Network Forum
January 11, 2023
Considerations Impacting Fee Structure

- Addressing the needs of partners and people we serve – balancing both immediate and long-term solutions
- Increasing public and private support to advance our collective work
- Navigating post-pandemic food system which has resulted in rising costs and needs
- Managing our available resources to respond to community need while ensuring reliable, sustainable operations
**Historical Fee Structures before Pandemic**

**Connecticut Food Bank**
- $50/year membership fee
- Up to $0.14/lb. Shared maintenance fee on some items
- Variable delivery fees (if eligible)
- 100% cost + 10% markup

**Foodshare**
- $50/year membership fee
- Up to $0.17/lb. Shared maintenance fee on some items
- $75/delivery fee (if eligible)
- 100% cost + 10% markup

**Buyer's Club**
Fee Structure During Pandemic & Post Merger (3/2020-present)

- $0 Shared Maintenance Fees
- $0 Delivery Fees (if eligible)
- $0 Membership Fees

More than 19.5 million pounds of purchased food provided at no cost
Proposed Fee Structure— 7/1/23-6/30/24

• No Membership fee
• No Shared maintenance fees on donated food (government food will also continue to have no fee)
• No Delivery fees (if eligible)
• All purchased food at 100% cost (w/no markup)
The Why...

Waived membership, handling and delivery fees – made possible with rise in community support during pandemic - freed up resources for partner programs to expand their capacity - and we want to continue to support that.

The need has increased - and so has the cost of food...

We need to thoughtfully balance investment in long-term solutions and capacity building with the urgent needs faced by our neighbors each day.

Maintaining the volume of purchased food provided at zero cost is not sustainable.
Additional Steps We Are Taking...

Expanding
- Expanding our Farm to Neighbors program to increase the volume of fresh, nutritious and local food in our inventory

Advocating
- Advocating for increased TEFAP and SNAP funding at the Federal level

Exploring
- Exploring additional state funding to support food purchases

Working
- Working in coalition with other anti-hunger advocates in Connecticut to establish Free School Meals for All to reduce child food insecurity
Before July 1, 2023:

In response to increased demand for food, we have expanded food purchasing:

• Some purchased product is available at no cost, at similar spending levels to 2022
• Some purchased product is available through the Grocery Purchasing Program where partners will be charged 50% of actual cost
Beginning July 1, 2023:

• All purchased product will be available through the Grocery Purchasing Program to partners at actual cost of product (100%), with no additional mark-up or fees.

• No delivery (if eligible) or shared maintenance fees on any donated or government commodity products (TEFAP, CT-NAP).

• There will be no membership fee.
Food Needs Survey
November 2022

Who Responded:
• 60% of all partner programs
  ➢ 74% food pantries
  ➢ 10% community kitchens
  ➢ 8% backpack programs
Reliance on Connecticut Foodshare

<table>
<thead>
<tr>
<th>Percentage of Respondents</th>
<th>Amount of food received from Connecticut Foodshare</th>
</tr>
</thead>
<tbody>
<tr>
<td>58%</td>
<td>75% or more</td>
</tr>
<tr>
<td>22%</td>
<td>50% - 75%</td>
</tr>
<tr>
<td>11%</td>
<td>25% - 50%</td>
</tr>
<tr>
<td>8%</td>
<td>25% or less</td>
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Essential Foods

Top foods respondents consider essential and would like to see offered by Connecticut Foodshare:

- Frozen meat/fish - 78%
- Rice – 74%
- Peanut butter – 70%
- Pasta – 67%
- Pasta Sauce/Canned Tomatoes – 62%
Connecticut Foodshare Food Purchases: No Cost Through June 2023

<table>
<thead>
<tr>
<th>White Rice</th>
<th>Milk</th>
<th>Mixed vegetables-no salt</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peanut Butter</td>
<td>Eggs</td>
<td>Canned Green Beans-no salt</td>
</tr>
<tr>
<td>Pasta</td>
<td>Canned Pinto Beans</td>
<td>Canned Peas-no salt</td>
</tr>
<tr>
<td>Pasta sauce/ canned tomatoes</td>
<td>Canned Black Beans</td>
<td>Canned Corn-no salt</td>
</tr>
</tbody>
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What about Meat/Fish?

<table>
<thead>
<tr>
<th>Product</th>
<th>Truckload Cost</th>
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<tbody>
<tr>
<td>Whiting Fish</td>
<td>$86,558</td>
</tr>
<tr>
<td>Pasta</td>
<td></td>
</tr>
<tr>
<td>Shelf-Stable Milk</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>$86,558</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Product</th>
<th>Truckload Cost</th>
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<tbody>
<tr>
<td>Rice</td>
<td>$27,372</td>
</tr>
<tr>
<td>Pasta</td>
<td>$39,312</td>
</tr>
<tr>
<td>Shelf-Stable Milk</td>
<td>$25,113</td>
</tr>
<tr>
<td>Total</td>
<td>$91,797</td>
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</tbody>
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Other Sources of Food

Food sources utilized in addition to Connecticut Foodshare

- Food Drives: 55%
- Purchases: 52%
- Grocery Salvage: 50%
- Other Food Banks: 20%
- None: 2%
Partner Program
Food Purchasing

• **52%** of respondents purchase food
  ➢ Average = $1,700/month

• **Top 10 items purchased:**

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<tbody>
<tr>
<td>2. Eggs</td>
<td>7. Meat</td>
</tr>
<tr>
<td>3. Pasta</td>
<td>8. Canned Meat</td>
</tr>
<tr>
<td>5. Pasta Sauce</td>
<td>10. Fresh Fruit</td>
</tr>
</tbody>
</table>
Grocery Purchasing Program (GPP)

Purchased Products Available at 50% of Our Cost Through June 30, 2023

<table>
<thead>
<tr>
<th>1. Cereal</th>
<th>6. Canned Tuna</th>
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</thead>
<tbody>
<tr>
<td>3. Chicken drumsticks</td>
<td>8. Yogurt-shelf stable</td>
</tr>
<tr>
<td>4. Whiting Fish</td>
<td>9. Chicken Noodle Soup</td>
</tr>
<tr>
<td>5. Milk-shelf stable</td>
<td>10. Jelly</td>
</tr>
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Network Advisory Council Launches This Month

- One way Connecticut Foodshare will solicit feedback
- Meets quarterly to provide insight on major initiatives, starting in January 2023
- Competitive process: 25 applied, 15 selected representing different program sizes, populations served, and geographies
- Members will begin with a one-year commitment with opportunity to renew
- Membership to be re-assessed annually with potential to add members from additional communities
2023 Network Advisory Council Members

1. Ann Kathi Peterson, Daily Bread Food Pantry, Putnam
2. Chelsea French, TEEG, North Grosvenordale (Thompson)
3. Christa Goodwin-Babka, Hebron Interfaith Human Services, Hebron
4. Dona Ditrio, New Opportunities of Greater Meriden Operation Pantry, Meriden
5. Duncan Lawson, Neighbor to Neighbor, Greenwich
6. Isamar Rodriguez, Ann B Clark Co-op, East Hartford
7. Jenilyn Djan, ECC Food Pantry, Waterbury
8. Jill Corbin, St. Vincent de Paul Place Norwich Inc., Norwich
10. Kathleen Souvigney, Enfield Food Shelf, Inc., Enfield
11. Kristin Jones, Guilford Food Pantry, Guilford
12. Linda Hutchings, Community Action Agency, Danbury
13. Mike Whiting, Bridgeport Rescue Mission Food Pantry, Bridgeport
14. Rick Wood, Bethlehem Food Bank, Bethlehem
15. Xiomara Colon, Iglesia Fuente de Salvación Misionera Pantry, Vernon
Order Ahead Webinar on February 15

• OrderAhead is an online grocery shopping tool, available for free from Feeding America, for food pantries to offer to their customers. It offers privacy, choice and scheduling convenience.

• Join us Wednesday, February 15, from 1-2 PM with presentations from:
  • Dianne Wortz, Feeding America
  • Rick Wood, Bethlehem Food Bank

• Register: www.ctfoodshare.org/OrderAhead
Online Ordering Training on March 2

- Need a refresher in online ordering?
- Join us Thursday, March 2, from 1-2 PM with Sherry Grant
- Register: [www.ctfoodshare.org/onlineorders](http://www.ctfoodshare.org/onlineorders)
- One-on-one support is available. Contact Cynthia Sandoval at 203-741-9073 or [csandoval@ctfoodshare.org](mailto:csandoval@ctfoodshare.org)