May Audit, Total Budget: $67545
Progress: 100.0%

+ Add Line Item

<table>
<thead>
<tr>
<th>Description</th>
<th>Category</th>
<th>Vendor</th>
<th>Prod Code</th>
<th>Label/Brand</th>
<th>Notes</th>
<th>Cost</th>
<th>Facility</th>
</tr>
</thead>
<tbody>
<tr>
<td>turnips</td>
<td></td>
<td>Bix Produce Co.</td>
<td>50385</td>
<td></td>
<td></td>
<td>$18.96</td>
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<tr>
<td>lemons, choice</td>
<td></td>
<td>Bix Produce Co.</td>
<td>2862</td>
<td></td>
<td></td>
<td>$19.06</td>
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<td>Zucchini (medium)</td>
<td></td>
<td>Bix Produce Co.</td>
<td>8350</td>
<td></td>
<td></td>
<td>$19.78</td>
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</tr>
</tbody>
</table>

Real Food Calculator

2013-2014 Results
Carleton’s Results: 24% Real Food

Harvest: 28%

- Real Food
  - A: $41724, 7%
  - B: $122425, 21%
  - Conventional: $425179, 72%

Winter: 19%

- Real Food
  - A: $3782, 1%
  - B: $48340, 18%
  - Conventional: $216619, 81%
## Harvest 2013

<table>
<thead>
<tr>
<th>Category</th>
<th>Dollar Value</th>
<th>Percentage of Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Produce</td>
<td>$162,986</td>
<td>28%</td>
</tr>
<tr>
<td>Grocery</td>
<td>$107,220</td>
<td>18%</td>
</tr>
<tr>
<td>Dairy</td>
<td>$82,578</td>
<td>14%</td>
</tr>
<tr>
<td>Baked Goods</td>
<td>$54,846</td>
<td>9%</td>
</tr>
<tr>
<td>Poultry</td>
<td>$51,638</td>
<td>9%</td>
</tr>
<tr>
<td>Meat</td>
<td>$51,327</td>
<td>9%</td>
</tr>
<tr>
<td>Beverages</td>
<td>$40,393</td>
<td>7%</td>
</tr>
<tr>
<td>Eggs</td>
<td>$18,283</td>
<td>3%</td>
</tr>
<tr>
<td>Seafood</td>
<td>$12,790</td>
<td>2%</td>
</tr>
<tr>
<td>Tea/Coffee</td>
<td>$7,350</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$589,411</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

Table 1. The dollar amount and percentage of the total harvest audit, including Real Food A, Real Food B, and Conventional, comprised of each category.
Harvest Breakdown by Real Food Category

Local

- The percentage of the total that is local and non-local.
- $133426 23%  Local Food
- $455902 77%  Non-Local Food

Ecologically Sound

- The percentage of the total that is ecologically sound and not.
- $54544  9%  Ecologically Sound Food
- $534784  91%  Non-Ecologically Sound Food
Harvest Breakdown by Real Food Category

**Fair**

- The percentage of the total that is fair and non-fair.
- $15926  3%  Fair Food
- $573402  97%  Non-Fair Food

**Humane**

- The percentage of the total that is humane and non-humane.
- $3447  1%  Humane Food
- $585881  99%  Non-Humane Food
Real Food A/B and Conventional Breakdown by Product Category

Baked Goods
- Real Food: $0 0%
- Conventional: $54846 100%
- Total: $54846

Tea/Coffee
- Real Food: $7268 99%
- Conventional: $82 1%
- Total: $8050

Seafood
- Real Food: $1220 10%
- Conventional: $5844 46%
- Total: $7064

Meat
- Real Food: $1790 3%
- Conventional: $44999 88%
- Total: $46789

Poultry
- Real Food: $767 1%
- Conventional: $10538 20%
- Total: $11305

Dairy
- Real Food: $0 0%
- Conventional: $57510 70%
- Total: $57510

Grocery
- Real Food: $450 0%
- Conventional: $5774 5%
- Total: $6224

Beverages
- Real Food: $0 0%
- Conventional: $38795 96%
- Total: $38795

Eggs
- Real Food: $2530 14%
- Conventional: $15643 86%
- Total: $18173

Produce
- Real Food: $27698 17%
- Conventional: $98786 61%
- Total: $126484
Table 2. The dollar amount and percentage of the total harvest audit, including Real Food A, Real Food B, and Conventional, comprised of each category.

<table>
<thead>
<tr>
<th>Category</th>
<th>Dollar Value</th>
<th>Percentage of Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Produce</td>
<td>$58,347</td>
<td>22%</td>
</tr>
<tr>
<td>Grocery</td>
<td>$58,004</td>
<td>22%</td>
</tr>
<tr>
<td>Dairy</td>
<td>$43,440</td>
<td>16%</td>
</tr>
<tr>
<td>Poultry</td>
<td>$26,534</td>
<td>10%</td>
</tr>
<tr>
<td>Baked Goods</td>
<td>$25,025</td>
<td>9%</td>
</tr>
<tr>
<td>Beverages</td>
<td>$22,394</td>
<td>8%</td>
</tr>
<tr>
<td>Meat</td>
<td>$21,540</td>
<td>8%</td>
</tr>
<tr>
<td>Eggs</td>
<td>$8,906</td>
<td>3%</td>
</tr>
<tr>
<td>Seafood</td>
<td>$4,123</td>
<td>2%</td>
</tr>
<tr>
<td>Tea/Coffee</td>
<td>$49</td>
<td>0.02%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$268,741</strong></td>
<td><strong>100.02%</strong></td>
</tr>
</tbody>
</table>
Winter Breakdown by Real Food Category

Local

- The percentage of the total that is local and non-local.

- $41329  15%  Local Food
- $227413  85%  Non-Local Food

Ecologically Sound

- The percentage of the total that is ecologically sound and not.

- $10321  4%  Ecologically Sound Food
- $258421  96%  Non-Ecologically Sound Food
Winter Breakdown by Real Food Category

**Fair**

- The percentage of the total that is fair and non-fair.
- $3321 1%  Fair Food
- $265421 99%  Non-Fair Food

**Humane**

- The percentage of the total that is humane and non-humane.
- $935 0%  Humane Food
- $267807 100%  Non-Humane Food
Real Food A/B and Conventional Breakdown by Product Category

Baked Goods
- A/B: $0 0%
- Conventional: $25025 100%

Seafood
- A/B: $0 0%
- Conventional: $3196 78% $927 22%

Meat
- A/B: $350 2%
- Conventional: $19567 91%

Poultry
- A/B: $0 0%
- Conventional: $20011 75%

Tea/Coffee
- A/B: $0 0%
- Conventional: $27 55% $22 45%

Beverages
- A/B: $0 0%
- Conventional: $889 4% $21505 96%

Dairy
- A/B: $0 0%
- Conventional: $31114 72% $12326 28%

Grocery
- A/B: $0 0%

Eggs
- A/B: $585 7%
- Conventional: $8321 93%

Produce
- A/B: $0 0%
- Conventional: $2848 5% $53123 91%
Carleton’s Results: 24%

Percentage of Real Food by Product Category in Harvest 2013

Percentage of Real Food by Product Category in Winter 2014
Carleton College’s Results Over Time

Real Food Percentage 2010-2014

Season/Year

<table>
<thead>
<tr>
<th>Harvest '10</th>
<th>Feb '11</th>
<th>Harvest '11</th>
<th>Feb '12</th>
<th>Harvest '13</th>
<th>Feb '14</th>
</tr>
</thead>
<tbody>
<tr>
<td>15%</td>
<td>20%</td>
<td>24%</td>
<td>22%</td>
<td>28%</td>
<td>19%</td>
</tr>
</tbody>
</table>
How do the 2013-2014 results influence Bon Appetit’s purchasing decisions?

• **Strengths**
  – Local produce during harvest months
  – Dairy products from Hastings Co-op Creamery
  – Monterey Bay Certified Seafood

• **Areas for Improvement**
  – Beverages
  – Grocery Staple
  – Winter Produce

• **General Trends**
  – This year, the discrepancy between the harvest and winter real food percentage was very apparent. Thus, in order to improve the overall real food percentage, Bon Appetit should direct their attention to shifting products that do not depend on seasonality.
Potential Product Shifts

• **Chicken**: if 25% chicken were spent on “Real” chicken instead of Tyson chicken, the RF % for the poultry category would increase by 17%.

• **Oats**: if all oats purchased were “Real”, the RF% for the grocery category would increase by 1%.

• **Beverages**
  – Soy Milk: if all soy milk purchased were “Real”, the RF% for the beverages category would increase by 5%.
  – Chai Mix: if all the chai mix purchased were “Real”, the RF % for the beverages category would increase by 2%.

• If all these product shifts were to occur, Carleton’s total Real Food Percentage would increase by 3% from 24% to 27%.