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Foundation For Essential Needs

Statewide Food Sourcing Data Insights

January - June 2025

Welcome

Presenters for Today:

- Kate Burggraff, Executive Director
- Katie Bull, Director of Programs
- Jenny Moore, Program Coordinator

In the chat, please share:

- Name & Pronouns
- Organization & Role
- Share a highlight of the last year at your food shelf.

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About FFEN

Foundation for Essential Needs (FFEN)

- Statewide Nonprofit
- Free Consultant for Minnesota Food Shelves
  - Food sourcing and shopper data insights for impactful programming and budgeting
  - Onboarding and training for effective food shelf leadership and succession planning
  - Tailored project-based consultation

Thriving communities require strong and stable food shelves, able to respond effectively and efficiently to the unique needs of local neighbors

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Agenda

FFEN's Strategic Food Sourcing:

- Service Overview and Updates

January - June 2025 Data Set Description:

- Numbers, Characteristics, Geographic Mix

January - June 2025 Insights:

- Food Sourcing Metrics and Discussion

Sign up to see your Food Shelf Data!

- Consult Process
- Next Steps

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Strategic Food Sourcing Service

Why?

- Demand for food is increasing
- Food sourcing environment is constantly evolving
- Data-informed budget, sourcing and program decisions for increased impact and sustainability

Participating Food Shelves Receive:

- Site-specific Food Sourcing Report every 6 months
- Individual consultation to review site-specific metrics
- Food Sourcing Insights across full data set, program characteristics, and food sourcing regions
- Qualitative Themes Report following consultations

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Jan - June 2025: Context Setting

What do we know about this timeframe?

What was happening in our programs and the hunger relief sector?

Items of Note:

- Increased uncertainty in federal funding for food and food programs
- Changes to TEFAP Funding - CCC stream cancelled
- 2025 Minnesota Food Shelf Manager Survey
- Increased worry in certain communities about accessing services

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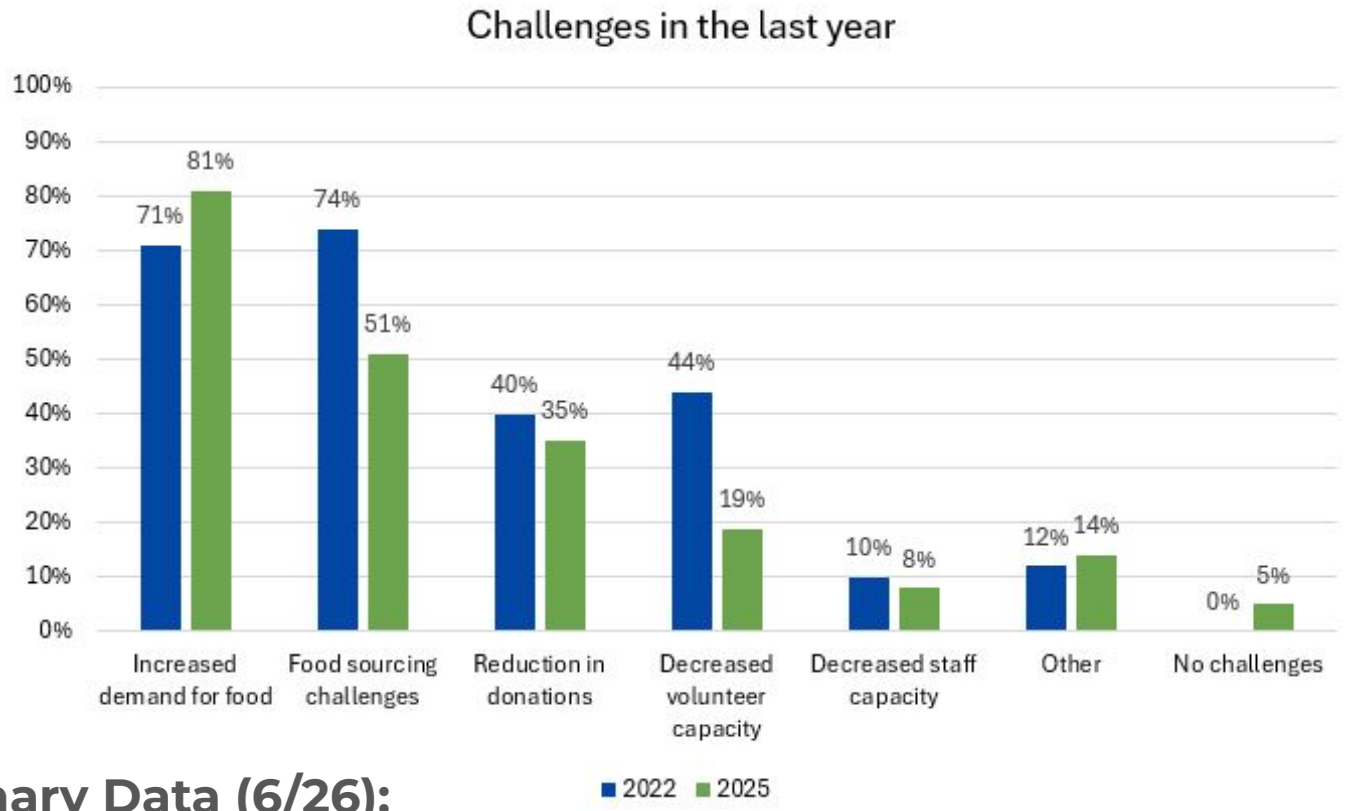
2025 MN Food Shelf Mgr Survey



Preliminary Data (6/26):

- What changes or challenges has this food program experienced in the last year? Select all that apply.

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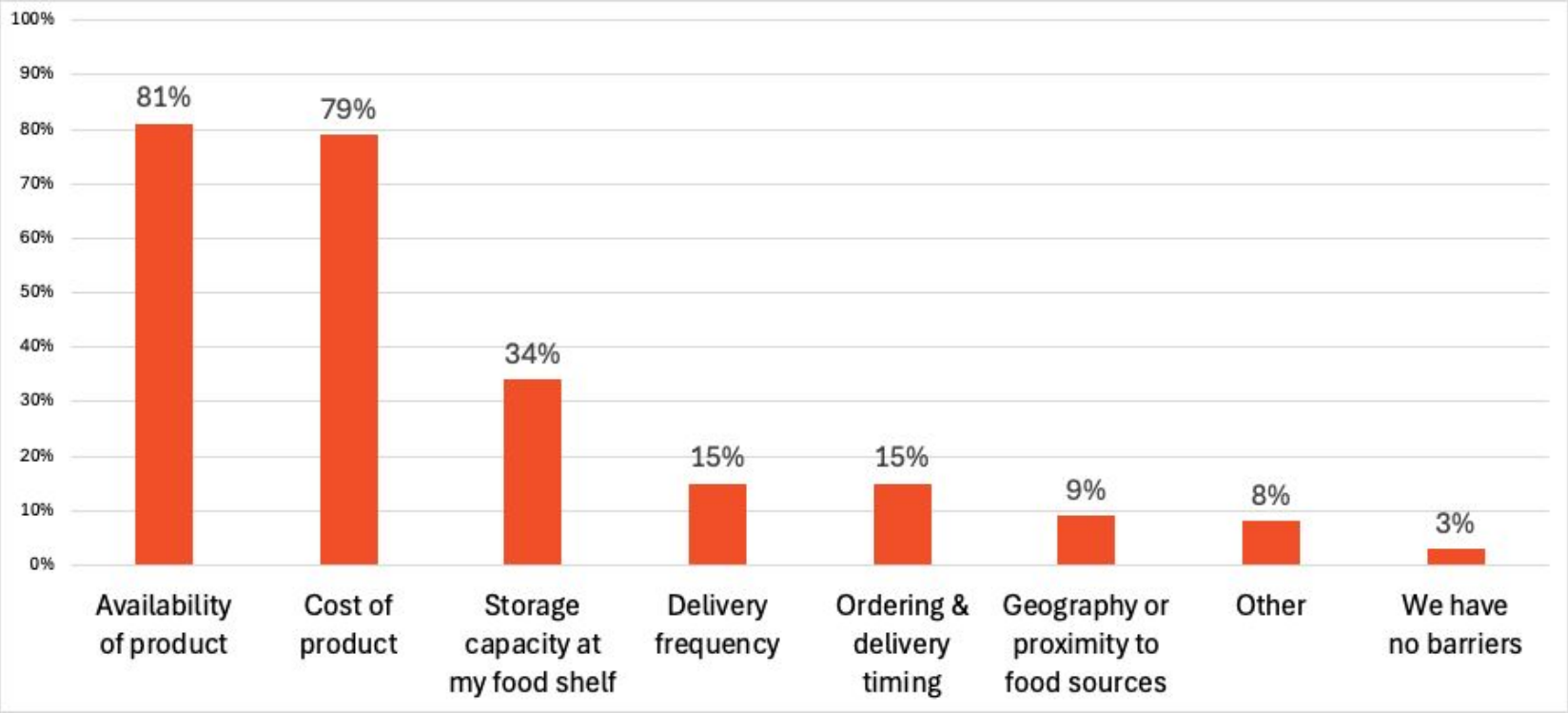
2025 MN Food Shelf Mgr Survey



Preliminary Data (6/26):

- What are the barriers for this food program to consistently source these most important foods from any food source? Select your top 3.

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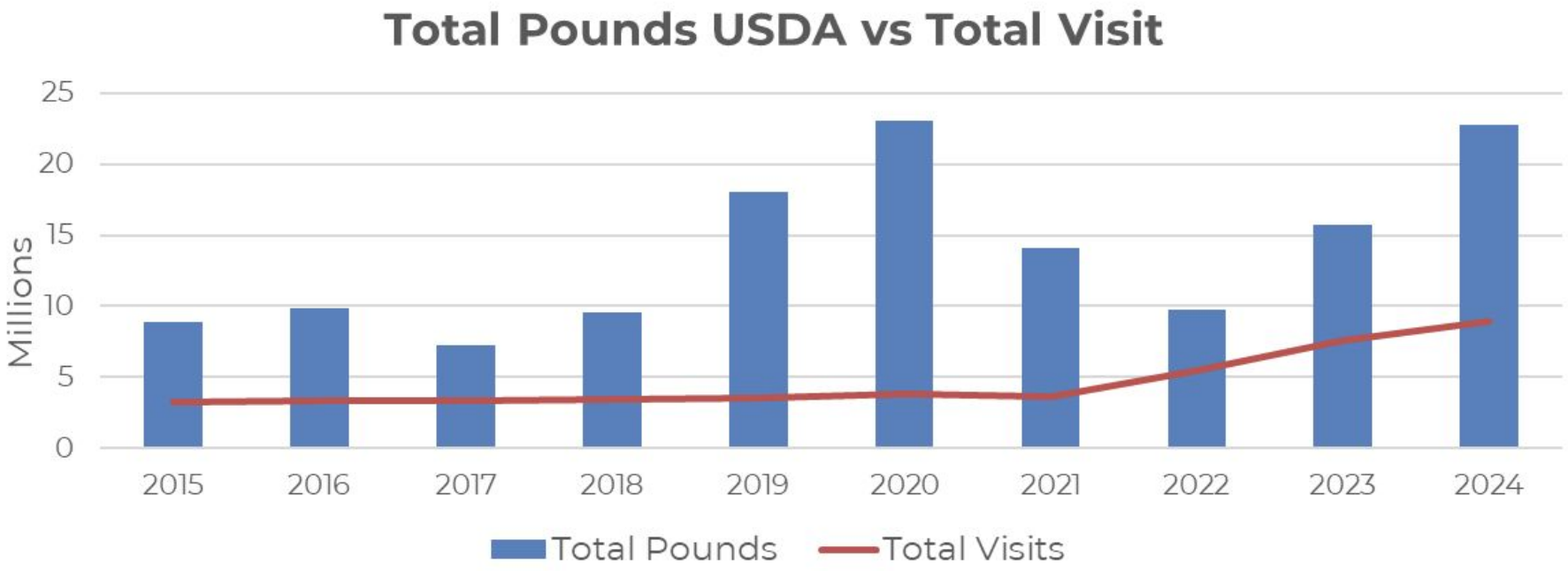
Minnesota: USDA Foods vs Visits



Data provided by MN DCYF-OEO:

- While USDA pounds have rebounded, visits have outpaced this growth
- USDA Pounds per individual visit has decreased from 6.0 in 2020 to 2.6 in 2024

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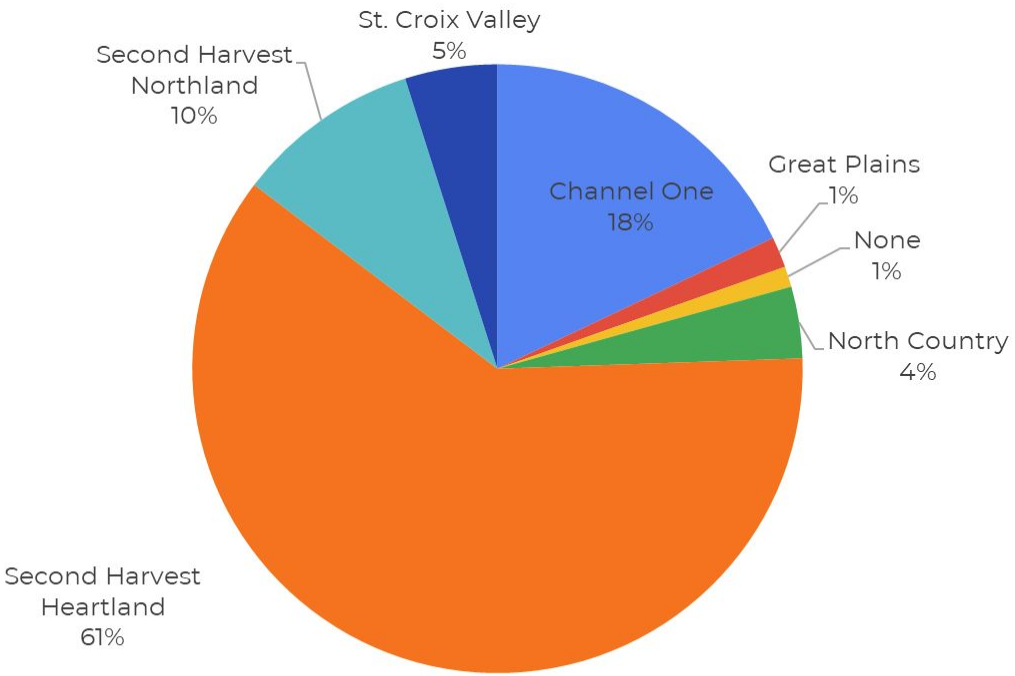
Jan - June 2025: Full Data Set



184 Food Shelf Sites:

- Includes sites across MN, in Western WI and Eastern ND
- 26% of sites also partnered with The Food Group

Data Inputs:

- Food Bank Sales Data: Item, Cost, Pounds
- Food Shelf Service Statistics: Individuals, Pounds Distributed
- Local Purchasing Data when provided

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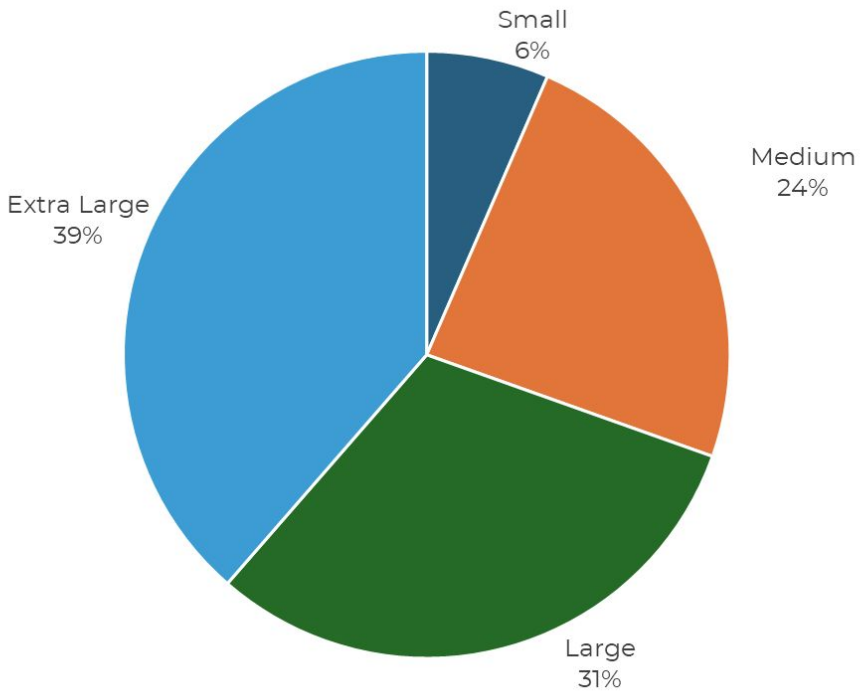
Jan - June 2025: Full Data Set



Average Number of Households Served per Month:

- Utilized MN Food Shelf Survey sampling segments

Service Size Breakdown:

- **12 Small** (1-60 HH/month)
- **44 Medium** (61-151 HH/month)
- **57 Large** (152-475 HH/month)
- **71 Extra Large** (476+ HH/month)

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Key Program Characteristics

Questions each round about programming:

- 140 food shelf sites participated this round

What we know about participating sites:

- About half offer monthly shopping; other half more frequent
- Over 80% offer full shopper choice
- Nearly ¾ of sites are open multiple days a week
- ¾ of sites have a budget for food purchases

Jan - June 2025: Full Key Program Characteristics Report

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Clarify Food Sourcing Terms

Food Distributed:

- Pounds distributed by the food shelf site as reported in monthly statistics

Food Sourced:

- Pounds of food received at the food shelf site as reported in food bank orders/deliveries
- Local food rescue lbs reported to Food Banks included
- Local purchasing lbs included when provided

Most Important Foods:

- Fresh Produce, Protein, Dairy categories
- Based on 2022 MN Food Shelf Shopper Survey

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Jan - June 2025 Data Insights

Meeting Shopper Needs

Most Important Foods: Fresh Produce, Protein, Dairy

- Percent of Pounds Sourced
- Pounds Sourced per Individual per Visit

Stewarding Donor Dollars: Financial Sustainability

- Cost per individual per visit
- TEFAP: Pounds Sourced per Individual per Visit

Strategic Food Sourcing Report Metrics
Food Categories

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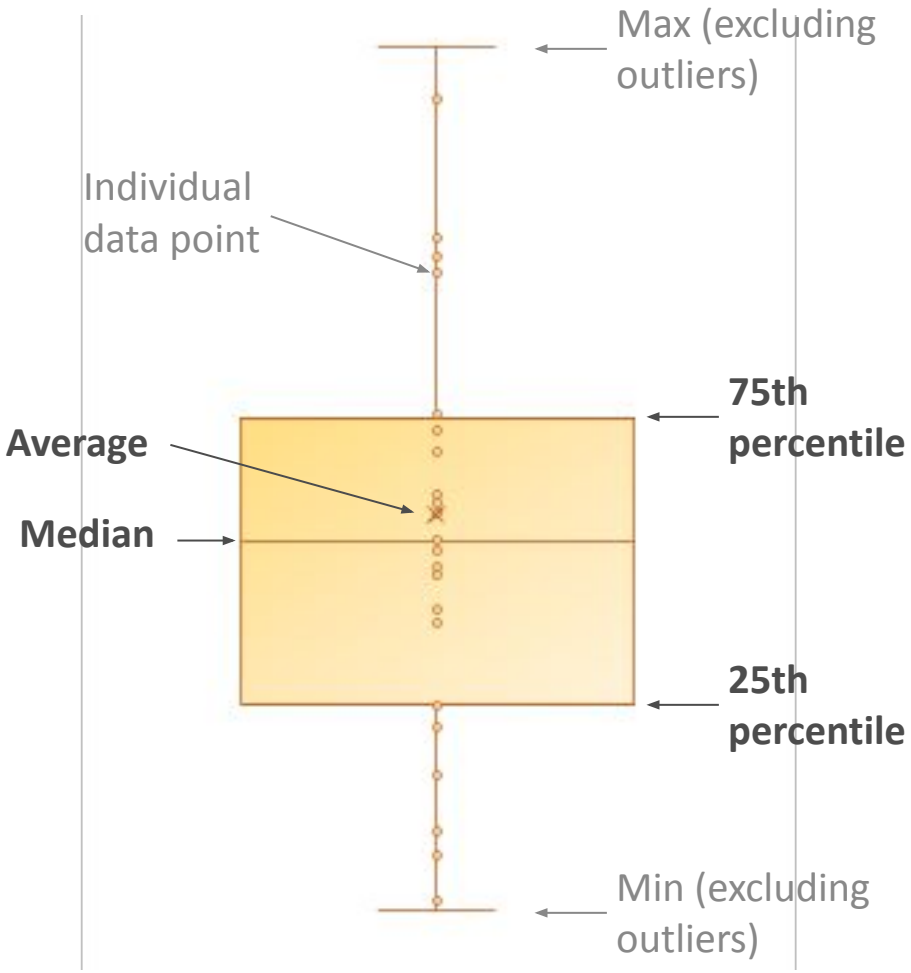
Intro to Box & Whiskers Chart



Why?

- Condenses a large data set
- Highlights the range of data
- Shows quartiles and outliers

Average (Mean): Found by adding all numbers and then dividing by the amount of numbers in the set

Median: The middle value in a set of numbers ordered from smallest to largest; 50% of the numbers will be below and 50% above

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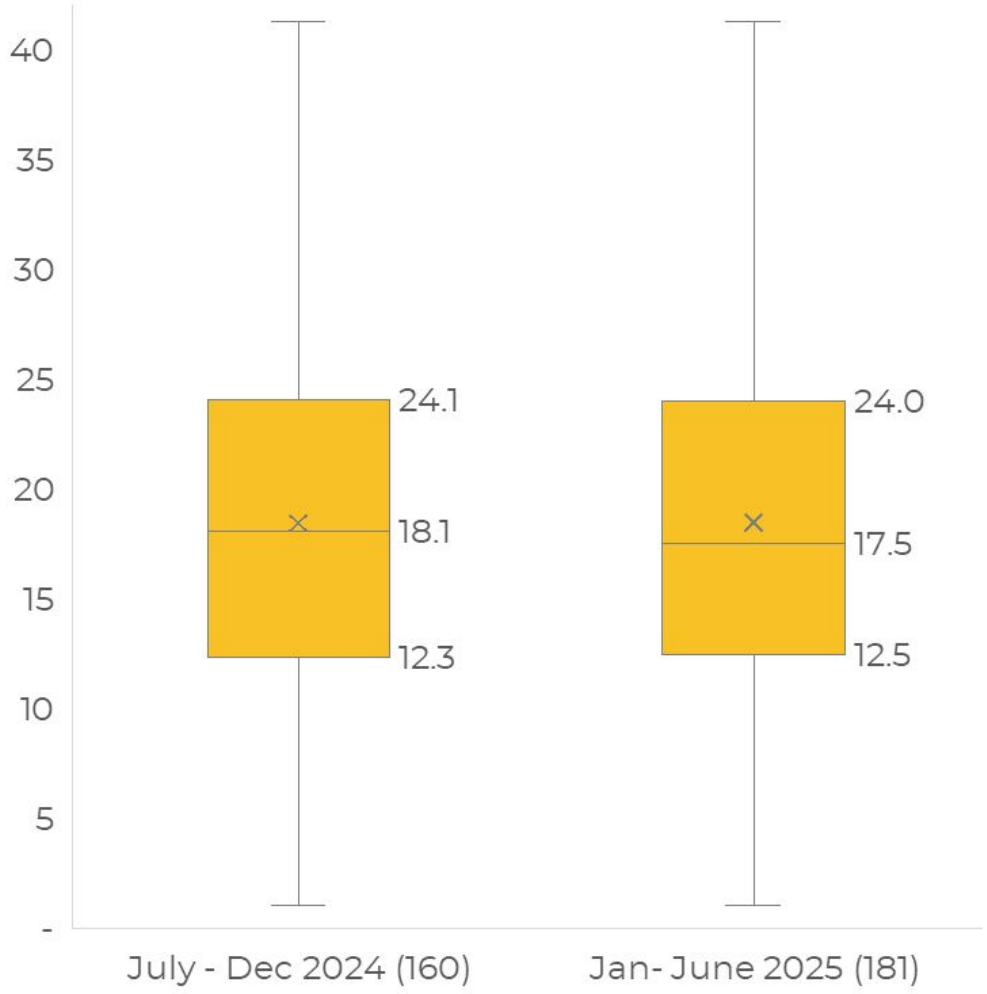
Pounds Dist per Individual Visit



Pounds Distributed per Individual Visit: Total pounds distributed divided by total individual visits

Insights:

- Maintained relatively stable despite increased service numbers
- Continues a longer, slow trend down since 2022 in FFEN's data set

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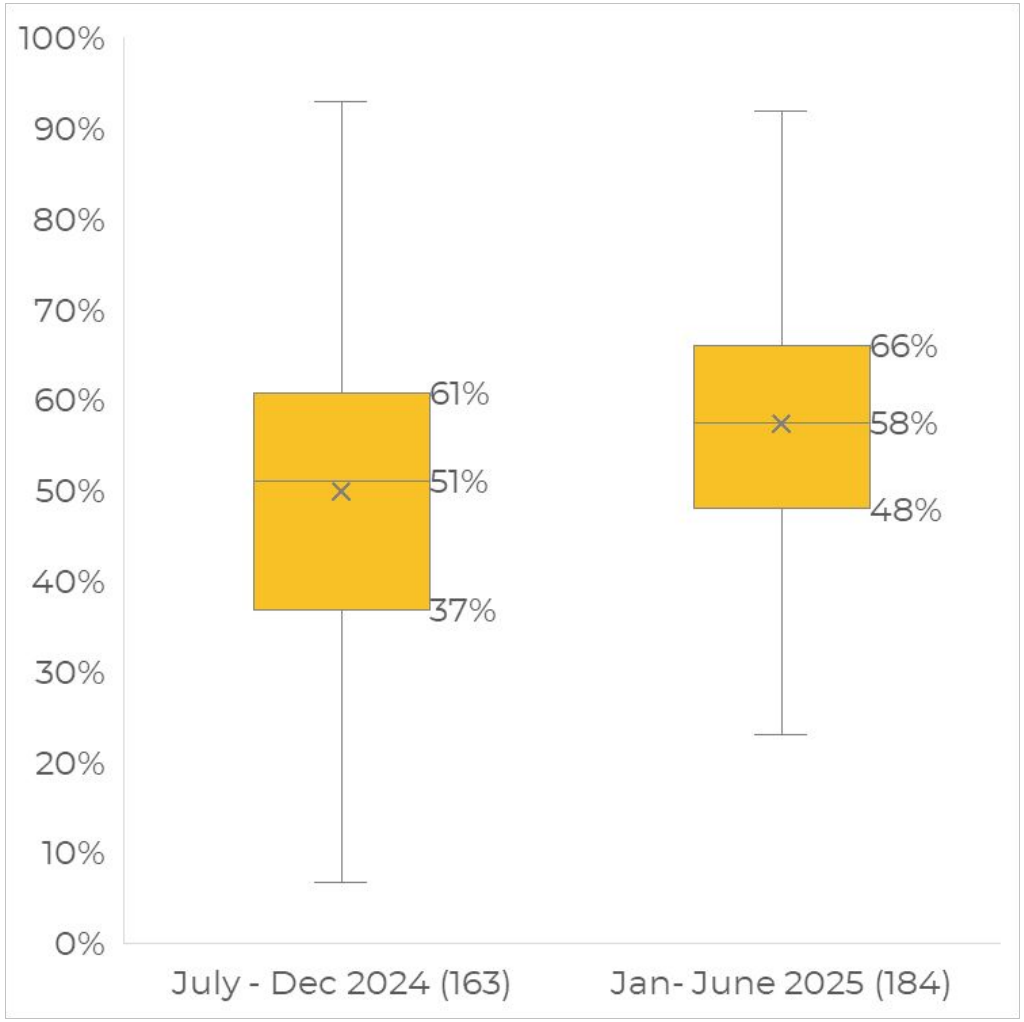
Most Important Foods: Percent



Percent of Total Pounds Sourced: Total pounds of fresh produce, protein, and dairy divided by total food pounds sourced

Insights:

- Increase in median rate as well as 25% percentile
- 2025 data also points to a smaller range across programs - less variability

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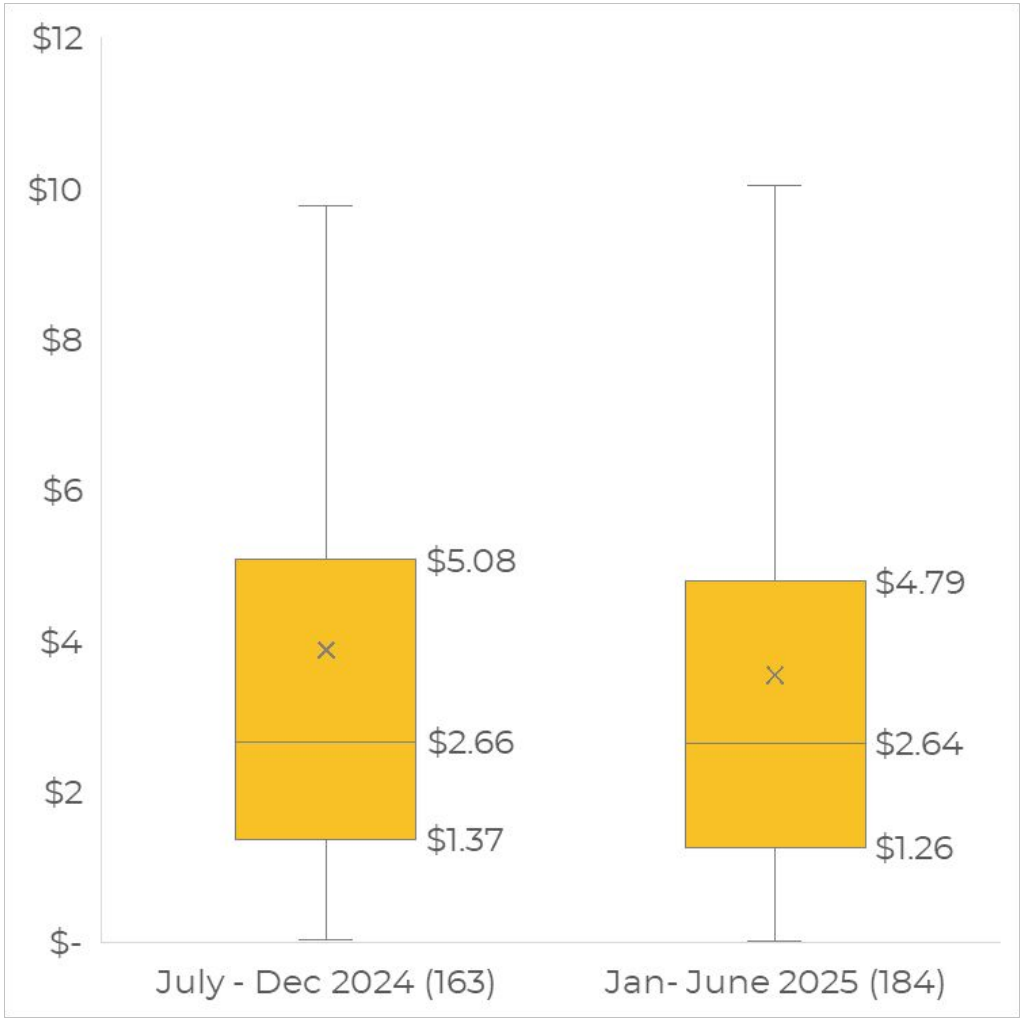
Cost per Individual Visit



Cost per Individual Visit: Total food costs divided by total number of individual visits

- Only food bank and submitted local purchase food costs

Insights:

- Slight decrease in cost per individual visit overall
- For programs that serve more individuals, total spend likely increased

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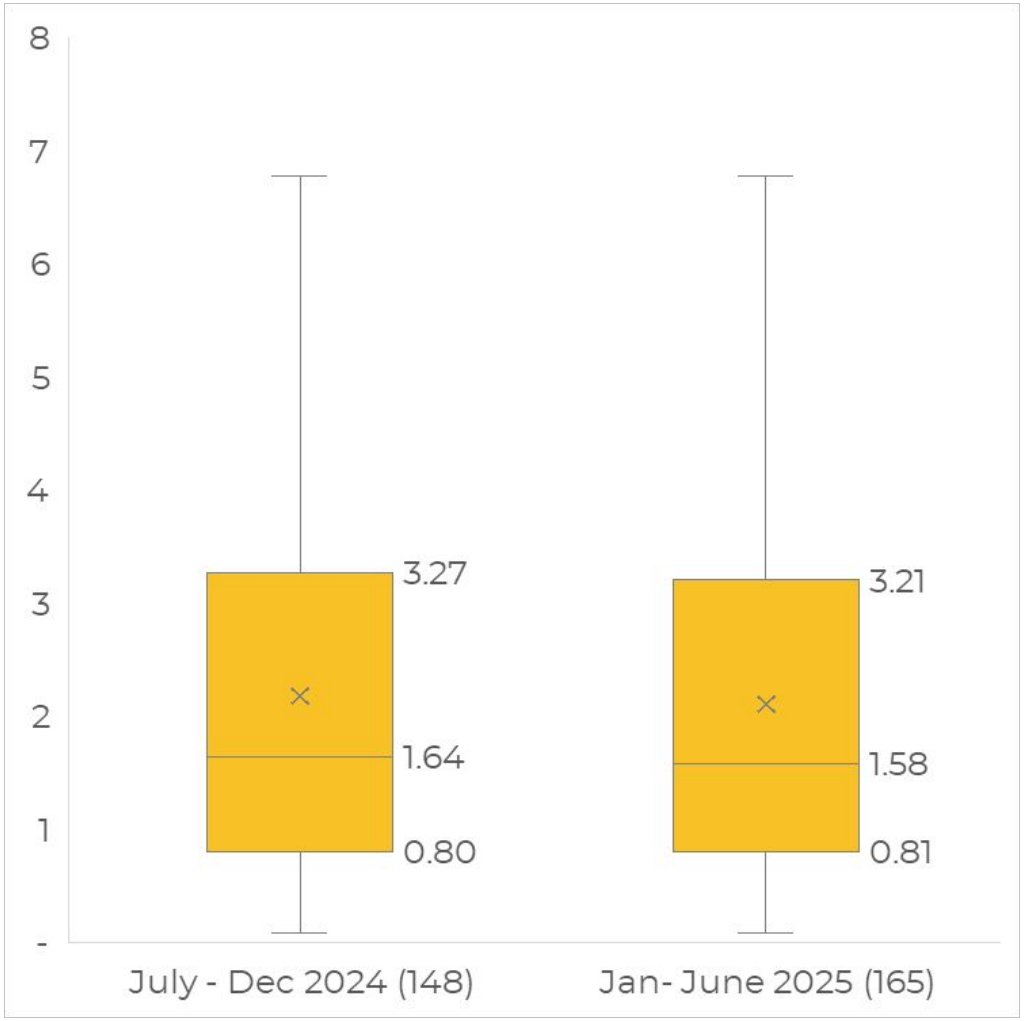
TEFAP lbs per Individual Visit



TEFAP Pounds Sourced per Individual Visit: Total pounds sourced by food stream divided by total number of individual visits

Insights:

- Wide range in TEFAP sourcing across the food shelf sites in the data set
- Decline could point to visits outpacing TEFAP poundage available

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Making Meaning from your Data

Peer Group Data available this round:

- **By service size:** Average households served monthly
- **By visit frequency:** How often people are able to shop
- **By approved food budget:** Whether or not food shelf has approved food budget
- **By Campus Pantry program:** Unique program type

Peer Group Data not available this round:

- **By distribution method:** Over 80% full shopper choice; other methods don't have enough data points
- **By hours of operation:** Minimal differences
- **By food bank delivery frequency:** More valuable for individual consultations

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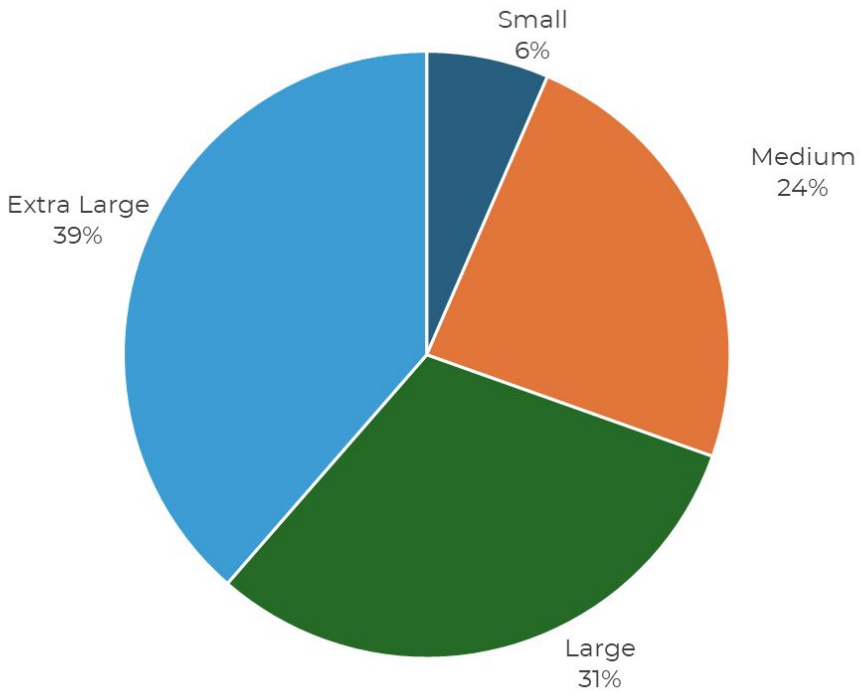
Peer Group by Service Size



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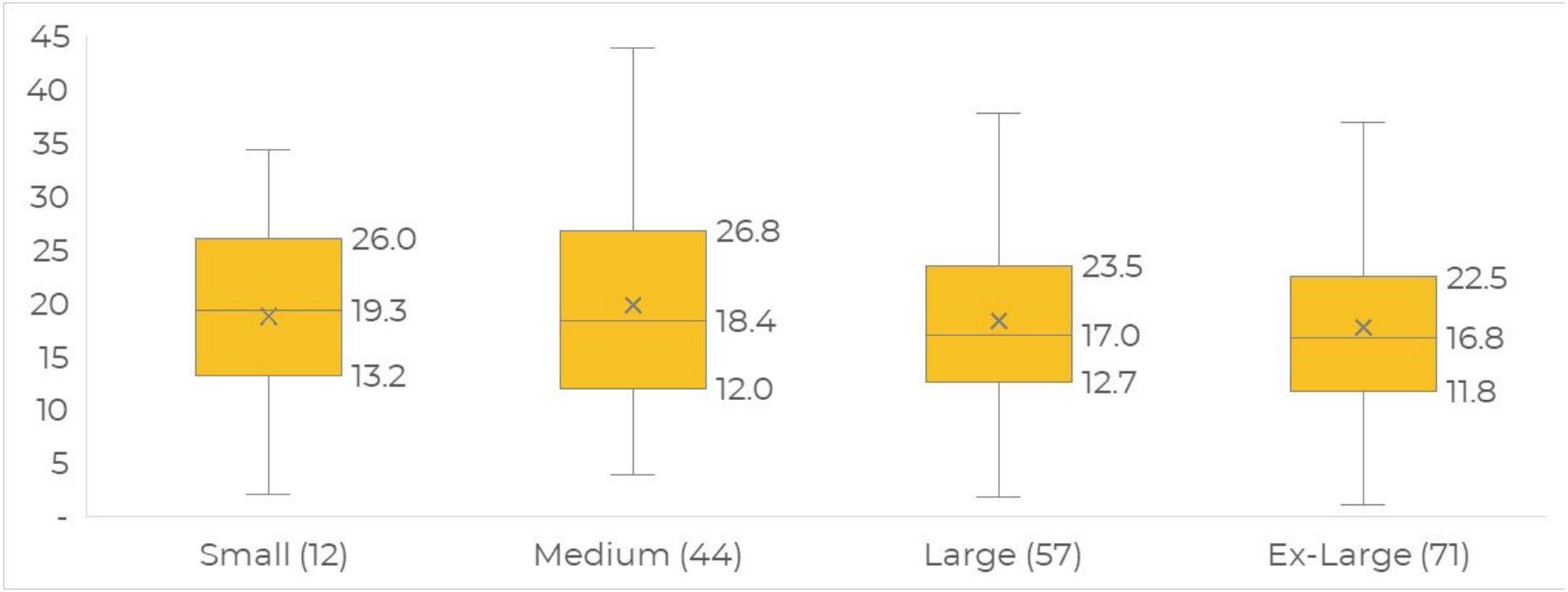
Pounds Dist per Individual Visit



Observations and Questions:

- Lbs distributed trends down as service size increases
- What might be contributing to this?

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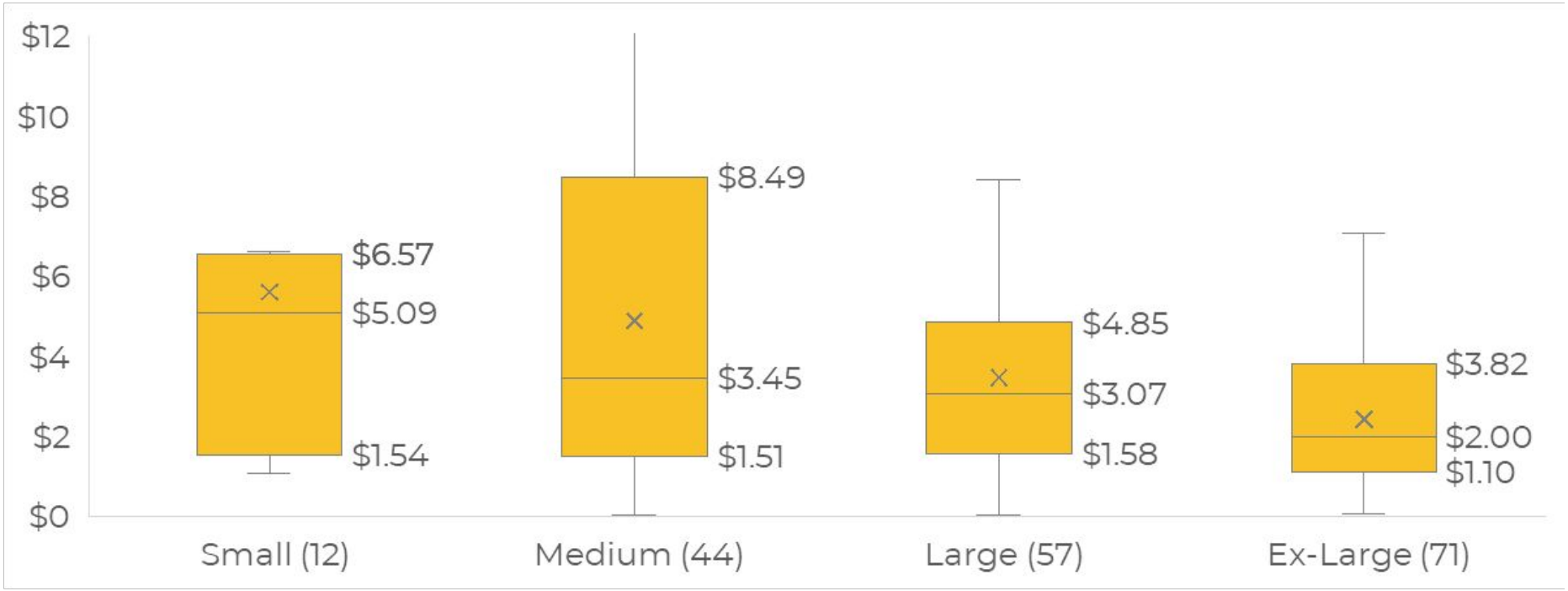
Cost per Individual Visit



Observations and Questions:

- Cost per individual also trends down for larger programs, but at a much sharper rate
- How is this reflected for your program?

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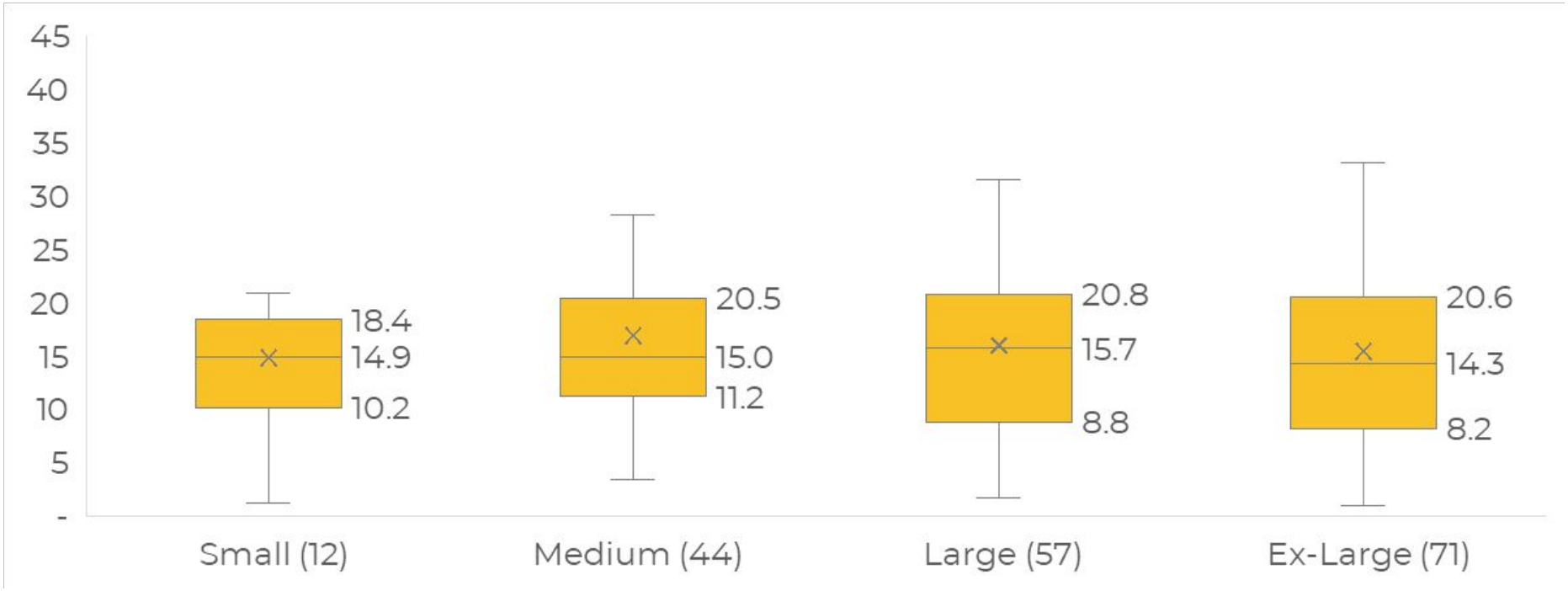
Pounds Sourced per Ind Visit



Observations and Questions:

- Looking deeper on the number of sourced pounds that cost per individual is leveraging
- Relatively similar medians for pounds sourced despite higher cost at smaller sites

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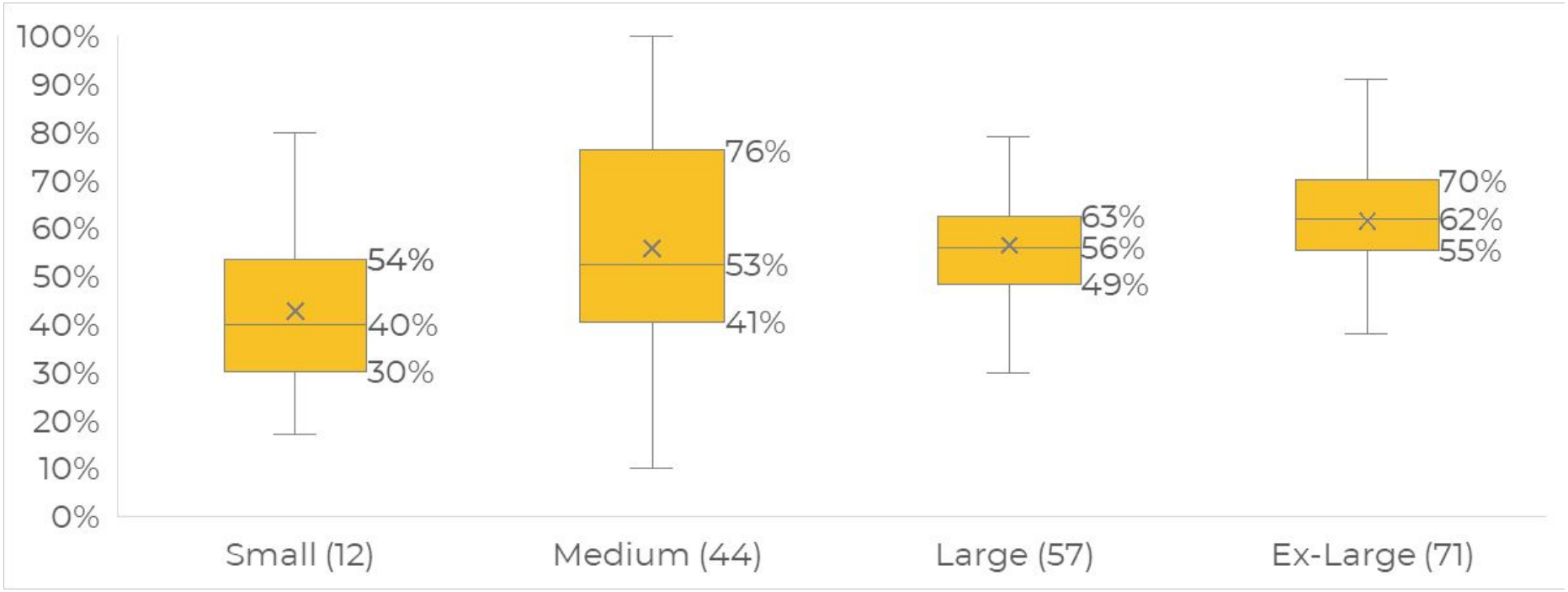
Most Important Foods: Percent



Observations and Questions:

- % of Most Important Foods trends up as food shelf service size increases
- Sites serving 61-151 HH/month have the largest range in their data set

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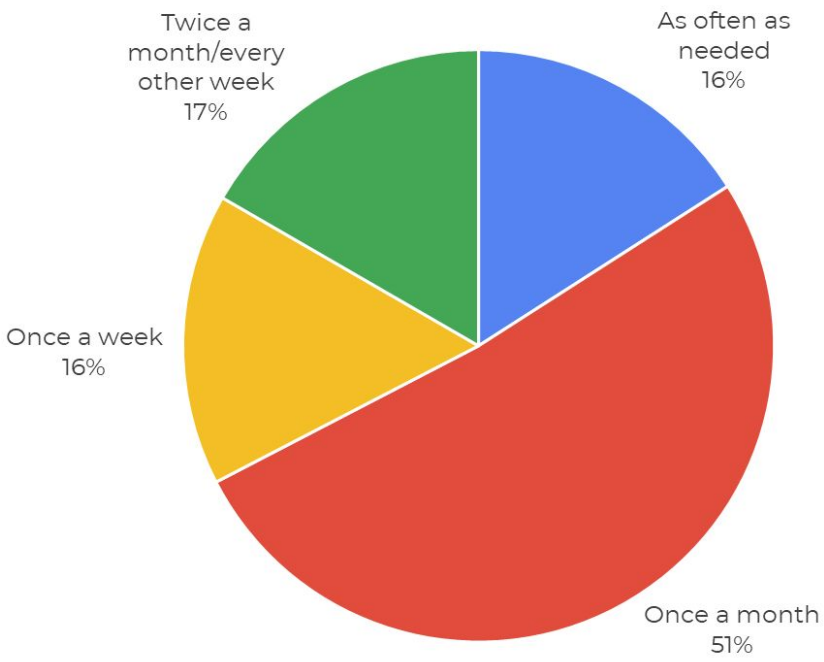
Peer Group by Visit Frequency



How frequently do you advertise that shoppers can visit the food program?

- 138 responses (75% full data set)

Visit Frequency Breakdown:

- **71 Sites:** Once a month
- **23 Sites:** Twice a month/every other week
- **22 Sites:** Once a week
- **18 Sites:** As often as needed

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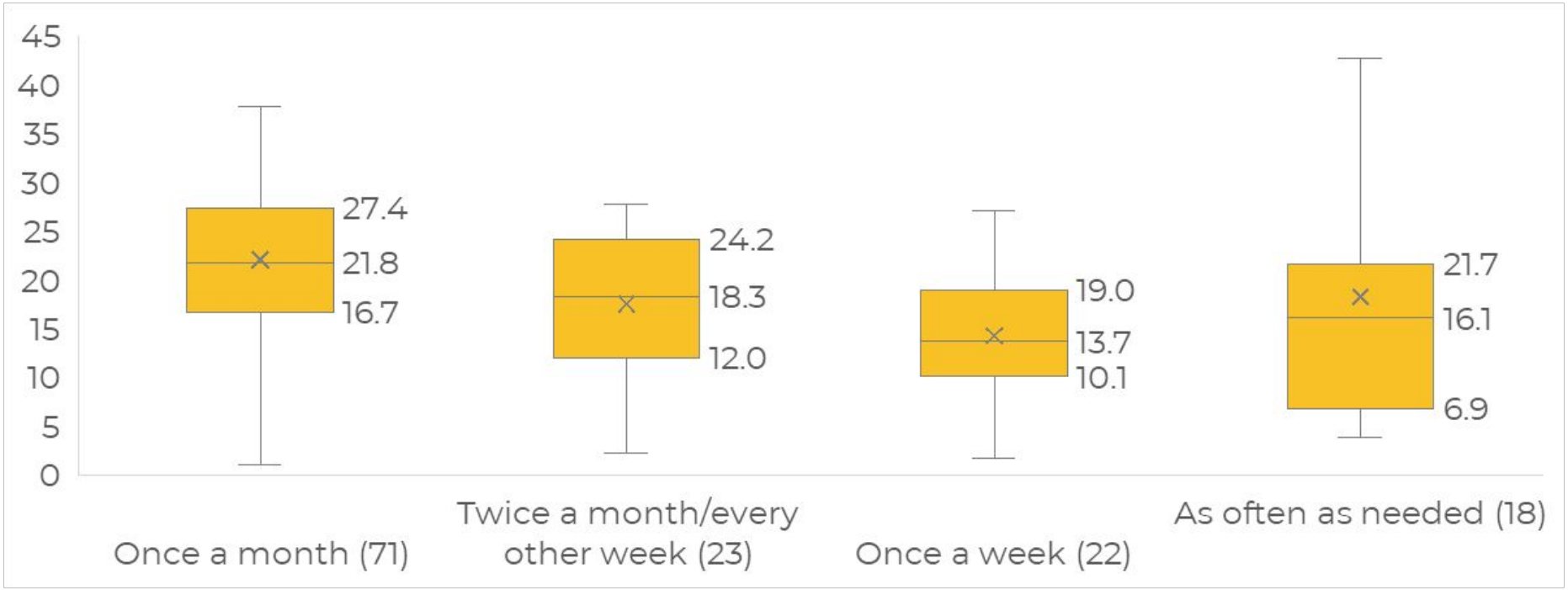
Pounds Dist per Individual Visit



Observations and Questions:

- Lbs distributed trends down as visit frequency increases with “As often as needed” being an outlier in this trend

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Cost per Individual Visit

Observations and Questions:

- Alongside pounds decreasing, costs also decreases as visits increase
- Again, “As often as needed” is an outlier - What might be contributing to this?

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Most Important Foods: Percent

Observations and Questions:

- "Once a month" and " As often as needed" show the widest range in their data sets pointing to more variability

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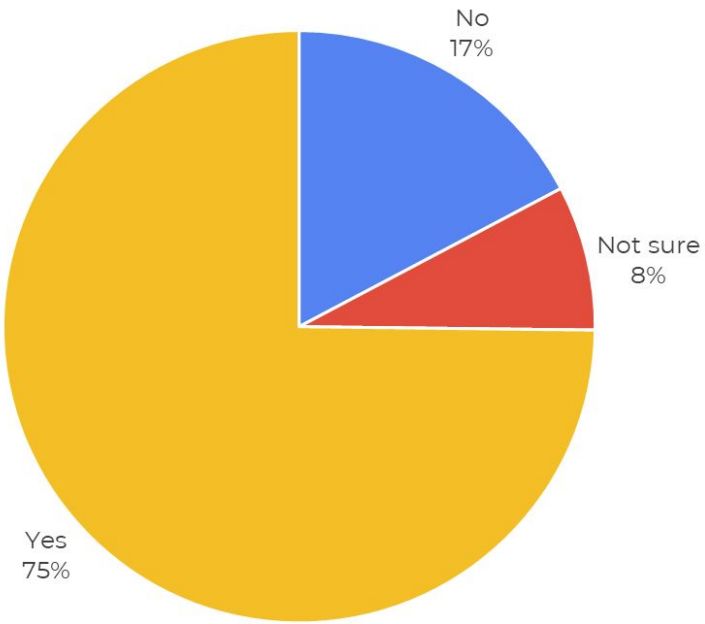
Peer Group by Approved Budget



- **Question:** Does your food shelf have an annual budget for food purchases?
- **139 Responses (76%)**

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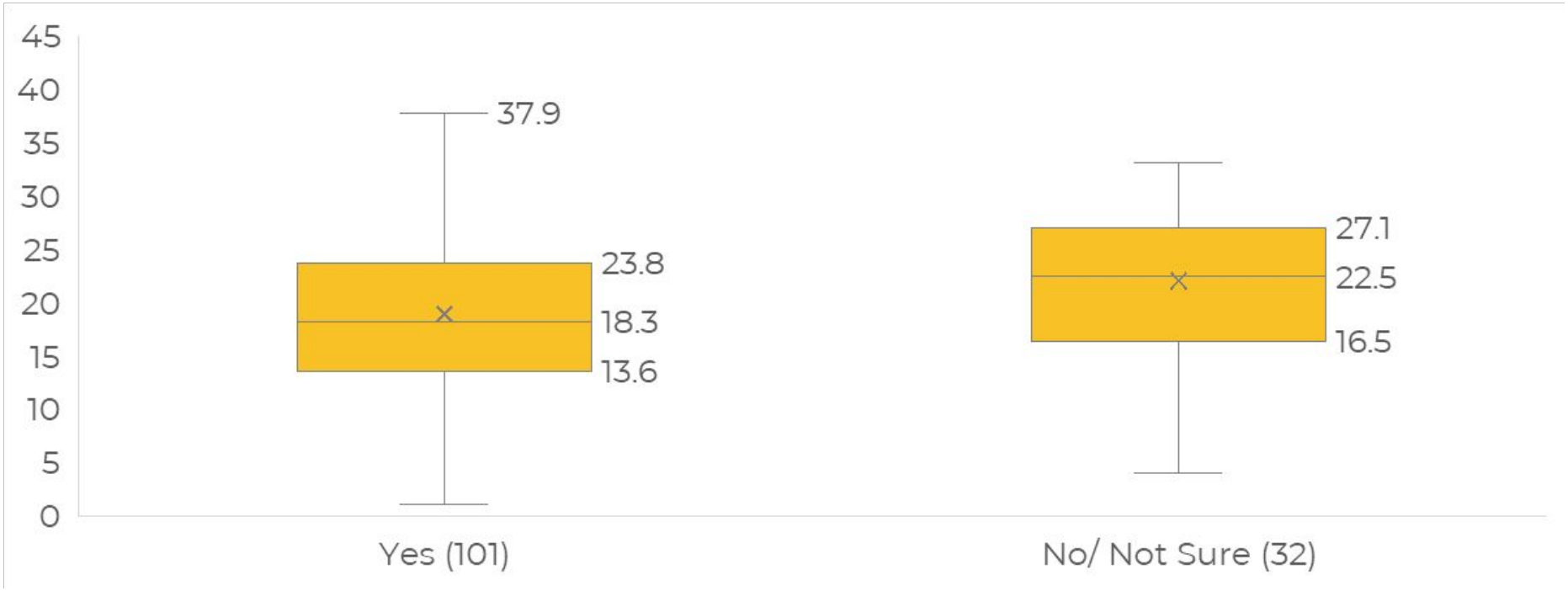
Pounds Dist per Individual Visit



Observations and Questions:

- Slightly higher for sites without a budget

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Cost per Individual Visit

Observations and Questions:

- Cost per individual median higher and range broader for those without a budget

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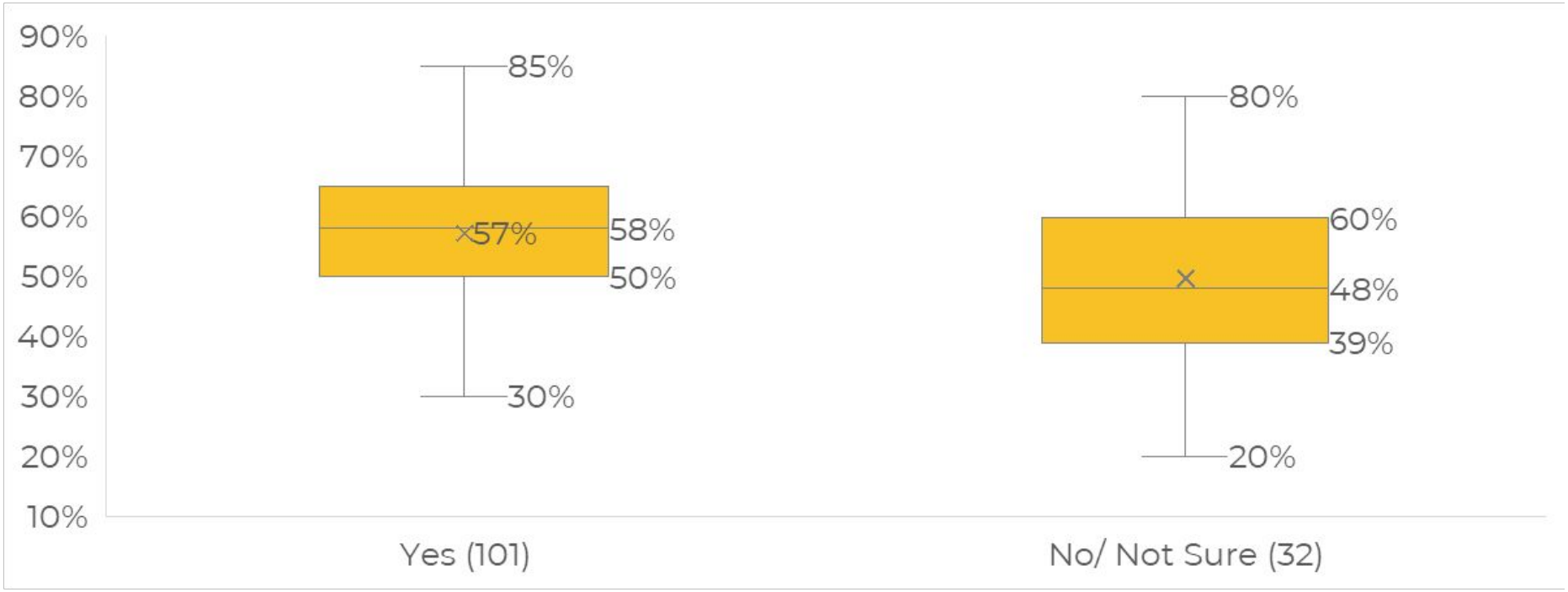
Most Important Foods: Percent



Observations and Questions:

- Percent of most important foods median 10 points lower for those without a budget

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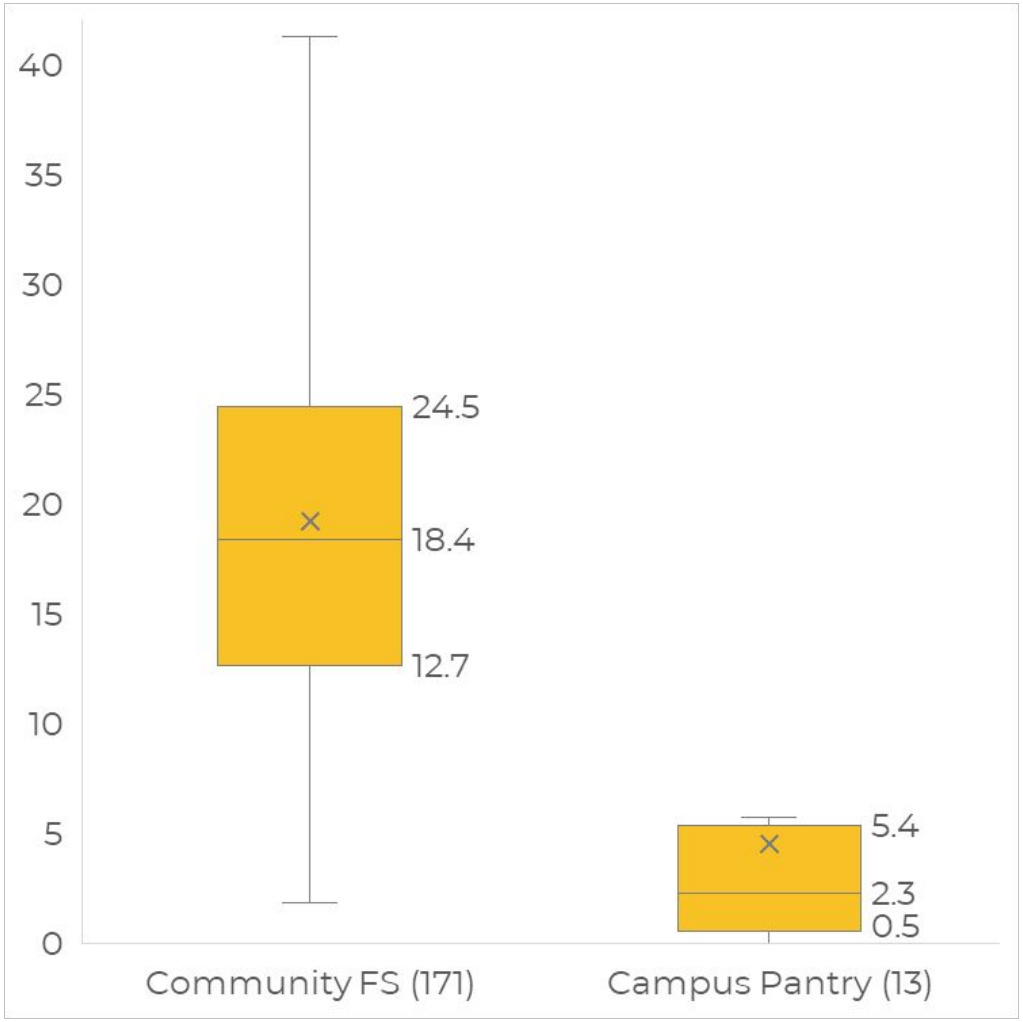
Peer Group: Campus Pantries



Pounds Distributed per Individual per Visit: Total pounds distributed divided by total individual visits

Campus Pantries offer a unique model that is often daily access for smaller amounts.

- Campus Pantry Insights Report will be available to all participating campus pantry sites alongside consultations.

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Your Thoughts

Poll:

- How informative was this webinar content?

In the Chat:

- What was most valuable that you are going to bring back to your organization from this session?

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Next Steps: Your Food Shelf Data!

Next Steps: Jan - June 2025 Data Insights Webinar

- Recording and Slides will be emailed out
- Links can be found at: https://ffen.org/resource-hub/

Get your Food Shelf Data:

- Sign up for a Consult: September 17 - October 24
- Individualized consultation session will focus on your data alongside these data insights and food bank region metrics
- Participating food shelves will be entered to win one of two $500 prizes!

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Thank you!

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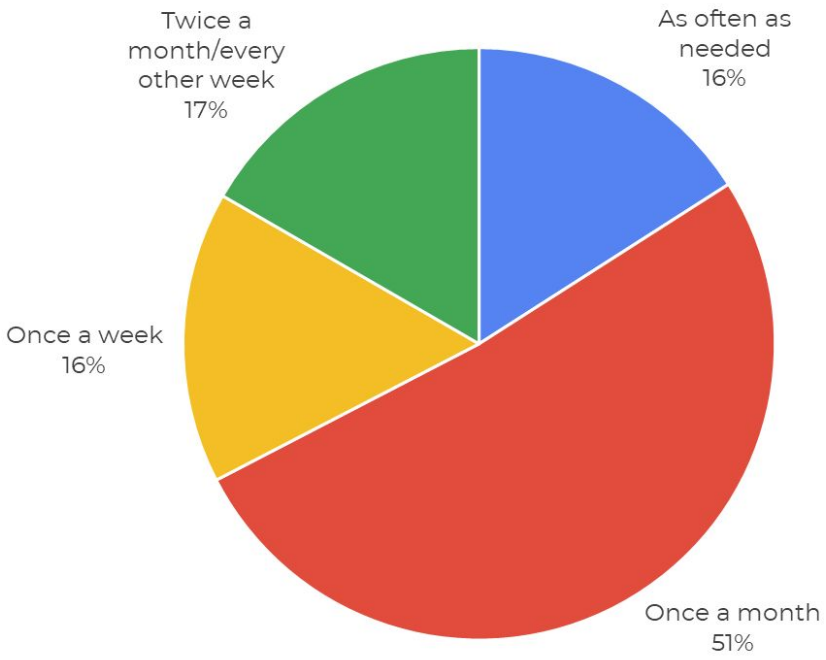
Appendix

Visit Frequency



- **Question:** How frequently do you advertise that shoppers can visit the food program (we understand that food shelves will allow more frequent visits per TEFAP guidelines)?
- **138 Responses (75%)**

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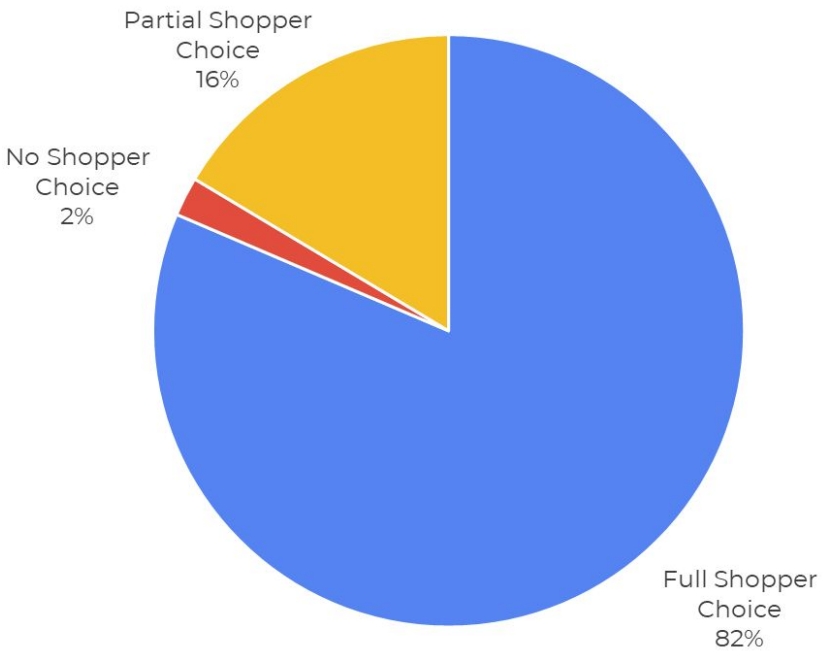
Distribution Method



- **Question:** What best describes the way the majority of shoppers selected their food at this food program?
- **140 Responses (76%)**

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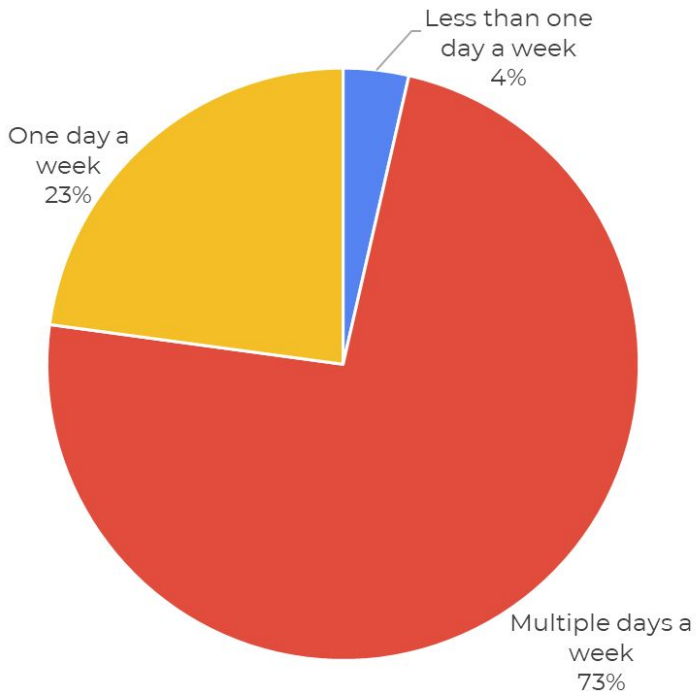
Hours of Operation



- **Question:** My food program's hours of operation are:
- **140 Responses (76%)**

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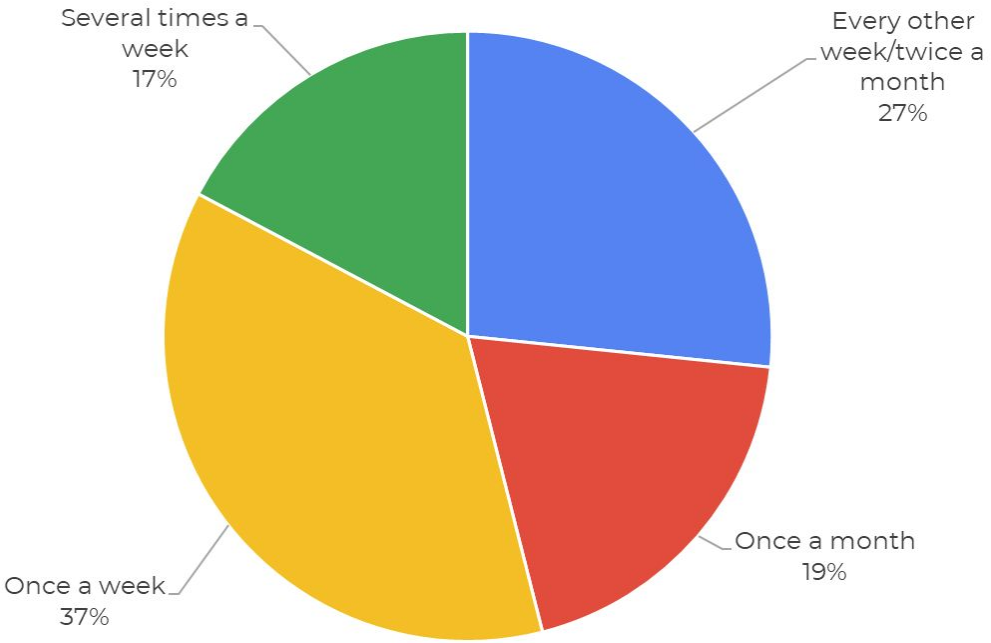
Food Bank Delivery Frequency



- **Question:** How often did your food shelf receive deliveries from your regional food bank?
- **139 Responses (76%)**

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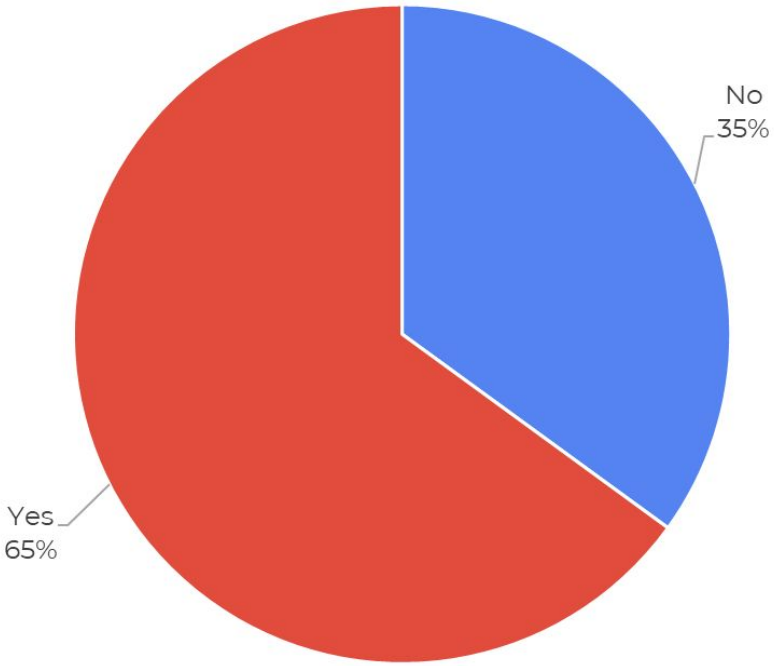
Local Purchasing



- **Question:** Does your food program purchase food from local vendors or wholesalers outside of your regional food bank?

- **140 Responses (76%)**
  - 22 food shelves submitted local purchasing data to include in their report

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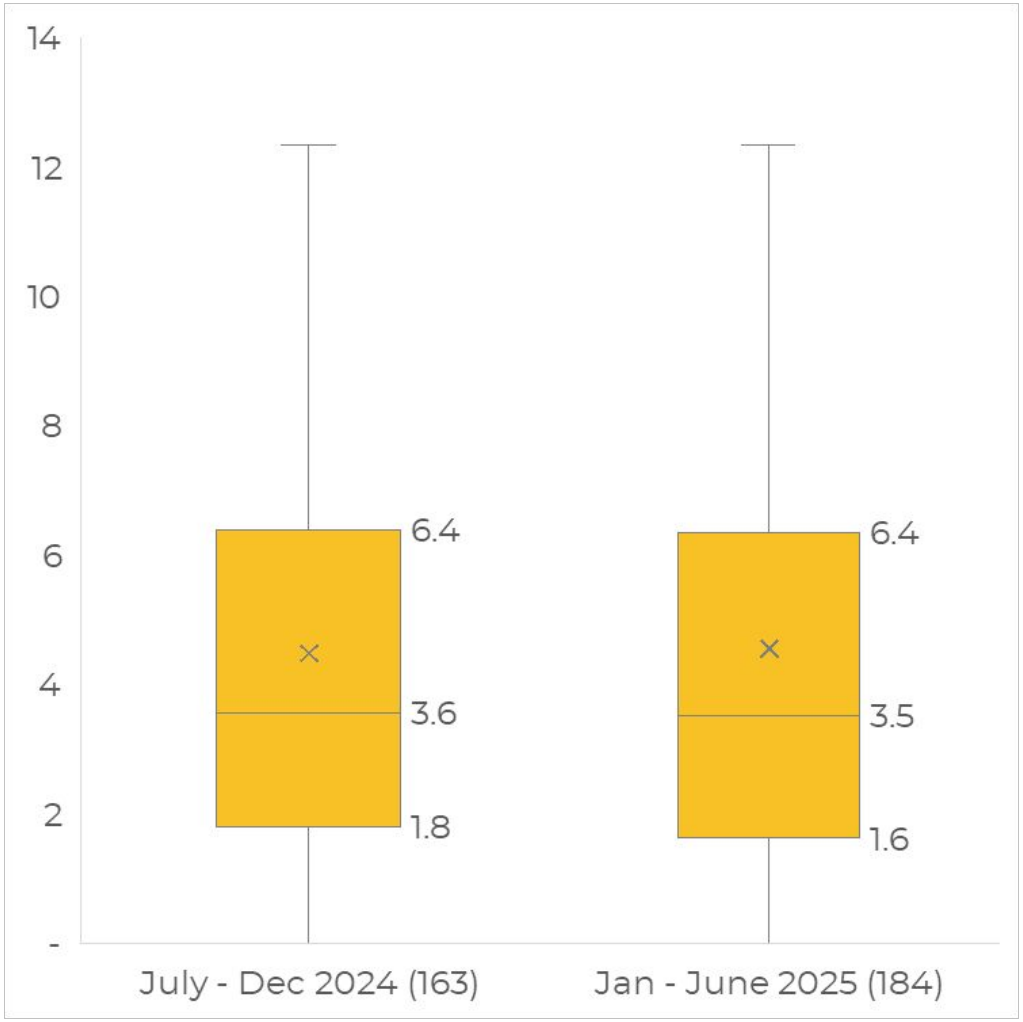
Produce lbs per Individual Visit



Produce Pounds Sourced per Individual per Visit: Total pounds sourced by food category divided by total number of individual visits

Insights:

- Maintained relatively stable despite increased service numbers

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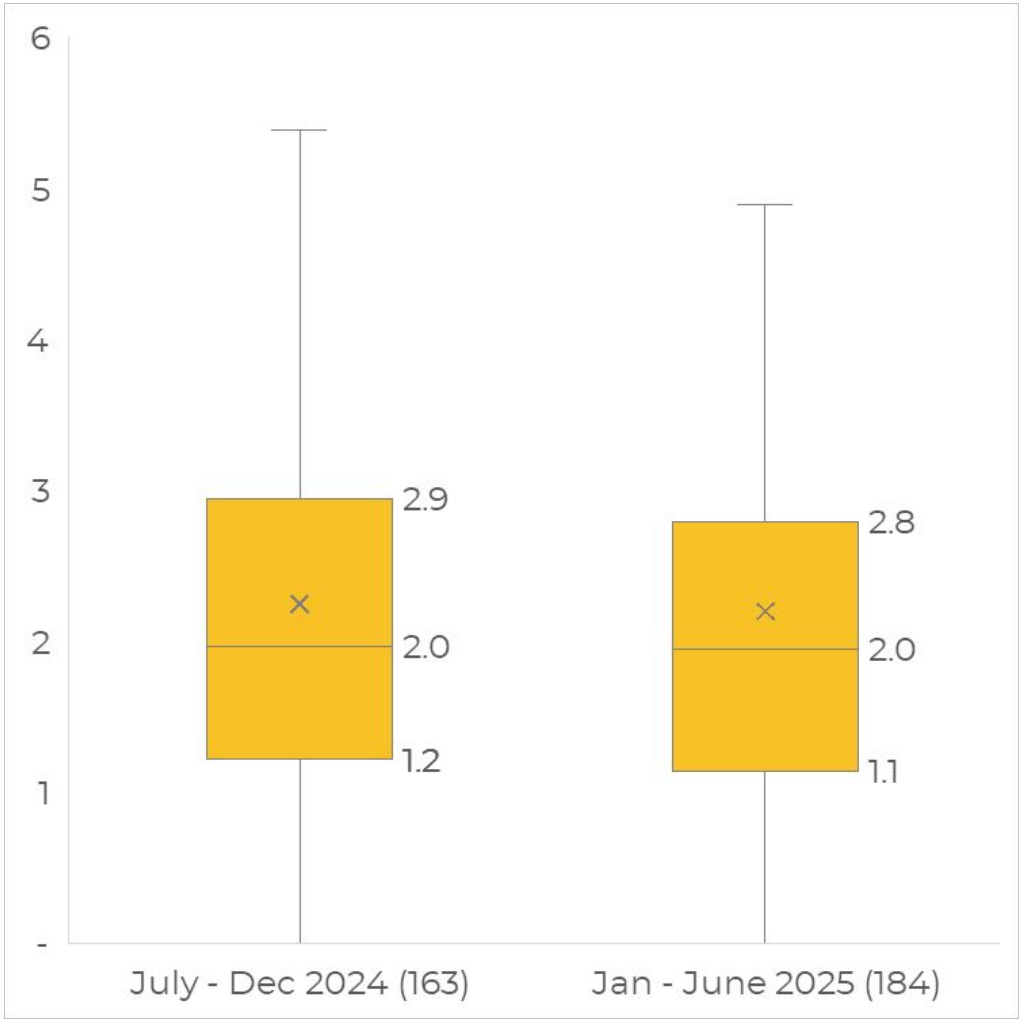
Dairy lbs per Individual Visit



Dairy Pounds Sourced per Individual per Visit: Total pounds sourced by food category divided by total number of individual visits

Insights:

- Maintained relatively stable despite increased service numbers

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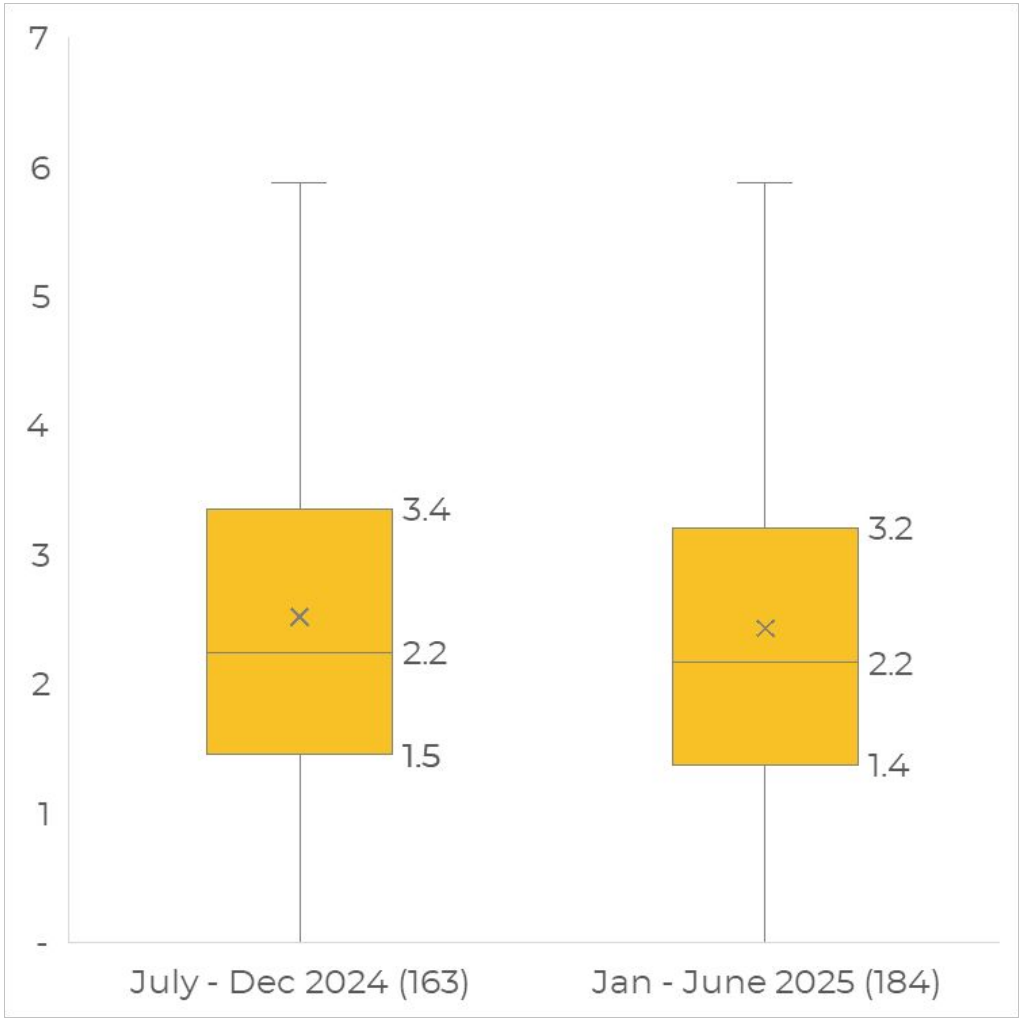
Protein lbs per Individual Visit



Protein Pounds Sourced per Individual per Visit: Total pounds sourced by food category divided by total number of individual visits

Insights:

- Maintained relatively stable despite increased service numbers

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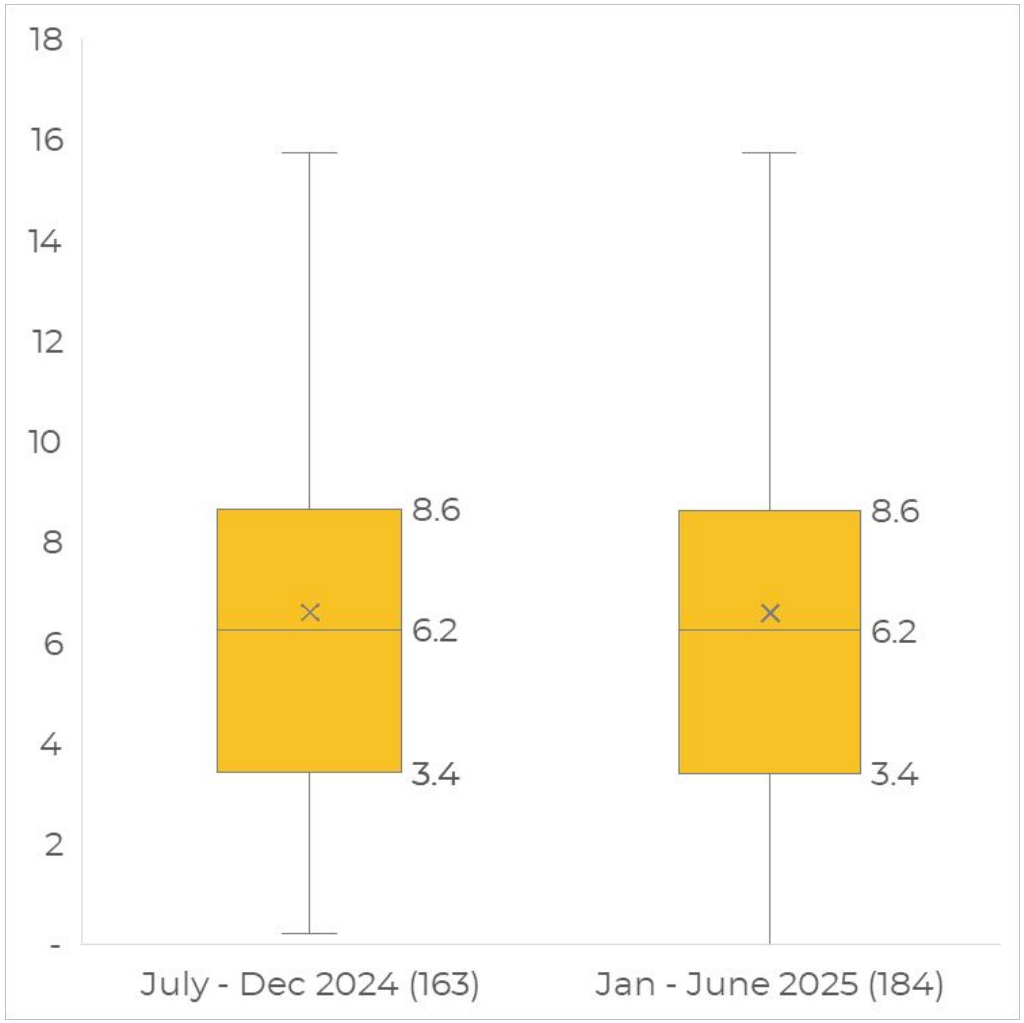
Purchased lbs per Individual Visit



Purchased Pounds Sourced per Individual per Visit: Total pounds sourced by food stream divided by total number of individual visits

Insights:

- Maintained relatively stable despite increased service numbers

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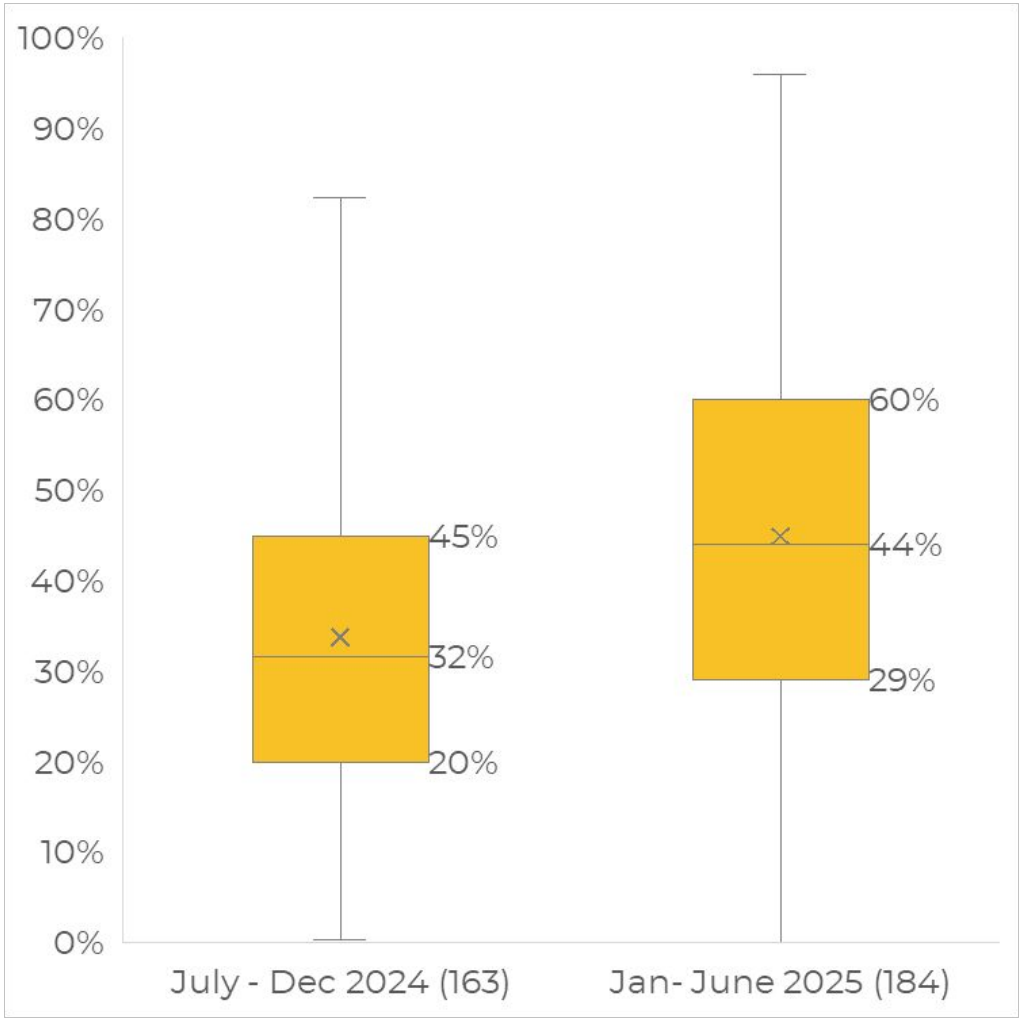
Purchased lbs Percent



Purchased Pounds Sourced Percent: Purchased pounds sourced divided by total pounds sourced

Insights:

- While pounds per individual of purchased product stayed relatively constant, the % of overall food sourced in the purchased category increased

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