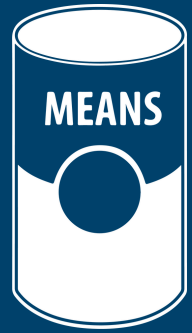


# MEANS DATABASE



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ANNUAL REPORT 2021



# DIRECTOR'S STATEMENT

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As we faced the second year of a pandemic that exasperated need and disrupted food supply chains across the country, MEANS Database worked to expand our partnerships to reach more people and support more food system players. Our goal has been to both deepen our work within existing networks and expand further into new regions during this crisis.

In my six months as Executive Director, after six years of working with MEANS, I have never been so excited about the organization and the opportunities for more food recovery. Our team is small but smart, adaptive, and creative, and I am looking forward to working with the team to continue to grow.

Partnerships with state extension agents, farmers, the EPA, warehouses, and other food recovery organizations have made 2021 a year of substantial growth. Grubhub continued to support our Community Meal Program, and we deepened our connections in Rhode Island, Florida, Pennsylvania, and California, furthering our food recovery efforts.

2022 is set to be an even better year. We're excited to soon offer a downloadable app to our users and expand our work in Iowa. We're collaborating with more mutual aid organizations since clarifying the Emerson Act with Harvard's Food Policy and Law Clinic. With these opportunities and more on the horizon, we're looking forward to continued progress to waste less, and feed more.

A handwritten signature in green ink that reads "Sammie Paul".

**SAMMIE PAUL**

Executive Director

# FINANCIAL OVERVIEW

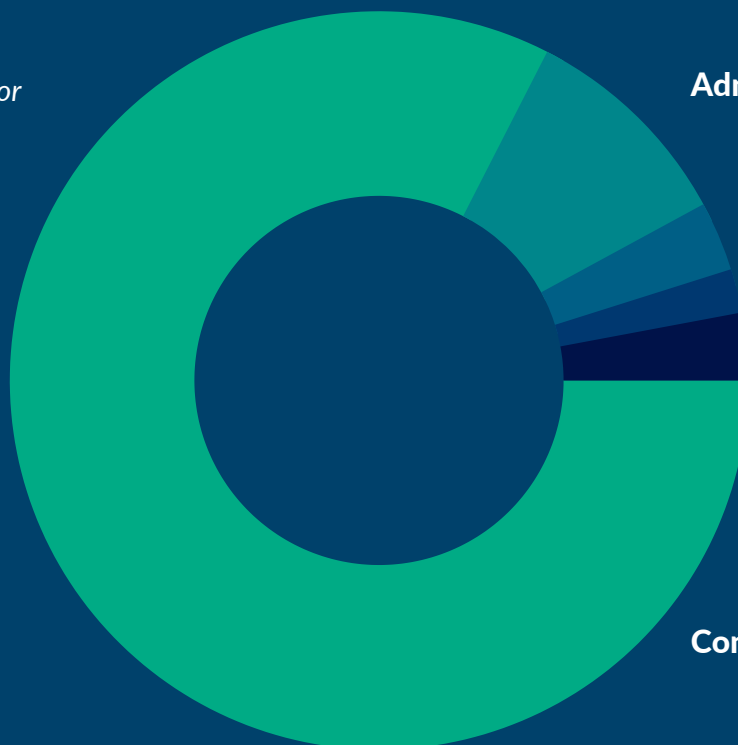


At MEANS, we strive to be as transparent as possible with our financial donations and expenses. We are extremely grateful to all our financial supporters who believe in our mission to assist nonprofits serving those facing food insecurity through food recovery and the Community Meal Program.

Below is a breakdown of our expenses for 2021. Our Community Meal program continues to be our highest expense, with over \$2.87 million going directly to locally owned businesses in our eight key cities. This year we began offering transportation in specific regions to allow nonprofits to claim donations regardless of their ability to pick them up. We continue to work with our website development team, Cohere, to improve our website for all users.

**FIGURE 1.**

*A breakdown of our expenses for 2021*



**Admin Costs: 9.6%**

**Other: 3%**

**Web Development: 1.9%**

**Transportation: 3%**

**Community Meal Program  
82.5%**

# FOOD RECOVERY AT A GLANCE

This year, MEANS moved 126,748 pounds of recovered food throughout the country. This would not have been possible without our incredible network of organizations and businesses that continue to donate their excess food and spread the word about MEANS Database.

As of this year, we have users in every state and the District of Columbia. We have developed strong networks in specific places like Florida (pg. 5), Rhode Island (pg. 7), and in the cities where we run our Community Meal Program (pg.6).

We received funding from Simply Organic/Frontier Co-op to do outreach to organic food producers, which led to incredible connections in California and Massachusetts. Every donation we receive is crucial to continuing our mission to waste less and feed more. Some of our most memorable donations this year have been 7,000 pounds of olive oil in Oakland, 28,000 pounds of prosciutto and salami in Iowa, and 6,070 pounds of Summer Food Service Program meals in Philadelphia.

We are looking forward to doing more food recovery in the next year and continuing our reoccurring programs like the Summer Food Service Recovery Program in Philadelphia and Rhode to End Hunger in Rhode Island!



Olive oil donation in Oakland



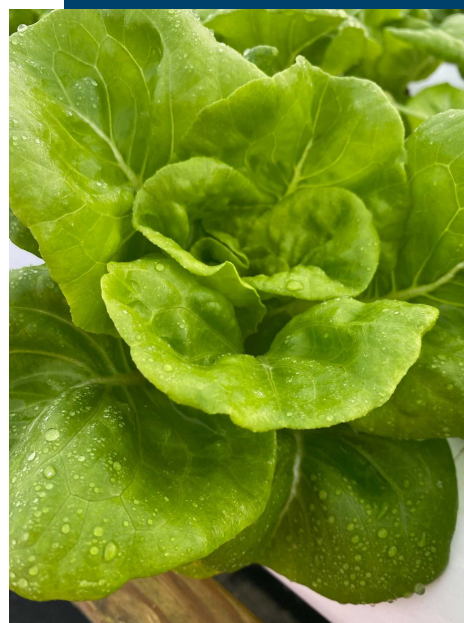
A produce box donated in Florida

# FLORIDA

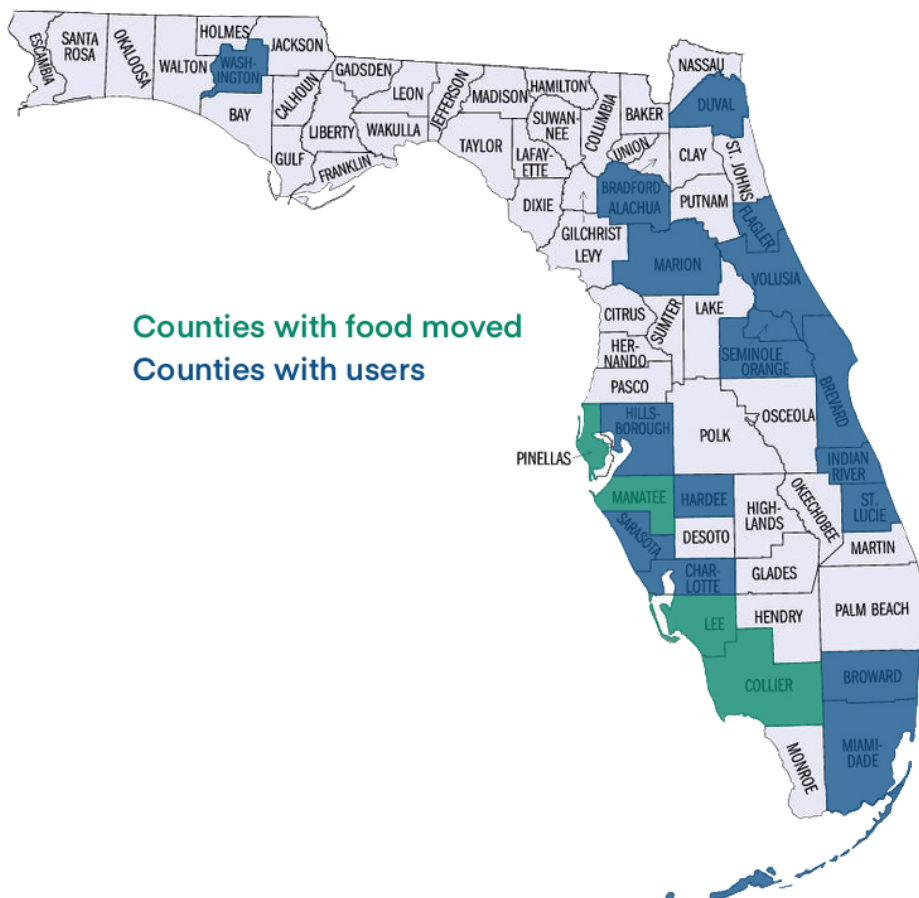
We increased our work in Florida at the beginning of 2021 after Jeannie Necessary with University of Florida- IFAS Extension Food and Nutrition Program reached out to us.

This year, we've had the opportunity to collaborate with amazing partners such as UF-IFAS FNP, Florida Impact to End Hunger, St. Matthew's House, and so many more. We've made great strides towards establishing food recovery efforts in Florida and cannot wait to see how we will further expand our work in 2022!

**52,995** pounds of food moved in Florida  
**98%** of food moved in Florida was produce  
**90** new MEANS users in Florida since January



Lettuce donation from East Fork Creek in Lee County



# COMMUNITY MEAL PROGRAM

At the start of 2021, MEANS drastically increased our capacity to provide purchased meals from restaurants for local nonprofits serving individuals facing food insecurity.

This program cultivates incredible relationships with both restaurants and nonprofits alike. These businesses and organizations have both felt the strain the pandemic has caused and have come together to serve the community. In one example, Sid Sahni, co-owner of Full Skoop, stays with volunteers at East Bay Food Not Bombs to pass out meals.

This program has been a blessing to so many and we are looking forward to continuing in some capacity in the upcoming year.

368,206	Meals purchased
100	Nonprofit partners
70	Restaurant partners



Wich, a restaurant owner of in Los Angeles, with a staff member at My Friend's Place, an organization that serves youth facing homelessness. Wich's restaurant Combo A brought meals to My Friend's Place for a Pride event In June!

# RHODE ISLAND

In October, we received an EPA Healthy Communities Grant in partnership with Rescuing Leftover Cuisine (RLC) and the Rhode Island Department of Health (RIDOH) to expand food recovery across the state and provide biodegradable food packaging for donations. We are thrilled by this opportunity to work with RLC to offer transportation for all donations across the state, and continue to build upon our Rhode to End Hunger partnership with RIDOH from 2017!

We also joined the Rhode Island Food Policy Council in 2021, which has allowed us to partner with dozens of new organizations and initiatives across the state. Looking forward to continued progress in the coming year!

**5,777** Pounds of food recovered in Rhode Island in 2021

**128** MEANS users in Rhode Island

**92%** Claim rate on food donated on the platform



Meals at the Providence Community Fridge



Meals at Sunrise Forever

## KEY PARTNERS

“Please let your team know how grateful we all are to have been able to serve healthy hot meals to our homeless population and support our local businesses as well. We appreciate all we have received and thank you from the bottom of our hearts.” -**Dana at La on Cloud 9, Los Angeles, CA**

“The fact that the platform is available and that its so fast and convenient,... for us it’s a huge blessing to be able to send someone there at anytime knowing that we’re going to get assistance with transportation costs. We couldn’t do it if that wasn’t the case. If it wasn’t for that assistance, we couldn’t do it. It’s a big plus for us and makes it feasible. It opens a door for us to bring in new product. The Potatoes were my favorite, they were a huge hit. ” - **Frank Rincon at Bension Center, Immokalee, FL**

“Yes of course.. I’m so glad they loved the burritos & I would do it with pleasure. I’m really glad we continue to put smiles in people’s faces. Thanks again for all the love & support you continue to give to La Laguna.” -**Ray at La Laguna, San Francisco, CA**



## MEANS IN THE NEWS

Check out a few of our news features from 2021!

- **BBC News** - showcased our co-founder Maria Rose and our food recovery work
- **ABC-7 News** - followed a donation in Southwest Florida with St Matthews House
- **Clay & Milk** - featured our acquisition of Chowbank
- **CNN** - highlighted our co-founder Maria Rose's CNN Heroes feature
- **NBC Bay Area** - shared a Community Meal Program event we sponsored in San Francisco



***"The recipients are always so grateful. I love seeing them smile!" - Lisa Carter***  
*Philadelphia Transportation Provider*



# NEXT STEPS

While we have made great strides towards increasing food recovery across the nation in 2021, there is always more work to be done. For 2022, we hope to continue to grow with our partners.



## **No. 01 — Grow our network**

Grow our network of food donors particularly focused on recurring and consistent donations focused on our existing and new hubs -- New York, Boston, Baltimore, Portland, Iowa, and Minnesota.



## **No. 02 — Improve our app**

Improve our app to better serve users & report data clearly, integrating with Chowbank's interface for a downloadable app for our users.



## **No. 03 — Increase Food Recovery**

Increase our amount of food recovery and food sovereignty projects to better support marginalized communities.

# SUPPORT OUR WORK

We want to thank everyone who has supported our work over the last year and has watched MEANS grow into a larger organization. We are looking forward to the new year and continuing to recover food across the country and assist nonprofits serving those facing food insecurity. Please consider supporting our work in any of the following ways:



## Donate:

You can support any of our fundraising campaigns [here](#)! If you'd like to make food deliveries or collaborate on outreach in your area, contact us.



## Engage:

Email us to be added to our newsletter and follow us on [Facebook](#), [Twitter](#), [Instagram](#), or [LinkedIn](#)!



## Contact:

Email us at [hello@meansdatabase.org](mailto:hello@meansdatabase.org)  
Call/text us at (202)449-1507  
Send mail to 4410 Massachusetts Ave NW, #397,  
Washington, DC 20016

# THANK YOU!