

2024

ANNUAL REPORT



Share My Meals



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Karen LEMON, Chair

CHAIR'S MESSAGE

As I reflect on this past year, I am deeply honored to step into the role of Board Chair for Share My Meals. The work we do is more critical than ever, as the need for access to nutritious food continues to grow across New Jersey. Families facing food insecurity are struggling with rising costs, and for many, a warm, prepared meal is more than just sustenance; it is comfort, dignity, and hope.

At Share My Meals, we believe in the power of nutritious, prepared meals to make a tangible difference in people's lives. In addition to traditional food assistance programs that provide raw ingredients, our meal recovery model ensures that families, seniors, and individuals in need receive ready-to-eat meals that are both healthy and convenient. These meals come from our valued food donor partners' cafeterias—corporations, schools, universities and hospitals—that share our commitment to reducing food waste and feeding our community. Together, we are transforming surplus meals into a powerful tool for change.

We also recognize the environmental impact of food waste. By rescuing meals, we not only assist those most in need in our communities but also contribute to broader efforts to reduce the environmental footprint of food waste.

This past year has been one of remarkable growth and impact. Thanks to the dedication of our team, volunteers, and partners, we have significantly expanded our reach, recovering and delivering twice as many meals across New Jersey. We have also launched the Meal Recovery Coalition (MRC), an initiative that unites our food donor partners with government entities and other nonprofit organizations to make meal recovery a standard practice statewide.

I want to extend my deepest gratitude to our incredible supporters—whether you are a donor, a volunteer, a partner, or an advocate. Your dedication fuels our mission and strengthens our ability to serve those in need.

Looking ahead, I am excited about the future of Share My Meals. With your continued support, we will build upon our successes, innovate new ways to fight food insecurity, and work toward a future where no meal goes to waste and no family goes hungry.

Thank you for being part of this journey.

A handwritten signature in blue ink that reads "Karen S. Lemon".



Hélène LANCTUIT, CEO

CEO'S MESSAGE

As we close another impactful year, I am grateful for the incredible community that makes Share My Meals possible. Our work would not be achievable without the commitment of our food donor partners, the trust of the nonprofit organizations we serve, the dedication of our volunteers, and the generosity of our donors. Together, we are creating a powerful movement to fight food insecurity and food waste in New Jersey.

In 2024, we made tremendous strides in our mission. We recovered 134,000 nutritious meals from over 70 food donor partners, including corporations, universities, private schools, and hospitals. Our network expanded to serve 2,000 individuals on a weekly basis through 29 nonprofit partners, while also supporting 70 families and 15 seniors with direct meal deliveries. Thanks to the dedication of 180 volunteers, we extended our reach to 11 counties and densified operations in Mercer County. We redoubled our operation capacity thanks to the introduction of our new technology platform on Salesforce.

Additionally, we launched the Meal Recovery Coalition (MRC) to make meal recovery the norm across the state. Our efforts not only provided nutritious meals to those in need but also contributed to environmental sustainability by preventing 353 metric tons of CO₂ emissions through preventing those precious meals from ending up in our landfills.

Looking ahead to 2025, our commitment is stronger than ever. The need for access to nutritious meals continues to grow, and we are scaling our efforts to meet this challenge. Our objectives for the coming year reflect both our ambition and sustainability. We aim to recover and distribute 240,000 meals, ensuring that surplus food reaches those who need it most. We will deepen our focus on underserved communities in Trenton, Camden, Newark, and New Brunswick where food insecurity remains a pressing issue.

Through collaboration with our MRC partners, we will work to establish meal recovery standards and drive policies that promote food security statewide. And finally, we will strengthen our partnerships and explore new funding opportunities to maintain and expand our work.

I want to extend my heartfelt thanks to everyone who has supported Share My Meals. Your involvement—whether through time, resources, or advocacy—fuels our mission and amplifies our impact. As we look to the future, I am confident that, together, we will continue to drive meaningful change for our communities.

A handwritten signature in blue ink, appearing to read 'Hélène', is placed below the text. In the bottom right corner of the page, there are decorative curved lines in orange and green.

WHO WE ARE

Founded in January 2020, Share My Meals (SMM) 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 nutritious meals to local communities.

We aspire to a world where everyone has access to healthy food and no food goes to waste. SMM provides a bridge between families needing food and food providers with excess to share.

Through this approach, we want to ensure that excess meals are used to their highest and best potential: to feed people in need.

THE CHALLENGE

To reduce:

- The 11.7% rate of food insecurity (more than 1.1 million residents) in New Jersey
- The 31% of food that goes unsold or uneaten each year in the U.S. of which only 2.9% is donated in New Jersey (according to [ReFED](#))
- The 25.1% of surplus prepared food that is going to waste in New Jersey (359k tons).
- The environmental impact of food waste which currently amounts to:
 - 4% Greenhouse gas emissions
 - 16% Freshwater use
 - 24% Landfill
 - 16% Crop use



OUR UNIQUE APPROACH



● FOCUS ON PREPARED FOOD RECOVERY

We recover and distribute nutritious meals and we deliver them directly to those in need and to organizations supporting food-insecure populations.

● STAN

"Safety, Tracking, Allocation and Navigation."
We developed STAN, a customized, integrated tech platform powered by Salesforce that ensures the smooth, safe transfer of recovered meals from the point of preparation to the final consumer. The data collected provides food donors with their real-time impact on the environment and the community.

● REUSABLE CONTAINER ROTATION

Recovered meals are packed in reusable containers, each with a unique barcode that is integrated into the STAN system. This allows for 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, schools, hospitals), 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.



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2024 ACHIEVEMENTS

COMMUNITY IMPACT

- 134,000 meals delivered across New Jersey.
- Weekly service to 2,000 people through 29 community partners and directly to 70 families and 15 seniors.
- Mobilized 180 active volunteers.

ENVIRONMENTAL IMPACT

- Saved 185,000 pounds of food from being wasted.
- Prevented 353 metric tons of CO₂ emissions emissions.

PROJECTS INNOVATION

- Piloted a workplace distribution model in partnership with Capital Health where 15 food-insecure families pick up meals from their workplace.
- Launched a new distribution program with the YWCA of Princeton and Princeton Nursery School to provide meals to families during kids pickup or drop-off.

OPERATIONAL ACHIEVEMENTS

- Fully migrated our technology platform STAN (for Safety, Tracking, Allocation and Navigation) to a Salesforce CRM ensuring the smooth, safe transfer of recovered meals from the point of preparation to the final consumer. The data collected provides food donor dashboards with real-time impact data on the environment and the community.
- Implemented two non-profit volunteering programs with Family Promise and Sparrow House.



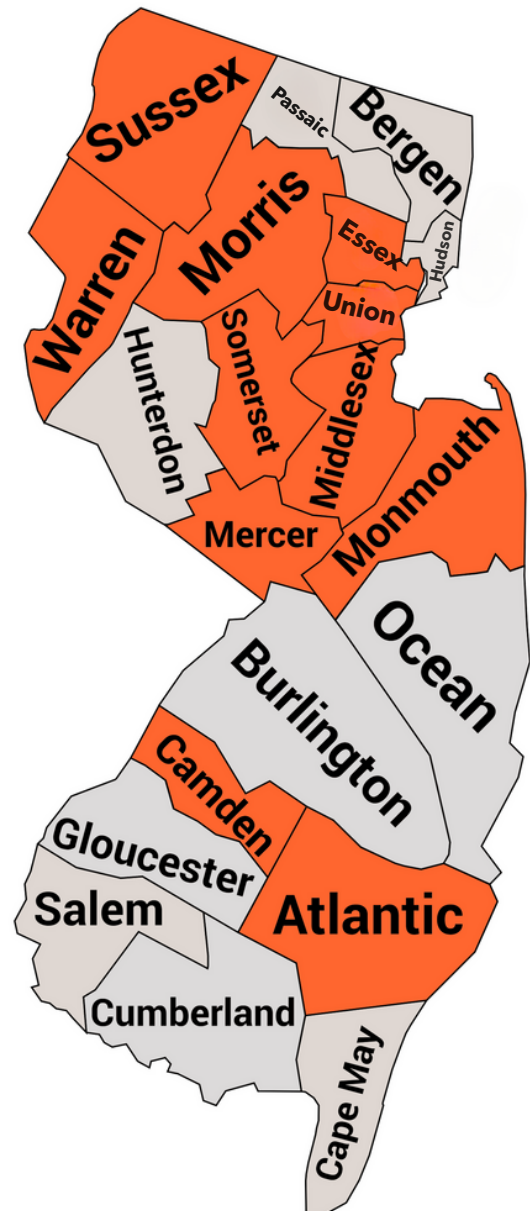
2024 ACHIEVEMENTS

GROWTH

- Extended our reach across 11 counties.
- Recovered 120% more meals compared to 2023.
- Expanded our team to 8 full-time and 7 part-time employees.

PARTNERSHIP

- Grew our network of food donors from 53 in 2023 to 76 in 2024, representing a 50% increase.
- Increased the number of local non-profit organization recipient partners from 25 to 29 working with organizations from different types and sizes.
- Expanded partnerships with global food service providers - Sodexo, Compass (FLIK, Eurest, Gourmet Dining, Fisd), Dartcor, and Pomptonian.
- Expanded relationship with private and public schools (including Morris School District, The Pingry School, Princeton Day School, The Peck School, and Seton Hall Prep).
- Launched the Meal Recovery Coalition, a groundbreaking alliance between corporations, hospitals, educational institutions, government entities and nonprofits which aspires to make meal recovery the norm in New Jersey, complementing existing food emergency initiatives.



 Active Counties

TECHNOLOGY

STAN, Our Innovative Technology Platform

At Share My Meals, innovation and impact go hand in hand. In 2024, we achieved a significant leap forward in our operations through the full deployment of STAN (for Safety, Tracking, Allocation, and Navigation), our proprietary technology platform developed in partnership with Accenture and which ensures the smooth, safe, and efficient journey of every recovered meal, from its point of preparation to the individuals, families, and nonprofit organization partners we serve.

STAN represents the backbone of our food recovery process, enabling us to recover, track, allocate, and deliver meals with precision and confidence. On **January 1, 2024**, we officially transitioned to **Salesforce** as our unified platform, allowing us to consolidate nine previously disconnected systems into one seamless, secure, and scalable solution.

We introduced a new **volunteer mobile app** simplifying how volunteers onboard, navigate delivery routes, and report key data in real-time. This digital transformation empowers our team and volunteers to work smarter and faster, freeing up resources, minimizing errors, and maintaining the highest standards of food safety.

KEY BENEFITS OF THE STAN PLATFORM

Food Safety Assurance

STAN tracks each meal container in real time, monitors how long the meals have been transported for safety compliance, and triggers alerts if food safety thresholds are compromised, guaranteeing that 100% of meals are delivered safely.

Operational Efficiency

Our team has reduced manual workflows and freed up 40% of operational resources, allowing us to focus on what matters most, feeding communities in need.

Double the Impact

With the help of STAN, our meal recovery capacity doubled in the past year, and food waste was cut by 50%.

Data Security and Scalability

The Salesforce-based STAN platform provides robust data protection, advanced authentication, and full auditability, giving us a strong foundation to scale.

RESULTS AND REACH IN 2024:

- ☒ Over 10,000 meals recovered and delivered each month
- ☒ Steady 20% monthly growth in our food rescue efforts
- ☒ 10-15 new volunteers trained monthly
- ☒ 5-10 new food donor or nonprofit partners onboarded monthly

TECHNOLOGY

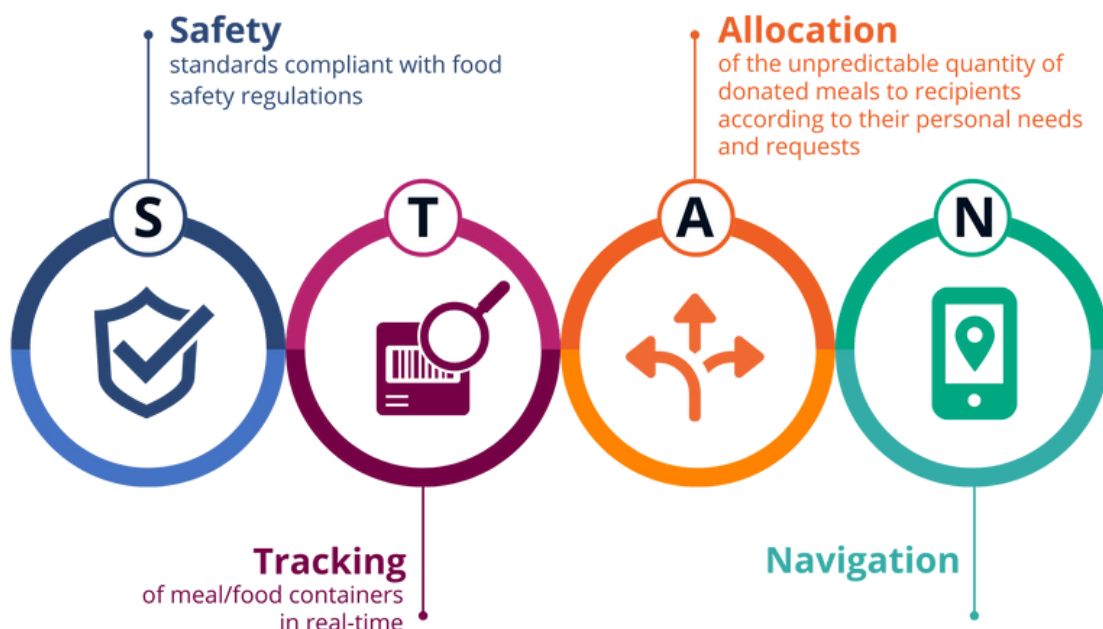
In November 2024, Share My Meals participated in the **Salesforce World Tour in New York City**, sharing how the integration of Salesforce and AI technologies is transforming our daily operations. Through tools like Agentforce, we are exploring ways to **automative administrative tasks**, reducing the workload for our regional operations associates and improving how we coordinate volunteer opportunities. These innovations are already having a measurable impact: since implementing Salesforce, we have doubled the number of meals we manage each month, with the potential to grow even further thanks to AI.

As **Victoire Cleren**, our Chief Technology & Operations Officer, explains: "At launch, we managed operations across nine platforms, it was too manual to scale. We partnered with **Accenture** to build a unified, secure **Salesforce** CRM tailored to our needs. Now, volunteers use one app, stakeholders access real-time data, and our team operates from a centralized system. It's been an incredible journey, we are grateful to the Accenture team for making it possible."

And **Eszter Koos**, our Operations Director, adds: "Having an integrated platform like Salesforce, combined with emerging **AI capabilities** is a game changer for our operations. We can now focus more on strategic decision-making and less on repetitive tasks. This means we are delivering meals more efficiently and reaching more families every single day."

We are deeply grateful to our partners Salesforce and Accenture for helping us make this vision a reality. Together, we are setting a new standard for how technology can enable us to scale our mission, and serve more families in need in our community.

STAN PLATFORM



MEAL RECOVERY COALITION

OVERVIEW

A statewide partnership led by Share My Meals, the Meal Recovery Coalition (MRC) was founded in 2024 to raise awareness of and enable meal recovery as a critical complementary food source. The MRC convenes cross-sector leaders to strengthen the infrastructure, visibility, and community trust needed to make meal recovery the norm in New Jersey.



WHY

5 million meals are estimated to get wasted every year in New Jersey, while nearly one million residents face food-insecurity due to a lack of reliable access to sufficient affordable and nutritious food. Prepared food is an essential addition to emergency food programs and a vital resource to help other human service nonprofits achieve their core missions.

GOALS

To make meal recovery the norm, we are:

- Improving capabilities for meal recovery
- Raising visibility of meal recovery to capture every available meal
- Improving logistical pathway for reaching more people experiencing food insecurity through partnership and collaboration
- Creating a scalable model for others to implement



MRC SPONSORS



MRC CORPORATE MEMBERS



MEAL RECOVERY COALITION

The MRC is now supported by seven corporate members: Bristol Myers Squibb, Campbell's Foundation, Capital Health, Johnson & Johnson, Novartis, Novo Nordisk, and Sanofi.

MRC LAUNCH EVENT - SEPTEMBER 18, 2024

Thanks to the support of its sponsors Rutgers Cooperative Extension Department and NJEDA, the MRC successfully launched last September. A total of 125 guests, coming from the corporate, institutional and public sector, united to celebrate this innovative Coalition. This event was an opportunity for stakeholders to come together to discuss what the MRC's priorities should be.

The MRC was honoured to receive the endorsement of Governor Phil Murphy, Speaker Craig Coughlin and Mark Dinglasan, Head of New Jersey Office of Food Security Advocate.



www.mealrecoverycoalition.org



IMPACT OF SHARE MY MEALS

FOR OUR RECIPIENTS

"Thank you for providing this amazing food donation service for my family. It is truly a GIFT. The program has helped to relieve some of the financial strain of weekly grocery trips. It has also helped me to be able to spend more time with the care of family members, as the meals are ready to eat, saving me prep time, allowing me to breathe... Working twelve-hour shifts makes it quite difficult to get dinners out in a timely fashion at home most nights, and then there is the cleanup time for washing dishes. There are not enough hours in the day. You've given me the opportunity to spend more time with my loved ones, connecting, and building stronger bonds, and caring for their needs. Thank you, from my heart."

~ Anonymous recipient



"I really want to thank you so so much for the support in my difficult time but now I want the food to go to someone who needs it more than me. Thank you."

~ Anonymous recipient



FOR OUR MEAL DONORS

"At Peck, our students enjoy nutritionally balanced family-style meals. To help prevent food waste, we teach our students the importance of only taking what they need during each meal. The partnership with Share My Meals ensures that the small amount of unused food we have each week can be given to an organization within a community where we have Peck student representation. We are leading by example to create a more sustainable future that's focused on helping others."

~ Cymone Williamson,
Director of Community Connections & Belonging
The Peck School



"Share My Meals has given us a sustainable, technology-driven, local, and cost-effective platform to simplify food recovery. It's incredibly rewarding for my team to use our resources to help address food insecurity in our community."

~ Matt Watkins, General Manager
FLIK at Bayer

"Looking around the kitchen and seeing the smiles and positive energy coming from my staff just after a food donation pick up says everything. They take a lot of pride and self-satisfaction knowing that they're not only taking care of the community here [...] but, helping the community around us and hopefully putting a smile on someone who truly needs and appreciates the wonderful food that they're receiving. Doing this on a weekly basis makes all of us feel we're being responsible/ respectful individuals in our community."

~ Scott Jordan, Food Service Director
SAGE Dining



FOR OUR COMMUNITY PARTNERS



"I am happy to report that week one and week two were a great success. The food presentation, variety of selections, delicious spread, and the care of the delivery made Safe & Sound grateful to be a part of this program. Our families were gracious to receive the delightful meals and even more thankful for the love and care that was poured into the packaging. Your hospitality and amazing food choices have made Friday evenings truly special for a family style meal which will create wonderful memories for families. Thank you for all you do, and the kindness you have shown to our families through Share My Meals."

~ Safe + Sound

"Beginning World Changers have been fortunate to work with Share My Meals going on 2 years in receiving donations of food for the homeless and the community of clients we serve. The food that we have been receiving from RWJUH in the last years has provided meals to the homeless and low income families that has been such a blessing. The food donation has been a great selection that our clients have really enjoyed and put smiles on their faces as some not knowing were their next meal will come from."

**~ Frank Cunningham, President
Beginning World Changers**



"We are so incredibly grateful for the support, and it's going better than expected. Because we are receiving some types of food we haven't received in the past, the folks we serve in Newark have been so excited and thrilled to have such a great variety of meals. In such a short time, our team has noticed a shift in joy and an uplifting of spirits when we are serving. We are just loving all the donated food, and more importantly, the folks we serve are absolutely loving it. It's been super fun to make up meals from the trays we receive and how creative we can be with them."

**~ Nora Adam, Chief Executive Officer
Sparrow House Outreach**

"At HomeFront, our partnership with Share My Meals often supports families experiencing homelessness living in our family shelter. The nourishment is appreciated, of course, but I wish that everyone on the team at Share My Meals could see the joy and comfort that it provides beyond just the meal or snack. The love and care of all the team that makes this possible is apparent to everyone touched by this incredible generosity and we are incredibly grateful."

**~ Sarah Steward, Chief Executive Officer
HomeFront NJ**



FOR OUR VOLUNTEERS



"My favorite thing about Share My Meals is that everybody feels that they're getting the best part of the deal. You see how happy it makes the chefs, you see people from the businesses and employees feel proud, you see the smiles of the members of the families receiving the food. If you want to feel a connection to your community, volunteering with Share My Meals is the best way to do it. And you feel your impact right away!"

~ Jodi Sarda

"I'm incredibly impressed with the commitment to innovation and expansion from the staff and leadership at Share My Meals as well as the dedication of the volunteers."

~ Hilary Gehman



"It's like shelter, food is very essential. It touches me very much because I am a nutritionist. So for me, having nice quality food, cooked food makes a big difference [...]. One day with my partner we were in Bridgewater. We had this lady calling at 8:30am and there was a waiting list. This is the first time I realized that those people they need us, they are calling in advance and they rely on us. So the day I don't feel motivated or tired, or whatever, I still go."

~ Florence Brudi

"There is something really special with Share My Meals. Before when we had volunteers making meals 90% of what they made was pasta. Here [at Share My Meals] we get meals shaking, we're getting broccoli, steaks, eggs. We got scramble eggs one week, tons of scramble eggs. They are so appreciative of our friends down there. They really enjoy the food that we bring. So we want to thank you [Share My Meals]."

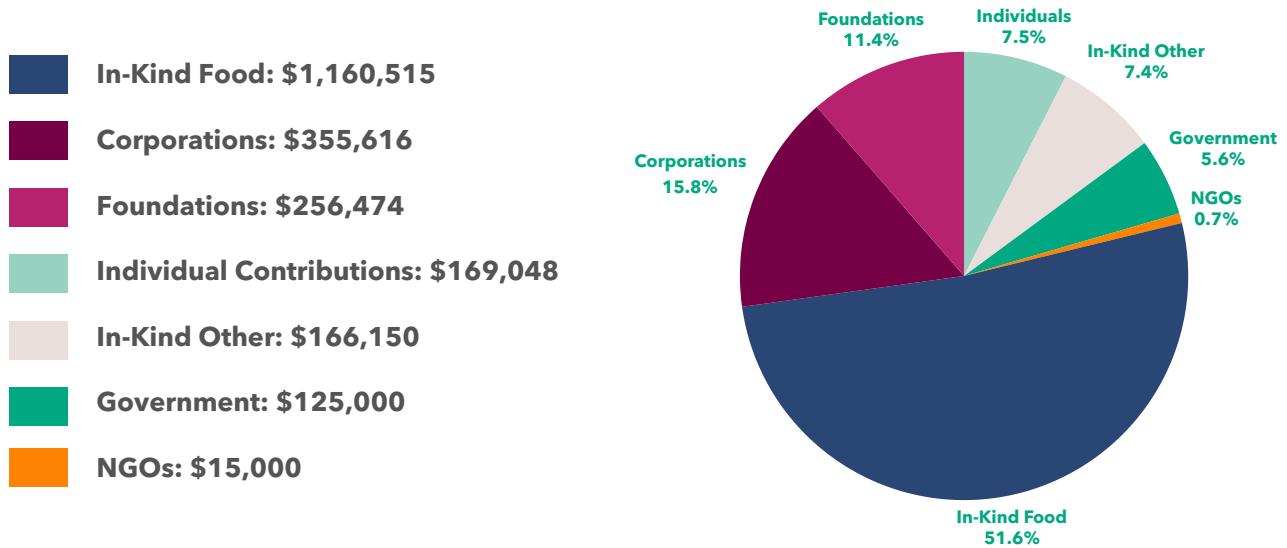
~ Sparrow House Outreach Volunteer



FINANCIAL SUMMARY

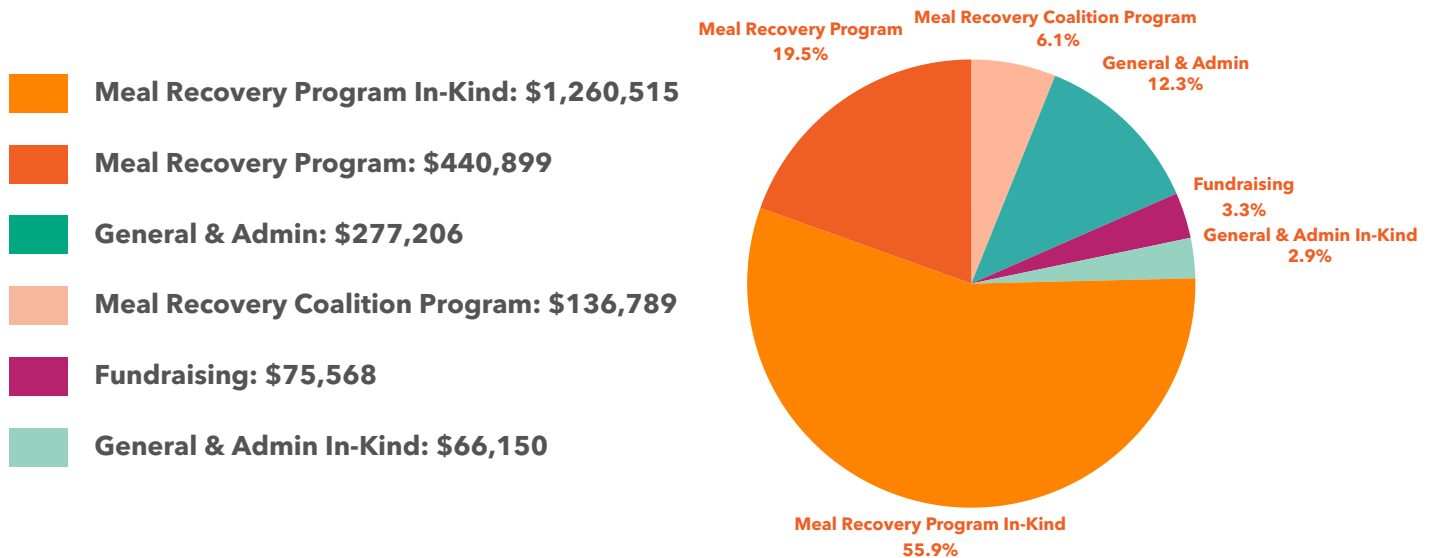
2024 REPORTED INCOME

TOTAL: \$2,247,803



2024 FUNCTIONAL EXPENSES

TOTAL: \$2,257,127



LIST OF DONORS 2024

OVER \$50,000

Government

New Jersey Economic Development Authority (NJEDA)

Individuals

Isabelle Lambotte and Giovanni Caforio

Corporate

Johnson & Johnson
Novartis
Novo Nordisk Inc.

IN-KIND

Business Partners

Accenture
McKinsey
LEK Consulting

\$15,000 - \$50,000

Corporate

Bristol Myers Squibb
Campbell's
Sanofi

Foundations

The Blinder Family Fund
The Burke Foundation
Darby Foundation
George H and Estelle M Sands Foundation
Merancas Foundation, Inc.
Nestlé Health Science Foundation

NGO

Mercer Street Friends

\$5,000 - \$14,999

Corporate

Alton Aviation Consultancy
Capital Health

Foundations

Community Foundation of New Jersey / Mercer Foundation Fund
BlackRock Foundation
David & Minnie Berk Foundation
Firmenich Charitable Foundation
The Thompson Family Foundation, Inc.

Individuals

Carolyn (Ryan) Healey
Cathy Cutright and Randy Larrimore
David and Ginger Barrow
Jane and Stuart Henderson
Melanie and John Clarke
Ryan Rossitto
Sabina Stampanoni and Pierre Jacquet
Srikrishna Ramakarthekeyan and Vidhu Singh

\$1,000 - \$4,999

Corporate

Axens
Great Meadow Farm & Market LLC
HTI
Jefferies
Kristine's (JM Group)
L.E.K. Consulting
PNC Bank
Vohra Wound Services
Whole Foods
WSFS Bank

Foundations

Bryn Mawr Trust - WSFS
Lillian Schenck Foundation - PNC Trust
OceanFirst Foundation
Project DASH
Sodexo Stop Hunger Foundation

Individuals

Alperin-Sheriff Family Fund at the Jewish
Community Foundation of Greater Mercer
Anne and Paul Disdier
Anne VanLent - Fund of the Princeton
Area Community Foundation
The Atkins Family Foundation
Bernie and Ann Flynn
Barbara Cuneo
Carlo and Dianne Nalin
Celine Raffray
Elizabeth and Gregory Samios
Els and Peter Paine - Fund of the Princeton
Area Community Foundation
Harris and MacInnes Fund
Jane James - Fund of the Princeton Area
Community Foundation

Jatin Shah
Jodi and Bruno Sarda
Judy and Mark Sarvary
Lisa McCormick Lavery
Kathy Ales and Richard Levine
Geena Davis Padayattil and Siby
Vadakekkara
Karen Lemon
Macarena Begona de Torres Garcia
Mary K Dolan
Rachel and Mark Herr
Urvi Doshi
Zvili - Fund of the Princeton Area
Community Foundation

FUTURE GOALS



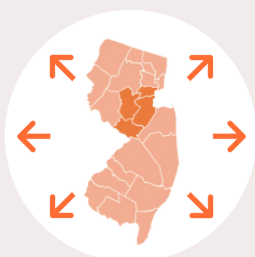
Increase our Impact

- Recover 240,000 meals in 2025, almost doubling our 2024 recoveries
- Collectively recover one million meals in New Jersey by 2026



Advance the Meal Recovery Coalition

- Establish meal recovery as a safe, innovative, and cost-effective solution to feed those experiencing food insecurity while reducing the amount of food wasted
- Develop standards for meal recovery
- Advocate to make meal recovery the norm in New Jersey
- Onboard more corporate members and collaborate on projects with coalition members and operational partners, including food service providers, nonprofits, and peer organizations
- Develop PR campaigns



Increase our Geographical Reach

- Deepen our expansion across New Jersey, focusing on identified food deserts, particularly in Trenton, Camden, New Brunswick and Newark
- Seek separate funding and partnership opportunities to pilot the Meal Recovery Program in adjacent states like Pennsylvania and New York
- Search for like-minded partners to replicate our model in states where we have meal donor connections



Organizational Health and Sustainability

- Pilot new revenue models with food donors
- Access larger foundation and government grants through the MRC
- Perform financial audit
- Rigorously manage our budget (+80% from 2024)



Refine Our Distribution Model

- Implement an agile toolbox of solutions for the timely recovery of surplus meals
- Implement our volunteer strategy
- Partner with community and last-mile organizations to optimize distribution pathways (MRC)



Share My Meals



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