

Institutional Procurement

Kathy King, Director of Dining Services at Wake Robin
Chair of the Vermont Working Group

Two topics

- Food Service Director Perspective
 - Why
 - How did I start
 - What I have done
 - What I have learned
- The Vermont Working Group
 - Who are we
 - Why is this important
 - How we work together
 - What we have accomplished
 - Next steps

Vermont Working Group



11 institutions

- Dartmouth-Hitchcock – 388 beds
- Fletcher Allen Hospital – 419 beds
- Porter Medical – 45 beds
- Northeastern Vermont Regional Hospital – 70 beds
- Central Vermont Medical – 122 beds
- Brattleboro Memorial Hospital – 32 beds
- Rutland Regional – 133 beds
- Grace Cottage Hospital – 19 beds
- VA Medical & Regional Center – 74 beds
- Wake Robin Lifecare Community – 320 residents – 80 Health Care Beds
- Southwestern Vermont Health Care – 99 beds

Health Care Without Harm

National Movement Towards Healthy Food in Health Care



Gary Cohen, president of HCWH

Group Mission: To Be “One Voice”

Is to come together as one voice whose mission is to increase the practice of purchasing affordable, local, and environmentally sustainable products for the benefit and health of the populations we represent, our local economies, and our physical environment.

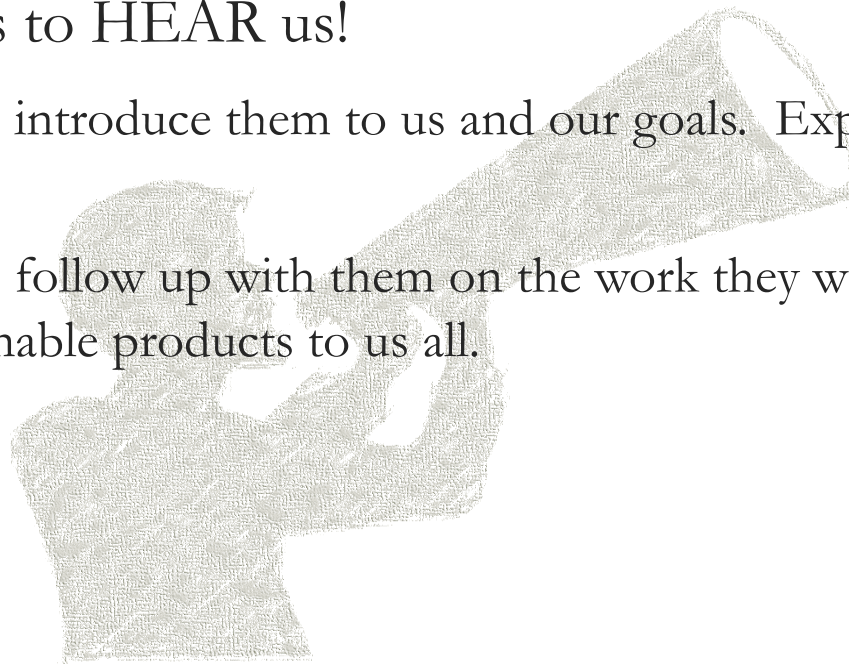
As a Group

Accomplished Two Goals:

- Turning up the volume!
- Tracking

Turning Up the Volume

- Needed Distributors to HEAR us!
 - Conference 2013 to introduce them to us and our goals. Explained our needs and wants
 - Conference 2014 to follow up with them on the work they were/are doing to bring more local & sustainable products to us all.



From these meetings

- Our voice is being heard
 - We had been looking for a sustainable chicken product – distributors found one.
 - Needed more local products in our order guides & a way to find them – distributors gave us access to reports showing we did not have before. Also one company lowered their insurance criteria for local producers from 10 million to 3 million – allowing for more local businesses to be involved
 - Understand the need for tracking and the need for us to know more details about our purchases

Tracking



- Health Care Without Harm – provides us with tracking tools & kits
- Motivate one another to actually do the work.
- Collectively track the information for ourselves, state goals, & HCWH
- Recently had a mini retreat together to track our products as a group

Future thoughts

- Grant to fund a case study showing the impact we are having on the staff that work at our facilities
- Also to help with tracking of products- IT support
- Continue to grow the conversation with distributors and be even louder

Most Value of the Group Work

- The Sharing!
 - Share stories
 - Products – talk about what we are using
 - Commiserate – how hard it can be – find most of us have the same issues
 - Common Ground around the value of this work

Wake Robin

My work as a Dining Director



2006

-
- Started asking the question.....

WHY?

2006

Removed the big deep Fat Fryer in the Main Kitchen



2006

- Became members of



2006



2006



2007

-
- Changed all of our to-go containers to reusable or recyclable containers



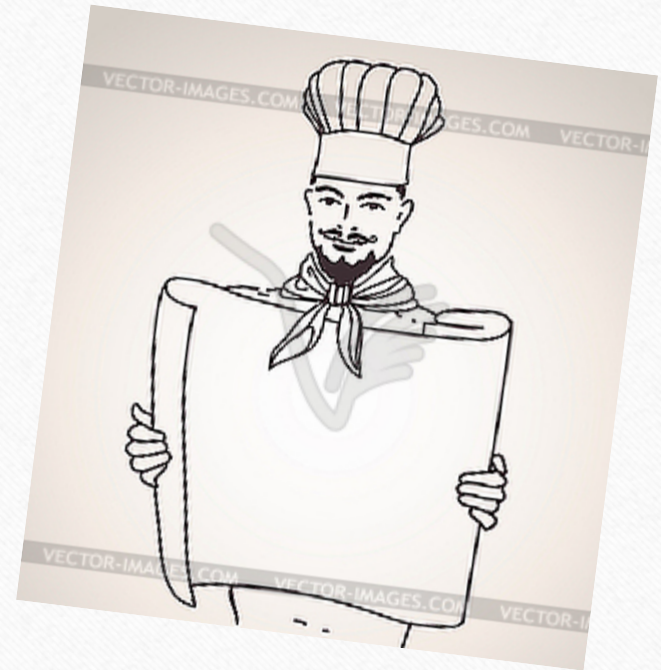
2007

-
- Composting with Casella



2008

- Changed all of our menus to cycle menus
 - Incorporating Local, Sustainable Foods



2009

- Changed all of our cleaning products to sustainable & environmentally friendly products



2010

Monument Farms became our supplier
for all of our milk products



2010

- Switched all paper plates to Greenwave
 - Biodegradable product



2011

- Started using Speeder & Earl Coffee on Campus
 - Fair Trade Coffee
 - Roasted in Burlington



2011

- We started using only Vermont Ground Beef
 - Including making our own hamburgers



2011

-
- Started purchasing only Stonewood Farms Turkey
 - Roasts
 - Turkey Dinners
 - Ground Turkey



2011

- Farmers Market on Campus



2012

- Signed the Healthy Food Pledge with HCWH



2012

- Started working with Bella Farm in Monkton



2012

- Purchased Whole Pigs with Maple Wind Farm





2012

- Switched to using Green Mountain Yogurt



2013

Started Butchering whole
animals in our kitchen



2013



Everyone Getting Involved



Outings



Importance to Staff

More All Staff Participation: Wellness Program- CORE

CSA 2013 – 6 members

CSA 2014 – 26 members + extra purchases every week.

More staff eating in the Café

Positive Comments

The Bottom Line

Food Cost Increase – 2% increase each year over the last 5 years

Plate cost on *Average* for 2014 – \$3.65 (includes soup, salad, entrée, dessert)

40% of our food is local &/or sustainable

Gaining momentum – mentioned in an article in the *New York Times* – we received 1600 hits to our website in 2 days.

Questions

Resources

www.noharm.org

Health Care Without Harm website