

Central Atlantic State Association of Food & Drug Officials

Annual Training Session

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**Regional
Food Bank**
OF NORTHEASTERN NEW YORK

Why We Do What We Do...

When Hunger Hits Home

Produced by the Creative Advantage inc.



What is a Food Bank?

The basic mission of a food bank is to prevent food waste and alleviate hunger.

A food bank is a warehousing facility that acquires, sorts, stores and distributes food and grocery items to various non-profit programs including food pantries, soup kitchens, shelters, rehabilitation and residential programs, as well as day care and senior programs serving the poor and hungry in our communities.

Without food banks, millions of people would face chronic hunger.



**Feeding America is the nation's food bank network
and leading domestic hunger-relief charity:**

- **Works with over 200 food banks across the country.**
- **Distributes 4.8 billion pounds of food and grocery products annually, which translates to 4 million “meals”. (Pounds divided by 1.2 = meal.)**
- **Reaches more than 46 million people through 60,000 food pantries and meal programs.**

A2H Food Bank Network
Also Includes: Hawaii, Puerto Rico and Alaska



How Food Reaches The Hungry

Feeding America

Secures food, funds and other resources from national level donors and supports the work of food banks in many ways including program development and advocacy.



Food Banks

Prevent food waste and alleviate hunger by recovering unmarketable food and grocery items from the food industry and distributing these products to non-profit programs. Food banks charge programs a fee for service called Shared Maintenance (SM). The national cap on SM is 19 cents per pound. The Regional Food Bank has held its SM at 16 cents for several years. The fee is paid by member agencies that receive product food from a food bank. People served by these agencies are never charged.



Member Agencies

*Provide direct service to the poor and hungry in our communities.
There are two types of member agencies.*



Emergency Feeding Programs

(food pantries, soup kitchens and shelters)



Non-Emergency Programs

(residential programs, day care and senior programs)

FOOD BANK ASSOCIATION OF NEW YORK STATE (FBANYS)

FBANYS is a non-profit organization representing eight regional food banks located across the state.

FBANYS works to end hunger by assisting the food bank network in obtaining more food and funds, fostering public awareness of the food banks' mission, and creating partnerships to help alleviate hunger in New York State. FBANYS is located in Albany, New York and is administered by Executive Director, Anita Paley. The board of directors includes the Executive Directors of eight Feeding America affiliated food banks.

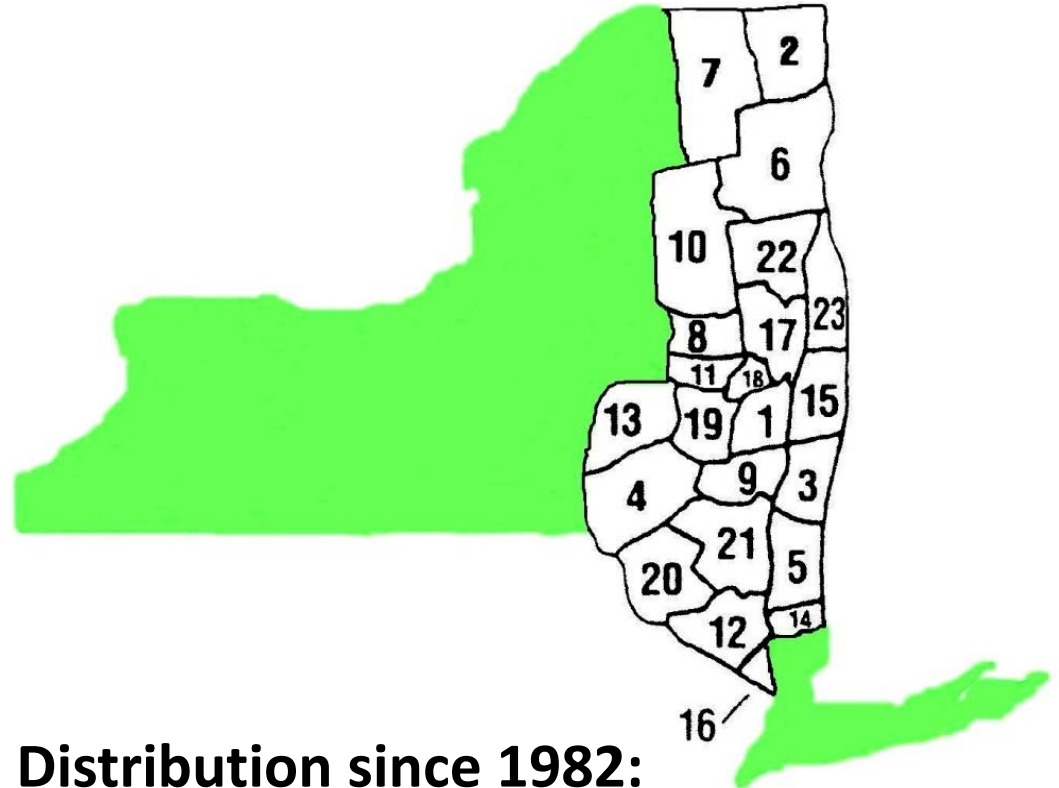


1. Albany
2. Clinton
3. Columbia
4. Delaware
5. Dutchess
6. Essex
7. Franklin
8. Fulton
9. Greene
10. Hamilton
11. Montgomery
12. Orange
13. Otsego
14. Putnam
15. Rensselaer
16. Rockland
17. Saratoga
18. Schenectady
19. Schoharie
20. Sullivan
21. Ulster
22. Warren
23. Washington



**Regional
Food Bank**
OF NORTHEASTERN NEW YORK

Food Bank *of the*
Hudson Valley



Over 471 million pounds of food and grocery products!

2016 Service



**Regional
Food Bank**
OF NORTHEASTERN NEW YORK

- **Distributed 36,256,769 total pounds of food and grocery products.**
- **Delivered over 19.4 million pounds on 457 deliveries.**
- **Served 1,000 non-profit programs reaching over 250,000 people.**



Why Donate?

- Close-to-code or best-used-by date
- Surplus and overproduction
- Pack changes and product reformulations
- Product samples and test market items
- Discontinued items
- Damaged packaging
- Production or shipping errors
- Any reason why a product is unmarketable, but still good to use



What is Donated?



- Dry, refrigerated and frozen food
- Paper goods, personal care, health & beauty items
- Cleaning products
- Bulk or damaged goods - (Food Bank volunteers sort)
- Products needing labels - (with verification of contents)
- Obsolete promotional items

Whatever The Reason for Donation...

Donors are protected under the Federal Bill Emerson Good Samaritan Food Donation Act

- Signed into law October 1, 1996
- Protects donors from liability when donating to a non-profit organization
- Protects donors from civil and criminal liability should the product donated in good faith later cause harm to the needy recipient
- Standardizes donor liability exposure

The Food Bank also provides its own liability coverage.

Benefits of Donating

- Savings in storage and inventory, transportation, and dumping costs
- Free product pick-up
- Complete product tracking and recall capabilities
- Tax benefits
- Staff morale
- Making a major difference in helping people in need!



Tax Benefits

(Federal)

The PATH ACT, passed by Congress December 18, 2015 includes several improvements to the tax incentives allowable for food donation:

- **Makes the extension to non C corporations permanent and allows** non C Corporations to carry forward the deduction for 5 years (same as c corporations). **Expands** applicability of the tax benefits to all farmers and producers, allowing them to incorporate donation as a regular part of their crop planning, either grown to donate or as an outlet for unmarketable product.
- **Increases** the 10% cap of allowable charitable contributions to 15% for donated food.
- **Provides** a protocol not previously available which establishes 25% of Fair Market Value (FMV) of the donated food as the cost to produce the food and determine tax benefit.

(New York State)

- After several years of hard work by New York Farm Bureau and food banks, the **Farm To Food Bank Bill was signed into law last month!**
- Farmers can now use the same FMV protocol to receive up to a \$5,000 NYS donated food tax benefit.

Industry Partners

It is only with the continued support of all segments of the food industry on the national, state and local level that food banks can fulfill their mission to prevent food waste and alleviate hunger.

- **Distribution and Reclamation Centers**
 - Almost 1/3 of all of our donated food came from our Top 10 donors in this group.
- **Retailers**
- **Farmers**
- **Food Manufacturers/Producers**
- **Truckers**
- **Wholesalers**
- **Brokers**
- **Restaurants and Foodservice Operations**



Some of the opportunities for donated products to be directed to food banks

- **Manufacturers/Producers** -
 - production errors or excess production
 - commitments for first-line product donations
- **Distribution Centers** -
 - short-coded not allowing enough time for shipment to stores for retail sale
- **Truckers** -
 - rejected orders
 - damaged pallets
- **Retail Stores** –
 - store level food donation programs present the greatest opportunity for new food donations



Farms & Agriculture

Farm fresh fruit and vegetables are donated due to imperfections or surplus.

In 2003, American Farm Bureau established its **Harvest For All** partnership with Feeding America to raise awareness about hunger and encourage members to donate rather than plow under unmarketable but wholesome food.

In 2016, our Food Bank received 1.65 million pounds from 85 donors, and **statewide nearly 13.2 million pounds were donated**, making New York second in the nation for a State Farm Bureau's members' donations to the state's food banks!



Prepared Food Donations

Under Feeding America and food safety guidelines, prepared food can be donated from commercial kitchens.

The Fair Packaging and Labeling Act applies to packaged, not prepared food, but in order to be donated, Feeding America requires the sample label displayed here to be affixed to each package.

Regional Food Bank of NENY – Latham, NY

State University of New York at Albany – Albany, NY

Item:

Date:

WARNING! This container holds rescued food! This food may contain, have come into contact with, or have been produced in a facility which also produces milk, eggs, peanuts, tree nuts (walnuts, almonds, pecans, hazelnuts/filberts, pistachios, cashews, coconuts, pine nuts, macadamia nuts, and/or Brazil nuts), fish, shellfish (crab, crawfish, lobster, shrimp, mussels, and/or oysters), wheat, soybeans, and/or sesame seeds

Retail Store Donation Programs

The largest source of new donation opportunities for food banks

- 2011:** <2 million pounds from 5 retailers/65 stores
- 2013:** 3,708,788 pounds (first RSDPC position added July 2013)
- 2014:** 6,393,826 pounds
- 2015:** 8,077,627 pounds (second RSDPC position added August 2015)
- 2016:** 9,375,038 pounds from 13 retailers/157 stores
- YTD 2017:** 14 retailers/178 stores



Retail Store Donation Programs

Current RSDP Staff & Trucks:

- Two RSDPCs who focus on educating store and department managers about their companies' programs and the food bank.
- Seven trucks/Class B drivers dedicated to maintaining consistent routes and schedules.
- Warehouse and volunteer program staff to evaluate and sort these increasing donations.

Retail Partner Agencies (RPAs):

- Our RSDP model is a combination of direct service and partnering with over 90 RPAs to best serve stores at distance and stores that request additional service.
- Our RSDPCs conduct visits and work closely with RPA staff to ensure our donors receive continuity of service and handle and distribute following program and food safety procedures.



Retail Store Donation Programs

RSDPs have existed for many years, mostly for baked goods and produce.

Increased focus from food banks, combined with retailers increasing sustainability and zero waste goals, have led to the development of comprehensive structured guidelines.

Food banks' ability to properly manage and efficiently track donations provides an important service to our donors, and also makes it possible to provide a consistent supply, quantity and variety of meat, dairy and nutritious fresh foods that are not always available from other industry segments.



BackPack Program

- Serves 5,500 kids each week in 190 schools across 91 school districts.
- Provides students with the equivalent of six child-friendly, shelf-stable, easy to prepare meals over the weekend.
- Operates for 30 weeks during the academic year (October-mid June).
- For the 2016-17 school year, the Regional Food Bank will distribute 150,000+ backpacks, containing 900,000 meals.
- Students are referred by school staff, who are often aware of the student's struggles at home.
- Most sites are supported by local individuals, businesses, religious organizations, or service groups.

Each weekly bag contains:

- 2 breakfast items (cereal, oatmeal packets, granola bars)
- 3 entrees (mac & cheese, PB & J, tuna, soup)
- Loaf of bread or shelf-stable grain option
- 2 juice boxes (100% juice whenever possible)
- Fruit (fresh whenever possible)
- 2 snacks (cookies, popcorn, pudding)
- Milk card for a gallon of milk (every other week)
- Canned vegetables (once a month)

Summer Food Service Program

- Federal program designed to meet the meal gap throughout the summer when school meals are not available.
- Summer 2016: The Regional Food Bank provided 23,500 meals served at 16 sites across 7 counties.
- Free breakfast and/or lunch provided at programs including summer camps, parks, and Boys' and Girls' Clubs.
- All sites are located in school districts that are 50%+ free/reduced meal rate.
- Any child may be served with no questions asked, no documentation required, no residency restrictions, etc.
- Fresh-made or shelf-stable meals are offered based on site capacity/needs.
 - Fresh-made: prepped and delivered daily in our demonstration kitchen (approved by Albany DOH).
 - Shelf-stable: purchased from a vendor and contain commercially packaged, individual servings of all meal components.



The NYS Department of Education oversees the program and should share all site information with the local DOH for inspection purposes.

Raising Awareness and Generating More Donations To Help Us Feed The Hungry

How can you help?

Industry Outreach and Support

- Work with industry leaders and food banks in your state or region to ensure all segments of the industry are donating unmarketable but still usable products.
- Promote product donation guidelines.
- Help food banks connect with individual companies and trade organizations to further enhance relationships to maintain consistent donations.
- Partner with food banks to create state and local food/fund donation programs and events.
- Provide funding or leads for funding sources to support costs for food banks to acquire and distribute more food.

Volunteer Opportunities

- The Regional Food Bank hosted **14,292 volunteers**, for a total of 72,517 hours in 2016!
- This is equivalent to 35 full time employees, but 35 people could never do the variety of tasks our volunteers do!
- It is very helpful to food banks to host food industry volunteers in our warehouse sorting and repacking products.
- Advisory Committees, sharing of expertise/training, participating on fundraising committees, and conducting food/fund drives are just some of the ways you can help!





Regional Food Bank

OF NORTHEASTERN NEW YORK

Thank you to Erin Sawyer and the members of CASA for inviting us to be a part of your Annual Meeting! We appreciate your interest and look forward to hearing from members to discuss ways in which we can work together to ensure unmarketable but wholesome food and usable non-food grocery products are directed to food banks.

We truly appreciate anything you can do to help!

For more information about the Regional Food Bank and today's presentation, please contact Joanne Dwyer at joanned@regionalfoodbank.net, or visit our website at www.regionalfoodbank.net. It is also available as a PDF on your conference website.

To learn more about the Food Bank Association of New York state and to link to other food bank's websites, please see www.foodbankassocnys.org , and for Feeding America, please see www.feedingamerica.org