

## SAFETY CERTIFICATION PUTS LOCAL KOMBUCHA ON WHOLE FOODS' SHELVES

**ABOUT MAMACHARI LLC.** Mamachari Kombucha, founded in 2013 and owned by Lorrie Vorkink and Ben Phillips, brews craft kombucha in downtown Salt Lake City, Utah. The two-person operation focuses on brewing the finest kombucha, using organic and natural ingredients to produce a variety of flavor profiles. Mamachari Kombucha products are all vegan with the exception of two flavors that include honey. Some of their unique flavor profiles include Lemon Ginger, Mint Lime, Roots & Botanicals, Jasmine Rose, Concord Grape, Honey Hops, Flower Power, and Lavender Honey. They also have a tap room where the public can sample and purchase specialty flavors such as Mango Habanero, Blueberry Pomegranate, and The Aloha.

**THE CHALLENGE.** Mamachari Kombucha wanted to increase their customer base by selling their products in local Whole Foods grocery stores, which required them to obtain the Whole Foods Vendor Certification.

**MEP CENTER'S ROLE.** The University of Utah Manufacturing Extension Partnership (UUMEP), part of the MEP National Network, connected Mamachari Kombucha with a trusted third-party provider, Utah Food Safety Consulting, to help them prepare for their food safety audit and implement the required safety standards at their facility. UUMEP took a hands-on approach to help Mamachari Kombucha identify resources they were unaware of, and coordinated the initial meetings and follow-up meetings to ensure progress toward the end goal. Mamachari Kombucha successfully obtained the Whole Foods Vendor Certification and their products are now available in local Whole Foods grocery stores, boosting annual sales by a significant margin.

**"Working with the UUMEP has been a great experience. From the beginning, they have been genuinely interested in what we do, and how to best help facilitate business growth. We highly recommend engaging with the UUMEP team to support any specific objectives related to consulting or engineering to facilitate growth. As a result of our experience, we will be reaching out to UUMEP often!"**

-Ben Phillips, Owner

## RESULTS



Increased annual sales by  
**\$24,000**



Now selling products in Whole  
Foods grocery stores

## CONTACT US



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