



FOOD BANK
OF NORTHERN NEVADA

MEMBER OF
FEEDING
AMERICA

FY24 Product Sourcing Strategy Partner Agency Conf. Update

Historic TEFAP & Donation Data, Trends and Impacts on Product Sourcing & Distribution:

FY18

- Donated – 17.2M
- TEFAP – 2.5M

FY19

- Donated – 20.9M
- TEFAP – 6.2M

FY20

- Donated – 23.3M
- TEFAP – 8.1M

FY21

- Donated – 22.2M
- TEFAP – 6.6M

FY22

- Donated – 17.2M
- TEFAP – 4.5M

FY23

- Donated – 20.2M
- TEFAP – 4.2M

Group Feedback on PAST Agency-to-FBNN Product Sourcing Support Pros & Cons:

PROS

- Have had a Surplus of Food in the Recent Past
- Less limits on Ordering Quantity from Agency Express
- More Total Inventory on-hand for Longer Timeframe
- Variety of Total Products Exceeded Expectations
- Non-Food Product Availability & Frequency a Positive!
- Volunteer Support

CONS

- Pantry Space & Cold Storage Available On-site
- Less Food Product & Too Close to Expiration Dates
- Less Variety on Food Products
- Less Knowledge/Training from FBNN
- Staffing & Volunteer Support

Group Feedback on PRESENT Agency-to-FBNN Product Sourcing Support Pros & Cons:

PROS

- More Fresh Produce Available
- Better Access to Nutritious Foods
- More Community Donations to Pantries
- More Neighbors Utilizing Pantries
- Knowledge of Where & How to Access Pantries
- FBNN Support, Education, Communication
- Technology: Oasis, MealConnect
- More Volunteer Support

CONS

- Less Product Available Than Needed to Stock Pantries
- Less Variety of Food Available
- More Undesirable Items Available
- More Neighbors Needing Pantry Support
- Fewer Consistent Volunteers
- Limited Non-Food Distributions
- Delivery/Technology Challenges

UNDERSTANDING

Purpose: To focus Food Bank of Northern Nevada (FBNN)'s efforts on optimized product sourcing including food and non-food items, effective product distribution/inventory movement and collaborative partner agency & donor relationship building.

Required: Feeding America Partner Food Bank Agreement deadline set by FY 2026

Reference: Feeding America Partner Food Bank Agreement, Section 4 – Product Sourcing and Sharing, Appendix C

ASSESSING

Our "Why": Increased need of food and other products are realities we must address in order to meet and begin to proactively source to meet mission & vision principles while executing sound business actions. Sourcing to Share.

FBNN Product Sourcing Foci:

1. Food Inventory Movement
2. Optimizing Use of Sources
3. Product Donor Engagement
4. Donor Stewardship Strategy
5. Optimizing Data Analysis

OPTIMIZING

Execute the agreed upon Strategy to guide FBNN's product sourcing activity.

Demonstrate that one of FBNN's core functions is to source nutritious products through effective and purposeful collaboration and use of funding and logistics resources.

Include to the maximum extent local farmers, ranchers and other agri-business, manufacturers, distribution centers, whole sellers, growers, and retail donors.

Evaluate & Pivot



EXECUTING THE PRODUCT SOURCING STRATEGY

FOOD & PRODUCTS

Effective Product/Food Sourcing through purposeful relationships, regionally beneficial partnerships, and utilization of broader Feeding America network communications and agreements.

Inventorying, product handling, education and support of our neighbors' diverse and culturally significant needs.

Impactful increase of fresh produce and nutritional items.

FINANCE & EVALUATION

Targeted and Evaluated Management of Federal Commodities, State appropriations, forecasted food purchasing and donated products.

Optimized Data Analysis as the basis of decision making to ensure efficient and effective efforts to meet goals and objectives of the Strategy.

DONOR RELATIONSHIP

Soliciting, Cultivating and Stewarding Product Donors through purposeful, measured relationships.

Tend to existing relationships with attentive, personal attention and growth-focus.

Cultivate new relationships across food service, retail and production agencies.

COMMUNICATION, COLLABORATION, EXECUTION

FY24 Product Sourcing Strategy Themes & Focal Points:

1. Agility in Logistics & Procurement
2. Forecasting with Partners/Programs
3. Sourcing to Share Concept & Delivery
4. Fresh/Nutritious Measures & Impact
5. Capacity Building
6. Optimizing Data Use & Reporting