



Share My Meals



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2022


ANNUAL REPORT



Share My Meals



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Isabelle Lambotte
President & Co-founder

PRESIDENT AND CO-FOUNDER MESSAGE

Share My Meals was born in January 2020, when a group of Princeton residents identified how the problem of food insecurity could be addressed by recovering surplus meals from local corporations and redistributing them. I feel honored to be part of the organization that grew from this seed and to be able to share with you today our accomplishments.

In this report, you will read how we developed an efficient meal recovery food sourcing and delivery network; how we have grown over the last 2.5 years from delivering 39,000 healthy meals in 2020 to over 60,000 this year to more than 1,000 recipients in the Princeton area, including Montgomery, Lawrenceville, and Ewing; how we have increased our network of food donors to over 30; and how we plan to expand the program to other communities throughout the region.

We are particularly proud of the fact that, unlike most programs where expenses rise as the number of meals or clients served increases, our Meals Recovery Program has a declining cost per meal as more meals are served. Because the meals are donated, the primary expenses are the cost of program management and logistics, so with the program already in place, more meals can be recovered at little additional cost. And as we grow, these costs will continue to decline.

As I look back over the past two years, I am filled with pride and overwhelming gratitude toward our partners, staff, and volunteers whose hard work and commitment have made this possible. I want to personally thank each and every one of you for your time, dedication, and support over the last year, without you none of this would have been possible. You are all truly amazing.

OUR MISSION

To fight both food insecurity and the environmental impact of food waste by recovering and delivering healthy meals in local communities.

THE CHALLENGE

- 1 in 8 people in the US experiences food insecurity.
- 30% of the food produced in the US is never consumed.
- 20% of food waste is from prepared food but only 1% is recovered by donation.
- Food waste contributes:
 - 4% GHG emissions
 - 14% Freshwater use
 - 24% Landfill
 - 18% Crop use





OUR ANSWER

Recover meals from corporate institutional partners allowing us in 2022 to:

- Deliver up to 65,000 prepared meals to families and over 1,000 individuals in need.
- Deliver an average of 5,000 nutritious meals per month.
- Save 135 tons of carbon emissions.
- Development of a program that can be rolled out to other regions throughout the USA.

We could not have done any of this without

STAN

The STAN platform (Safety, Tracking, Allocation, and Navigation) is the technological backbone of our Meal Recovery Program (MRP).

We developed STAN to address the complex logistics of meal recovery and delivery.

STAN allows us to safely move the recovered meals from food donors to recipients while adhering to strict food safety protocols.

Meals are transported in barcoded reusable trays that are scanned at pickup and delivery so we know where they are at all times, and all data is tracked and reported in a dashboard so we know in real time how many meals are recovered and delivered as well as our impact on the reduction of carbon emissions.



2022 ACHIEVEMENTS

1. Progress to Distributing Mostly Recovered Meals.

On hold since the pandemic we successfully restarted the program to recover surplus meals from food providers instead of purchasing them. No other program in our region recovers prepared meals that would otherwise go to waste and delivers them directly to families in need.

2. We Grew Our Network of Food Donors.

From 3 donors in 2021 to over 35 by the end of 2022.

3. We Delivered 65,000 Healthy Prepared Meals.

An increase of 18% from the 55,000 delivered in 2021.

4. We've served +1,000 individuals per month.

Either direct to their home or through our 15 new community partners.

5. 65% of All Meals Served Were Recovered from Food Providers.

34,208 were recovered meals from our Meal Recovery Program. This saved the planet 100 tons of carbon emissions. The remaining 35% were purchased thanks to the Sustain & Serve program of the NJEDA, a governmental funding that supported our Buffer program.

6. We Grew Our Team.

As our operation grew so did the need to move beyond a purely volunteer workforce. By the end of 2022, we had recruited one full-time and nine part-time employees. A key objective of our program is inclusion and a number of our paid staff have come from the communities we serve.

7. We Expanded Our Outreach.

From our original footprint of Princeton, Montgomery, Lawrenceville, and Ewing, we started serving families in need in Somerville, Bridgewater, and Trenton by strengthening and developing new partnerships with community partners.

IMPACT OF SHARE MY MEALS

For our recipients

"My name is Vanessa and my family has been a part of the Share My Meals program for almost 4 months now. I heard of the program from one of my international friends who also takes part in SMM. The SMM staff has not only been very helpful to me and my family but also gracious. Everything we received was fresh, tasty and delicious.

Since my father suffered a stroke in July it put my family in financial trouble. The Share My Meals team helped accommodate my diabetic father by prioritizing him to receive salads and veggies. Share My Meals is a great program and my family and I appreciate the hard work the staff and planners put in."

Vanessa Solivan



For our meal donors

"The process with Share My Meals is simple. It literally takes five minutes out of our day. Our employees buy in, we buy in, we help out Share My meals and the families throughout the Princeton area as well."

David Boyle, Chef at Sodexo



For our community partners

"Share My Meals has been a pleasant surprise with how easy the process is for us and the quality of the foods they bring is very good. Our recipient in the program enjoy the snacks as well as the meals and our staff appreciate the time saving that some of the meals offer. It lets them focus more time on our program. Thanks to everyone involved with all the hard work feeding as many people as we can."

Anchor House, NPO partner

For our volunteers

"I like feeling as if I'm doing something useful and not just sitting on my hands hearing about food insecurity in the world. This is a feel-good, useful effort that helps the community."

Kathy Ales

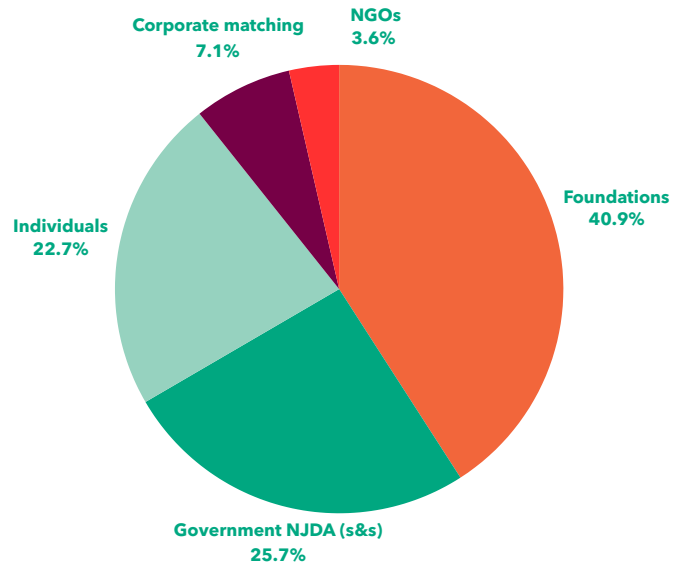


FINANCIAL SUMMARY

2022 OPERATING REVENUE

TOTAL : \$669,470

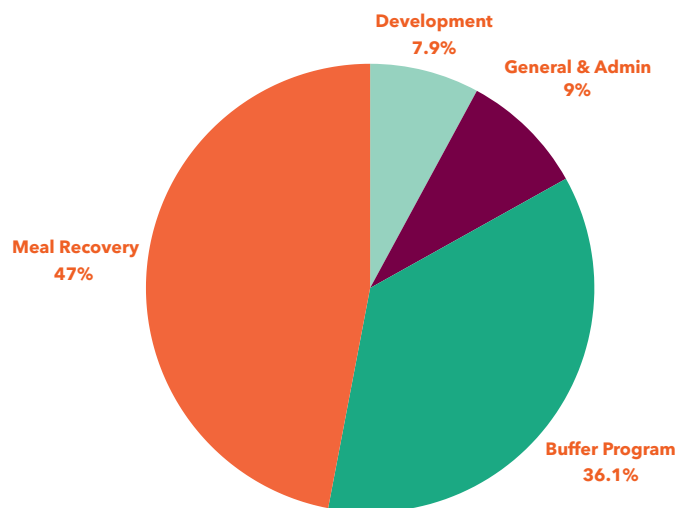
- Individuals: \$152,250
- Government NJEDA (S&S): \$171,951
- Corporate matching: \$47,769
- NGOs: \$24,000
- Foundations: \$273,500



2022 OPERATING EXPENSES

TOTAL : \$521,461

- Meal Recovery Program : \$245,141
- Buffer Program: \$188,192
- General & Admin: \$46,975
- Development: \$41,153



LIST OF DONORS

OVER \$50,000

New Jersey Economic Development Authority
Novo Nordisk Foundation

\$15,000 - \$50,000

Individuals & Family Foundations

The Blinder Family Fund
The George H. and Estelle M. Sands Foundation
Giovanni Caforio & Isabelle Lambotte

Other Foundations

Bristol-Myers Squibb Foundation
The Merancas Foundation
Princeton Area Community Foundation

\$5,000 - \$14,999

Individuals & Family Foundations

Jodi Sarda
Pinky Doshi
The Ryan Family Foundation
Ryan Rossitto

Other Foundations

BlackRock
The Darby Foundation
Firmenich Foundation

\$1,000 - \$4,999

Individuals

Alain Masson
Aline Haynes
Barbara Cuneo
Brian Zack
Carlo Nalin
Els and Peter Paine
Francois Maisonrouge
Helene Lanctuit
Jean Loup Rolland
Joshua D. Wilton
Juan Manuel Luis Ros
Karen Lemon
Laurent Mialhe
Samina Kanwar

Foundations & Companies

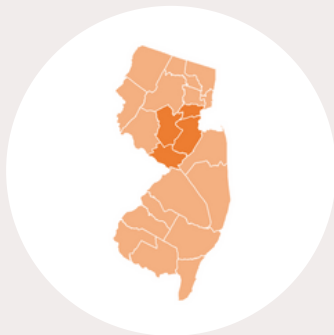
Arbitrage Capital
The Atkins Family Foundation
CBIZ Borden Perlman
Church and Dwight Employee Giving Fund
Dorothea van Dyke McLane Association
Great Meadow Farm & Market LLC
Jewish Community Foundation
Johnson & Johnson
Kristine's
Paul and Anne Disdier Fund
PNC Bank
Princeton United Methodist Church
Rosey Red Enterprise
Sasa Demarle Inc.
Studio One60
Unitarian Universalist Congregation of Princeton
Whole Foods

FUTURE GOALS



Progress to Distributing Mostly Recovered Meals

A target of 60,000 meals for 2023 or 5,000 meals per month which would save 295 tons of carbon emissions.



Increase Outreach to Additional Communities

Densify our presence in Mercer and Somerset counties especially in Trenton. Initiate outreach into Middlesex, Union and Camden.



A Global to Local Expansion Strategy

Leveraging the partnerships already established with large food donors such as Sodexo to recover meals in additional locations where there is a need. At the same time, restructuring the model to deliver to community partner organizations instead of directly to recipients to reach more people.



Enhance our Technology to Streamline Our System

Through a pro bono project with Accenture, our aim is to move away from a complex technology platform set-up utilizing 7 different apps to a one end-to-end CRM platform on Salesforce to manage our logistics, our communication with our food donors and volunteers, and the allocation of the surplus meals.