

Tackling Food Waste Through Collaboration

January 25th, 2023

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White Leaf Provisions

Whole Foods Market

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CLIMATE DAY AT EXPO WEST!

Morning Session: Intensive Deep Dives

Building and Reporting on Climate Resiliency to Attract Investment and Mitigate Risk

Identifying and Eliminating Deforestation in Your Supply Chain

The Almond Project: Building a Regenerative Supply Chain Through Collaboration

The Impact of the Farm Bill on Your Business and Why it is Critical to Get Engaged

Afternoon Session: Inspirational Roundtables, Thought Leaders, & Keynote

State of Climate Action in the Natural Products Industry

The Climate Impact and Untapped Power of Your Corporate Cash

Radical Imagination: Moving From Crisis Mode to a Creative Revisioning of Our Future

C-Suite Roundtable: The Imperative for Climate Action, Even in a Down Economy



SPEAKERS



Caitlin Oleson
Director of Operations &
Programming,
Climate Collaborative



Athena Petty
Senior Manager Sustainability,
New Seasons Market



Jackie Suggitt
Director of Capital, Innovation
and Engagement,
ReFED



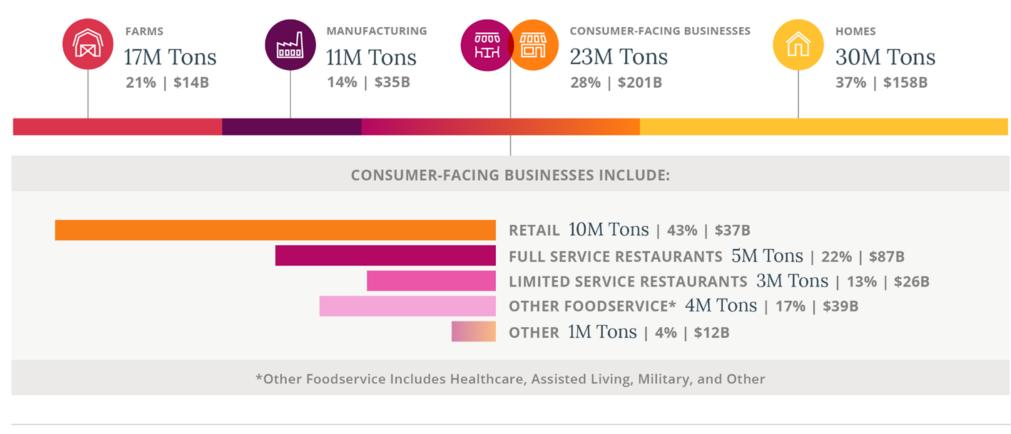
Teak WallSustainability Manager,
Organically Grown Company (OGC)







Tackling Food Waste Requires the Whole Supply Chain







The PCFWC Voluntary Agreement Model

Voluntary Agreement

The OECD*definition:

"A collaboratively agreed, self-determined pact to take action, on food waste generated at the relevant stages of the food system."



* Organization for Economic Cooperation & Development



Target: Current PCFWC Signatories

























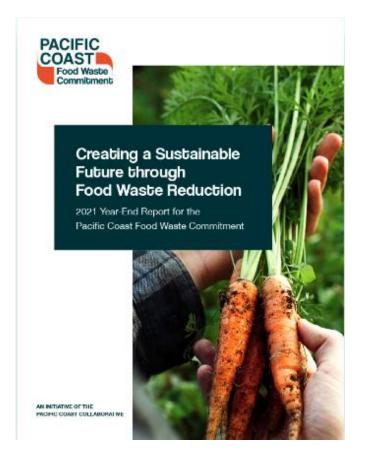


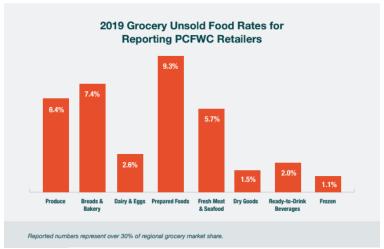




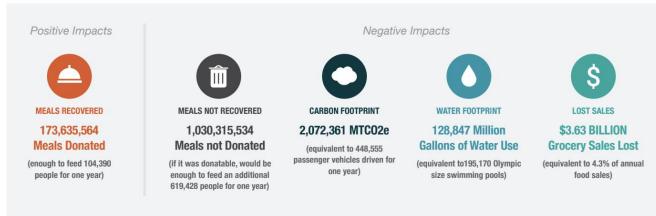


Measure: Data Collection & Insights Generation







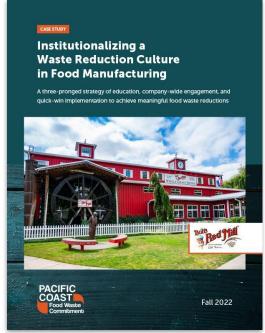




Act: Implementing High-impact Intervention Projects



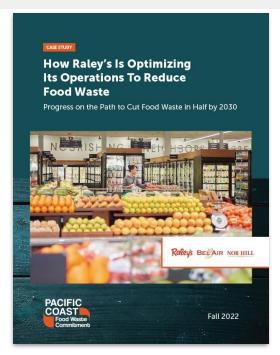
Two retailers used artificial intelligence solutions Shelf Engine and Afresh to improve their order accuracy, leading to a 14.8% average reduction in food waste per store.



Bob's Red Mill collected 176 food waste reduction ideas through an employee campaign and saw a 70%+ reduction in food waste by testing one idea on the manufacturing line.



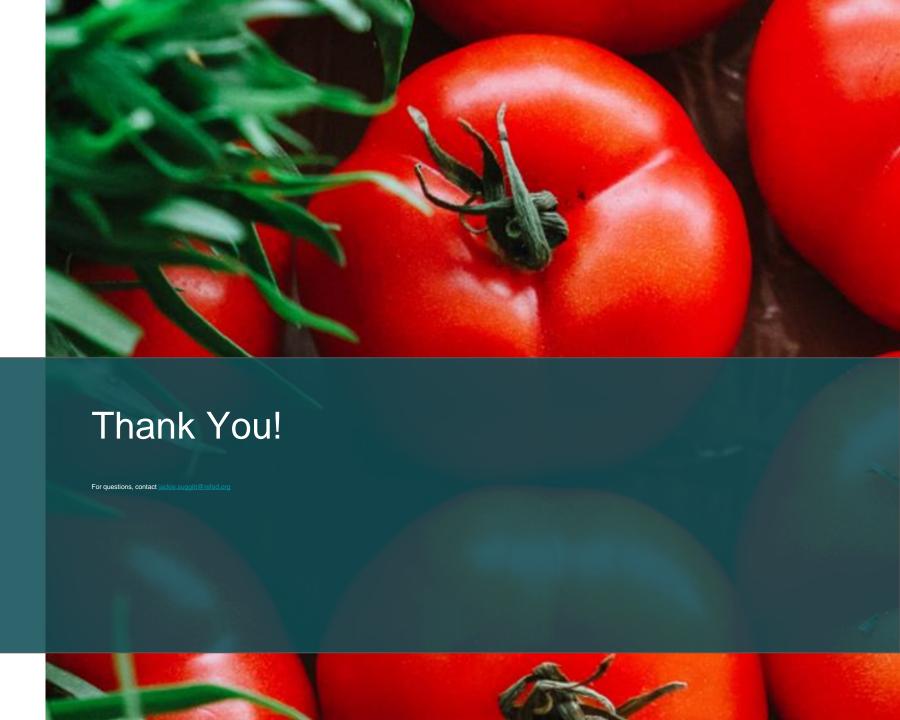
Sprouts identified **food waste reduction best practices**, such as storewide waste "Scorecards", optimizing container sizes and load weights, reducing the distance between stores and distribution centers, and more.



Raley's identified **food waste reduction best practices**, such as utilizing **inventory** management software (330% return-on-investment), food rescue partnerships, employee training, and more.









Reduce Food Waste



"Preempting food waste **before it happens** results in the greatest reduction of upstream emissions" ~Drawdown

- Roughly 8% of global ghg emissions result from wasted food
- 1/3 of food raised or prepared doesn't make it from farm or factory to fork
- Reducing food waste avoids deforestation for additional farmland





Reduce Food Waste

Get the right food to the right place at the right time









2019 New Seasons Joined the PCFWC

Pacific Coast COLLABORATIVE



Food Business Signatories

Retailers















Getting Organized

Internal Opportunity
Awareness



Public Commitment (PCFWC): 50% by 2030



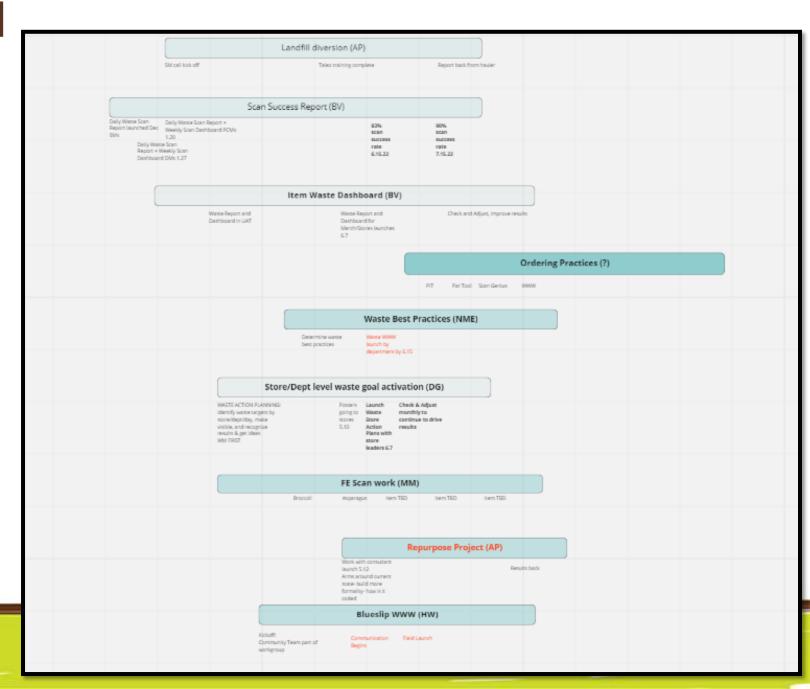
Internal Buy-In and focus area



Pilot Department and Steering co



Official Biz Initiative with full integration







WASTE SCAN SUCCESS REPORT

Waste data for: 1/22/2023 Report refreshed: 1/23/2023 6:00 AM Dashboard version: 20230110

Looks at Waste Types [Expired, Damaged, and Repurpose] to see if scan goals were met. Blank cells mean no waste scan records found.

Scanned waste weight/quantity for stores that met all the daily required goals

	BK	PG	PF	PR	MT	SF
STORE GOAL	20	25	50	60	10	1
RALEIGH HILLS (1101)	75	64	68	240	84	5
ORENCO STATION (1103)	132	35	93	70	16	5
SEVEN CORNERS (1105)	92	43	68	182	15	19
ARBOR LODGE (1106)	57	169	159	99	25	3
MOUNTAIN PARK (1107)	8,827	63	156	123	23	4
CEDAR HILLS (1108)	184	67	192	223	73	7
PROGRESS RIDGE (1111)	94	326	194	85	38	11
SLABTOWN (1116)	69	82	106	122	42	4
WESTSIDE (1201)	31	88	58	226	15	3
APTOS (1209)	29	232	51	67	56	6

Scanned waste weight/quantity for stores that did not meet all the daily required goals

GOAL NOT MET	BK	PG	PF	PR	MT	SF
STORE GOAL	20	25	50	60	10	1
SELLWOOD (1102)	9,045	78	154	17	15	0.9

Useful Insights Drive Behavior





TOP 5 WASTE ITEMS BY DEPARTMENT

Selected store: All Stores | Waste Type: General: Expired/Damaged

Top 5 rank determined by store's waste cost over latest 4 weeks.

PERISHABLE GROCERY (140)

00853263005004 | Trazza ORIGINAL HUMMUS | 9 OZ

00840600107392 | NSM HEAVY WHIPPING CREAM | 16 OZ

00840600121077 | NSM HEAVY WHIPPING CREAM | 32 OZ

00861745000010 | Vital PASTURE RAISED GRADE A LARGE EGGS | 1 DZN

00638031601042 | Field CELEBRATION ROAST | 16 OZ

PRODUCE (200)

00490200992081 | APPLES WASTE | 1 LB

00490200992173 | TANGERINES WASTE | 1 LB

00490200992234 | POTATOES WASTE | 1 LB

00490200992159 | ORANGES WASTE | 1 LB

00715756200375 | STRAWBERRIES OG 1# | 1 EA

MEAT AND POULTRY (300)

00850011168264 | Stemple TERIYAKI BEEF JERKY | 3 OZ

00850011168271 | Stemple SWEET & SPICY BEEF JERKY | 3 OZ

00206921000000 | Carman GRASS-FED 15% GROUND BEEF | 1 LB

09421901758424 | First WAGYU BEEF TENDERLOIN FILET | 6 OZ

09421901758448 | First WAGYU BEEF NEW YORK STEAK | 8 OZ

Waste Dashboard - Summary

FILTERS APPLIED Time Frame 1 <in Progress» | Week Ending 1 <Latest Week | Waste Type 1 <Multiple Waste types» | Region 1 <NW> | District 1 <All Districts | Store 2 <All Stores | Department Type 1 <All Department 1 < All Department 2 <All Department 2 <All Department 3 < All Department 3 < All Department 3 < All Department 4 <All Department 5 < All Department 6 < All Department 7 < All Department 8 < All Department 9 < All Depar

Data Refreshed: 1/23/2023 6:33:09 AM Report Refreshed: 1/23/2023 6:45:36 AM Dashboard V 🚃 🦮

Filters



Default Filters W

Use the buttons on the left to access Filters or report pages Menu. Click on any of the below visuals to go to their respective report page.



Waste Amount	% vs Budget
	-24.2%
	-47.9%
	-9.5%
	-5.2%
	-73.4%

Item Store Drilldown - 5 Highest Waste Amount Items		
Item	₩aste Amount	Waste Amount %
00000000044580 CA MANDARIN MANDAROSA 24# CV 1 LB PR		220.2%
00000000089320 N/A BAGELS 1 EA BK		378.1%
00000000087020 NSMCK NSM COOKIES 1 EA BK		147.0%
00073007108055 Calumbus PROSCUITTO SLICED NAE 3 OZ PG		125.9%
00490200992081 N/A APPLES WASTE 1 LB PR		

Waste Trend - 5 Highest Waste Rate Variance Departments								
Department	Latest Week	13 Wk Average	Variance •	% vs Budget				
Beverages (515)	5.6%	1.5%	4.0%	5470.7%				
Bakery (400)	10.9%	8.5%	2.4%	9.8%				
Spirits (180)	3.8%	1.5%	2.3%					
Body Care (620)	2.4%	1.5%	0.996	171.2%				
Supplements (600)	1.7%	1.2%	0.5%	68.8%				

Top 50 Waste and Sales - 5 Highest Sales Amount Items			
ltem	Sales Amount	Waste Amount	Waste Rate
00000000083800 N/A HOT BAR 1 LB DL			0.0%
00205600000008 Mary's BONELESS SKINLESS CHICKEN BREAST 1 LB MT			0.1%
00000000940110 MEX BANANAS OG 1 LB PR			0.3%
00715756500178 N/A BERRY BLUEBERRIES NOG 11 OZ LT EDITI 1 EA PR			0.5%
00000000932830 WA APPLE HONEYCRISP OG 38# 1 LB PR			1.4%

Waste Trend - 5 Highest Waste Rate Variance Stores								
Store Name	Latest Week	13 Wk Average	Variance •	% vs Budget				
Sellwood (1102)	5.1%	2.7%	2.4%	27.5%				
Happy Valley (1109)	3.8%	2.5%	1.3%	-5.3%				
Mountain Park (1107)	4.2%	3.4%	0.9%	6.3%				
Hawthome (1110)	3.1%	2.6%	0.5%	-23.1%				
Woodstock (1117)	2.6%	2.3%	0.3%	-35.4%				

Click here to go to Top 50 KPIs page to view Items by Store determined with selectable KPIs.

Scanned Success Rates - Latest 10 Weeks										
District	Latest Week	1WAGO	2WAGO	3WAGO	4WAGO	5WAGO	6WAGO	7WAGO	8WAGO	9WAGO
ROSE CITY	87%	88%	79%	79%	80%	89%	85%	84%	84%	89%
OZ	91%	91%	84%	84%	84%	91%	88%	89%	89%	93%
LOG	56%	56%	57%	59%	58%	58%	57%	58%	61%	60%

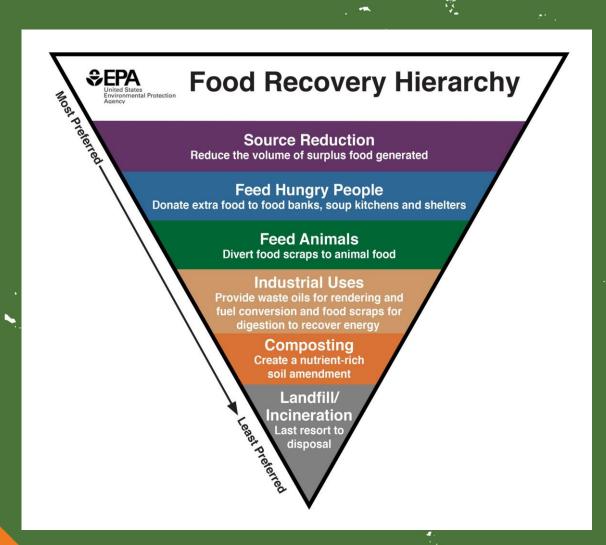
Grocers Working Together

- ✓ Typically not a sector that shares or collaborates
- ✓ Retail can be slow to evolve and tech was still being tested
- ✓ Sharing with peers in safe space created unique opportunity to test and learn





Food Recovery Hierarchy





Source Reduction

Strategic sourcing, produce specs, QA, alternative markets





Strategic Sourcing

- Planning to reduce waste: don't buy too much!
 - Historical purchases/YOY.
 - Time of year/seasonality.
 - Work directly with growers to plan crops.





Produce Specifications

- Various customer preferences:
 - Shape
 - Size
 - Color
 - Marks
- Don't meet specs:
 - Incoming loads: crooked carrots?
 - Returns: cabbage as big as your head? Too pale?
 - Rejected lots: purchase from other retailers/distributors to find homes for food.





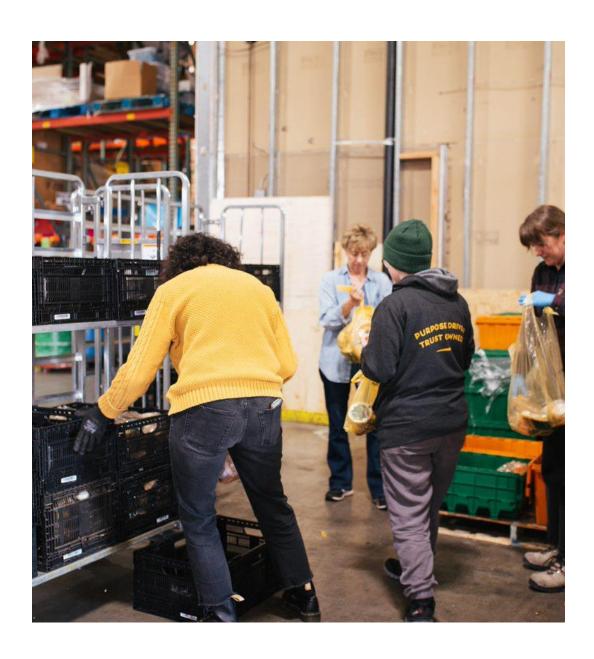
Quality Assurance/Quality Control

- PPRO QC app tells which lots need checks/sorting: email sent direct to team.
- Daily product checks, shelf-life reports:
 - Yellowing
 - Bruising
 - Mold
 - Breakdown
 - Expiration dates
- Enter work order to clean up lot/preserve as much as possible:
 - Remove product that doesn't meet quality standards to preserve what's still good.
 - Repack product that is still saleable.



Alternative Markets

- Rejections/QA Concerns:
 - Carrot fronds too yellow for sale by the bunch.
 - Giant cabbages won't work for retail display.
 - Expiration date too soon.
 - DC won't accept it.
- Examples:
 - Juicing.
 - Value-added, e.g. ready-to-eat coleslaw.
 - Grocery Depot, Everyday Deals, Cisco convenience stores, etc.
 - DSD: Direct Store Delivery.



Feed Hungry People

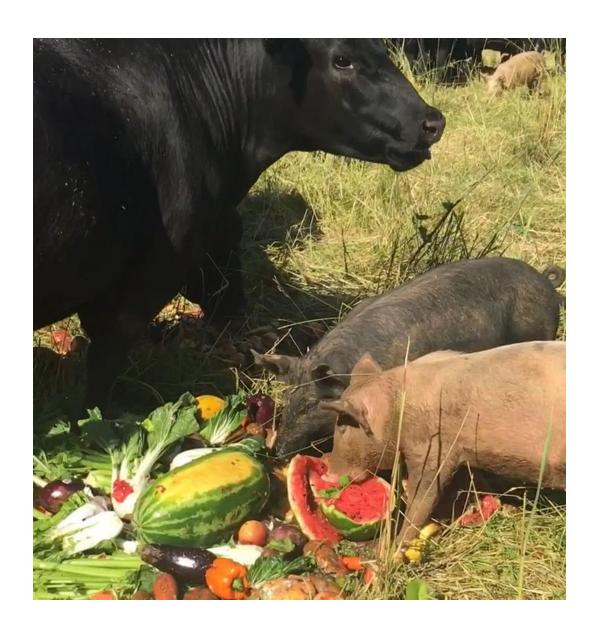
Staff food bank, donate to gleaning partners





Feed Hungry People: Food Donations

- What gets donated?
 - Returns from retailers.
 - Buyer samples.
 - Expiration date too soon: couldn't find alt buyer.
 - Damaged boxes that won't make it to stores.
 - Broken produce but still edible.



Feed Animals

Nature's Old Time Meats, Horai Farms





Challenges

- Tracking and measurement:
 - No uniform measurement unit across SKUs.
 - No separate code in PPRO for donate vs. animal feed vs. compost.
 - Food donations difficult to track.
 - Animal feed difficult to track.
- Finding buyers or gleaners in time to salvage produce taken out of inventory.
- Animal feed preparation:
 - removing banding, tags, twist ties, wrap, etc.





Opportunities

- Standardize SKU measurement units across industry?
- Incorporate food waste tracking apps that could "talk" to PPRO?
- New training, SOPs around gleaning/animal feed tracking and measurement.
- Collaborate with industry partners to create more markets for salvaged or off-spec produce.

