



Buying Local Helps Supply Chains and Local Companies Thrive

- Intermountain Healthcare hosts an annual Local & Diverse Supplier Day event to seek local, women, and minority-owned businesses to include in supply chain directories.
- The supply chain met with JulieAnn Caramels in October 2019 to learn more about their products and how Intermountain might include them in our sourcing channels.
- For Nurses Day 2020, Intermountain ordered 12,000+ three-packs of caramels from JulieAnn Caramels, a local confectioner; 800+ more for Healthcare Food Services week.
- Learn about sourcing with intermountain: www.intermountainhealthcare.org/SCO.

At Intermountain Healthcare, we celebrate National Nurses Day by recognizing the vital, life-saving role our nurses play in providing the best possible care to our patients. For 2020, we thought our dedicated nurses could use a treat. But what kind of indulgence do you get 12,000+ caregivers taxed by COVID-19? Something sweet to let nurses breathe a sigh of relief. Something creamy to help nurses savor the taste. Something unique to show nurses they are valued.

JulieAnn Caramels and Intermountain Healthcare

A hairdresser by trade, Rowena Montoya and her husband raised five children. And when he needed marketing support at tradeshow, she crafted some homemade caramels just how her aunts, Julie and Ann, taught her when she was young. Before long, people kept coming to the trade show booth just for the caramels. That was nearly a decade ago, and after stellar year-over-year growth, Rowena had big plans for 2020. Unluckily, so did COVID-19.

“The wholesale accounts we were selling to, I mean, we weren’t selling toilet paper or water, so we just weren’t selling. It was just devastating,” said Rowena. In the spring of 2020, Intermountain’s supply chain team contacted JulieAnn Caramels to order more than 12,000 caramels for our nurses. “That Intermountain order helped me keep my employees working for another couple of months, which was amazing. Intermountain made the difference.”

Choosing Local Businesses Supports Local Infrastructure

Intermountain Healthcare invites local suppliers to our Local & Diverse Supplier Day to learn about our supply chain processes and procedures along with how they can apply to become a supplier. By incorporating small businesses into Intermountain's reserve of vendors, we can source different items and support our local economy in myriad ways. Because when local businesses support local businesses, the local infrastructure is bolstered; jobs are created.

For example, **JulieAnn Caramels** wanted to expand its presence and build a manufacturing plant for their products, but they weren't sure how. That's how the Glade Family, owners of Utah-based **Taffy Town**, came to the rescue and advised her on how to build a manufacturing plant in Sandy, Utah. When it came to purchasing packaging for her caramels, JulieAnn Caramels selected **Utah PaperBox** packaging. And for the cream that makes her caramels oh so delicious? Utah's own **Meadow Gold** dairy.

"Taffy Town is a fourth-generation family business. We know how hard it is to get things off the ground," said Jason Glade. "It's just nice to see a local business thrive here. We need more locally-owned businesses around," said Jason.

Intermountain is sourcing food from several small businesses, including **Elizabeth's Catering**, **Flourish Bakery**, **Kumbayah Kitchen**, **Park City Coffee Roaster**, and **Schmidt's Pastry Cottage**.

Intermountain Healthcare as a Community Anchor

By buying local goods from local companies, Intermountain Healthcare helps provide a community anchor for local goods, local jobs, and the local economy. From hiring employees like delivery drivers, assembly line workers, and caramel chefs to raw goods like product packaging and ingredient sourcing, using local providers helps everyone in the sourcing ecosystem, including local, city, and state governments who benefit from increased revenue.

Intermountain's supply chain organization hosts supplier days throughout the year. **If you own a local business and would like to know more about joining Intermountain's supply chain directory, visit www.intermountainhealthcare.org/SCO.**

