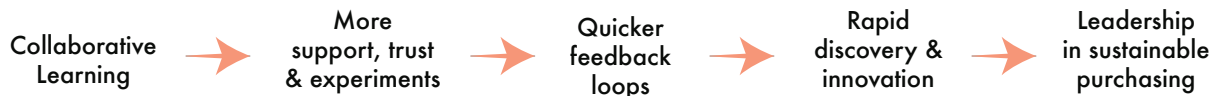




Public Purse Procurement 3P MENTORSHIP PROGRAM 2014 Year in Review

Program Theory We are **cultivating champions** of sustainable food purchasing in public institutions who use **public dollars for the public good**. The program leverages the **\$750 million dollar** buying power of the public sector to support the development of **local sustainable food** systems. We use mentorship to build a **community of practice** and to guide the cohort to discover how sustainable purchasing fits with their facilities' priorities.



The first cohort launched in 2014, led by My Sustainable Canada and MEALsource, with funding from the Greenbelt Fund. The cohort included mentees from a hospital, university, long-term care home, and college. Each mentee set and regularly revisited goals related to developing a **culture of sustainable purchasing** at their facility. These institutions broke out of the silos that traditionally separate them to share knowledge, tackle common challenges, and leverage their collective experience, networks, and buying power.

All cohort mentees started tracking local food purchases.



13% increase in Ontario foods worth **\$132,000**. Local fare like Deanco Meats farmers sausage make up **25%** of the total food spend. Existing **vendors sourced & reported local** to realize gains.



63% baseline for Ontario foods through emphasis on local dairy, poultry, and produce. Headway in buying **provincially-inspected meat** by addressing **food safety myths & corporate barriers**.



10% increase in Ontario foods worth **\$100,000**. Chartwells uses **Ontario definition** of local rather than national. **2.5%** **RFP commitment** for annual increase of local food.



18% increase in Ontario foods worth **\$114,000**. With some new vendors, **29%** of total food spend is from Ontario foods like meat lasagna. **Distributors respond** to efforts by reporting local product on invoices.

43% of the cohort's **\$10 million** buying power is now **spent on local food**. Through new local food purchases (above & beyond last year) **\$8** were **generated for each program dollar**. **255** staff, **183** community members and vendors were engaged in **3** workshops, **4** stakeholder meetings, a staff local food box program, and an on-site farmer's market. Mentees put in an average of **1-2** days per month for the program.

All cohort members are committed to mentoring new institutions.



Public Purse Procurement

3P MENTORSHIP PROGRAM

2014 Year in Review

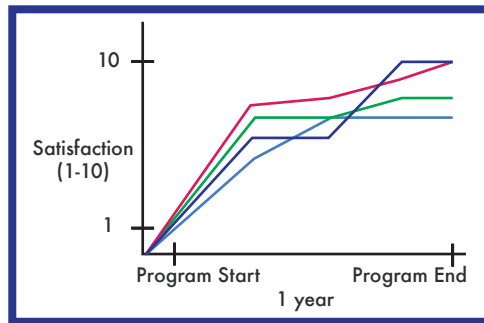
Core Program Activities

- Logic model development & goal setting for each facility.
- Cohort calls (every 6 weeks) and 1:1 mentoring calls (every 3 weeks).
- Ongoing food tracking, sourcing, self-assessments & evaluation.
- Facility staff & community stakeholder engagement activities.
- Internal & external education & communication efforts.
- Two-day cohort retreat for team-building, strategy, & reflection.

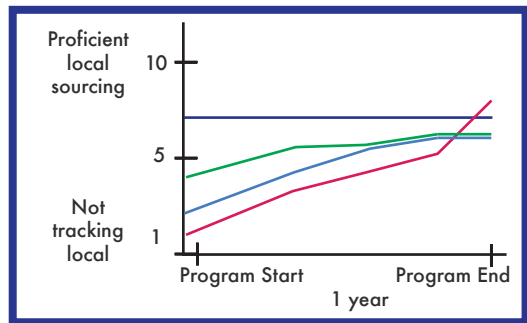
Program Value Metrics

Data from quarterly Development Updates.

Mentee program satisfaction



Ability to track & source local food



Lessons

- Most switches to Ontario foods were cost neutral.
- Tracking purchases reveals opportunities even in a contracted environment.
- Local food boosted patient satisfaction & created positive student response.
- Staff take pride in serving local foods and are excited to contribute.
- Most procurement changes were made within existing supply chains.
- Regional vendors respond most quickly to demand for local foods and took initiative to identify new products; all distributors responding to this request.
- Mentees can translate learnings across various types of public institutions.
- Workshops and stakeholder events were critical to success.
- **For facility-specific lessons, please see the case studies online.**

Next Steps

- This year's mentees will be next year's mentors, and guide a new cohort.
- **Grow the community with geographically clustered mentees and a growing network of mentors and industry partners that are supported by the program.**
- More efficient strategies for tracking and sourcing local sustainable food.
- Continued identification of new Ontario products and producers.
- Coordinated efforts to maximize the food system-level impact of the program.



We are way farther along than we'd ever be without this program... we may not have done any of it at all this year. The best advice I have for other facilities is to just start asking questions! If you don't ask, it's assumed it's of no interest, and things will stay the same.

- Lindsay Walker, Sustainability Manager, Humber College



Participating in 3P was a great experience, huge learning opportunity, and a valuable chance to develop relationships with our partners in the community.

- Kathy Berger, Manager Support Services, Health Sciences North