











# Local Food: Categories and Definitions

|  |  |
|--|--|
|  <b>MEAT + MEAT PRODUCTS</b>  |  <b>SEAFOOD + SEAFOOD PRODUCTS</b>  |
| <p>Any <b>animal protein product</b> composed of <b>beef, pork, poultry, lamb, or game meats</b>—not including dairy products, seafood, eggs, or plant-based meat substitutes.</p> | <p>Any <b>fish, shellfish, sea vegetable, and processed product</b> composed of greater than 50% of the same (e.g., clam chowder, fresh haddock, tinned oysters, frozen scallops).</p>                     |
|  <b>FRESH FRUITS + VEGETABLES</b>   |  <b>EGGS + EGG PRODUCTS</b>   |
| <p><b>Raw and unprocessed fruits or vegetables.</b><br/><b>Processed fruits and vegetables</b> (canned, frozen, dried or powdered).</p>  | <p><b>Shell eggs or 100% egg products</b> (e.g. bulk liquid eggs, frozen egg patties, etc.) derived from <b>poultry birds</b> only.</p>  |
|  <b>DAIRY PRODUCTS</b>  |  <b>GRAIN PRODUCTS + BAKED GOODS</b>  |
| <p>Any <b>milk, cheese, cream, butter, ice cream, or yogurt product</b> derived from the milk of <b>cows, goats, sheep, or other animals</b>.</p>                                  | <p><b>Grains and processed grain-based products</b> including breads, rolls, tortillas, flours, cakes, cookies, or other baked goods.</p>  |
|  <b>ALCOHOLIC BEVERAGES</b>   |  <b>NON-ALCOHOLIC BEVERAGES</b>   |
| <p><b>Alcoholic beverages include beer, wine, spirits, or beverages</b> with an alcohol content greater than 0.5% alcohol by volume.</p>   | <p><b>Non-alcoholic beverages</b> include any beverages—excluding bottled water—with an alcohol content of less than or equal to 0.5% alcohol by volume (e.g., soda, seltzer, energy drinks).</p>          |
|  <b>SWEETENERS</b>  |  <b>ALL OTHER FOOD PRODUCTS</b>   |
| <p><b>Sugar, molasses, corn syrup, honey, maple syrup/sugar, and other sweeteners.</b></p>   | <p>Foods including <b>nuts and nut butters, chocolate, confections, coffee and tea products, or any other food item, excluding water,</b> not specifically included in any of the previous categories.</p> |

## Is it Local to New England?

Yes

**It's Local, when:**

(when two or more of these requirements are met)

Is it a **RAW AGRICULTURAL PRODUCT** (for example, milk, meat, eggs, vegetables, and maple syrup) that is grown, raised, landed, harvested, or tapped in New England?

Are the **majority of ingredients** (>50% by volume, excluding water) raw agricultural products that are local to New England?

Is it **processed or manufactured** in New England?

Is the food manufacturer **headquartered** in New England?

# LOCAL FOOD COUNT - Worksheet 2

Distributor or Food Hub Name: \_\_\_\_\_

Headquarters Location (City/State): \_\_\_\_\_

Please fill in your total Food and Beverage spend in 2025: \$ \_\_\_\_\_

| Product Category                                    | Total product sales sourced from New England | PRODUCTS SOLD TO NEW ENGLAND CUSTOMERS |                          |                          |                          |                          |                          |
|---|--|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
|   |  | Sourced from CT Supplies               | Sourced from MA Supplies | Sourced from ME Supplies | Sourced from NH Supplies | Sourced from RI Supplies | Sourced from VT Supplies |
| Meat + Meat Products                                | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Dairy Products                                      | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Eggs + Egg Products                                 | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Seafood + Seafood Products                          | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Fresh + Processed Fruits + Vegetables               | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Grain Products + Baked Goods                        | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Alcoholic Beverages                                 | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Non-alcoholic Beverages<br><i>(excluding water)</i> | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| Sweeteners  | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |
| All Other Food Products                             | \$   | \$                                     | \$                       | \$                       | \$                       | \$                       | \$                       |