



C. Colleges and Universities
Thursday, December 19, 2013
9:00 a.m., 417 North (GAR Hall)

Testimony – Assembly Bill 432

Wisconsin Food First

Chairman Nass and members of the Committee, thank you for allowing me to testify today on behalf of AB 432, the 'Wisconsin Food First' bill. AB 432 creates fair and cost effective bidding standards for the UW System's food contracts and creates more flexibility for the UW System to support local food vendors.

As we work to recover from the economic downturn, the need to support Wisconsin based businesses is more important than ever. As the UW System purchases millions of dollars of food annually for their many facilities, this bill ensures that qualified Wisconsin vendors are not disqualified from consideration due to unfair bidding standards.

Current law grants broad discretion to state agencies when determining the value of a purchasing contract. Within the UW System, this has resulted in cases where as much as 75% of bid "points" for food purchasing are based on intangible factors such as packaging and product requirements, delivery conditions, "sampling," training programs, and implementation and account representation, while the actual price of food may only comprise 25% of the points. As a result of these bidding criteria, local Wisconsin-based companies have been rejected in favor of out-of-state vendors that were not only significantly more expensive but also over 150 miles farther away.

Non-price factors are important to consider in all purchasing decisions; however they should not be weighted so heavily as to completely outweigh pricing when purchasing commodities such as food. As students and their parents are responsible for footing the bill of





these multi-million dollar contracts, it is imperative that the UW System does everything in its power to find the most affordable deal possible. This bill renegotiates the UW's bidding process to more accurately recognize the importance of cost efficiency.

This bill changes bidding standards for the UW System's food procurement process but it *does not* force a UW affiliate to purchase food from any one vendor. Instead, the bill grants the UW System more flexibility should they wish to support Wisconsin-based food vendors. In light of today's economic realities, the University of Wisconsin System should employ the most cost-effective bidding process available and strive to support local, Wisconsin-based businesses whenever possible.

Representative Smith and I believe that this bill will help streamline a fair bidding process for the UW System's food procurement efforts which will, in turn, have the added bonus of fostering Wisconsin's very capable and competitively priced food producers.

Again, I would like to thank the Committee for your consideration of this bill. If members of the committee have any questions about this legislation, please feel free to either ask me now or you may, of course, contact my office.

Representative Fred Clark



Assembly Bill 432

Greg McCulloch

Sales Manager

Sysco Baraboo

Chairman Nass and members of the committee,

Thank you for the opportunity to speak to you about the RFP process for the University system on behalf of Sysco and our 1000+ associates employed in the State of Wisconsin, at our 3 warehouses locations. We believe that a change is needed in what we perceive as a flawed system and that a change would provide for a more subjective analysis of RFP procedures as it relates to the University of Wisconsin food purchases for Prime Vendor awards. Although I am here speaking as an employee of Sysco, I would presume that I will be echoing the sentiments of other food service distributors within the State.

I wish to state that we as a company are big supporters of the UW through many avenues, including athletics, as well as the State of Wisconsin with strong ties to our employees as well as our vendors. We certainly do not wish to create an adversarial relationship with the University, but rather would like to contribute to a change in which we feel was a flawed RFP Process.

Specifically I would address the award for food service that was granted approximately three years ago. Sysco, along with several other Broadline Food Distributors with facilities located within the State, lost the award to an out of state company, Martin Bros. food service. I can only speak for Sysco and our protest of the award and the responses from the University. Again, I must stress in no uncertain terms, that we do not want this to be mistaken as an adversarial relationship, but rather an opportunity for our expertise to be of a collaborative intent. We only ask that the process be transparent, as well as fair and equitable not only for the UW and the bidders, but the taxpayers as well.

With that being said, the most important statement that I can make is that, through our analysis and review of the award, Sysco could have sold the University all food products at \$.01 per case and we still would not have been awarded the bid. From our analysis that would have held true most likely for all of the distributors with facilities within the State. The way in which the RFP was weighted, and the subsequent scoring, gave such little consideration to price for this to be a statement of fact.

With that being said, the winning bidder was, if I am not mistaken, had the highest price submission, or a close 2nd. To put this into context and as an example, two categories, *Product Availability* and *Product information* had value of 200 and 75 points respectively, which carried more weight than pricing. And to put that in perspective, the RFP and the University Team is very good when it comes to specifying the products that they will buy, and in what volume (and when) they will purchase said products. As far as Product Information, the Purchasing Team is quite good at performing their due diligence when deciding on which products to direct their distributor to purchase. Generally, this is not a flexible option in this type of bid where the distributor doesn't have flexibility. This is determined through a process of

sampling and product performance testing. The Purchaser determines the requirements. The need for live inventory status for buyers should be virtually eliminated due to the directive of the purchasers to buy specific inventory at specific levels throughout the year.

I can also speak to the answers that we received from the University in response to our protest of the bid if so desired by the committee or any members.

Notwithstanding the impact of lost business to a facility within the State, and not being a tax expert, but a taxpayer with six children, I would suspect that there is a quantifiable impact on tax revenue by awarding the bid out of State to a company that has limited direct employment within the state; which limits, of course, income tax as well as other revenue streams such as fuel tax revenues. I would presume that the winning bidder does, as the majority of the Broadline Distributors do, contract fuel and fill their trucks and refrigeration units on premise. Those tax revenues would, I presume, go to the State in which the fuel is delivered and used.

Additionally, with our significant presence within the State of Wisconsin and our support of local food producers, there was also an impact on their employment as well. We have conducted an informal study which shows that the purchases Sysco makes on behalf of their customers, account for 20,000 Wisconsin jobs. That is significant. And that goes for any of my other esteemed competitors that have facilities within the State. Logically we can assume also, that had the award been weighted differently, and had a Wisconsin based facility been awarded the bid, there would have been a direct positive financial impact on the employees of that company through increased revenues, which would have resulted in more employment and thus would have contributed more economic activity within their own communities. That would have, of course, resulted in more employment thus more revenue and more Wisconsin families being employed. I can speak more fully on that if any committee members have questions.

I would also like to briefly visit the environmental impact of this award. Much weight was given to Green Initiatives and, as Mr. Clark can attest from a personal visit to our facility, there is no company that comes close to being actively involved in Sustainability practices and Green Initiatives as Sysco. It's actually integrated into our company logo. We practice environmental responsibility each and every day. Please put in perspective the just the transportation of product from Iowa vs. from Baraboo. Again, I want to stress this isn't a protest of the bid from 3 years ago, but an assessment on what we feel was a flawed process. Our warehouse is located less than 50 miles from Campus. Take into consideration approximately 250 deliveries per year, which is about 25,000 miles. Our tractors average about 6 miles to a gallon, which is approximately 150,000 gallons of diesel burned, along with 1 gallon an hour of diesel for the refrigeration units. Estimate about 5 hours to perform the delivery from start to finish, and you have a total of approximately 151,250 gallons of fuel used and the resultant emissions. In contrast, the deliveries coming from Iowa is about 62,500 miles and 5+ gallons for refrigeration and you are almost at 400,000 gallons of fuel and the resultant emissions. Again, take into consideration the lost fuel tax revenue on 400,000 gallons of fuel.

Public Hearing – Assembly Colleges and University Committee

December 19, 2013

Rich Lampe , Current Director of Procurement for the UW System. Prior role was food service contracting for the System dating to 1990.

What do we look for in a contract? -Best dollar value as well as the best service value. In running a supply chain oriented business one not only needs the commodity but needs top quality, solid and consistent delivery over time, enhancements and training. Usually there are multiple suppliers for a given commodity, each with different business models. In the private sector the best match for a business will take into account all of these factors . In the state we are no different. The RFP process allows us the opportunity to not only ask for cost information but also allow a supplier to tell us how they may provide a given product and service based on questions we ask and evaluate. The more questions we can ask and evaluate the better the potential for a good fit to meet our needs balanced with the cost component. Typically at the end of the day cost still is an important driver.

Current procurement practice establishes an evaluation committee charged to evaluate written responses by suppliers to questions we ask and to finalize their actions including their scoring and award recommendations in a report that becomes part of the solicitation file open to review and protest. This method has worked well for us in reducing costs as well as creating business process cost savings.

Let's look at our Food supply business.

The University System has self operated food services at five institutions (UW- Madison, Milwaukee, Platteville, Stevens Point and Stout) . These are self sustaining and self funded operations with revenues totaling more than 73 million annually and have food expenditures over 26 million per year. They are student driven and operated primarily in alignment with student enrollment and housing operations . Services include residential dining, retail operations, camps and conferences and catering, They are highly tuned to the customer base which demand quality and efficiency at a reasonable price . Use of local suppliers, based on consumer demand continues to rise annually. Handouts provided show the Wisconsin based businesses we buy from.

Each of these programs has a prime vendor contract for procurement of food supplies. Three different distributors provide these services to our institutions (UW- Madison –Martin Brothers, UW- Milwaukee- Reinhart, UW- Platteville – Martin Brothers, UW-Stevens Point – Indianhead and UW- Stout- Reinhart . These contracts were the result of a RFP process that followed DOA procurement rules and policy. There have been multiple benefits of our last process including reduced costs, service enhancements and increases in local purchases which will be elaborated on by our next speakers.

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Joie Schoonover, Assistant Director Housing, Director of Dining and Culinary Services, University of Wisconsin-Madison. Over 30 years experience in College/University Dining on five campuses, two in the UW System

We are: University Housing Dining & Culinary Services, a self-funded, student driven department. We primarily serve UW Housing's 7,600 residents, but are open to the campus community as well as the public. We are one of three foodservice departments on campus; I am here representing all three departments today.

We consist: of 5 marketplace dining facilities, 4 coffeehouses, 3 convenience stores and one deli. Our operations are self-branded across the department. Our revenues total over \$23 million dollars, our food expenditure is over \$8.5 million dollars and we serve over 15,000 guests/transactions per day (academic year), for a total of 3.5 million meals per year.

We value: the cost/benefit of being able to score a Request for Proposal for several reasons; our special orders went from requiring 10 days advance notice to only 2, we have been able to reduce inventory levels, we have just-in-time deliveries, fill rate of orders increased and minimum usage requirement of product for vendors to stock items decreased. Instead of sourcing shorted products/low usage products from multiple vendors we are now able to get these products from our current prime vendor. It is lower in cost to purchase from prime vendor. We have fewer trucks on campus and fewer orders to place & invoices to process. We used to meet weekly with our prime vendor for two hours. Two staff for two hours each week face to face to discuss product shortages, sourcing new products, price changes, forecasted order schedule, credits, product dating-WE helped our prime vendor identify and manage products with expiring codes. Currently, there is a conference call each week for approximately 15 minutes. This is a reduction in staff time administrating the contract by 75% in just one entity on campus.

We use: primarily branded products vs. vendor House labeled products. Reasons we would source branded products: house labeled products change often as contracts/packers change, consistency in quality and ingredients of product are a concern. Changes in allergens are a big concern with House labels; we often don't receive notification. House labels require constant sampling to ensure quality, something that takes a lot of time with the approximately 6,000 items we purchase. Students are majority of our work force. We employ over 1,500 students within our department. Branded products lead to a perception of better food quality.

We have available: a live inventory of vendor products on-line, available 24/7. We are able to determine vendor product availability at any time for purchasing decisions. Let me tell you about a situation that occurred just this week. We had plumbing problems in our largest dining facility-Gordon Dining and Event Center on Monday. It was determined at approximately 4:30 pm we needed to source paper supplies for service on Tuesday morning. Our buyer was able to look at our supplier's inventory, speak with our sales rep, order the products and receive the products at 5:30 am Tuesday morning. Without access to real-time inventory, this would not have been possible. We have been able to reduce the time spent on product searches, and have the assurance of product availability, avoid potential shortage, saving staff time and frustration, not to mention the increase in customer satisfaction.

We appreciate: the Value Added Services we receive. These include; Training for our staff, and coordinated food samplings between all three departments on campus. Our prime vendor coordinates the items we want to see with the manufacturer representatives and brings the representatives to us, reducing staff time and expense of traveling to multiple shows each year, not to mention the ability to have a large number of staff being engaged in the sampling process. In addition, this resulted in decreased costs due to combined purchasing on campus-the more you buy from a manufacturer, the likelihood of better pricing or product rebates/price deviations. While we have not utilized the services of our prime vendor's marketing services on this campus, other UW campuses' have, resulting in marketing cost savings, keeping costs that must be passed along to students down. One of the food product shows each year in January comes during an employee training day for our 140 full time staff. Not only does the staff get to sample potential menu items, they also receive training during workshops that our prime vendor's staff and associates provide. This day for some of our staff is their favorite day of the year not only because they receive training on current methods of food production, they are able to be engaged in the process of selecting products that they will be preparing.

We purchase locally: where we can and are working to increase that dollar spend. We buy our milk from UW's Babcock Dairy, Sugar River Dairy for our yogurt parfaits and catering. We buy fresh tomatoes for salsa – this October we purchased 2,620 pounds of tomatoes for salsa made in-house. We would have purchased more, but we have challenges with availability and storage space. There just aren't too many local, fresh tomatoes available in December.

We have decreased the dollar spend on food over the past six years. Our food cost percentage in FY 2008 was 46.30%, in FY 2013 was 34.40%. One of the largest drops was from FY11 to FY 12 when we dropped from 39.20% in FY 11 to 35.20% in FY 12. This was the first full year of the current prime vendor contract.

In summary, the ability to score on factors other than cost has made a significant difference to our business. From increased customer satisfaction, to reduced staff time spent monitoring the contract, to much less dollar spend, to staff engagement, the scoring ability that we were afforded in the last RFP has been significant. We appreciate what we as a department have been able to accomplish for the good of our students, faculty and staff customers. I invite you to come for a tour and a meal at any of our University Housing's Dining and Culinary Services facilities, something 75% more non-residents on our campus are doing.

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- | | | | | |
|----------------------------|----------------------------|-------------------------|---------------------------|-------------------------|
| 1 ADM Cocoa | 23 Cedar Valley Cheese | 45 Jim's Cheese Pantry | 67 Miller Bakery | 89 Schreiber Cheese |
| 2 Alpha Baking Company | 24 ConAgra/Swiss Miss | 46 Johnsonville | 68 Nasonville Dairy | 90 Schutzman Nuts |
| 3 American Foods Group | 25 Country Maid Salads | 47 Jones Dairy Farm | 69 National Tissue Co. | 91 Schwarz Fish Co. |
| 4 Associated Milk | 26 Custom Cuts | 48 Joseph Campione | 70 Neumark Design | 92 Seneca Foods Corp. |
| 5 Atalanta Corporation | 27 Dan's Fish | 49 Kemps Dairy | 71 Northwestern Extracts | 93 Seneca Foods Corp. |
| 6 B & G Foods/Ortega | 28 DCI Cheese | 50 Kerry Ingredients | 72 Nueske's Meat Product | 94 Strauss Lamb & Veal |
| 7 Badger Poultry | 29 Del Monte Corporation | 51 Kikkoman Corporation | 73 Olesen's Family Bakery | 95 Sturm Foods, Inc. |
| 8 Bake Mark USA | 30 Farmland Foods | 52 Klements Sausage | 74 On Line Packaging | 96 Sunrise Farms |
| 9 Baker's Quality Crusts | 31 Foremost Farms | 53 Kraft Pizza Company | 75 Organic Valley | 97 Sunset Orchards |
| 10 Basic American Foods | 32 Forest Floor Foods | 54 Lake Country Foods | 76 Oscar Mayer Company | 98 Supreme Meats |
| 11 Bay Valley Foods | 33 Frito Lay | 55 Lakeside Foods | 77 Paielli's Bakery | 99 Susie-Q Fish Co. |
| 12 Belgioioso Cheese | 34 Garden Fresh | 56 Land O Lakes | 78 Palermo Villa | 100 Suzy's Cheesecakes |
| 13 Best Maid Cookies | 35 Gehl Products | 57 Lesaffre Yeast | 79 Patrick Cudahy, Inc. | 101 Swirl of Wisconsin |
| 14 Birchwood Foods | 36 General Mills/Pillsbury | 58 Lindsay Foods | 80 Premium Waters | 102 Taylor Enterprises |
| 15 Bonewerks | 37 Georgia Pacific | 59 Luigi's Frozen Pizza | 81 Produce Express | 103 TNT Crusts/Tyson |
| 16 Borzynski Brothers | 38 Grassland Dairy | 60 Maglio Produce | 82 Quaker Bakery Brands | 104 Unilever/Bestfoods |
| 17 Brakebush Brothers | 39 Great Lakes Cheese | 61 Masterson Company | 83 Riverside Foods | 105 US Chemical |
| 18 Broaster Company | 40 Great Lakes Kraut Co. | 62 McCain Foods | 84 Royal Kitchens | 106 UJV Provision |
| 19 Bush Brothers | 41 H.C. Brill Company | 63 McCormick & Company | 85 Saputo Cheese | 107 Vee's Marketing |
| 20 Butter Buds Ingredients | 42 Hoffmaster Group | 64 Midland Containers | 86 Sara Lee Corporation | 108 Ventura Foods |
| 21 Cargill/Wis-Pak Foods | 43 Jennaro Brothers | 65 Mies Products, Inc. | 87 Sargento Cheese | 109 Vollrath Company |
| 22 Carroll Chair | 44 Jennie-O Turkey Store | 66 Milanna's Baking Co. | 88 Saz's BBQ Products | 110 Wisconsin Spice Co. |

WISCONSIN SUPPLIERS LEGEND

- | | | | | | |
|----|---|----|--|----|---|
| 1 | ALMA CENTER
FORECAST FARMS USA | 18 | GALESVILLE
SACCIA ORCHARDS | 36 | RICHFIELD
OLD CHEESE COMPANY |
| 2 | ALTOONA
FRITO LAY INC | 19 | GERMANTOWN
DEHL'S BUEFENSEY FARMS INC | 37 | RICHLAND CENTER
SUNSET ORCHARDS |
| 3 | APPLETON
UNIPRO CHEESE
MOCCAN SNACK FOOD
CRJAKER BAKERY CO
RED BARN DAIRY PRODUCTS | 20 | GRANTSBURG
BURNETT DAIRY CO-OP | 38 | RIPON
SENECA FOODS CORP |
| 4 | ARCADIA
GOLD N PLUMP | 21 | GREEN BAY
MEAT PROCESSORS OF GREEN BAY
TASTY BRANDS
SCHREIBER FOODS
BROSEYE DAIRY INC | 39 | RIVER FALLS
BEST MAID COOKIE COMPANY
UNIVERSITY OF WISCONSIN - RIVER FALLS |
| 5 | AUGUSTA
BUSH BROS INC/UNIPRO | 22 | GREENWOOD
GRASSLAND DAIRY PRODUCTS | 40 | ROSHOLT
BUSHMANS INC |
| 6 | BARRON
JENNIE-O TURKEY STORE | 23 | HAYWARD
BACKROADS COFFEE | 41 | SHEBOYGAN FALLS
JOHNSONVILLE SAUSAGE LLC |
| 7 | BEAR CREEK
GREAT LAKES KRAUT CO/UNIPRO | 24 | HUDSON
SPECIALTY MEATS | 42 | SPENCER
LAND O LAKES INC |
| 8 | BELGIUM
CEDAR VALLEY CHEESE INC | 25 | IXONIA
TAYLOR ENTERPRISE OF WI INC | 43 | ST FRANCIS
SUPREME MEATS
SUZY'S CREAM CHEESECAKES |
| 9 | CHIPPEWA FALLS
PREMIUM WATER | 26 | KENDSHA
FORAN SPICE COMPANY | 44 | STEVENS POINT
PORTESI PIZZA
NATIONAL CHOICE BAKERY
EMY JS
EARTHCRUST BAKERY
STEVENS POINT BREWERY |
| 10 | COCHRANE
LACROSSE MILLING COMPANY | 27 | LODI
LODI CANNING/UNIPRO | 45 | TWO RIVERS
RIVERSIDE FOODS |
| 11 | DEPERE
SCHREIBER FOODS INC | 28 | MANITOWOC
RIDGEFIELD'S BRAND CORP
LAKESIDE FOODS INC | 46 | WARRENS
MOSELEY FRUIT & VEGETABLE FARM |
| 12 | DODGEVILLE
UPLAND CHEESE | 29 | MARSHFIELD
NASONVILLE DAIRY INC | 47 | WATERLOO
CRAVE BROS FARMSTEAD CHEESE |
| 13 | EAU CLAIRE
MARIGOLD FOODS/KEMPS DAIRY
SILVER SPRING GARDENS
AMERICAN ICE CO INC
COCA-COLA BOTTLING CO
NESTLE USA INC
NIKOLA'S BAKERY | 30 | MILWAUKEE
KLEMENTS MEATS
GENERAL MILLS FOODS
GARDEN FRESH FOODS
DAIRY STATE FOODS INC
STECK WHOLESALE FOODS INC
BISHI TEA | 48 | WAUKESHA
VENTURA FOODS
GENERAL MILLS
BAKERS QUALITY PIZZA CRUSTS |
| 14 | EDEN
FOREST FLOOR FOODS | 31 | MINONG
JACK LINKS SNACKS | 49 | WAUSAU
NEWGRASS FARMS LLC |
| 15 | ELLSWORTH
KAUFHOLDS KURDS
ELLSWORTH CO-OP CREAMERY | 32 | OSSED
CRUSTS UNLIMITED | 50 | WEST BEND
M C T FOODS INC |
| 16 | FOND DU LAC
F P COMPANY | 33 | PORTAGE
DAWNS FOODS | 51 | WESTBY
WESTBY COOPERATIVE CREAMERY |
| 17 | FORT ATKINSON
JONES DAIRY FARM
REDISERVE/ON-COR FOODS
MOCCAN FOOD INC | 34 | PULASKI
ALLEN CANNING CO | 52 | WESTFIELD
BRAKEBUSH BROTHERS |
| | | 35 | RICE LAKE
NUTO FARMS | 53 | WISCONSIN RAPIDS
ATOMIC JONES COFFEE COMPANY |

Foodservice Products Purchased from Wisconsin Manufacturers

Martin Brothers

Vendor #	Vendor Name	State	Address	City	Zip	Other Wisconsin Locations As Well?
	ALLEN CANNING	WI		Pulaski	54162	
2128	BAKEMARK / WI.	WI	N92 W14401 Anthony Avenue	Menominee Falls	53051	
2247	BAKER'S QUALITY PIZZA CRUST	WI	W226N767 Eastmound Dr.	Waukesha	53186	
972	BAY VALLEY FOODS	WI	1555 e Highway 1555	Platteville, Wisconsin		Yes
845	BELOIT FRITO LAY	WI	Frito Lay	Beloit	53511	
823	BEST MAID COOKIE COMPANY	WI	1147 Benson St.	River Falls	54022	
1037	BIMBO BAKERIES	WI	4600 Theater Rd	Sparta	54656	
597	BIRCHWOOD FOODS	WI	3111 152nd Ave.	Kenosha	53144	
2266	BONEWERKS	WI	808 Packerland Dr,	Green Bay	54303	
523	BRAKEBUSH	WI	N4993 6th Drive	Westfield	53964	
987	BROASTER FACTORY	WI	2855 Cranston Road	Beloit	53511-3991	
1101	BUSH BROTHER DC	WI	600 South Highway St	Augusta	54722	Yes
597	CENTRAL COLD STORAGE	WI	7800 95th St.	Pleasant Prairie	53158	
1601	DRAKES, HANSEN STORAGE	WI	2880 N 100th 12th Street	Milwaukee	53222	
2006	EMMPAK/CARGILL FOODS	WI	1225 West County Line Road	Milwaukee	53224	Yes
	FARMLAND	WI	9401 West Beloit Road	Milwaukee	53227	
1680	FORMOST FARMS	WI	1840 West Spencer St	Appleton	54914	
845	FRITO LAY	WI	2510 Kennedy Drive	Beloit	53511	Yes
1135	GEHLS	WI	N 120 W 19000 Freistadt Rd	Germantown	53022	
1052	GEORGIA PACIFIC SPECIAL PRINT	WI	1919 SO BROADWAY	Green Bay	54304	Yes
528	GOLDEN PLUMP	WI	209 North 3rd Street	Arcadia	54612	
1627	GRANDE DIST. CENTER / OSBORN HESSEY	WI	122 Kohlman Rd	Fond du Lac	54935	
788	GREATER AMERICAN RIBS/ WI	WI	1940 Ridgeway St.	Hammond	54015	
2118	JOLIVETTE FAMILY FARMS	WI	W3452 US HWY 16	West Salem	54669	
	5 JOHNSON WAX PROFESSIONAL	WI	7100 DURAND AVENUE	Sturdevant	53177	
	JOHNSONVILLE SAUSAGE	WI	PO 906	Sheboygan Falls	53805	
674	JONES DAIRY FARM	WI	800 Jones Ave.	Ft. Atkinson	53538	
2151	KANGAROO BRANDS	WI	7620 N. 81st St	Milwaukee	53223	
	KERRY FOODS	WI	PO Box 15	Jackson	53037	
420	KEMPS DAIRY	WI		Cedarsburg	53012	
824	KLEMENTS SAUSAGE COMPANY	WI	207 E. Lincoln Ave	Milwaukee	53207	
	KRAFT FOODS	WI	1007 Townline Road	Wausau	54403	Yes
658	LAKESIDE FOODS - BELGIUM	WI	785 Main Street	Belgium	53004	Yes
658	LAKESIDE FOODS - NEW RICHMOND	WI	660 N. 2nd Street	New Richmond	54017	Yes
1629	LAND O LAKES/ WOW WAREHOUSE	WI	2321 Engel Rd	Wisconsin Rapids	54495	
915	LEAHY, OZBURN WAREHOUSE / OHL, B.P. # 915	WI	187 Kohlman Rd	Fond Du Lac	54936	
1551	LODI CANNING CO.	WI	307 Nestles St.	Lodi	53555	Yes
2111	MASTER GALLERY FOODS	WI	411 County Hwy PP	Plymouth	53073	
2117	MASTERS GALLERY FOODS	WI	411 County Hwy. PP	Plymouth	53073	
765	MCCAIN FOODS, AMERICOLD LOGISTICS	WI	110th St HIGHWAY 54	Plover	54467	Yes
1139	MEXICAN ACCENT INC	WI	16675 W. Glendale Drive	New Berlin	53151	
1208	MIDWEST REFRIGERATED SERVICES - CHEESE	WI	11225 W County Line Rd	Milwaukee	53224	
624	MIES FOODS	WI	505 Commerce Street	West Bend	53090	
630	MORNINGSTAR GROUP	WI	3201 Progress Rd.	Madison	53716	
	NABISCO	WI	16725 w +Ryerson Rd	New Berlin	53151	
2232	NASONVILLE DAIRY	WI	10898 Hwy 10 West	Marshfield	54449	
690	NATIONS PIZZA, GENEVA LAKES COLD STORAGE	WI	W8875 County Highway X	Darien	53114	
902	NESTLES	WI	637 Pine Street	Burlington	53105	Yes
	OCEAN SPRAY	WI	28171 Essex Avenue	Tomah	54660	Yes
698	PINNACLE, VERSACOLD	WI	W8876 County Hwy X	darien	53114	
1709	PROVIMI FOODS	WI	W 2103 County Rd V V	Seymour	54165	
2242	QUAKER BAKERY BRANDS	WI	1207 N. Mason	Appleton	54912	Yes
1039	RALCORP, HAMMOND COLD STORAGE	WI	1940 Ridgeway St.	Hammond	54015	
2179	RP'S PASTA COMPANY	WI	1133 E. Wilson St.	Madison	53703	
	ROTHCASE CHEESE-EMMI ROTH-USA	WI	1325 7th Ave	Monroe	53566	
	SAPUTO CHEESE	WI		Appleton		Yes
	SARA LEE	WI	N3620 County Road D	New London	54961	Yes
572	SARGENTO FOODS	WI	One Persnickety Place	Plymouth	53073	Yes
638	SARTORI FOODS	WI	404 Schwartz St.	Plymouth	53073	Yes
1208	SCHREIBER	WI	1775 Matthew Dr.	De Pere	54115	Yes
504	SENECA - CLYMAN	WI	604 Caughlin Road	Clyman	53016	Yes
504	SENECA - JANESVILLE	WI	600 E. Conde	Janesville	53546	Yes
504	SENECA FOODS/ CAMBRIA	WI	437 South Williams St.	Cambria	53923	Yes
925	SENECA FRUIT	WI	477 South Douglass St.	Ripon	54971	Yes
504	Seneca- Gillett Warehouse	WI	200 N Green Bay Ave	Gillett	54124	Yes
925	SENECA WAREHOUSE/ JANESVILLE, WI	WI	418 E. Conde	Janesville	53546	Yes
504	SENECA/RIPON WI	WI	477 South Douglass St	Ripon	54971	Yes
647	SHULLSBURGE CREAMERY INC.	WI	210 Minor Way	Shullsburg	53586	Yes
1252	STEARNS PACKAGING CORP.	WI	925 Walsh Rd	Madison	53714	
1708	A STURM FOODS	WI	1310 Industrial Lane	Manawa	54949	Yes
611	SUPREME MEATS	WI	4074 South Kinnickinnic	St. Francis	53235	
1053	THE FONDA GROUP, HOFFMASTER	WI	2920 N Main ST	Oshgosh	54901	
	UNIPRO FOODSERVICE	WI	2905 Universal Drive	Oshkosh	54904	
	UNILEVER	WI	8622 N 87th Street	Milwaukee	53224	
2125	USINGER INC	WI	303 E Florida St	Milwaukee	53204	
876	VENTURA FOODS	WI	500 South Prarie Ave.	Waukesha	53186	Yes
2173	VICTOR ALLEN	WI	1101 Moasis Dr.	Little Chute	54140	
300	VOLLRATH CO.	WI	1236 N 18th St	Sheboygan	53082	
1699	WISCONSIN CHEESECAKE FACTORY	WI	7102 Zinser	Weston	54476	

UW- Stevens Point Local Supplier list 2013

Foremost Farms, USA
Frito Lay
Unipro Cheese
McCain Snack Food
Quaker Bakery Co
Red Barn Dairy
God N Plump
Bush Bros Inc
Jennie-O Turkey
Great Lakes Kraut Co
Cedar Valley Cheese
Premium Water
La Crosse Milling Company
Schreiber Foods Inc
Upland Cheese
Marigold Foods/Kemps Dairy
Silver Spring Gardens
American Ice Co
Nestle Usa
Nikola's Bakery
Forest Floor Foods
Ellsworth Co-Op Creamery
IFP Company
Jones dairy Farm
McCain Foods
Sacia Aorchards
Burnett Dairy Co-Op
Meat Processors of Green Bay
Tasty Brands
Birdseye Dairy
Grassland Dairy Products
Specialty Meats
Lodi Canning
Ridgefield Brand Corp
Lakeside Foods
Nasonville Dairy
Klements Meats
Garden Fresh Foods
Dairy State Foods INC
Steck Wholesale Foods Inc
Rishi Tea
Jack Links
Crusts Unlimited
Dawns Foods
Allen Canning Co

Nuto Farms
DCI Cheese Company
Sunset Orchards
Seneca Foods Corp
Best Maid Cookie Company
Bushmans, Inc
La Coppa
Johnsonville Sausage
Land O Lakes
Supreme Meats
Suz's Cream Cheesecakes
Portesi Pizza
Emy J's
Earthcrust Bakery
Main Grain Bakery
Stevens Point Brewery
Riverside Foods
Moseley Fruit & Veg farm
Crave Bros Farmstead Cheese
Ventura Foods
Bakers Quality Pizza Crusts
Newgrass Farms
Nine Patch Farms
Westby Cooperative Creamery
Brakebush Brothers
Atomic Joes Coffee Company



WISCONSIN
INDIANHEAD
TECHNICAL
COLLEGE

AshlandNewRichmondRiceLakeSuperiorHaywardLadysmith

Rice Lake Campus

Craig Fowler

Vice President, Continuing Education
& Campus Administrator

December 19, 2013

Representative Stephen Smith
Room 4 West
State Capitol
PO Box 8953
Madison, WI 53708

Dear Representative Smith,

In lieu of my testimony I would like to submit the following points that you may add in support of bill AB432:

1. WITC and UW-BC have been working cooperatively on a number of fronts including bringing foodservice to our campuses. The foodservice for both institutions is provided by WITC staff working out of the main kitchen at UW-BC. This includes foodservice for students, staff, for WITC's Business Conference Center, and off-campus catering activities needed by UW-BC. This arrangement allows both campuses to have outstanding foodservice offerings that neither institution would have if we did not work together. While WITC will be moving into a new full service kitchen on our campus this summer, we still plan to work cooperatively with UW-BC.
2. We have also shared our facilities whenever possible. In the past UW-BC has used WITC's Distant Education classrooms until they were able to find the funding to build their own. WITC was allowed to schedule classes in UW-BC's new, state-of-the-art science labs while until we were able to create our own. Each spring WITC uses UW-BC's gymnasium for our commencement ceremony. With over 1500 people attending this event there is no other venue in the area that could accommodate us.
3. We have also worked cooperatively on projects related to our physical facilities. A few years ago we expanded an existing parking lot to gain a much-needed space. The land being developed was half owned by WITC and half owned by UW-BC. We didn't create any boundary lines, etc. and the whole lot is for either institution to use. Incidentally the Barron County Highway Department built the parking lot for us. We have also just completed a major upgrade to College Drive, and working with the county and the City of Rice Lake, have also built a paved walking trail along the road. This was a terrific project that emphasized the importance of working collaboratively.

In short, we have worked hard to develop a cooperative relationship between the two campuses that works for the benefit of all. While our institutions have different missions we have found plenty of ground to build our partnership on.

Sincerely,

Craig Fowler
Vice President and
Campus Administrator

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