


February, 2008

**Producer Guidelines for Food Suppliers**

**Introduction**

As part of Emory University’s commitment to sustainability, it has established a goal that 75% of food served on campus be locally or sustainably grown by 2015. The Emory Sustainable Food Committee has clarified purchasing guidelines for local and sustainable definitions and goals. Here is a summary of the desired criteria :

<u>DESIRABILITY</u>		<u>SOURCE</u>	<u>PRACTICES</u>	<u>SCALE</u>	<u>OWNERSHIP</u>
HIGH		GEORGIA	SUSTAINABLE	SMALL &	INDEPENDENT
		REGION	FAIR TRADE	MEDIUM	FARM & COOPERATIVE
LOW		U.S. INTERNATIONAL	CONVENTIONAL	LARGE	CORPORATE

Since the supply of local, sustainable and organic foods is currently low, Emory is focusing on the source and farming practices as primary goals at this time. The remaining issues of farm scale and form of ownership will become more important as supply increases in the future.

**Production**

Emory defines local in two tiers: Georgia and the 8-state region (GA, FL, NC, SC, AL, MS, KY, TN). Emory prefers products grown under sustainable practices but is open to working with local, conventional growers and will look for those who will be transitioning in the future. As the program evolves, producers who have certification in organic, biodynamic, fair trade, labor rights and/or animal welfare will have advantages in becoming key vendors. Food Alliance certification most closely aligns with Emory’s desired criteria. Food Alliance certification requires practices to enhance and protect soil and water quality, reduced pesticide use and toxicity, safe and fair working conditions, humane treatment of animals, no hormone or antibiotic supplements, no GMOs, protected wildlife habitat, and continually improving farm practices. Though not yet readily available in the South and not a requirement at this time, Food Alliance certification will be an attractive, comprehensive certification in the future ([www.foodalliance.org](http://www.foodalliance.org)).

**Purchasing**

Food purchasing and sourcing for Emory University is currently handled by the Campus Dining contractor, Sodexo USA Food Service. All food purchases must meet Sodexo’s corporate guidelines. In the early stages of implementing the Sustainable Food Initiative, Sodexo will work with a limited number of approved vendors (for fruits and vegetables, mainly FreshPoint and Destiny Produce). As the program grows, Emory will seek to develop personal relationships with farmers that will provide a market for participating producers. As funding permits, Emory expects to pay a fair market price that reflects the true cost of sustainably produced foods.

The following are current and future recommendations for producers as defined by Sodexo and Emory's Sustainable Food Initiative guidelines:

*Current Recommendations:*

- Provide consistent quality and quantity for specific produce and/or products;
- Establish a relationship with FreshPoint, Destiny Produce or any other approved Sodexo vendor.
- Establish compliance with approved vendors' requirements (see below).
- Begin process of moving current agricultural practices to more sustainable production methods and systems.

*Future Recommendations:*

- Establish a Grower Group or Grower Cooperative to allow bulk purchasing and price benefits for small farmers. Emory's Sustainable Food Initiative hopes to support the growth of such groups and coops to provide long-term direct markets and economies of scale for small family farms in the South.
- Work with Emory Dining to become an independent approved vendor.

**Distribution**

*Destiny Produce and FreshPoint handle almost all produce deliveries for Emory Dining, and these two entities maintain direct contacts with producers, including quantity and price.*

*Destiny Produce: Destiny is Georgia's primary organic produce distributor, and up to this point, has required organic certification from growers in order to distribute for them. Exceptions are now being made for customers like Emory who want regional produce and produce with particular certifications. Destiny requires no special packaging or minimum quantities and will send its trucks to growers to pick up less than pallet quantities.*

*FreshPoint: FreshPoint (a subsidiary of Sysco, Inc.) establishes order sizes and drop points on an individual basis. FreshPoint requires farmers or co-ops to have a Hold Harmless Agreement, a signed Warranty of Product form (as a safe production guarantee), and a Certificate of Insurance. Insurance must include: 1) general liability limits of \$ 1M per occurrence; \$ 2M in aggregate for products-completed operations; 3) the certificate holder should be listed as follows: Sysco Corporation, its subsidiaries, Affiliates and Divisions; and 4) Sysco must be named as additional insured entity.*

*Cooperative or Grower Group: Cooperatives or grower groups formed by a collection of smaller producers will allow for efficiency, consistency, and profit in working directly with Emory. Proper liability insurance and health and safety requirements can be obtained for the group. Sodexo currently requires HACCP certification, \$ 5M in liability insurance, and specific modes of delivery.*

**Contacts and Resources**

*For questions concerning participation in the Emory Sustainable Food Initiative, contact **Chaz Holt**, Emory Farmer Liaison, 770-386-8305, [chaz@georgiaorganics.org](mailto:chaz@georgiaorganics.org)*

*Emory's Sustainability Initiative and Buying Guidelines: [www.emory.edu/sustainability](http://www.emory.edu/sustainability)*

To learn more about sustainable and organic growing methods contact: **Georgia Organics, Inc.**  
P.O. Box 8924, Atlanta, GA 31106, Phone: 678.702.0400, [www.georgiaorganics.org](http://www.georgiaorganics.org)

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