

ANALYSIS OF UK DINING'S LOCAL PROCUREMENT EFFORTS

FY22 | UNIVERSITY OF KENTUCKY



PREPARED BY

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SUMMARY

This report contains the eighth annual assessment of the local food procurement efforts of UK Dining (Aramark) and covers the 2022 fiscal year (July 1, 2021 to June 30, 2022). Fiscal year 2022 was impacted by operational challenges such as labor shortages and a large increase of students returning to campus. Despite these challenges, the Kentucky Farm and Food Business Impact purchasing (KYFFBI) requirements were substantially exceeded. While certain elements of the local purchasing strategy were scaled back (i.e., beef for Whole Animal Program), others were expanded (e.g., Kentucky farm impact tortilla chips, sub-contractors, etc.)

For FY22 UK Dining's expenditures with Kentucky farms and food-based businesses totaled \$7,613,100, representing a 262% increase over last year's expenditures. Sub-contracts with locally owned restaurants providing food service within residential dining comprise the majority (86%) of that spending at \$6,534,033.

Purchase of foods with ingredients sourced from Kentucky farm operations totaled \$908,785 which exceeds the required minimum by 20%. 94% of the foods that were sourced from Kentucky farm operators were direct (100%) or majority farm sourced (at least 50%). Purchases of food items from Kentucky businesses and Kentucky-located processors totaled \$170,281 with the majority of those (83%) coming from publicly traded food businesses (e.g., Pilgrim's Pride chicken, Prairie Farms dairy, and Klosterman's bread).

While the FY22 academic year was generally characterized by a return to campus-based activities and traditional dining operations, labor shortages still challenged UK Dining operations. Despite labor challenges, UK Dining continued to focus efforts on supporting Kentucky farms and local, independently owned businesses.

INTRODUCTION

The Kentucky Food and Farm Business Impact (KFFBI) procurement initiative of University of Kentucky's (UK) dining service program serves as a national example for effective public private partnerships in farm-to-institution procurement. Now in its eighth year, the local procurement initiatives at UK have drawn national recognition and awards, and more importantly have resulted in over \$17 million of direct investment in Kentucky farms and food businesses. This publication is the eighth annual report assessing the local food procurement efforts at UK by Aramark, the private dining service provider that operates UK Dining. In keeping with the institution's land grant mission, the goal of UK'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 facilitating value chain coordination, on-farm produce food safety technical assistance, and by conducting an annual assessment of UK Dining's local food purchasing and initiatives.

The primary goals of 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 at UK, see Appendix 4: Why Local?

This analysis provides an item-level assessment of how UK Dining (Aramark) meets its annual KYFFBI purchasing requirements as defined by the dining contract. As stated in previous reports ([available on The Food Connection website](#)), 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 DINING'S LOCAL FOOD COMMITMENTS

The Kentucky Food and Farm Business Impact (e.g. 'local food') procurement program originates in the dining contract signed between the UK and the Aramark Corporation, a food service and facilities company, in FY15. 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 (KPIs) tied to local food purchases. Recognizing that all major initiatives require evaluation and revision, the KPIs were revised in July 2016 to provide more targeted guidance to the program and prioritize farm-impact purchasing (see FY17 Dining Report for a more in-depth discussion of these revisions).

Local food purchases are governed by a two-part KPI within the contract that dictates minimum KYFFBI purchases. The combined 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 FY22 KYFFBI benchmark commitment is included in Table 1, and the contractual definitions of farm impact and business impact, harmonized with the National Farm to Institution Metrics, are provided in Table 2.

TABLE 1. FY22 KENTUCKY FARM AND FOOD BUSINESS IMPACT BENCHMARKS.

	FY22 Commitment	Annual Increase against FY21 Benchmark
Total Kentucky Farm and Food Business Impact	\$2,103,558	5%
Minimum Portion Kentucky Farm Impact	\$756,979	3%

Additionally, the revised contract stipulates the following overall increase of 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 2. KENTUCKY FARM AND FOOD BUSINESS IMPACT DEFINITIONS, HARMONIZED WITH THE NATIONAL FARM TO INSTITUTION METRICS.

Kentucky Farm and Kentucky Food Business Impact (KYFFBI) Definitions	
Kentucky Farm Impact	
All Farm Impact	(>99%) ingredients sourced from farm(s) within local region
Majority Farm Impact	(50% -99%) of ingredients sourced from farm(s) within local region
Some Farm Impact	(1-49%) of ingredients sourced from farm(s) within local region
No Farm Impact	NONE of the item’s ingredients are sourced from farm(s) within local region OR unknown
Kentucky Food Business Impact	
Local Farm	Independently or cooperatively owned and operated local farm
Local Food Business	Independently or cooperatively owned and operated local food business
Local Dependent Farm	Farm within local region that is not independently owned by farmer or a cooperative
Publicly Traded Food Business	Franchise, affiliate, or publicly traded food business within local region
Non-local	Farm of food business outside the local region OR unknown

METHODOLOGY

In 2019, The Food Connection was invited to serve as the lead on a cooperative agreement funded by United States Department of Agriculture Agricultural Marketing Service to develop a set of nationally harmonized metrics for “farm impact” purchasing. Working with a steering committee of nine non-governmental organizations and universities, the project developed a suite of metrics that ultimately mirrored UK’s KPIs with some additional categories and classifications that provide additional clarity on the provenance of a product. This nationally harmonized metrics suite is designed to align with and accommodate a number of existing local and sustainable procurement programs such as the Association for the Advancement of Sustainability in Higher Education’s (AASHE) Sustainability Tracking, Assessment and Rating System (STARS) and Center for Good Food Purchasing’s standards as well as UK’s current KPIs [1].

In FY21, TFC reconfigured our tracking database to operate with the harmonized metrics. While the data presented in this report are categorized to align with UK Dining contract purchasing requirements, the data are also classified according to the full suite of nationally harmonized metrics. We have made some updates to our reporting, including updating our language on the business impact category formerly labeled “Processor” to the current classification of “Publicly Traded/Affiliate”. Businesses in this category are either publicly traded, subsidiary operations of companies headquartered outside of the state, or otherwise not majority owned and operated by Kentuckians. Products in this category must be produced and manufactured in the state in a manner that constitutes “significant value adding” operations (e.g. repackaging, bottling, or other minimal activities are not sufficient). More information on those metrics and the national farm to institution metrics collaborative can be found on the project’s website and in the FY20 dining report.

The classification and analysis of KYFFBI purchases are conducted by staff of TFC and compiled in a database developed for this initiative. UK Dining (Aramark) has expressed intentions to shift tracking and reporting to their third-party service provider for sustainability data, MaetaData (Chicago, IL). The Food Connection supports this effort but will continue to maintain our current data collection and analysis platform until all parties agree to shift to the MaetaData platform.

A detailed description of the methods used in the collection, classification and analysis of the UK Dining data can be found in Appendix 2. This report assesses all KYFFBI food and beverage purchases reported to UK by UK Dining (Aramark) as defined and required by KPIs in the dining service contract.

ACCOUNTING FOR “PASS-THROUGH” SPENDING BY SUB-CONTRACTED RESTAURANTS

Additional steps to accurately count farm-impact products purchased by sub-contracted restaurants is needed. To accurately account for the procurement and inclusion of farm-impact products by sub-contracted local restaurants, the following methodology was implemented

- UK Dining (Aramark) collects itemized invoices from sub-contracted restaurants who have purchased farm-impact products for explicit and exclusive use in UK Dining operations.
- These data are then included with monthly procurement data submitted to The Food Connection.
- All items are assigned a score in an identical process for items purchased directly by Aramark, and the total value of these pass-through items is subtracted from the total value of the amount spent on the sub-contract with those restaurants.

[1] <https://ftimetrics.localfoodeconomics.com>

In this way, we track the impact of the purchased food items without double counting their value in our calculations.

FISCAL YEAR 2022 KENTUCKY FARM AND FOOD BUSINESS IMPACT EXPENDITURES

During FY22, reported KYFFBI expenditures exceeded the required KPIs. Results of our assessment and classification of expenditures reported for fulfillment of KYFFBI by UK Dining (Aramark) are presented in Figure 1. Purchase totals are shown in Table 4, and a detailed breakdown of farm and food business impact is shown in Table 5. Table 6 presents a year-to-year comparison of KYFFBI purchases from FY19 - FY22. A complete list of vendors for each classification is presented in Appendix 3.

FIGURE 1. KENTUCKY FARM AND BUSINESS IMPACT PURCHASES AS A PORTION OF TOTAL FOOD PURCHASES FOR FY22.

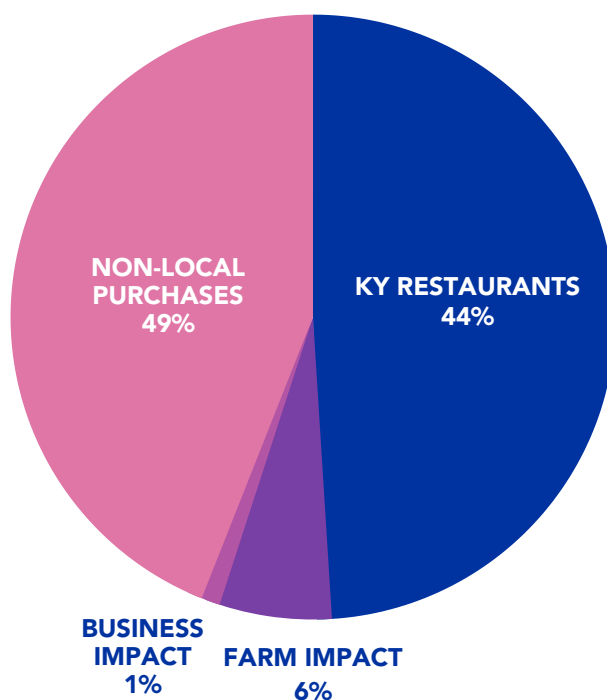


TABLE 4. KEY PERFORMANCE INDICATORS AND PURCHASING TOTALS FOR FY22.

	FY 2022 KPI	FY 2022 Total
Kentucky Farm Impact Purchases	\$756,979	\$908,785
Food Business Impact Purchases	\$1,346,579	\$6,704,315
KYFFBI Total	\$2,103,558	\$7,613,100

TABLE 5. CATEGORIZATION OF KENTUCKY FARM AND FOOD BUSINESS IMPACT PURCHASES FOR FY22.

		FY 19	FY 20	FY 21	FY 22
Farm Impact	Business Impact	Total Purchases	Total Purchases	Total Purchases	Total Purchases
Products with Farm Impact					
All/Majority	KY Farm/KY Business	\$746,078	\$463,679	\$533,515	\$442,022
All/Majority	Publicly Traded/Affiliate	\$484,884	\$271,880	\$261,974	\$414,243
Some	KY Farm/KY Business	\$96,365	\$30,681	\$14,999	\$44,550
Some	Publicly Traded/Affiliate	\$596	\$ -	\$777	\$7,969
Total Farm Impact		\$1,327,922	\$766,240	\$811,265	\$908,785
Products with No Farm Impact (Business Impact)					
None	KY Business	\$457,291	\$214,605	\$139,797	\$28,269
None	Publicly Traded/Affiliate	\$171,031	\$78,419	\$27,103	\$142,012
None	Restaurant	\$693,329	\$2,630,475	\$3,231,201	\$6,534,033
Total Business Only Impact		\$1,321,651	\$2,923,499	\$3,398,100	\$6,704,315
TOTAL KYFFBI		\$2,649,573	\$3,689,738	\$4,209,365	\$7,613,100

The largest expenditure within UK Dining's (Aramark) local procurement initiatives was the sub-contracting of stations within residential dining halls to local, independently owned restaurants (\$6,534,033, Table 5). This is a 103% increase over FY21 (\$3,222,201), and a 148% increase over FY20 (\$2,630,475) when the program was initiated. The sub-contracted restaurants operate stations independently of UK Dining (Aramark) systems, and are responsible for all staffing, ingredient procurement, and station operations. Restaurants include Athenian House Catering, Zen Sushi, Eiffel Pizza, Lexington Pasta Company, Teppen, Great Bagel, Pasture, Mr. G's Kettle Corn, Nathan's Taqueria, Pho Kytchen, Taste of India, Taylor Belles, Tomato Express (Smashing Tomato), and Woke Junk Food Vegan. The impetus and parameters of the Local Restaurant Program are detailed in the FY19 Annual Dining Report.

Farm impact purchasing (i.e., ALL, MAJORITY and SOME farm impact products) totaled \$908,785, fulfilling the required 3% increase over the FY21 KPI. It should, however, be noted that this amount is significantly lower than the FY19 (pre-COVID) farm impact spend of \$1,327,922. Animal protein products included in the farm impact category in FY22 include Prairie Farms milk, Pilgrim's Pride chicken, beef and pork procured from Marksbury Farm, Porter Road, Clem's Refrigerated Foods, Kenny's Cheese, and Edmar Dairy. Produce was sourced primarily from Mount Pleasant Acres farm, Silver Mist hydroponics, and Sustainable Harvest Farm with some sourced from AppHarvest, Black Soil, Gallrein Farm, Habegger, and KY Fresh Harvest. See Appendix 3 for the complete list of vendors and products.

While UK Dining has sourced local grains (corn meal, grits, and flour mixes) from Weisenberger Mills for many years, in FY22 a unique local value-added grain product emerged—corn chips made with corn grown in Central Kentucky. Seeking to find a way to find a versatile Kentucky farm impact product that could be easily used in operations at the Kroger Field, UK Dining's Sustainability Director worked to develop a Kentucky farm impact tortilla chip. Sunflower Sundries, and Mt. Olivet-based farm and food business, purchased approximately 10,000 pounds of corn from a Central Kentucky farmer and worked with a taqueria in Ohio to produce the chips. UK Dining spent nearly \$30,000 on these Kentucky farm impact chips during the FY22.

Other value-added products with MAJORITY farm impact (e.g., sausage gravy and cheese sauce) and some farm impact (e.g., soups and tomato sauce) were sourced from Kentucky-owned businesses such as Custom Food Solutions, a prepared food product company, in Louisville. Products from the processor category include bread manufactured by Klosterman's bakery in a Northern Kentucky facility, lunchmeats and hot dogs from Specialty Foods Group, and syrups and sauces made by Lyons Magnus (Publicly Traded/Affiliate).

TABLE 6. COMPARISON OF FY19, FY20, FY21, AND FY22 KENTUCKY FARM AND FOOD BUSINESS IMPACT PURCHASES.

		FY 19		FY 20		FY 21		FY 22	
Farm Impact	Business Impact	Total Purchases	# of Vendors	Total Purchases	# of Vendors	Total Purchases	# of Vendors	Total Purchases	# of Vendors
Products with Farm Impact									
All/Majority	KY Farm/KY Business	\$746,078	34	\$463,679	15	\$533,515.17	33	\$442,022	23
All/Majority	Publicly Traded/Affiliate	\$484,884	4	\$271,880	14	\$261,973.54	4	\$414,243	4
Some	KY Farm/KY Business	\$96,365	4	\$30,681	2	\$14,999.28	1	\$44,550	2
Some	Publicly Traded/Affiliate	\$596	1	\$ -	-	\$776.85	1	\$7,969	1
Total Farm Impact		\$1,327,922		\$766,240		\$811,264.84		\$908,785	
Products with No Farm Impact (Business Impact)									
None	KY Business	\$457,291	27	\$214,605	12	\$139,796.94	11	\$28,269	14
None	Publicly Traded/Affiliate	\$171,031	6	\$78,419	4	\$27,102.51	4	\$142,012	6
None	Restaurant	\$693,329	3	\$2,630,475	7	\$3,231,200.71	9	\$6,534,033	18
Total Business Only Impact		\$1,321,651		\$2,923,499		\$3,398,100.16		\$6,704,315	
TOTAL KYFFBI		\$2,649,573		\$3,689,738		\$4,209,365		\$7,613,100	

TABLE 7. FY 22 PURCHASES BY PRODUCT TYPE AND FARM SOURCE.

	Farm Impact			
Product Type	All	Majority	Some	Total
Produce	\$51,340	\$-	\$-	\$51,340
Dairy	\$1,609	\$131,468	\$7,969	\$141,046
Eggs	\$396	\$-	\$-	\$396
Meat and Poultry	\$606,330	\$-	\$-	\$606,330
Fish and Seafood	\$8,635	\$-	\$-	\$8,635
Bread and Grains	\$416	\$2,606	\$-	\$3,022
Nuts Seeds OR Legumes	\$-	\$-	\$-	\$-
Beverages	\$-	\$-	\$-	\$-
Prepared Meals OR Entrees	\$-	\$16,828	\$44,529	\$61,357
Snacks and Condiments	\$36,638	\$-	\$22	\$36,660

***EXCLUDES SUB-CONTRACTED RESTAURANTS EXPENDITURE**

DISCUSSION

In FY22, a modest increase in Kentucky farm impact sourcing was paired with a more than doubling of local business spend (largely due to significantly increase in spending with subcontracted local restaurants) resulted in UK Dining easily surpassing their farm and food business KPIs. Faced with significant labor shortages, UK made the decision to add more sub-contractors to have as little disruption to operations as possible. Despite this significant increase in local business impact spend through the subcontracted restaurants, not all the local restaurants were committed to Kentucky farm impact sourcing. The Food Connection continues to advocate for the need for subcontracted restaurants to contribute to the overall farm impact purchasing targets. Future success of local procurement efforts will require thoughtful integration and collaboration with sub-contracted restaurants to support the Kentucky farm impact KPI. Communication and any contractual negotiations with sub-contractors are the sole domain of UK Dining (Aramark), and thus any strategy for integrating sub-contractors into local procurement goals will rely on UK Dining (Aramark)'s leadership. The Food Connection and other local food systems stakeholders can and should play a role in encouraging subcontractors to think creatively about how to utilize Kentucky farm products in their operations.

While there appears to be a sizeable jump in MAJORITY farm impact purchases from Publicly Traded Companies from FY21 to FY22 (Table 6), this merely reflects a change in how fluid milk from Prairie Farms was classified in terms of business impact and does not necessarily reflect in purchasing patterns.

Sourcing local produce for the Salad Bar Program was challenging in FY22. Most of the farms that were a part of the Salad Bar program pre-pandemic exited the wholesale market space during the pandemic as they experienced increased demand for selling their products directly to consumers. While several new farms were added to the Salad Bar program in FY22, UK Dining has not found an acceptable and consistent supply for locally grown salad greens, particularly during the winter months. The Food Connection and UK Dining are working collaboratively to identify possible solutions to fill this gap. While pork purchasing as a part of the Whole Animal Program returned to pre-pandemic levels, UK Dining decreased their purchasing of whole beef during FY22.

CONCLUSION

The UK Dining local procurement strategy for campus dining continues to evolve, innovate, and adapt to the local farm and food landscape and student food preferences. The local restaurant sub-contractor program continues to grow at a rapid rate and has had a significant impact on locally owned independent restaurants. While this has spurred tremendous growth in the local food business KPI, there is an opportunity to leverage the purchasing power of the subcontractors to support Kentucky farmers and bolster the farm impact KPI. UK Dining should explore opportunities to require their subcontractor partners to purchase and track farm impact ingredients for use in their operations. This would help UK Dining meet its farm impact KPIs while also encouraging their local independent restaurant partners to support our local farm economy as a part of campus dining and in the broader Central Kentucky community. The Food Connection stands ready and willing to assist UK Dining and its subcontractors with identifying Kentucky farm products that meet their needs and positively impacts our local food economy. Ultimately, the University's commitment to leveraging dining operations as a catalyst for economic growth continues to have strong positive impact on our local food system.

APPENDIX 1

COMPLETE CLASSIFICATION OF UK DINING PURCHASES BY KENTUCKY FARM AND VENDOR SOURCE

Kentucky Farm and Kentucky Food Business Impact (KYFFBI) Definitions	
Kentucky Farm Impact	
All Farm Impact	(>99%) ingredients sourced from farm(s) within local region
Majority Farm Impact	(50% -99%) of ingredients sourced from farm(s) within local region
Some Farm Impact	(1-49%) of ingredients sourced from farm(s) within local region
No Farm Impact	NONE of the item's ingredients are sourced from farm(s) within local region OR unknown
Kentucky Food Business Impact	
Local Farm	Independently or cooperatively owned and operated local farm
Local Food Business	Independently or cooperatively owned and operated local food business
Local Dependent Farm	Farm within local region that is not independently owned by farmer or a cooperative
Publicly Traded Food Business	Franchise, affiliate, or publicly traded food business within local region
Non-local	Farm or food business outside the local region OR unknown

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	Local Farm
Fluid milk from plant owned by a regional dairy cooperative and the plant sources primarily from Kentucky dairies	Majority	Local Food Business
A broccoli soup with Kentucky grown broccoli and other ingredients sourced from out of state, made by a Kentucky-owned food manufacturer	Some	Local Food Business
Beer cheese made by a Kentucky-owned business but from cheese sourced from out of state	None	Local Food Business
Sandwich bread made from non-Kentucky flour at a bakery located in Kentucky and owned by a national corporation	None	Publicly Traded/Affiliate

APPENDIX 2: METHODS

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 appropriate business impact category (Local Food Business, Publicly Traded/Affiliate Food Business), and expenditures on redistributed products are disqualified and thus do not count toward the total Kentucky Farm and Food Business Impact (KYFFBI) Key Performance Indicators (KPIs). 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 monthly by UK Dining, who aggregates the purchasing records from the two primary distributors as well as purchases made directly from Kentucky vendors. This 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 3.

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 CATEGORIES.

Category	Included	Not Included
Produce	fresh, cut, or frozen fruits and vegetables (including peas)	canned, cooked and/or seasoned fruit & vegetable products ("entree")
Dairy & Milk	fluid milk, cheese, yogurt, ice cream	milk alternatives ("beverages")
Eggs	shelled eggs, liquid egg products, powdered eggs	egg alternatives ("entree")
Meat & Poultry	beef, lamb, pork, game, chicken, turkey, other fowl	vegetarian/vegan meat alternatives ("entree"), egg products ("eggs")
Fish & Seafood	fish/seafood products including frozen or canned products	
Nuts, Seeds & Legumes	sunflower seeds, beans (canned or dry), lentils	Nut butters ("snack"), peas ("produce")
Bread & Grains	flour, rice, all baked goods (including pastries)	Flour not made by wheat ("nsl"), cereals ("entree")
Beverages	soft drinks, sports drinks, juices, smoothies, milk alternatives, tea, coffee	syrup used in coffee and tea drinks ("snack"), milk ("dairy")
Prepared Meals & Entrees	sandwiches, frozen meals, most vegan/vegetarian substitutes	cut fruits and vegetables ("produce"), baked goods ("bread"), most snacks ("snack")
Snacks & Condiments	cookies, crackers, sauces, oils, vinegar, popcorn, candy, chocolate, energy bars, syrup, nut butters	

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.

APPENDIX 3: VENDORS AND PRODUCTS

Vendor	Business Impact	Farm Impact of Products
AppHarvest	Publicly Traded Food Business	All
Black Soil	Kentucky Food Business	All
Chelsea's Eggs	Kentucky Farm	All
Clem's Refrigerated Foods	Kentucky Food Business	All
Edmar Dairy	Kentucky Farm	All
Elvin Miller Farms	Kentucky Farm	All
F And F Farms	Kentucky Farm	All
Gallrein Farms	Kentucky Farm	All
Habegger Farms	Kentucky Farm	All
Holland Farms	Kentucky Farm	All
Kenny's Farmhouse Cheese	Kentucky Business	All
Kentucky Fresh Harvest	Kentucky Business	All
Lake City Fish Market	Kentucky Business	All
Lancaster Farms	Kentucky Farm	All
Marksbury Farm	Kentucky Business	All
Mount Pleasant Acres	Kentucky Farm	All
Pilgrim's Pride	Publicly Traded Food Business	All
Porter Road	Kentucky Food Business	All
Preferred Popcorn	Publicly Traded Food Business	All
Silver Mist	Local Farm	All
Sunflower Sundries	Kentucky Food Business	All
Sustainable Harvest Farm	Kentucky Farm	All
Weisenberger Mill	Kentucky Food Business	All, Majority
Custom Food Solutions	Kentucky Food Business	Majority, Some, None
Prairie Farms	Publicly Traded Food Business	Majority, None
Borden Dairy	Publicly Traded Food Business	Some
Manchester Coffee Company	Kentucky Food Business	None
Lexington Pasta	Kentucky Food Business	None
Broadbent	Kentucky Food Business	None
Clear Cut Phocus	Kentucky Food Business	None
Fish Market Seafood	Kentucky Food Business	None
Kearns Kitchen	Kentucky Food Business	None
Elmwood Inn Fine Teas	Kentucky Food Business	None
Blessed Boards Co.	Kentucky Food Business	None
Fischer	Kentucky Food Business	None
Klosterman's	Publicly Traded Food Business	None
Athenian House Catering	Kentucky Food Business	None
Zen Sushi	Kentucky Food Business	Local Restaurant
Eiffel Pizza	Kentucky Food Business	Local Restaurant

Vendor	Business Impact	Farm Impact of Products
Teppen	Kentucky Food Business	Local Restaurant
Great Bagel	Kentucky Food Business	Local Restaurant
Happy as a Lark	Kentucky Food Business	Local Restaurant
Mingua Beef Jerky	Kentucky Food Business	None
Mr. G's Kettle Corn	Kentucky Food Business	None
Nathan's Taqueria	Kentucky Food Business	Local Restaurant
Pho Kytchen	Kentucky Food Business	Local Restaurant
Taste of India	Kentucky Food Business	Local Restaurant
Taylor Belle's	Kentucky Food Business	Local Restaurant
Smashing Tomato	Kentucky Food Business	Local Restaurant
Woke Junk Food Vegan	Kentucky Food Business	Local Restaurant

APPENDIX 4: 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 state [2]. 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 foods [3].

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 them. [4] 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, detailed in the following chart.

[2] Editorial. Lexington Herald-Leader April 28, 2014. <https://www.kentucky.com/opinion/editorials/article44421204.html>

[3] 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 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 country ham are just some of the unique foods that Kentuckians 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.

THE MANY VALUES OF KENTUCKY GROWN FOOD

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Wholesale and institutional markets are traditionally driven by low cost, high volume, and standardized 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 chains [5]. 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.

[1] 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/pub-details/?pubid=46395>

[1] 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>