredient is sourced exclusively or predominantly (>50%) from Kentucky farms. Specific farm sources are or could be identified, though they may be comingled.
Some Kentucky farm source	It can be reasonably concluded that >10% of the food product or a majority fraction of a primary ingredient was sourced from Kentucky farms. In most examples, Kentucky and non-Kentucky farm products are comingled with no means to identify specific Kentucky farm sources.
No significant Kentucky farm source	There is no identifiable Kentucky farm source for ingredients or the only significant potential Kentucky farm content is derived from nationally/ globally processed and comingled commodities (e.g. corn sweetener).

To help clarify our two-part classification methodology, the table below provides examples of products sourced by UK Dining (including a description of the business and the nature of the product's production or processing) and the subsequent farm and business impact classifications applied.

FOOD PRODUCT EXAMPLES	Farm Impact	Business Impact
A case of tomatoes sourced from a Kentucky farm	Majority	KY Business
Fluid milk from plant owned by a regional dairy cooperative, and the plant sources primarily from Kentucky dairies	Majority	Processor
A broccoli soup with Kentucky grown broccoli and other ingredients sourced from out of state, made by a Kentucky-owned food manufacturer	Some	KY Business
Beer cheese made by a Kentucky-owned business but from cheese sourced from out of state	None	KY Business
Sandwich bread made from non-Kentucky flour at a bakery located in Kentucky and owned by a national corporation	None	Processor

Appendix 2

Complete List of UK Dining Vendors by Classification

VENDORS	PRODUCTS	BUSINESS IMPACT	FARM IMPACT PRODUCTS
Adams Matthews	Cheesecake	KY Owned Business	None
Ale 8 One Bottling Company	Soda	KY Owned Business	None
Appalachian Meats	Bacon	KY Owned Business	Some
Applecreek Specialty Foods	Salsa, confections, seasonings	KY Owned Business	None
Athenian Grill	Sub-contracted restaurant	KY Owned Business	None
Atomic Ramen	Sub-contracted restaurant	KY Owned Business	None
Black Hawk Farms	Beef	KY Owned Business	Majority
Blm Coffee Enterprise LLC	Coffee	KY Owned Business	None
Bluegrass Baking Company	Baked goods	KY Owned Business	None
Bluegrass Kettle Masters	Kettle corn	KY Owned Business	Majority
Boone Creek Creamery	Cheese	KY Owned Business	Majority
Borden Dairy Company	Milk	Processor	Majority
Chelsea's Eggs	Pastured eggs	KY Owned Business	Majority
Circle G Farms	Produce	KY Owned Business	Majority
Clem's Refrigerated Foods	Hamburger, beef, pork, poultry	KY Owned Business	Majority, None
Courtney Farms	Produce	KY Owned Business	Majority
Crank & Boom Ice Cream	Ice cream	KY Owned Business	Majority
Crigger Farms	Honey	KY Owned Business	Majority
Custom Food Solutions LLC	Soups, sauces	KY Owned Business	Majority, Some, and None
Dan-O's Seasoning	Seasoning	KY Owned Business	None
Dee's Gourmet Nutz	Snack mix	KY Owned Business	None
Donut Days Bakery	Donuts	KY Owned Business	None
Evans Orchard	Apples, apple cider	KY Owned Business	Majority
F and F Farms	Fish	KY Owned Business	Majority, None
Fayette Co. Creamery	Ice cream	KY Owned Business	None
FB Purnell Sausage	Sausage	KY Owned Business	Some
Fischer	Hot dogs	Processor	None
Fishmarket Seafood	Value-added meat products, beer cheese	KY Owned Business	Majority, None
Flowers Foods	Bread, buns, other baked goods	Processor	None
Freedom Run Lamb Farm	Lamb	KY Owned Business	Majority
Gallrein Farms	Produce	KY Owned Business	Majority
Habegger Farms	Produce	KY Owned Business	Majority
Happy As A Lark	Cakes	KY Owned Business	None
Hart County Produce	Produce	KY Owned Business	Majority

VENDORS	PRODUCTS	BUSINESS IMPACT	FARM IMPACT PRODUCTS
John Conti Coffee Company	Coffee	KY Owned Business	None
Jones Brothers Farms	Produce	KY Owned Business	Majority
JSW Farm Chop Shop	Beef	KY Owned Business	Majority
Kenny's Farmhouse Cheese	Cheese	KY Owned Business	Majority
Kern's Kitchen	Derby pie	KY Owned Business	None
KHI Foods Inc.	Butternut squash	KY Owned Business	Majority
KY Dawgs	Hotdogs, bologna	KY Owned Business	Majority
KY Hydro Farm	Produce	KY Owned Business	Majority
Lexington Pasta	Noodles	KY Owned Business	None
Lincoln County Coop	Produce	KY Owned Business	Majority
Lyons Magnus	Dessert sauces	Processor	None
Marksbury Farm Foods LLC	Beef, pork, chicken	KY Owned Business	Majority
Mingua Beef Jerky	Beef jerky	KY Owned Business	None
Mulberry Farms Orchard	Produce	KY Owned Business	Majority
Old Kentucky Chocolates LLC	Chocolates	KY Owned Business	None
Pilgrim's Pride	Chicken	Processor	Majority
Prayer Mountain Farms	Mushrooms	KY Owned Business	Majority
Preferred Popcorn	Popcorn	Processor	Majority
Shuffle Bean Coffee	Coffee	KY Owned Business	None
Smucker's	Jif peanut butter	Processor	None
Solio	Canola oil	Processor	Some
Southern Belle Dairy	Milk	Processor	Majority
Specialty Foods Group Inc.	Hotdogs, deli meats	Processor	None
Spring Valley Farm	Sorghum	KY Owned Business	Majority
Stone Fall Farm	Eggs	KY Owned Business	Majority
Superior Meats	Beef, lamb, turkey, bison, sausage	KY Owned Business	Majority, None
Taste of India	Restaurant sub-contractor	KY Owned Business	None
Taylor Belles'	Ice cream	KY Owned Business	Majority
UK South Farm	Produce	KY Owned Business	Majority
Weisenberger Mill	Flour, baking mixes, honey	KY Owned Business	Majority

Appendix 3 Why Local?

A key challenge for any local food program is to effectively communicate the motivation (i.e., the ‘why’ of local food) for such a program and the rationale for the definition of local by which that program operates. While commodity and export markets will always be a key piece of our state’s agricultural economy, our community also recognizes the additional values (social, environmental, and economic) the Commonwealth receives from supporting home-grown products from Kentucky farms and Kentucky entrepreneurs.

During the public conversations regarding the University’s decision to privatize dining services in 2014, a common theme was the vital role of the University of Kentucky as a land-grant institution in fostering the growth of a resilient and sustainable agro-food

economy for our state¹. Following the input of on- and off-campus stakeholders, the primary rationale for both the integration of local food (i.e. Kentucky Farm and Food Business Impact) KPIs and the establishment of The Food Connection was to leverage the University as a committed buyer of Kentucky-sourced products to develop and expand wholesale value chains for local foods².

Wholesale and institutional markets are traditionally driven by low cost, high volume, and standardized

1. Editorial. Lexington Herald-Leader April 28, 2014. <https://www.kentucky.com/opinion/editorials/article44421204.html>
2. Blackford, Linda. 2014. “UK partners with Aramark on \$5 million institute to bolster locally grown food.” Lexington Herald-Leader. Retrieved from <https://www.kentucky.com/news/local/education/article44508111.html>



MONEY STAYS

Dollars spent with Kentucky farms and food entrepreneurs not only provide economic support to those producers, but also recirculate in our local economy, generating more wealth and stronger communities.



CULTURE AND COMMUNITY

Strong local food systems celebrate and preserve Kentucky’s food culture. Greasy beans, Hickory King corn, and real country ham are just some of the unique foods that Kentuckian’s love to eat, and our farmers love to raise.



MORE JOBS

It takes a lot of work to put local food on our plates, and that means local jobs. From farm store clerks to line cooks, meat packers to graphic designers; we all benefit from a strong Kentucky food and farm economy.



HEALTHY LAND

Less sprawl, more biological diversity, and support for farmers who are the stewards of our land are some of the benefits that come with a vibrant and sustainable Kentucky food and farm economy.



FRESH FLAVORS

Foods straight from Kentucky farms are as fresh as it gets and come to you at the peak of their flavor. Eating with the seasons ensures a healthy, varied diet, and keeps our farmers busy all year.

products. This is further complicated by consolidated markets and authorized vendor agreements (including rebate systems) that make it difficult for local and independent producers to gain access to the institutional supply chains³. Said simply, because of the Kentucky Farm and Food Business Impact KPIs, UK Dining can and must work outside of the conventional institutional market arrangements to fulfill their commitment. By serving as a dedicated market for locally grown and produced products, UK Dining also provides opportunities for Kentucky producers to build production capacity, develop new products, and generally grow their businesses in ways that would not otherwise be readily supported by the conventional wholesale and institutional dining marketplace.

While definitions of local food vary across institutions, there are several financial and non-financial values that are associated with local foods by consumers, and they have research-based evidence to support them⁴. In communicating the values of Kentucky Farm and Food Business Impact purchases to our on- and off-campus community, the Food Connection uses a 'five values' framework.

3. Givens G, Dunning R. 2017. "Distributor intermediation in the farm to food service value chain." *Renewable Agriculture and Food Systems*. Retrieved from <https://doi.org/10.1017/S1742170517000746>

4. Martinez, Steve, et al. 2010. "Local Food Systems: Concepts, Impacts, and Issues, ERR 97." US Department of Agriculture, Economic Research Service. Retrieved from <https://www.ers.usda.gov/publications/publications/details/?pubid=46395>