SODEXO BY THE NUMBERS IN VERMONT

15.42% SODEXO SPEND ON VERMONT PRODUCTS IN 2016
$2,823,034 SPENT ON LOCAL FOOD
15 ACCOUNTS IN VERMONT
1,009 SODEXO EMPLOYEES IN VERMONT
$20.58 MILLION SODEXO’S PAYROLL IN VT
32,000+ MEALS SERVED PER DAY
200+ FARMS AND FOOD BUSINESSES WE SOURCE FROM

BE IN THE KNOW

Learn more about Vermont First here: vermontfirstsodexo.com
Follow us on Instagram @VermontFirst

VERMONT FIRST GOALS

- Increase purchasing of local Vermont produce, proteins, and products.
- Grow partnerships with our local community.
- Develop shared values and bring awareness of Vermont products and sustainable practices to our customers in all dining locations.
- Provide Sodexo chefs and managers with the resources they need to expand their local impact.

Through Vermont First, Sodexo is committed to buying apples, potatoes, carrots, beets, parsnips, turnips, and winter squash locally when they are available!

For Vermont First, “Local” is defined as:

- 100% raw whole ingredients produced in Vermont or within a 30 mile radius of Vermont (e.g. fruit, vegetables, eggs)
- Food products manufactured in Vermont (e.g. cheese, yogurt, bakery items)
- All produce labeled as “Native” by our local distributor, Black River Produce

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Source(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>APPLES</td>
<td>62.1%</td>
<td>Champlain Orchards, Scott Farm, Vermont Tech Market Garden, Catamount Farm</td>
</tr>
<tr>
<td>APPLE CIDER</td>
<td>99.6%</td>
<td>Cold Hollow Cider, Champlain Orchards</td>
</tr>
<tr>
<td>APPLES, CUT</td>
<td>74.24%</td>
<td>Champlain Orchards</td>
</tr>
<tr>
<td>GROUND COFFEE</td>
<td>99.1%</td>
<td>Green Mountain Coffee Roasters, Vermont Artisan Coffee, Speeder &amp; Earl’s, Mountain Grove Coffee, Vermont Coffee Company</td>
</tr>
<tr>
<td>BEEF</td>
<td>19.3%</td>
<td>Boyden Farm, Black River Meats</td>
</tr>
<tr>
<td>MAPLE SYRUP</td>
<td>99.6%</td>
<td>UVM Proctor Maple Research Center, Vermont Technical College, Sugarman’s, Butternut Mountain Farm, Palmer Lane Maple, Bascom Family Farm, Wheeler Sugarworks, Blake Hill Preserves</td>
</tr>
<tr>
<td>BACON</td>
<td>26%</td>
<td>Black River Meats, Vermont Smoke and Cure, North Country Smokehouse, Green Mountain Smokehouse</td>
</tr>
<tr>
<td>KALE</td>
<td>41.2%</td>
<td>Harlow Farm, Catamount Farm, River Berry Farm, Jericho Settlers Farm, Maple Wind Farm, Vermont Tech Market Garden, Valley Dream Farm</td>
</tr>
<tr>
<td>BEVERAGE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAKERY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRODUCE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SPECIALTY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DAIRY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SNACKS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MEAT</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAPLE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TEA COFFEE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DISTRIBUTION</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EGGS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VEG PROTEIN</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HONEY</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Learn more about Vermont First here: vermontfirstsodexo.com
Follow us on Instagram @VermontFirst

Quality of Life Services
Vermont First is Sodexo’s commitment to increase its purchasing of local foods across all 15 Vermont Sodexo accounts in order to support Vermont’s local economy.

**THE VERMONT FIRST GOALS ARE:**
- Increase purchasing of local Vermont produce, proteins, and products
- Grow partnerships with our local community
- Develop shared values and bring awareness of Vermont products and sustainable practices to our customers in all dining locations
- Provide Sodexo chefs and managers with the resources they need to expand their local impact

**VERMONT FIRST IS GOVERNED BY TWO GROUPS:**

**The Leadership Team is made up of the following Sodexo managers:**
- Melissa Zelazny – Resident District Manager, University of Vermont
- Phil Harty – Regional Vice President, Northern New England
- Brian Roper – General Manager
- Ted DiGrande – District Manager
- Maureen Brown – District Manager
- Emily Portman – Sustainability Manager, University of Vermont
- John Stewart – Director, Client Procurement Services, Northeast
- Rich Blanchard – Senior Marketing Manager
- Annie Rowell – Vermont First Coordinator
- Armand Lundie – Unit Executive Chef, University of Vermont

**The Advisory Board is made up of the following Vermont food system stakeholders:**
- Bill Suhr: Champlain Orchards
- Bobby Young: Intervale Food Hub
- Tony Ristiano: Deep Root Organic Coop
- Shirley Richardson: Vermont Chevon
- Sean Buchanan: Black River Produce/Black River Meats
- Abbey Willard: Vermont Agency of Agriculture, Food and Markets
- Jake Claro: Vermont Sustainable Jobs Fund, Vermont Farm to Plate
- Katie Horner: University of Vermont, Food Systems Graduate Program
- Abbie Nelson: NOFA-VT, VT FEED
- Hans Estrin: UVM Extension
- Heather Lynch-Ellis: St. Michael’s College
- Christina Erickson: Champlain College
- Doug Lantagne: UVM Food System Initiative
- Jane Clifford: Clifford Farms, Green Mountain Dairy Federation
- Joe Bossen: Vermont Bean Crafters

---

**SODEXO CLIENT LIST**

**EDUCATION CAMPUS CLIENTS**
- Castleton University
- Champlain College
- Johnson State College
- Lyndon State College
- Norwich University
- Saint Michael’s College
- Southern Vermont College
- University of Vermont
- Vermont Technical College
- World Learning SIT Graduate Institute

**CORPORATE SERVICES CLIENTS**
- General Electric Company
- Husky Injection Molding Systems – Bolton
- Vermont Student Assistance Corporation

**HOSPITAL CLIENTS**
- Brattleboro Retreat
- Mt. Ascutney Hospital

---

**ANNIE ROWELL**
Vermont First Coordinator

**EMAIL:** Annie.Rowell@sodexo.com
**PHONE:** 802 734 1326

---

**PHIL HARTY**
Regional Vice President

**EMAIL:** Phil.Harty@sodexo.com