



**Achieve your  
sustainability  
and ESG goals  
with a GPO partner**




# It's easy being **green** with the help of group purchasing

Consumer insights reveal that 79% of global consumers are changing their purchasing preferences based on social responsibility, inclusiveness or environmental impact.<sup>1</sup>

While we're happy to help our clients usher in this evolution, we also understand the complex organizational challenges that come with establishing effective sustainability initiatives and driving diverse, equitable and inclusive business practices.

That's why our Entegra industry experts work side by side with clients to curate custom procurement programs that are tailored to support unique organizational approaches to ESG and CSR – while continuing to prioritize your company's procurement savings goals.

In this report, we cover a range of CSR-related topics, from responsible sourcing to diverse supplier networks, providing a deeper look at the many programs we have in place to support your procurement needs.



**Both CSR and ESG relate to the social responsibilities of businesses. While corporate social responsibility (CSR) holds businesses accountable for their social commitments in a qualitative manner, environmental, social and governance (ESG) helps measure or quantify such social efforts.<sup>2</sup>**

1. <https://stylus.com/>

2. Three Reasons Why CSR And ESG Matter To Businesses | Forbes.com

**Entegra has access to teams that have extensive experience and knowledge in a range of CSR-related programs, projects and initiatives, such as:**

---

- Food waste reduction programs
- Diverse supplier programs
- Plant-forward menu development
- Supply chain traceability improvements
- Sourcing recyclable paper and packaging
- Sourcing eco-certified and otherwise certified products and ingredients
- Energy and water conservation programs





# Responsible sourcing

## Overview

As consumers grow increasingly aware of the environmental, social, and economic impacts behind their purchasing decisions, they're also looking to businesses for more transparency about where the things they buy come from. They want to know; Who made it? Were they treated well? How much were they paid? How was it produced? What ingredients or materials were used?

Answering these questions can be time-consuming and challenging, especially while managing rising costs, labor issues, geopolitical uncertainties and other fluctuations or risks in your supply chain. At Entegra, we put the full scale of our resources and insights to work for you – to help you build transparency within your supply chain while saving money and preserving quality.





# Why this matters

Did you know that up to two-thirds of the average company's environment, social and governance footprint lies with suppliers?<sup>3</sup> It isn't enough to focus solely on internal operational efficiencies and waste reductions; procurement clearly plays a crucial role in determining the strength of your organization's ESG performance. Partnering with a GPO can help your business add transparency and visibility into its supply chain.

By applying group leverage, our Entegra teams connect you to a wider network of vetted suppliers with specialty sustainability initiatives that help build responsible practices into your organization's sourcing DNA.

**As much as two-thirds of the average company's environment, social and governance footprint lies with suppliers.<sup>4</sup>**

## How we partner with clients

We understand that clients have unique approaches and commitments when it comes to supply chain responsibility. That's why we stress collaborative goal setting – so you can take full advantage of the many responsible sourcing programs we have in place while planning for additional choices that best meet your organization's needs. We leverage our robust resources to curate custom sourcing solutions that prioritize your organization's sustainability goals.

Whether your commitment aims to address environmental impacts or social and economic inequities, we can help you source organic, non-GMO, clean label, or otherwise certified products that best align with your strategy. We also help support clients who adhere to third-party models for sustainability.

Additionally, in support of our supply chain work, our parent company, Sodexo, encourages our suppliers to go above and beyond through Annual Vendor Partner Awards for diversity and sustainability. Some of the most recent awards recognized suppliers working toward carbon footprint reduction through plant-based innovation projects, a dairy farm coop focused on sustainable practices and a food service ware provider working toward a circular economy approach.

3. Achieving sustainable procurement | McKinsey

4. Achieving sustainable procurement | McKinsey



## Responsible sourcing with Entegra

Consumers are increasingly backing brands that align with their personal values, calling for responsibly sourced items on menus as well as the stories of how ingredients were grown, treated, produced and prepared. By procuring sustainably and humanely sourced products, organizations have an incredible opportunity to engage the millennial workforce and the burgeoning Gen Z market. But sustainability practices aren't just relegated to the realms of younger consumer cohorts – responsible sourcing is growing increasingly relevant to older adults, such as the next generation of senior living residents. Entegra helps connect you with vendors that prioritize your organization's sustainability initiatives and responsible sourcing practices while maintaining cost savings.

## Animal welfare

We connect our clients to suppliers, farms and processing facilities with the highest standards of animal welfare practices.

## Fair Labor Standards Act

Hospitality is at Entegra's core, and we take fair labor laws seriously. We use our Supplier Code of Conduct to vet suppliers to ensure suppliers are aligned to our high ethical, social and environmental standards, allowing our clients to choose with confidence.

## Supplier spotlight: Flow Water

In 2015, Founder, Nicholas Reichenbach saw a mountain of discarded plastic water bottles as he left Burning Man. Instead of just shaking his head at the problem, he resolved to find a solution. That's how Flow was born. Since starting with a single family-owned artesian spring in Canada, Flow has grown rapidly. Their commitment to providing naturally alkaline, naturally delicious spring water without the plastic bottle has grown as well.

As a Certified B Corporation, Flow meets the highest social and environmental standards. From their recyclable, 68-75% renewable packing to their minimal use of natural resources, Flow is constantly working to provide sustainable hydration and to protect our planet for generations to come.

**Flow Water is 100% naturally alkaline water sourced from artesian springs.**



## Sustainability in farming

Our experts have hands-on knowledge of conservation agriculture, regenerative annual cropping and farm irrigation efficiency. Our food procurement process starts at the source by incorporating suppliers with sustainable farming practices into our wide network. Sustainable practices help maintain food prices over time and give you a clearer view into the future of your business.



## Supplier spotlight: High Liner Foods, Inc.

High Liner are committed to sourcing seafood from sustainable or responsible sources (wild-caught and farmed).

### Wild - Caught Seafood

High Liner require their suppliers to demonstrate that they minimize damage to fish habitats and use effective strategies to avoid bycatch. They source wild-caught products that are:

- MSC certified or from suppliers undergoing full MSC assessment
- Recognized by the GSSI benchmark
- From credible, publicly documented Fishery Improvement Projects that are demonstrating true progress
- OceanWise™-recommended or rated Best Choice or Good Alternative by Seafood Watch™

### Farm Raised Seafood

High Liner source farmed products that are:

- Recognized by the GSSI benchmark
- Aquaculture Stewardship Council (ASC)-certified or from suppliers undergoing full ASC assessment
- Global Aquaculture Alliance Best Aquaculture Practices (1-4 stars)-certified
- OceanWise™-recommended or rated Best Choice or Good Alternative by Seafood Watch™



# Minding your environmental footprint

## Overview

In today's business climate, sustainability is top of mind not just for businesses, but for their employees as well. In fact, sustainable companies attract and retain talent. According to the Harvard Business Review, organizations that prioritize corporate responsibility performance can reduce average turnover by 25%-50% over time. The millennial workforce, which will comprise three-quarters of the workforce by 2025, according to Inc. Magazine, is more apt to choose an employer based on sustainability performance. On their heels, Gen Zers are even more attuned to matters relating to the climate crisis. According to a 2020 report by First Insight, 73% of Gen Z consumers surveyed were willing to pay more for sustainable products, more than every other generation.



## Why this matters

If reducing your company's environmental impact is your priority, partnering with a GPO like Entegra is a significant step. You don't have to choose between saving money and minimizing your business' impact on the planet. Entegra programs help your business cut down on food waste, develop plant-forward menus and ensure smarter use of energy and services. We can custom tailor a solution that works for your business with our vast network of suppliers that care as much as you about their environmental footprint. Together, we can create a more sustainable future for all.



## How we partner with clients

From small steps to larger ones, Entegra can craft sustainable solutions for your business. We partner with suppliers like Pactiv Evergreen, which actively works to lessen its environmental footprint by reducing GHG emissions and energy use, minimizing water use and decreasing waste in its packaging solutions. We have a supplier for every aspect of your business, whether your business is hotels, restaurants, private country clubs and senior living communities.



# Plant-forward is the way forward

Consumers want to know the origins of their food and whether it is sustainably grown. They are voting with their dollars to support trusted brands that align with their values in health. We can help connect you with partners that specialize in whole and non-GMO ingredients and help you spotlight items that live up to your sustainability ethos. Purchase items that support good nutrition and farmers around the world, like calcium-rich waffles made with Madagascar vanilla. Be sure to highlight that story on your signage so guests see the positive impact on their health and global communities.

These days, plant-based eating is now very much mainstream, from the hospitality segment and universities to senior care centers, where research-backed studies have proven that plant-based menus can contribute to longevity.

**Case in point:** People in blue zones — the areas in the world where people live the longest and the healthiest — eat an impressive variety of garden vegetables in season and pickled or dried in the off season. They eat meat, but sparingly, with their diets comprising a 90-95% plant-based menu. As plant-based proteins rise in popularity in Canada, consumers want trusted brands to ensure they are safe and taste good.

**65% of consumers believe it's their responsibility to purchase sustainable products.**

*– Supporting Farmers Program*

For operators, powerful motivators include operational efficiencies and product innovation. In the face of animal protein supply shortages, innovating with plant-forward menus is simply the smart thing to do. Plant-based dishes are healthy, tasty alternatives to meat and poultry. By swapping out meat dishes for savory plant-based entrées, you can make the greatest impact on consumer nutrition and on the environment.

**40% of consumers indicate a preference for plant-based meat substitutes, while 50% prefer traditional plant-based proteins, like lentils or chickpeas.**

*– Datassential*

Entegra makes it easier to find the industry's most delicious and innovative solutions on the market. We can help you satisfy the growing demand for alternative proteins while maximizing your bottom line. According to Technomic's Healthy Eating Report, nearly 90% of operators report that plant-based offerings drive more customers to their operations, indicating a margin potential of 58%.

Replacing one meat-based meal for a plant-based option one time a week could save:

- **1,000 square feet** of land
- **296 car KMs** of greenhouse gas emissions
- **200 showers** worth of water

Source: Morning StarFarms' Veg Effect Calculator

## Culinary services consultation with the Entegra Performance Kitchen

The Entegra Performance Kitchen (EPK), equips your kitchen with the tools and expertise for world-class culinary innovation and menu optimization. With expertise from our in-house culinarians, you can stand out from the competition, whether your business is hospitality, foodservice or senior living care. From time-in-motion studies to helping to test energy-efficient equipment, our culinarians will work with you to achieve your sustainability and savings goals.

### Top three benefits of using EPK:

#### **Menu development with in-house culinarian**

Get first-hand guidance for strategic menu ideation and direction as well as operational optimization. Our culinary director provides new menu training, ingredient insights and reports on the latest food trends, including developing more plant-based dishes to reduce cost.

#### **Expanded grab 'n' go offerings**

Provide fresh prepared selections that reduce time and labor for your team. Our convenient chilled program simplifies food safety protocols, increases menu variety and provides new branding opportunities.

#### **SKU rationalization**

In these times of supply chain issues, streamlining your SKUs reduces costs by increasing fill rates and reducing inventory levels, making your operation easier to manage.

“

“The Entegra Performance Kitchen is always thinking about a healthier way of eating. We're knocking down a bunch of really big pillars: plant-forward, reduction of animal proteins and a healthier way of looking at our diet. The most powerful way we can influence as a buying group is by teaching these principles to all of our operators and highlighting those things using the ingredients that we represent.”

— JOHN CSUKOR, CULINARY DIRECTOR, EPK





# All about waste reduction

**Consider this:** Most foodservice operations are throwing away or composting between 4-10% of the food they purchase as pre-consumer food waste. This happens before food even reaches a plate. If food waste were a country, it would rank third in greenhouse gas emissions behind the U.S. and China. Food loss and waste contributes 8% of annual greenhouse gas emissions (GHGs) and consumes a quarter of agriculture water use, and 1 billion metric tons of food is lost or wasted each year while over 800 million people go hungry.<sup>5</sup>

The loss affects businesses' bottom line: It's a \$1.5 trillion global problem. Despite this, preventing food waste is often overlooked as an opportunity. In fact, even more than carbon reduction goals, it is the most actionable opportunity for foodservice organizations.

So how do we address this global problem? Prevention is the only strategy that stops waste from happening to begin with, and preventing food waste requires measurement. Entegra has partnered with the Leanpath program to connect its clients with industry-leading solutions for preventing food waste. With over 15 years of experience, Leanpath has been implemented in 40 countries and has prevented over 90 million pounds of food waste. Its overarching philosophy is that if you understand what you're wasting, what's driving that waste, and how you can reduce it over time, your business can address food waste preventatively and deliver measurable and financial and social benefits. This is good for your bottom line and good for the planet.

## How Leanpath works

**Target:** Set a prevention target. Leanpath clients will often set a target to halve their food waste within one to two years.

**Measure:** A kitchen first measures its food waste to set a baseline: its current food waste level. The daily measurement practice continues, providing ongoing insight into what is being wasted and why. The simple act of measurement also raises awareness, and changes behaviors that lead to waste.

**Act:** Equipped with data from measurement, kitchens adjust operations to avoid waste from reoccurring.



5. Leanpath Data

# Breaking down composting

Compostable packaging only degrades if it is correctly disposed, collected and commercially processed to make compost. If you have control over waste management options and can ensure that packaging is properly collected and processed by a commercial composter, compostable options make sense for your business.

At-home and industrial composting are different. Product labels stating “certified commercially compostable” refer to industrial composting, a more regulated form of composting that can break down more products. Industrial composting facilities control certain conditions such as temperature, oxygen levels and more to ensure toxic-free compost and rapid biodegradation, according to [biopak.com](http://biopak.com).





## Think out of the box with innovative packaging

For food operators, there's no escaping the need for packaging, but proper takeout and storage packaging help prevent food waste. Once in landfills, food waste produces methane, a powerful greenhouse gas contributing to global warming. Packaging protects food from contamination, helps to reduce spoilage and extends shelf life. While packaging itself carries an environmental impact, research from the Environmental Protection Agency (EPA) suggests that since it prevents food waste, it lessens the total environmental impact of the food and the package together.

You can greatly reduce food waste and ease environmental impact with compostable packaging for leftovers — especially if you collect the containers before disposal to ensure they're placed in the right bin. Entegra has a variety of suppliers for all your packaging needs, whether your goal is to find more sustainable substitutes for existing systems or a complete revamp of your packaging lineup.

**Research shows that 35% of consumers would buy sustainably packaged products if they were more available or better labeled.**

— *McKinsey, Packaging Survey, 2020*

## Supplier spotlight: Pactiv Evergreen

Pactiv Evergreen, the world's largest manufacturer and distributor of food packaging and foodservice products, is a leader in sustainability practices with an ambitious goal. By 2030, the company aims to have 100% of their products be made with recycled, recyclable or renewable materials. This supports its internal sustainability commitments and aligns with customers' needs.

Sustainable packaging is made from different materials such as paperboard, compostable fiber and PLA, a resin made from corn. The company is also focused on source reduction: taking products that are made out of 100% resin polymer and substituting 50% with stone, rock or mineral, using 50% less virgin resin.

*"We also have a zero-waste implementation guide," Jeff Beres of Pactiv says. "For accounts that are looking to go fully end-to-end zero waste, we can help guide them. It's a much bigger mission than just foodservice disposables."*

# Big energy solutions

Resource management is an excellent tool for cost savings. Entegra's Energy Services, in partnership with Sodexo Facility Management, has an array of savings insights, expert support and cutting-edge tools to help you make smarter energy decisions and meet your sustainability goals. There are a variety of programs that can be custom-tailored to businesses' needs, says Linda Tumlinson, Manager of Energy Intelligence at Sodexo, including energy benchmarking, energy procurement and utility expense management.

"The process includes the management of all utility bills, line item auditing and automation of the bill pay process, which saves our clients a substantial amount of time. The result of UEM is a science-based approach to decision making around reducing consumption on-site while reducing the time for our clients' staff," Tumlinson says.

In addition, Entegra offers energy procurement for clients in deregulated markets, assisting them in purchasing electricity and natural gas. From one-time or ongoing services to self-performing modules and rebates and incentives, Entegra can help in addressing all your energy and management needs.

## Lightbulb Moment

A recent case study of a successful retrofit involves a not-for-profit organization that manages continuing care retirement communities. From audit spec and product selection and installation, energy usage in three retirement campuses was reduced by almost 3 MWh, using a combination of LED fixtures, lamps, ballasts and occupancy sensors, saving the client \$330,000 in annual energy costs. The environmental results were significant, with the GHG reduction equivalent of eliminating 5,634,281 lbs. of CO<sub>2</sub> — or planting 33,164 trees.



## Energy services for every need

### Utility expense management:

Manage all your energy-related bills and see your energy savings in one place

Energy benchmarking: Entegra offers free benchmarking so you can see how much you could save on energy utilization

Energy procurement: Let our experts help you secure electric and natural gas supplies in times of uncertain pricing.





## Supplier spotlight: **Canadian Linen**

Canadian Linen pride themselves in clean operations and unwavering commitment to the environment, employing environmentally friendly laundering and always looking for production efficiencies.

- In February of 2014, the company was one of the first commercial laundries worldwide to earn the industry's 'Clean Green' certification, signifying that their production facilities meet the highest international standard for water efficiency, energy conservation and adopting best practices for reusing, reclaiming and recycling resources.
- In addition to strict adherence to government regulation, Canadian Linen participates in other voluntary self-regulation activities such as the industry's Voluntary Environmental Stewardship Program (ESP).

**If North American businesses commit to annually reducing their greenhouse gas emissions, they could collectively reap as much as \$190 billion+ in annual savings.**

*— World Wildlife Fund and CDP*

# Supplier diversity

## Overview

Organizations that invest in vendor diversity and inclusive supply chain gain a measurable competitive advantage in today's multicultural marketplace.<sup>6</sup> But finding the right, qualified diverse-owned businesses with both the scale and capabilities to support all your company's procurement needs can be a challenge.<sup>7</sup>

By partnering with Entegra, you join a growing coalition of clients who purchase from diverse suppliers across the country. We've built a network of more than 3,400 diverse and small businesses, including national, regional and local suppliers who meet our high-level supplier standards.

6. Expand supplier diversity for more resilient business operations | McKinsey

7. The Multiplier Effect: How Supplier Diversity Pays | Forbes.com



What makes a supplier a qualified diverse-owned business? Diverse suppliers are businesses that are at least 51% owned or operated by individuals who are part of traditionally underrepresented or underserved groups (disabled, LGBTQ+, ethnic minority, service-disabled, women). A certified diverse supplier must also go through a certification process by a third-party agency to confirm eligibility for diversity certification.



# Why this matters

We're committed to helping our clients drive social change and build more equitable futures. Diverse businesses often encounter challenges, such as inadequate access to capital and networking opportunities.

Investing and empowering marginalized communities benefits everyone and provides business growth opportunities for diverse communities; according to a McKinsey survey, minority- and women-owned business enterprises (MWBES) are 67% more likely to hire minority talent than an average company,<sup>8</sup> emphasizing the role MWBES play in improving diversity across the business ecosystem.

**Did you know that MWBES offer their corporate partners year-over-year cost savings of 8.5% – considerably more than the 3-7% annual procurement savings that most organizations realize?<sup>9</sup>**

In addition to the social and economic impact benefits of diverse business growth, Entegra engages diverse and inclusive suppliers so that our clients can partner with the most agile, innovative companies on the market, attract a diverse consumer base and gain competitive pricing on goods and services. By enabling access to multiple and local channels from which to procure goods and services, inclusive supply chains also present a major competitive advantage for our clients, helping to drive business performance.

8. Expand supplier diversity for more resilient business operations | McKinsey

9. The Multiplier Effect: How Supplier Diversity Pays | Forbes.com

## Supplier spotlight: Burnbrae Farms

With farms, grading stations, and processing operations across the country, they continue to be one of Canada's leading egg providers. Burnbrae's sustainability actions are focused on following five areas with some of the "on track" targets mentioned below:

### 1. Environment

- a. Partner with an environmental organization focused on water conservation in Canada
- b. Zero waste to landfill by the end of 2025
- c. Optimize energy consumption through energy management systems

### 2. Animal Care

- a. Actively participate in process to develop and deliver national animal care programs
- b. Retrain all poultry employees annually in poultry welfare and handling

### 3. Health & Wellbeing

- a. Each facility to complete a safety audit achieving a minimum of 85% compliance
- b. Implement an Equity, Diversity, and Inclusion strategic framework and phased multi-year plan for implementation

### 4. Safe Nourishing Food

- a. Contribute to the health of Canadian diets with the power of eggs as a complete nutritious food source

### 5. Community Spirit

- a. Donate 1 million eggs AND/OR egg equivalents in our communities each year
- b. Conduct projects at all facilities to help protect the local environment for communities to enjoy

## How we partner with clients

Entegra Supply Managers collaborate with Sodexo's dedicated Supplier Diversity Team to source products and services from local, small and diverse businesses.

We leverage Sodexo's expertise in diversity and inclusion to connect our clients to a wide array of programs, services and products. Sodexo's Supplier Diversity Team utilizes a third-party system to maintain both potential and current vendor registration and second tier spend.

Our parent company also actively participates in local and national matchmaking opportunities to identify vendors through national and local diversity organizations. To celebrate diverse vendors, the Diverse Vendor of the Year Award is distributed annually at Sodexo's Vendor Partner Meeting.



## Supplier spotlight: Maple Leaf

Sustainability is something they do more than just talk about at Maple Leaf Foods. It's central to every aspect of their business – from the food we make, to the animals we care for, to the communities we live and work in, and the planet we must protect.

### The Environment

Maple Leaf became the world's first major carbon neutral food company in 2019 and have since upheld their commitment to environmental sustainability across their organization.

### Animal Care

They aim to be a global leader in animal care, and believe that they have a real responsibility to care for the animals and their well-being.

### Good Food

Producing good food for Canadians is extra important to them, and they aim to be leaders in creating authentic craftsmanship with their products.

**"We aim to reduce our environmental footprint by 50% by 2025." - Maple Leaf**



# Supplier diversity by the numbers

**336**

Diverse and small businesses currently in network

**11**

Awards for excellence in supplier diversity (North America)

**23**

Clients provided with direct second tier spend reporting

**\$133M**

Small and diverse spend for SDX & Entegra in 2022

## First tier spend:

Purchases from diverse vendors that are paid directly by your company count as first tier spend.

## Direct second tier spend:

Vendor purchases from a diverse vendor count as direct second tier spend. Sodexo can collaborate with Entegra clients to generate direct second tier spend reports, providing full visibility into vendor purchases.

## Supplier spotlight: Sabert

At Sabert, their commitment to the environment is a fundamental part of their business philosophy.

Their commitment to sustainability spans far beyond recyclable or compostable product lines. It impacts their entire business model, from new product development to ongoing modification and product improvements. Some of their 2022 actions/initiatives are listed below:

### Earth Intelligent

- Earthtelligent is Sabert's comprehensive sustainability platform that drives improved environmental outcomes through innovative business thinking

### Waste Reduction

- Continued an employee-led waste reduction, reuse and recycling across facilities
- Continued their comprehensive program to further improve machine reliability aimed at reducing waste generation

### Energy Conservation

- Invested in new printing equipment in their Richmond facility to ensure state-of-the-art, highly efficient production
- Replaced chiller units in their production facilities that will reduce the energy consumption with new, efficient units

# Conclusion

## A solution tailored to your needs

At Entegra, we recognize that clients have unique organizational commitments around ESG and CSR. That's why our industry experts provide consultation services geared to understand and learn your organization's unique objectives prior to building customized procurement programs that align with and advance your ESG, CSR and procurement savings goals.

Partner with us to reach your ESG and CSR goals.  
Speak to an Entegra Advisor today.

Contact us





# Get to know us

Entegra was established by Sodexo in 1999 to help businesses with food facilities to buy more efficiently. Today, Entegra is the largest food group purchasing organization in the world.

With the buying power of \$30 billion in supplier contracts, we are the procurement partner improving the operational performance of clients at 160,000+ sites across North America. We build trusted advisory relationships, leveraging deep expertise in your industry to formulate an approach that works for you.

By partnering with Entegra, you collaborate with a company that is as committed to ESG and CSR as you are. Responsible sourcing, environmental footprint reduction and inclusive supply chains are all important aspects of modern businesses and crucial to creating a better future for all. [Check out our organization's CSR commitments and objectives for 2025.](#)



Entegra Procurement Services



Entegra Procurement Services



Entegra Procurement Services



[EntegraPS.ca](https://EntegraPS.ca) | 1-833-955-1490 | [info@EntegraPS.com](mailto:info@EntegraPS.com)

©2023 Entegra Procurement Services. Confidential and proprietary to Entegra. Do not share or post without proper consent.

