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September 4, 2008

Mr. Mick Robinson,

Per your request for information on the UM Farm to College Program, please find enclosed materials for the Tuesday, September 9, 2008, Environment Quality Council Committee's meeting. The last two pages of this handout are our recommendations for a technology based local foods tracking system. This format can be used by all campuses / institutions and then uploaded to a central data base in Helena.

University Dining Services is entirely committed to purchasing local foods and values the social / cultural, environmental, and economic advantage that buying from local producers, ranchers and farmers provides. I hope the enclosed information will be valuable in your discussions. I would be happy to discuss the UM Farm to College Program further should the committee be interested; I can be reached via 406-243-4716. Thank you for supporting local foods.

Kind regards,

Mark S. LoParco

Director

University Dining Services

The University of Montana



Tracking Local Food Purchases: “No Farmer Left Behind”



Mark S. LoParco

September 9, 2008

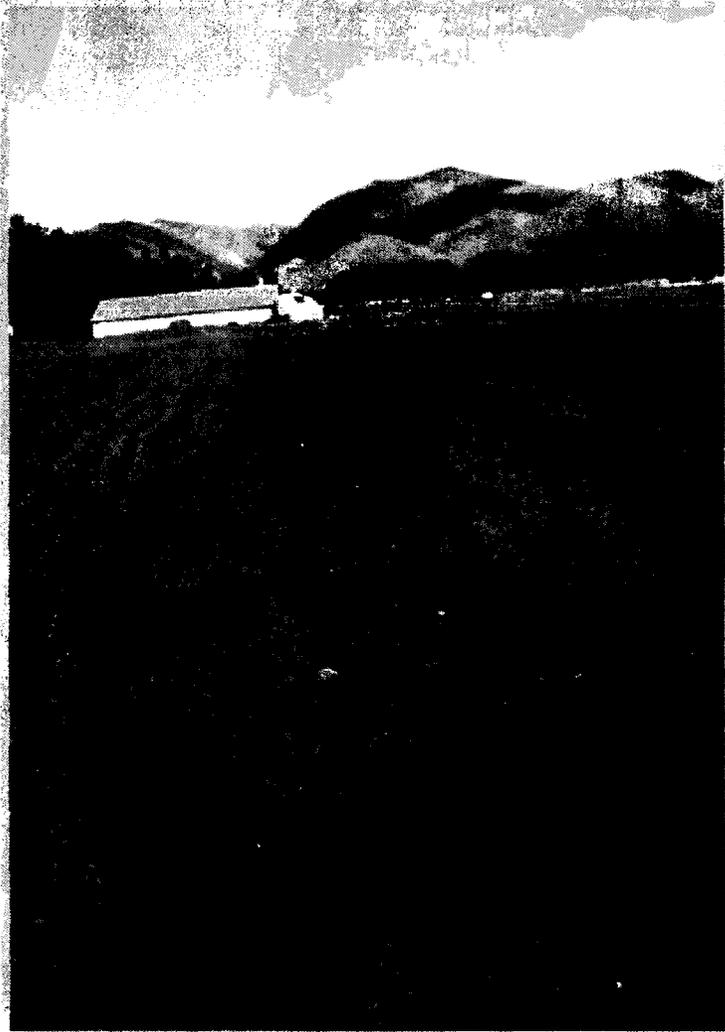


Mission

The UM Farm to College Program supports agriculture and economic development statewide by purchasing Montana food products to serve in our dining venues.

We educate the campus community and others about Montana food and agriculture, thereby strengthening connections between the urban and rural areas of our state. We seek to reduce our environmental impacts by shortening the physical distance that our food travels.

Montana produced means...



Montana-produced foods include those that meet **one or more** of the following criteria:

1) raised, grown, or wild harvested in Montana or unique to the state

and/or

2) processed or manufactured by a Montana-owned business

and/or

3) processed or manufactured by any business that primarily uses raw materials from Montana.

Active Montana Vendors Include:

- Amaltheia Dairy
- Bagels on Broadway
- Bausch Potato
- Big Dipper Ice Cream
- Big Sky Tea/Spearmint Springs
- Brentari Foods
- Chuck and James Granola
- Country Pasta
- Cream of the West
- Daily's Meat
- Dixon Melons
- Farm to Market Pork
- Forbidden Fruit Orchard
- Front Street Pasta
- Garden City Fungi Mushrooms
- Grandma Hoots
- Helen's Candies
- Hi Country Snack
- Home Acres Orchard
- Huckleberry People
- Larry Evans Mushrooms
- Lavender Lori
- Lifeline Farms
- Meadow Gold
- Montana Jerky Company
- Mountain View Orchard
- Natural Tomatoes
- Pasta Montana
- Prairie Sunshine Honey
- Redneck Sausage/Stampede Packing
- Rocky Mountain Gourmet Steaks
- Robbins Family Orchard
- Superior Meats
- The Orchard at Flathead
- The Sweet Palace
- Totally Organic Tofu
- Vicki's Montana Mtn Classics
- Wee Sprouts
- Western Montana Growers Co-op
- West Fork Creation/The King's Cupboard
- Wheat Montana

Annual UM Farm to College (FTC) Spending

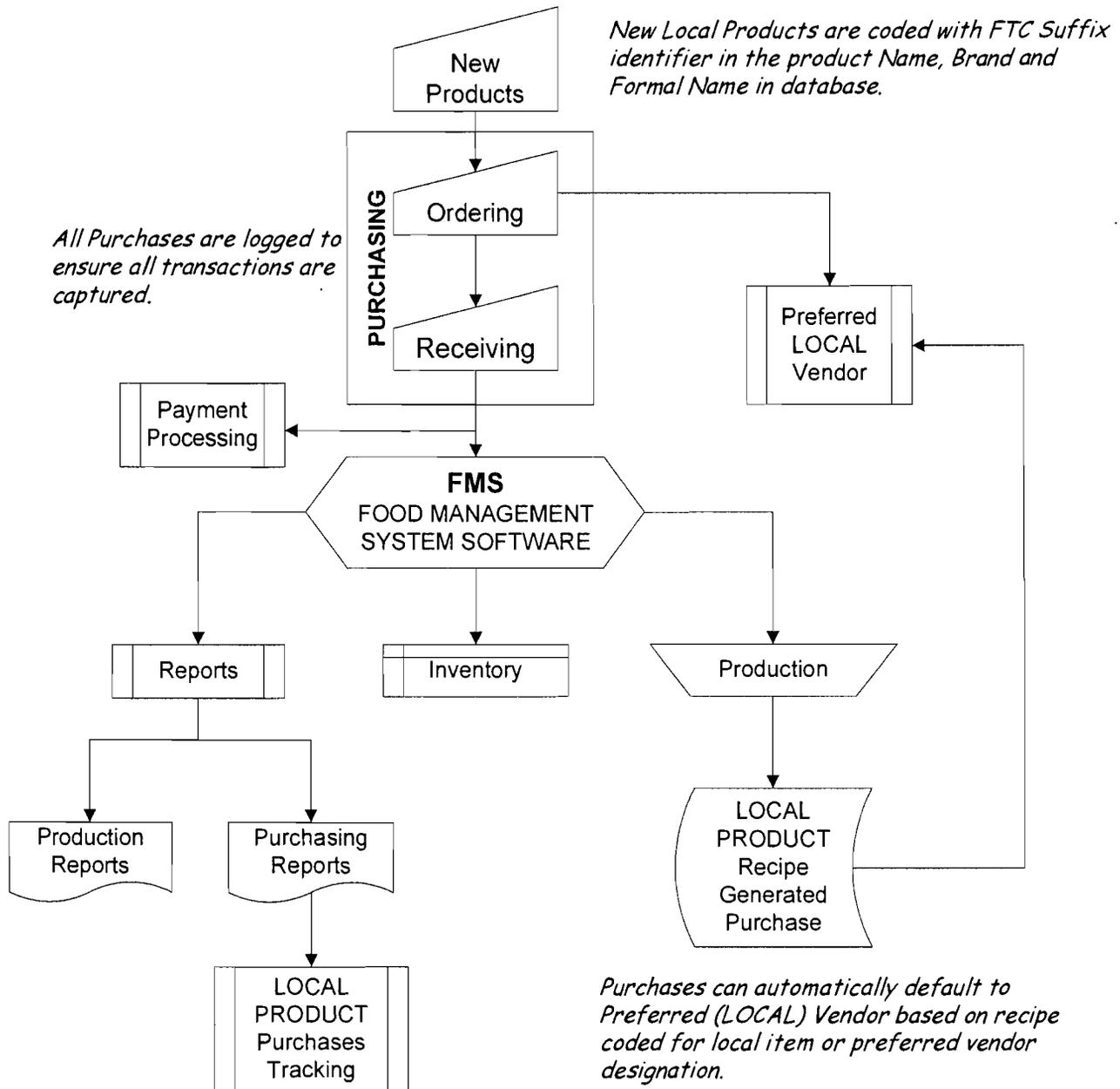
	FY03	FY04	FY05	FY06	FY07	FY08
Gross Revenue	8,193,211	8,537,426	8,873,461	9,240,899	9,768,296	10,136,307
Total Food Purchases	2,905,642	2,972,659	3,115,280	3,131,185	3,254,578	3,537,041
FTC Purchases	230,169	260,872	403,850	476,519	486,585	702,400
Food Cost as a % of Gross Revenue	35.5%	34.8%	35.1%	33.9%	33.3%	34.9%
FTC Purchases as a % of Total Purchases	7.9%	8.8%	13.0%	15.2%	15.0%	19.9%
% Local	65.0%	69.0%	80.0%	86.1%	86.6%	76.3%*
# of FTC vendors		14	41	46	40	51

***Drop due to inability to purchase Montana beef – had to outsource beef from Oregon**

How we track local food purchasing

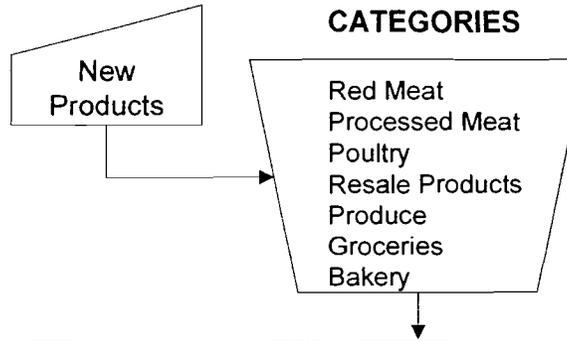
- Via our Food Management System: “CBORD”
- Our CBORD system is set to order food from preferred (local) vendors first.
- CBORD tracks local food that has been ordered, and received. To ensure proper tracking, payments from our accounting system “Banner” cannot be made unless the product is received properly.

Using a Food Service Management Software to Track Local Product Purchases



All Local Product purchases can be quickly queried to generate statistics and reports. Reports can be exported into text or spreadsheet files and transmitted to data warehouse.

Tracking Local Purchases Manually



1 Create simple database with fields illustrated below

2 Local Products are coded and categorized as they are entered in log (spreadsheet)

	A	B	C	D	E	F	G	H	I
	Vendor	Product	Product Group	Unit	Pack Size	Price	Total Cases Purchased	Total Units Purchased	Total Dollars Purchased
2	Totally Organic	Tofu	Meat Alternatives	Pounds	10	\$35.00	35	350	\$1,225.00
3	Stampede Meats	Skinless Wiener	Processed Meats	Pounds	10	\$15.00	225	2250	\$3,375.00
4	Home Acres	Apple Pink Lady	Produce	Pounds	40	\$52.00	20	800	\$1,040.00
5	Home Acres	Apple MacIntosh	Produce	Pounds	40	\$48.00	30	1200	\$1,440.00
6	Home Acres	Apple Sweet 16	Produce	Pounds	40	\$55.00	25	1000	\$1,375.00
7	Home Acres	Apple Fuji	Produce	Pounds	40	\$53.00	15	600	\$795.00
8	Home Acres	Apple Liberty	Produce	Pounds	40	\$50.00	30	1200	\$1,500.00
9	Rocky Mountain Gourmet Steaks	Hamburger Patty 80/20 4X1	Red Meat	Pounds	10	\$14.75	542	5420	\$7,994.50
10	Dailys	Bacon 18/20	Processed Meats	Pounds	10	\$17.52	713	7130	\$12,491.76
11	Dailys	Rib Rack Baby Sauced Cooked	Processed Meats	Pounds	5	\$15.85	347	1735	\$5,499.95
12	Hi Country Snacks	Beef Jerky	Retail Items	Ounces	3.5	\$3.75	385	1347.5	\$1,443.75
13	US Omega 3 Foods	Cucumber English	Produce	Pounds	20	\$27.50	20	400	\$550.00
14	US Omega 3 Foods	Tomato Beefsteak	Produce	Pounds	20	\$24.35	45	900	\$1,095.75
15	Grandma Hoot	Jalapeño Jelly	Retail Items	Ounces	6	\$3.75	50	300	\$187.50
16	Wheat Montana	Bun Hotdog	Bakery	Each	6	\$0.87	3783	22698	\$3,291.21
17	Wheat Montana	Bun Hamburger	Bakery	Each	6	\$0.85	5284	31704	\$4,491.40
18	Wheat Montana	Bread Toast	Bakery	Each	1	\$1.21	632	632	\$764.72
19	Dixon Melons	Melon Cantalope	Produce	Pounds	800	\$1.34	7	5600	\$7,504.00
20	Dixon Melons	Melon Sinful	Produce	Pounds	800	\$1.42	4	3200	\$4,544.00
21	Western Montana Growers	Carrot	Produce	Pounds	40	\$1.02	125	5000	\$5,100.00
22	Western Montana Growers	Tomato Cherry	Produce	Pounds	1	\$1.54	328	328	\$505.12
23	Western Montana Growers	Tomato Slicer	Produce	Pounds	40	\$1.32	232	9280	\$12,249.60
24	La Cense Beef	Steakburger Patty	Red Meat	Pounds	10	\$1.65	30	300	\$495.00
25	Bausch Potatoes	Potato Baker	Produce	Pounds	10	\$0.75	1025	10250	\$7,687.50
26	Bausch Potatoes	Potato Diced Cooked	Produce	Pounds	10	\$1.25	578	5780	\$7,225.00
27	Bausch Potatoes	Potato Hashbrown Cooked	Produce	Pounds	10	\$1.32	970	9700	\$12,804.00
28	Bausch Potatoes	Potato Red #2	Produce	Pounds	10	\$0.99	562	5620	\$5,563.80
29	Bausch Potatoes	Potato Fingerling	Produce	Pounds	10	\$1.84	230	2300	\$4,232.00
30	SYSCO	Oil Safflower	Groceries	Gallon	5	\$48.00	270	1350	\$12,960.00

3 Log all Local Products transactions

Every individual transaction is logged into spreadsheet, at the end of the period data is filtered and or sorted as appropriate and then consolidated to generate a simple report that is then uploaded or transmitted to entity gathering the data.

4 Sort, filter and consolidate data as needed. Transmit standardized report to data warehouse