TOGETHER WE CAN SOLVE HUNGER
## Where 70 Billion Pounds of Food is Lost

<table>
<thead>
<tr>
<th>Source</th>
<th>Billions of Pounds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food Packaging and Processing</td>
<td>37.0</td>
</tr>
<tr>
<td>Foodservice (Not including plate waste)</td>
<td>20.5</td>
</tr>
<tr>
<td>Fresh Produce That is Un-Harvested or Un-Sold by Farmer</td>
<td>6.7</td>
</tr>
<tr>
<td>Retail</td>
<td>5.6</td>
</tr>
</tbody>
</table>

**Foodservice Donor Include:**
- QSR Restaurants
- Full Service Restaurants
- Hotel/Casino
- Healthcare
- Contract Feeders
- Convenience Stores
- Sports/Entertainment Facilities

**Sources:** United Nations Food and Agriculture Organization & World Economic Forum, 2010
Pounds by channel Goal

Channel lbs by fiscal year

<table>
<thead>
<tr>
<th>Channel</th>
<th>FY10-FY15 growth</th>
<th>FY15-FY16F growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchasing</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Produce</td>
<td>9%</td>
<td>12%</td>
</tr>
<tr>
<td>Fed Com</td>
<td>(1%)</td>
<td>7%</td>
</tr>
<tr>
<td>Manu</td>
<td>2%</td>
<td>-</td>
</tr>
<tr>
<td>Retail</td>
<td>21%</td>
<td>11%</td>
</tr>
<tr>
<td>Total</td>
<td>7%</td>
<td>7%</td>
</tr>
</tbody>
</table>
Retail Donations (Supermarkets)

- Currently picking up from over 17,000 retail locations
  - Pick up three times per week on average
- FY15 our members recovered 1.4 billion pounds of perishable and non-perishable products
- If all retail locations were donating each chain’s average donation yields we could recover an additional 340 million pounds
  - Under best case scenario there is probably 800 million pounds of useable product available

Hurdles
- Infrastructure - enough organizations with proper safe food handling equipment and procedures in place to pick up the product safely
Food Service Donations
Food Service Convenience Store Opportunity

Today, over 20 billion pounds of safe, healthy food from foodservice and convenience stores go to waste each year.

For the first time, Feeding America is tapping into new sources of food never before rescued in large quantities by our network—food from America’s 1.1 million foodservice and convenience stores. This not only provides more food to those in need, it reduces food loss and waste costs.

Developing Partners:
• Starbucks
• Panera
• Loaf and Jug
• Little Caesars
• Bon Appetite
• Compass Food Group

Active Prospects:
• Cheesecake Factory
• Sheetz
• Wyndham Hotels
• Sodexo
• Disney
• Radisson Hotels
• HCA Hospitals
• Red Robin
• Murphy’s
• Marriott Hotels
• Hilton Hotels
• 7-Eleven
• Panda
• Arby’s
Food Service Challenges

• Small amounts of usable product at large number of locations
• Infrastructure in place to pick the product up safely
  – Requires organizations pick up, store and distribute product in temperature controlled environment
• Cost of recovery
• Nutritional value of available product
Donation Apps
Funded by Google.org in 2014, it assists donors, food banks and pantries in:

- Discovering and growing relationships
- Supporting and improving data management
- Continuing process integration and automation

**MealConnect** facilitates the **free, easy, safe and quick** donation of fresh, healthy food from grocery stores and foodservice operations by matching them to their local food bank or pantry.

**Seamless solution:** You will choose the agency to pick up the product from the vetted donor within an arranged time window, retaining control of the relationship.

**Easy to navigate:** With simple onboarding and intuitive design, use MealConnect on your smartphone, tablet or PC.

**Real time data collection:** Customizable dashboards enable you to track donations over time to monitor both donor and enabled agency activity.