

## SAVORY FARE

Savory Fare is a Rhode Island based home meal delivery service that prepares high-quality and reasonably priced fresh and frozen food. For founder Mary Hughes, the fundamental “why” of wanting to nourish others has motivated her since she graduated with a degree in Foods and Nutrition and began her career working with the Women, Infants, and Children program (WIC), helping pregnant women, mothers of infants, and young children learn to nourish themselves and their families. Forty-plus years later, she still desires to nourish, but now seniors, people with disabilities, and people recovering from hospitalization have become her focus.



Savory Fare founder Mary Huges delivers meals to a client.

### The SEG Network Effect

A friend involved with SEG, Mary Jo Kaplan, alerted Mary to the application deadline for SEG’s first Food Accelerator in 2016. Participating in the Food Accelerator became the launchpad for making the business a reality. “SEG opened up a whole network of experienced businesspeople who wanted me to do well,” Mary says. Her Accelerator coach, Betsy Santarlaschi, introduced her to a Warren-based culinary incubator, Hope & Main. From there Savory Fare got licensed and could officially began preparing meals for clients in January 2017.

In October 2017, Savory Fare was chosen as a meal provider for the Gloria’s Angels meal delivery program, a program made possible by sponsors and donors to the Gloria Gemma Breast Cancer Resource Foundation. Mary reached out to another SEG connection, Craig Jones, a chef and fellow food business entrepreneur, for pointers in finding wholesalers and scaling up kitchen production. In its first year, Savory Fare served 73 clients, placing 280 orders plus Gloria Gemma meals. In its second year, Savory Fare served 144 clients, placing 700 orders plus Gloria Gemma meals with 2 additional part-time cooks.

In year three, kitchen manager Rosa Munoz assumed supervision of food preparation. Mary’s move out of the kitchen has allowed her to expand her networking and marketing efforts and to strategically plan the future of Savory Fare. “This gem of a service would not have been established without the strong foundation and continuing support of SEG,” she says.

### Since working with SEG:

- ✓ Chosen as a meal provider for the Gloria’s Angels meal delivery program
- ✓ In 2018 fulfilled over 700 orders to 144 clients plus Gloria Gemma meals
- ✓ Hired two additional part-time cooks
- ✓ Founder moved out of kitchen to focus on networking, marketing, and strategy