

Dear Distributor,

Over the past few years a healthcare foodservice leadership group has formed in the New England area. Members of the New England Healthy Food in Healthcare Leadership Group, share the commitment to improve the health of our patients by serving food grown in a sustainable manner. Most have signed the Healthy Food in Health Care pledge, with the organization Health Care Without Harm, which galvanizes our commitment and belief that food grown with sustainable methods is healthier for our patients as well as for the environment. For this reason we are all seeking to purchase organic and local produce, eggs from humanely raised chickens, sustainably-harvested seafood, meat and poultry raised without the routine use of antibiotics, growth hormones or arsenic, and dairy raised without artificial hormones. A list of member institutions committed to these sustainable food purchases is attached in Addendum A.

Our common experience is that many of these foods are not readily available in the marketplace in the quantities or at price points we need. Collectively our institutions purchase millions of dollars of food annually and we share two common needs. First and foremost we all want to increase our dollar volume of local and sustainable foods purchased. Secondly, we share the need to track and quantify the collective impact of our purchases. We are seeking expanded partnerships with distributors interested in helping us achieve these common goals of increased procurement and tracking of local and sustainable foods. These priorities align with the Farm to Plate 10-Year Strategic Plan for Vermont's Food System which identifies health care supported agriculture goals of; increased local food sourcing by institutions, developing strategic partnerships to allow food producers access to larger scale markets, and measuring local food consumption data for use in tracking Vermont's food system progress.

Each institution aims to annually increase the volume and dollar amount of purchases that are local and sustainable. In order to do this we need to track and quantify how much of what we buy meets our standards for these products. To do so we will need your help in the following area:

- A way to easily identify local and sustainable foods in your product catalogue.
- A way to easily track purchases of local and sustainable foods within a category for comparative purposes. For example: what were our total beef purchases last month and what percentage of that total was beef that met our standards for local or sustainable. (see attached Addendum B)
- Increased availability of local and sustainable options in every food category.

We understand that these requests may require modifications to your current invoicing and tracking system and will require that you seek out new suppliers to source the foods we are interested in purchasing.

On June 21, 2013 the New England Healthy Food in Healthcare Leadership Group is convening at Wake Robin Senior Living Community in Shelburne, Vermont. The forum will bring together health care food service directors, Vermont producers, key supply chain partners, and health care administrators to address procurement opportunities and barriers to sourcing local and sustainable foods in an effort to

increase health care supported agriculture. We hope that you can attend this meeting to share in an open dialogue regarding our collective goals surrounding local and sustainable food purchases. Our intent is to convey our commitment to strengthening the institution-distributor partnership to move these goals forward across the state.

## Wake Robin Local Food Tracking Information from Vendors

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- Please supply us with the following information based on our purchases from you.
- We would like the following information on a quarterly basis (Jan 1-March 31, April 1-June 30, July 1-Sept 30, October 1 –December 31)
- Please provide us with the total dollar amount per category

Total Beef (fresh & frozen)

Total Local and Sustainable Beef (Itemize by farm or product such as PT Farm or Vermont Family Farm)

Total Pork Purchases (fresh & frozen)

Total Local and Sustainable Pork Purchases (Itemize by farm or product such as McKenzie Ham, McKenzie Hot Dogs, and Breakfast sausage)

Total Poultry (fresh & frozen)

Total Local and Sustainable poultry (Itemize by farm or product, such as Stonewood Farms Turkey or Springer Mountain Chicken)

Total Seafood Purchases (fresh & frozen)

Please itemize by fish or seafood

Total other Animal Products (such as bison, rabbit etc.)

Total Local and Sustainable Animal Products (Please itemize)

Total Dairy Products (milk, yogurt, pudding, butter, cheese, cottage cheese)

Total Local and Sustainable Dairy Purchases (Itemize by product and category such as Cheese-Cabot or Cheese-VT Butter & Cheese)

Total Egg Products

Itemized by product

Total Produce (fresh & frozen)

Total local Produce (Itemized by product such as cider or apples)

Total Canned, Dry & Frozen Foods Purchases (excluding any items included in any of the above categories)

Total Local canned, dry or frozen food purchases (Itemize such as Vermont Pasta)

Total Bakery Items (fresh and frozen)

Local and Sustainable Bakery Items (Itemize by product category- Vermont Bread Company)

Total Tea and Coffee Purchases

Local and Sustainable Tea and Coffee Purchases (itemized)

Below is the list of Health Care Facilities & Food Service Leaders, who make up the New England Healthy Food in Health Care Leadership Group:

Dartmouth-Hitchcock Alliance, Deb Keane, Director of Food & Nutrition Services

Wake Robin Life Care Community, Kathleen King, Director of Dining Services

Fletcher Allen Health Care, Diane Imrie, Director of Nutrition Services

Northeastern Vermont Regional Hospital, Ginny Flanders, Nutrition & Food Service Director

VA Medical & regional Office Center, Nancy Ramano, Chief Nutrition & Food Services

Brattleboro Memorial Hospital, Jamie Baribeau, Director of Food & Nutrition

Porter Medical Hospital, Laura Brace, Director of Nutrition Services

Rutland Regional Medical Center, Jason Allen, Retail Manager

Northwestern Medical Center, Matt Longley, Executive Chef

Grace Cottage, Denise Choleva, Manager

Central Vermont Medical Center, Terry Redmond, Director of Nutrition Services

CVPH Medical Center, Shey Schnell, Director of Nutrition Services