

Building Partnerships for more food in Africa

August 2020



The **Global**
FoodBanking
Network®



AGENDA FOR TODAY

Where is the food?

How to get the food?

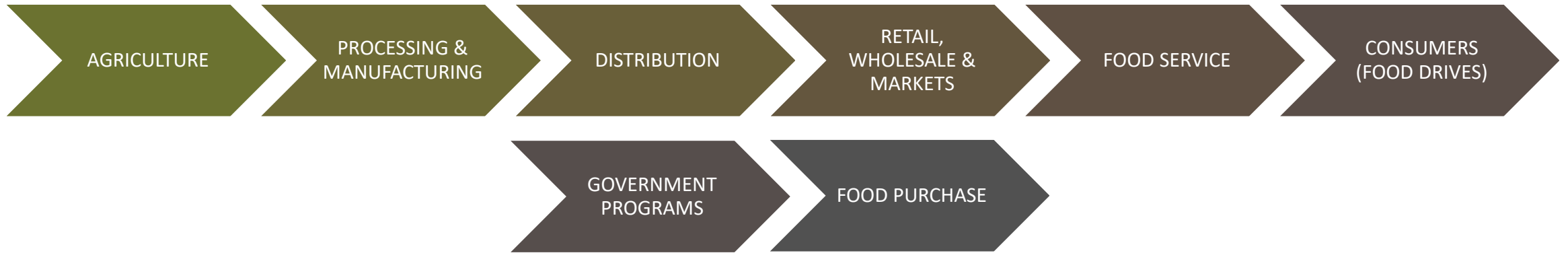
Tips for success

Network examples

Discussion

WHERE IS THE FOOD

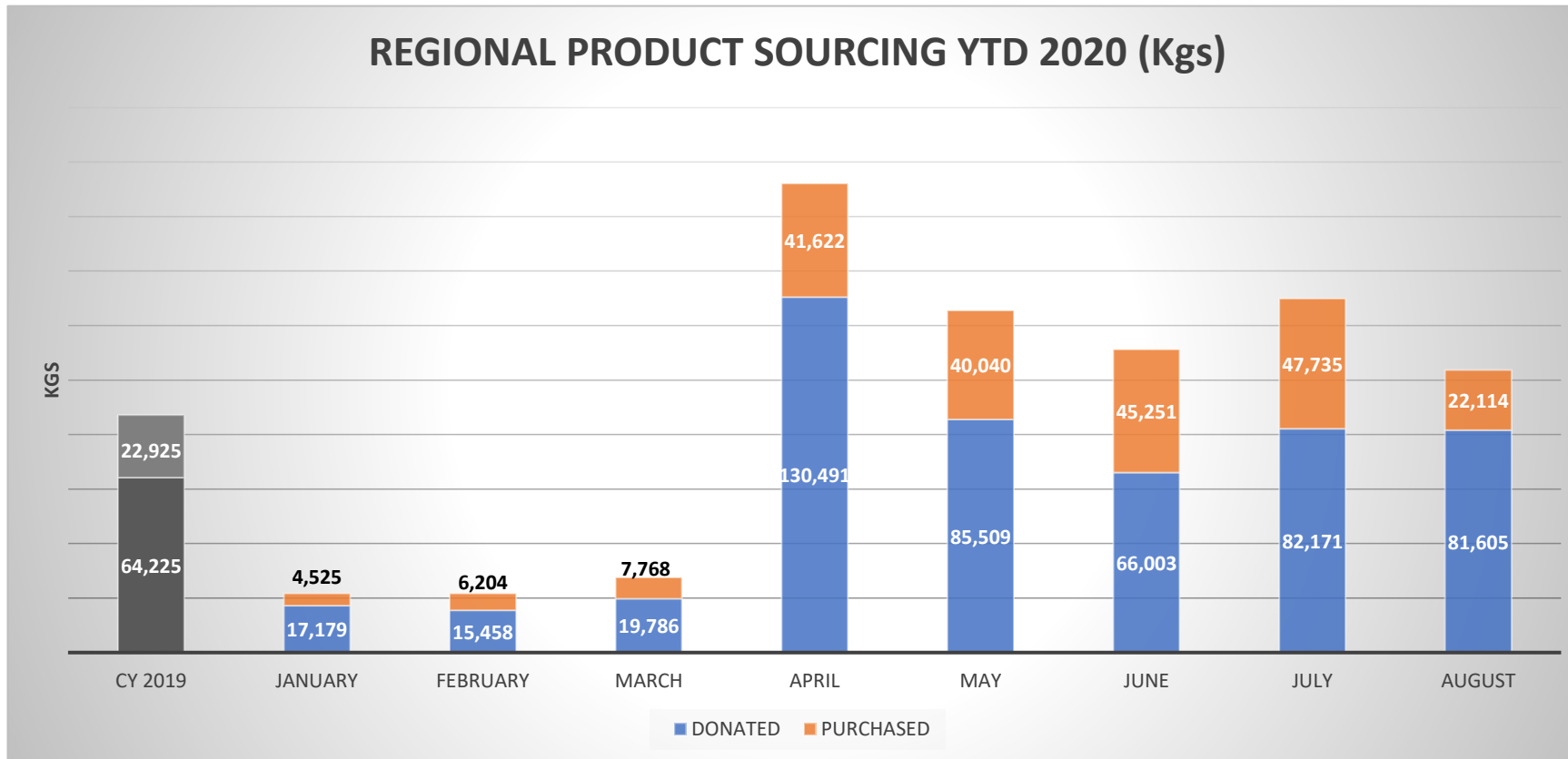
CONSIDER THE DIFFERENT STAGES OF THE SUPPLY CHAIN



WHERE IS THE FOOD

BUILDING ON SUCCESS

More than **713,000** kilograms of food sourced across 6 countries since January



BALANCING SOURCING ACROSS THE SUPPLY CHAIN

Increases overall volume, variety of food/product, opportunity for additional resources and community awareness/engagement

FoodForward South Africa 2019: a balanced sourcing and distribution model

	Farm/ Ranch/ Co-Op/ Agricultural Sector	Commodity or Produce Wholesale Distributor/ B2B Market/Packer	Food Processor/ Manufacturer	Wholesale Distributor (B2B), Distribution Center	Retailer/Grocer / B2Consumer Market	Food Service/ Restaurant/ Hotel & Tourism Industry	Purchased by your food bank/network
Number of donors	13	20	50	2	5	1	8,450
% of volume	15%	10%	15%	5%	50%	5%	*less thank 1%
							*total kilos = 4.9 MM

Mirror your community for availability; prioritize balance

Assess the market, set goals, create a plan, leverage connections, track progress



HOW TO GET THE FOOD – IT'S DIFFICULT!

CHALLENGES

- There are a lot of charities asking for food.
- Companies have had problems with charities in the past
 - Selling product
 - Not showing up
 - Food Safety
- Companies say they do not have any waste.
- They don't understand what we do/trust who we are
- They say 'yes' while we're there but then never call.
- Others?

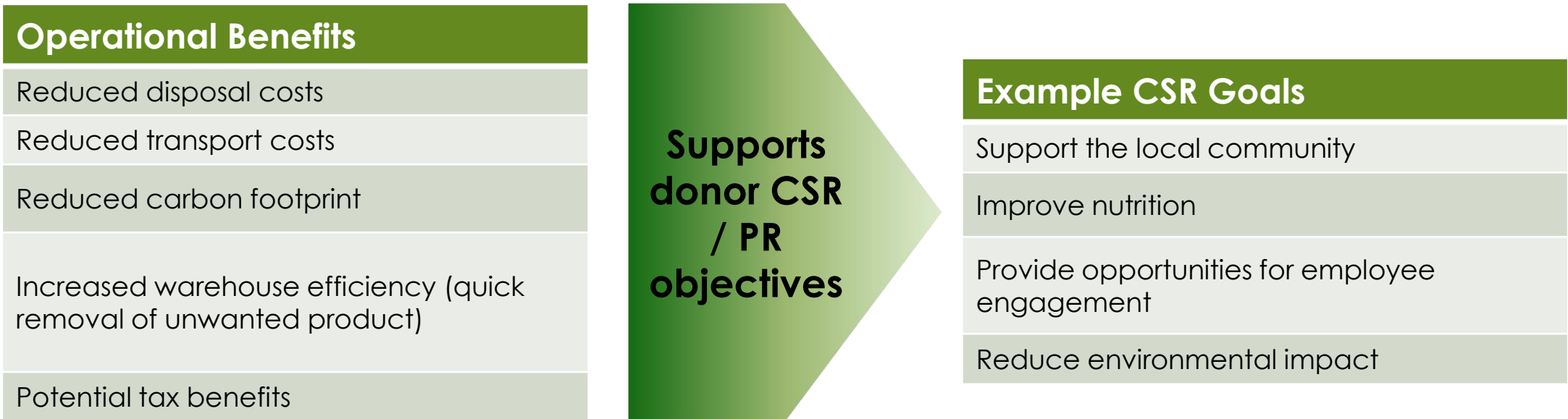
GETTING TO YES

- **Position food bank as business partner**
- **Unique position of food banking**
 - **NOT just a charity**
- **Rephrase 'waste'**
 - **Excess production, bi-products**
 - **Cost reduction**
 - **Walk the facility**
- **Be proactive in addressing potential concerns; shows confidence**
- **Demonstrate your partnership with ongoing communication and support**

Personal care and household essentials are also valuable to families in need to supplement food

PARTNERSHIP BENEFITS

Find the **decision makers**, know your audience



Business partnership provides sustainable access to food and deeper engagement as they are invested in your organization as a cost reduction solution

CSR partnership involves employees across the company also providing visibility of their impact on their communities

FINANCIAL BENEFITS CALCULATED

	DONATE	DISPOSE	
Transport	\$0	\$1	BUSINESS DRIVERS
Disposal Cost	\$0	\$1	
Tax	\$0	\$0	
Labor	\$1	\$1	
COGS	\$1	\$1	
TOTAL:	\$2	\$4	
Meals / People	Many	0	CSR / PR
CO2 reduction (from landfill)	+ve	-ve	

Often the real decision-makers are driven by operational KPIs. Help them see the business case of donating their surplus product.

HOW TO GET THE FOOD

FROM THE DONOR'S PERSPECTIVE



Savings and Impacts

- Globally, Costco was able to keep 74.5 million pounds out of the landfill
- Costco US saved 2.7 million USD on trash hauls by donating
- Globally, we were able to provide 62 million meals for food insecure individuals and families where we operate
- Education and consistency drive success in our donation program



HOW TO GET THE FOOD

TIPS FOR SUCCESS

ASK

- Close every donor meeting with a direct ask for what you want/need.
- Don't be shy
- Allow them to reduce company (and department) expenses
- Provide individuals the opportunity to make a difference in their community

BUILD THE PARTNERSHIP

- Use food bank tours, volunteering to build trust and showcase operations
- Track donor contacts; set reminders for follow up
- Involve contacts as partners; share impact stories, ask advice
- Leverage relationships for customer and vendor introductions

STRENGTHEN YOUR STORY

- Ensure beneficiary agency agreements cover areas of risk
- Arrange for 3rd party warehouse inspection and share results

CELEBRATE EVERY WIN!



Network Examples:





What we do?

- ▶ We collect surplus food and donations from the food supply chain

Food supply chain:-

- Supermarkets
- Food complexes
- Agro Industries-
- Hotels
- Individual donations



- ▶ We distribute food for needy people.





- Food And Non-Food Items Donations
- Donate Money And In-Kind Donations Such As Vans, Warehouse Equipment's And Pro-Bono Professional Expertise
- Volunteer With Your Staff, Family Or Group On Our Outreaches And Warehouse
- Donate Monthly To Support Our School Feeding Program
- Organize Food Drive Within Your Organization Or Community To Support Us
- Donate Via Online, Wills And Legacy





#ZeroFoodWaste #ZeroHunger #BetterIndonesia



About FoodCycle Hub

- FoodCycle Hub is a foodbank facility that was created in 2019 with the support of Global Foodbanking Network.
- FoodCycle receives donation from supermarkets and food manufacturer / FMCG companies
- Distributing the products to our 30+ partner Front Line Organisation (FLO) such as orphanages, elderly housing, street kids shelter and refugee communities.
- FoodCycle have SOP in place to ensure products that are donated are safe for consumption, within expiry date and will not be re-sold or misused by any party.

Proposal for



- We are proposing to P&G Indonesia as the nation's leading FMCG company to also support this campaign
- By donating products such as personal care (soap, shampoo, detergent, etc). Even though this is not food, this will also help the needy as personal care are also basic needs.
- By donating funds to support the food donation campaign.
- By helping us to connect with other FMCG companies or food manufacturers who may be interested to support this campaign.



The French Federation of Food Banks

Food Banks missions :

- Fighting against food waste
- Collecting, sorting and stocking, while respecting health and safety requirements
- Delivering food stuffs to 5,400 associations
- Contributing to social inclusion through a varied and balanced diet



2018 key figures

6,154
volunteers &
530 employees



130 000
volunteers for the
National Food
Collect

113 000 tons
of food collected
for free

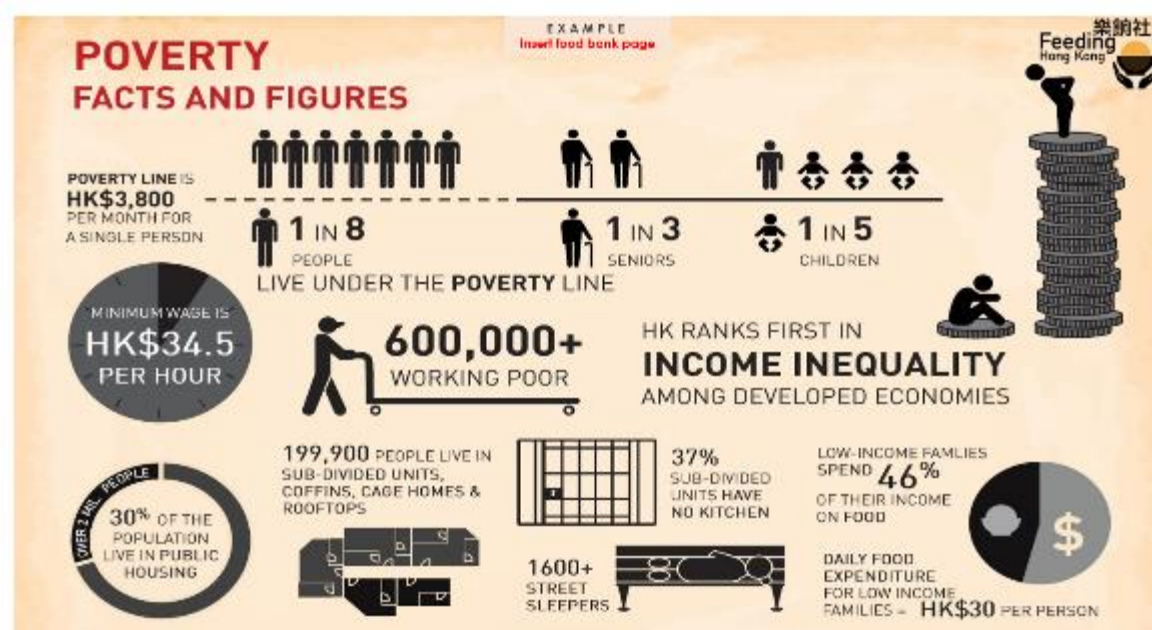
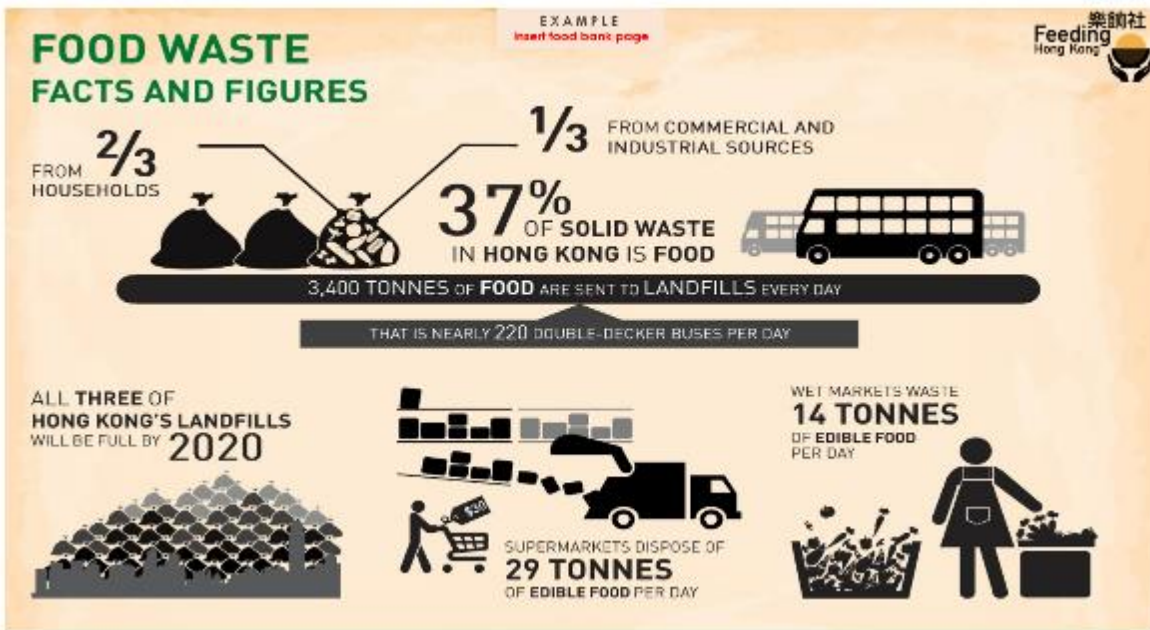


Of which **73 000**
tons saved from
destruction

2 millions
supported
people



226 million
of distributed
meals





EXAMPLE
Insert food bank page



WHO WE ARE FEEDING HONG KONG

Our Mission

Our mission is to fight hunger and reduce the amount of quality food going to the landfills in Hong Kong. We do this by collecting surplus stock from food companies, sort and store it, then redistribute it to charities who feed those in need. We also raise awareness about food waste, hunger and food banking.



We rescue food

We rescue surplus stock from companies – food that is still good and safe to eat, but would otherwise go to waste.



We feed those in need

We redistribute food to charities running food assistance programs. Our partners include senior centers, crisis shelters, central kitchens, after school programs and community food banks.



We educate

We educate around food banking and healthy, nutritious eating.

EXAMPLE
Insert food bank page



WHAT WE DO FEEDING HONG KONG

WHAT WE OFFER



We offer a safe and professional solution to companies with surplus stock.



We provide food sourcing and logistics services to charities.



We offer volunteering opportunities to individuals and groups.



We build community partnerships to maximize impact.

HOW WE WORK



We collect nutritious surplus food from companies.



We inspect, sort and store food.



We redistribute food to multiple charities.



Our charity partners provide food to those in need.

OUR IMPACT



Rescued **1,300+** tonnes of food



Connected with **200+** food companies



Redistributed food to **70+** charities



Supported **3,200,000** meals



The Global
FoodBanking
Network®

We Reduce Food Waste and Nourish Hungry Families

HOW: By sourcing excess food and reaching people in need



Rescue more food to feed more families and help the planet



Increase access to more nutritious food in high-need communities



Make meals more accessible for people in need

RESULT: More people have access to nutritious food by 2025

FEEDING AMERICA | PARTNERSHIP DISCUSSION | 7.7

Product Donations Opportunities

- Dry, refrigerated & frozen product
- Protein that requires packaging & labeling
- Close-to-code product
- Past code product (with manufacturer approved extension)
- Recalled product (safe & consumable)
- Bulk product (for packaging & labeling) – with ingredients statement
- Test/R&D/trial product
- Start-up/make-ready product
- Ingredients
- Meal components
- Discontinued product
- Unlabeled product (with labeling information)
- Fresh & frozen produce
- Mislabeled product
- Customer returns
- Non-spec/off-spec product
- Packaging changes
- Product reformulations
- Product in bins, totes or gaylords
- Damaged Product
- Mishapen products
- Seasonal products
- Product produced for international markets
- Overruns
- Unfinished product
- Excess inventory
- Underweight/overweight products
- Vitamin insufficient product
- Food service sizes
- Promotional products
- Pet food
- Corrugate, containers, packaging, tape
- Paper products
- Cleaning supplies
- Warehouse equipment
- Plastic storage totes

Ensuring unmarketable items help benefit communities in need



Discussion

WULL W...
SUBSIDIARY OF KOLA OGUNGBADEJO & CO.
KOLADUN INVESTMENT
REAL ESTATE CONSULTANT
PROPERTY MANAGEMENT & DEVELOPERS
Tel: 080335342... 08022204132



THANK YOU

Karen Hanner
Director, Food Sourcing &
Strategic Partnerships
khanner@foodbanking.org
+1.312.782.4492

