SODEXO BY THE NUMBERS
IN MAINE 2019-2020

MAINE COURSE PRODUCT PURCHASING
BY THE NUMBERS

- PIZZADOUGH: 61%
- WHOLEMILK: 84%
- HAKE, OCEAN PERCH & DOGFISH: 100%
- SUMMER SQUASH: 69%
- FRENCH FRIES: 49%
- CIDER: 66%
- FRESH DONUTS: 100%
- CARROTS: 58%
- MAPLE SYRUP: 77%
- TOFU: 98%
- POTATOES: 61%
- WHEAT FLOUR: 35%
- HONEY: 59%
- FALAFEL: 97%
- BLUEBERRIES: 100%
- WHOLE CHICKEN: 79%

14 ACCOUNTS IN MAINE
760 SODEXO EMPLOYEES IN MAINE
$21+million SODEXO PAYROLL IN MAINE
12,698 MEALS SERVED PER DAY
122 FARMS & BUSINESSES WE SOURCE FROM
$1,090,000 SPENT ON LOCAL
98% of our total purchase of Tofu is through Heiwa Tofu, located in Rockport, Maine.

Through its work with local food producers, Sodexo’s Maine Course creates opportunities for many institutions to put into action many of the lessons they teach – nutrition, environmental stewardship, and creating a more just and equitable society. The Maine Course invites me to sites to educate staff and diners and I know that Maeve and others on the Sodexo team will continue that outreach work. Sodexo’s purchasing power has helped my business grow, helping me to create more and better paying jobs.

- Jeff Holowitz, Heiwa Tofu
Partnering with Maine Grains Alliance

Over the next five Years Sodexo chefs at all Maine Locations will:

- Double the number of menu items that include grains
- Commit to using local grains in those dishes
- And increase local grain purchasing by 50%

ENVIRONMENT  Rediscovering how to grow, cook, and eat locally-grown grains is an important safeguard in the face of climate change.

NUTRITION  By purchasing local grain, Sodexo is helping to foster a grain economy that is both good for people and good for the planet.

COMMUNITY  Sodexo is contributing to the Maine Grain community, which is addressing key issues: Feeding our communities, creating jobs, and making farming viable.
Partnering with Maine Grains Alliance

By purchasing local grains, Sodexo is helping to foster a grain economy that is good for people and good for the planet. Through Sodexo’s commitment to use local grains, it has become an important contributions to the diverse community of farmers, millers, bakers, food entrepreneurs, students, brewers, maltsters, seed savers, conservationists, and researchers who are helping invigorate our regional grain community.

- Tristian Noyes, Maine Grain Alliance
GMRI Commitment Success and Celebration
Event at the Blaine House

Sodexo has achieved serving 100% Gulf of Maine Responsibly Harvested® white fish at all their locations after a five-year process of shifting purchasing to this ecolabel in partnership with the Gulf of Maine Research Institute (GMRI). Sodexo’s managers, chefs, and clients celebrated the achievement with GMRI along with local fisher people, farmers and vendors at the governor’s mansion, The Blaine House, on February 27, 2020 in Augusta, Maine. Also, in attendance were Cal Thetford, COO of Universities in the Northeast and Phil Harty, Senior VP of Sodexo in New England. Specifically, Sodexo Commits:

- To work with the supply chain in the Gulf of Maine region, including processors and fishermen, to build capacity to harvest, process and serve underutilized species, like dogfish, Atlantic mackerel, Atlantic pollock, Acadian redfish and white hake.

- To educating Sodexo customers in Maine about the region’s fishing and seafood industry, via the Gulf of Maine Responsibly Harvested program.

Why does this commitment matter?
We import 90% of the seafood that we eat in the United States. Even in Maine, great effort is often required for a large purchaser to buy local seafood. Sodexo’s commitment to local seafood has multiple impacts:

- **ENVIRONMENTAL IMPACT:** The local white fish served are all Gulf of Maine Responsibly Harvested®, which is an ecolabel of the Gulf of Maine Research Institute (GMRI), ensuring responsible harvest.

- **COMMUNITY IMPACT:** The fishermen catching haddock, pollock, and other flaky, white fish from our region have a tough time competing with imported seafood. Sodexo makes a difference by using our buying power to prioritize local fishing communities.

- **EDUCATIONAL IMPACT:** Under-loved fish are those that consumers are less familiar with, which leads to low prices and lost opportunity for fishermen. Sodexo has been focused on raising awareness of under-loved seafood among a younger generation of consumers.

What I appreciate so much about the Maine Course and their commitment to local seafood if that they have never wavered from their goal. They have walked the talk for the entire five-year process of dramatically shifting their seafood sourcing, and their purchasing practices not only directly increase demand for local seafood but have the added impact of demonstrating what is possible to other major buyers.
- Kyle Foley, GMRI

Choosing a wider, good variety of fish is good for fishermen for the ecosystem, and good for our own health.
**Kendall Food Vision Prize**

The New England Food Vision Prize is designed to accelerate progress towards the New England Food Vision, a regional goal to produce at least 50% of New England’s own food by 2060, while supporting healthy food for all, sustainable farming and fishing, and creating thriving communities. One high-leverage strategy to accelerate the region towards this goal is to unlock the market power of large food purchasers, like colleges and universities. The Prize is designed to support ideas that result in higher procurement of regional food by institutions, more regional food on campus menus, and increased demand for regional food by students while on campus and beyond the campus as alumnae.

In November 2019, the Henry P. Kendall Foundation’s 2019 New England Food Vision Prize was awarded to two of our Sodexo campuses, partnering to create a more sustainable food system in our region—and bring more tasty, local food to our campus menus. The University of Maine at Farmington and the University of Maine at Presque Isle joined forces with partners at the Good Shepherd Food Bank and Maine-based food producer Wyman’s to propose the establishment of a vegetable freezing facility that will represent a first-in-the-region opportunity to meet the demand for locally processed produce at a price the local market can afford. The facility will sell products into the institutional market, but also provide product through hunger relief channels, capitalizing on the Food Bank’s existing network as well as distribution routes to the K-12 market.

This vegetable processing partnership will enable Good Shepherd Food Bank to improve access to nutritious food for Mainers experiencing hunger while also creating jobs and strengthening regional food systems—which improves access to healthy food for all.

- Kristen Miale, President, Good Shepard Food Bank
MISSION:
The Maine Course is Sodexo’s commitment to supporting the Maine economy and agriculture through increasing purchasing of local food.

THE MAINE COURSE GOALS
- Increase purchasing of local Maine grown, harvested, and produced products.
- Grow partnerships with our local community.
- Develop shared values and bring awareness of Maine products and sustainable practices to our customers in all dining locations.
- Provide Sodexo chefs and managers with the resources they need to expand their local impact.

THE MAINE COURSE GOVERNANCE BODY

SODEXO LEADERSHIP TEAM
Varun Avasthi, District Manager
Wendy Benney, District Executive Chef
Phil Cotonis, General Manager
Phil Harty, Senior Vice President
Ingrid Jon, Senior Manager Operations Support
Maeve McInnis, Maine Course Director
Dan Roy, District Manager
Pam Ryder, General Manager
Tadd Stone, Area General Manager
Adam Vigue, General Manager
Doug Winslow, Executive Chef

ADVISORY COMMITTEE
Richard Brzozowski University of Maine Cooperative Extension
Marada Cook, Crown O’Maine Organic Cooperative
Kyle Foley, Gulf of Maine Research Institute
Christopher Hallweaver, Northern Girl, LLC
Colleen Hanlon-Smith, Harvest Order
Donney Rae, Maine Shellfish
Betta Stothart, Ethos Marketing
Rory Strunk, O’Maine Studios
Lisa Webster, North Star Sheep Farm
Lucas Butler, Native Maine Produce
Jed Beach, Farm Smart
Tyler Yost, Black Bear Sunflower Oil

MAINE SODEXO CLIENT LIST

Southern Maine Community College
Maine Maritime Academy
University of Maine at Presque Isle
University of Maine at Fort Kent

Thomas College
York County Community College
University of Southern Maine
University of Maine at Machias

Maine College of Art
Central Maine Health Care Center
University of Maine at Farmington
University of Maine at Augusta

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