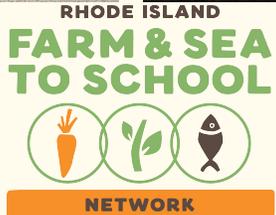


Growing Resilience:

2026 Preschool, K-12 and College Procurement Gathering



Agenda

LEARN 2:00 to 2:25pm

Opening Remarks

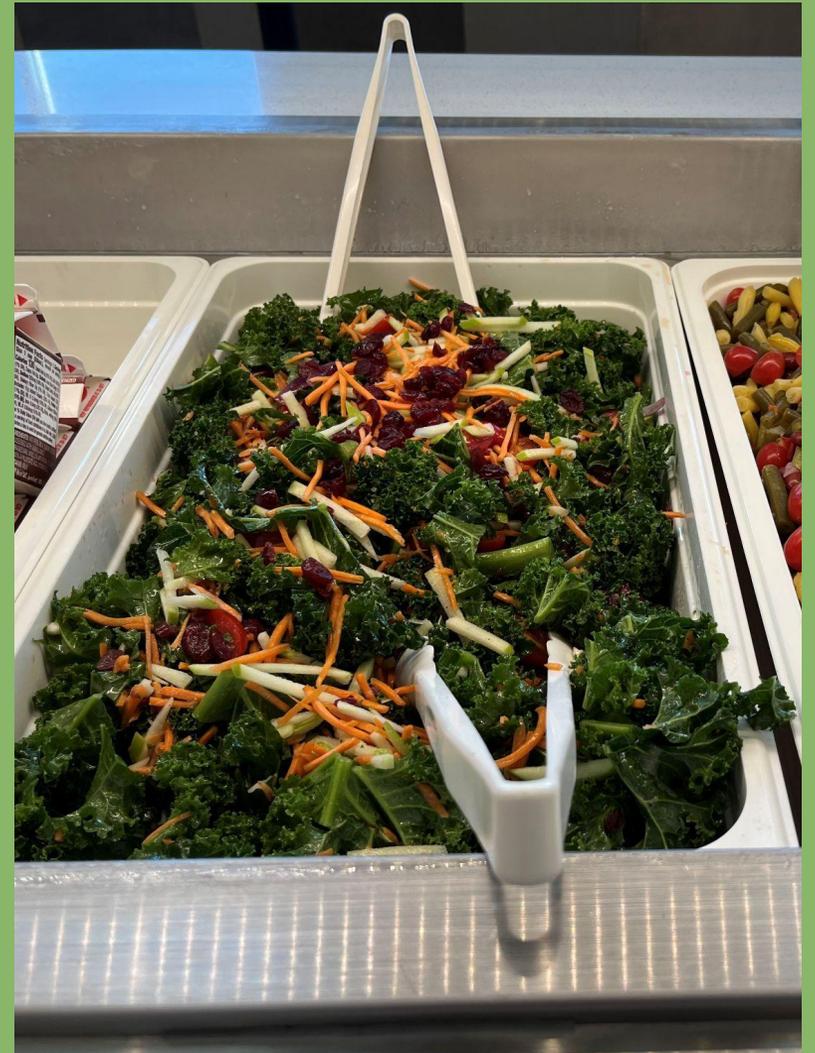
GROW 2:30 to 3:55 pm

Workshops | 2:30 - 3:40

Closing & Next Steps | 3:45 in Gathering Space

MEET 4:00 to 5:00 pm

Networking





2025 Local Purchasing

\$991,562 in local food to K-12 schools and colleges

\$48,620 to Early Childhood Sites



**Product
Highlight:
Local French
Fries**



Ready to Grow Rhode Island

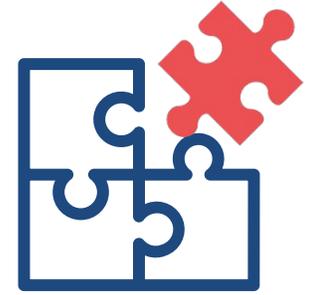
Bridging The Gap Between Local Producers and Institutional Scale

A RI Food Strategy & SupplyRI Initiative

**RHODE
ISLAND**
COMMERCE

The Gap

A Systemic Mismatch



Institutions

Designed for

- High-Volume
- Standardized year-round availability
- Strict delivery schedules
- Strict budgets & nutrition requirements (K-12)

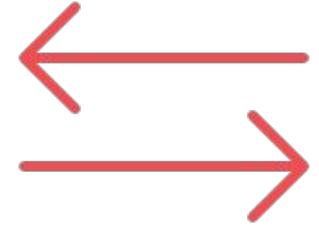
Local Vendors

Designed for

- Community-scale
- Seasonal fluctuations
- Smaller distribution footprint
- Higher price points

The Opportunity

A Cultural Shift Toward Local



Institutions

Adapting internal procurement strategies

- Food Hubs
- Harvest of the Month
- Investing in Local

Local Vendors

Innovating and scaling

- Developing custom recipes
- Providing custom services
- Changing package sizes
- Distributing through Food Hubs (MM)

Ready to Grow Rhode Island

A pipeline to vetted, growth-ready businesses in RI

- Partnering with buyers & distributors
- Vetting local vendors
- Readiness workshops
 - Navigating institutional markets
 - Marketing and pitching
 - Funding your growth
- Pitch!



Early Impact

- 14 Local Food Suppliers across 2 Cohorts
- 37 individual buyers & distributors participated
- A local potato processor has generated **11,650 pounds of additional sales for 2026**, sourced directly from RI potato farmers with regional universities
- Secured a line of credit for scaling into universities
- New distributor connections in NY, Boston, DC, and Philly.
 - Single-deal potential: 4x increase in Northeast market share
- **66% of the vendors** are now exploring **new markets** (K-12 and Healthcare)
- 100% of suppliers now have tools to market and pitch their businesses to new institutional customers



If You're Interested in Expanding Your Markets, Reach Out to Us

Local Food Value Chain Program

Minnie Luong: minnie.luong@commerceri.com

SupplyRI

Kayleigh Hill: kayleigh.hill@commerceri.com

**RHODE
ISLAND**
COMMERCE

INSTITUTIONS, RETAILERS, DISTRIBUTORS, AND MORE!

**GET COUNTED
IN THE 2025
LOCAL FOOD COUNT!**



→ SCAN CODE



FoodTrails

- **An automated web-based system created by the Rhode Island Department of Education (RIDE) and KK&P Consultants to track, understand, and promote local food purchasing efforts by Rhode Island schools.**
- **Piloting in 4 districts, available statewide in 2025 for FREE !**

How FoodTrails Works



Upload Reports

School district managers upload velocity reports provided by their distributors



Automatic Processing

FoodTrails automatically categorizes purchases, standardizes units, fleshes out food origin information, and determines whether a product is local – based on your definition



Gain Insights

Administrators gain actionable insights into local food purchasing trends and identify opportunities across Child Nutrition Programs



Build Database

FoodTrails builds an aggregate product and supplier database, based on users' verified purchases

www.foodtrails.org

Pilot District Data: 2024 - 2025 School Year



Local Fruit
\$2250

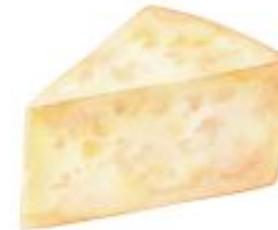
Local
Vegetables
\$2250



Regional Meat/Meat
Alternates
\$7100



Local Dairy
\$1507



Local Spend: \$11,182

Regional Spend: \$7,657

Unknown Spend: \$22,877