

2023

ANNUAL REPORT



Share My Meals



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Isabelle Lambotte
Chair & Co-Founder

CHAIR AND CO-FOUNDER'S MESSAGE

I would like to take this opportunity to thank you for your interest in Share My Meals (SMM) and to provide a brief update on our operations. As we conclude our fourth year, Share My Meals has reached an exciting juncture. Having developed a successful and sustainable meal recovery program backed by our proprietary technology, we are ready to build on this foundation to achieve our major objective: making meal donation the norm for food service organizations across New Jersey.

In 2023 we extended our reach further into the state, recovering 62,000 meals, 75% more than in 2022, saving 83,299 pounds of food waste, and preventing 294,539 pounds of CO² eq emissions.

Looking forward to 2024, a major development for SMM will be operating as a founding member of The Meal Recovery Coalition (MRC). The MRC is a coalition of organizations that will work with state and local governments, volunteers, and community

service groups to tackle food insecurity and the environmental impact of food waste across New Jersey.

The recovery of prepared meals will be its model and our technology platform will play an integral part.

Through the combined power of the MRC, the goal is to recover 500,000 meals annually by 2026, an increase of 850% over our 2023 results. It is a huge target, but working together we can do it.

However, none of this could have been achieved without our staff, volunteers, non-profit partners, corporations, and institutions that supply and deliver the meals. As a Co-founder and Chairman of Share My Meals, I want to express how grateful and proud I am of each and every one of you. You are the lifeblood of our operation; without you, none of this would have been possible. Thank you for making our vision become a reality.



Hélène Lanctuit
Chief Executive Officer

CEO'S MESSAGE

Having served on the board of Share My Meals since October 2021, I was delighted to become CEO in September 2023, a position where I can have direct impact on the growth and direction of the organization. With fifteen years of experience in corporate and environmental sustainability, including measuring and minimizing food waste across the value chain at Nestlé, I can see the enormous value in Share My Meals' dual mission and innovative approach.

One of my primary focuses has been to prepare the organization for growth through organizational excellence and through closer collaboration with our existing partnerships and the establishment of new ones.

There is so much untapped potential in prepared food recovery and we have found that corporations, restaurants and other establishments are eager to play a positive role in their neighborhoods. We can provide that link which enables them to reduce their food waste and decrease their environmental footprint. This is especially important now, when the rising cost of living is driving an even greater need for regular access to healthy food. Together we can make this a reality and I am delighted to be part of it.



WHO WE ARE

Founded in January 2020, Share My Meals is a nonprofit organization based in Princeton, New Jersey, and active across New Jersey. We are dedicated to addressing food insecurity and the environmental impact of food waste by recovering and delivering healthy meals to local communities.

THE CHALLENGE

To reduce:

- The 10% (more than 0.9 million) of New Jersey's population who experience food insecurity
- The 40% (1.9 million tons) of food that goes unsold or uneaten of which only 1% is currently recovered
- The 20% of food waste that originates from prepared food service providers
- The environmental impact of food waste which currently amounts to:
 - 4% GHG emissions
 - 14% Freshwater use
 - 24% Landfill
 - 18% Crop use



OUR UNIQUE APPROACH



● WE FOCUS ON PREPARED FOOD RECOVERY

We recover surplus healthy meals from commercial kitchens which we then deliver directly to those in need and to organizations supporting food-insecure populations.

● STAN

We developed a technology called STAN which stands for “Safety, Tracking, Allocation and Navigation”. This customized, integrated tech platform powered by Salesforce ensures the smooth, safe transfer of recovered meals from the point of preparation to the final consumer. The data collected provides food donor dashboards demonstrating the real-time impact on the environment and the community.

● REUSABLE CONTAINER ROTATION

We package the recovered food in reusable containers, each with a unique barcode integrated into the STAN system. This allows real-time tracking of every meal, ensuring food safety and reducing packaging waste.

● COMMUNITY-BASED MODEL

We build relationships with local food providers (corporations, universities, hospitals, caterers), volunteers, local distribution partners, and the families we serve, creating a sense of community partnership and an ecosystem of mutual support.

● VOLUNTEER DRIVEN

We cultivate and utilize a network of volunteers from the community, donor corporations, and sponsors who are integral to each stage of the operation from meal collection to distribution.





2023 ACHIEVEMENTS

Community Impact

- Delivered 72,000 meals across New Jersey,
- Served 1,200 people weekly through 25 community partners and directly to 60 families and 20 seniors,
- Mobilized 100 active volunteers including individuals from the Princeton area and the local corporations.

Environmental Impact

- Saved 83,299 pounds of food from being wasted,
- Prevented 294,539 pounds of CO² eq. emissions.

Operational Achievements

- With the aid of Accenture, developed and implemented STAN, our integrated technology platform enhancing our operational efficiency,
- Implemented the Corporate Volunteer Program in 4 local corporations: Bristol Myers Squibb, Campbell's, Johnson & Johnson, Novo Nordisk,
- 86% of all meals served were recovered (Meal Recovery Program). The remaining were purchased thanks to the Sustain & Serve program of the NJEDA (Buffer program).

Growth

- Extended our reach into New Brunswick, Summit, Morristown, Camden, East Hanover, and Florham Park to complement our operations in Trenton, Princeton and Somerville,
- Increased the number of local non-profit organization recipient partners from 15 to 25,
- Recovered 66% more meals compared to 2022, with a monthly growth of 15%,
- Expanded our team to 5 full-time and 4 part-time employees.

Partnership

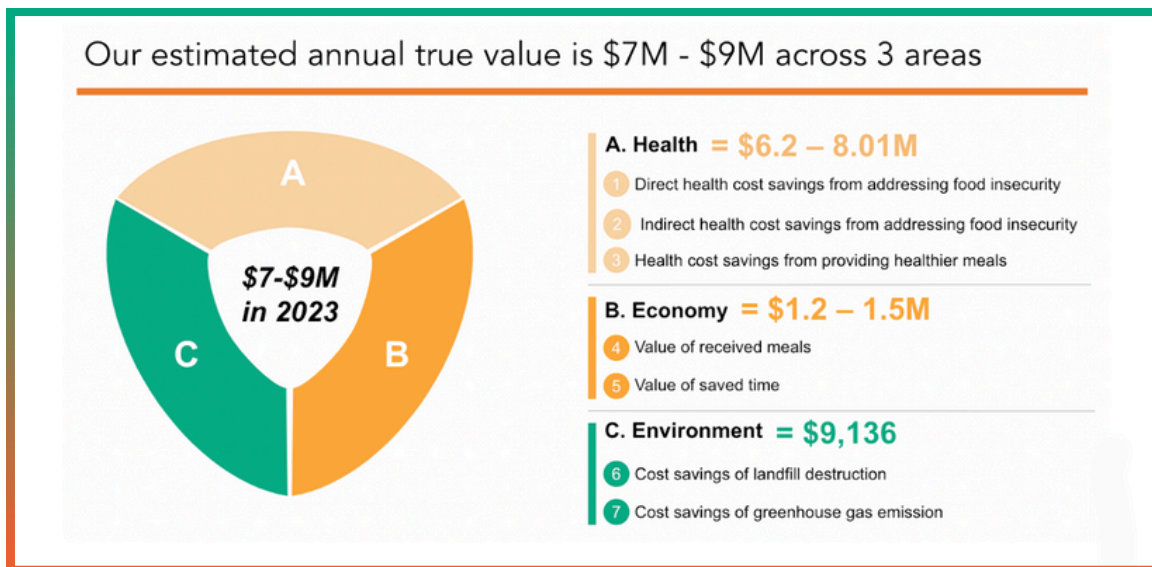
- Increased the number of food donors to 53,
- Established partnerships with two global food service providers, Eurest, Sodexo, and Flik to recover food from corporations and institutions they serve,
- Integrated new categories of food donors including educational establishments.



KEY STUDIES

Program Valuation by McKinsey

- Based on the total number of healthy meals distributed in 2023, the overall value of our Meal Recovery Program was estimated between \$7M and \$9M mostly coming from direct and indirect health cost savings,
- This corresponds to a total value of \$115 to \$147 per meal or \$14 to \$18 per dollar spent on program expenses,
- The distribution of the the overall calculated value is explained in the graph below.



Potential of Meal Recovery

- It is estimated that 5M prepared meals are recoverable for donation per year,
- This study was based on our own data of running the Meal Recovery Program for 2 full consecutive years and the mapping of all NJ sites (business cafeterias, hospitals, universities and caterers) servicing large amounts of people with food.

IMPACT OF SHARE MY MEALS

For our recipients

"My family has been part of the Share My Meals Program for 4 months now. 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. Share My Meals is a great program, and my family and I appreciate the hard work the staff and planners put in."

Anonymous, Princeton, NJ



For our meal donors

"I have been involved with Share My Meals since its inception and have watched the steady growth and life changing abilities of a few focused individuals as they have transformed this organization. The ability to provide healthy, fresh and nourishing meals for folks in need while simultaneously having a direct effect on waste reduction is truly miraculous."

"Witnessing the process weekly as one part of the complex system and the effects it has on all people participating throughout every stage is inspiring."

David Boyle, Senior Manager,
Culinary Corporate Services at SodexoMagic



For our community partners

"Food insecurity has become a bigger initiative post-COVID for Home of Somerset. We are now providing over 10,000 meals a year which has dramatically increased. The partnership with Share My Meals has been instrumental in being able to meet this dire need in the community. Being able to have fresh meals come ready prepared and ready to be passed on has helped our clients tremendously. It eliminates the barrier of not having the means to cook."

Alyssa Martini, Executive Director,
Home of Somerset County

For our volunteers

"Volunteering for Share My Meals and delivering food to families add a deeper layer of engagement and impact. It's not just about financial support; it's about being present, showing compassion, and actively working towards a solution to food waste and hunger in our community."

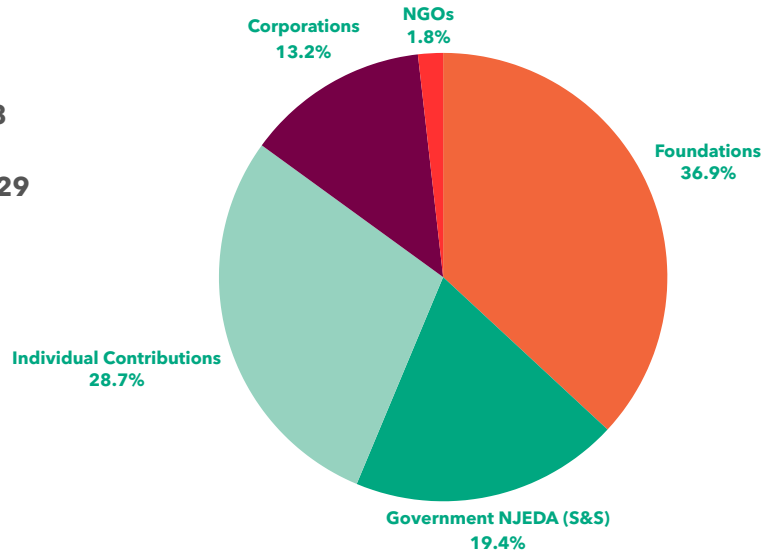
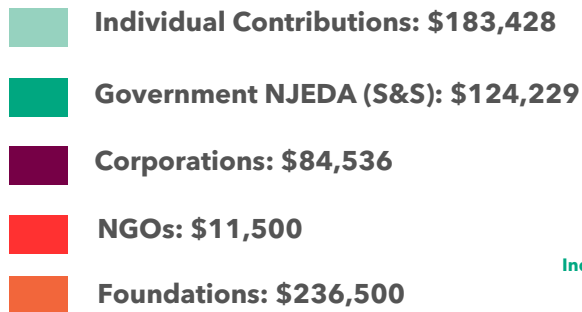
Ryan, Delivery Volunteer



FINANCIAL SUMMARY

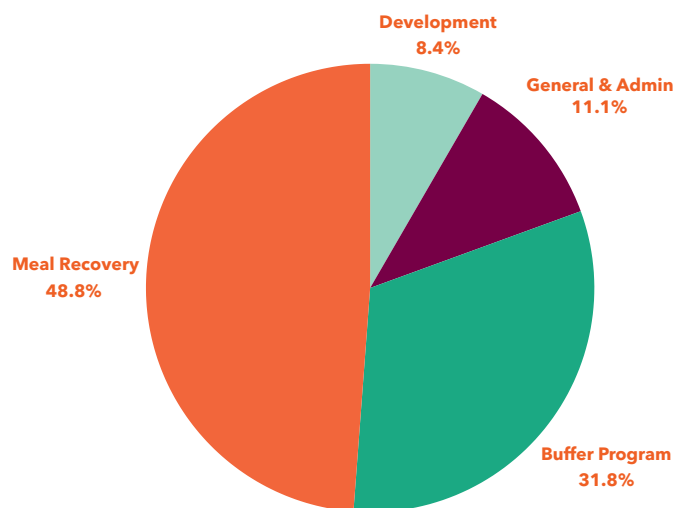
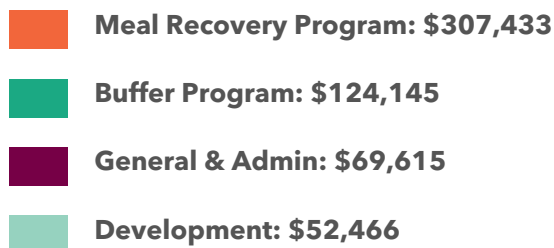
2023 OPERATING REVENUE

TOTAL: \$640,193



2023 OPERATING EXPENSES

TOTAL: \$553,659



LIST OF DONORS

OVER \$50,000

Bristol Myers Squibb
Novo Nordisk Inc.

\$15,000 - \$50,000

Individuals & Family Foundations

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

Other Foundations

The Darby Foundation
The Merancas Foundation

\$5,000 - \$14,999

Individuals

Hari and Mina Mahadevan
Jane and Stuart Henderson
Ryan Rossitto

NGO

United Way of Greater Mercer County

Other Foundations and Companies

The BlackRock Foundation
The Firmenich Charitable Foundation
Kristine's (JM Group)

\$1,000 - \$4,999

Individuals

Anne and Hervé Hoppenot
Barbara and Alan Cuneo
Bernie and Ann Flynn
Carlo Nalin
Els and Peter Paine
Ferris Olin
Fiona Capstick
Jill Mitchell
Jodi and Bruno Sarda
Karen Lemon
Lamberto Andreotti
Mark and Judy Sarvary
Melanie Clarke
Pierre Jacquet and Sabina Stampanoni
Rona MacInnes

Foundations

The Alperin-Sheriff Family Fund at the
Jewish Community Foundation of Greater Mercer
The Atkins Family Foundation
The Ryan Family Foundation

Companies

Callaway Henderson Sotheby's International Realty
Canal Vista Family Dental LLC
Great Meadow Farm & Market LLC
New Jersey Manufacturers Insurance Company (NJM)
NRG Energy Inc.
PNC Bank
WSFS Bank

FUTURE GOALS



Increase the Number of Recovered Meals

- Recover 110,000 meals in 2024, almost doubling the number in 2023,
- Recover 500,000 meals over the next 3 years in New Jersey through organic growth and strategic partnerships (Meal Recovery Coalition).



Launch the Meal Recovery Coalition

The Meal Recovery Coalition aspires to recover all available prepared meals in New Jersey, creating a revolutionary new food system that will improve food security and reduce the environmental impact of food waste.

It will strive to:

- Recover all available nutritious, prepared meals from large cafeterias and other food service organizations, preventing unnecessary landfill and building food security,
- Influence specific regulatory enablers of meal recovery,
- Make meal recovery the norm in New Jersey,
- Fostering collaboration and cooperation across private, nonprofit and government to address food insecurity and food waste,
- Create a model for national replication.



Increase Geographical Reach

- Take the SMM approach state-wide, by empowering others to replicate our program using our purpose-built technology,
- Densify operations in Mercer County, especially Trenton,
- Expand reach in Camden, Morris, Middlesex, Somerset and Union Counties,
- Develop a strategy to serve Newark for 2025.



Build Organizational Health and Sustainability

- Expand revenue sources to provide a more reliable income,
- Retain and hire an experienced, committed workforce.



Share My Meals



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