

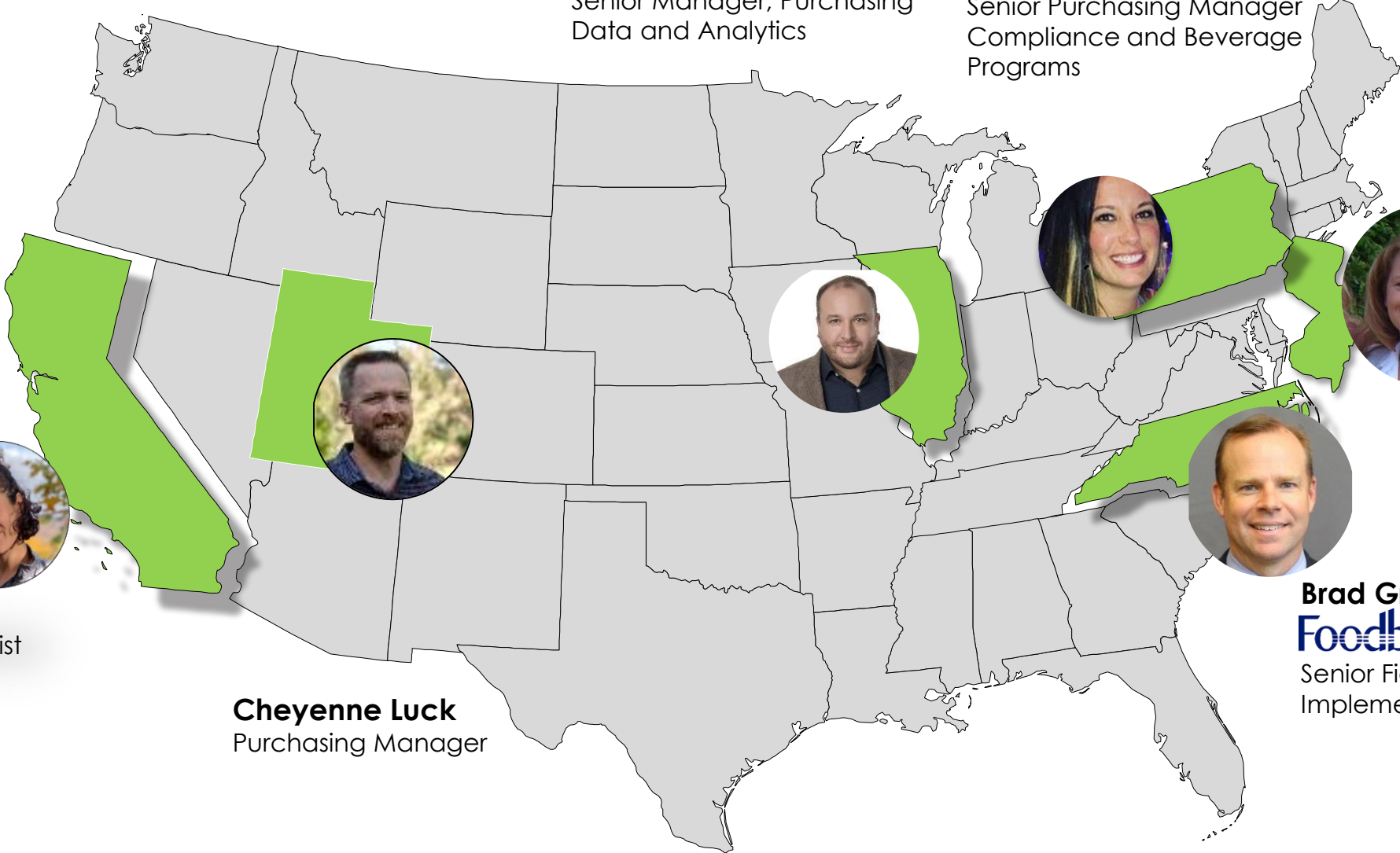
PURCHASING

Venckus Regional Meeting - 8/2/23

BA PURCHASING TEAM

Curtis McClusick
Senior Manager, Purchasing
Data and Analytics

Danielle Pilarski
Senior Purchasing Manager
Compliance and Beverage
Programs



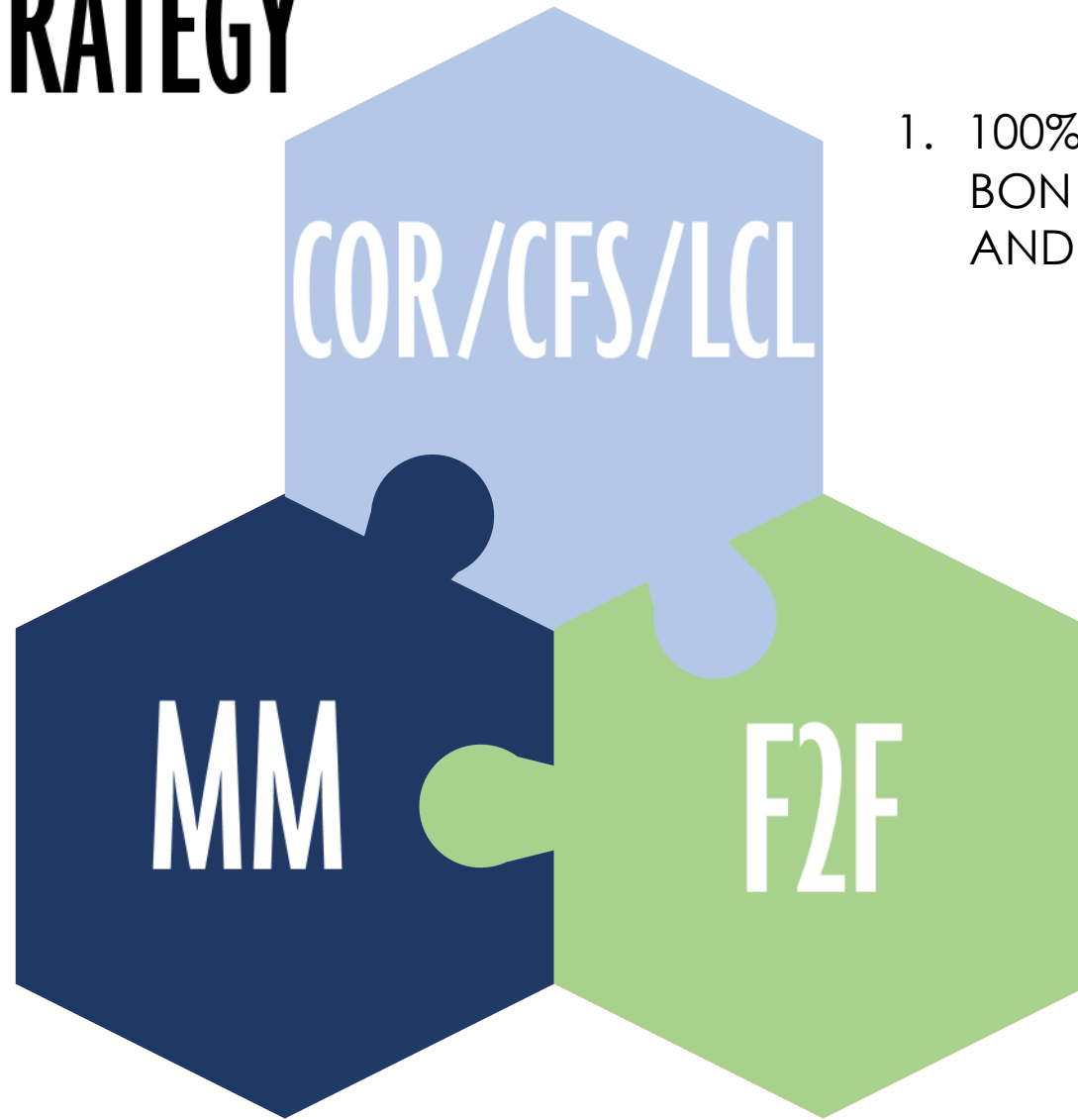
Shira Kaufman
Purchasing Specialist
F2F, DEI

Cheyenne Luck
Purchasing Manager

Brad Green
Foodbuy
Senior Field
Implementation Manager

Theresa Chester
Director of
Purchasing

PURCHASING STRATEGY



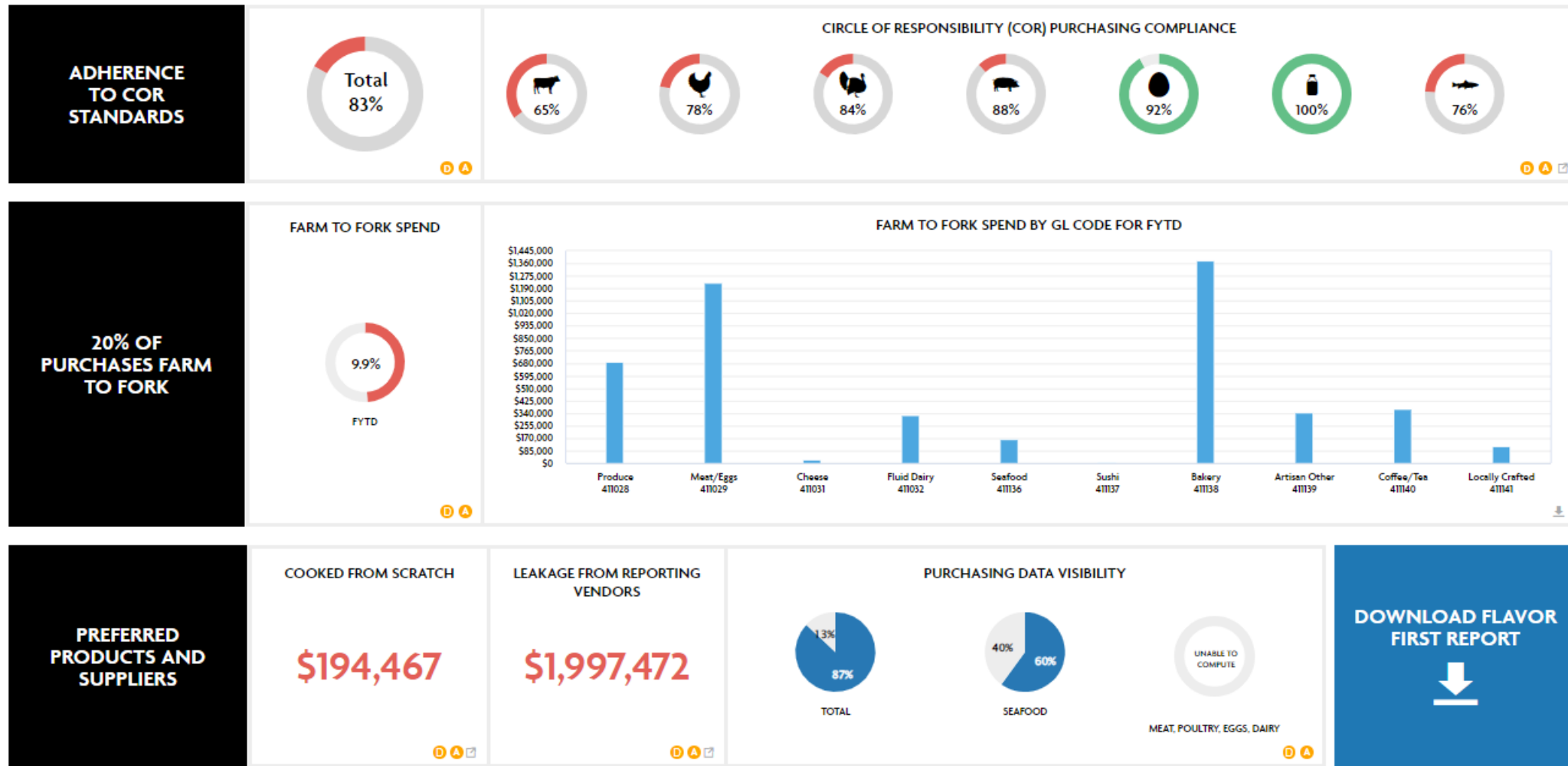
1. 100% ADHERENCE TO BON APPETIT'S COR INITIATIVES AND FOOD STANDARDS.

2. BUY 20% OF OUR FOOD FROM ENROLLED FARM TO FORK VENDORS.

3. FOR EVERYTHING ELSE, BUY CONTRACTED PRODUCTS THROUGH MODEL MARKET SUPPLIERS.

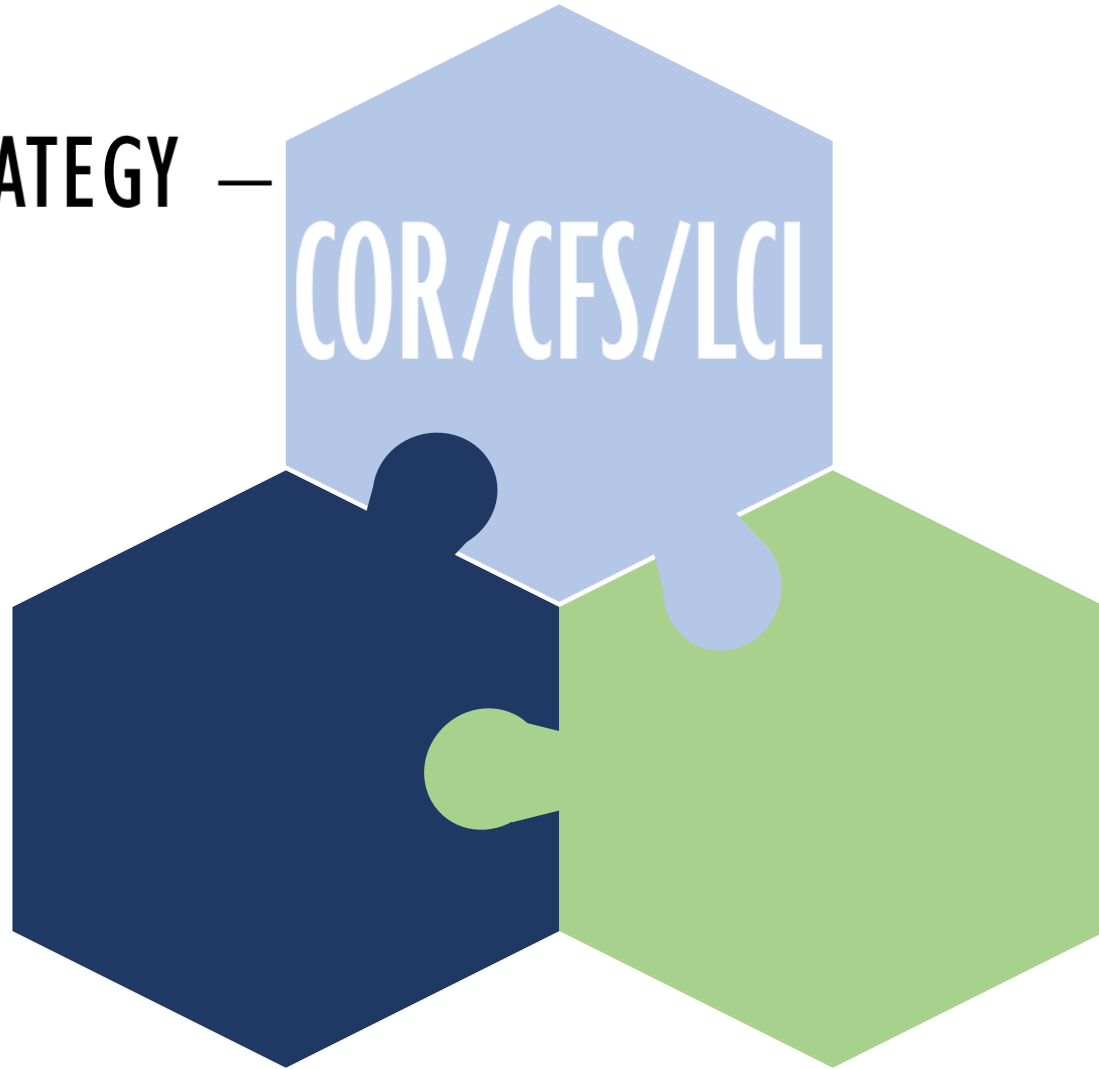
FLAVOR FIRST PURCHASING STRATEGY

Flavor First is Bon Appetit's purchasing strategy. There are three objectives: 100% Adherence to our COR Initiatives and Food Standards, buy 20% of our food from qualified Farm to Fork vendors, and for everything else, buying preferred products through preferred suppliers.



FLAVOR FIRST

PURCHASING STRATEGY —



FLAVOR FIRST PURCHASING STRATEGY - COR

Standard vs Policy

Our STANDARDS govern
the attributes of the
product

HFAC Ground Beef

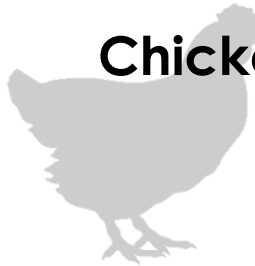
Our policy directs us to
WHICH product (MFG) to
buy

Schweid & Sons (aka Aspen Ridge)
or Farm to Fork

FLAVOR FIRST PURCHASING STRATEGY – COR

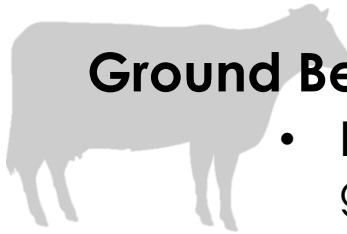
COR Guidance is based on Bon Appétit's Sustainability efforts and Food Standards for the following items:

Chicken and Turkey



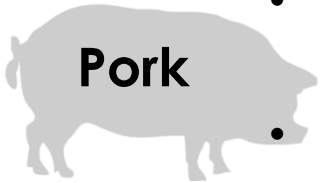
- **Food Standard:** Chicken and Turkey are produced without the routine, non-therapeutic use of antibiotics.
- **Purchasing Policy:** Tyson or Twin Rivers (frozen) for chicken, Butterball for turkey or F2F

Ground Beef



- **Food Standard:** Ground beef is from cattle raised on vegetarian feed and never given antibiotics or hormones. We use only solid muscle meat and fat. No neck is allowed.
- **Purchasing Policy:** Aspen Ridge or F2F

Pork



- **Food Standard:** Pork comes from hog farms that don't confine sows to gestation crates for their entire pregnancies
- **Purchasing Policy:** Farm Promise/Hatfield (specific skus 8####) or F2F

FLAVOR FIRST PURCHASING STRATEGY – COR



Milk and Yogurt

- **Food Standard:** rBGH/rBST free

Eggs

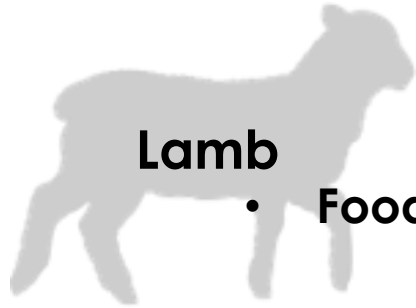
- **Food Standard:** cage free and Certified Humane® by Humane Farm Animal Care (HFAC), Food Alliance, or Animal Welfare Approved
- **Purchasing Policy:** Deb El (liquid), Wilcox (shell) or F2F



Seafood

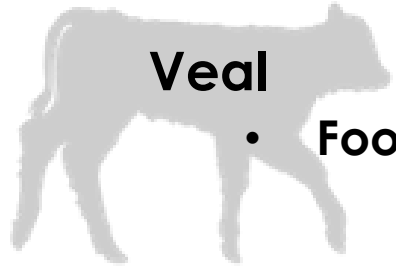
- **Food Standard:** wild or farmed, must be green or yellow rated by MBA SFW
- Salmon – green rated only (use Steelhead where possible)
- Tuna – FAD free – Empress from Mitsui
- Shrimp – BAP 2 Star rated – Seamazz from Mazetta

FLAVOR FIRST PURCHASING STRATEGY – COR



Lamb

- **Food Standard:** must be domestically raised



Veal

- **Food Standard:** not raised in crates



Circle of Responsibility

DISTRICT MANAGER	TOTAL (%)	GROUND BEEF (%)	CHICKEN (%)	TURKEY (%)	PORK (%)	EGGS (%)	DAIRY (%)	FISH (%)
Chuidian, S DMF	89	69	84	98	90	93	100	99
Dale, K DMF	72	0	63	71	69	89	100	75
Lubecky, B DMF	81	42	75	75	90	98	100	66
Martin, B DMF	92	84	91	97	94	91	100	95
Proescholdt, J	75	55	70	81	78	89	100	62
Rall, B DMF	86	75	85	85	92	89	100	74
Reeve, J DMF	81	72	68	86	91	91	100	90

Circle of Responsibility – Ground Beef

DISTRICT MANAGER	GROUND BEEF (%)
Chuidian, S DMF	69
Dale, K DMF	0
Lubecky, B DMF	42
Martin, B DMF	84
Proescholdt, J	55
Rall, B DMF	75
Reeve, J DMF	72

ITEM DESCRIPTION	BRAND	DISTRIBUTOR	TOTAL
Beef Patty Ground 80/20 4:1 HS BP 80/4 Oz 1/20 Lb	Directional Foods	Sysco Los Angeles	79,521
Beef Ground Chuck Patty Fresh Cab Premium 4-1 1/10 Lb	BHB NP	SSMG Newport Southern California	20,696
Beef Ground Chuck Patty Cab 4-1 1/20 Lb	BHB NP	SSMG Newport Southern California	18,358
Beef Ground Burger Patty Chuck CAB 3:1 1/20 Lb	Jensen Meat Company	Sysco Newport Meat - NT	16,452
Beef Bulk Ground DIR 80/20 4/10 Lb	Directional Foods	Sysco San Diego	14,951
Beef Ground Patty 80% 2:1 1/1 Lb	West Coast Prime	West Coast Prime	14,680
Beef Ground Chuck 80% Fresh Cab 1/10 Lb	BHB NP	SSMG Newport Southern California	11,381
Beef Ground Chuck Patty 3-1 Fresh Cab 1/10 Lb	BHB NP	SSMG Newport Southern California	9,286
Beef Ground Bulk 80/20 Chub 4/5 Lb	Beefmark	Sysco Los Angeles	7,260
Beef Ground Chuck Patty Slider 2 Oz Cab 1/10 Lb	BHB NP	SSMG Newport Southern California	5,434
Beef Ground Burger Patty 80/20 Homestyle 80/4 Oz 1/20 Lb	Fire Classic	Sysco Los Angeles	5,406
Beef Ground Chuck Patty Cab 3-1 1/20 Lb	BHB NP	SSMG Newport Southern California	4,690
Beef Ground Burger Patty Round 80/4 Oz 1/20 Lb	Fire Reliance	Sysco San Diego	4,300
Beef Ground Burger Patty 5:1 80/20 Fresh CVP 1/10 Lb	Ideal Meat	Jordano's	4,039

- 3:1, 4:1 and bulk stocked in LA



- Westmont – move to Sysco
 - 3:1, 4:1 and bulk stocked in Ventura



Circle of Responsibility – Ground Beef – below 80% COR

DISTRICT MANAGER	GROUND BEEF (%)
Chuidian, S DMF	69
Dale, K DMF	0
Lubecky, B DMF	42
Martin, B DMF	84
Proescholdt, J	55
Rall, B DMF	75
Reeve, J DMF	72

ACCOUNT	GROUND BEEF (%)
Azusa Pacific University	-
Huntington	-
Pacific Union College	-
Adobe	0
Ancestry.com	0
Genesis Kitchen + Drinks	0
NBCUniversal	0
Recursion	0
Snap Inc	0
University of the Pacific	0
Western Governors University	0
William Jessup University	0
University of San Francisco	7
Illumina	18
CG	20
TaylorMade	38
Westmont	41
Park Place	43

ACCOUNT	GROUND BEEF (%)
City National Bank	46
OTIS College of Art and Design	52
Universal Music Group	53
University of La Verne	59
Pitzer College	60
Master's University	62
Petco	63
Pepperdine	67
Santa Catalina School	67
Biola University	73
Western University of Health Sciences	75
Villanova Prep School	76
Claremont McKenna	77
Blizzard Entertainment	78
Woodbury University	78
Scripps College	79

Circle of Responsibility – Chicken

- Randoms being stocked in LA

DISTRICT MANAGER	CHICKEN (%)
Chuidian, S DMF	84
Dale, K DMF	63
Lubecky, B DMF	75
Martin, B DMF	91
Proescholdt, J	70
Rall, B DMF	85
Reeve, J DMF	68

ITEM DESCRIPTION	BRAND	DISTRIBUTOR	TOTAL
Chicken Thigh Boneless Halal CVP 4/10 Lb	Wayne Farms	Del Monte Meat Co	101,460
Chicken Breast Boneless Skinless Random Best Value 1/10 Lb	BHB NP	SSMG Newport Southern California	101,283
Chicken CVP WOG Whole Halal 14/3.5 Lb	Koch	Sysco Ventura	58,353
Chicken Breast Fresh Random Halal B/S 1/40 Lb	Wayne Farms	Del Monte Meat Co	47,720
Chicken Thigh B/S CVP 4/10 Lb	Sysco Reliance	Sysco San Francisco	36,981
Chicken Breast Frozen Best Value Random B/S 4/10 Lb	Rw Zant	Sysco Newport Meat - NT	36,848
Chicken Thigh B/S Fresh 4/10 Lb	Pacific Seafood Group	Pacific Seafood - Sacramento CA	35,341
Chicken Thigh Meat Boneless Skinless 1/40 Lb	BHB NP	SSMG Newport Southern California	33,122
Chicken CVP Breast Random 10 Oz & Up 4/10 Lb	Sysco Reliance	Sysco Los Angeles	32,674
Chicken WOG Halal 3 Lb 1/48 Lb	BHB NP	SSMG Newport Southern California	31,685
Chicken Thigh B/S Fresh 1/10 Lb	Palisades Ranch	Sysco Newport Meat - NT	26,337
Chicken Whole CVP WOG 16/3 Lb Avg	Sysco Classic	Sysco San Diego	25,448
Chicken Breast Boneless Skinless 5 Oz 1/1 Lb	West Coast Prime Meats	West Coast Prime	23,251
Chicken Breast Fresh Boneless 1/40 Lb	Abf Farms	Pacific Seafood - Sacramento CA	22,273
Chicken Breast B/S IQF 48/6 Oz 1/18 Lb	Sysco Imperial	Sysco Ventura	21,905
Chicken Boneless Skinless Random Fresh Halal Zant 1/40 Lb	BHB NP	SSMG Newport Southern California	19,631
Chicken Breast B/S Fresh Random Jumbo 4/10 Lb	Koch Foods	Jordano's	18,506
Chicken Breast Random BS 1/1 Lb	West Coast Prime Meats	West Coast Prime	17,341
Chicken Thigh B/S Fresh 1/1 Lb	West Coast Prime	West Coast Prime	16,375
Chicken Thigh Boneless Skinless Fresh Halal Zant 1/40 Lb	BHB NP	SSMG Newport Southern California	13,976
Chicken Thigh B/S CVP 4/10 Lb	Koch Foods	Jordano's	12,919
Chicken Tender Breaded Fritter 2 Oz 1/10 Lb	Koch Foods	Del Monte Meat Co	12,535
Chicken Whole Wog 3# Lb Up Frozen 12/3 Lb	Holmes-Halal	Pacific Seafood - Sacramento CA	11,112
Chicken Wing Party Fresh Large 4/10 Lb	BHB NP	SSMG Newport Southern California	11,062



Circle of Responsibility – Chicken– below 85% COR

DISTRICT MANAGER	CHICKEN (%)
Chuidian, S DMF	84
Dale, K DMF	63
Lubecky, B DMF	75
Martin, B DMF	91
Proescholdt, J	70
Rall, B DMF	85
Reeve, J DMF	68

ACCOUNT	CHICKEN (%)
Azusa Pacific University	-
Pacific Union College	-
Huntington	6
William Jessup University	10
OTIS College of Art and Design	26
Santa Catalina School	31
Western University of Health Sciences	39
CG	43
Petco	53
Villanova Prep School	54
Claremont McKenna	55
Claremont Graduate University	57
University of La Verne	61
ServiceNow	61
NBCUniversal	63
California Institute of the Arts	64

ACCOUNT	CHICKEN (%)
Soka University of America	64
Whittier College	70
Concordia University	71
KKR	78
Woodbury University	80
Vanguard University	80
Master's University	80
Mount Saint Mary's University	81
SCU Dining Services	81
The Thacher School	81
Dreamworks	83
Park Place	83
Pitzer College	84
Pepperdine	85

Circle of Responsibility - Pork

DISTRICT MANAGER	PORK (%)
Chuidian, S DMF	90
Dale, K DMF	69
Lubecky, B DMF	90
Martin, B DMF	94
Proescholdt, J	78
Rall, B DMF	92
Reeve, J DMF	91

- Weak stocking at Intermountain
 - Butt is stocking in Fall

Pork Bacon 14/16 Ct Applewood Smoked Layout 1/15 Lb		Newport SPEND
ACCOUNT		
Pepperdine		4461

- Bacon stocked in Ventura

Pork Loin Boneless Center Cut Fresh 6/6-7 Lb Avg		Newport SPEND
ACCOUNT		
Pepperdine		5,965

- Loin stocked in Ventura

Pork Loin CC Boneless Salmon Creek 1/6 Lb		Newport SPEND
ACCOUNT		
Snap Inc		7,848
Pepperdine		480

- All PLUS (Prop 12) are stocked in LA

Pork Butt Boneless 1/5 Lb _ Newport		SPEND
ACCOUNT		
Snap Inc		5,704
Scripps College		1,972
Pepperdine		843
Pitzer College		159
Mount Saint Mary's University		151

- Butt stocked in Ventura

Circle of Responsibility - Seafood

DISTRICT MANAGER	FISH (%)
Chuidian, S DMF	99
Dale, K DMF	75
Lubecky, B DMF	66
Martin, B DMF	95
Proescholdt, J	62
Rall, B DMF	74
Reeve, J DMF	90

Circle of Responsibility – Seafood - Salmon

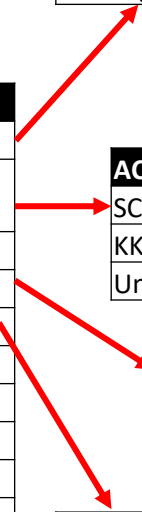
ITEM DESCRIPTION	MANUFACTURER	DISTRIBUTOR	TOTAL
Salmon Fillet Fresh Atlantic Side 3-4 Lb Skinless 1/40 Lb	Santa Monica Seafood (DSD)	Santa Monica Seafood	17,247
Salmon Fillet Atlantic Skinless PBO C Trim 1/1 Lb	Ports Seafood Inc - The Fresh Fish Company	Del Monte Meat Co	12,824
Salmon Smoked Scottish Mild PS 1/3.29 Lb	Santa Monica Seafood (DSD)	Santa Monica Seafood	12,369
Salmon Fillet Atlantic 2-3 Lb Skin On PBO D FR 1/35 Lb	Pacific Seafood Group (DSD)	Pacific Seafood - Las Vegas NV	10,805
Salmon Norwegian Fillet Skin Off 1/11.5 Lb	Santa Monica Seafood (DSD)	Santa Monica Seafood	10,720
Salmon Smoked Cambridge 2-3 Lb 1/50-60 Lb	The Santa Barbara Smokehouse	Del Monte Meat Co	5,629
Salmon Fillet Trim E Atlantic B/S 3-4 Lb 1/10 Lb	Pacific Seafood Group (DSD)	Pacific Seafood - Sacramento CA	5,068
Salmon Smoked 3-4 Lb Fresh 1/55 Lb	The Santa Barbara Smokehouse	Del Monte Meat Co	4,141
Salmon Fillet Fresh Atlantic Portion 14-16 Oz Skinless 1/10 Lb AVG	Santa Monica Seafood (DSD)	Santa Monica Seafood	4,073
Salmon Atlantic Arctic Fillet 3-4 Lb Skin Off 1/15 Lb	Allen Brothers Meats	Del Monte Meat Co	3,442

ACCOUNT	SPEND
Concordia University	2,917
Huntington	14,331

ACCOUNT	SPEND
SCU Dining Services	12,018
KKR	527
University of San Francisco	279

ACCOUNT	SPEND
Recursion	10,805

ACCOUNT	SPEND
Huntington	1,483
Schools First Federal Credit Union	1,897
Westmont	7,340



Circle of Responsibility – Seafood - Shrimp

ITEM DESCRIPTION	DISTRIBUTOR	TOTAL
Shrimp 21/25 Ct P&D BT Selva 1/10 Lb	Santa Monica Seafood	7,574
Shrimp 21/25 Raw P&D Tail Off 1/10 Lb	Santa Monica Seafood	2,439
Shrimp Wild P&D Tail Off U/15 Mexican 1/10 Lb	Santa Monica Seafood	2,225
Appetizer Shrimp Coconut Frozen 200/1.5 Oz	Vesta Foodservice LA	1,906
Shrimp P/D White 40/50 Ct IQF 5/2 Lb	Del Monte Meat Co	1,412
Shrimp P&D Tail On IQF 16/20 Ct 5/2 Lb	The Chefs Warehouse West Coast	1,374
Shrimp Breaded Mandarin Butterfly 21/25 Ct Raw IQF 1/12 Lb	Sysco San Francisco	840
Shrimp 13/15 P&D Tail On IQF 5/2 Lb	The Chefs Warehouse West Coast	803
Shrimp Breaded 16/20 Ct Butterfly Wheat IQF 4/3 Lb	Pacific Seafood - Sacramento CA	728
Shrimp 16/20 P&D Tail On Mexican Wild 1/20 Lb	Santa Monica Seafood	535
Shrimp White 71/90 P&D 1/10 Lb	Santa Monica Seafood	284
Shrimp Easy Peel 16/20 White IQF 10/2 Lb	Pacific Seafood - Sacramento CA	268
Shrimp Selva P&D Tail On 16/20 Ct 1/10 Lb	Santa Monica Seafood	249
Shrimp White P&D Tail On Wild FZ 16/20 Ct 10/2 Lb	Del Monte Meat Co	244
Shrimp Black Tiger 21/25 Ct P&D Tail On 1/10 Lb	Santa Monica Seafood	216
Shrimp White P&D Raw Tail On 21/25 5/2 Lb	Sysco Los Angeles	168
Shrimp Raw 16/20 Ct Tail On 5/2 Lb	Del Monte Meat Co	139
Shrimp Breaded 16/20 Ct White Butterfly Coconut IQF 4/3 Lb	Pacific Seafood - Sacramento CA	139

- Huntington – 21/25 on MOG
- Vangaurd
- Vangaurd – 41/50 on MOG
- Snap

CFS

Circle of Responsibility – Stocking Matrix

DC NAME	Aspen Ridge Bulk	Aspen Ridge 3.2oz Patty	Aspen Ridge 4oz Patty	Aspen Ridge 5.3oz Patty	Hatfield/FP Bacon	Hatfield Loin	Hatfield Butt	Hatfield Ribs	FP BF Ham	FP Pit Ham	FP Ground Pork	FP Bulk Italian	FP 1oz Link	FP 2oz Patty
Sysco Intermountain														
Sysco Los Angeles														
Sysco Sacramento														
Sysco San Diego														
Sysco San Francisco														
Sysco Ventura		STOCKING FOR FALL												

- Note on Ground Beef – Schweid & Sons is converting the branding of our ground beef from Aspen Ridge to Schweid & Sons
 - You will see several skus on the Mog as we deplete frozen product and move to all fresh

Cooked From Scratch

Top 15 Accounts

COOKED FROM DISTRICT MANAGER SCRATCH (\$)	
Chuidian, S DMF	4,279
Dale, K DMF	4,508
Lubecky, B DMF	59,700
Martin, B DMF	29,620
Proescholdt, J	28,998
Rall, B DMF	39,929
Reeve, J DMF	27,433

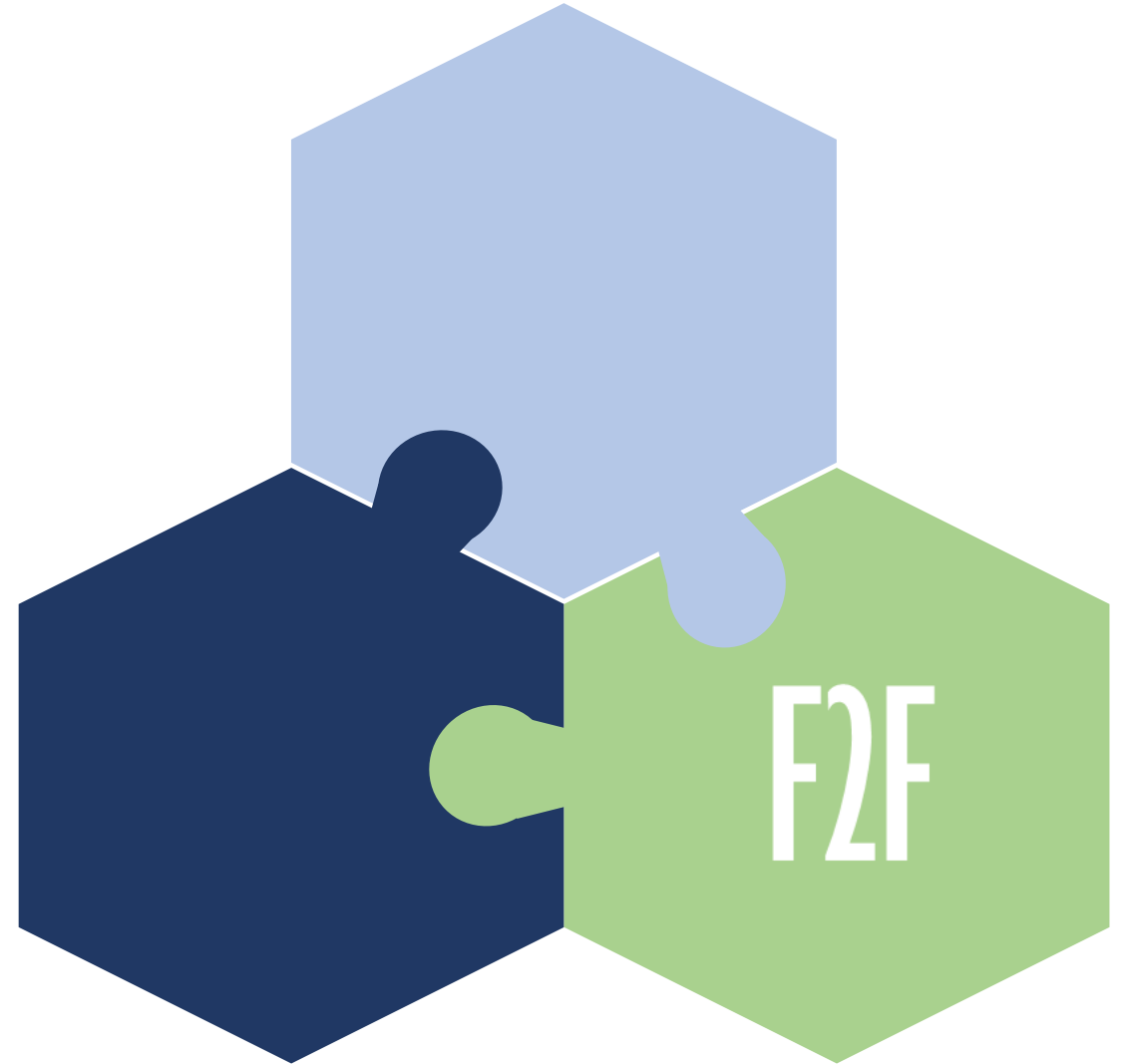
ACCOUNT	COOKED FROM SCRATCH (\$)
University of the Pacific	18,389
University of San Francisco	15,144
SCU Dining Services	14,878
Edwards Lifesciences	13,770
Claremont McKenna	12,093
Scripps College	11,376
Westmont	11,342
Pepperdine	11,163
Concordia University	9,803
Thomas Aquinas College	8,189
Biola University	7,404
Vanguard University	6,317
University of La Verne	6,132
Whittier College	4,776
Soka University of America	4,611

Top 20 Items

ITEM DESCRIPTION	TOTAL
Chicken Tender Breast Breaded Premium FC NAE 80/2 Oz 2/5 Lb	20,060
Chicken Wing 1st & 2nd Joint Lightly Breaded FC 9-14 Ct 2/7.5 Lb	13,289
Chicken Nugget Breaded Breast Tempura 2/5 Lb	8,978
Appetizer Skewer Chicken 1 Oz 1/200 Ct	8,459
Chicken Tender Breaded 80 Piece 1/10 Lb	6,854
Cod Battered Beer 2 Oz IQF 1/10 Lb	6,394
Turkey Breast Oven Roasted Natural 2/6-8 Lb	6,359
Sausage Turkey Patty FC 1.4 Oz 3 In Diameter 1/10 Lb	6,041
Meatball Beef Pork Italian Cooked 0.5 Oz 1/10 Lb	5,418
Appetizer Pig In A Blanket GFI Frozen 240/1 Oz	4,719
Meatball Veal IQF FC 1 Oz 2/5 Lb	4,359
Chicken Tender Breaded Homestyle FC NAE 80/2 Oz 2/5 Lb	4,081
Appetizer Skewer Beef 1 Oz 1/200 Ct	4,011
Appetizer Beef Wellington 200/1 Oz	3,965
Appetizer Chicken Sate Thigh GFI 156/1 Oz	3,785
Egg Hard Cooked Whole Peeled Cage Free Dry Pack 4/5 Lb	3,596
Potato Diced 1/2 In Cooked 1/10 Lb	3,167
Turkey Breast White Oven Prepared Browned Skinless 2/8-10 Lb	2,924
Meatball Beef and Pork Italian FC 1 Oz (CM0066) 2/5 Lb	2,769
Appetizer Mushroom Cap Florentine GFI 156/1 Oz	2,659

FLAVOR FIRST

PURCHASING STRATEGY — Part 2



FLAVOR FIRST

PURCHASING STRATEGY - FARM TO FORK

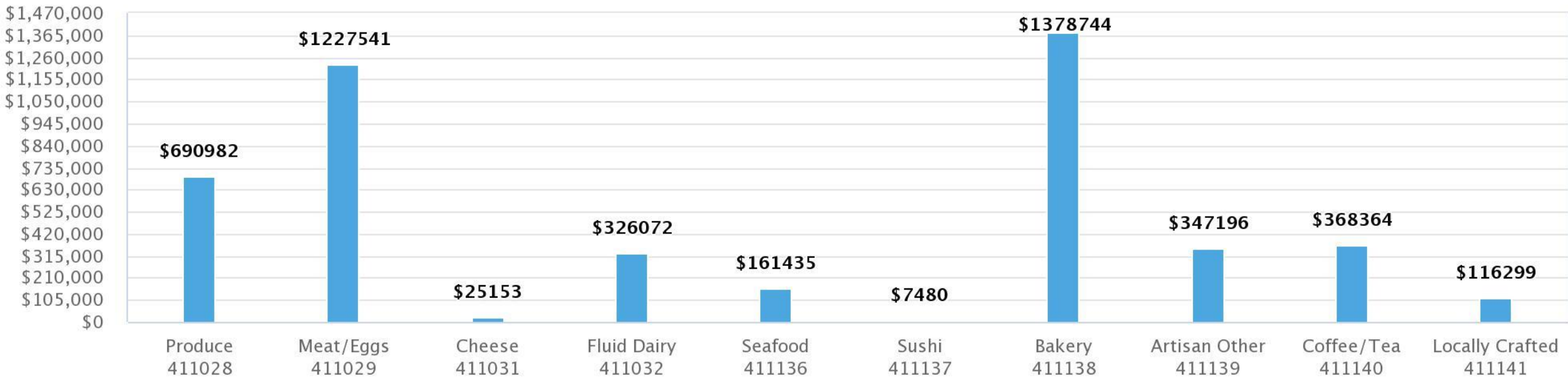
Company GOAL - buy 20% of our food, on annualized basis, from Enrolled Farm to Fork vendors

1. Product must come from within 150 miles
2. Owner-operated or Co-op of owner-operators
3. Annual sales of \$5 million or less

Farm to Fork

DISTRICT MANAGER	FYTD (%)
Lubecky, B DMF	13.8
Chuidian, S DMF	12.9
Rall, B DMF	9.6
Reeve, J DMF	8.6
Martin, B DMF	8.2
Proescholdt, J	7.3
Dale, K DMF	5.9

FARM TO FORK SPEND BY GL CODE FOR FYTD



Farm to Fork

ACCOUNT	FYTD (%)
City National Bank	27.4
The Thacher School	25.7
OTIS College of Art and Design	21.2
California College of the Arts	21
Park Place	21
SCU Dining Services	17.7
CG	17.2
KKR	16.8
Claremont McKenna	16.4
Illumina	16.2
Santa Catalina School	16
University of San Francisco	15
Woodbury University	14.6
NBCUniversal	14.3
Pacific Union College	12.6
Education First	12.2
Dreamworks	12
California Institute of the Arts	11.2
Genesis Kitchen + Drinks	10.7
Ancestry.com	9.8
Scripps College	9.8
Schools First Federal Credit Union	9.7
Huntington	9.4
Blizzard Entertainment	8.8
Vanguard University	8.5

ACCOUNT	FYTD (%)
Adobe	8.3
Azusa Pacific University	8.2
Universal Music Group	7.9
Westmont	7.9
Mount Saint Mary's University	7.8
Snap Inc	7.2
Master's University	7
Soka University of America	6.8
Concordia University	5.6
Pitzer College	5.6
Whittier College	5.5
Thomas Aquinas College	4.9
Pepperdine	4.8
Biola University	4.7
Petco	4.4
University of the Pacific	4.3
Claremont Graduate University	3.9
University of La Verne	3.5
Western University of Health Sciences	3.2
TaylorMade	3.1
Western Governors University	2.3
Villanova Prep School	1.7
William Jessup University	1.6
ServiceNow	1.4
Recursion	1.3
Edwards Lifesciences	0.7

Farm to Fork - Venckus Foragers

Name	Account	Email	Phone	States
Joseph Davis	Westminster College	joseph.davis@cafebonappetit.com	801-949-2432	UT
Peter Alfaro	Traveling	Pedro.Alfaro@cafebonappetit.com	714-396-7383	CA (Southern)
John Carlson	Adobe San Jose	john.carlson@cafebonappetit.com	408-687-9596	CA (Northern)

MODEL MARKET

PURCHASING STRATEGY – Part 3

A purchasing program developed to reduce the number of secondary vendors in each market.

Includes - Produce, meat, seafood, specialty, linen, uniform, smallwares, office supplies, and beverages distributors



MODEL MARKET EXCEPTIONS

Model Market Exceptions are only used in extreme cases when there is a need that cannot be met by a Model Market Vendor. Every effort is made to ensure - alignment with BA standards and financial goals are met - by using contracted vendor.

Tips for Success

- ALWAYS consult the Model Market Book of Record for approved vendors in your market **before** looking for alternative solutions to broadliner.
- DO NOT engage in business with a vendor that has not been vetted by BA Purchasing.
- **DO NOT engage in business with a vendor you do not have the ability to pay.**
- **DO NOT SIGN A CONTRACT WITH ANY VENDOR THAT HAS NOT BEEN REVIEWED WITH BA PURCHASING. DOING SO WILL NOT SPEED UP THE ABILITY TO PAY THE SUPPLIER.**
- NEVER assume that a vendor used by a neighboring account or another sector is approved for your account to use (or even for their account). Just because the vendor has an AP number, doesn't mean they are approved for use.
- **Inform vendors that standard AP terms are 75 days.**
- Planning and Patience are key! Approval can take several weeks. Plan ahead so vendors are set up **before** you hope to use them.

Leakage

<p>PREFERRED PRODUCTS AND SUPPLIERS</p>	<p>COOKED FROM SCRATCH</p> <p>\$194,467</p> <p><small>DA</small></p>	<p>LEAKAGE FROM REPORTING VENDORS</p> <p>\$1,997,472</p> <p><small>DA</small></p>
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Leakage

DISTRICT MANAGER	LEAKAGE FROM REPORTING VENDORS (\$)
Lubecky, B DMF	579,230
Proescholdt, J	539,112
Reeve, J DMF	382,508
Rall, B DMF	256,393
Martin, B DMF	133,423
Chuidian, S DMF	54,383
Dale, K DMF	52,422

Accounts with \$10k and up

ACCOUNT	LEAKAGE FROM REPORTING VENDORS (\$)
SCU Dining Services	205,319
Pepperdine	180,582
Snap Inc	174,440
Biola University	147,792
University of the Pacific	147,711
The Thacher School	95,531
California College of the Arts	92,774
Illumina	91,120
University of San Francisco	87,100
Edwards Lifesciences	85,874
Scripps College	57,697
Pitzer College	54,990
Thomas Aquinas College	53,344
Blizzard Entertainment	48,260
Huntington	43,487
Dreamworks	40,727
Westmont	37,806
Claremont McKenna	37,214
Mount Saint Mary's University	27,916
Education First	24,231
University of La Verne	24,165
Soka University of America	21,280
TaylorMade	19,812
Adobe	19,041
Western Governors University	18,437
William Jessup University	15,438
Santa Catalina School	14,355
NBCUniversal	13,656
Schools First Federal Credit Union	12,996
KKR	12,004
Park Place	11,508
Master's University	10,594

Leakage

LEAKAGE FROM REPORTING VENDORS

\$1,997,472



**1,091,854 is
Chicken**

ITEM DESCRIPTION	MANUFACTURER	DISTRIBUTOR	TOTAL
Chicken Breast Frozen Best Value Random B/S 4/10 Lb	Rw Zant (Re-Distributor)	Sysco Newport Meat	192,752
Chicken Thigh B/S Best Value 1/40 Lb	Rogers Poultry Co	Sysco Newport Meat	76,899
Chicken Thigh B/S Fresh 1/10 Lb	Sysco Buckhead Beef/Newport Meat Co	Sysco Newport Meat	68,335
Chicken Thigh B/S Fresh 4/10 Lb	Pacific Seafood Group (DSD)	Pacific Seafood - Sacramento CA	54,908
Boneless Chicken Breast Stock 1/40 Lb	Sysco Buckhead Beef/Newport Meat Co	SSMG Newport Southern California	38,999
Chicken Whole Halal WOG 3 Oz 1/16 Lb	Sysco Buckhead Beef/Newport Meat Co	SSMG Newport Southern California	32,389
Chicken Breast Fresh Boneless 1/40 Lb	Domenic Pasevento Co	Pacific Seafood - Sacramento CA	32,187
Chicken Tender Breaded Fritter 2 Oz 1/10 Lb	Koch Foods	Del Monte Meat Co	30,961
Chicken Wing Party 1X1 Large Fresh 4/10 Lb	Sysco Buckhead Beef/Newport Meat Co	Sysco Newport Meat	25,068
Chicken Breast Diced Mary's 1/1 Lb	Del Monte Meat Company Inc (DSD)	Del Monte Meat Co	24,765
Chicken Breast Single Boneless Skinless 5 Oz NAE 1/20 Lb	New Oxford Foods/Hain Pure Protein	Del Monte Meat Co	24,443
Chicken Breast B/S Random 1/40 Lb	Sysco Buckhead Beef/Newport Meat Co	Sysco Newport Meat	19,646
Chicken Boneless Skinless Random Fresh Halal Zant 1/40 Lb	SSMG Newport Southern California (DSD)	SSMG Newport Southern California	19,631
Chicken Tender Breaded 80 Piece 1/10 Lb	Seaboard Foods	Sysco Newport Meat	16,576
Chicken Whole Wog 3# Lb Up Frozen 12/3 Lb	Pacific Seafood Group (DSD)	Pacific Seafood - Sacramento CA	16,342
Chicken Breast Diced 1 In 1/40 Lb	Sysco Buckhead Beef/Newport Meat Co	Sysco Newport Meat	16,328
Chicken Thigh Boneless Cvp 4/10 Lb	Wayne Farms	Del Monte Meat Co	15,363
Chicken Breast Random BS 1/1 Lb	West Coast Prime Meats	West Coast Prime	14,990
Chicken Breast Boneless Skinless Halal Mary 4-5 Oz 1/40 Lb	SSMG Newport Southern California (DSD)	SSMG Newport Southern California	14,966
Chicken Breast B/S Fresh Single Lobe 24/6 Oz	Rogers Poultry Co	Del Monte Meat Co	14,911
Chicken Thigh B/S Fresh 1/1 Lb	West Coast Prime Meats	West Coast Prime	14,489
Chicken Thigh Boneless Skinless Fresh Halal Zant 1/40 Lb	SSMG Newport Southern California (DSD)	SSMG Newport Southern California	13,976
Chicken Breast Boneless Skinless 5 Oz 1/1 Lb	West Coast Prime Meats	West Coast Prime	13,757
Chicken WOG Jidori No Head Feet 12/2.5-3 Lb	Mao Foods Inc	Sysco Newport Meat	13,610
Chicken Breast B/S 6 Oz 1/20 Lb	Sysco Buckhead Beef/Newport Meat Co	Sysco Newport Meat	12,404

Leakage

ITEM DESCRIPTION	MANUFACTURER	DISTRIBUTOR	TOTAL
Beef Ground Burger Patty Chuck CAB 3:1 1/20 Lb	Jensen Meat Company	Sysco Newport Meat	47,133
Dough Croissant Sheet 15X23 6 Mm 8/52 Oz	Le Chef Bakery (DSD)	BakeMark - Union City	41,459
Beef Ground Angus Chuck 80/20 Lean 1/60 Lb	Greater Omaha Packing Co Inc	Sysco Newport Meat	40,476
Beef Ground Burger Patty Chuck CAB 4:1 1/20 Lb	Jensen Meat Company	Sysco Newport Meat	26,301
Beef Ground Patty Niman Ranch 1/15 Lb	Del Monte Meat Company Inc (DSD)	Del Monte Meat Co	21,906
Turkey Beast Roasted Skin On Raw CIB 2/12 Lb	Agro America	Del Monte Meat Co	19,918
Lid Cold Falt 16-26 Oz Strawless 1/1000 Ct	Starbucks Coffee Co	Nestle Coffee Partners - Sparks	17,511
Beef Ground Chuck Patty Fresh Cab Premium 4-1 1/10 Lb	SSMG Newport Southern California (DSD)	SSMG Newport Southern California	16,307
Cup Cold 16 Oz WPB 1/1000 Ct	Starbucks Coffee Co	Nestle Coffee Partners - Sparks	13,881
Pork Bacon 14/16 Ct Applewood Smoked Layout 1/15 Lb	Seaboard Foods	Sysco Newport Meat	13,851
Dough Croissant Sheet 1/10 Ct	Lecoq Cuisine Corp	The Chefs Warehouse West Coast City of Industry CA-Dairyland	13,170
Tuna Cubes Poke Style 1/10 Lb	Santa Monica Seafood (DSD)	Santa Monica Seafood	12,807
Pork Bacon Smoked Applewood Cured 10/12 Ct 1/15 Lb	Vande Rose Farms	Del Monte Meat Co	12,613
Oil Canola 6/1 Ga 6/7.7 Lb	Sovena USA	The Chefs Warehouse West Coast City of Industry CA-Dairyland	12,204
Turkey Breast Roast RTC Gold Foil 15% 2/9 Lb	Foster Farms	Del Monte Meat Co	12,081
Beef Ground Patty 80% 2:1 1/1 Lb	West Coast Prime Meats	West Coast Prime	11,878
Cup Cold 26 Oz WPB 1/600 Ct	Starbucks Coffee Co	Nestle Coffee Partners - Sparks	9,980
Beef Ground Chuck 80% Fresh Cab 1/10 Lb	SSMG Newport Southern California (DSD)	SSMG Newport Southern California	9,897
Salmon Smoked Scottish Mild PS 1/3.29 Lb	Santa Monica Seafood (DSD)	Santa Monica Seafood	9,677
Beef Ground Burger Patty Chuck CAB 3:1 REF 1/10 Lb	Jensen Meat Company	Sysco Newport Meat	9,609
Cup All 1/1 Ea	Coca-Cola North America	Coca-Cola Reyes Bottling LLC	9,452
Beef Ground Chuck Blend Patty Gluten Free 6 Oz Round 1/15 Lb	Del Monte Meat Company Inc (DSD)	Del Monte Meat Co	9,002

**Where do I find this
information?**





THE DREAM

"Our Dream is to be the premier onsite restaurant company known for its culinary expertise and commitment to socially responsible practices. We are a culture driven to create food that is alive with flavor and nutrition, prepared from scratch using authentic ingredients. We do this in a socially responsible manner for the well-being of our guests, communities, and the environment."



PURCHASING



CLIMATE CHANGE



PLANT FORWARD



WELLNESS

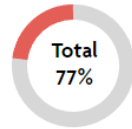
WE SERVE FOOD THAT IS...

**ALIVE WITH
FLAVOR AND
NUTRITION**

- Menus are written based on seasonality and availability of regional fresh ingredients.
- Whole foods are used as the foundation of a healthful diet. Meals center on abundant fresh produce, whole grains, and lean and/or plant-based proteins, prepared with minimal amounts of healthy, plant-derived fats.
- Flavors are developed through skilled healthy cooking techniques, with the use of fresh herbs and authentic spices, not through unhealthy shortcuts of using fat, sugar, and salt.
- Reasonable portion sizes are the rule and healthy menu items are a mainstream offering throughout our cafés.
- Vegetables are prepared in small batches as close to serving time as possible.
- Vegetarian options are plentiful at every meal.
- Ingredients containing artificial trans fats or MSG are not used in our kitchens.

FLAVOR FIRST PURCHASING STRATEGY

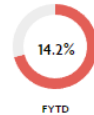
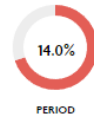
**ADHERENCE
TO COR
STANDARDS**



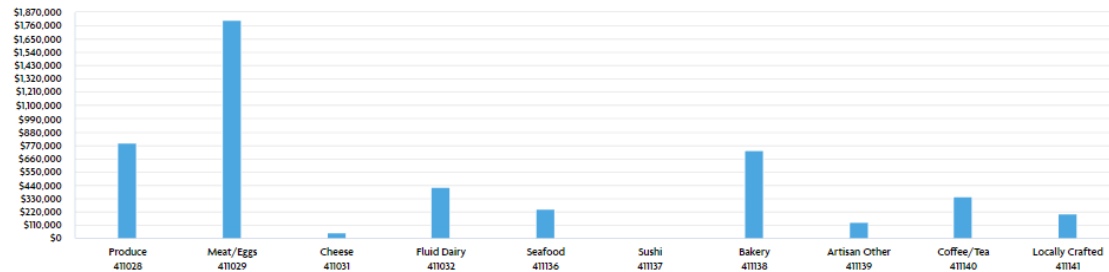
CIRCLE OF RESPONSIBILITY (COR) PURCHASING COMPLIANCE

**20% OF
PURCHASES FARM
TO FORK**

FARM TO FORK SPEND



FARM TO FORK SPEND BY GL CODE FOR PERIOD: 6



**PREFERRED
PRODUCTS AND
SUPPLIERS**

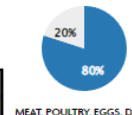
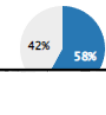
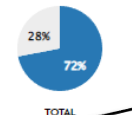
COOKED FROM SCRATCH

\$279,025

LEAKAGE FROM REPORTING
VENDORS

\$751,556

PURCHASING DATA VISIBILITY

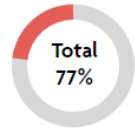


**DOWNLOAD FLAVOR
FIRST REPORT**



FLAVOR FIRST PURCHASING STRATEGY

ADHERENCE TO COR STANDARDS



R D A

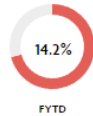
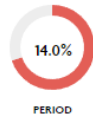


R D A

CIRCLE OF RESPONSIBILITY (COR) PURCHASING COMPLIANCE

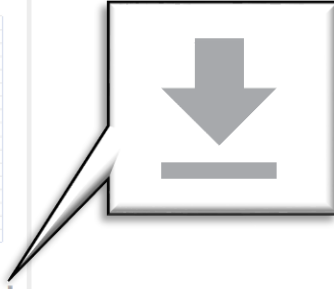
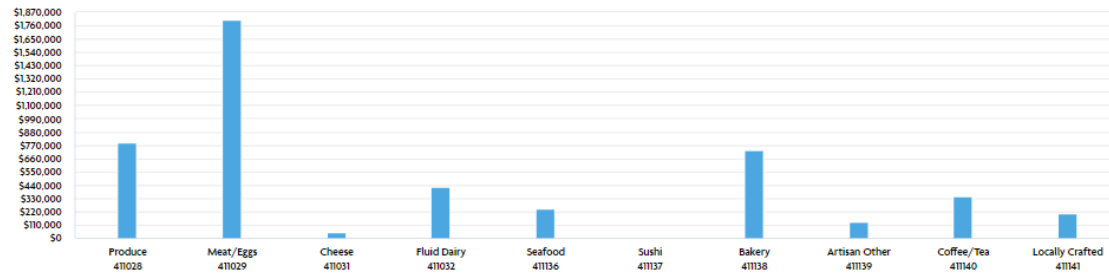
20% OF PURCHASES FARM TO FORK

FARM TO FORK SPEND



R D A

FARM TO FORK SPEND BY GL CODE FOR PERIOD: 6



PREFERRED PRODUCTS AND SUPPLIERS

COOKED FROM SCRATCH

\$279,025

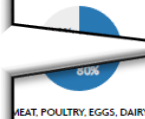
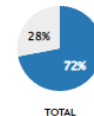
R D A

LEAKAGE FROM REPORTING VENDORS

\$751,556

R D A

PURCHASING DATA VISIBILITY



R D A

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SORT A TO Z
HIGH TO LOW

SEARCH

ADDITIONAL
DETAIL

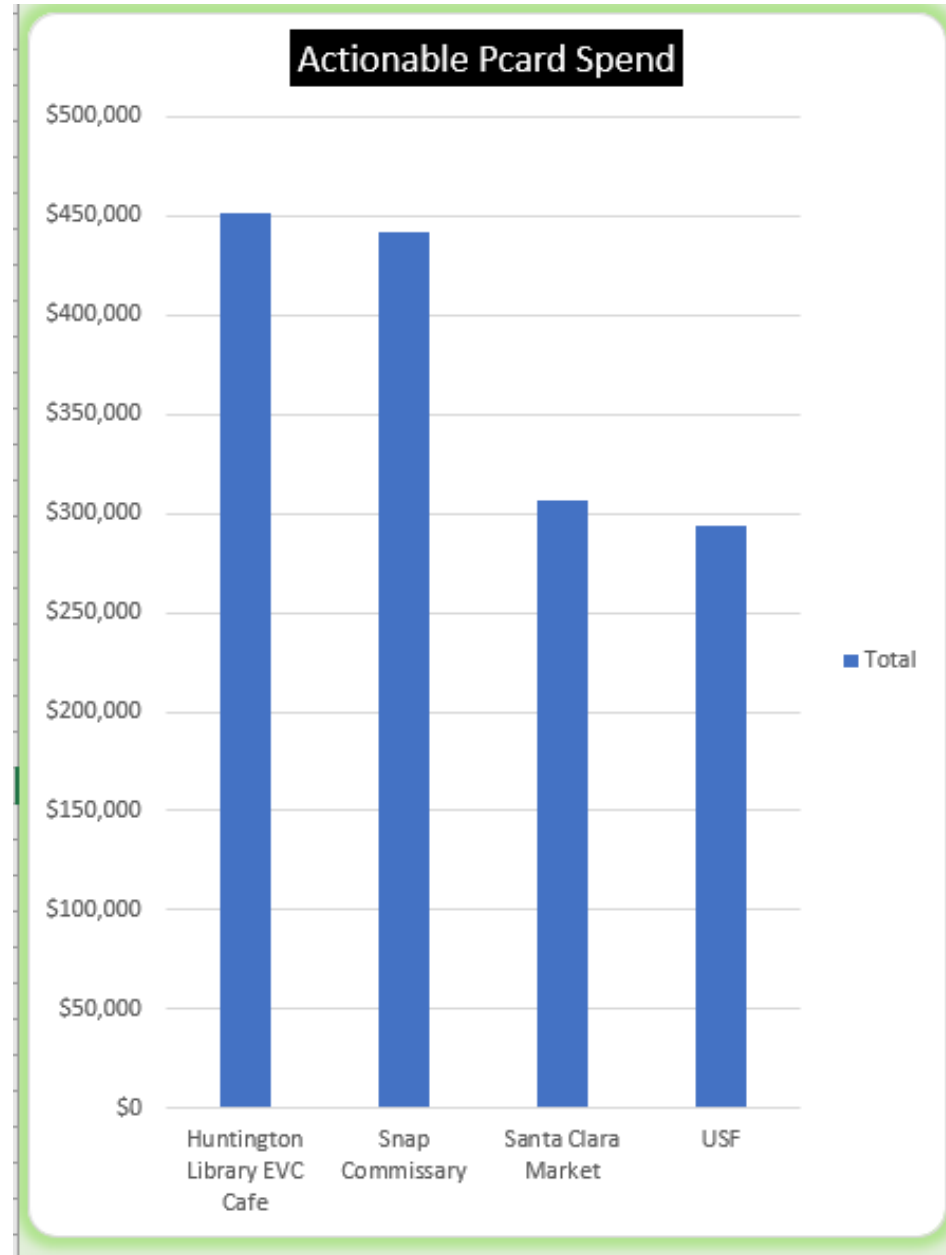
NONCOMPLIANT COR PURCHASES

Excel PDF

Search:

MFRITEMCODE	ITEM DESCRIPTION	MANUFACTURER	BRAND	MIN	DISTRIBUTOR	TOTAL
MIT-1253965	Chicken Thigh B/S Halal 1/40 Lb	Koch Foods	Koch Foods	97726	Sysco Asian Foods	12,801.60
MIT-1209160	Chicken Breast Fresh Double Lobe 12 Oz Up 1/40 Lb	Koch Foods	Koch Foods	97390	Sysco Asian Foods	9,880.80
MIT-1037687	Beef Ground Patty 80/20 4:1 80/4 Oz 4/5 Lb	Cargill Meat Solutions	Beefmark	7700784	Sysco Minnesota	9,662.93
MIT-2136359	Salmon Verlasso Filet Skinless 1/1 Lb	Halperns Steak & Seafood	Hproduction	6250056	Halpern's Steak and Seafood - HQ - Atlanta GA	8,537.06
MIT-2197084	Beef Ground Bulk 81/19 Halal 4/10 Lb	American Foods Group	AFG	20410	Sysco Minnesota	8,527.62
MIT-2057917	Beef Patty Ground 80/20 3:1 HS BP 60/5.33 Oz 1/19.9875 Lb	Rochester Meats	Directional Foods	4080534	Sysco East Texas	6,033.92
MIT-2146055	Salmon Fillet Atlantic Portion Skinless 4 Oz 1/4 Lb	American Fish & Seafood Inc MN (DSD)	American Fish & Seafood Inc Mn	1C015	American Fish and Seafood Inc MN	5,944.44
MIT-1403415	Chicken Thigh B/S Halal 4/10 Lb	Koch Foods	Koch Foods	95143	Sysco Asian Foods	4,569.37
MIT-1806524	Beef Ground 81/19 Halal 8/10 Lb	American Foods Group	American Foods Group	20425	Sysco Asian Foods	4,390.38
MIT-1054359	Chicken Breast B/S Fresh Random 4/10 Lb	Koch Foods	Koch Foods	535	American Fish and Seafood Inc MN	3,572.08
MIT-1770770	Salmon Fillet Atlantic Hand Plucked 12 Lb AVG 1/1 Lb	Supreme Lobster	Supreme Lobster Co	117200	Supreme Lobster and Seafood Co	2,860.19
MIT-2198677	Chicken Breast 6 Oz Sliced Natural 1/20 Lb	Koch Foods	Koch	4401057	Halpern's Steak and Seafood - HQ - Atlanta GA	2,733.60
MIT-1065746	Chicken Breast B/S IQF Zip 48/5 Oz	Koch Foods	Sysco Classic	6631469	Sysco Minnesota	1,632.96
MIT-2183796	Chicken Breast B/S IQF 5 Oz 4/5 Lb	Koch Foods	Koch Foods	95176	Sysco North Texas	1,321.44
MIT-1018914	Egg Shell Large White Grade AA USDA 1/15 Dz	Hillandale Farms	Whole Farms Classic	2105823	Sysco Minnesota	1,318.47

Pcard Spend – top 4



Pcard Spend –top Vendors

THE WEBSTAURANT STORE	124,992	Widespread											
KAMEI HOUSEWARES & R	103,103	SCU Specialty	<table border="1"> <tbody> <tr> <td>⊕ Huntington Library EVC Cafe</td> <td>49,722</td> </tr> <tr> <td>⊕ NBCU Terrace Cafe</td> <td>18,718</td> </tr> <tr> <td>⊕ BIOVISTA Restaurant</td> <td>1,120</td> </tr> <tr> <td>⊕ Pepperdine University - Waves</td> <td>959</td> </tr> <tr> <td>⊕ Education First</td> <td>343</td> </tr> </tbody> </table>	⊕ Huntington Library EVC Cafe	49,722	⊕ NBCU Terrace Cafe	18,718	⊕ BIOVISTA Restaurant	1,120	⊕ Pepperdine University - Waves	959	⊕ Education First	343
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⊕ NBCU Terrace Cafe	18,718												
⊕ BIOVISTA Restaurant	1,120												
⊕ Pepperdine University - Waves	959												
⊕ Education First	343												
IN *SAFRA DISTRIBUTION	71,485	SCU Paper											
IN *THE ART OF TEA, LL	70,862												
GENOVA BAKERY	62,560	UofP											
SQ *SLP TACER OPERATIN	59,594	Rental??											
SQ *CAPPUCCINO MAN	58,252	Snap											
TRANSCOLD DISTRIBUTION	52,386	Scripps Ice Cream											
NT FOODS ECOMM	49,643	Huntington – grocery and bev											
WPY*CMP FOOD SERVICES	46,591												
ULINE *SHIP SUPPLIES	45,520												
PAYPAL *GGJANITORIA	45,060	Floor Cleaning service - UoP											
COMMON ROO* COMMON ROO	44,916												
BOSCH BAKING	42,596												
IN *FOOD FLEET, INC.	41,733												
OFF THE GRID	39,953												
SQ *ITO INC	39,795												

QUESTIONS?