ffen

Foundation For Essential Needs

Statewide Food Sourcing Data Insights

January - June 2026

Welcome

Presenters for Today:

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

In the chat, please share:

- Name & Pronouns
- Organization & Role
- What's the coolest or weirdest food you've had donated this summer?

ffen
Foundation For Essential Needs

Foundation for Essential Needs

Foundation for Essential Needs (FFEN)

- Statewide nonprofit
- Free consultant for 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

ffen

Foundation For Essential Needs

Agenda

FFEN's Strategic Food Sourcing:

- Service overview and updates

January - June 2026 Data Set Description:

- Numbers, characteristics, geographic mix

January - June 2026 Insights:

- Food sourcing metrics and discussion

Sign up to see your Food Shelf Data!

- Consult process
- Next steps

ffen

Foundation For Essential Needs

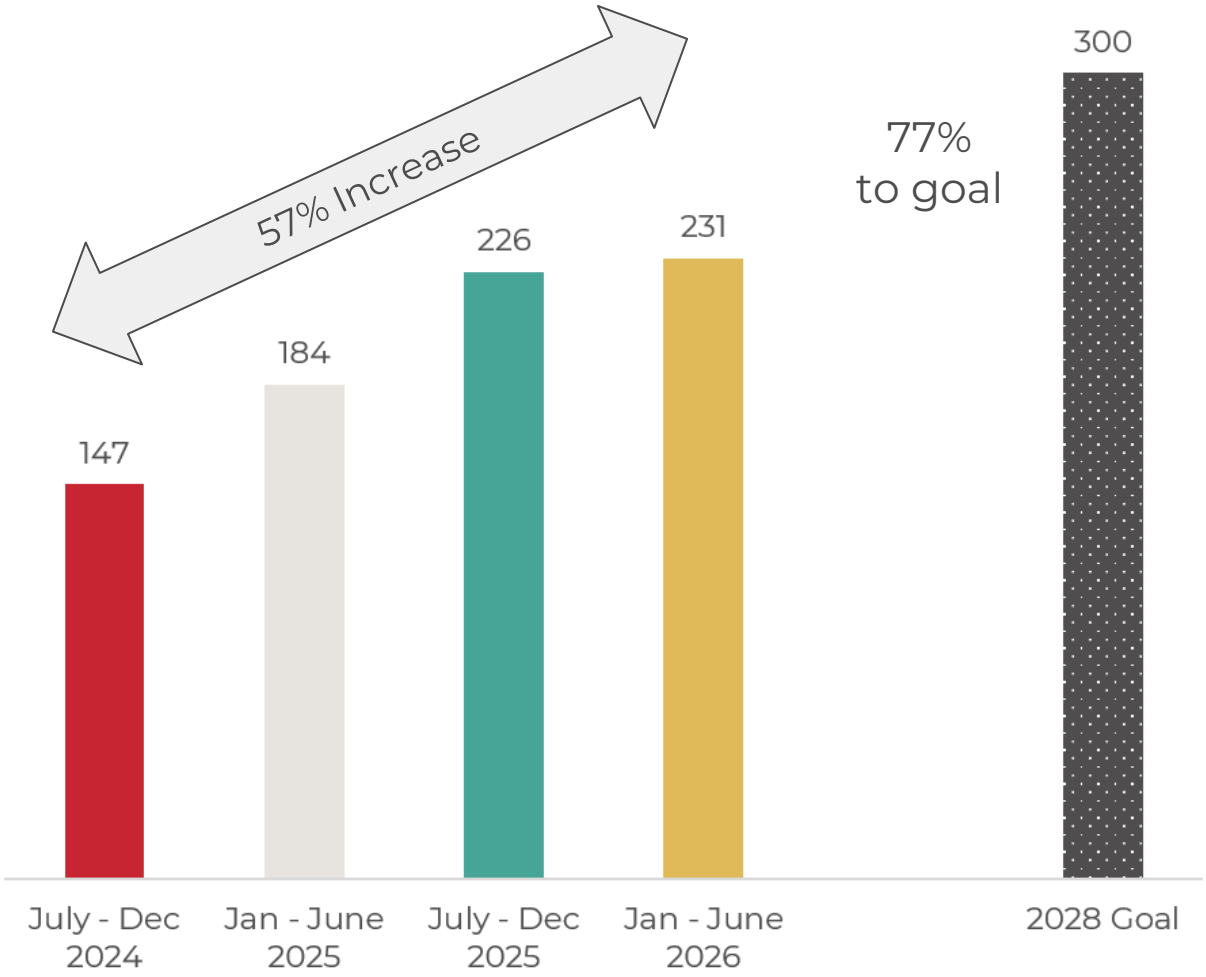
Strategic Food Sourcing Service

Why?

- Demand for food continues to increase
- Food sourcing environment is constantly evolving
- Data can inform proactive budget, sourcing, and program decisions, supporting increased impact and sustainability during times of uncertainty.

ffen
Foundation For Essential Needs

Target Growth for Greater Impact



Tell your peers and partners to sign up now!

Email
programs@ffen.org

ffen
Foundation For Essential Needs

Data Reminders & Metrics

Data Inputs:

- Food Shelf Service Statistics: Pounds distributed & individual visits from monthly statistics
- Food Sourced: From Food Bank ordering systems (includes Food Rescue reported) and local purchases submitted by food shelves.

Strategic Food Sourcing Report Metrics:

- Meeting Shopper Needs: Most Important Foods
- Stewarding Donor Dollars: Financial sustainability
- Use pounds per individual visit

Food Categories

ffen
Foundation For Essential Needs

Jan - June 2026: Context Setting

What do we know about this timeframe?

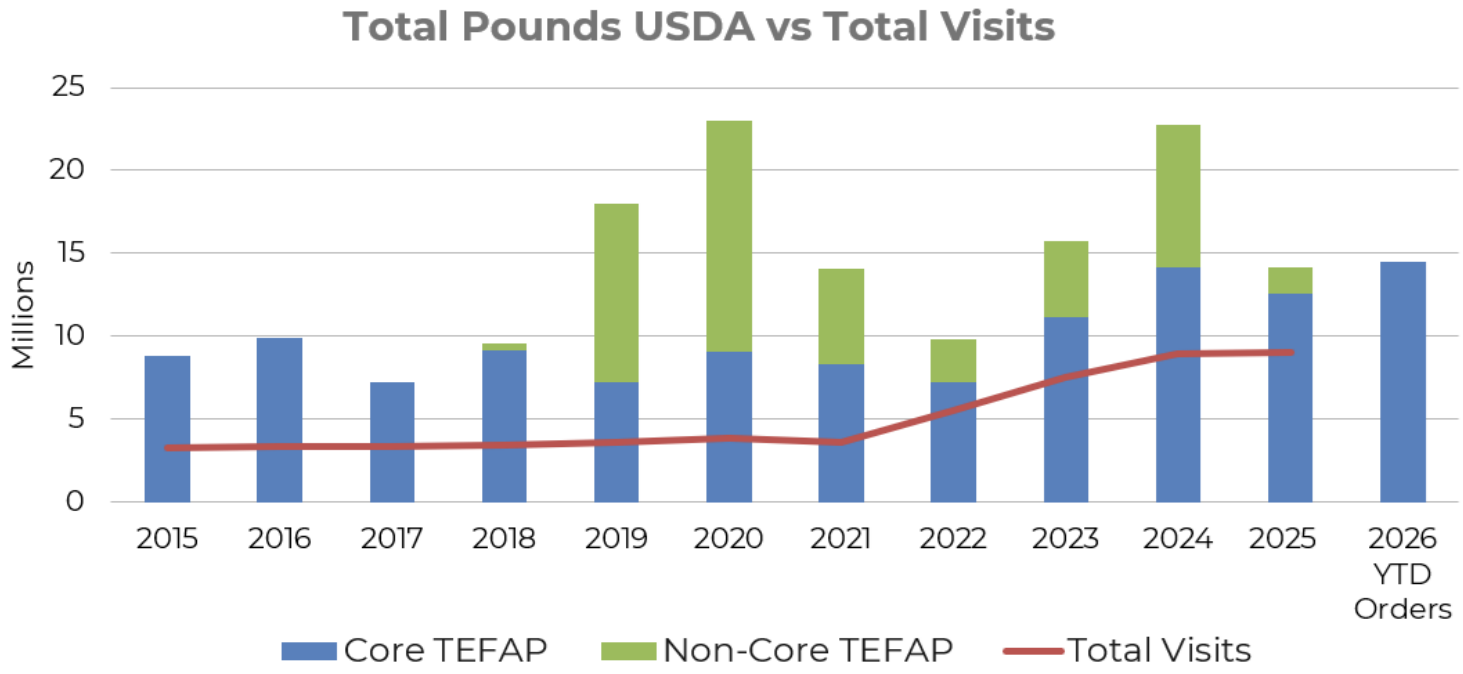
What was happening in our programs and the hunger relief sector?

Items of Note:

- Operation Metro Surge; Pivots in food distribution methods; significant decrease in in-person visits
- Increased scrutiny on nonprofits amid concern of waste and fraud
- Impacts of HR1 including SNAP benefit and healthcare changes; cuts to support orgs

ffen
Foundation For Essential Needs

Minnesota: USDA Foods vs Visits

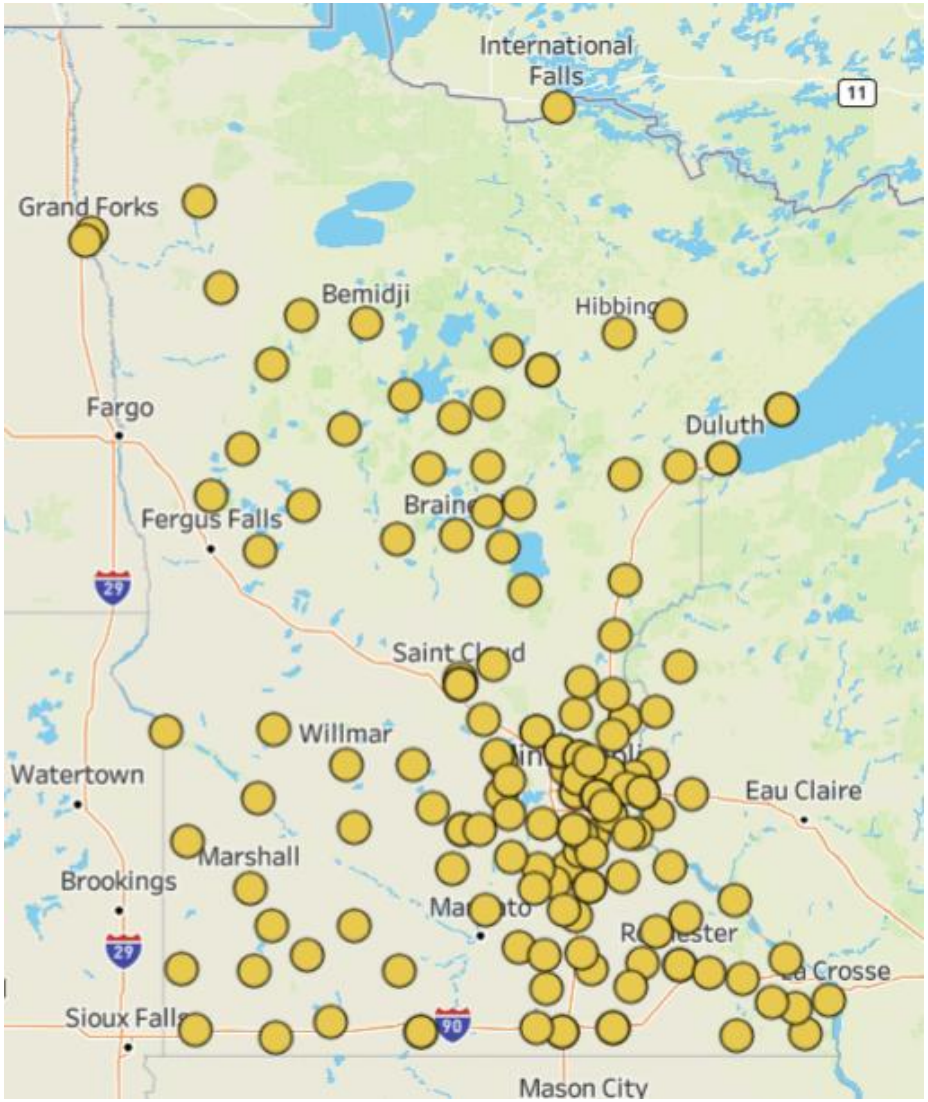


Data provided by MN DCYF-OEO:

- Visits remain at record high
- USDA Pounds per individual visit have decreased from 6.0 in 2020 to 1.6 in 2025

ffen
Foundation For Essential Needs

Jan - June 2026: Full Data Set



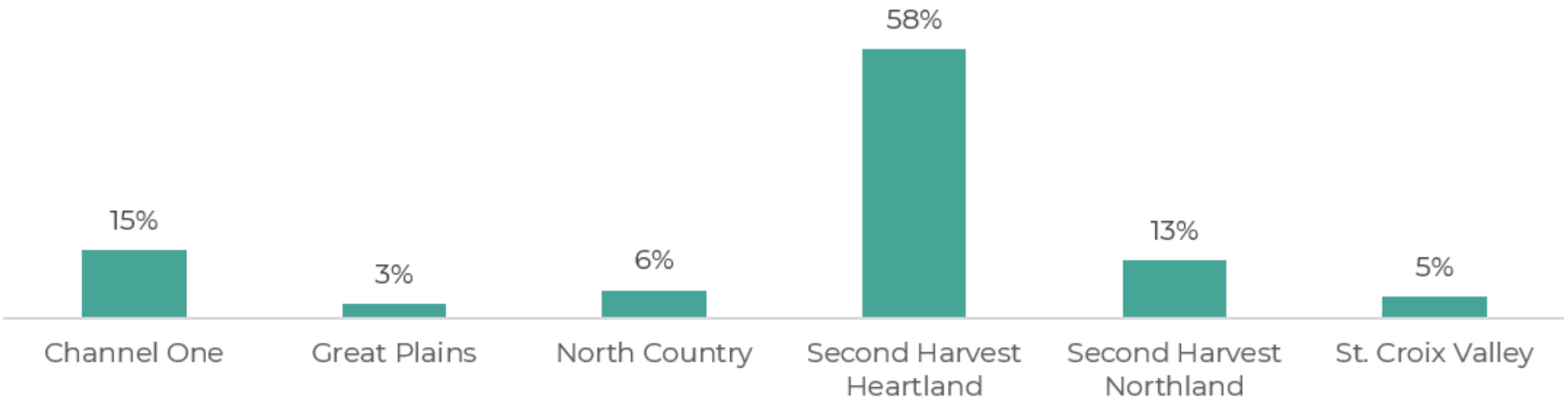
231 Food Shelf Sites:

- 214 Minnesota
- 11 Western WI
- 6 Eastern ND
- Across 179 nonprofit organizations
- *27 new sites (12%)*

ffen

Foundation For Essential Needs

Jan - June 2026: Full Data Set



Regional Breakdown:

- 20% of sites also partnered with The Food Group
- MN & WI food banks received regional report

ffen
Foundation For Essential Needs

Program Characteristics

Questions about programming:

- 181 food shelf sites responding (78% of dataset)

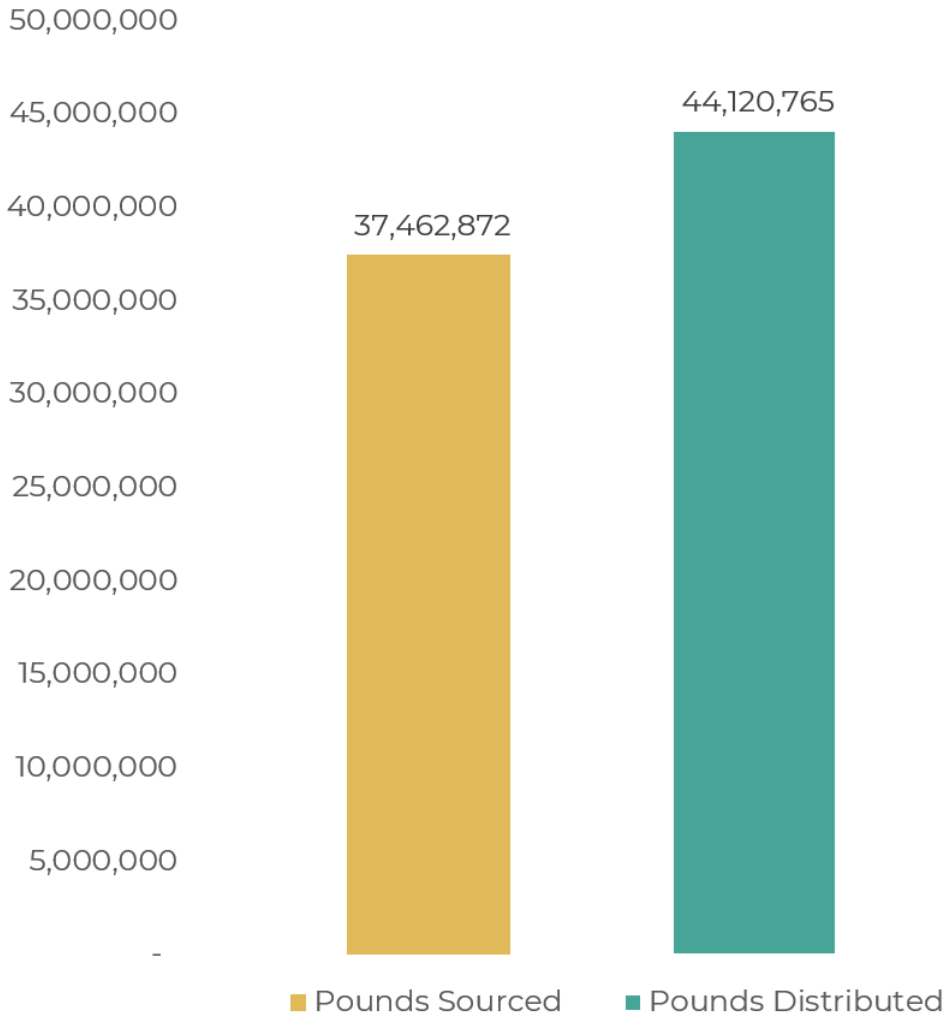
What we know about participating sites:

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

Jan - June 2026: Programming Characteristics Report

ffen
Foundation For Essential Needs

Jan - June 2026: Full Data Set

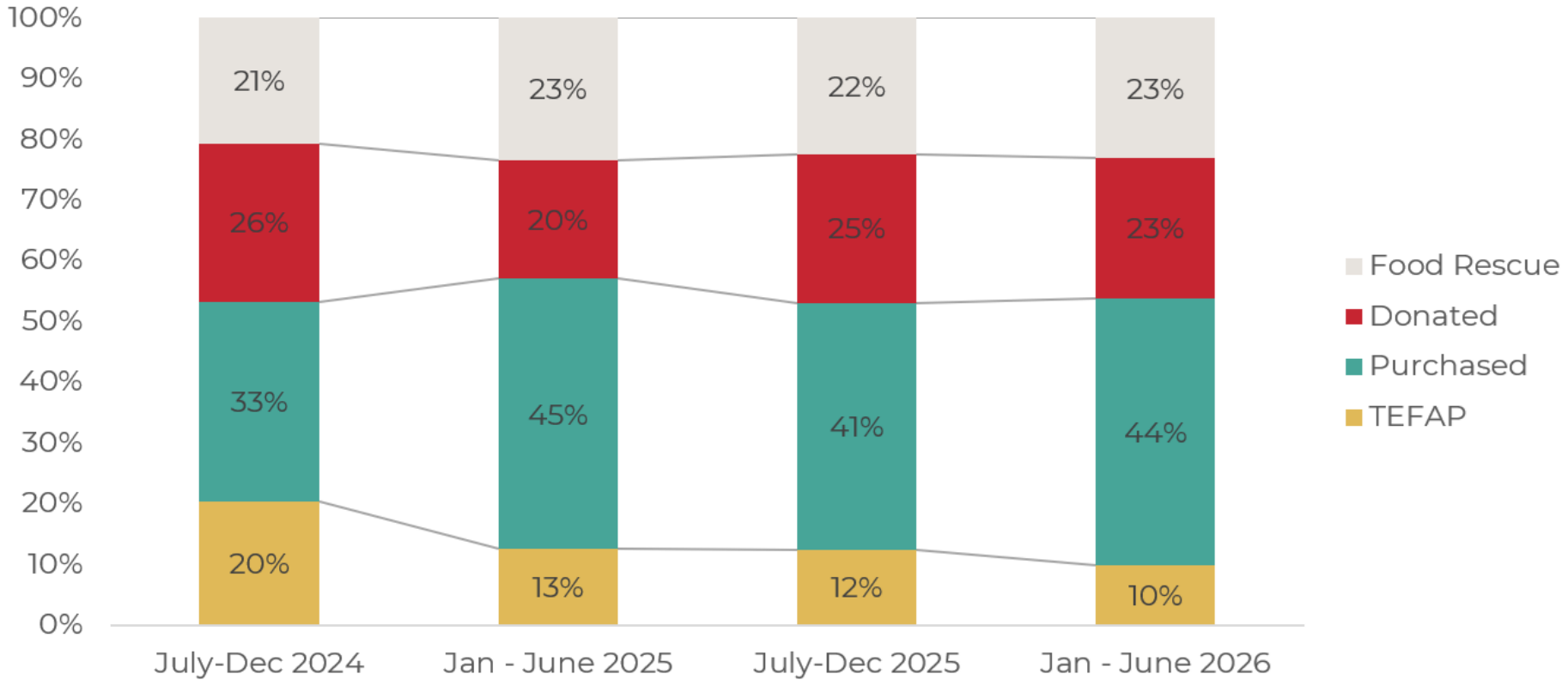


Participating sites:

- Provided 2,532,321 food shelf visits
- Leveraged $7,307,755 in community support to purchase food

ffen
Foundation For Essential Needs

Percentage of Pounds by Source



Observations and Questions:

- TEFAP making up smaller share of the whole
- Does this reflect what you're seeing in your own food streams? What is the same or different?

ffen
Foundation For Essential Needs

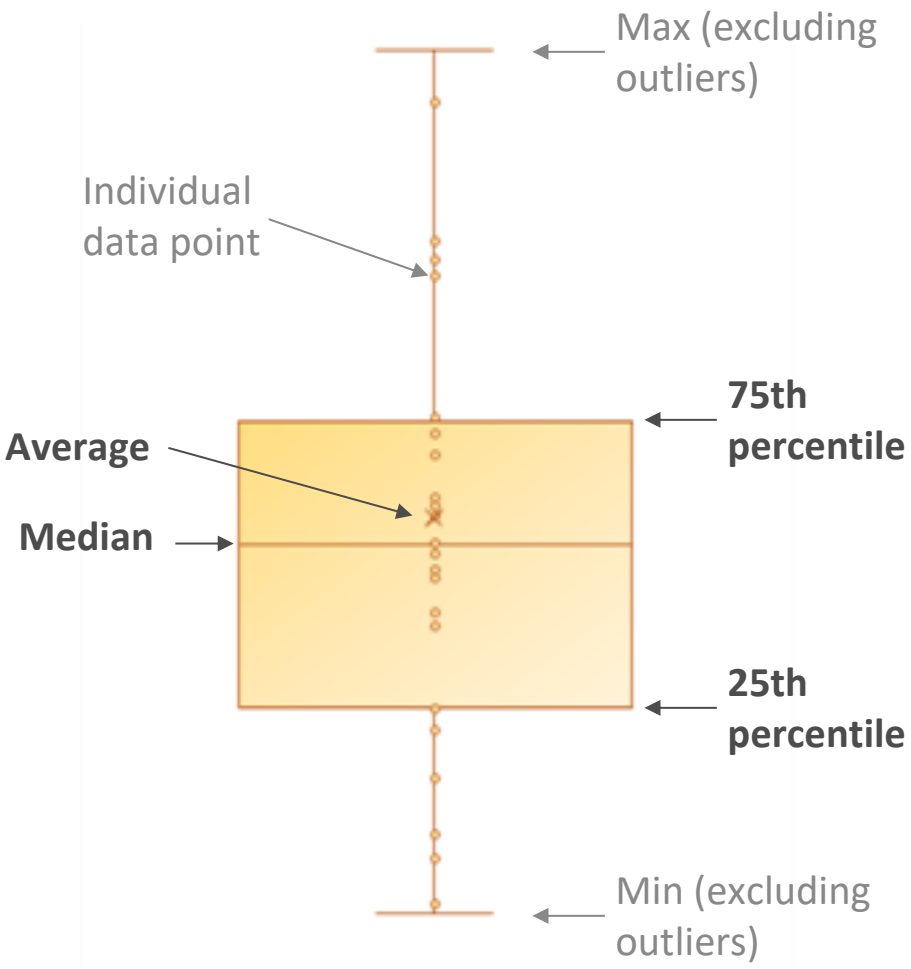
ffen

Foundation For Essential Needs

Statewide Food Sourcing Data Insights

January - June 2026

Intro to Box & Whiskers Chart



Why?

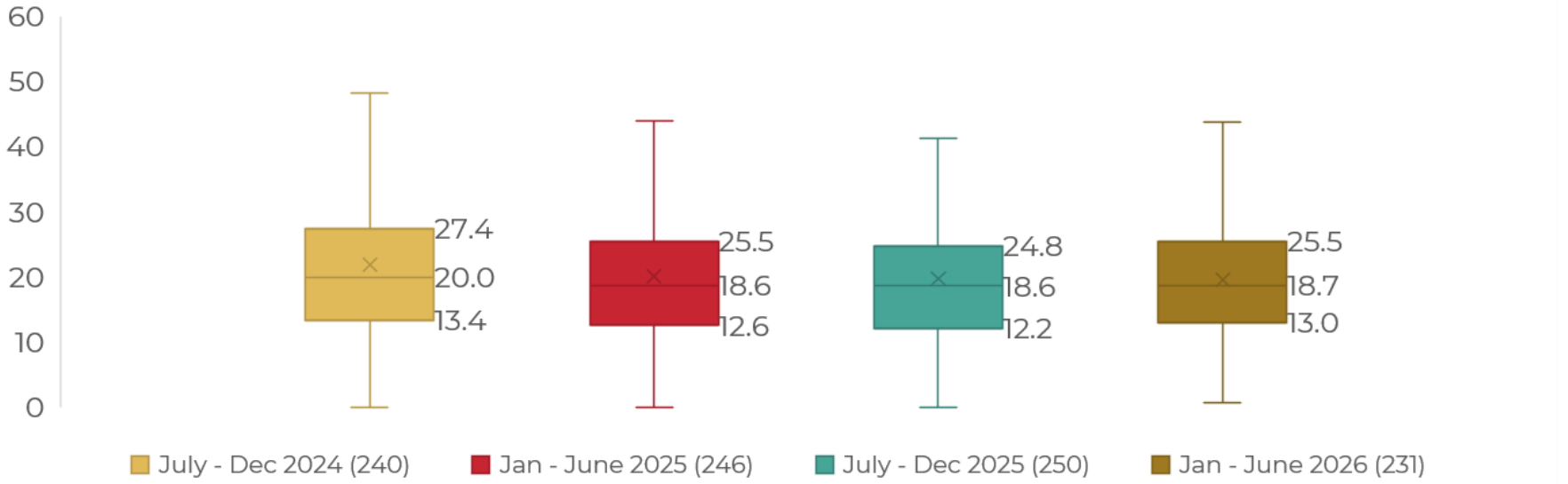
- Condenses a large data set
- Highlights the range of data
- Shows quartiles and outliers

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 are below, 50% above

ffen
Foundation For Essential Needs

Pounds Dist per Individual Visit



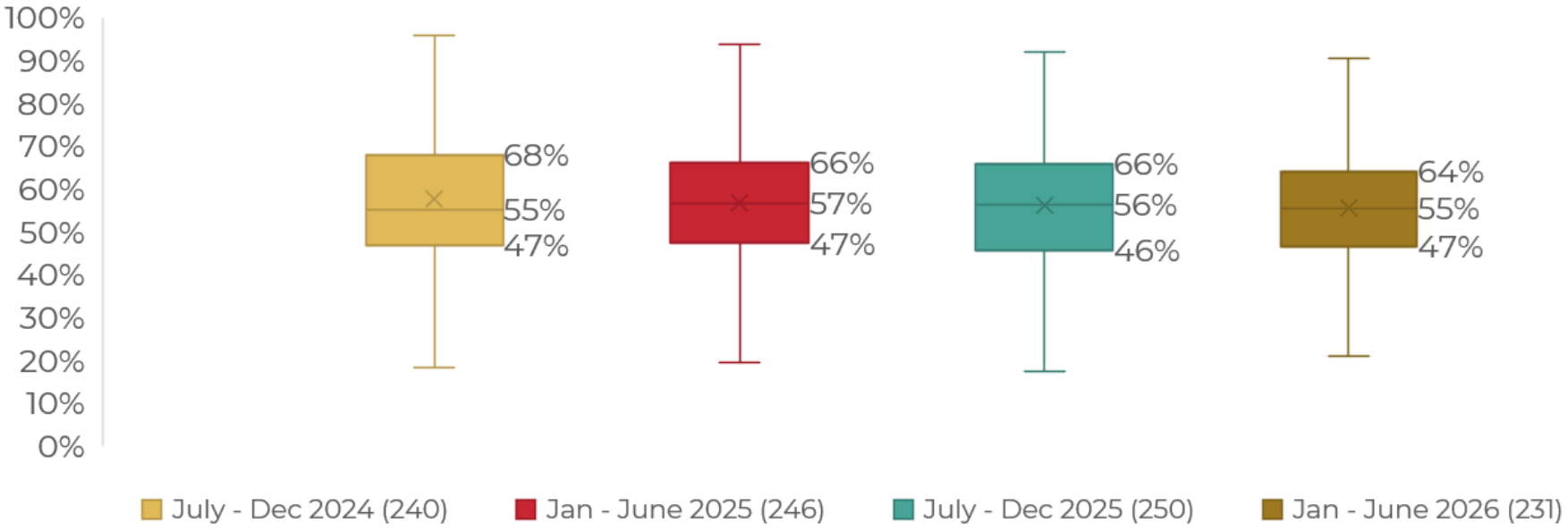
Pounds Distributed per Individual Visit: Total pounds distributed divided by total individual visits

Insights:

- Relatively stable despite system changes
- Yet, still continues a slight trend down since 2022 in FFEN's data set

ffen
Foundation For Essential Needs

Most Important Foods: Percent



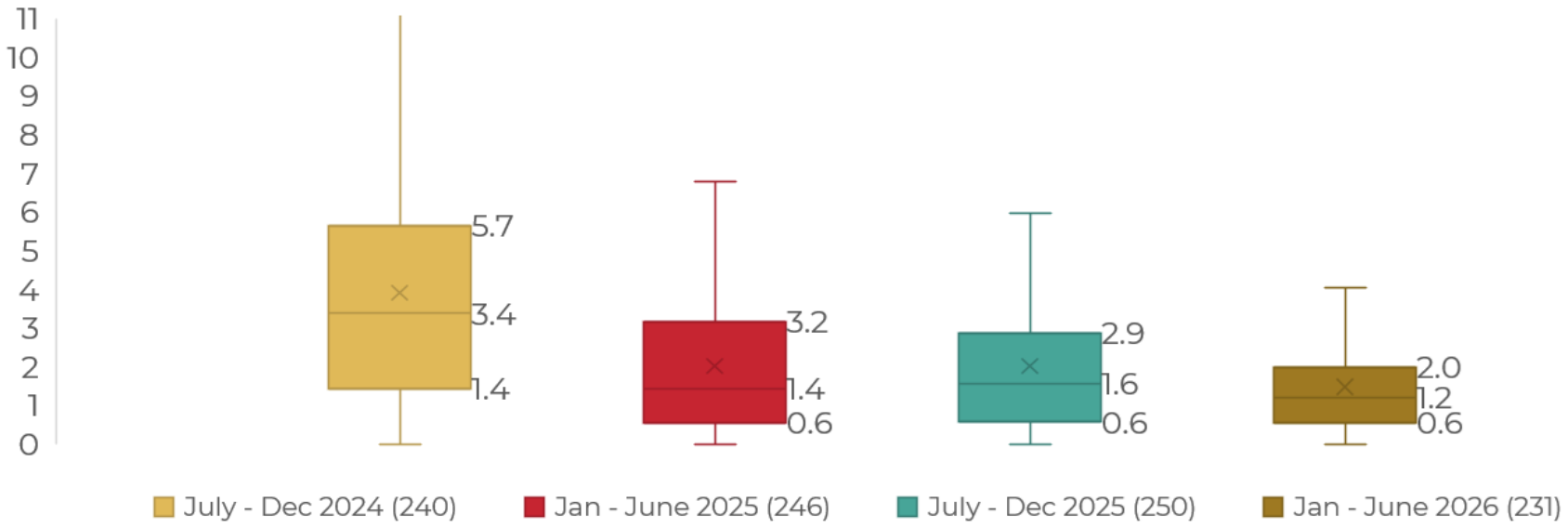
Percent of Total Pounds Sourced: Total pounds of fresh produce, protein, and dairy divided by total food pounds sourced

Insights:

- Holding steady across rounds
- Median continues to exceed FFEN's goal of sourcing at least 50% in Most Important Foods

ffen
Foundation For Essential Needs

TEFAP lbs per Individual Visit



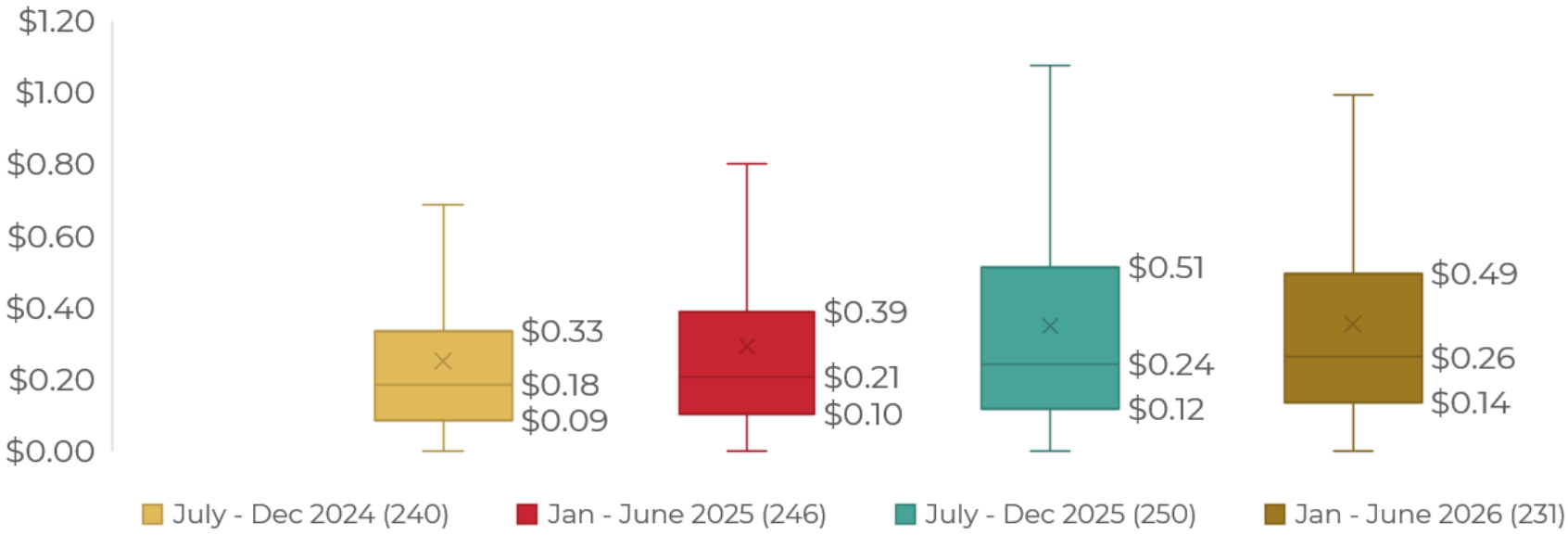
TEFAP Pounds Sourced per Individual Visit: Total pounds sourced by food stream divided by total number of individual visits

Insights:

- Range in TEFAP sourcing decreasing
- Decline points to visits outpacing TEFAP poundage available

ffen
Foundation For Essential Needs

Cost per Pound Sourced



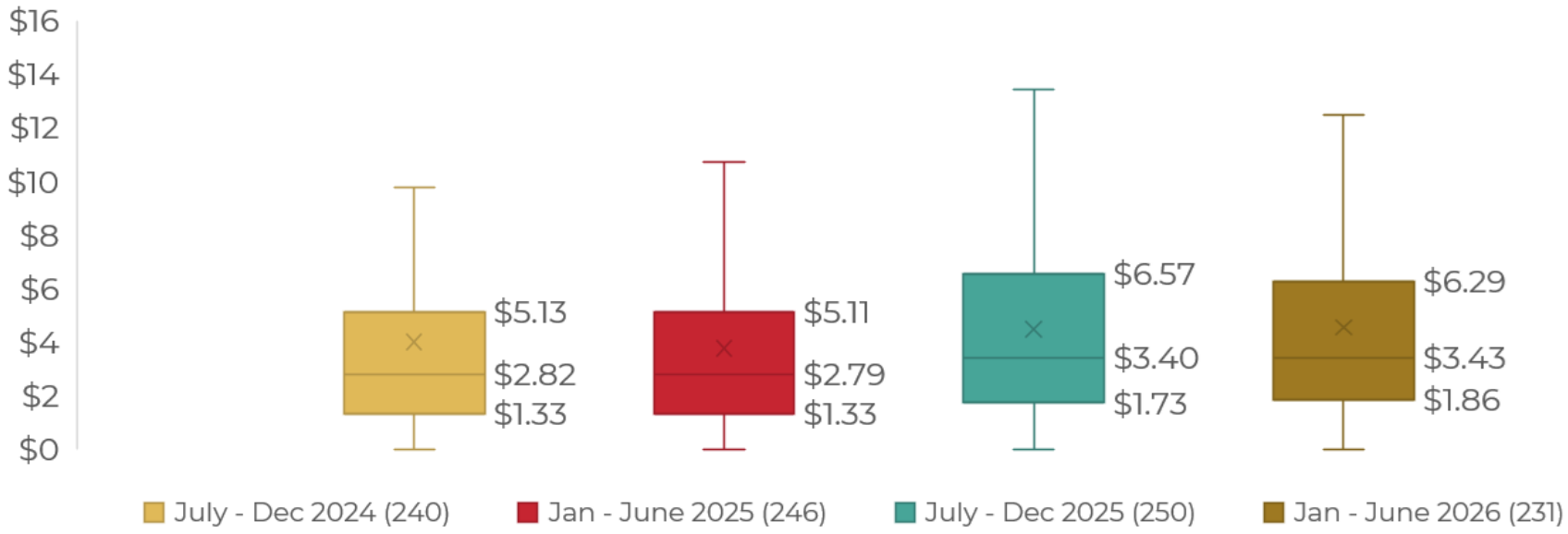
Cost per Pound Sourced: Total food costs and delivery costs divided by total pounds sourced; Includes food bank costs and the cost of locally purchased food submitted to FFEN

Insights:

- Steady increase since 2024
- Contributors may be inflation; increased sourcing of purchase product

ffen
Foundation For Essential Needs

Cost per Individual Visit



Cost per Individual Visit: Total food costs divided by total number of individual visits; Includes food bank costs and the cost of locally purchased food submitted to FFEN

Insights:

- Jumped to over $3, despite pounds per individual visit posting a slight decline (last two rounds)

ffen
Foundation For Essential Needs

Poll

How have your monthly service numbers changed compared to this time last year?

How has your monthly food budget changed compared to this time last year?

How has your organizational fundraising changed compared to this time last year?

If your food budget cannot keep up with demand, what is the impact on your shoppers and community?

ffen

Foundation For Essential Needs

Recommendations

At the food shelf: Think about how you build the increase into your budget - through more fundraising or by cutting expenses.

At the food bank: Have a conversation with your food bank about the cost increases expected. (And give feedback in the Food Shelf Manager Survey!)

At the policy level: Engage in advocacy! Half of MFSP funding is only one-time - if you want to see that second half continue, advocate. Sign up for action alerts from The Food Group and attend Hunger Day on the Hill.

ffen
Foundation For Essential Needs

Making Meaning from your Data

Peer group data available this round:

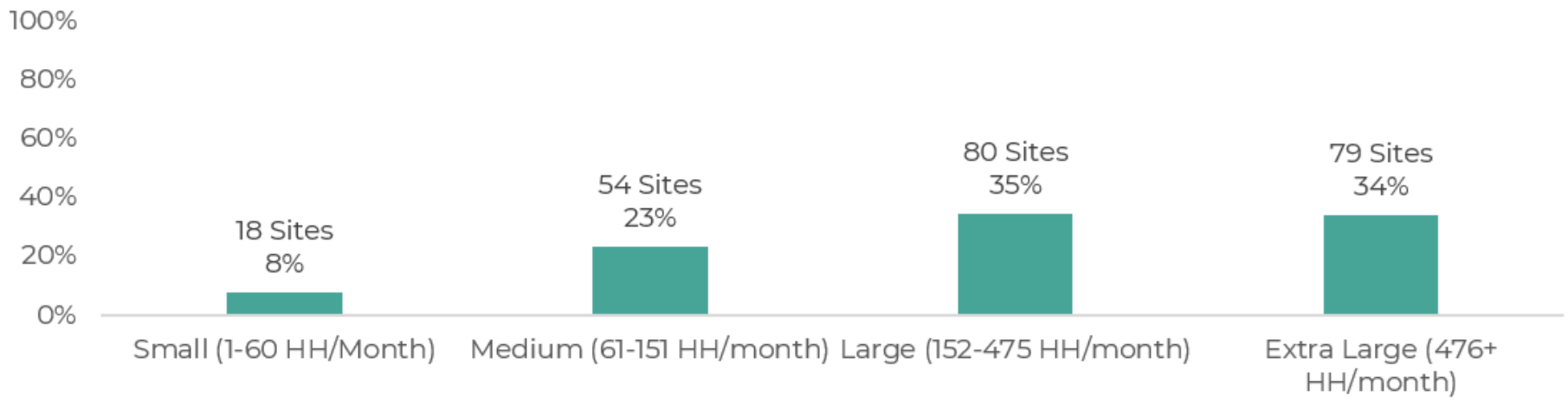
- **By service size:** Average households served monthly
- **By visit frequency:** How often people are able to shop
- **By food rescue percentage:** Portion of total food sourcing from food rescue stream

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

ffen
Foundation For Essential Needs

Peer Group by Service Size



Average Number of Households Served per Month:

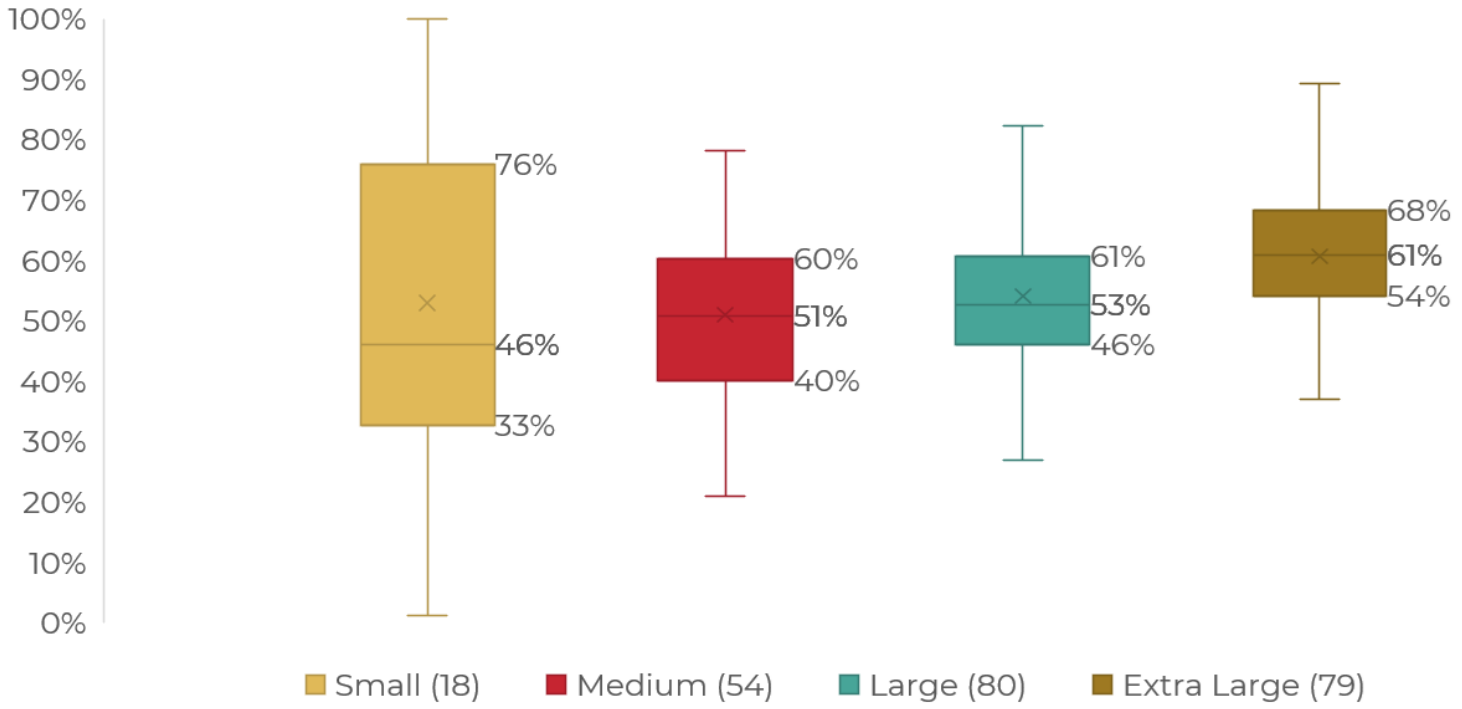
- Utilized MN Food Shelf Survey sampling segments

Service Size Breakdown:

- **18 Small** (1-60 HH/month)
- **54 Medium** (61-151 HH/month)
- **80 Large** (152-475 HH/month)
- **79 Extra Large** (476+ HH/month)

ffen
Foundation For Essential Needs

Most Important Foods: Percent

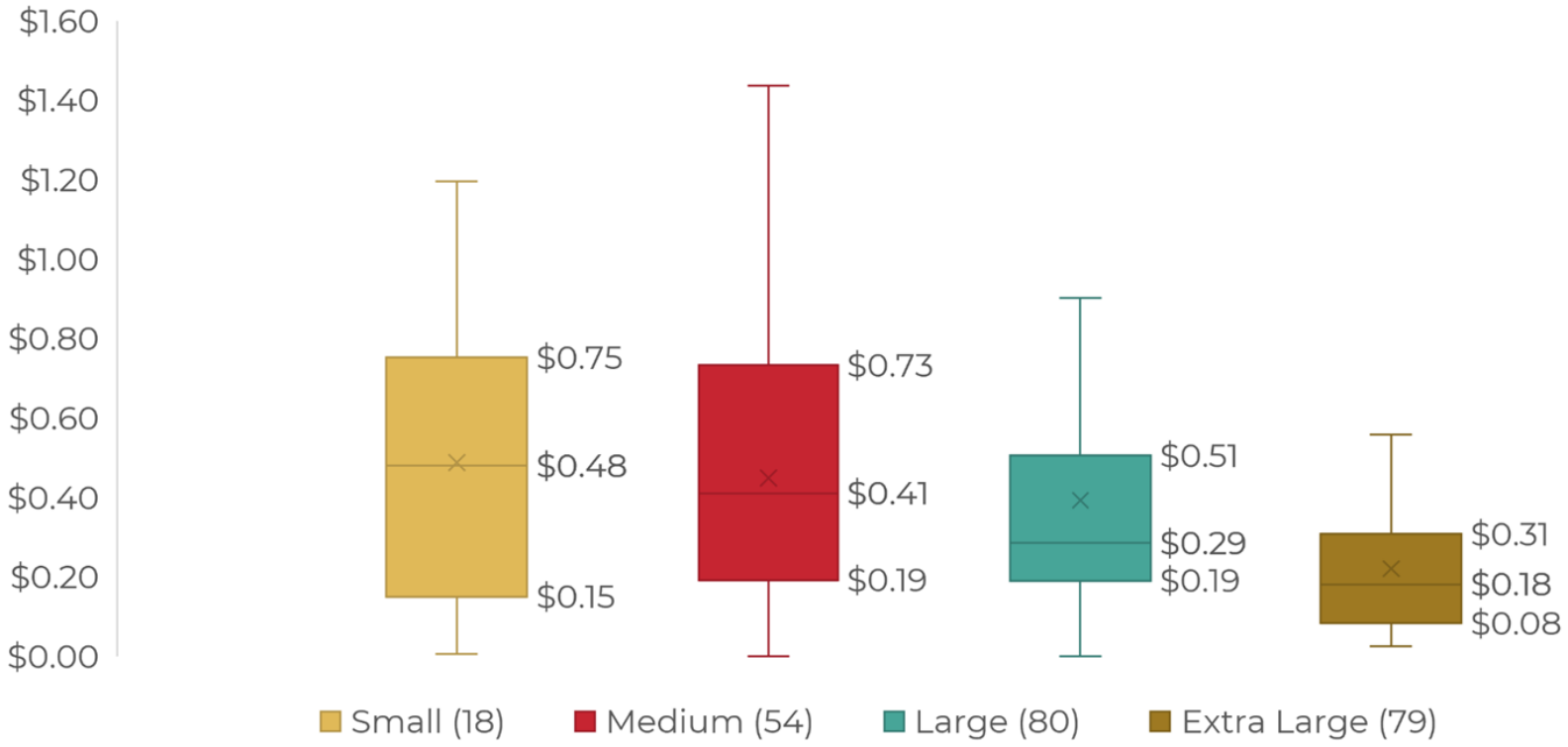


Observations and Questions:

- % of Most Important Foods trends up as food shelf service size increases
- What might be contributing to this?

ffen
Foundation For Essential Needs

Cost per Pound Sourced



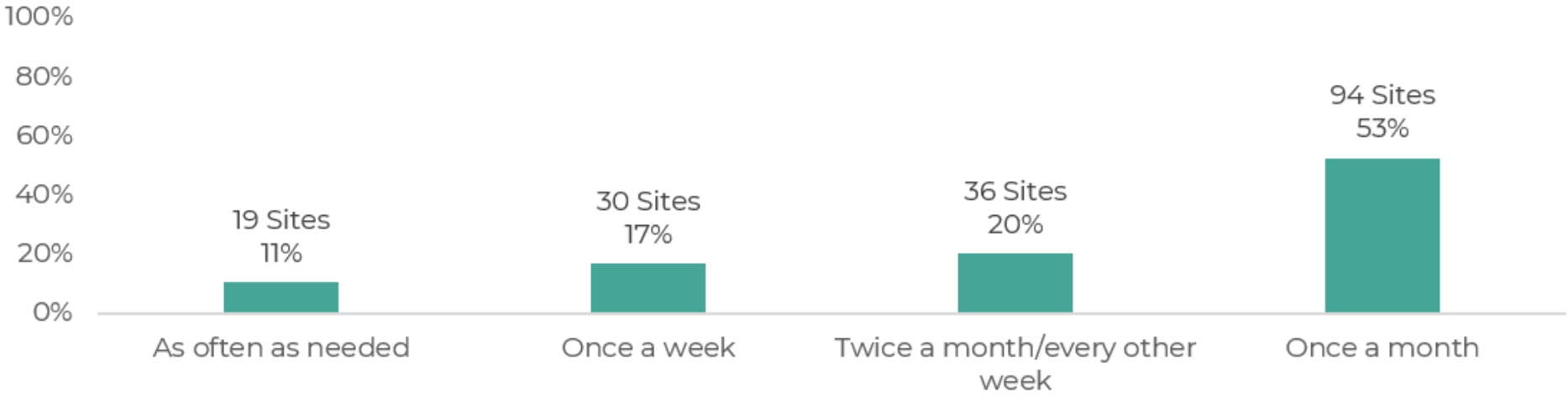
Observations and Questions:

- Cost per pound trends down as sites get larger
- How is this reflected at your site?

ffen
Foundation For Essential Needs

Peer Group by Visit Frequency

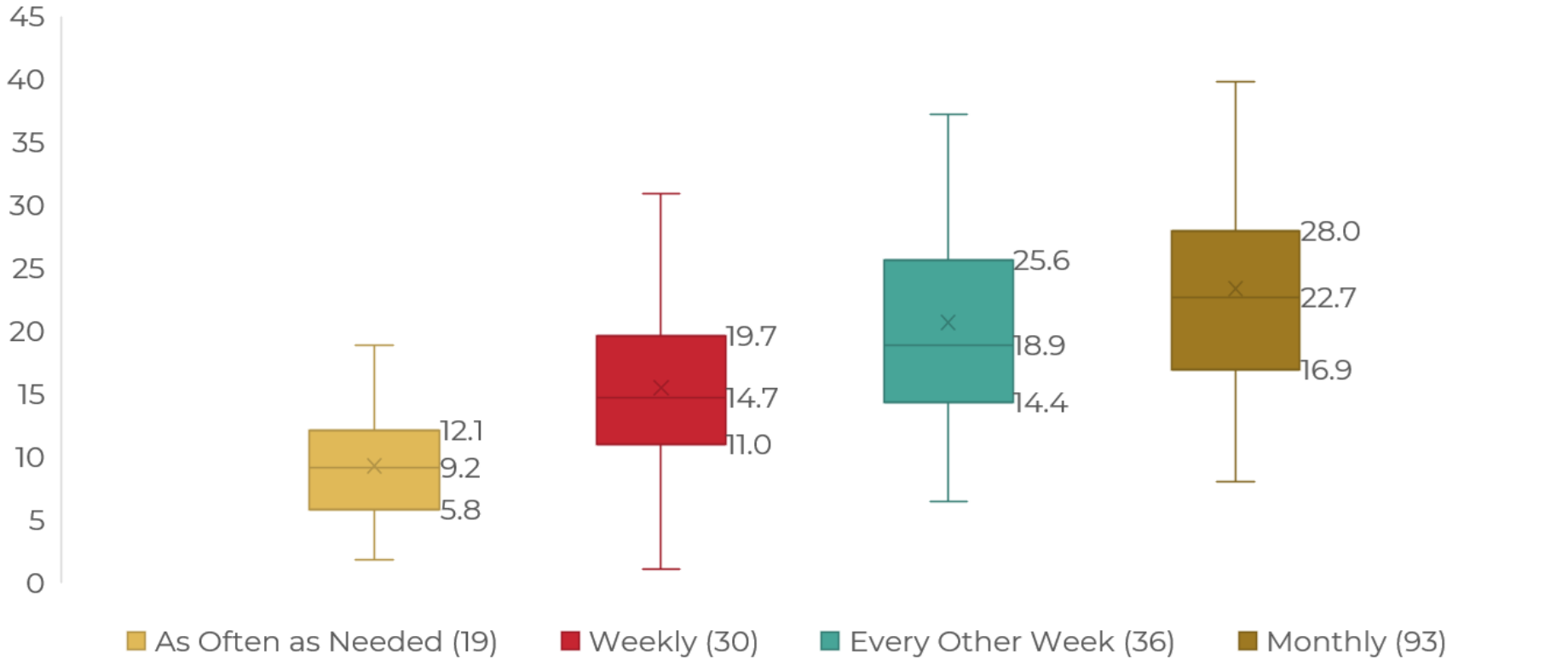
How frequently do you advertise that shoppers can visit the food program?



181 responses (78% of dataset)

ffen
Foundation For Essential Needs

Pounds Dist per Individual Visit

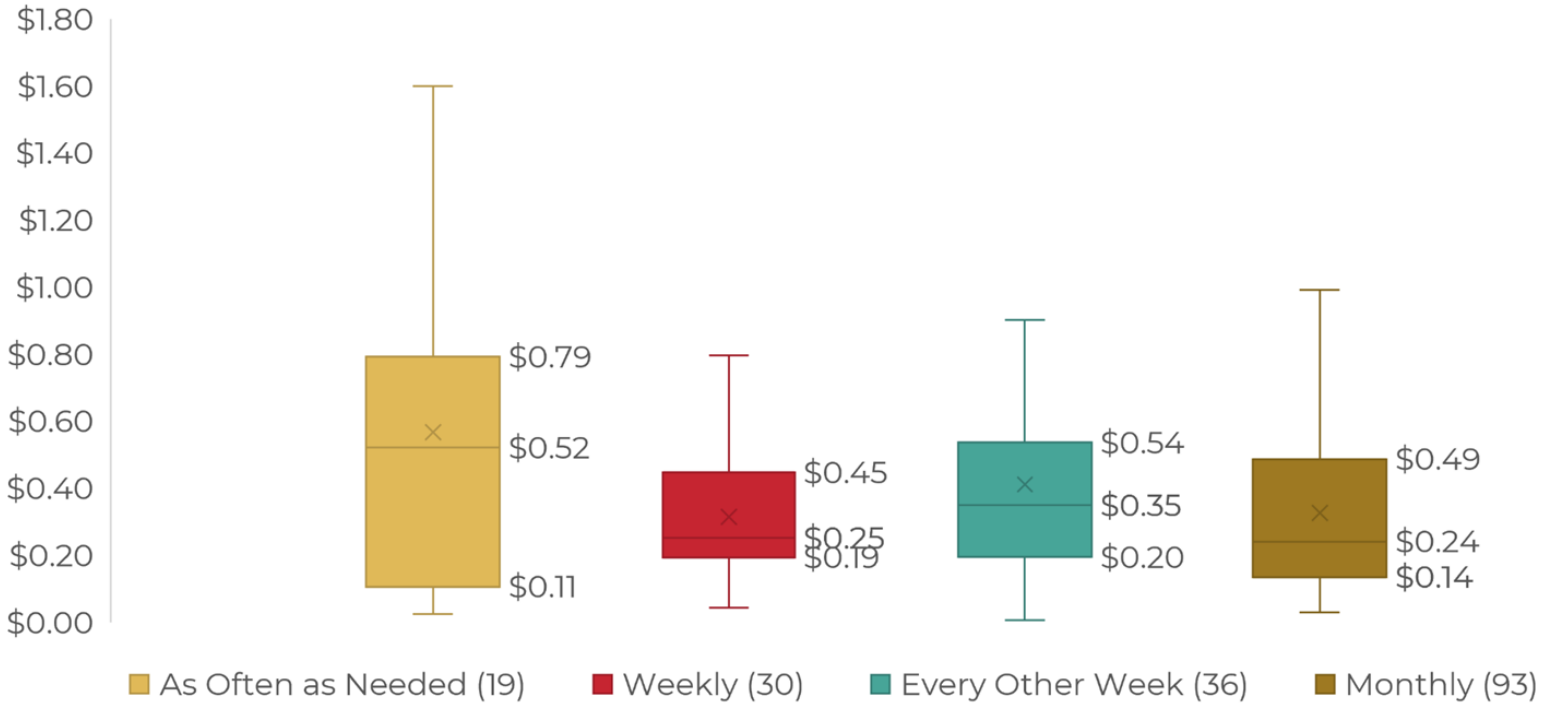


Observations and Questions:

- Lbs distributed trends up as visit frequency decreases

ffen
Foundation For Essential Needs

Cost Per Pound Sourced

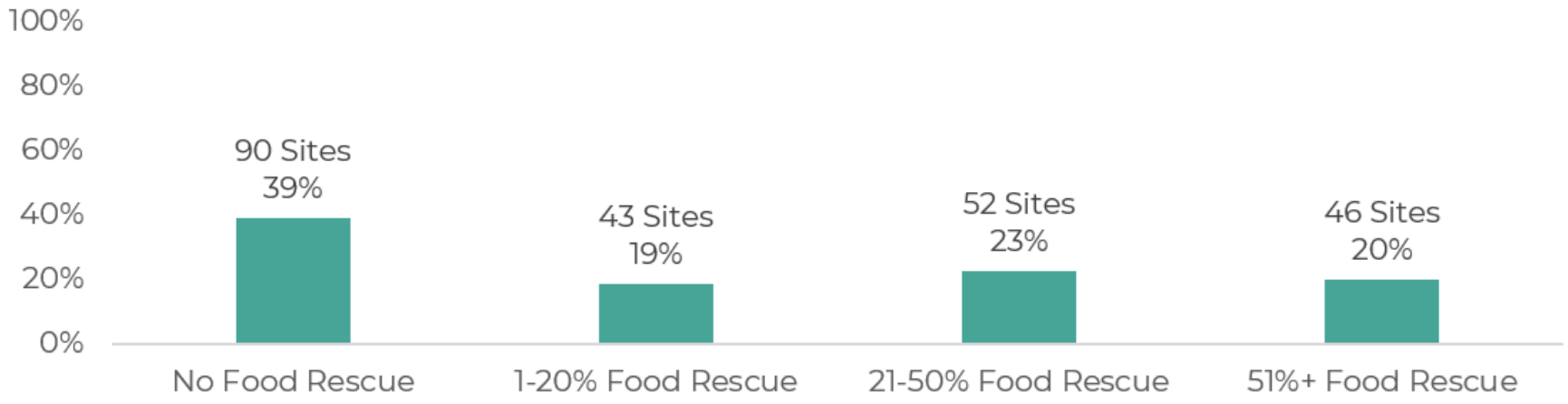


Observations and Questions:

- "As often as needed" sites spending the most per pound; no clear trend for the rest

ffen
Foundation For Essential Needs

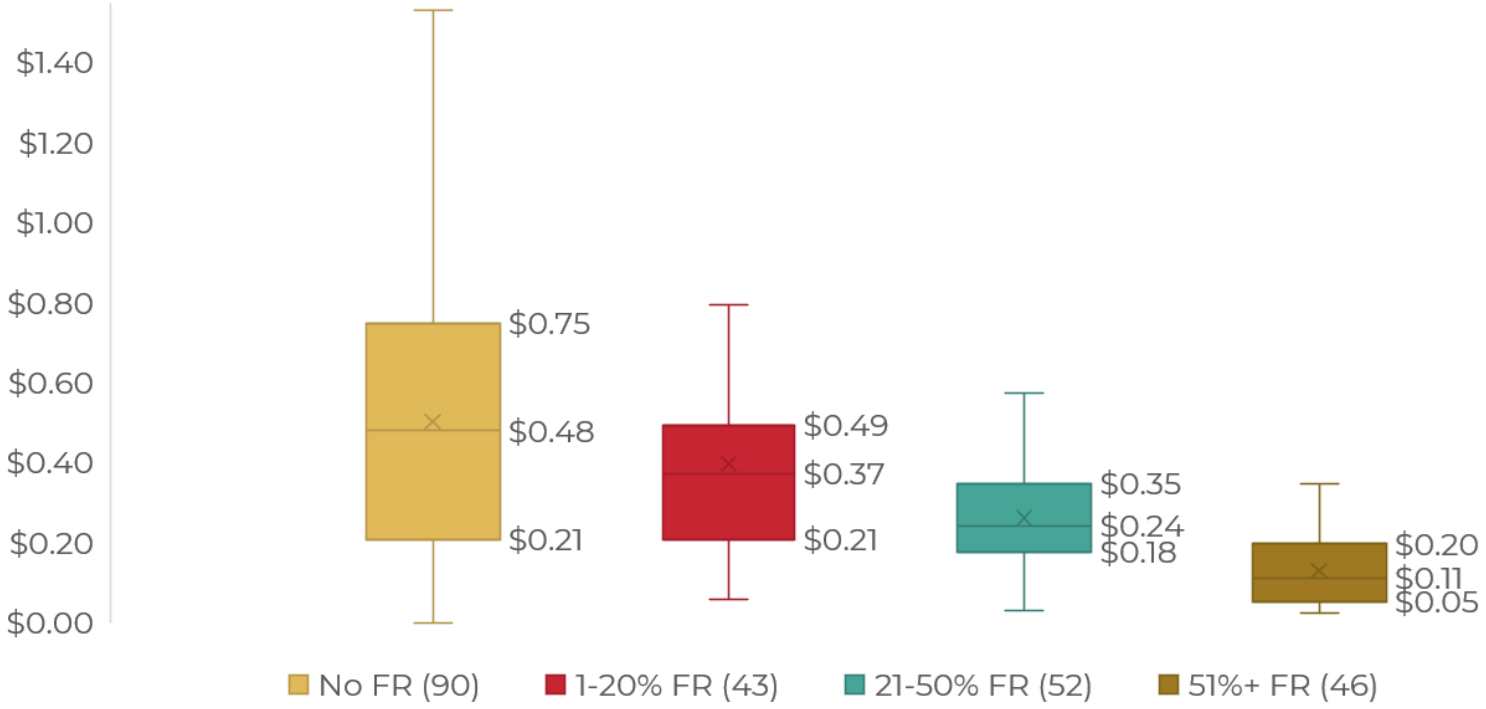
Peer Group by Food Rescue %



231 Data Sets

ffen
Foundation For Essential Needs

Cost Per Pound Sourced

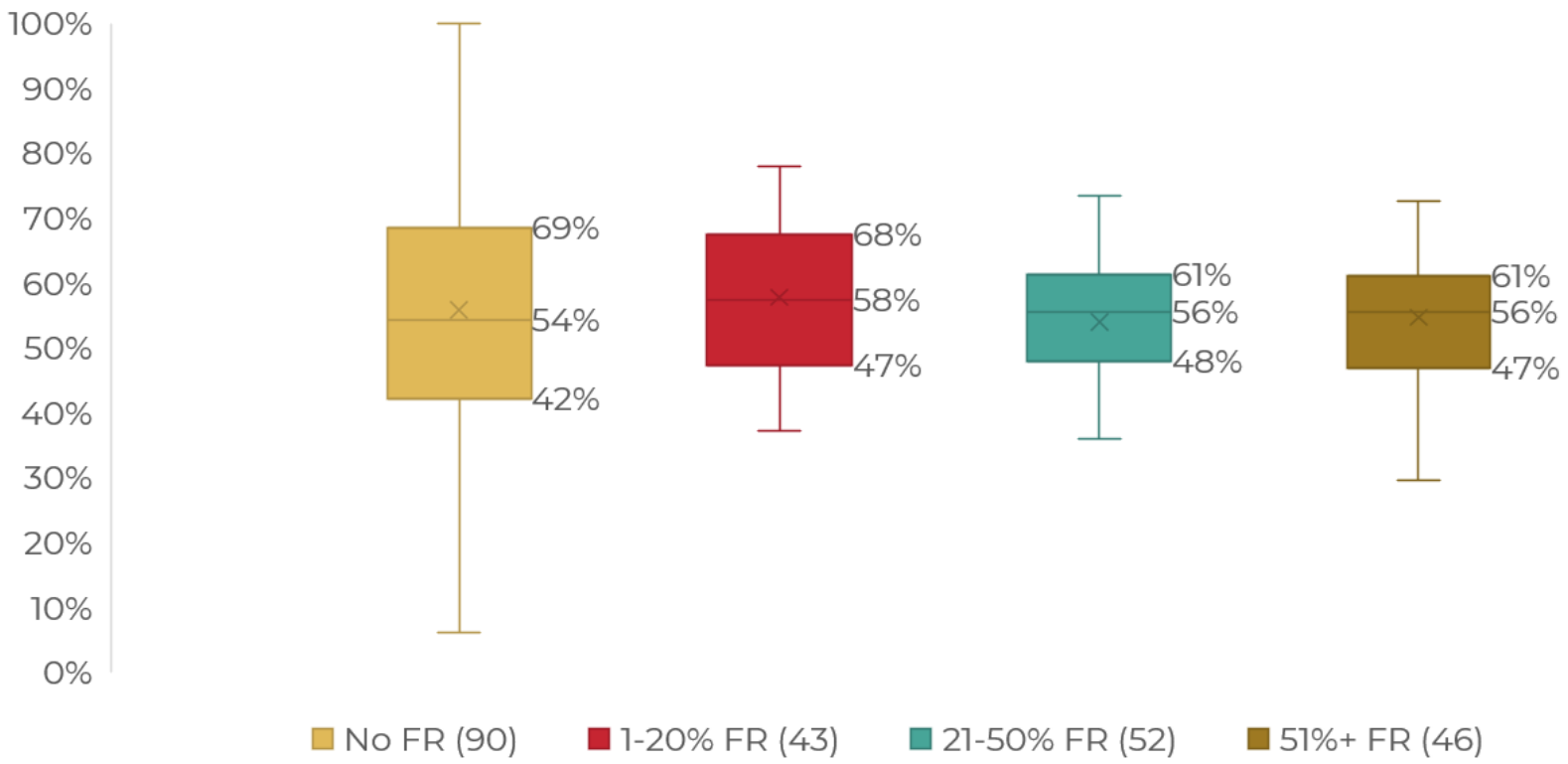


Observations and Questions:

- Trends down as percentage of food rescue increases

ffen
Foundation For Essential Needs

Most Important Foods: Percent



Observations and Questions:

- No clear trend in medians
- Why might this be?

ffen
Foundation For Essential Needs

Food for Thought: Food Budgets

Food shelf sites without approved budget for food purchases:

- Higher median cost per individual that those with budgets:
  - $4.89 vs $3.33
- Lower percentage of most important foods median
  - 49% vs 57%

A budget is an important roadmap for sustainability and impact!

Check out FFEN's Budget Resources at ffen.org/resource-hub

ffen
Foundation For Essential Needs

Your Thoughts

Poll:

- How informative was this webinar content?

In the chat:

- What did you find most valuable in this session and plan to bring back to your organization?

ffen
Foundation For Essential Needs

Next Steps: Your Food Shelf Data!

Next Steps: January - June 2026 Data Insights Webinar

- Recording and slides will be emailed out
- Links at: https://ffen.org/strategic-food-sourcing/

Get your Food Shelf Data:

- Reports emailed to those who participated in a consult last round by end of September
- No consultation last round? Sign up to chat- starting September 28th!

Prioritizing Foods for Greater Impact:

- Tuesday, November 10th, 11:30am
- Register Now!
- Access on demand resources here.

ffen
Foundation For Essential Needs

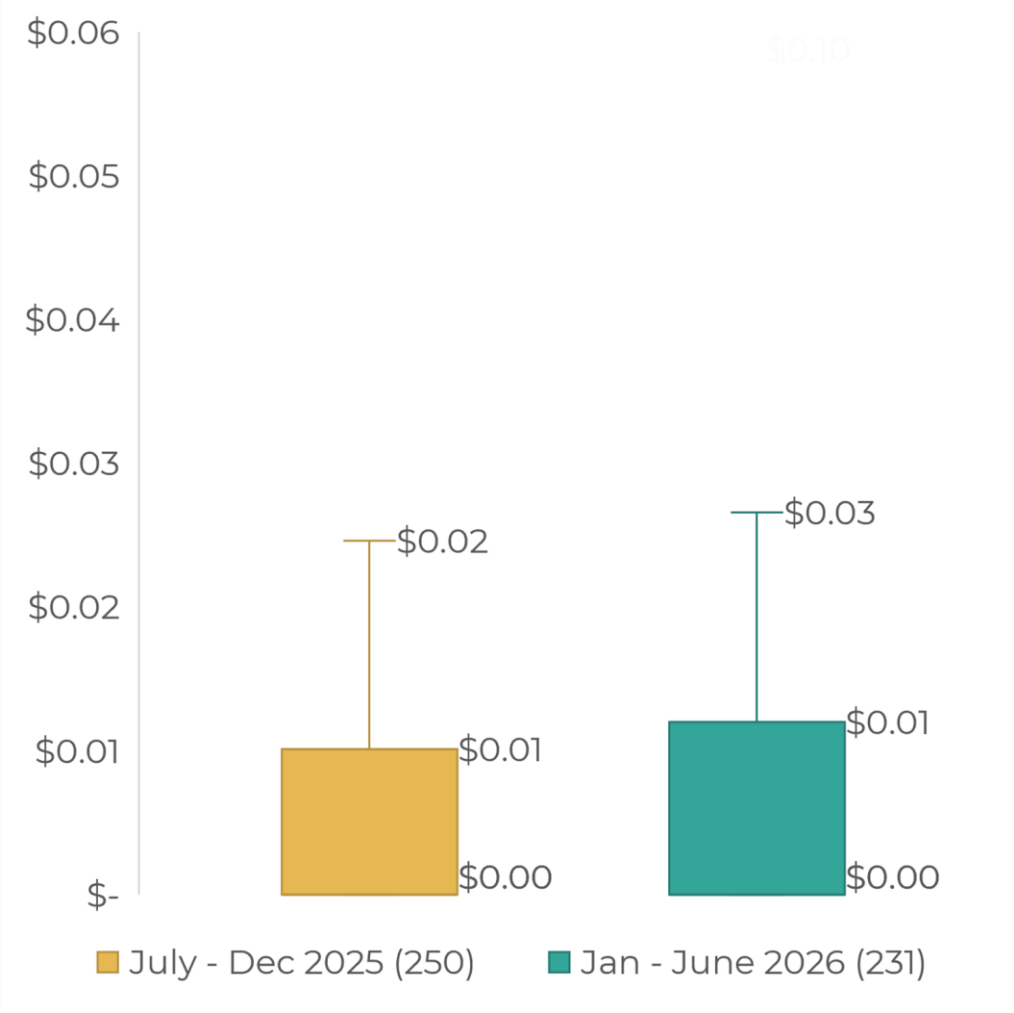
Foundation For Essential Needs

Thank you!

Foundation For Essential Needs

Data Library

Cost per Pound Sourced: Produce



Cost per Produce Pound Sourced: Total produce food costs divided by total produce pounds sourced

- Includes food bank costs and the cost of locally purchased food submitted to FFEN

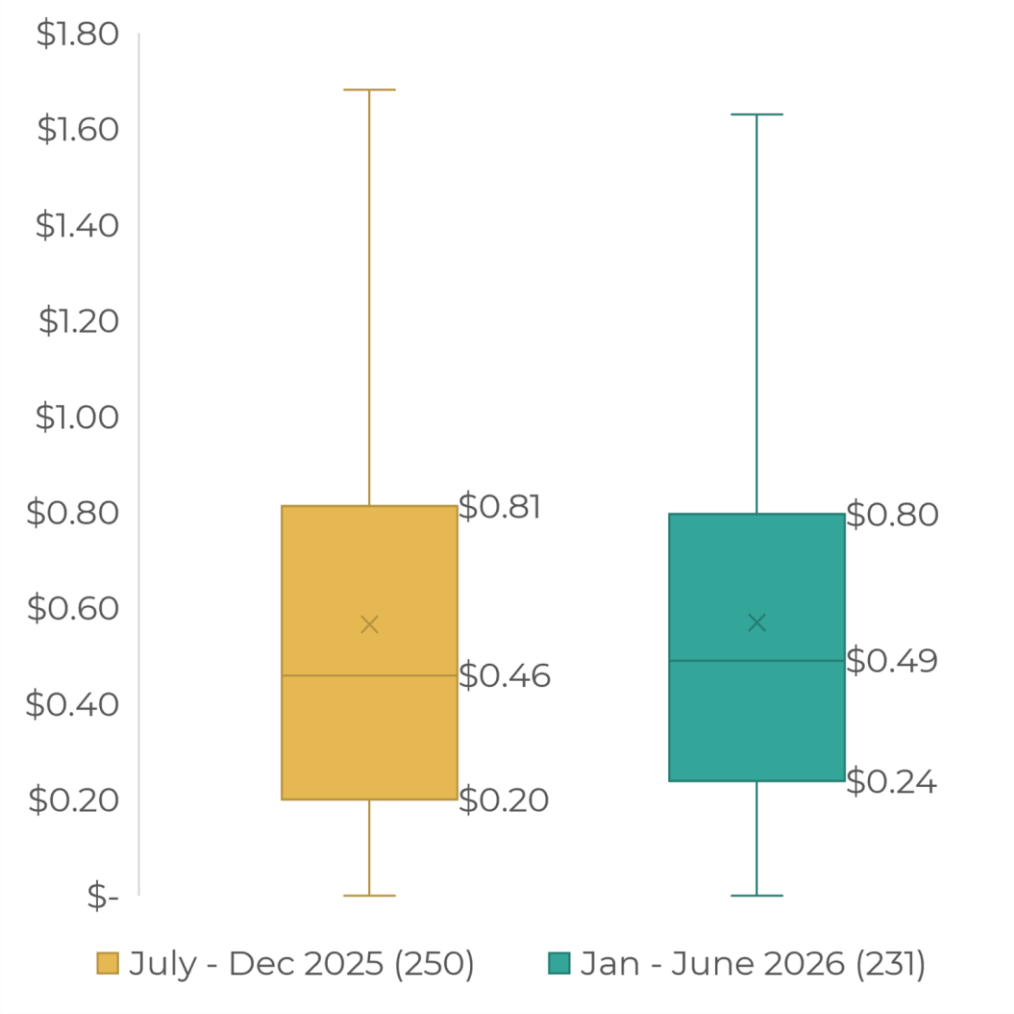
Insights:

- Median steady over last round

ffen
Foundation For Essential Needs

Statewide

Cost per Pound Sourced: Protein



Cost per Protein Pound Sourced: Total protein food costs divided by total protein pounds sourced

- Includes food bank costs and the cost of locally purchased food submitted to FFEN

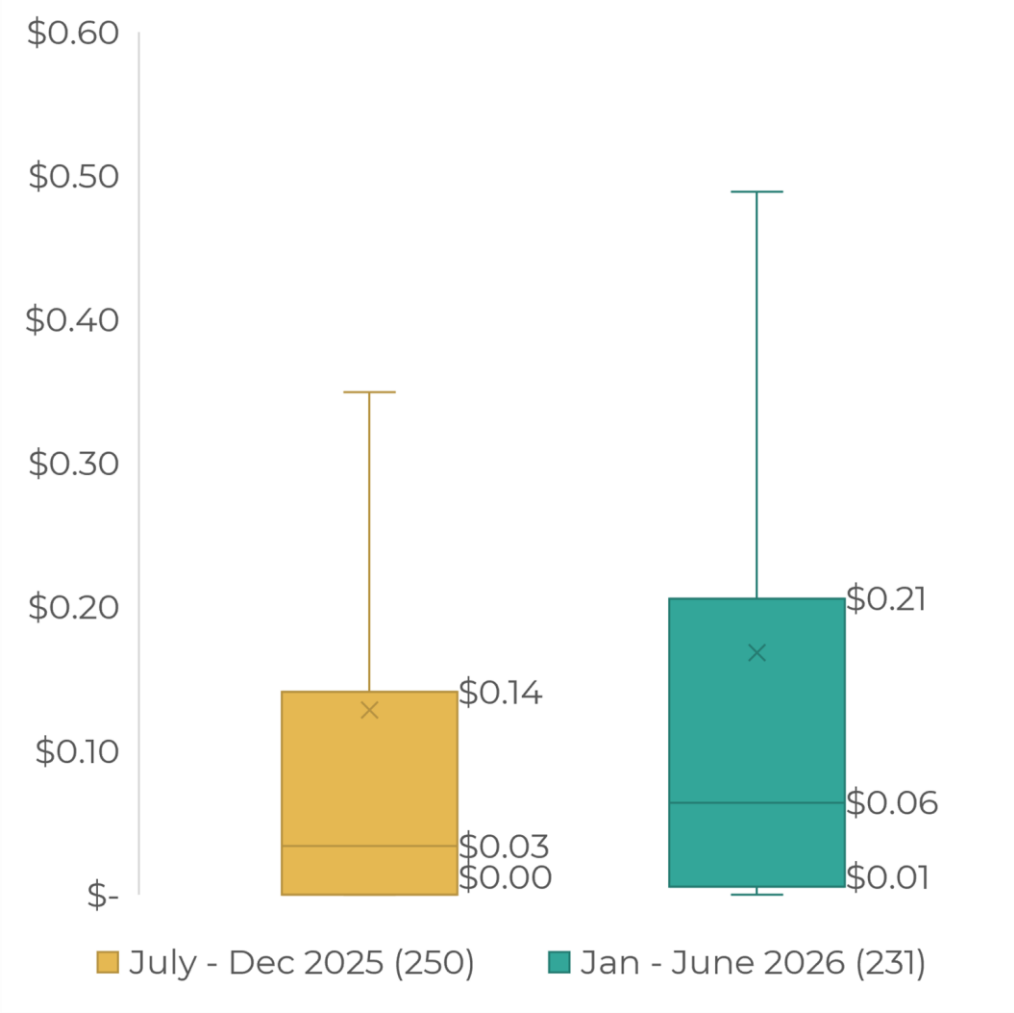
Insights:

- Increase in median of $.03 since last round

ffen
Foundation For Essential Needs

Statewide

Cost per Pound Sourced: Dairy



Cost per Dairy Pound Sourced: Total dairy food costs divided by total dairy pounds sourced

- Includes food bank costs and the cost of locally purchased food submitted to FFEN

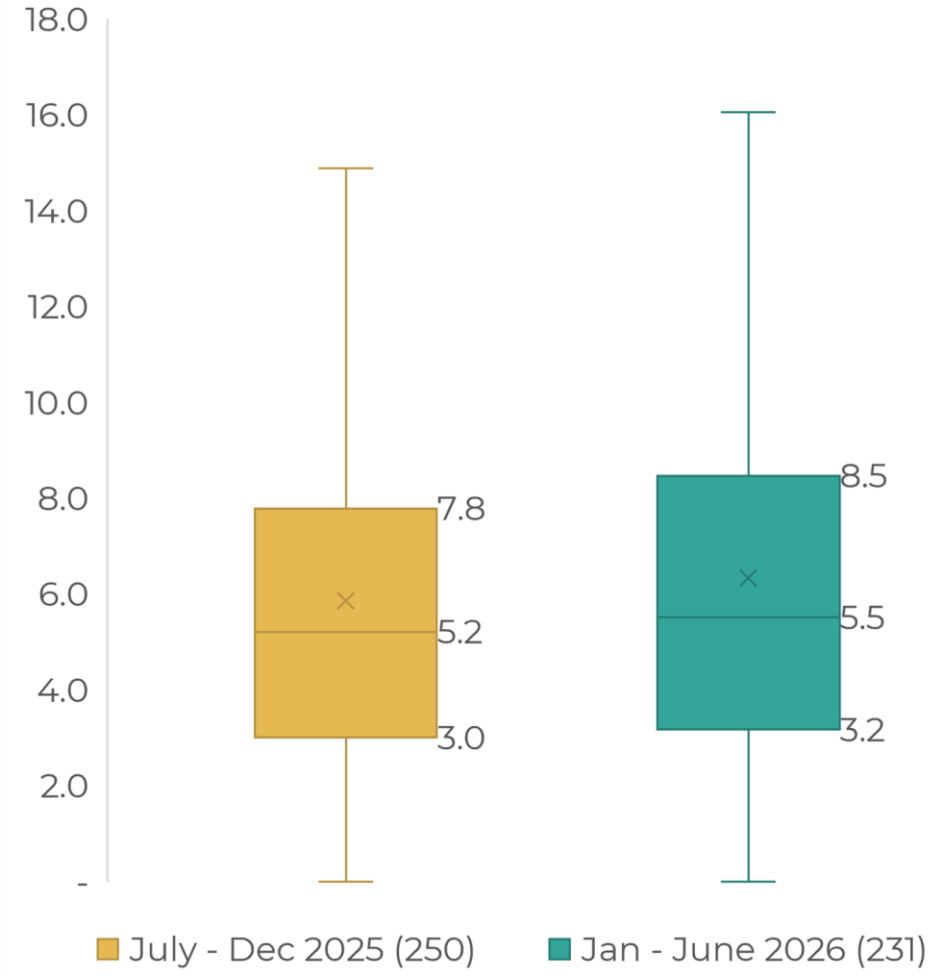
Insights:

- Increase in median of $.03 since last round

ffen
Foundation For Essential Needs

Statewide

Purchased lbs per Individual Visit



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

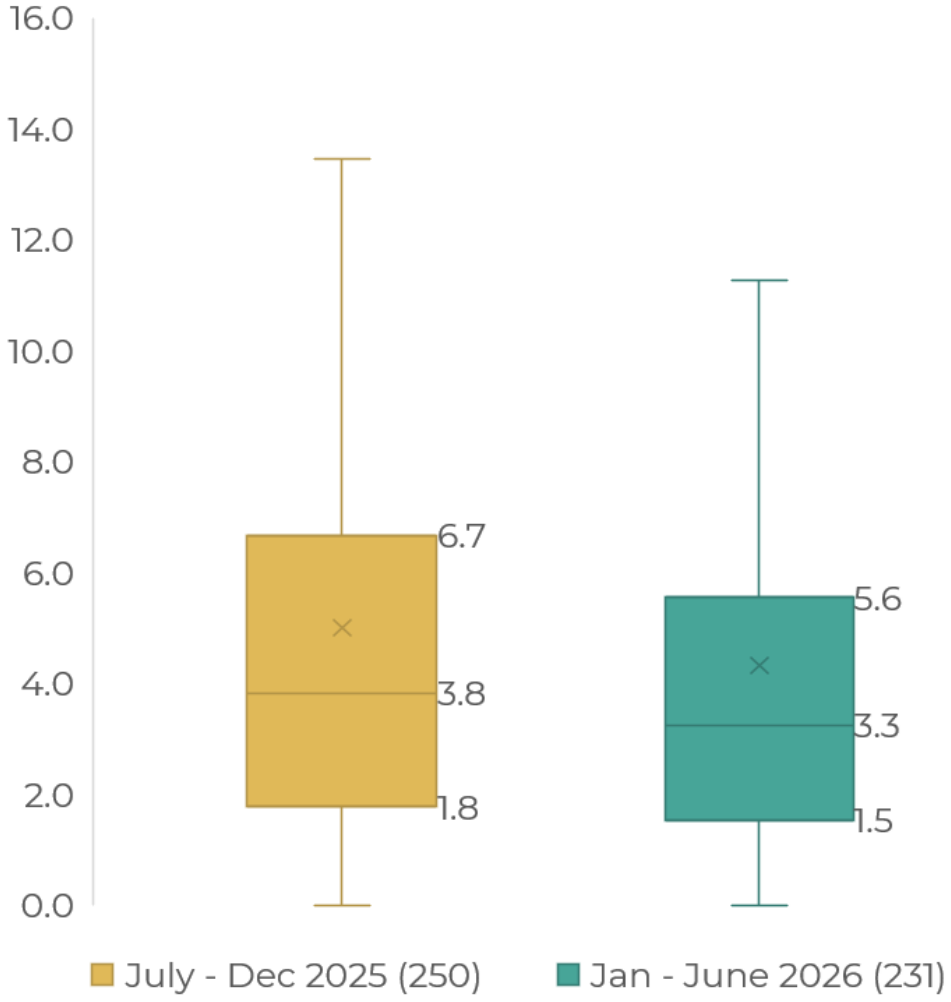
Insights:

- Slight increase; likely tied to decrease in TEFAP per Individual visit

ffen
Foundation For Essential Needs

Statewide

Produce lbs per Individual Visit



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

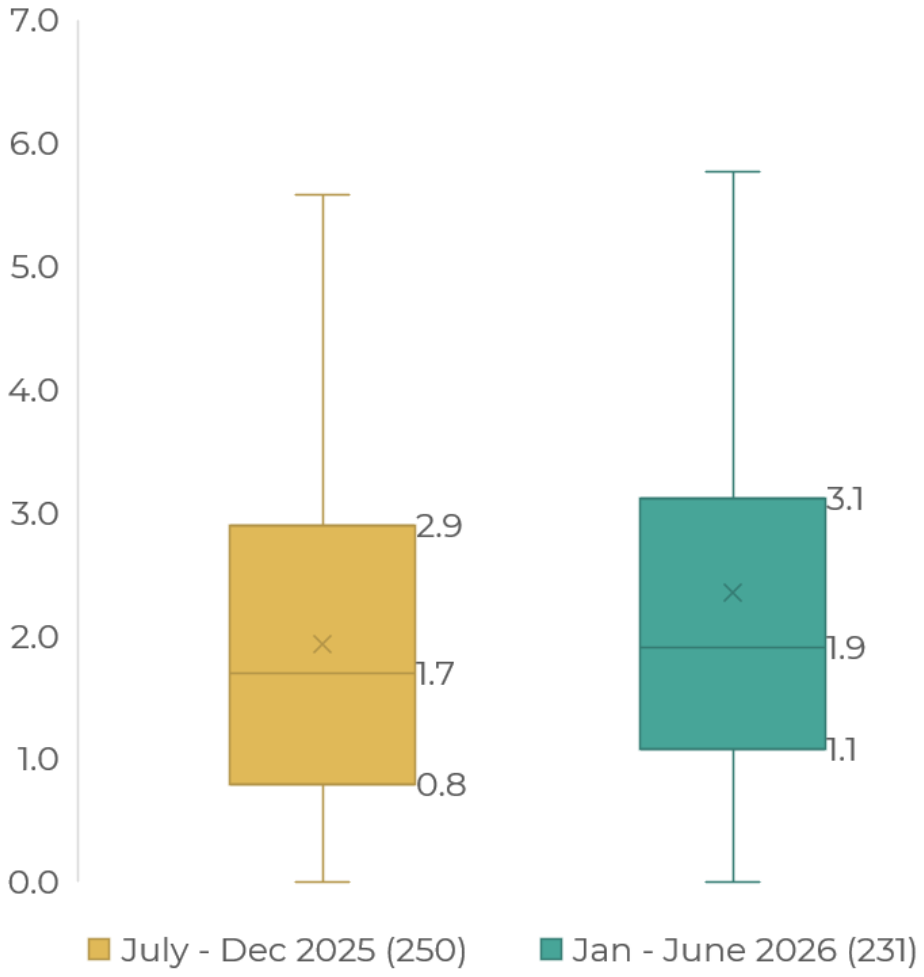
Insights:

- Decrease may be seasonal

ffen
Foundation For Essential Needs

Statewide

Dairy lbs per Individual Visit



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

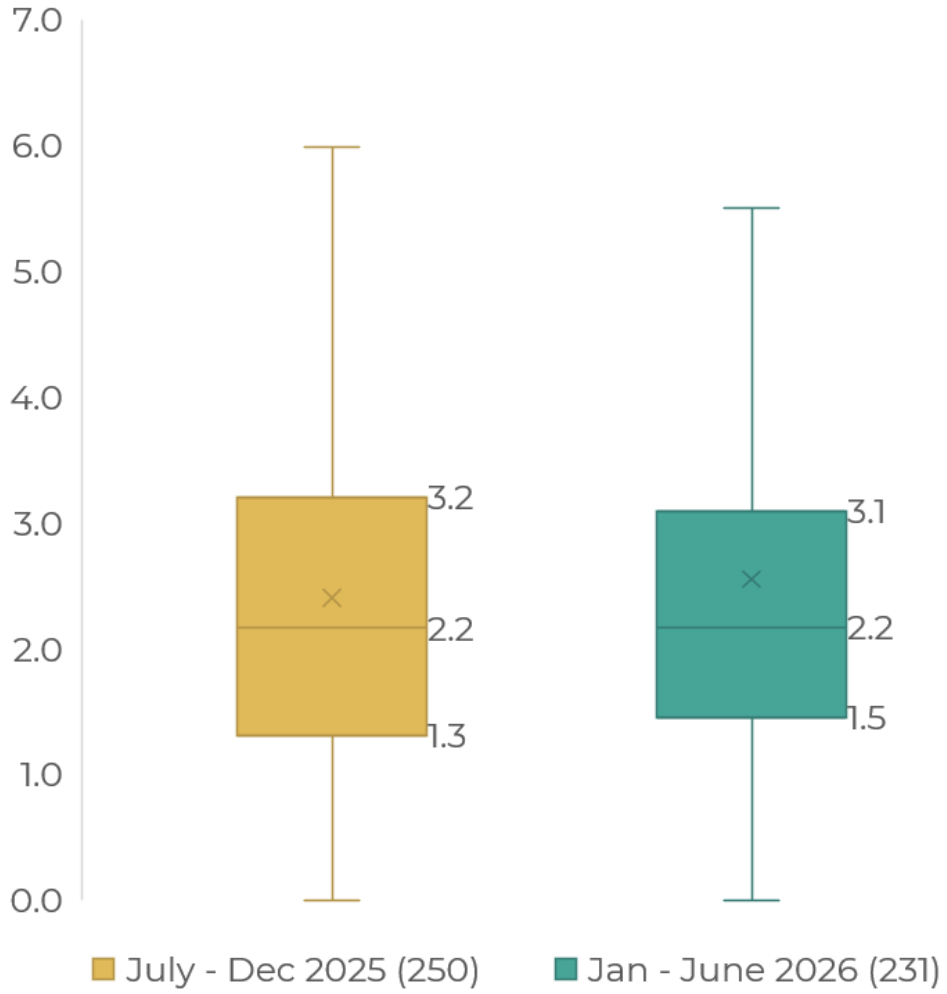
Insights:

- Slight increase since last round

ffen
Foundation For Essential Needs

Statewide

Protein lbs per Individual Visit



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

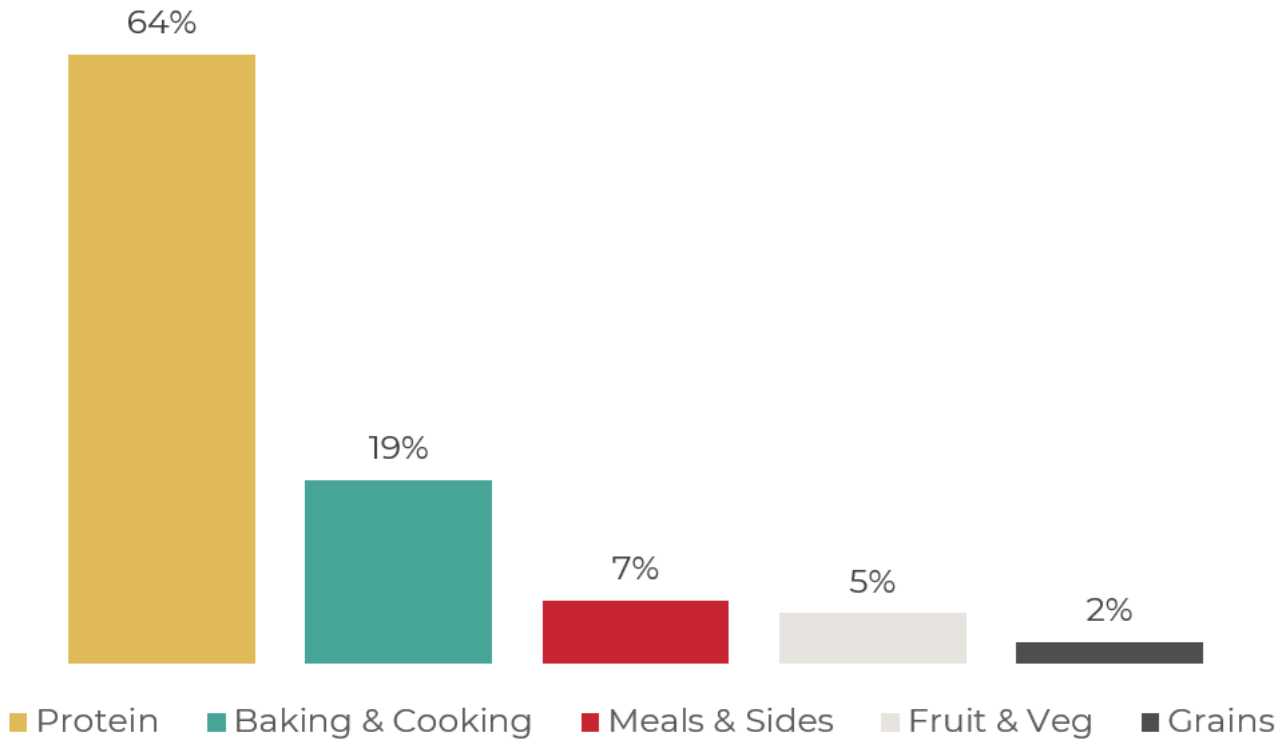
Insights:

- Maintained relatively stable despite increased service numbers

ffen
Foundation For Essential Needs

Statewide

Top Spend by Food Category

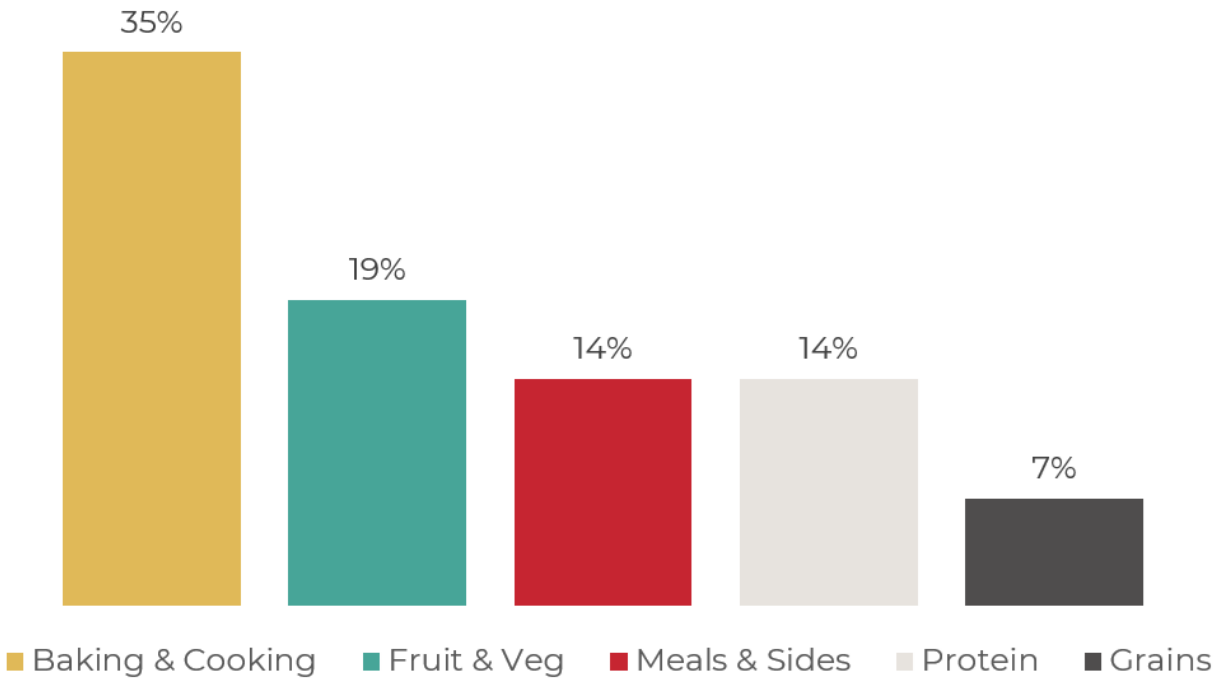


Observations and Questions:

- Most sites have protein as their highest spend
- High value category for shoppers and can be costly to source (meat, eggs, peanut butter)

ffen
Foundation For Essential Needs

Second Spend by Food Category

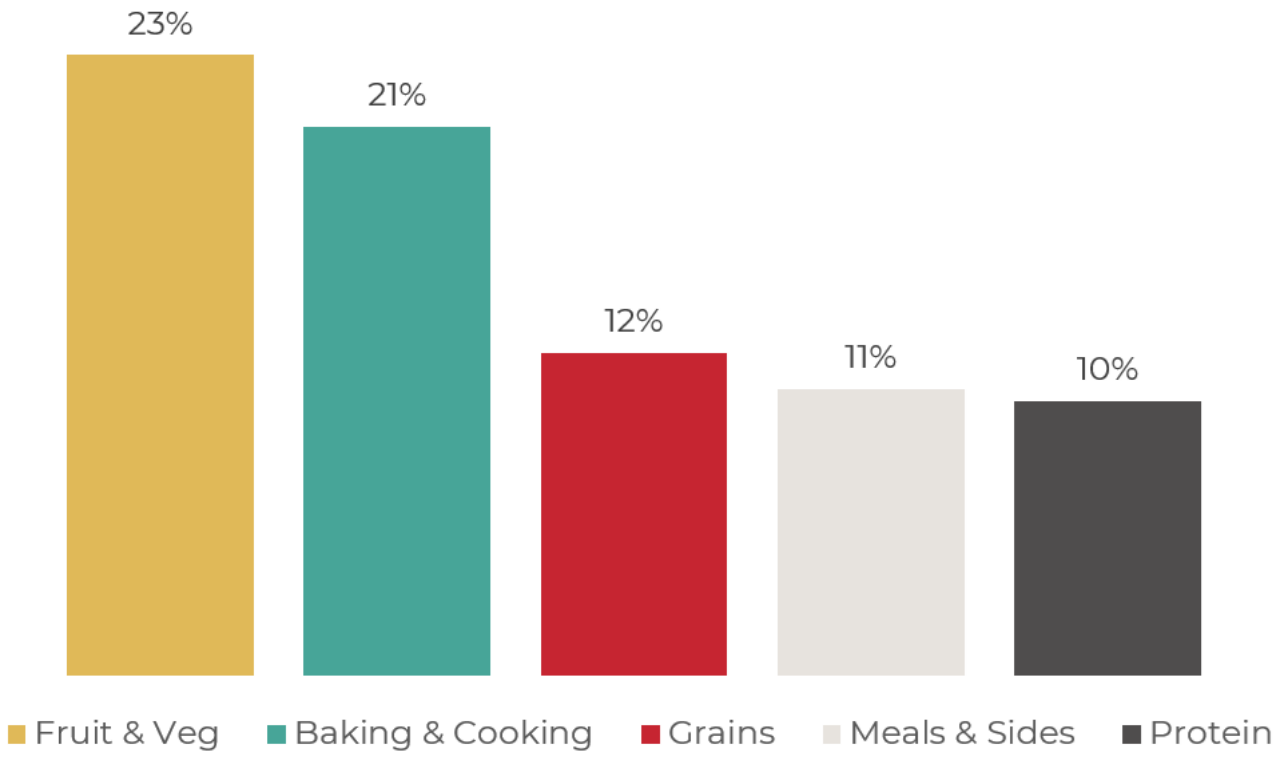


Observations and Questions:

- While a third of sites have Baking & Cooking as their second spend, more variation exists
- Additional categories could point to an opportunity for further evaluation of sourcing priorities or strategy

ffen
Foundation For Essential Needs

Third Spend by Food Category

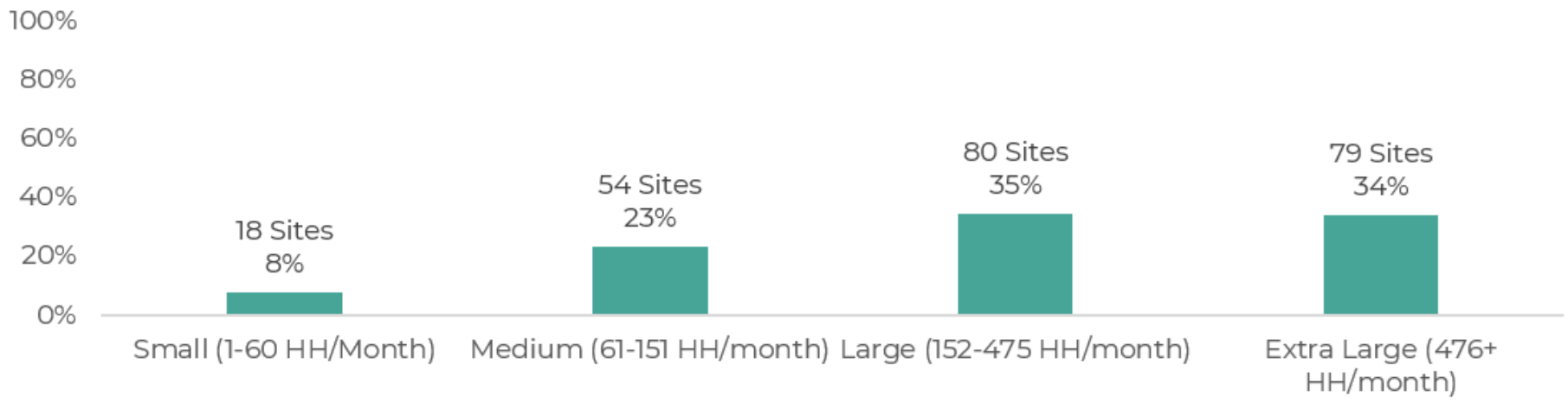


Observations and Questions:

- Increased variation for third spend across sites
- Could there be other strategies to source these food categories?

ffen
Foundation For Essential Needs

Peer Group by Service Size



Average Number of Households Served per Month:

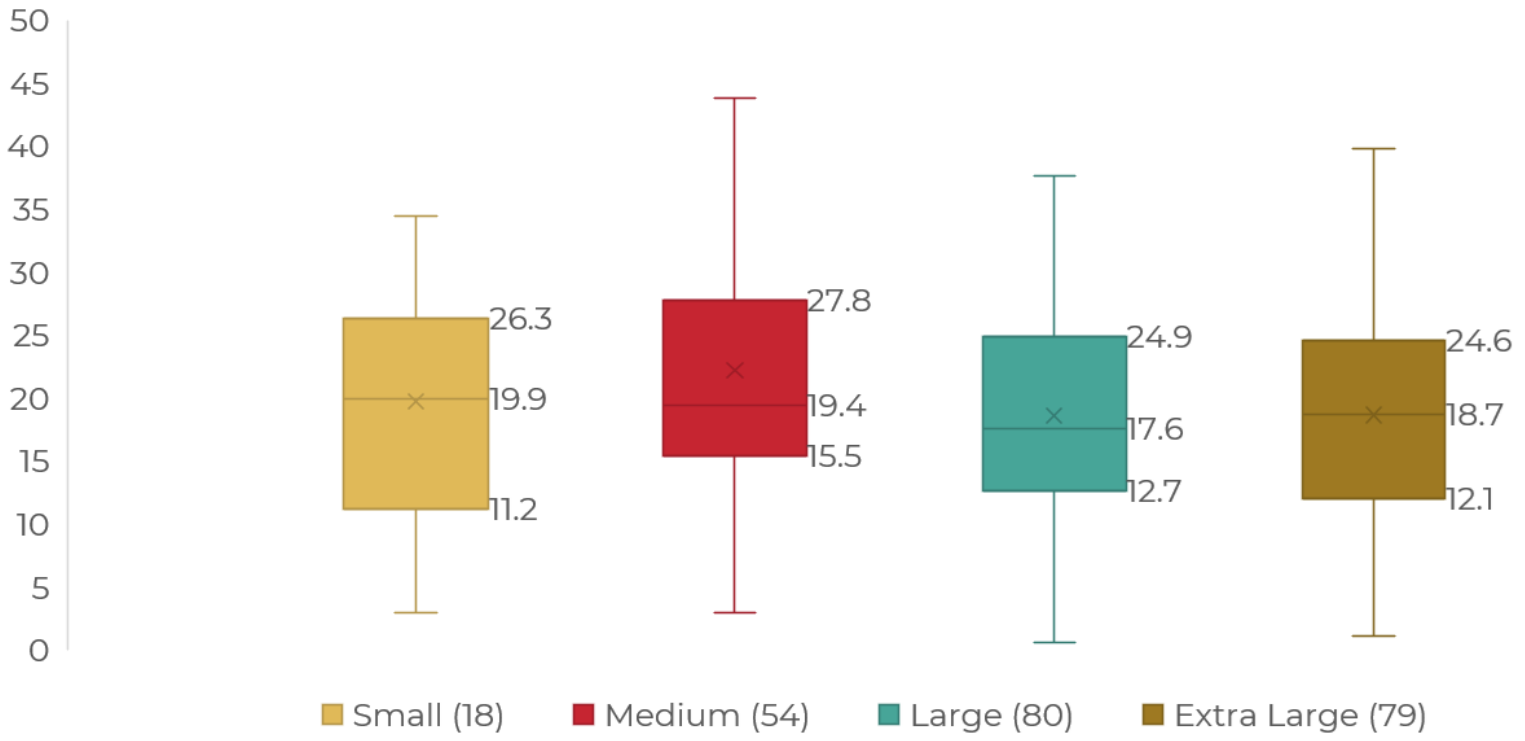
- Utilized MN Food Shelf Survey sampling segments

Service Size Breakdown:

- **18 Small** (1-60 HH/month)
- **54 Medium** (61-151 HH/month)
- **80 Large** (152-475 HH/month)
- **79 Extra Large** (476+ HH/month)

ffen
Foundation For Essential Needs

Pounds Dist per Individual Visit



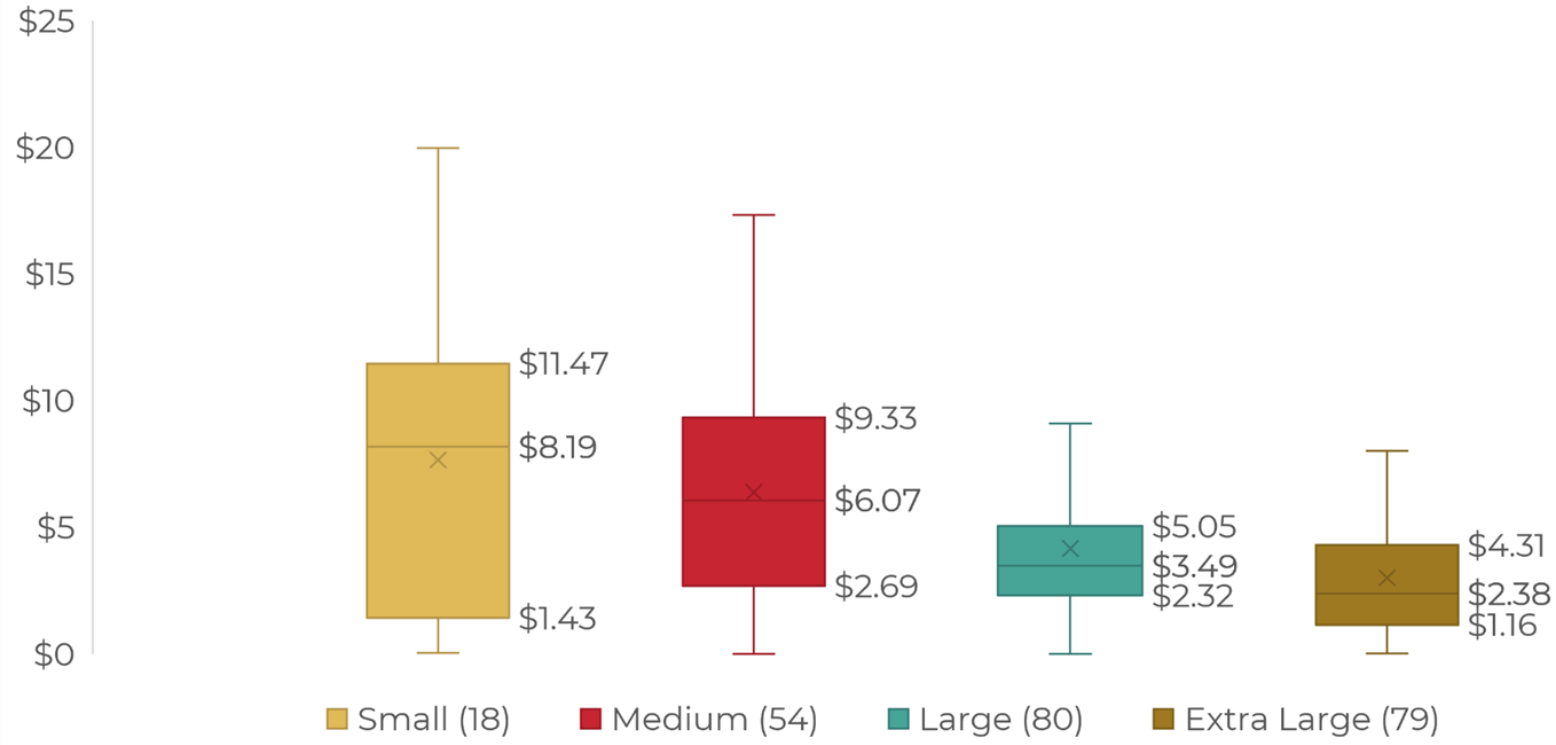
Insights:

- Variation in median with small and medium sites distributing slightly more per individual than large and extra large.

ffen
Foundation For Essential Needs

Peer Group by Service Size

Cost per Individual Visit



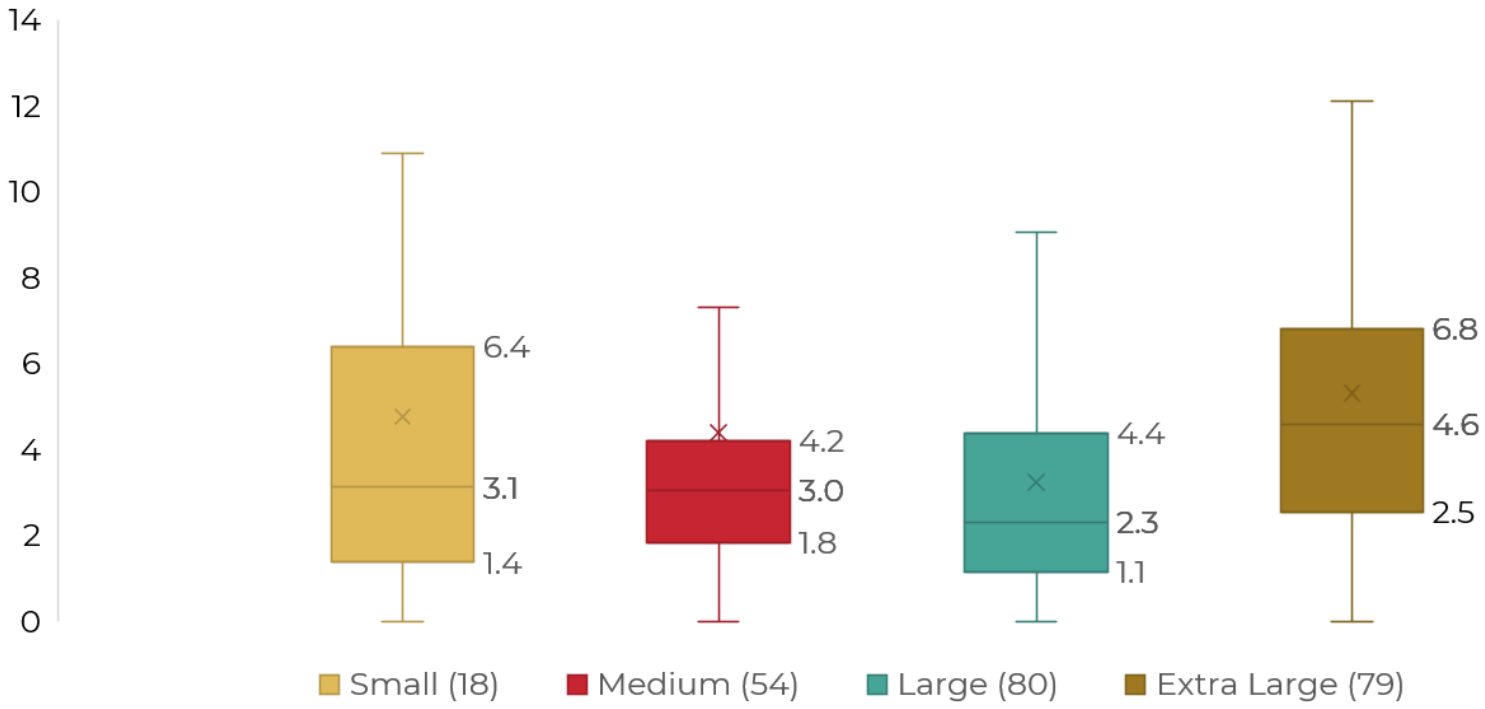
Insights:

- Cost per individual also trends down for larger programs, but at a much sharper rate

ffen
Foundation For Essential Needs

Peer Group by Service Size

Produce lbs per Individual Visit



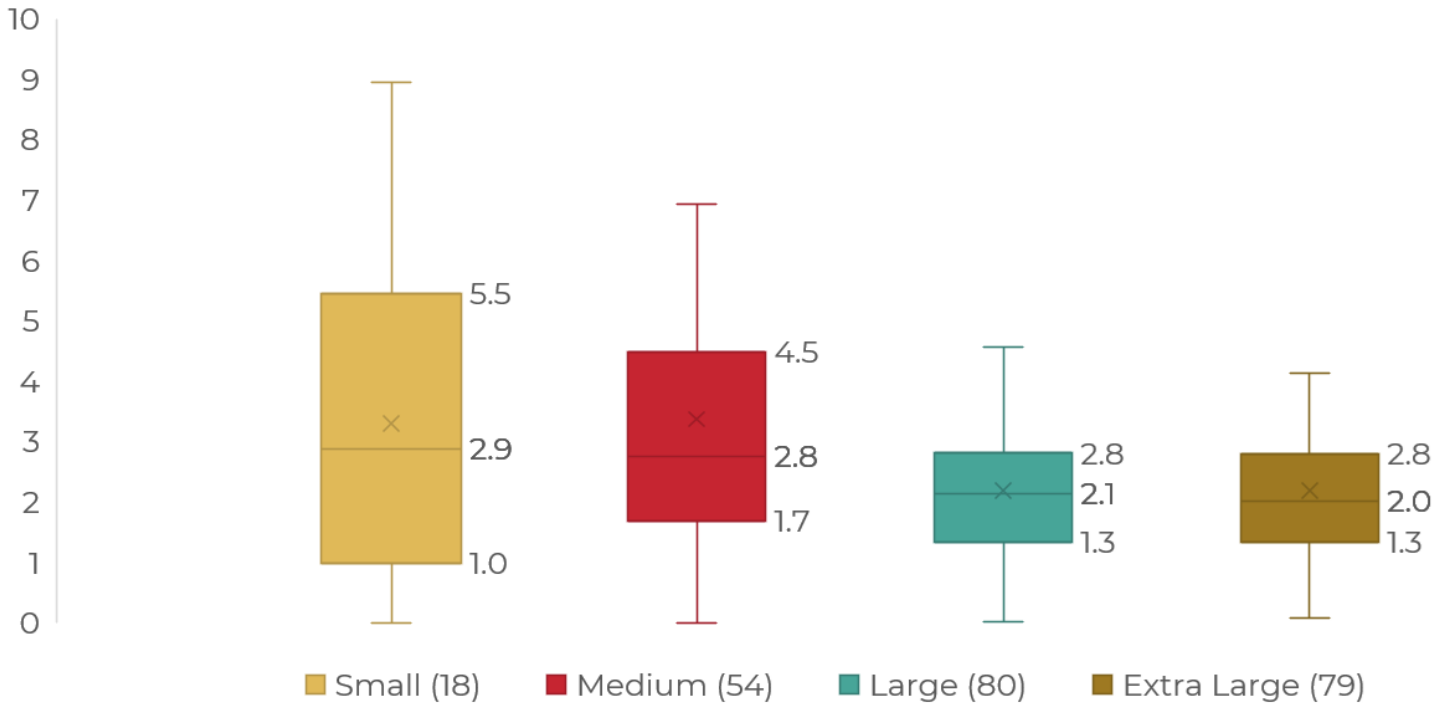
Insights:

- Large sites have the lowest median, while extra large have the highest

Peer Group by Service Size

ffen
Foundation For Essential Needs

Protein lbs per Individual Visit



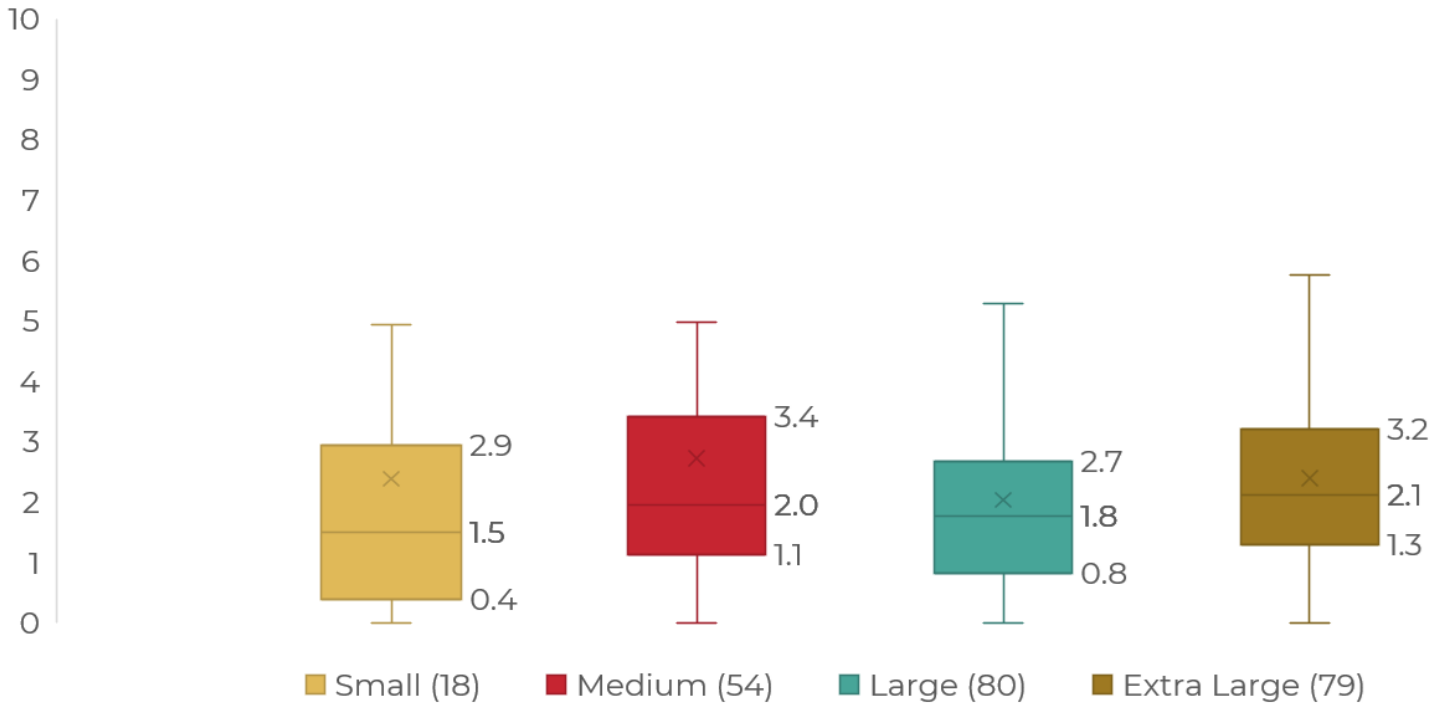
Insights:

- Lbs trend down as service size increases

Peer Group by Service Size

ffen
Foundation For Essential Needs

Dairy lbs per Individual Visit



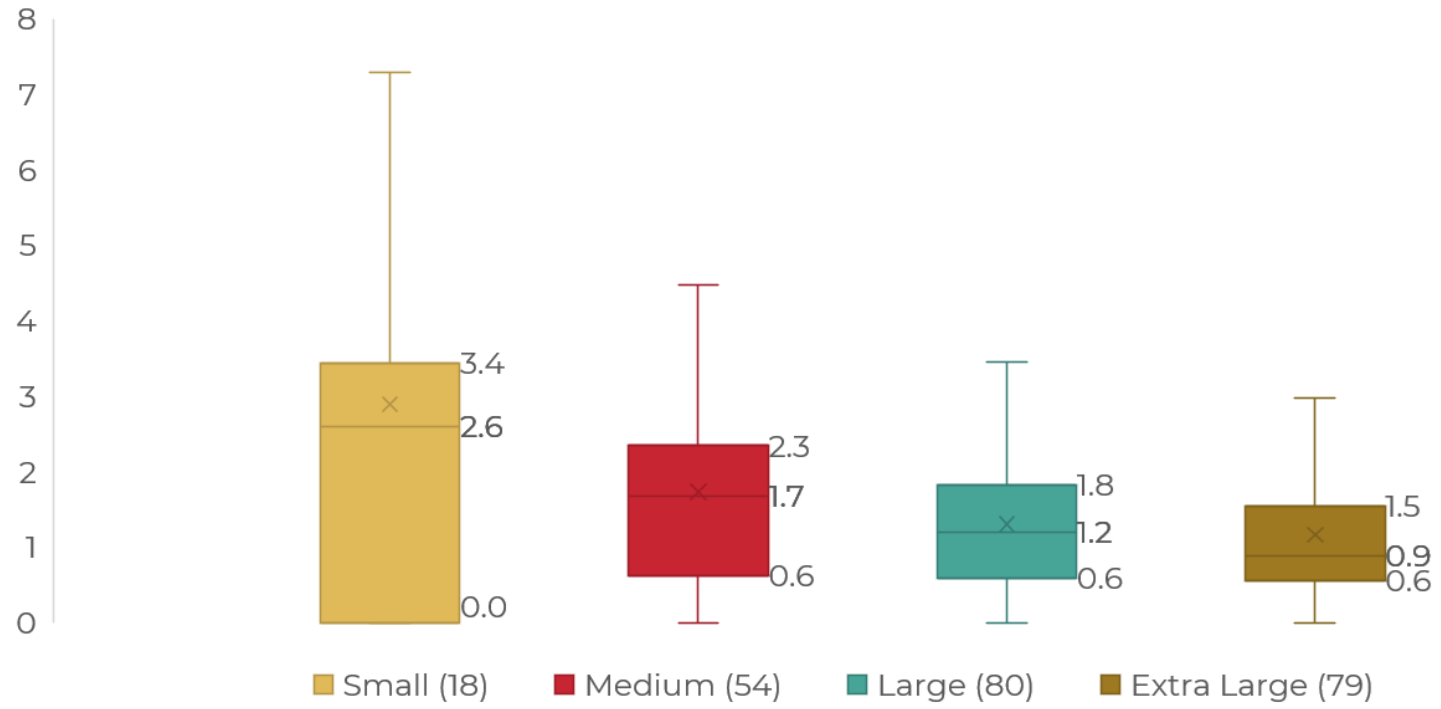
Insights:

- No clear trend in medians

Peer Group by Service Size

ffen
Foundation For Essential Needs

TEFAP lbs per Individual Visit



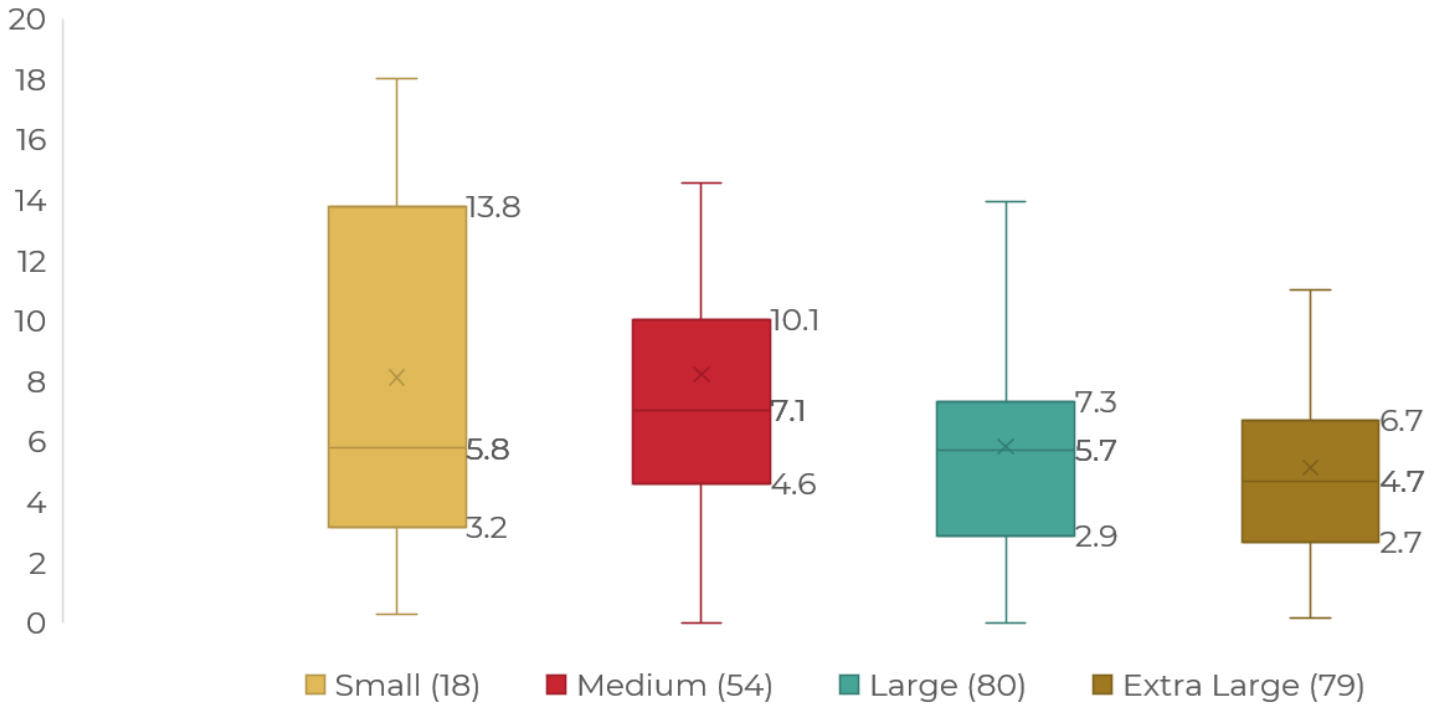
Insights:

- Lbs trend down as service size increases

Peer Group by Service Size

ffen
Foundation For Essential Needs

Purchased lbs per Individual Visit



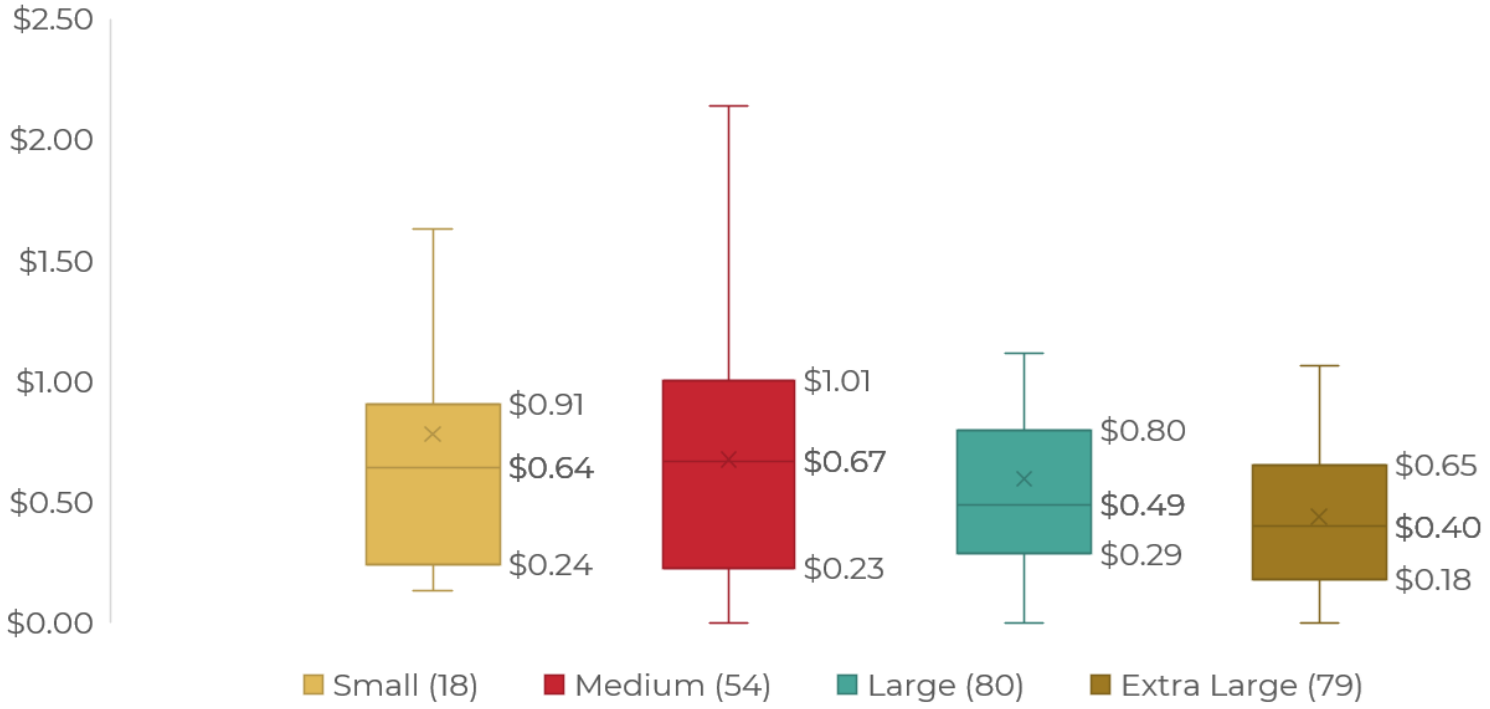
Insights:

- Medium food shelves have the highest median; extra large have the lowest

Peer Group by Service Size

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Produce



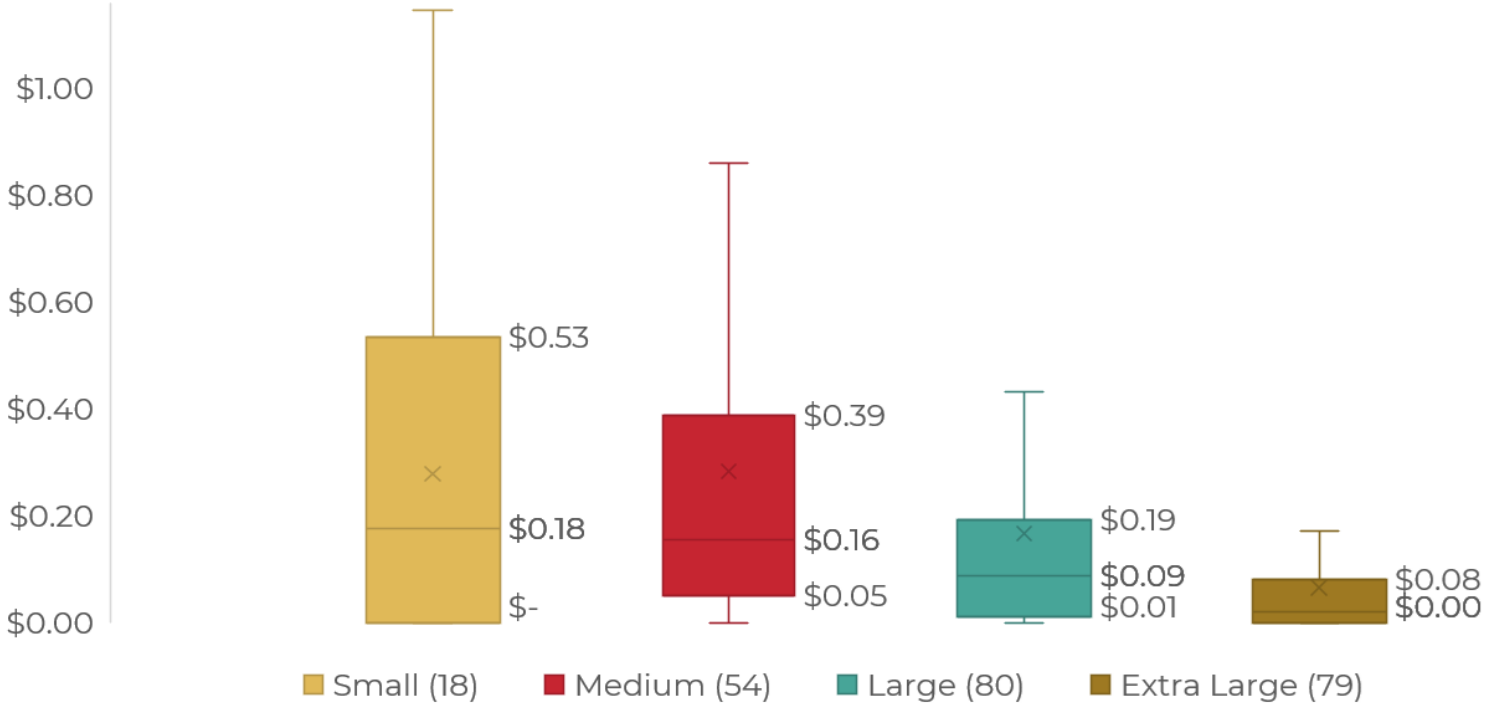
Insights:

- Medium food shelves have the highest median; extra large have the lowest

Peer Group by Service Size

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Dairy



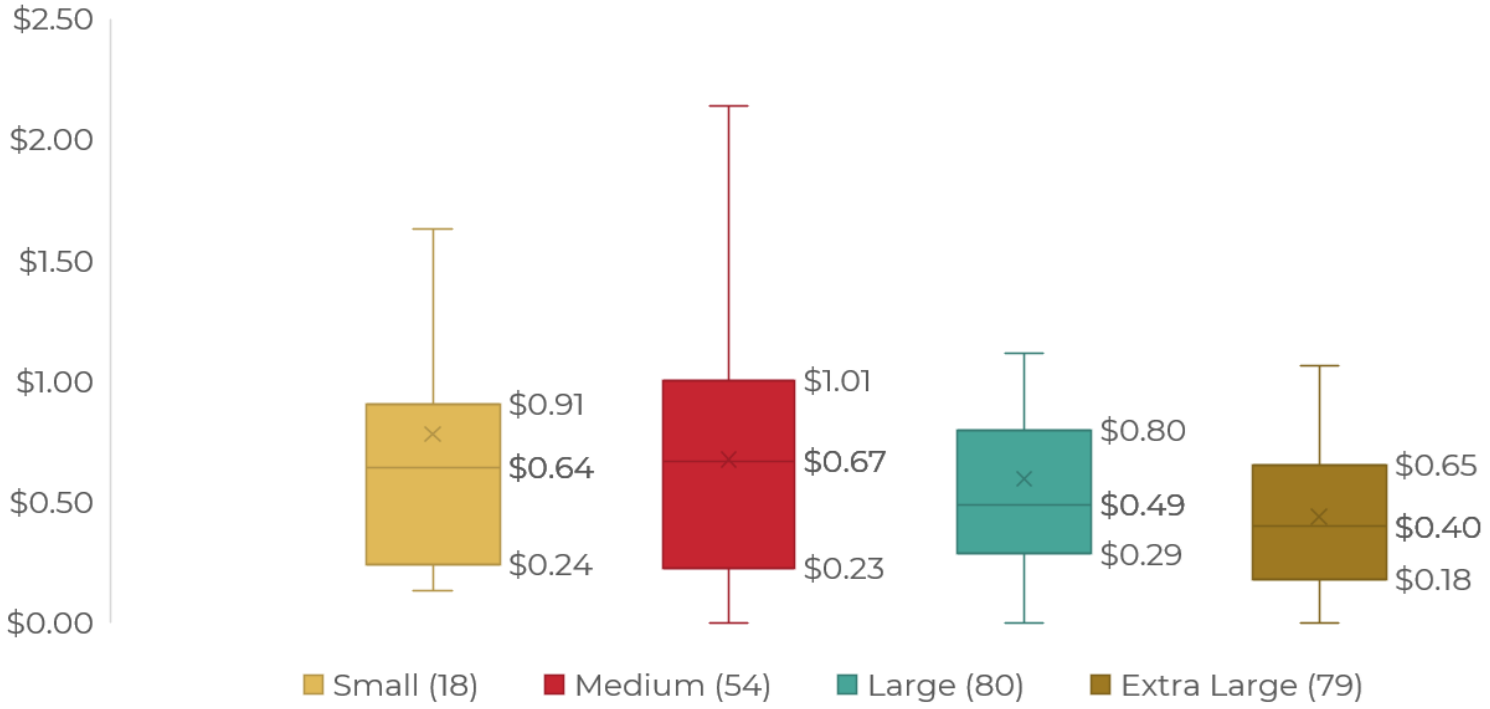
Insights:

- Cost trends down as service size increases

Peer Group by Service Size

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Protein



Insights:

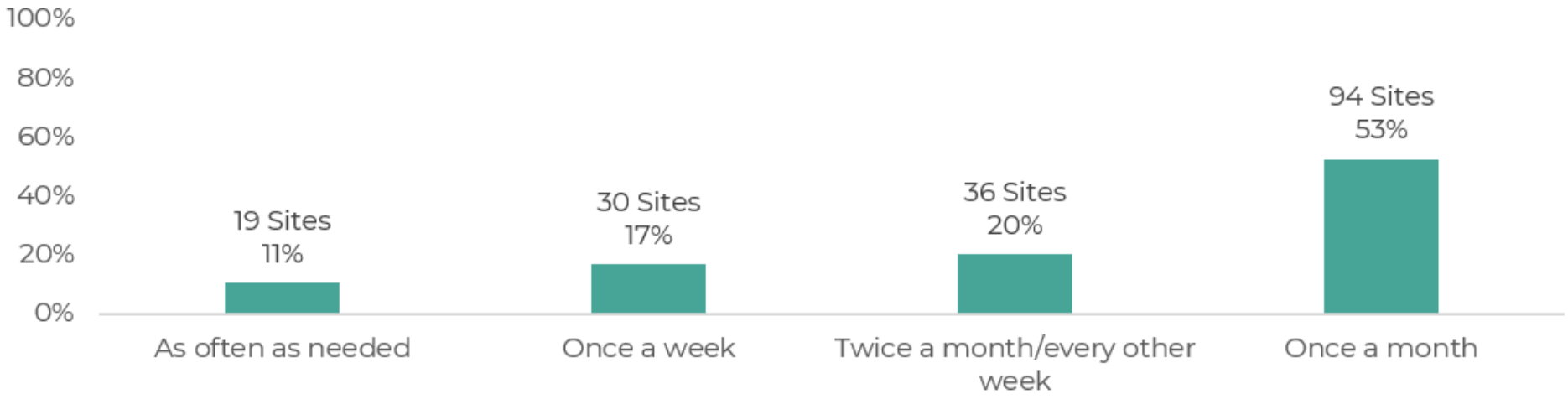
- With the exception of small food shelves, cost trends down as service size increases

Peer Group by Service Size

ffen
Foundation For Essential Needs

Peer Group by Visit Frequency

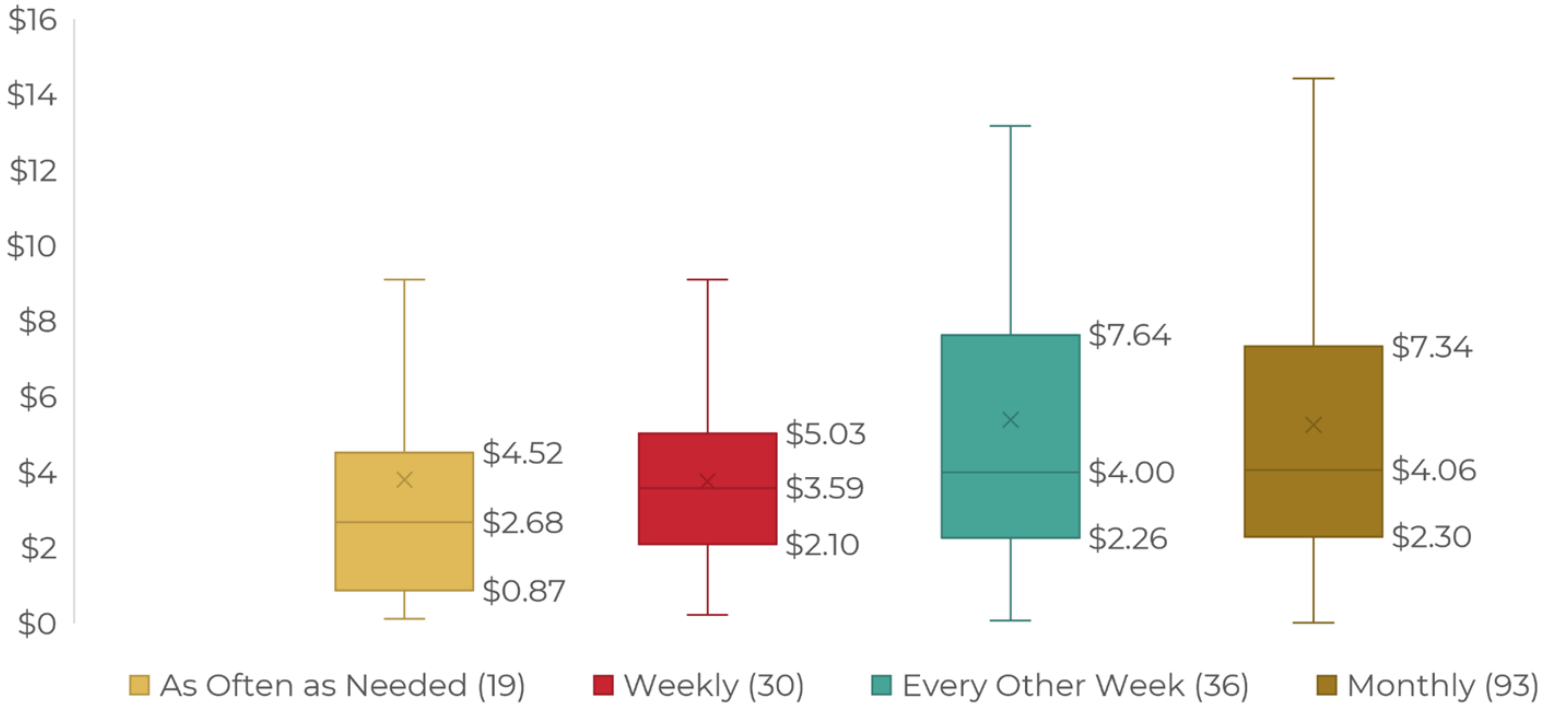
How frequently do you advertise that shoppers can visit the food program?



181 responses (78% of dataset)

ffen
Foundation For Essential Needs

Cost per Individual Visit

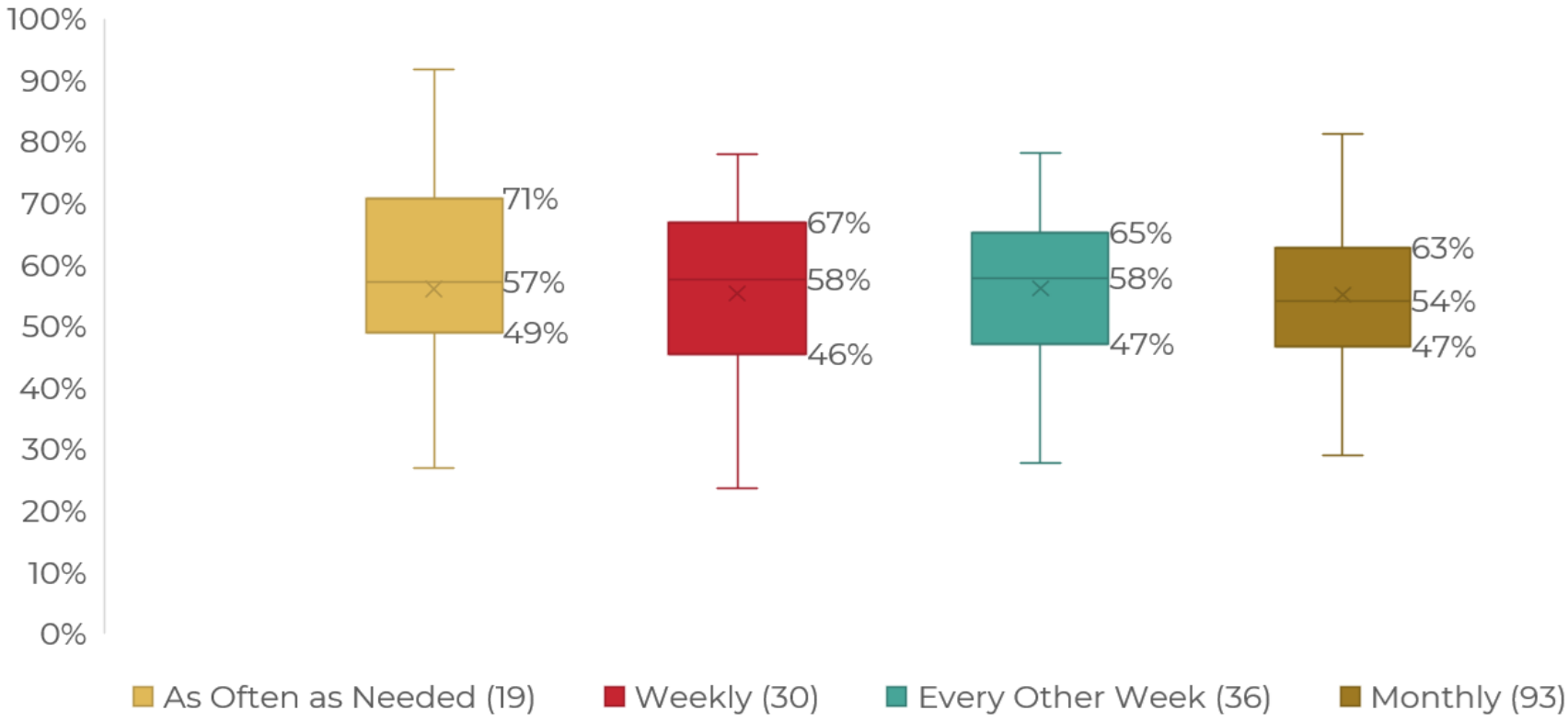


Insights:

- Alongside pounds increasing, cost also increases as visit frequency increases

ffen
Foundation For Essential Needs

Most Important Foods: Percent

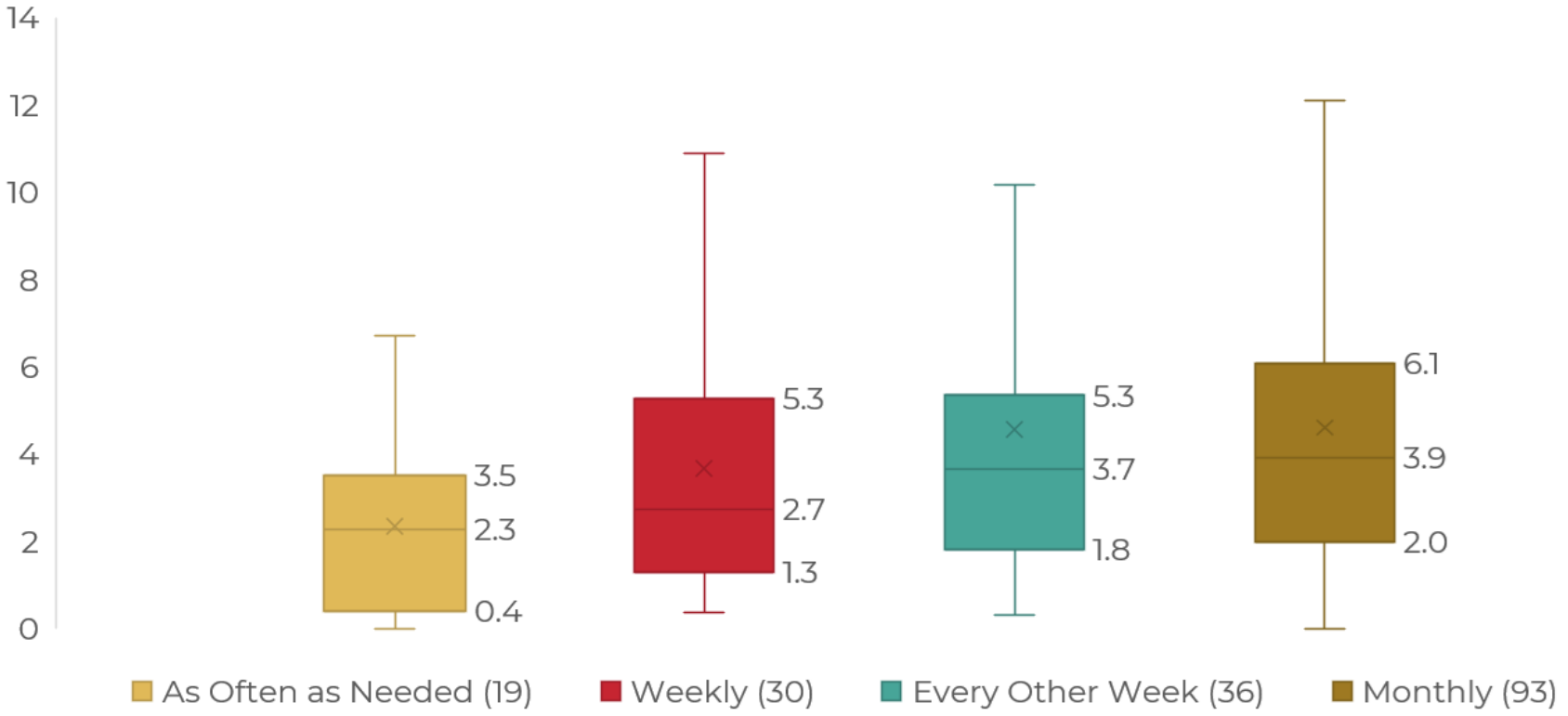


Insights:

- Slightly higher percentage medians for weekly and bi-weekly visit sites

ffen
Foundation For Essential Needs

Produce lbs per Individual Visit



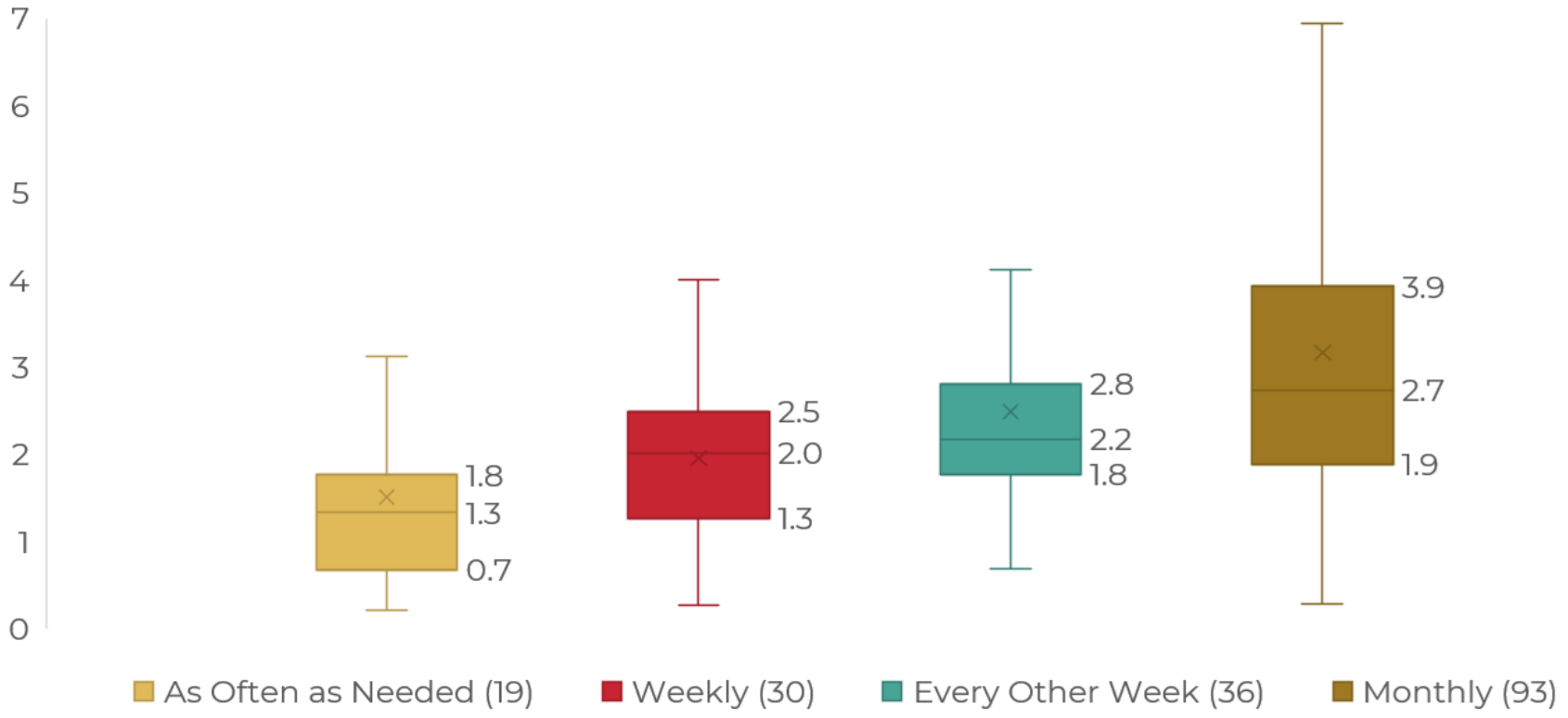
Insights:

- Lbs trend up as visit frequency increases

Peer Group by Visit Frequency

ffen
Foundation For Essential Needs

Protein lbs per Individual Visit



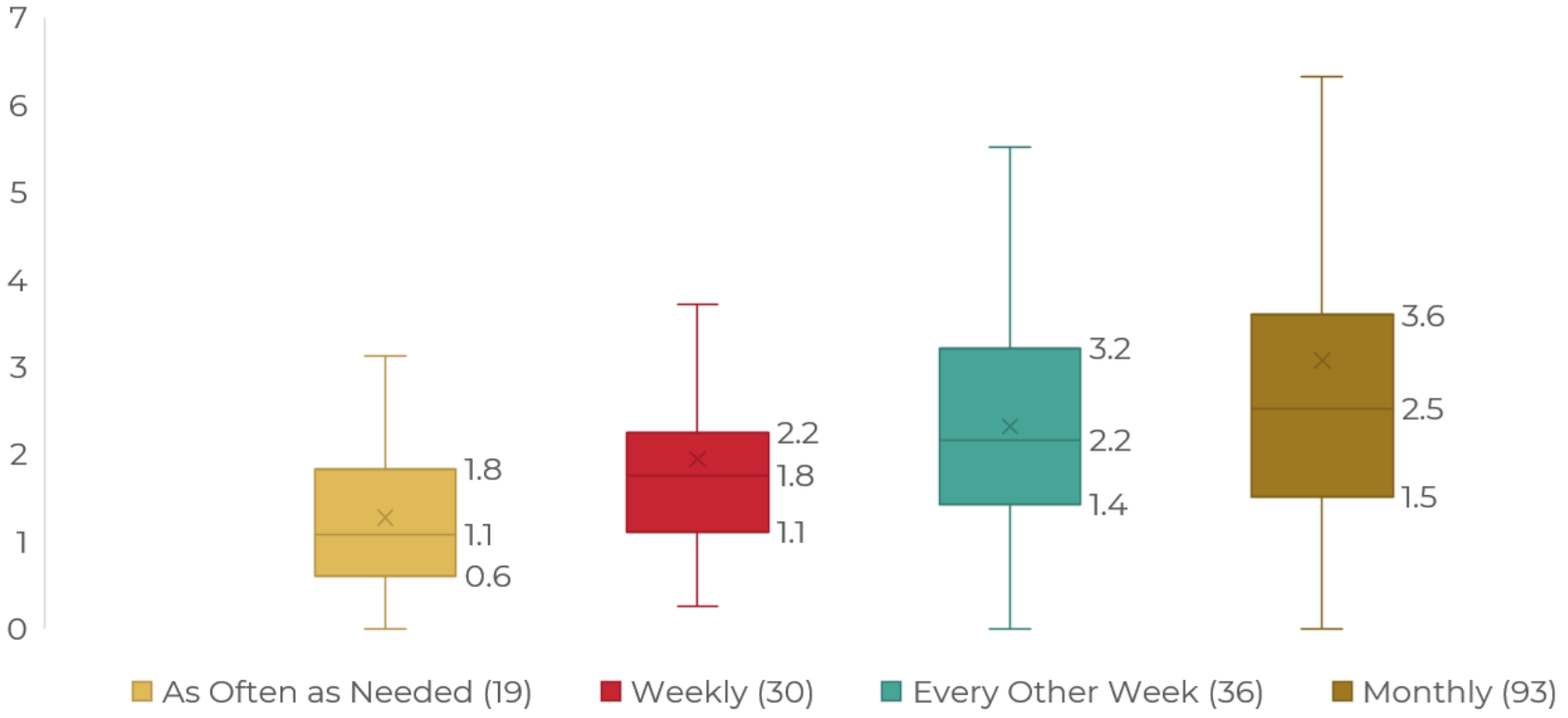
Insights:

- Lbs trend up as visit frequency increases

Peer Group by Visit Frequency

ffen
Foundation For Essential Needs

Dairy lbs per Individual Visit



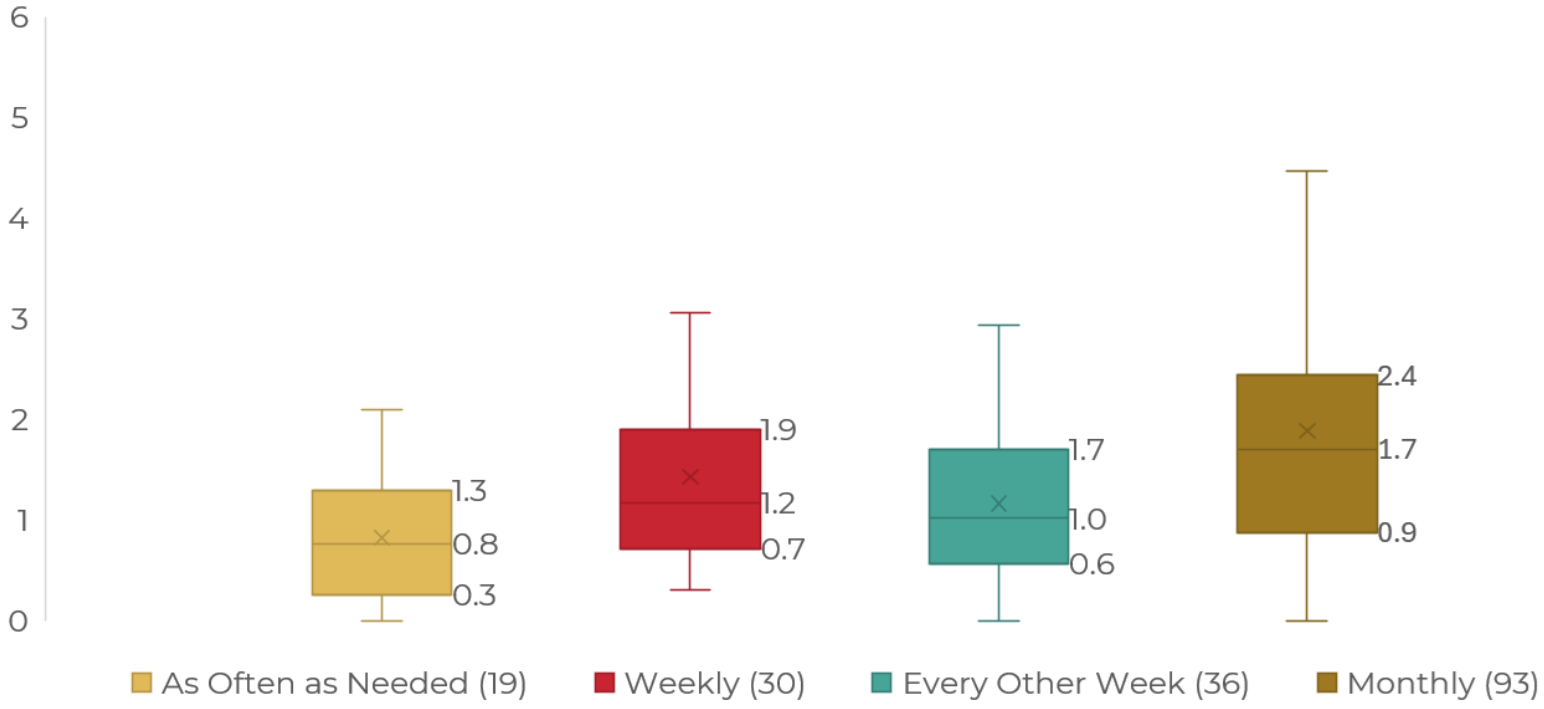
Insights:

- Lbs trend up as visit frequency increases

Peer Group by Visit Frequency

Foundation For Essential Needs

TEFAP lbs per Individual Visit



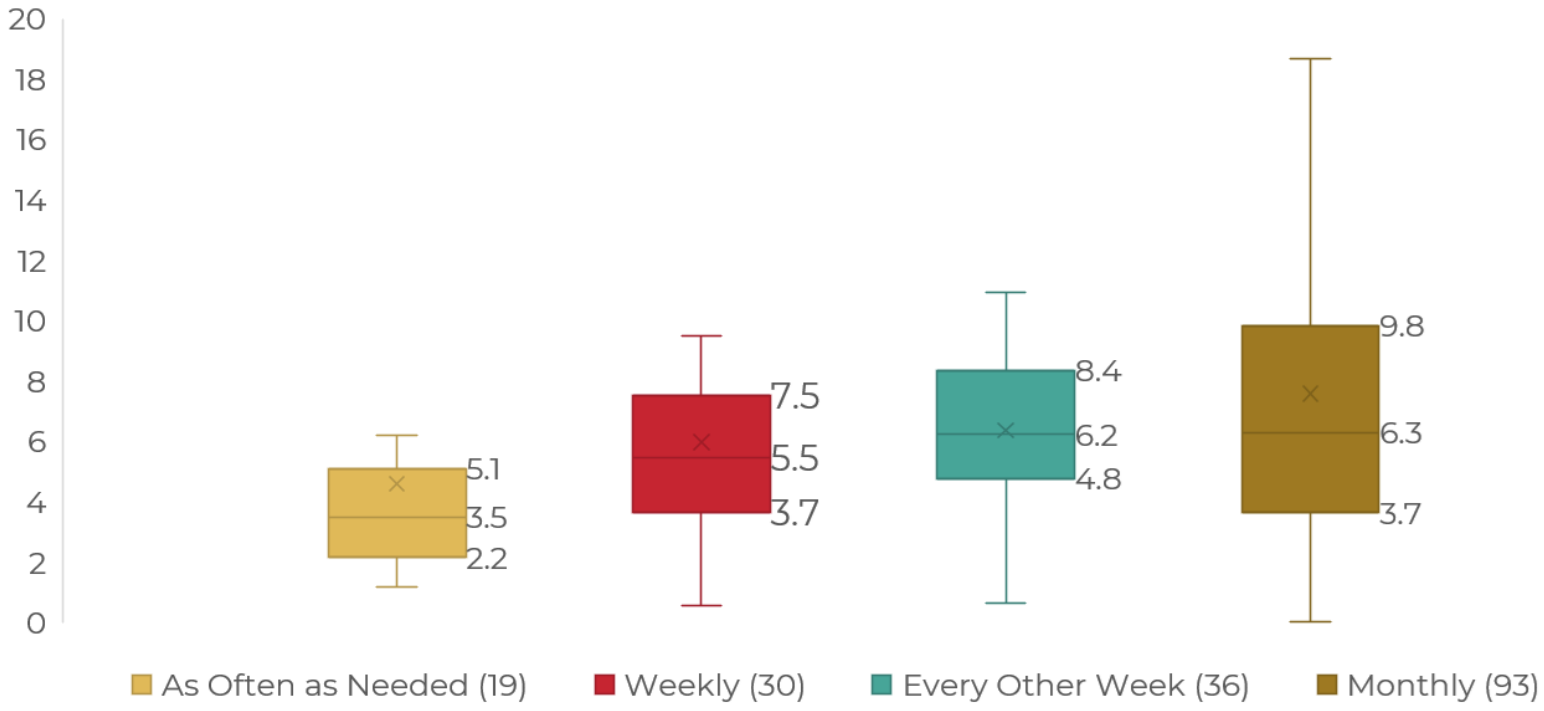
Insights:

- Lbs trend up as visit frequency increases

Peer Group by Visit Frequency

ffen
Foundation For Essential Needs

Purchased lbs per Individual Visit



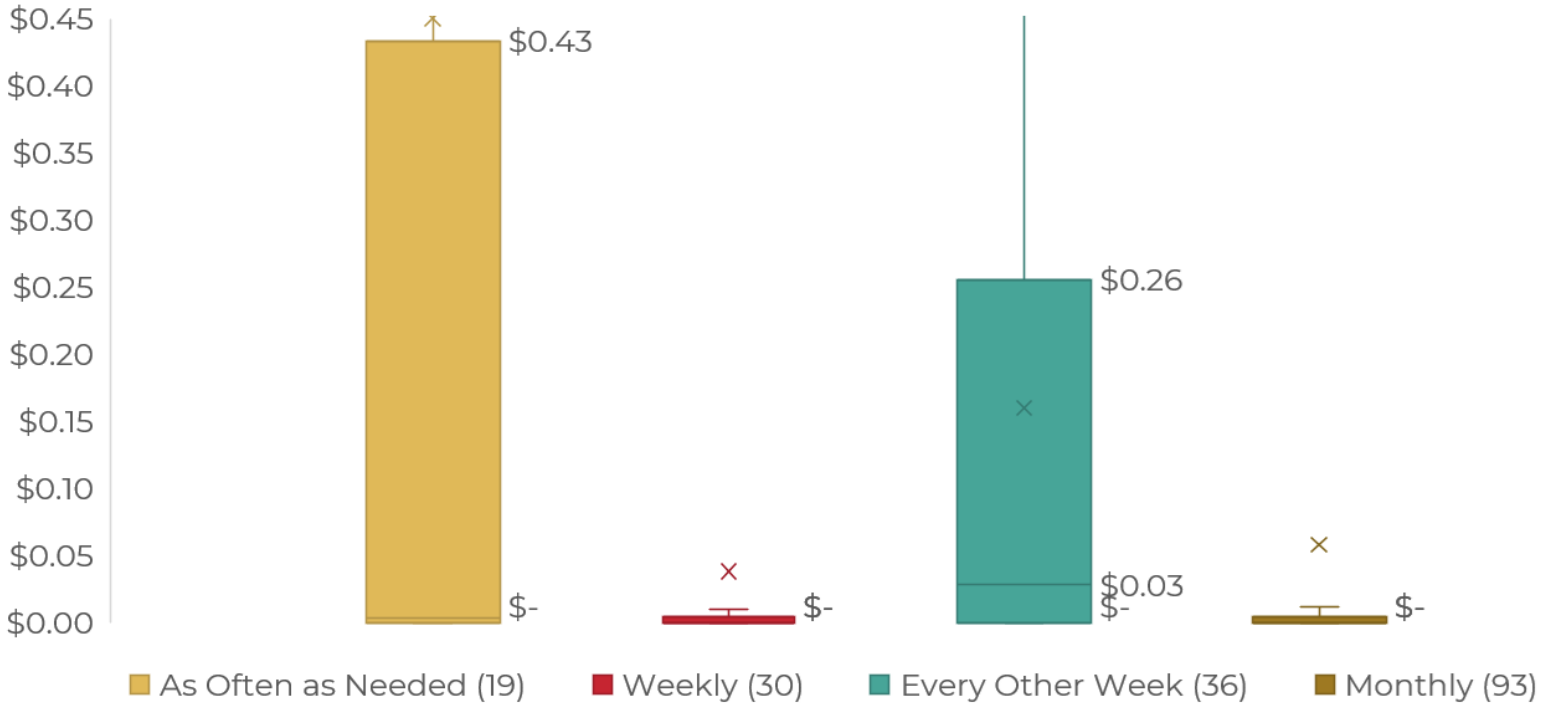
Insights:

- Lbs trend up as visit frequency increases

Peer Group by Visit Frequency

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Produce



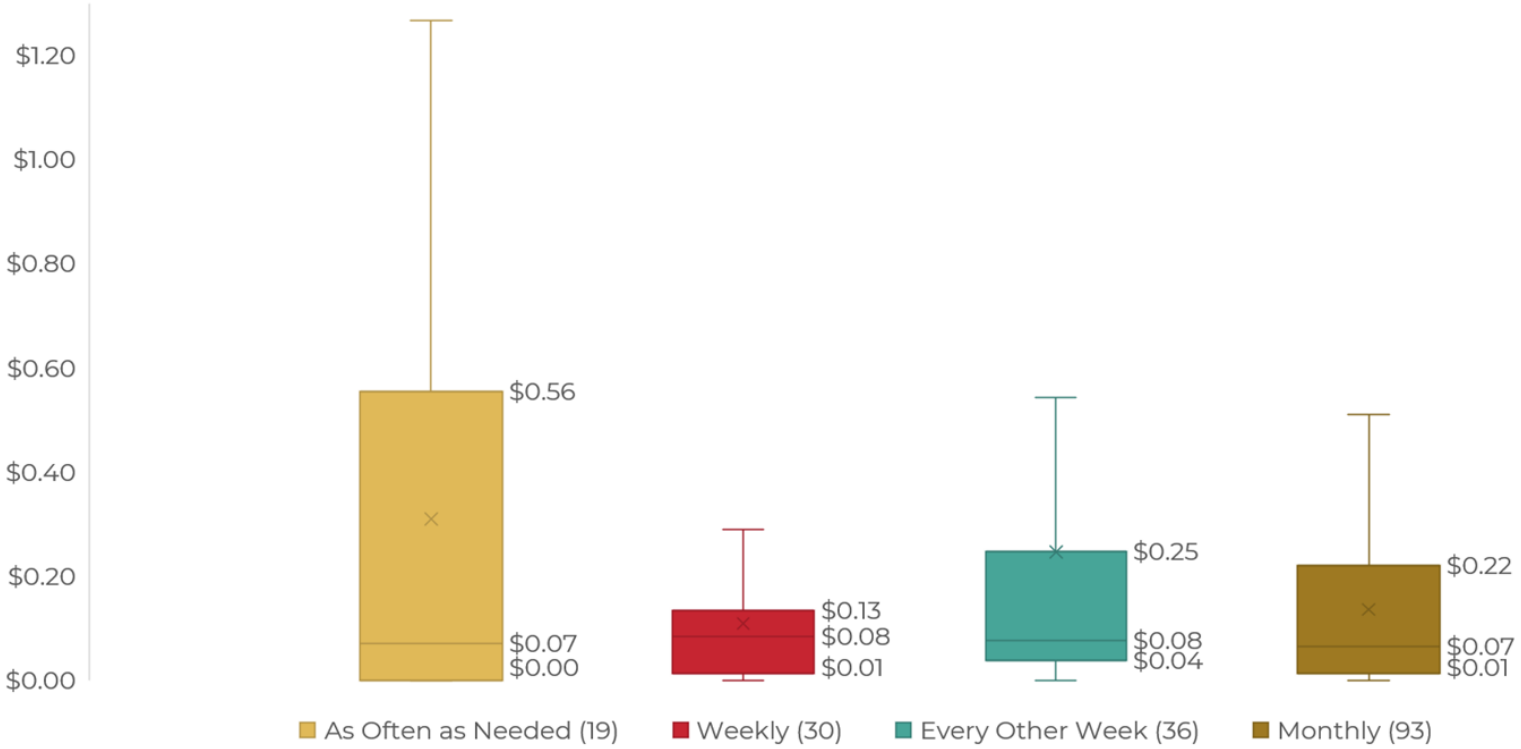
Insights:

- No clear trend in medians

Peer Group by Visit Frequency

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Dairy



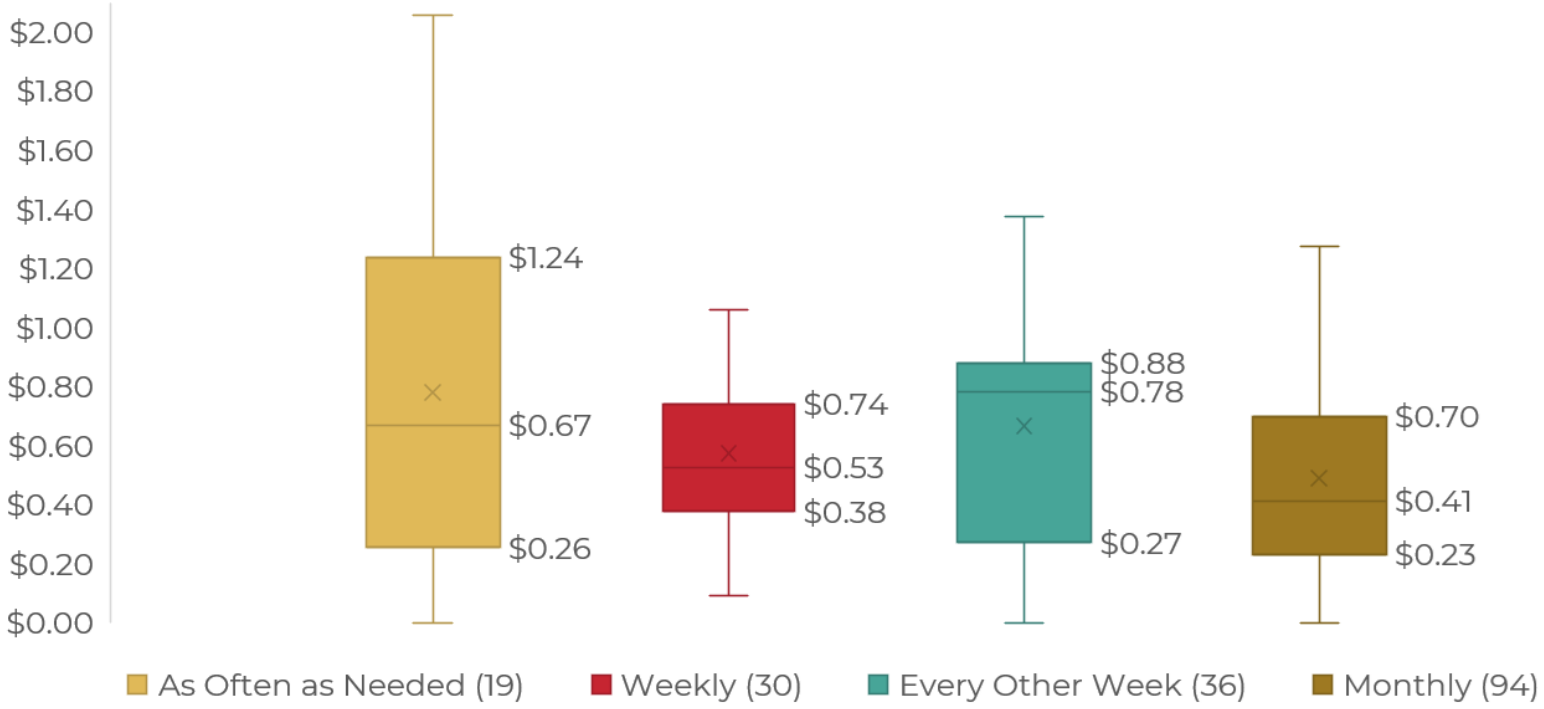
Insights:

- Very similar medians

Peer Group by Visit Frequency

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Protein



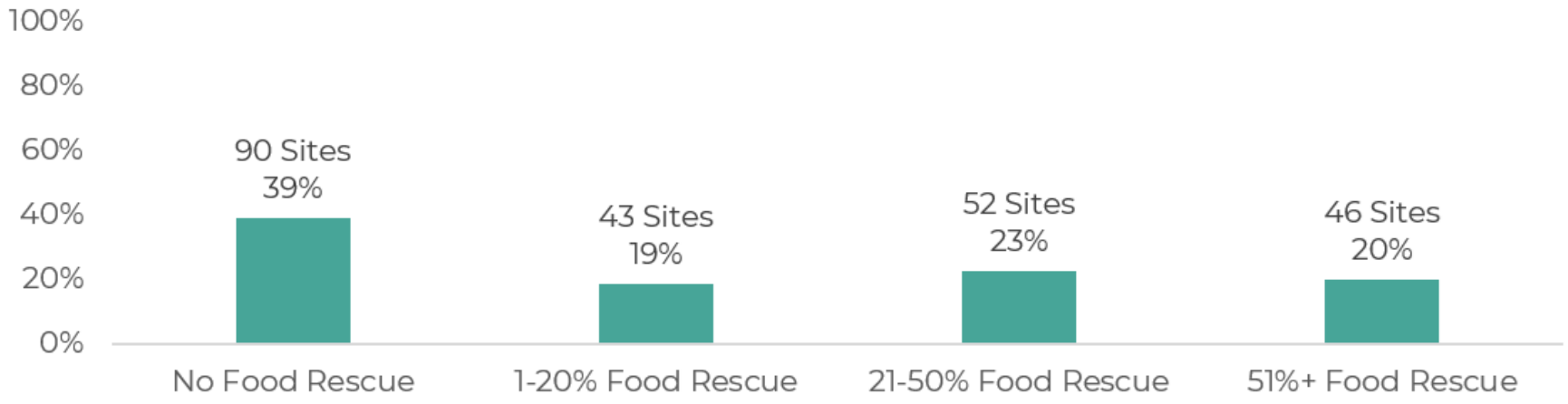
Insights:

- No clear trend in medians

Peer Group by Visit Frequency

Foundation For Essential Needs

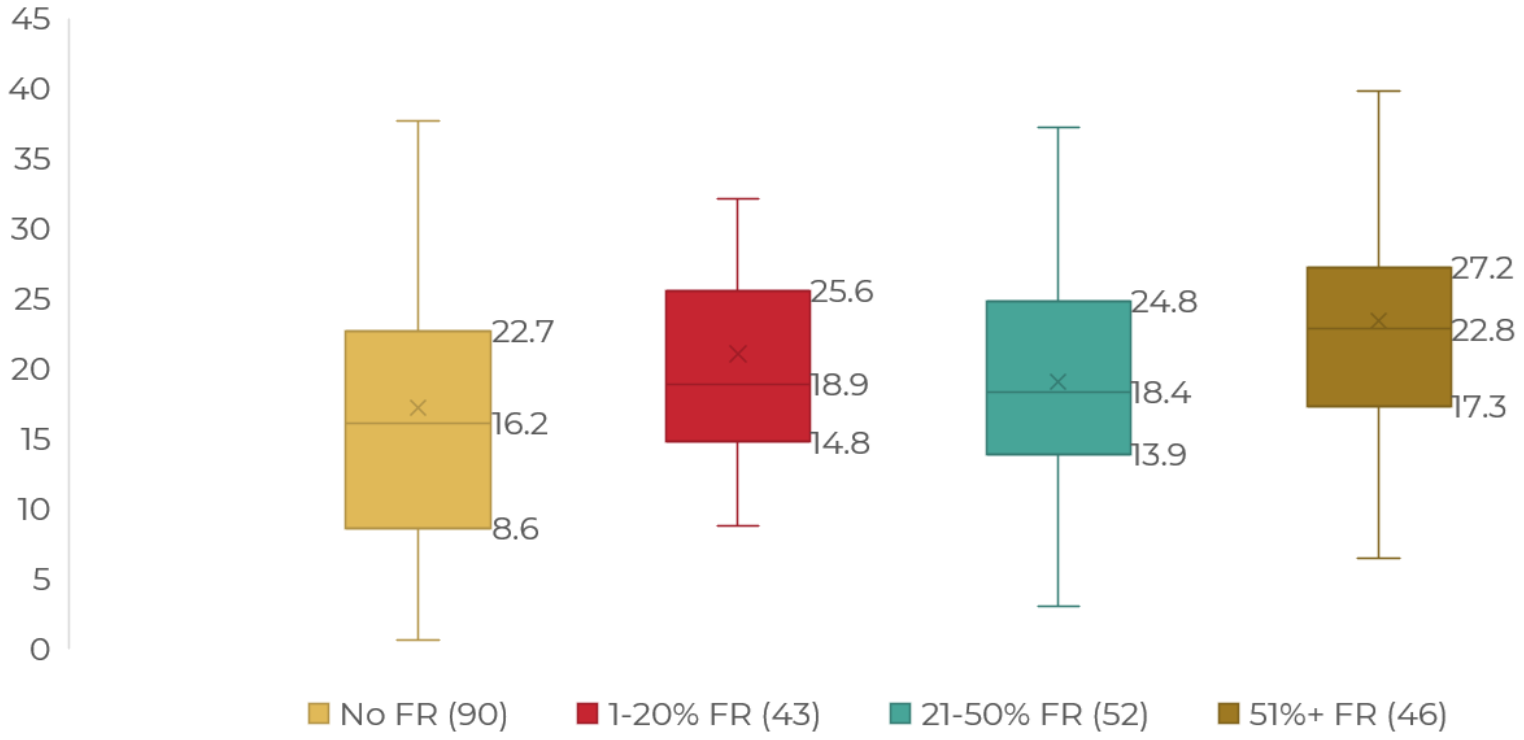
Peer Group by Food Rescue %



231 Data Sets

ffen
Foundation For Essential Needs

Pounds Dist per Individual Visit

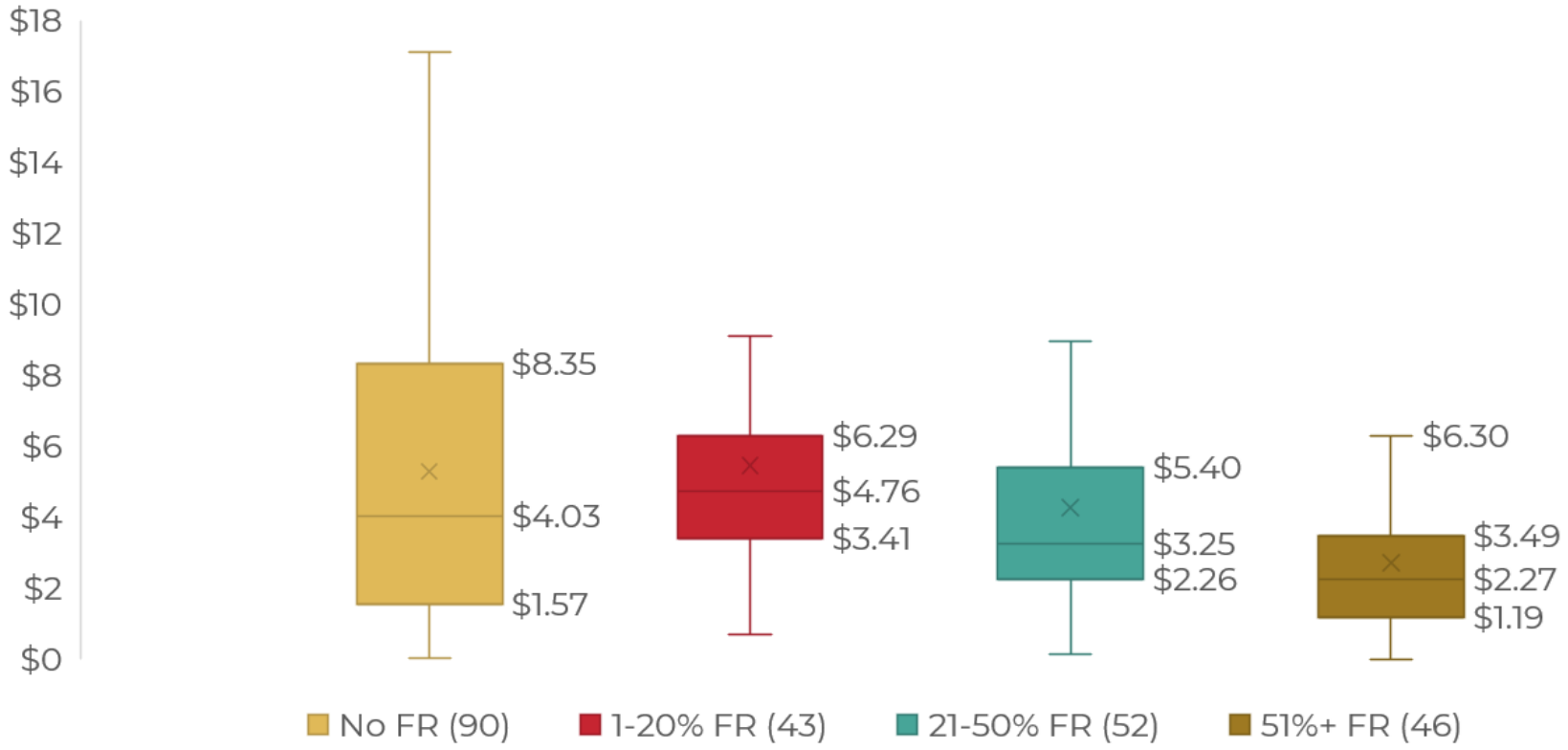


Insights:

- Slight trend up as food rescue pounds increase

ffen
Foundation For Essential Needs

Cost per Individual Visit

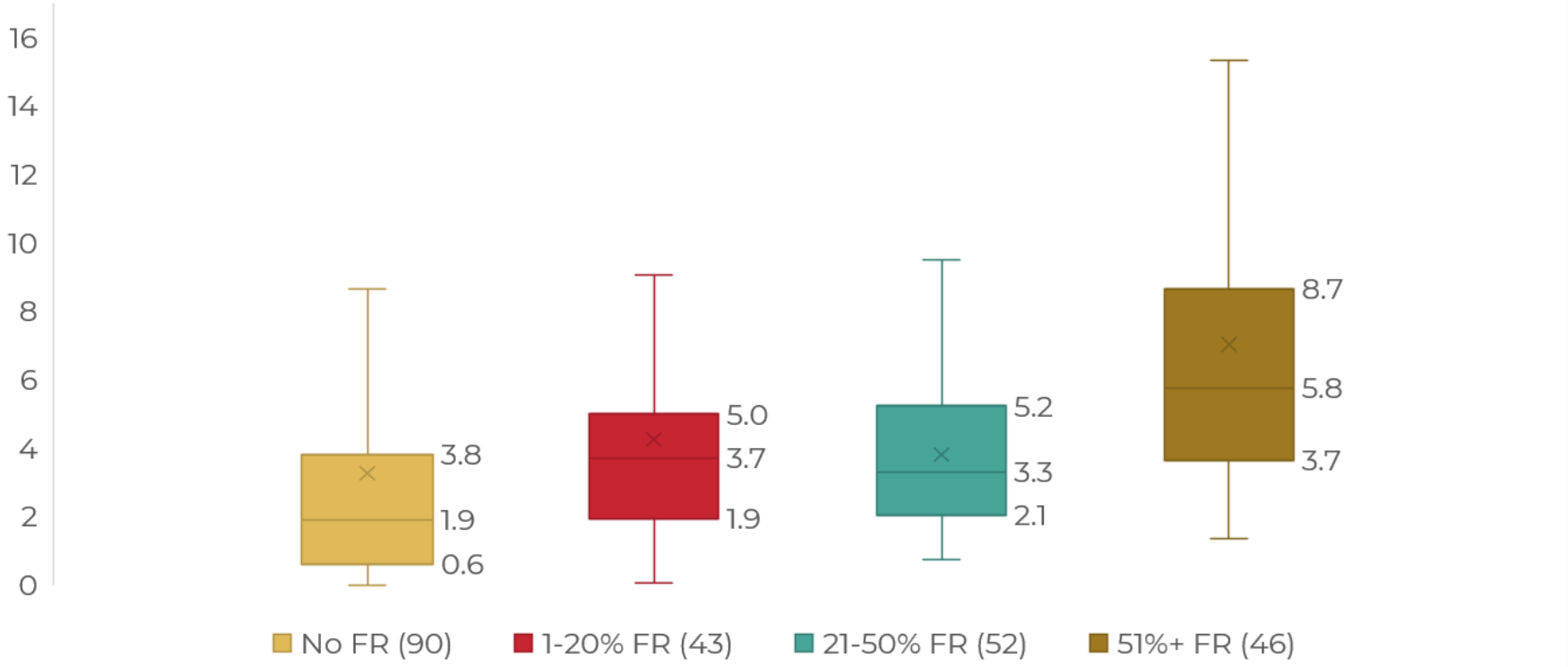


Insights:

- Cost declines as food rescue % increases, except for those with no food rescue

ffen
Foundation For Essential Needs

Produce lbs per Individual Visit



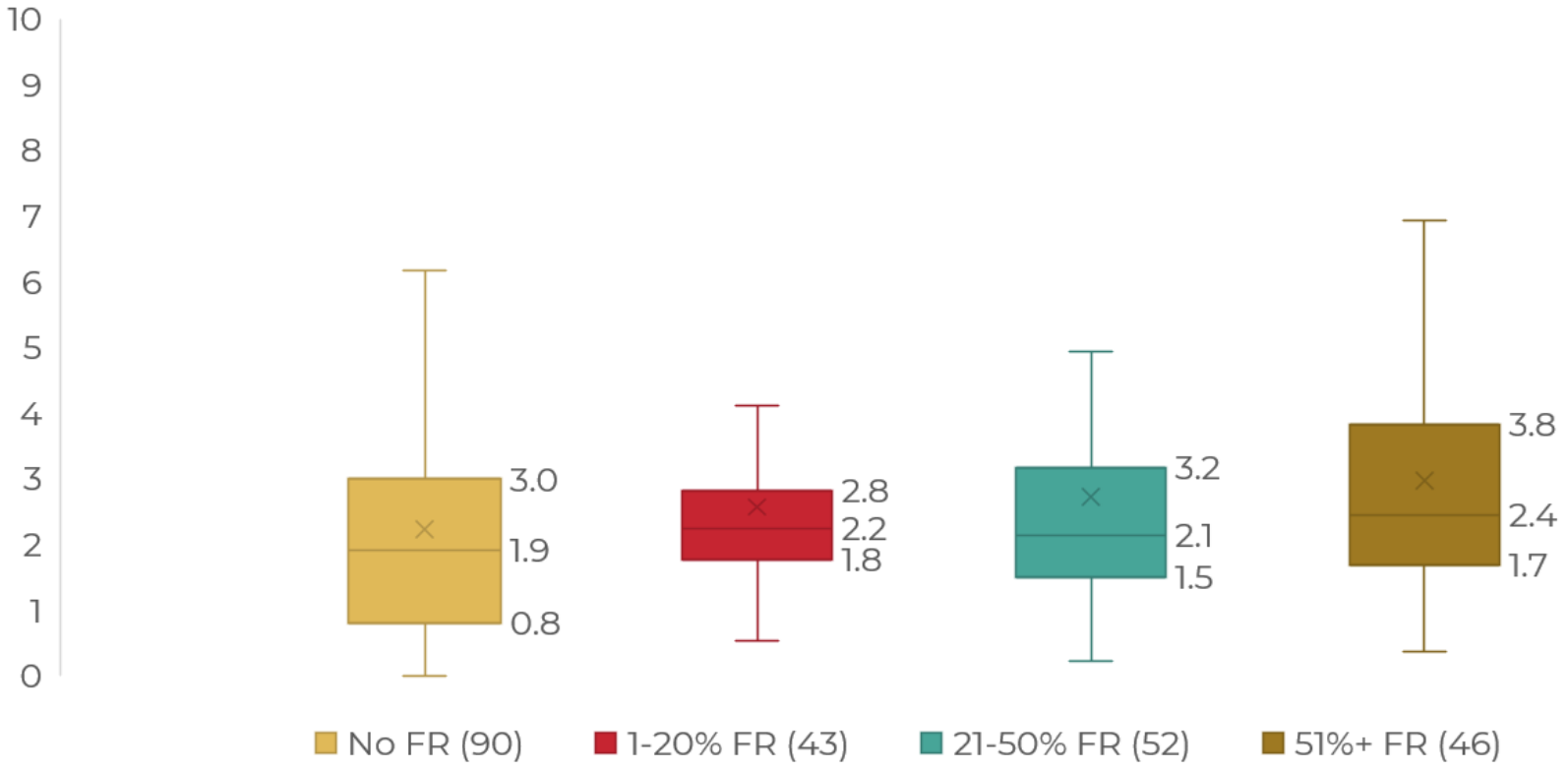
Insights:

- Median is highest for sites with 51%+ food rescue

Peer Group by Food Rescue %

ffen
Foundation For Essential Needs

Protein lbs per Individual Visit



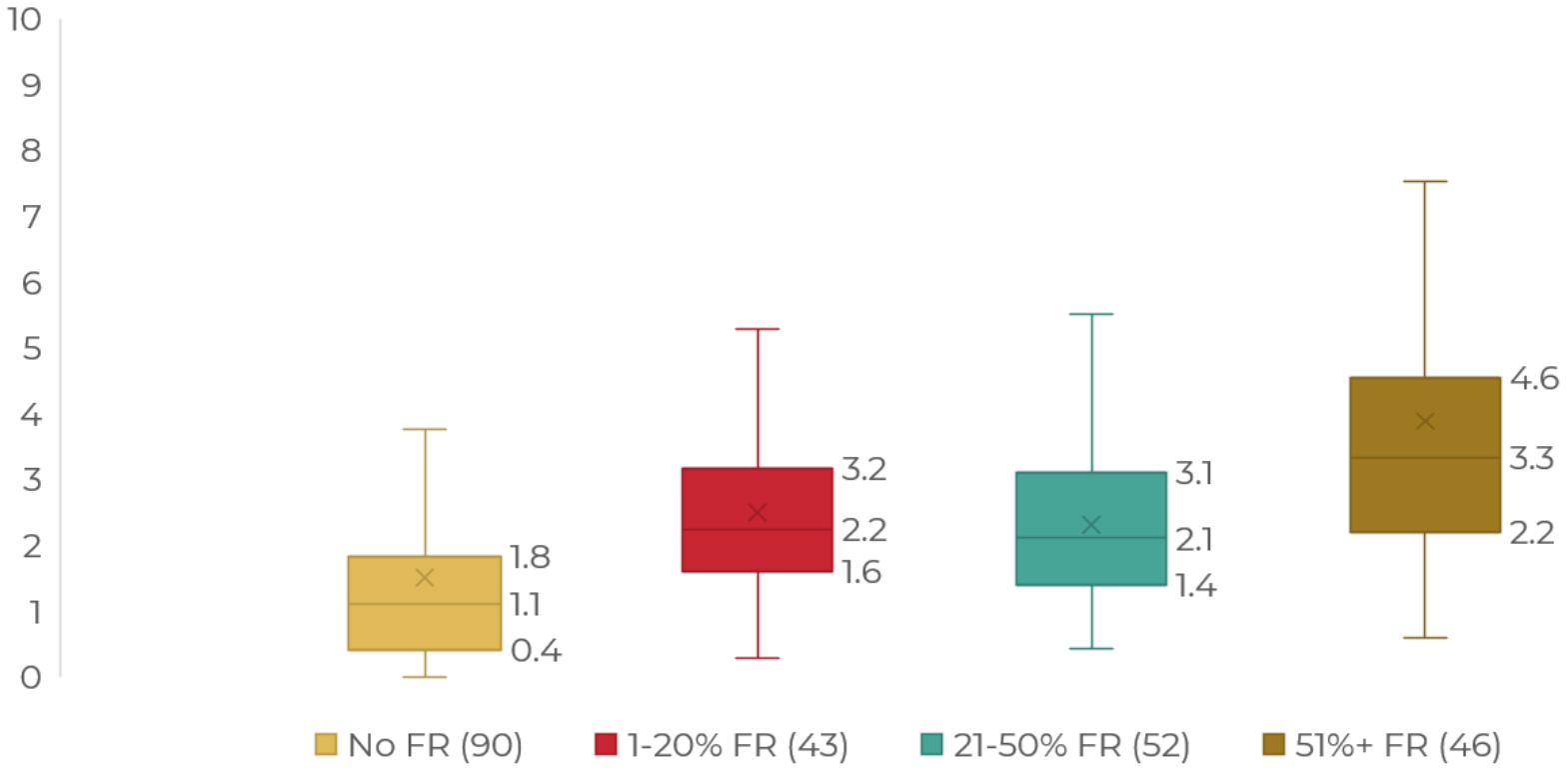
Insights:

- Median is highest for sites with 51%+ food rescue

Peer Group by Food Rescue %

ffen
Foundation For Essential Needs

Dairy lbs per Individual Visit



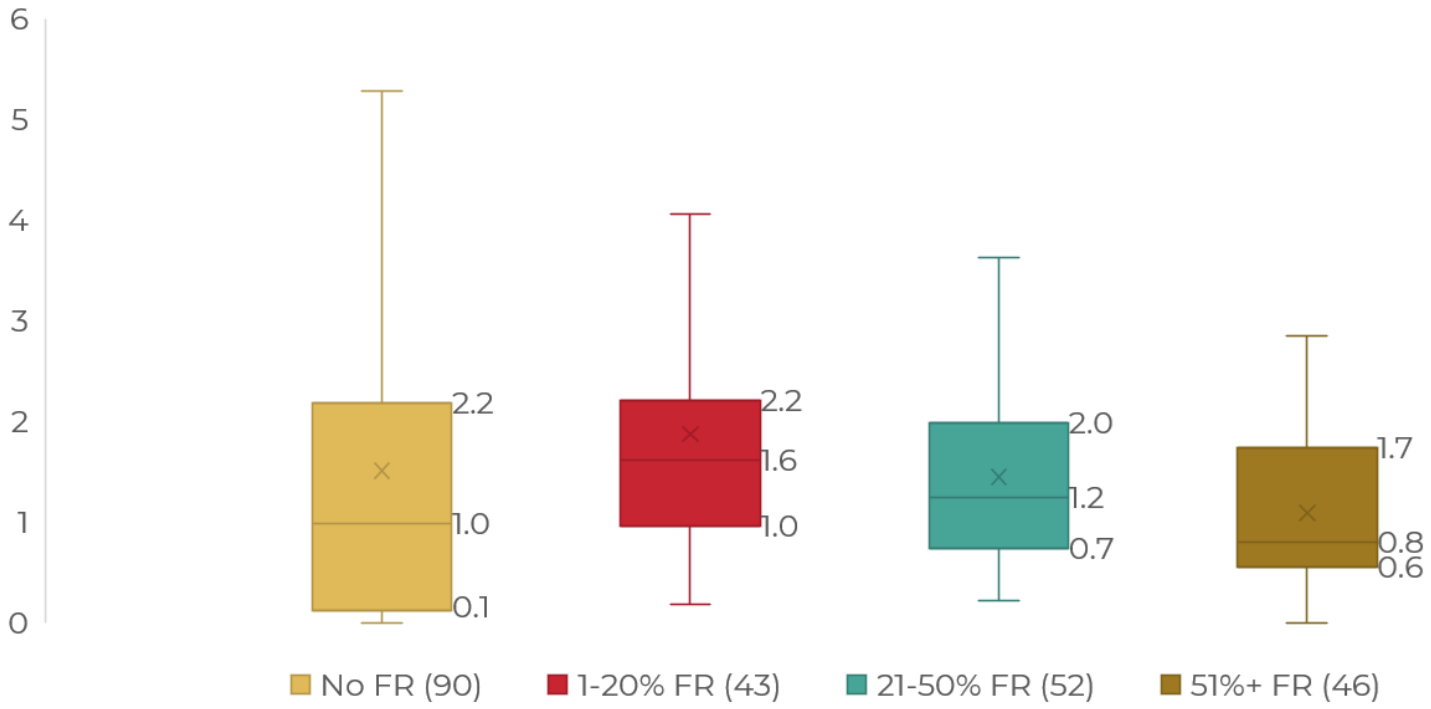
Insights:

- Median is highest for sites with 51%+ food rescue

ffen
Foundation For Essential Needs

Peer Group by Food Rescue %

TEFAP lbs per Individual Visit



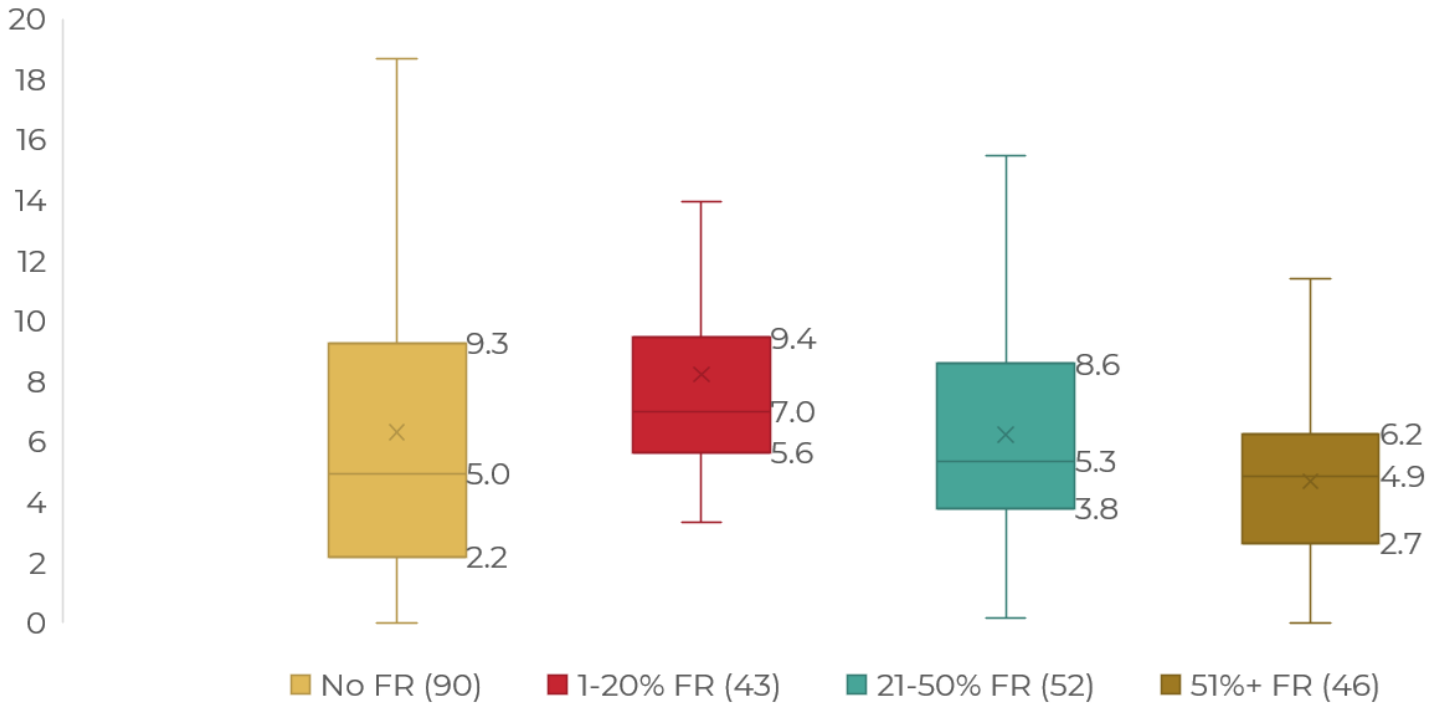
Insights:

- Declines as food rescue percentage increases, with the exception of those without food rescue

Peer Group by Food Rescue %

ffen
Foundation For Essential Needs

Purchased lbs per Individual Visit



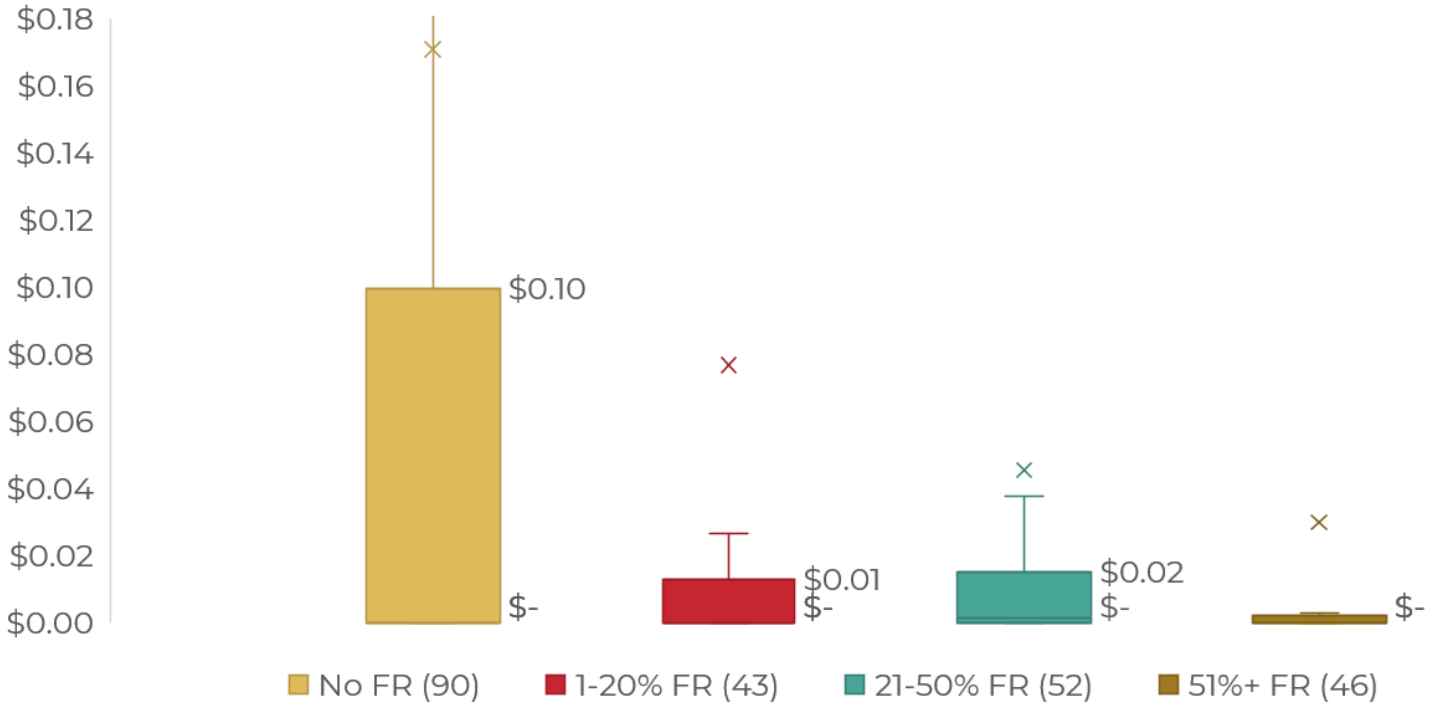
Insights:

- Lbs decrease as % of food rescue increases, with the exception of those without food rescue

Peer Group by Food Rescue %

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Produce



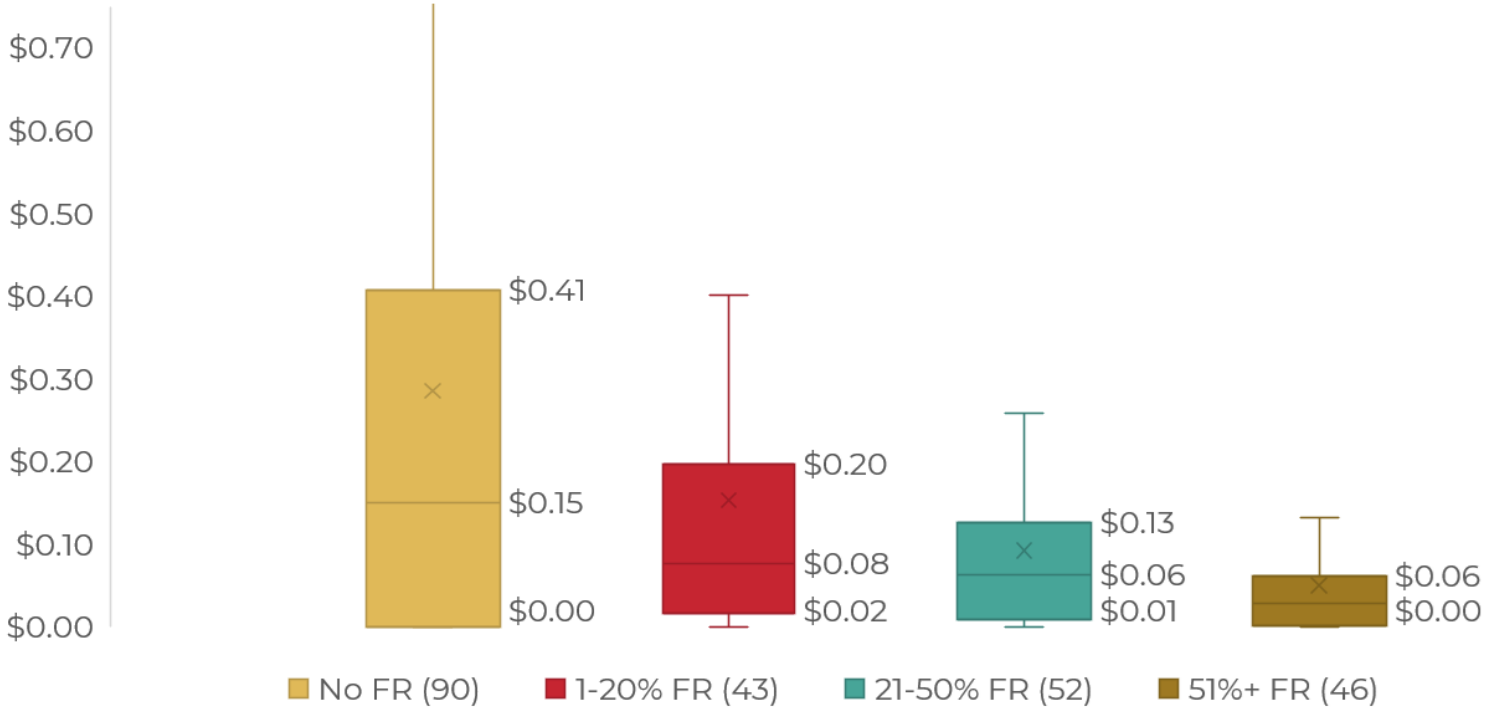
Insights:

- Cost is highest for sites without food rescue

Peer Group by Food Rescue %

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Dairy



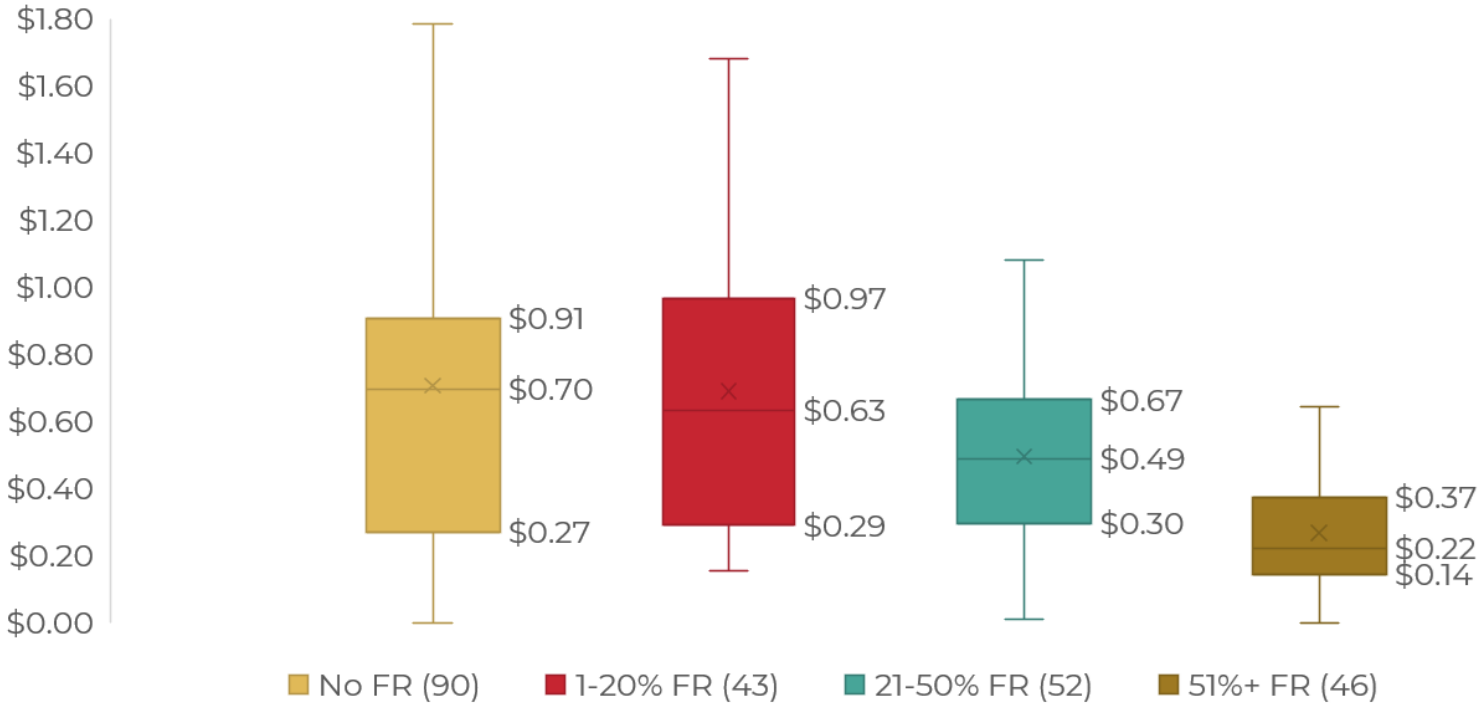
Insights:

- Cost declines as food rescue % increases

Peer Group by Food Rescue %

ffen
Foundation For Essential Needs

Cost Per Pound Sourced: Protein



Insights:

- Cost declines as food rescue % increases

Peer Group by Food Rescue %

ffen
Foundation For Essential Needs