

AN EMPIRE TASTE OF MIND

Building a Sustainable Future with NY Producers

Eric Blackledge – Executive Director

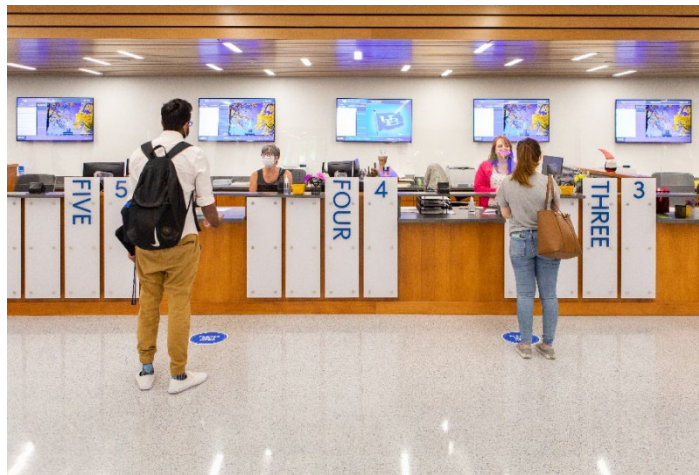
Nicole Dell – Director of Operations

Ray Kohl – Director of Marketing & Communications



A Little About Us

The Faculty Student Association Inc. (dba Campus Dining and Shops) is a private not-for-profit 501(c)(3) corporation that contracts with the University at Buffalo to provide a variety of services. The FSA receives no state support and is responsible for generating revenue to support its services and fund major capital improvements. The FSA is governed by a 17-member board that includes at-large directors, students, faculty and staff.



Service Divisions

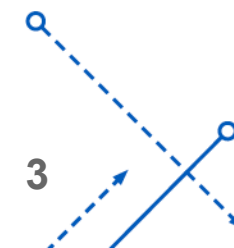
Residential Dining Centers – three all-you-care-to-eat dining facilities located in the residential areas on North Campus: Crossroads Culinary Center (C3) and Governors Dining Center; Goodyear Dining Center on South Campus.

Retail Dining & Food Trucks – more than 30 locations and two food trucks serving the two main campuses and the Buffalo Niagara Medical Campus.

Three Pillars Catering – preferred caterer of the University at Buffalo. Full service and drop-off from high-end special events for 4,000 guests to a simple departmental breakfast. Food and beverage service in the University Club.

University Concessions – provide concession services for University sporting and special events. Three Pillars Catering has a liquor license for both the UB Stadium and Alumni Arena in addition to the University Club.

UB Snackin' Vending – over 175 machines provide an extensive assortment of favorite national brands in the snack and beverage machines, with numerous selections stocked for those seeking healthier items.



Service Divisions *cont.*

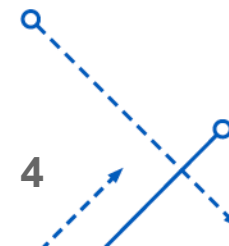
University Apparel and Merchandise – Campus Tees is an officially licensed apparel and merchandise provider for the University at Buffalo; operating a retail outlet in the Student Union, online store and at University sporting and special events.

Convenience Stores – three residential stores offering a variety of snacks, beverages, health and beauty aids, and general merchandise.

UB Card Services – the UB Card Office issues all UB Cards, the official identification of the University at Buffalo with offices on both campuses.

Accounting Services – provide fiscal and accounting services for Student Government and University agency accounts.

Commissary Operations – vital hub housing bulk purchases, bakery, refrigerated production center, food truck preparation, catering, fleet management, and vending warehousing.



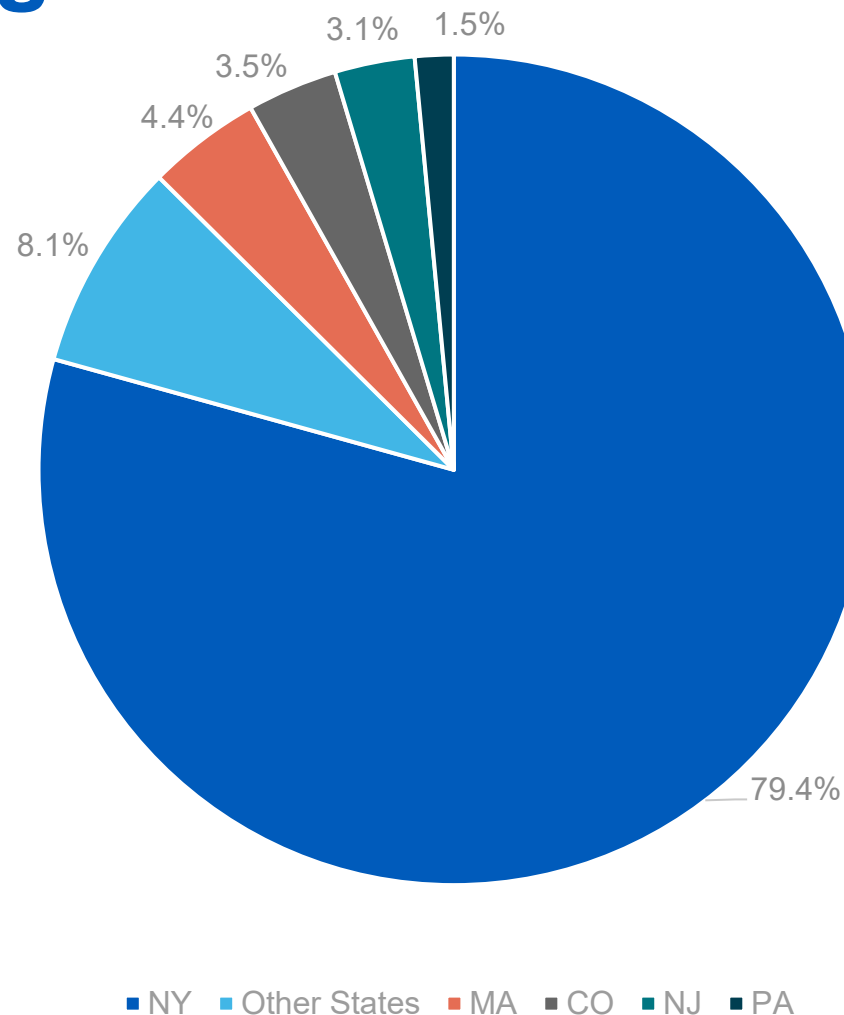
Today, Campus Dining and Shops employs 1,300 people (over 900 students) and with over \$50 million in annual sales, we are the largest self-operated auxiliary corporation in the State University of New York (SUNY) system.



New York-Centric Sourcing

Campus Dining and Shops spent \$24,358,058 with outside vendors for the 2024-2025 academic year.

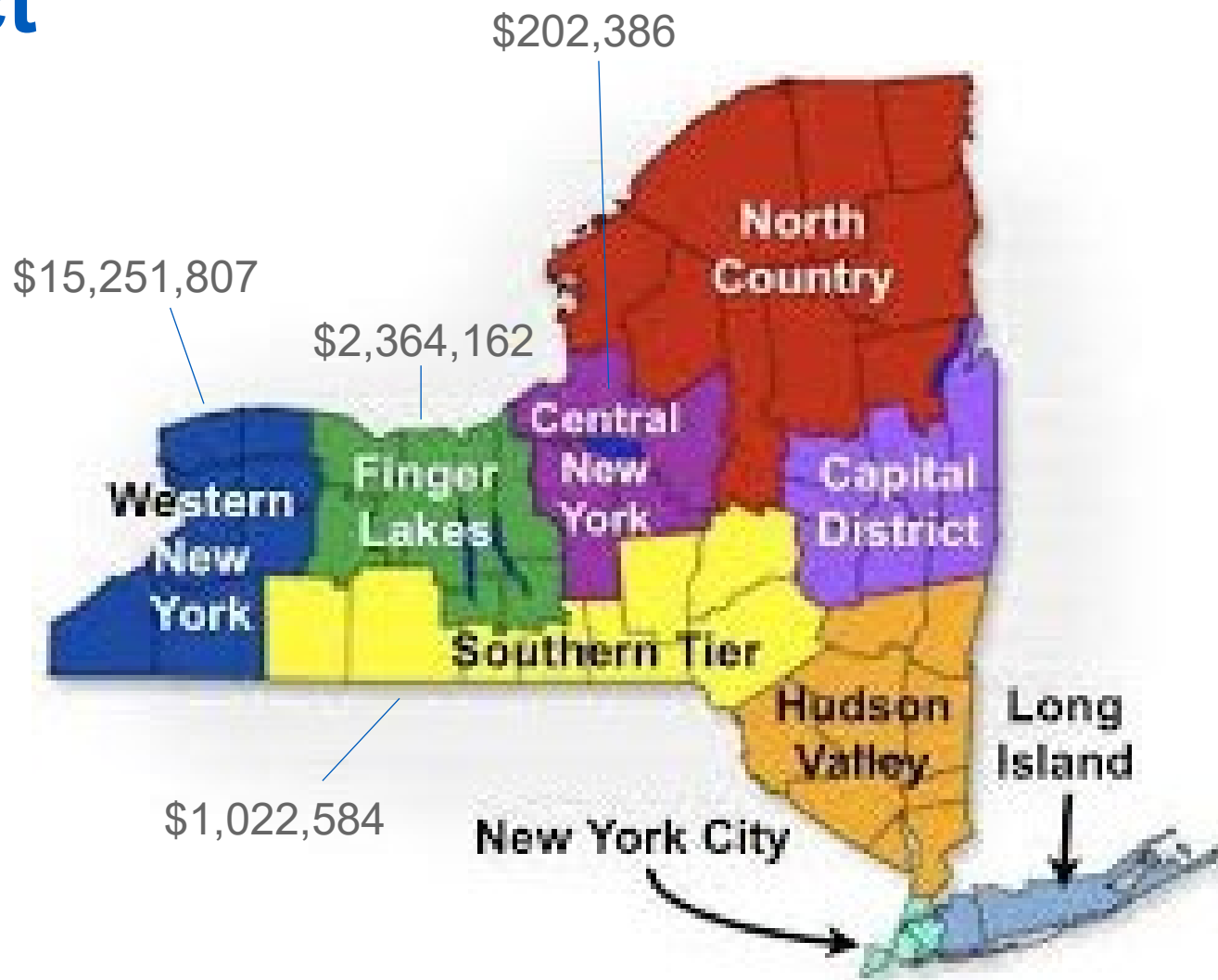
Of this, 79.4% was spent with New York State-based companies.



Regional Spend & Impact

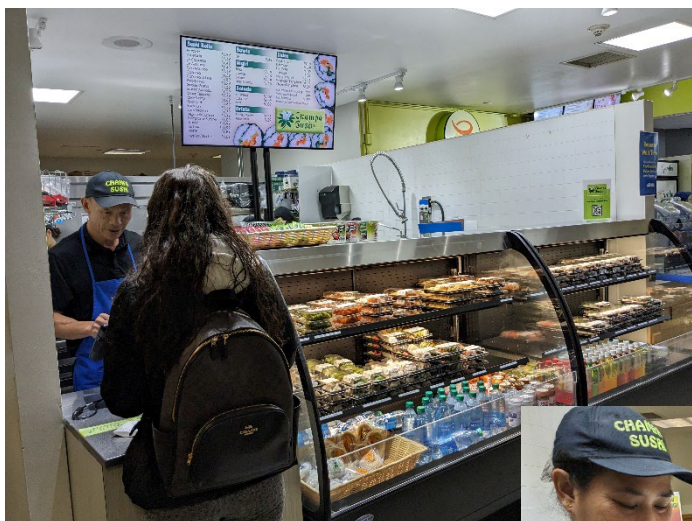
Campus Dining and Shops spent \$19,334,977 with NYS vendors for the 2024-2025 academic year.

Of this, 78.9% was spent in WNY, 12.3% in the Finger Lakes region, and 5.3% in the Southern Tier region.



Supporting Minority- and Women-Owned Business Enterprises

promotes diversity, equity, and inclusion in the economy. These businesses often face systemic barriers to accessing capital, contracts, and resources.



Buffalo FSA MWBE Report

STRONG QUARTER

This past quarter, FSA achieved 31.4% MWBE utilization with \$133,724 of MWBE spending.



Our Roots Run Deep



Paula's Donuts

♥ made with love

Costanzo's
BAKERY



Rosina



Our Roots Run Deep

Streamline
DESIGNS


Compu-Mail®



WEST HERR
NEW YORK



 **MAIN-FORD**
GENERAL SUPPLY
COMMERCIAL KITCHEN EQUIPMENT AND SMALLWARES
Since 1954

FX **Graphix**
Custom Embroidery
& Screen Printing

SINGER



BUFFALOVE APPAREL



Why Buy Local Food?

Economic, Environmental & Social Benefits
for your Western New York Community

Economic *impact*



Each Dollar spent at independent
Local Businesses returns 3x More
Money to your community than a
chain store or non-local product.

UB Proudly Serves Products
From Multiple Local Businesses



EARLY

PICKED

PEAK

2,000+
Miles

TRAVEL

Less Than
50 Miles

Broker
Packing House
Distribution

DOLLARS
GO TO

Local
Farmer



FARMER
GETS



Social *impact*

On average people who shop
at local markets have 15 to 20
social interactions per visit.



Environmental *impact*



New York is home to 32,000
Family Farms producing some of
the world's best food & beverages.

Over 1 million acres of
farmland is lost each year
due to residential and
commercial development.



Conventional food
distribution uses at least
4x more fuel than local
and regional systems.

To transport food long distances it's
often picked while unripe then gassed
to ripen after transport, or it is highly
processed with preservatives.





NEW YORK STATE Maple Weekend



Impact of Enrollment Increase

Meal Plans – Up 8.5% from last year – 8,025 residential plans

Diversion of Edible Food – Over 75,000 lbs. distributed to:



Anticipated increase across all categories – Food, paper, smallwares, etc.

Local trickle-down – Significant growth for local vendors/suppliers. Sourcing additional suppliers to meet demand.

UB Bakery Presents Our 7th Annual

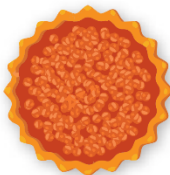
PIE SALE

\$16/each
Pre-Order Now until November 21st
Pick up November 25th


Scan to Order
or Visit Online
UBCommunityCares.com

\$7 from Each Pie Sold Benefits the
UB Employee Campaign for the Community

NEW! Choose to Donate a Pie
Partners Accepting Pie Donations:
Salvation Army • Hearts for the Homeless • Feedmore of WNY

			
DUTCH APPLE	CLASSIC PUMPKIN	PEANUT BUTTER GANACHE	DONATE A PIE
Fresh Apple Filling, Crumble Topping and a Flaky Crust.	Creamy, Smooth Pumpkin Spiced Custard and a Flaky Crust.	Creamy Peanut Butter Filling, Rich Chocolate Ganache Topping and a Chocolate Flaky Crust.	Choose to donate a pie to one of our partners. CDS will choose a flavor, bake and deliver.

CAMPUS
dining&shops

Enjoy Great Pie While Supporting Our Community!

Future Development with the University

Equipment Upgrades – coolers, freezers, ovens in several locations

South Campus

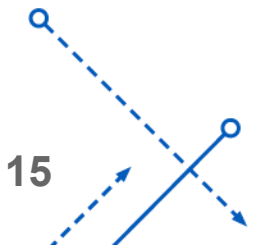
- Harriman Hall – Long-term project for the entire building which will include new food service area.
- Goodyear Hall – new Convenience store (larger/more accessible)

North Campus

- University Bookstore
- Relocation of Capen Café
- Student Union remodel
- Statler Commissary – infrastructure upgrades



Open Discussion / Questions



How did we/I do?

**Complete the session survey
using your smart device:**

Scan the QR code provided on
your schedule.

OR

Scan the QR code shown here.

