

UBC Social, Ecological Economic Development Studies (SEEDS) Student Reports

Food Procurement Guideline

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Scenario 4

UBC Food System Project

Food Procurement Guideline

Group 13

LFS 450

January – April 2010

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ABSTRACT

The UBC food system project is a research project that aims to improve the sustainability of UBC food system. Our group's scenario focuses on developing a food procurement guideline for AMSFBD and UBC food services. Our project focuses on developing a guideline on fresh produce for these two departments. We propose to consider alternative food distributors (rather than Central foods) that can reduce our ecological footprint. Past AGSC 450 projects guided our group to a new direction but along the lines of developing a food procurement guideline. Our group based our focus on one of Delisa Lewis's Liaison report's recommendation: "to pursue a direct relationship with Fraserland Organics". Within our research, findings have shown that there are other food distributors within BC that have better sustainable practices by choosing more local suppliers. Our investigation has shown that ProOrganics and Discovery organics are two food distributors that are more sustainable and collaborates with many local farms. They currently deliver to UBC Sprouts 1-2 times a week. We hope that future LFS 450 students will follow up on our project and strengthen the relationship between UBC and local farms and suppliers by following our food procurement guidelines.

INTRODUCTION

Food services is one of the most important departments at UBC as it serves both students and staff daily throughout the year. It plays a key role for many businesses and yields major profits for UBC. UBC Food Services (UBCFS) made total revenue of \$19.4 million in the last year (UBC Food Services, n.d.). Moreover, revenues collected from food related businesses owned by the Alma Mater Society (AMS) are used to fund AMS

student services (UBC Alma Mater Society, n.d.). The food system at UBC is a central part of campus life for many students and staff.

Since 2007, as Canada's first university to adopt a sustainable development policy, UBC has been putting a tremendous amount of effort into increasing campus sustainability (UBC Sustainability, n.d.). Much of this effort was focused into making food services more sustainable. The UBC Food System Project (UBCFSP) is a community based action research project, and it involves members from UBCFS, UBC Waste Management, and various other departments at UBC with the Faculty of Land and Food Systems acting as collaborators.

This project has been in place since 2001, allowing students in LFS 450 (the Land, Food, and Community III course) the opportunity to work in partnership with the course teaching team, faculty, community members, UBC staff and students to help make the food system at UBC more sustainable. Every year, students are divided into groups and are assigned to a different scenario so that they can touch on the various aspects of the sustainability of the UBC food system, implementing new projects and research that future classes can build on. The scenario our group has been assigned to deals with creating sustainable procurement guidelines for UBC's two major food providers – UBC Food Services and the Alma Mater Society Food and Beverage Department (UBCFBS, AMSFBD). These food service providers have been trying to reduce their ecological footprint through various guidelines and initiatives. Both have noticed the importance of where the food comes from, evidently since UBCFS has developed procurement standards and AMSFBD has published the AMS Ethical Purchasing Guide.

In this report, our group focuses on procurement guidelines for fresh produce for the AMSFBD. Overall, we encourage purchasing local and organic produce more directly from local providers rather than purchasing imported conventional produce via big supplier using many “middle man” companies along the way. We hope to reduce the number of "food miles" used in transporting produce to the UBC campus. This report will start with looking at the current situation of produce supply and discuss the problems and the impact of food mileage and the concept of an ecological footprint. We will then look into some alternatives to the current produce supply method, followed by our recommendations and conclusion.

PROBLEM DEFINITION

The challenges and objectives facing Scenario 4 revolve around the “food system crisis” (UBCFSP 2010). The food industry plays a major role in everyone’s life and unfortunately this is not always a positive role. Many problems are created by our food system including many health problems for both people and the environment. The relationship between the high costs of healthful food and obesity rates are evidence of the negative impacts of the food system on people. In terms of the environment, land degradation from current farming practices, climate change and resource shortages all demonstrate the effects that our food system has on the earth. In order to maintain a balanced lifestyle and to maintain the health of the planet, we must consider the state of our food system. Society today expects that its food be fast, convenient and affordable, with little consideration for where this food comes from or how it impacts the earth. UBCFS and the AMSFBD though, value highly providing food that is not only

cheap and convenient but also sustainable. A number of challenges can arise in trying to provide sustainable food. Local foods are considered to be more sustainable as less fossil fuel is used in shipping the food long distances. However, often local suppliers are unable to fill such large demand quantities as those of UBC. Furthermore, the diversity of products is reduced at a local scale as certain types of produce cannot be grown in BC due to climate and geographical issues. Currently the food system at UBC is one of vertical integration in which one large supplier (Central Foods) is used to provide almost 90% of the produce supply. Our group feels that such large corporations may be more disconnected from the food they are providing than a smaller supplier. However, often larger suppliers are more competitive in terms of price, posing a major challenge for integrating smaller suppliers into UBC's procurement practices.

This scenario reflects issues of concern on local, national and global scales. The concept of actually thinking about where our food comes from has become extremely uncommon in society today. By outlining specific food procurement guidelines we are determining the sources of our food on campus, where the food comes from and how it is produced and transported. Furthermore, these procurement guidelines take into account both environmental considerations as well as economic ones. In this scenario we have had to balance the concerns of cost and profit margins with sustainability. This is a common dilemma for many people who would like to choose local and organic foods, but cannot afford them.

VISION STATEMENT

Overall our group agrees with the seven guiding principles for a sustainable UBC food system, but certain of these principles influenced our project more than others. First,

we focused on guiding principle 1, which states, "Food is locally grown, produced and processed." In trying to compile sustainable food procurement guidelines for AMSFBD and UBCFS, our group looked to identify which types of produce could be obtained from farms that are closer to UBC, thus reducing food miles required for transport. In addition to this guiding principle, we focused specifically on one recommendation from DeLisa Lewis' *Sustainable Produce Procurement Liaison Report* (2008) and her recommendation to "pursue a direct purchasing relationship with Fraserland Organics". Fraserland Organics is a farm in Delta, BC that DeLisa demonstrated in her report could provide potatoes grown locally at competitive prices. One of our value assumptions for this project was that organically and locally grown produce is a more sustainable option than conventionally grown produce. Although this assumption may be true in many cases, the concept is still quite complicated based outside factors such as availability and affordability. The second guiding principle which significantly influenced our project was number 3, stating food should be "ethnically diverse, affordable, safe and nutritious". The key term in this statement for us was "affordable". In working with our project partners we found that our ideas will not likely be implemented unless they will continue to produce profits for the Food Service departments. Further, these departments are providing services for students, who do not have high incomes and require access to cheaper foods. As students ourselves, we realize the importance of affordability. This value comes with compromise though. There are many factors involved including producers, suppliers, food services, and the consumers that are all concerned with costs. The final principle that we focused on was number 6; food is "produced by socially, ecologically conscious producers". In this project, we wanted to reduce the

scale of all sectors involved including producers and suppliers. As a group we value the connections between producers and the food they grow and so focused on identifying smaller scale local organic farms. However, it is possible to work with large suppliers that support sustainability as part of their operations. The guiding principles and our vision statement are central to our project so we kept them in mind while compiling procurement guidelines for AMSFBD and UBCFS. However, our value assumptions did not always align with food procurement practices in reality. The situation that exists for food procurement at UBC is complicated and of a larger scale than we use in daily life and so we had to make compromises in terms of preferred producers, distributors and suppliers.

METHODS

We began our research process by conducting a review on documents that are relevant to food procurement guidelines. This included a review on past LFS 450 Food system projects, sustainability practices at other institutions, class readings and other useful online resources that are relevant to our assigned scenario. The reviews of these documents help facilitate our understandings of our food system in a larger picture.

Reviews of documents and resources

We first reviewed past group projects on food procurement. The one that is most relevant to our scenario is last year's project on Rice Procurement (Yee *et al*, 2009). From their project, we learned that UBC food service focus more on quality and price than other factors. Their rice procurement involved researching the import of rice from other countries, with the closest supplier located in California. The paper improved

our understanding of past issues on rice procurement and procedures. Based on their report, we decide to build our focus on a decreasing the food mileage between suppliers and UBC.

Next, we reviewed documents from other institutions that have implemented food procurement guidelines. In Yale, they have developed a “*Sustainable Food Purchasing Guide*” (Engel, 2008). This guide provided questions and ideas that should be taken into consideration when choosing a sustainable supplier. UBC has developed a “Sustainable Purchasing Guide” that suggest ways of buying products and services that can be more environmental-friendly (Sustainability and supply management, 2010). Although in this purchasing guideline, a focus on food procurement guidelines is still lacking. The document gave our group an overview on what to focus on when developing a food procurement guideline. As well as the purchasing guideline, AMS developed an *Ethical and sustainable purchasing policy* (2004). A review of this document further improved our understanding of how the AMS department operates. Lastly, we reviewed a liaison report written by DeLisa Lewis that was addressed to Alma Master Society (AMS) regarding the food system of UBC (Lewis, 2008). The report was very helpful because it highlighted many aspects of how UBCFS and AMSFBD operate. From her recommendation section of the report, we developed our research topic.

Guest Speaker

Other than reviews of documents to further improve our understanding on the current state of UBC food system, we had guest speakers that came to our class and

presented very valuable information. On February 10th 2010, Nancy Toogood, AMS Food and Beverage Manager, came to class and helped answer our questions. She mentioned the food AMSFBD receives and briefly talked about how they operate (personal communication, February 10th, 2010). In her discussion, she mentioned that of the top 100 items they ordered, 80%-90% are from within the province. The main distributor within the province is Neptune and Cisco and currently the AMSFBD uses Central foods as their distributor.

Email communication

Our last approach of gathering information on food procurement guideline is contacting different resources that could aid in our project. We contacted Nancy Toogood to clarify our understandings of AMS food operation after her initial visit to our class on February 10th, 2010. Next, we contacted Delisa Lewis and asked if she has any contacts and/or resources that might be helpful to our project. With Nancy and DeLisa's response to our questions, we continued our email communication with Pro Organics Vice President of Marketing, Gunta Vitins. During our communication, Gunta suggested that we contact UBC Natural Food Coop (Sprouts) for more information on deliveries to UBC (personal communication, March 31st, 2010). From his email response, we contacted UBC Natural Food Coop (Sprouts). With response from Jon Dehouwer, Sprouts Product coordinator, we collected more information on their business relationship with Fraserland Organics and other local distributors (personal communications, April 7th, 2010). The email communication with Nancy Toogood,

Delisa Lewis, Gunta Vitins, and Jon Dehouwer helped develop our project focus and concerns. See *Appendix A-D* for a complete email correspondence.

FINDINGS

AMSFBD

The UBC Alma Matter Society's Food and Beverage Department (AMSFBD) runs several food outlets in the UBC Student Union Building (SUB) including *Bernoulli's Bagels*, *The Pendulum*, *The Honour Roll*, *The Pit Pub*, *Pie R Squared*, *Blue Chip* and *The Moon*. These restaurants order their produce and food goods by filling out "reqs" or transfers on a weekly basis and inputting these through to the AMSFBD who eventually combines all AMSFBD restaurant transfers and puts in an order to Central Foods.

UBC Food Services

UBC Food Services (UBCFCS) is a "self-funded ancillary department" which comprises four sectors on campus: Cash operations (cafeterias, snack bars, and franchise operations), UBC Catering (full service and casual catering), Residence Dining (Totem Park and Place Vanier), and University Center (Sage Bistro and Sage Catering). UBCFCS is the primary food provider on campus and has expressed its dedication to sustainability through various initiatives including waste reduction through composting, discounts for reusable containers, the Sustainable Seafood project, and procurement standards.

Central Foods

Central Foods is the main provider and distributor of UBC's AMSFBD produce. It is a company that is part of a bigger company, Gordon Food Services (GFS). Central Foods gets their produce from many different places (farms, businesses). Some of this produce is BC grown and others are imported from places such as other parts of Canada, the United States or Mexico. Foods that need to be processed (peeled, sliced, etc.) are sent to a processing plant and are processed prior to distribution. Central Food products are shipped and delivered by Neptune Foods. Currently, UBCFBD receives Central Foods deliveries 1-2 times per week. In particular, the potatoes UBCFBD gets from Central Foods are from North Arm Farm in Pemberton (171 kilometers North of Vancouver). UBCFBD orders several types of potatoes including: Russet (Baker) potatoes, peeled potatoes, and Red potatoes. Many of these types of potatoes (along with the other BC produce ordered through Central Foods) travel a much greater distance to UBC than the actual mileage from producer to UBC, i.e. has a greater number of food miles. This is especially relevant when considering Central Foods' processed produce.

UBC Sustainable Purchasing Guide

Currently, UBC has a sustainable purchasing guide called "Buying into the Future" put out by the UBC Sustainability Office and Supply Management (2010). While this guide does go into detail about many things including: the basics of sustainable purchasing around UBC, price comparison, different options for couriers, success stories and how to start, the guide does not describe how to be sustainable in food purchasing and transportation. It only briefly mentions UBC catering services within UBC Food

service department. A procurement guideline for UBC Food system is still lacking in terms of purchasing and distribution of foods within the campus.

AMS Ethical and Sustainable Purchasing Policy

In 2004, the AMS has developed this policy as a framework of principles and guidelines for customers and suppliers. It labels how to buy from suppliers that “respect, promote and abide for fair labor and sustainable operating practices” (AMS, 2004). Within this guideline, it illustrates certain principles to look for when choosing a supplier. Along with other existing food procurement guideline documents, we were able to build on the principles and develop other new procurement guidelines for the AMSFBD.

Other Possible Farms/Distributors

In 2008, Sustainable Produce Procurement Liaison, DeLisa Lewis wrote a Sustainable Produce Procurement Liaison Report for the Alma Mater Student Society (AMS) of UBC-Vancouver. Lewis writes about five targeted AMS food outlets (listed previously in the AMSFBD heading) and the produce that each outlet uses. In Lewis’ report, she addresses the fact that the AMS receives the majority of its produce from a company that is not optimally sustainable or eco-friendly and lists several other farms/businesses that are more sustainable, and are potentially capable of meeting “AMSFBD dependability, quantity, quality and cost requirements” whose produce could take the place of Central Foods’ produce in supplying UBC’s AMSFBD. A list of a few local farms/businesses is listed below.

Farm/Business Name	Goods Produced	Location
Two Ees Organic Produce	Lettuce, Squash, Potatoes, Beets, Broccoli, Carrots, etc.	Surrey, BC
Fountainview Farms	Carrots, tree fruits	Lillooet, BC
Eatmore Sprouts & Greens Ltd.	Various kinds of sprouts	Courtenay, BC
Cliffe Farm	Corn, melons, squash	Armstrong, BC
Snow Farms, Ltd.	Mixed vegetables and herbs	Delta, BC
Harker's Fruit Ranch	Apples, butternut squash, tomatoes, etc.	Cawston, BC
Fraserland Organics	Many types of potatoes.	Delta, BC

These farms and businesses are able to supply large-scale organizations such as the AMSFBD through working in conjunction with distributing companies such as Pro Organics and Discovery Organics.

Pro Organics- A Local, Organic Food Distributor

Pro Organics is a local food distributor located in Burnaby, BC approximately 20 kilometers away from the UBC campus. It is a company within the company SunOpta Inc. Pro Organics is a company that supports mostly BC farms and businesses that grow local, organic produce. However, it also distributes other goods such as dairy and bulk dry goods (personal communications with Jon Dehouwer, April 7th, 2010). Pro Organics has a warehouse in Burnaby in which produce from the farms and businesses that contribute to Pro Organics are stored (if necessary) prior to delivery (personal communications with Gunta Vitins, March 31st, 2010). Pro Organics receives its produce from such places as Fraserland Organics, Fountainview Farms and Snow Farms, Ltd. (<http://ubcsprouts.ca/about.html>). Along with Discovery Organics, Pro Organics supplies UBC's Sprouts with its produce and other food items (personal communications with Jon Dehouwer, April 7th, 2010).

Fraserland Organics- example of a local, organic farm utilized by Pro Organics

In particular, Fraserland Organics is a certified organic farm that produces mostly potatoes (Russet potatoes, Red potatoes and Off-size). It is located in Delta, BC. While Fraserland Organics does not distribute its own goods, it does collaborate with Pro Organics for distribution. In her Sustainable Produce Procurement Liaison report, Lewis recommends the AMSFBD pursues a direct purchasing relationship with Fraserland Organics (Lewis, 2008).

Discovery Organics- A Local, Organic Food Distributor

Another local, organic food distributor located conveniently in Vancouver, BC is Discovery Organics. As a certified organic wholesaler, Discovery Organics provides many fruits, vegetables, and even bulk dry goods to its customers. They receive their produce from local farms, consolidate them in the warehouse and send them off to their customers. The distributor puts much emphasis on BC grown fruits and vegetables with the goal of bringing it into commercial marketplaces. Even though Discovery Organics is not much different than any other larger food distributors, it works with smaller farms, values the importance of locally grown foods, and it establishes relationship with farmers to help bring in communities and families, farms, and the planet together to provide a better and sustainable future. Discovery Organics works with many BC farms including Across the Creek, Two Ee's Organic Produce, Eatmore Sprouts & Greens Ltd. and Cliffe Farm. It is a current distributor for UBC's Sprouts (Sprouts, 2009).

Across the Creek- example of a local, organic farm utilized by Discovery Organics

In the Pemberton Valley, 196 kilometers North of Vancouver, BC, a farm called Across the Creek is one of the largest scale providers of organic potatoes in BC. Currently, it has a purchasing relationship with UBC's Sprouts through local distributor Discovery Organics. Along with potatoes, Sprouts obtains the majority of its produce from Across the Creek.

Sprouts (formerly known as UBC Natural Food Co-op)

Sprouts is a student run organization that focuses on "healthy, affordable, and sustainably produced food that can be accessible to everyone on campus" (Sprouts, 2009). Formerly known as UBC Natural Food Co-op in 1997, Sprouts evolved into a volunteer-run cafe and store in 2004 where it is open for everyone. Currently, Sprouts receive their produce from many different local sources. According to Jon Dehouwer, Produce Coordinator of Sprouts, the organization receives, among other things, dairy products and bulk dry goods from Fraserland Organics one to two times per week and is delivered by Pro Organics. Other produce such as beets, sprouts and other vegetables are supplied by a wide variety of local farms within the province from both Pro Organics and Discovery Organics.

Vegetable Price Comparison: Sprouts vs. Central Foods

	Central Foods (AMSFBD)	Pro Organics (Sprouts)	Discovery Organics (Sprouts)
Russet (Baker) Potatoes	34.5 ¢/lbs	54.7 ¢/lbs	72.0 ¢/lbs
Red Potatoes	81.5 ¢/lbs	88.0 ¢/lbs	80.0 ¢/lbs
Alfalfa Sprouts	336 ¢/lbs	487 ¢/lbs	270 ¢/lbs

Beets	67.0 ¢/lbs	88.0 ¢/lbs	92.5 ¢/lbs
Carrots	43.0 ¢/lbs	78.9 ¢/lbs	122 ¢/lbs
Tomatoes	83.0 ¢/lbs	160 ¢/lbs	82.0 ¢/lbs
Peppers	135 ¢/lbs	324 ¢/lbs	251 ¢/lbs
Squash	102 ¢/lbs	82.0 ¢/lbs	120 ¢/lbs
Mushrooms	182 ¢/lbs	306 ¢/lbs	120 ¢/lbs
Cabbage	115 ¢/lbs	61.3 ¢/lbs	99 ¢/lbs

*Note: These prices include the price of shipping. **Bolded** values represent the lowest price option available. All values presented in ¢/lbs. See Appendix E for an in chart comparison.*

With a price comparison between those of Sprouts and AMSFBD in the selected vegetables above, it is evident that while in five out of the ten selected representative vegetables are priced lower by Central Foods, the other distributors (Discovery Organics and Pro Organics) are able to provide produce that is local, organic and with less food miles. It is clear that a more sustainable alternative is available at a reasonable price.

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Overall Assessment

While the UBC AMSFBD currently has a smooth running system in terms of produce ordering and delivery between its AMSFBD food outlets and Central Foods, we think that a better, more sustainable food distributor will help decrease food mileage and ecological footprint of UBC food system. Since Sprouts has developed a purchasing relationship with local farms through Pro Organics and Discovery Organics, it does not seem unreasonable, especially considering the fair, reasonable prices, that AMSFBD collaborates with Sprouts in deliveries by Pro Organics and Discovery Organics. This way, the AMSFBD can save a lot of food mileage that has been accumulating with our current food distributor, Central Foods and can capitalize on the abundance of fresh produce produced in our province rather than having to import.

FOOD PROCUREMENT GUIDELINE

Current guidelines taken from UBC Sustainable Purchasing Guide (2010):

- ✓ Order organic, shade-grown, certified fair trade coffee and tea.
- ✓ Always request fair trade products. Fair trade products include coffee, tea, sugar, cocoa products and bananas.
- ✓ When speaking to your caterer, ask if locally produced and organic fruit and vegetables are available.

Our recommendations for sustainable Food Procurement guideline:

- ✓ Decrease the amount of vertical integration (i.e. GFS & Central) to improve more local producers
- ✓ Coordinate with Sprouts if possible
- ✓ Increase purchase from UBC farm and other local sources
- ✓ Quantity purchased be based on sufficient space and to meet weekly load
- ✓ Use locally sourced, organic seasonal ingredients
- ✓ Source local produce when in season

Distribution

- ✓ Decrease the number of deliveries, purchase in bulk if possible
- ✓ Decrease food miles
- ✓ Suggest distributors to use fuel efficient vehicles when distributing produce to UBC

Storage

- ✓ Distribute food in the order that they were received---First in, first out

DISCUSSIONS

Much of the discussion for our project revolved around debating the importance of values. The values, in terms of food, that we focused on were that it be sustainable, affordable, and from more local, small scale producers and suppliers. Unfortunately these values can often conflict in real life. For example, trade-offs can exist between organic food and affordable food. It became necessary for us to decide under certain circumstances which of these values were most important. For the most part we recommended local farms supplying organic produce at a slightly inflated cost.

After hearing Nancy Toogood speak to our scenario group, we decided to focus on the AMSFBD in determining our procurement guidelines. As UBCFS is such a large department with more corporate partners, we felt that we could be more effective by first concentrating on AMSFBD and working directly with Nancy. However, we feel that future LFS 450 students may be able to take our recommendations and apply them to UBCFS.

Lastly, one of the major challenges for our group was in producing price comparisons between each type of produce from different farms. We were able to obtain the “reqs” from several different operations including AMSFBD and Sprouts. However the amount, price, brand and type of produce differ greatly for the different businesses. For example, calculating the price per pound for each type of produce was time-consuming and at times confusing! Especially, considering the seasonal changes in both availability and price was a challenge. This definitely gave us insight into just how many people are involved in getting food from one place to another.

RECOMMENDATIONS

Recommendations for AMSFBD

- Continue to support local sustainable practices
- Pursue a purchasing relationship with local farms, such as Fraserland Organics.
- Follow procurement guidelines when searching for new food distributors
- Continue to suggest sustainable practices and methods for current and future food distributors
- Recommendation for Sprouts
 - Continue to support local, sustainable suppliers
 - Look into collaborating with UBC AMSFBD and UBC Food Services

Recommendations for Future LFS 450 student

- Build on DeLisa Lewis' liaison report 2008 by researching on her recommendations
- Build on our report— find another distributor like Pro Organics and Discovery Organics that can help reduce UBC's ecological footprint
- Focus on one specific sector (such as meats) and suggest ways to support local producers and distributors
- Review the new version of UBC sustainable purchasing guide that was developed in April 2010
- Develop a stronger linkage with UBC Food services
- Recommendations for UBC Food Services

- Try to build a purchasing relationship with Pro Organics or other distributors that support local produce
- Continue to support local and sustainable food practices and operations

Recommendations for LFS 450 Teaching Team

- Continue to provide support for students

CONCLUSION

The UBC food system project is one of the main focuses of the Land and Food system series which highlights and raises awareness on the sustainability issue for UBC. The resources from past projects and other sustainable initiatives regarding food procurement for UBC campus provided us with additional information to develop a food procurement guideline for Alma Mater Society Food and Beverage department and UBC Food services. It is important to evaluate the current state of UBC food system to determine what needs to be done to change the campus into a greener and more sustainable environment. The issues that mostly have an effect on how sustainable our purchasing practices are depend on how we choose our distributor and choose where our food is coming from.

We chose to focus on developing a food procurement guideline that highlights the importance of choosing local suppliers with a distributor that shows sustainable practices. By developing this guideline, it would help the AMSFBD and UBC food service department to become a better sustainable partner and contributor of the overall food

system. After much research and communications with some useful contacts, we were able to determine some important factor to be considered that would contribute to sustainable food purchasing practices. The guidelines we have developed are not truly complete as we believe to have provided a base for future LFS 450 students to build on and, more importantly, to have helped the food departments to implement some changes in the near future.

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APPENDIX

Appendix A

Email correspondence with Nancy Toogood. AMS Food & Beverage Department Manager

From: **Nancy Toogood** (FoodBevMgr@ams.ubc.ca)

Sent: March 26, 2010 1:07:27 PM

1. We are wondering if we can have a copy of the REQS; specifically focusing on potatoes supply.
see below at the bottom for info on how to read req's (transfers)
2. What are some main challenges in terms of deliveries from local food producers to UBC? (For example, Fraserland Organics)
the only challenge is that most of these suppliers do not deliver, or at least not on a regular basis. We do not have the means to go and pick things up.
3. Are all potatoes supplied in UBC food outlets come from Central Foods?
yes
4. Which restaurant uses the highest volume of potatoes?
Other than French fries in the Burger Bar, which you can find in the Pit req on line 346 – the main areas where we use potatoes are Pie R squared (line 137) and the Pendulum (lines 270-275)
5. Has AMSFBD consider using Fraserland Organic Inc. as a local food producer?
I have never even heard of them until now!

From: **Nancy Toogood** (FoodBevMgr@ams.ubc.ca)

Sent: March 29, 2010 3:15:57 PM

1. The prices shown in the excel sheets, does it include the Central Foods' shipping price as well? If not, How much is the price for shipping produce from Central Foods?
Unless we have a special, last minute order, there are no delivery charges associated with central foods.
2. Based on the liason report written by DeLisa Lewis, she stated that :
Best leverage points for pricing and building of a market relationship with Fraserland and UBC might be to begin purchasing off-size potatoes.
*"b-size" yellows and reds—these are essentially nugget potatoes, estimated case price would be \$24/50# (\$40.75/50#)
"oversize" yellows and red. Could provide volumes of 1 pallet/week from August-February at roughly \$15/case"*
3. Do you think it is feasible to use off-size potatoes for UBC food outlets for a better price than Central Foods?
It would be no problem to use assorted sizes but the logistics of ordering only potatoes from a separate company than our regular produce suppliers could be a bit of a logistics concern - not a big problem – but one more source that needs to be contacted almost daily, for ordering purposes, one more entry to list on our inventories and catalogue/file in our accounting office.

Appendix B

Email correspondence with Delisa Lewis, author of Sustainable Produce Procurement Liason report 2008

From: **DeLisa Lewis** (delisa@interchange.ubc.ca)

Sent: March 25, 2010 5:34:25 PM

1. Do you have any suggestions as to where we should start looking into?
A purchasing relationship with Fraserland Organics requires a purchaser who would pursue that relationship. The purchasers connected with the report you reference are the AMS Food and Beverage department. I suggest you make contact with the AMS Food and Beverage Manager, Nancy Toogood, and the stores supply manager, Nick Gregory. They can clarify the fiscal realities and priorities of their purchasing practices.
2. Do you have any more detailed suggestions/recommendations for implementing changes with Fraserland Organics?
*Fraserland does not have delivery trucks or make deliveries to single buyers. They are the largest certified organic producer in British Columbia and do have the capacity to supply an institutional buyer, such as UBC, but the current marketing model they have is to distribute wholesale, with buyers (delivery trucks) coming to their loading docks.
I would echo the suggestion made by Shelley Harris of Fraserland, that the institutional buyers find a specific product that can be purchased at or below wholesale prices, and that the buyers then subcontract a regular delivery to the campus. The examples offered by Fraserland were B-sized nugget or russet potatoes. There are many express freight delivery service operations in the lower mainland that could make the 20-30km delivery.
Additionally, I would pursue other "green" or similarly inclined buyers from within the food services organizations on campus to co-operatively purchase from Fraserland and Snow Farms. Snow Farms may have a wider variety of produce available through the summer months, and both would have strong availability during the season of greatest volume food purchasing, Sept.-October.
Food services purchasers from the UBC campus with demonstrated interest in "green" or Lighter Footprint purchasing that I am aware of are Green College, Place Vanier cafeteria, Sage bistro, and a few of the other high-end catering groups.*

Appendix C

Email Correspondence with Gunta Vitins, Vice president of Marketing, Pro Organics

From: **Gunta Vitins** (Gunta.Vitins@sunopta.com)

Sent: March 31, 2010 10:37:41 AM

1. We are trying to develop a purchasing relationship with Fraserland Organics in Delta and we need a distributor for carrying produce to UBC. We are wondering how would this process work if we use ProOrganics as our distributor?

Thank you for your interest in Pro Organics. We have an excellent relationship with Fraserland Organics and have been distributing their organic produce for years. We currently ship organic produce etc to the UBC Natural Food Coop 1 – 2 x per week. I suggest that you collaborate with them regarding shipments. Their contact info is: T: 604-822-9124; C: 604-761-3800 email: sprouts.products@gmail.com

As a side note, we would not ship from Fraserland directly to UBC. We pick up pallet loads of their produce from the farm and then receive their goods in our warehouse in Burnaby – we ship caselots to our retail customers from there

Appendix D

Email correspondence with Jon Dehouwer, Sprouts produce coordinator

From: **Jon Dehouwer** (sprouts.products@gmail.com)

Sent: April 7, 2010 5:14:12 PM

1. You currently receive potatoes from Fraserland Organics, how often do you receive shipments, delivered by ProOrganic per week?

We actually don't get potatoes from Fraserland Organics, we typically get ours from Across The Creek in Pemberton from another produce distributor. We do place weekly orders from Pro Organics and we typically get our dairy goods, and bulk dry goods from them.

2. How much does it cost to ship the produce to UBC?

It is free to get our delivery shipped as long as we meet a minimum purchasing amount on the order, which is \$150.

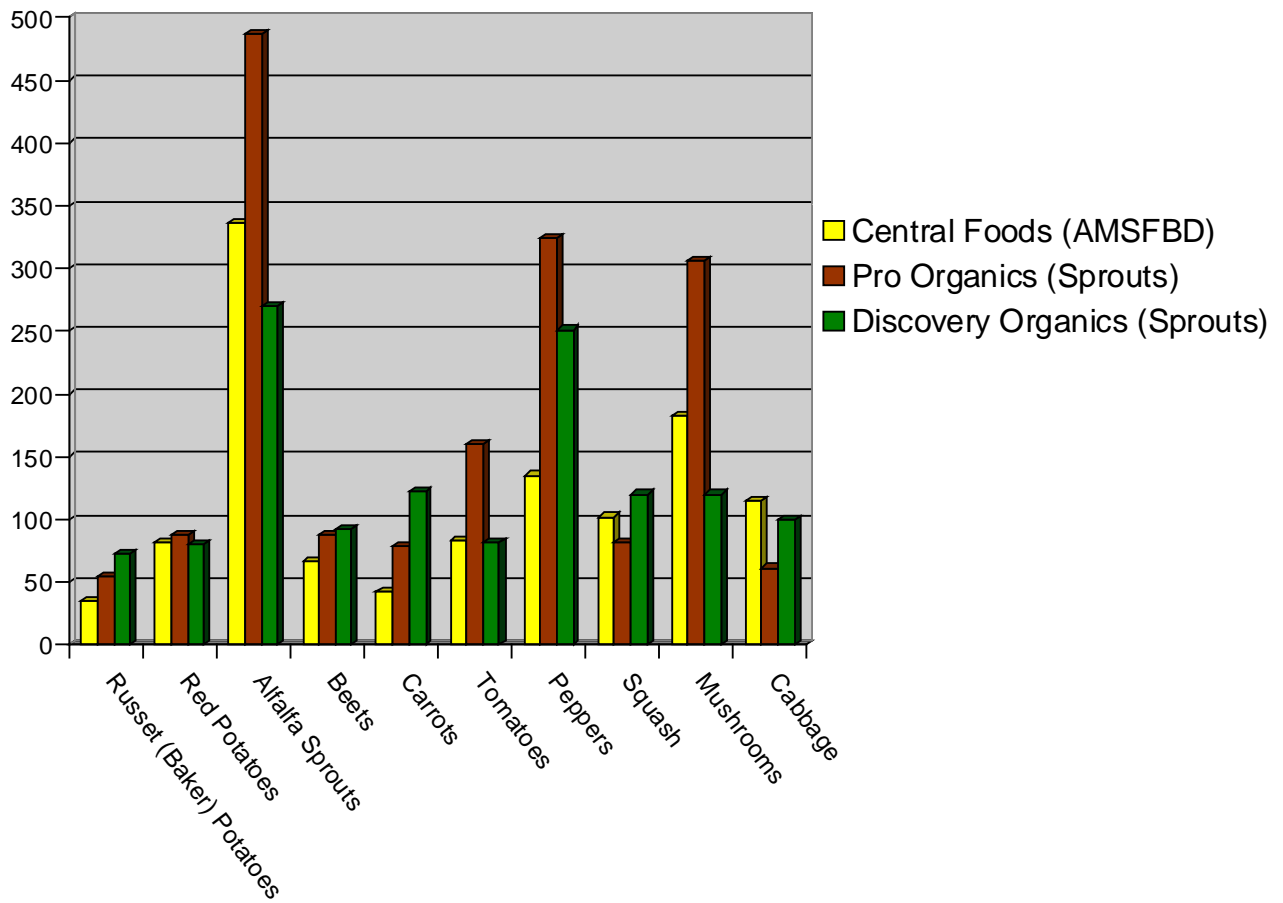
3. Would you be interested in collaborating with UBC Food service and AMSFBD for local produce deliveries?

I would need more information before I could give a yes or no answer on this type of question. And we are actually called Sprouts and not the UBC natural food co-op. That name is an old name and for some reason the distributors still have us on file under that name.

If you have any further questions please feel free to reach me through this email or you can call me at 778-322-4855. And I would be more than glad to further help you.

Appendix E

Note: all values are in cents/lbs.



Online resources links

About UBC Food Services

<http://www.food.ubc.ca/about/index.html>

AGSC 450 Group 29 UBC Food System Project: Rice procurement

<https://circle.ubc.ca/bitstream/handle/2429/21448/Yee_Yeh_Yeung_etc_SEEDS_Student_Report.pdf?sequence=1>

AMS Ethical and Sustainable Purchasing Policy

<www2.ams.ubc.ca/.../AMS_Ethical_and_Sustainable_Purchasing_Policy.pdf>

AMS sustainability

http://www2.ams.ubc.ca/index.php/student_government/subpage/category/ams_sustainability/

Delisa Lewis Sustainable Produce Procurement Liaison 2008

<http://www2.ams.ubc.ca/images/uploads/5Produce_procurement_report012309.doc>

History of UBC Campus Sustainability

<http://www.sustain.ubc.ca/campus-sustainability/featured-content/history-of-campus-sustainability>

University of British Columbia - Sustainability Office and Supply Management. (2008).

UBC Sustainable Purchasing Guide. Retrieved March 20, 2010, from

http://www.phas.ubc.ca/sustain/ubc_sustainable_purchasing_guide.pdf

UBC Sustainable Purchasing Guideline

< www.phas.ubc.ca/sustain/ubc_sustainable_purchasing_guide.pdf >

UBC Sustainable Purchasing Guideline Version 2

<http://www.sustain.ubc.ca/sites/default/files/uploads/pdfs/SustainablePurchasingGuide_Version2.pdf>

Yale Sustainable Food Purchasing Guide

<http://www.yale.edu/sustainablefood/purchasing_guide_002.pdf.pdf>