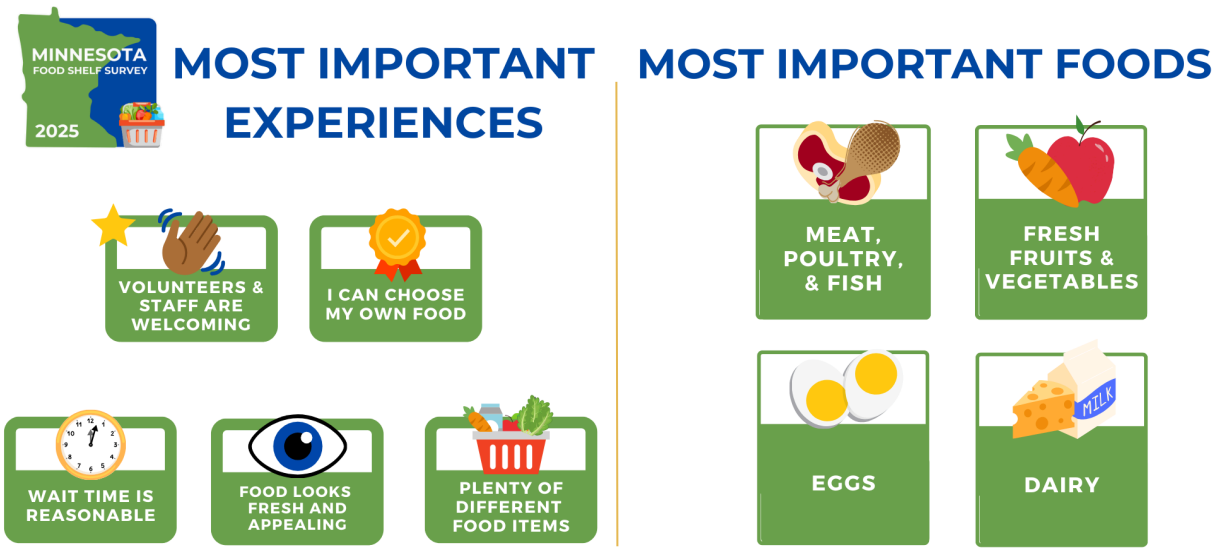
Strategic Food Sourcing

Report and Consultation

Food sourcing is a crucial operational process for local food shelves. It can have significant implications on an organization's budget and the types of food offered to the community.

Because the food sourcing environment is ever changing, FFEN recommends a food sourcing "health-check" every 6 months. This regular review can identify potential changes in product mix, review historical trends and create a proactive plan for a consistent shopper experience. FFEN's report references the most important foods and experiences for shoppers as outlined in the 2025 Minnesota Food Shelf Survey of nearly 10,000 food shelf shoppers, across 308 sites.



Data privacy: Food sourcing data for each food shelf is provided directly from its corresponding food bank(s). Food shelves that provide local purchasing data to FFEN will receive a more complete report. Food shelf identifying information remains confidential and is aggregated anonymously to inform broader sector-level data insights.

In this report you'll see customized Strategic Food Sourcing insights. Your report includes:

- Overview of your site's food sourcing metrics
- A look at how your site meets shopper needs for fresh produce, protein, and dairy
- A review of top food costs and how your site stretches donor dollars for your food budget
- Trendlines across the last three years

Compare your local data with that of food shelves across the state:

- Learn the makeup of food shelves in this Strategic Food Sourcing round
- See how MN food shelves stack up with the full set of data insights
- Catch the Food Sourcing Data Insights Webinar
- Access all the links here

Resources:

- Get the definition of terms used in this report
- Wanna know if eggs are dairy or protein? Learn about categories

Foundation for Essential Needs

www.ffen.org

programs@ffen.org (612) 524-9360

Strategic Food Sourcing Insights: Overview

This page provides a high level overview of the site's food sourcing metrics. Reviewing the portion of distributed food that is reflected in the report (sourced per individual) provides a sense of how representative the report is of total service to the community. Metrics related to most important foods and cost per individual are compared to food bank and state medians as a reference point.

Food Shelf Name

[redacted]

Year

- [ ] 2022
- [ ] 2023
- [ ] 2024
- [x] 2025

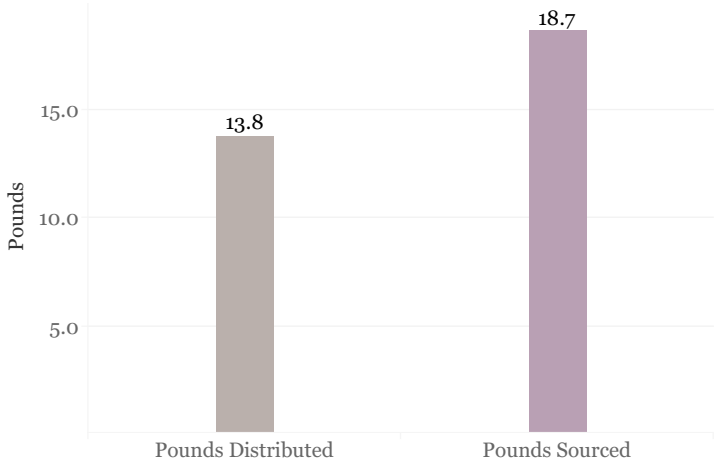
Year Segment

- [ ] January - June
- [x] July - December

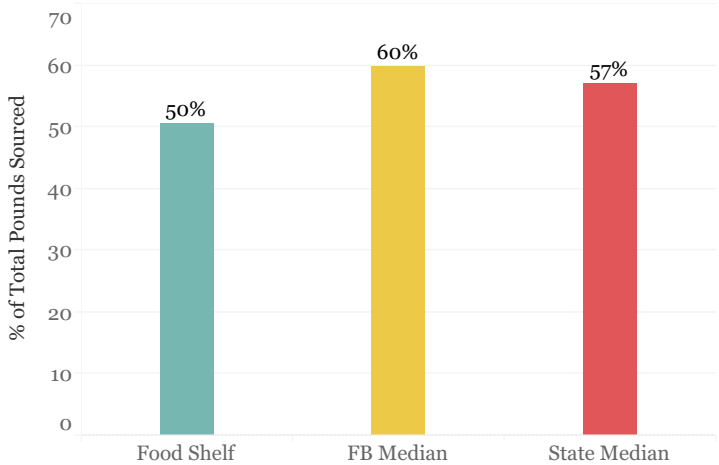
Food Bank

- [x] [redacted]

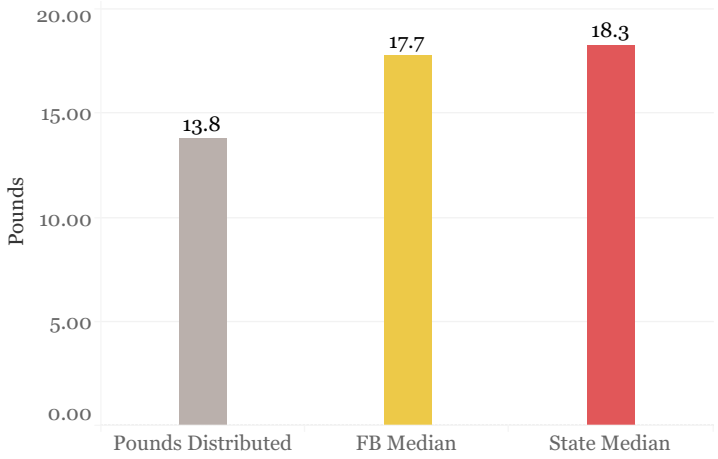
Pounds per Individual per Visit



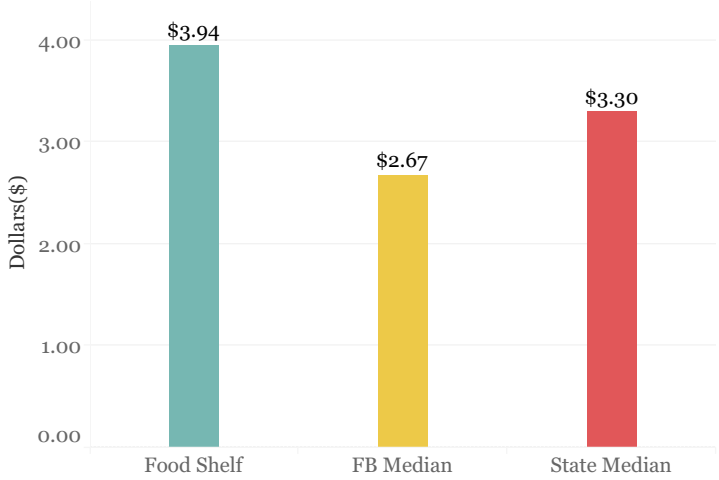
% of Pounds Sourced of Most Important Foods



Pounds Distributed per Individual per Visit



Cost per Individual per Visit



State Median Dataset

226

Food Bank (FB) Median Dataset

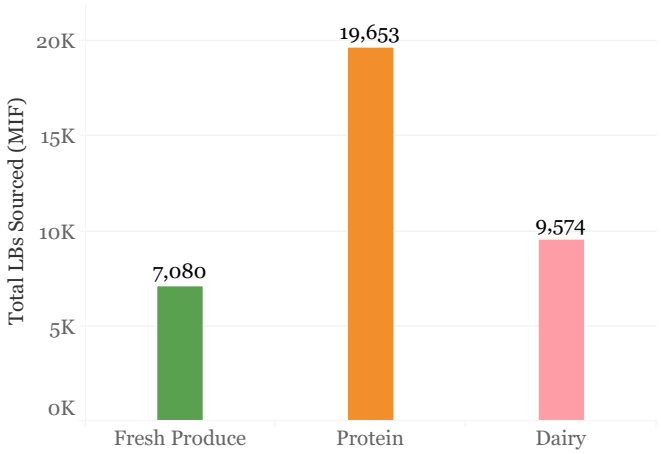
137

Foundation For Essential Needs

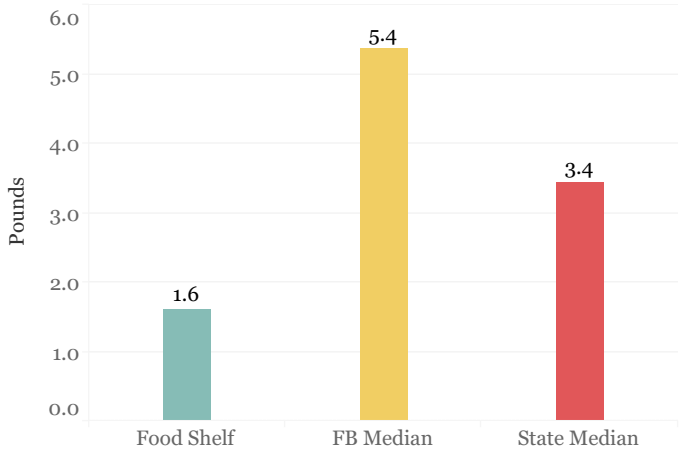
Strategic Food Sourcing Insights: Meeting Shopper Needs

This is a deeper view of the most important food categories including total pounds sourced per category and a look at what this means for the average shopper. Pounds sourced provides a sense of the level of management involved with these perishable food streams and how a shopper may experience the food shelf, informing potential sourcing shifts for the future.

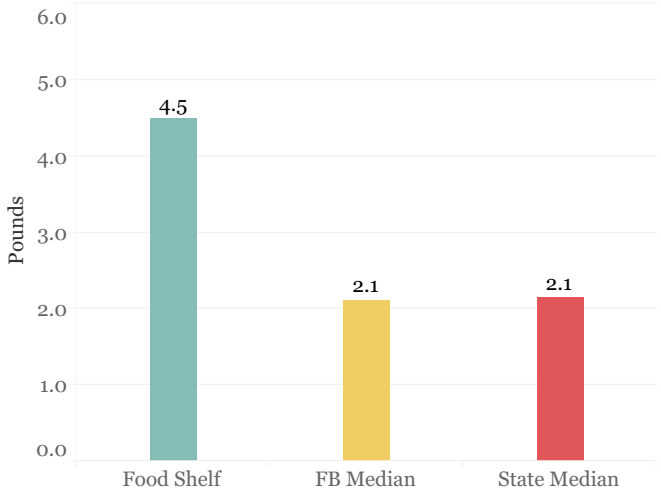
Total Pounds Sourced of Most Important Foods



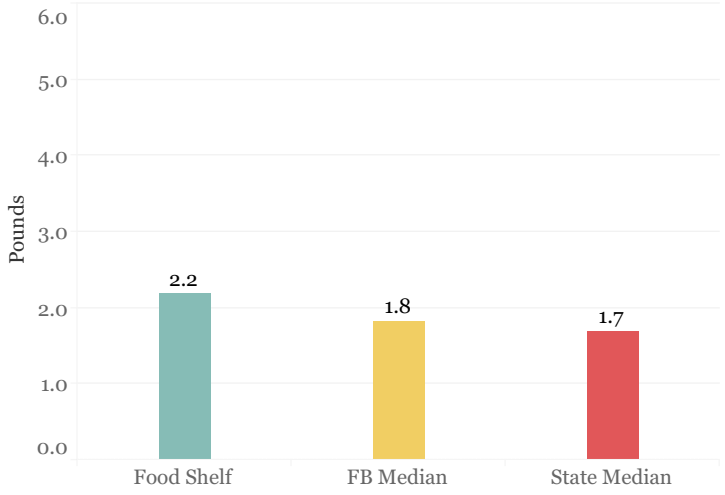
Fresh Produce Pounds Sourced per Individual per Visit



Protein Pounds Sourced per Individual per Visit



Dairy Pounds Sourced per Individual per Visit



Food Shelf
[redacted]

Year
- [ ] 2022
- [ ] 2023
- [ ] 2024
- [x] 2025

Year Segment
- [ ] January - June
- [x] July - December

Food Bank
- [x] [redacted]

State Median Dataset
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Food Bank (FB) Median Dataset
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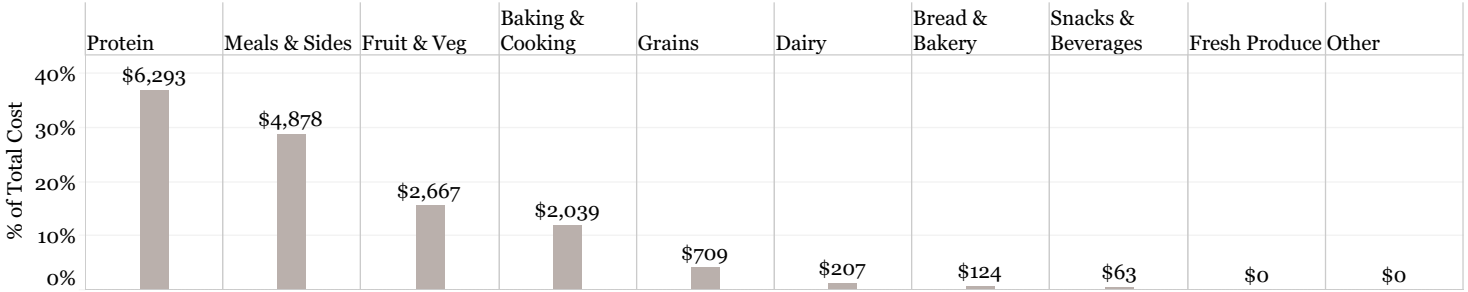
Strategic Food Sourcing Insights: Stewarding Donor Dollars

Here you'll get a deeper view into the food categories that influence cost per individual the most, including the total category cost as well as the individual items within each category. Depending on budget parameters, it can be valuable to consider what five categories have the highest cost and how that aligns with sourcing priorities at the food shelf.

Spending by Food Category



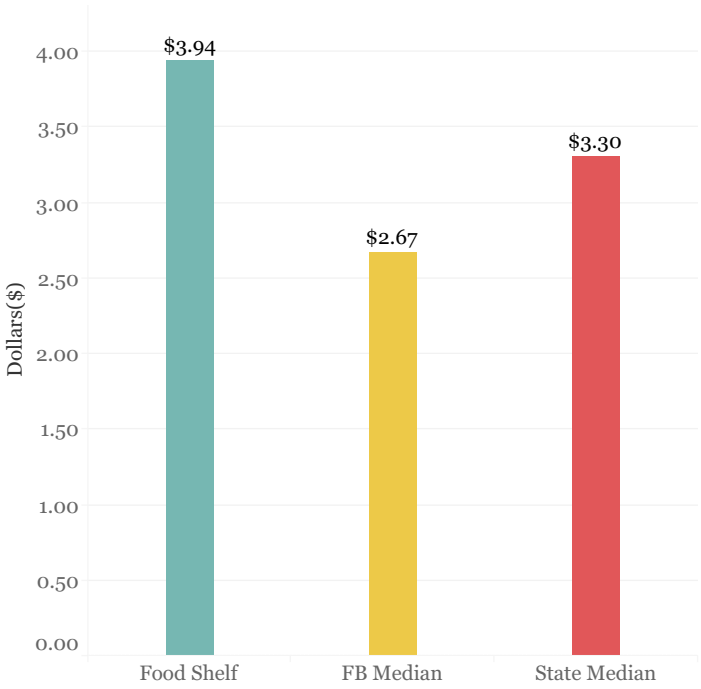
Food Shelf

[redacted]

Year

- [ ] 2022
- [ ] 2023
- [ ] 2024
- [x] 2025

Cost per Individual per Visit



Most Expensive Items by Food Category

Food Category	Item Description	
Protein	PUR: Ground Beef 80/20	$798.10
	PUR: Ground Chicken	$930.78
	PUR: Turkey Breast Bone-in with gravy..	$810.59
Meals & Sides	PUR: Beef Stew Pouch	$523.44
	PUR: Chicken Noodle Soup Campbell's	$587.52
	PUR: Chili with Pork Beef and Beans C..	$607.38
Fruit & Veg	PUR: Jellied Cranberry Sauce Limited ..	$278.32
	PUR: Pear Halves Canned In Juice	$239.75
	PUR: Potatoes Canned Sliced Low Sodi..	$481.65
Baking & Cooking	PUR: Apple Crisp Box Mix Limited Tim..	$393.55
	PUR: Pasta Sauce Low Sodium	$374.02
	PUR: Sloppy Joe Sauce	$550.90
Grains	PUR: Cereal Crisped Rice	$125.89
	PUR: Rice Brown Whole Grain	$142.81
	PUR: Rice White Long Grain	$165.37
Dairy	Land-O-Lakes Butter Spread Cinnamo..	$0.54
	PUR: Cheese Sliced American Cheese S..	$206.06
	Violife Dairy-Free Coffee Creamer Cara..	$0.20
Bread & Bakery	"Bagels ""The Better Bagel"" Everythin..	$8.00
	Brioche Buns Plant-Based	$3.00
	PUR: Tortillas Flour 8 Inch	$110.16
Snacks & Beverages	Celsius Galaxy Vibe Sparkling Strawber..	$12.00
	Ice Cream Chocolate Fudge Brownie	$9.00
	Ice Cream Double Fudge Moose Tracks	$9.00
	Tropicana 100% Orange Juice	$12.60

Year Segment

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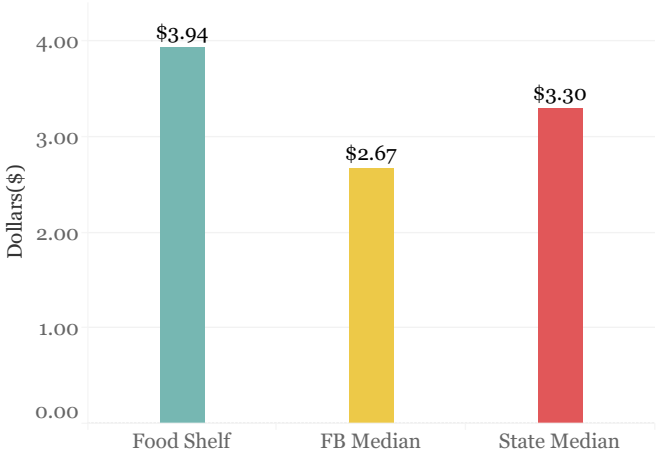
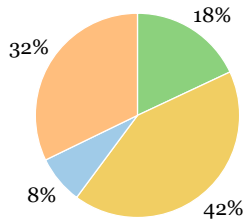
Strategic Food Sourcing Insights: Stewarding Donor Dollars (Page 2)

The availability of various food streams can influence the cost per individual. This data shows which streams could be better utilized to reduce costs and/or provide increased variety. Changes must be weighed with regional context, budget constraints and sourcing priorities.

Cost per Individual per Visit

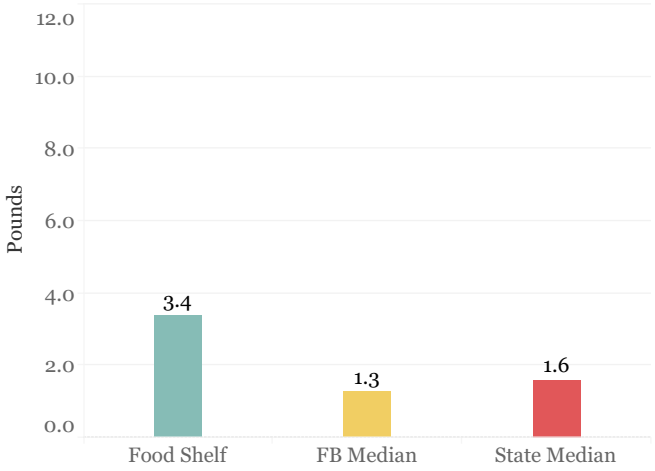


% of Pounds Sourced by Food Stream

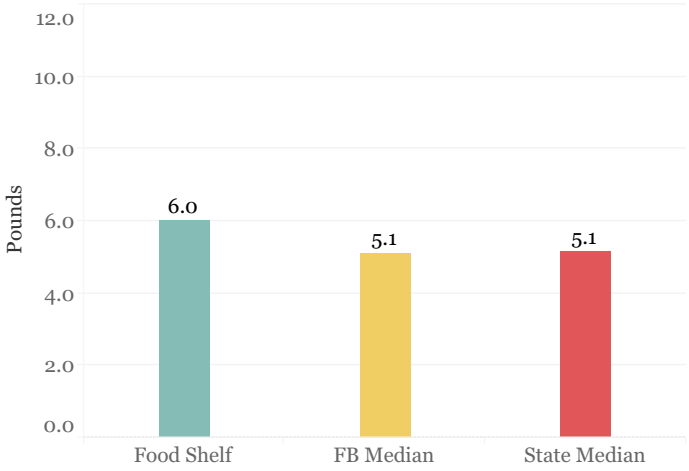


Food Stream
- TEFAP
- FOOD RESCUE
- DONATED
- PURCHASED

TEFAP
Pounds Sourced per Individual per Visit



Purchased
Pounds Sourced per Individual per Visit



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