

# **Informational Meeting Reducing Food Waste and Food Insecurity**

EDDIE DAY PASHINSKI, MEMBER

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February 12, 2025

TO: Agriculture and Rural Affairs Committee Members

FROM: Eddie Day Pashinski, Majority Chair  
Agricultural and Rural Affairs Committee

SUBJECT: Informational Meeting— **Reducing Food Waste and Insecurity in Pennsylvania**

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The Agriculture and Rural Affairs Committee will hold an Informational Meeting on **Reducing Food Waste and Insecurity in Pennsylvania** and any other business before the committee at 11:00 a.m. on Thursday March 6<sup>th</sup> 2025

Mid-Atlantic Regional Cooperative  
6700 Essington Ave  
Philadelphia, PA 19153.

Thank you,

Eddie Day Pashinski



House Agriculture and Rural Affairs Committee

Informational Meeting

**Reducing Food Waste and Insecurity in Pennsylvania**

March 6, 2025 11:00 a.m.

Mid-Atlantic Regional Cooperative  
6700 Essington Ave. Philadelphia, PA 19153

**11:00-11:05 a.m. Call to order and Introductions**

**Chairman Eddie Day Pashinski**

**11:05- 11:40 a.m. Panel One:**

- Cheryl Cook, Deputy Secretary for Strategic Initiatives and Market Development  
PA Department of Agriculture
- Hoa Pham, Deputy Secretary for the Office of Income Maintenance  
PA Department of Human Services
- Caryn Long Earl, Director Bureau of Food Assistance  
PA Department of Agriculture
- Dawn Plummer, Director  
Pennsylvania Food Policy Council

**11:40 a.m.-12:10 p.m. Panel Two:**

- Mark Smith, CEO/General Manager,  
Philadelphia Wholesale Produce Market
- Julie Bancroft, CEO  
Feeding Pennsylvania
- John Sciortino, Director of Operations  
Mid-Atlantic Regional Cooperative
- Lauren Webb, Chief Food Sourcing Officer  
Philabundance

**12:10-12:45 p.m.      Panel Three:**

- George Matysik, Executive Director  
Shared Food Program
- Michael Howells, Vice President of Association Services  
Pennsylvania Food Merchants Association
- Jenn Irvin, Social Purpose Specialist  
Wawa, Inc.
- Julia Koprak, Director of Incentives, Healthcare, and Policy  
The Food Trust
- Evan Ehlers, Founder  
Sharing Excess

**12:45 p.m.      Adjourn**

**Mark Smith, CEO**  
**Philadelphia Wholesale Produce Market**

**Joint Informational Meeting with Human Services Committee on Reducing Food Waste and Food Insecurity**

**March 6, 2025**

The Philadelphia Wholesale Produce Market (PWPM) is home to 18, mostly multi-generational family-owned small business. Some of them have been members of this wholesale cooperative for over 50 years.

Delivering fresh and healthy produce has been the mission of the PWPM wholesalers for generations. In fact, you can trace many of our wholesalers' roots all the way back to the earliest fruit and vegetable marketplace in Philadelphia, Dock Street, where wholesalers bought or consigned goods from local farms.

Throughout the decades this market has been in constant pursuit of delivering superior quality freshness to its customers. It may have started on Dock Street, a vibrant and bustling business venue for literally hundreds of years, but it didn't end there. In the late 1950's, the market relocated to the Food Distribution Center in South Philadelphia, which expanded our reach to receive produce from around the world via port, highway, railway, and airport. Our thriving merchants eventually outgrew the Food Distribution Center, and a plan was hatched to build a one-of-a-kind produce market, with the sole purpose of maximizing freshness.

In fact, this facility would not have come to be if it were not for the combined efforts of legislators like yourselves, Governor Rendell, federal partners, city officials, and the companies of the PWPM. In 2008, efforts began to fund and build the building we sit in today. On June 5, 2011, the Philadelphia Wholesale Produce Market proudly opened its doors as the largest refrigerated building in the world, housing 686,000 square feet of the world's freshest produce. In a secure and efficient buying atmosphere, customers shop the fully-enclosed facility sheltered from the elements in an environment with an unbroken cold chain.

This \$200 million project was the outcome of a creative public private/partnership that continues to thrive today. We continue to support job creation, employing over 300 Local 929 Teamsters and supporting the hundreds of businesses and employees that utilize the PWPM every day. We play a critical role for Pennsylvania's agricultural community and are a pillar of the commonwealth's food security infrastructure.

Since the opening of this new facility, business has continued to grow. With over \$1 Billion dollars in combined annual sales, the PWPM is success story that the commonwealth should be proud to support.

The PWPM receives goods from across Pennsylvania and across the globe. Our now worldwide reach has allowed the PWPM to blossom into one of the east coast's most important distributors with deliveries being made as far north as Toronto and as far south as Georgia. Customers who come to pick up goods come from all over the Mid-Atlantic region. One customer in particular drives his truck from North Carolina three times a week to specifically buy quality products he can only get here. By offering a large range of well-priced products with superior quality, PWPM has become a critical part of the food infrastructure, supporting hundreds of businesses and their thousands of employees.

Because of the volume of food that comes through the PWPM we have also worked hard over the last several years to maximize our potential to give back the community in the most important way we can, through food rescue and donation. The Feeding Pennsylvania's Mid-Atlantic Regional Cooperative (MARC) is headquartered here, and we take pride in partnering with that organization to help make their mission successful. Further, in 2022 we partnered with the then fledgling non-profit organization, Sharing Excess, to sort and redistribute unsold produce before it ends up in the landfill. This partnership has allowed PWPM to donate over 10,000,000 pounds of produce per year to organizations such as Philabundance, Share Food Program, Caring for Friends, and many other community and religious organizations across the region. These partnerships with food banks are critical to our mission to get nutritious excess food to those in need.

In addition to providing nourishing produce to the community, our donation programs go hand in hand with our goals to reduce waste and save critical operational dollars, which we can reinvest in the facility. These programs and other operational changes have decreased our overall food waste by 50% and allowed us nearly eliminate food waste sent to landfills with much of it either being donated

or sent to bio-digester facilities to create electricity. These programs that support food insecurity have also become an important operational and financial necessity for PWPM.

As the facility ages and the costs of doing business continue to drastically increase, we are constantly reminded that every dollar matters in our effort to be good tenants and excellent stewards of this facility.

That's why our partnership with Philaport and the Commonwealth is so critical. To ensure this essential facility, we constantly seek the help of our state partners for important facility upgrades. As an example, several years ago we worked closely with the Wolf administration and Philaport to secure \$3.2 million in funding to replace the condensers for our aging refrigeration system. This project is now nearly completed, and the result is top-of-the-line equipment that will help keep this facility refrigerated for decades to come. That project, like many others that are vital to our operation are beyond the financial reach of the PWPM wholesalers alone and require the continued cooperation of Philaport and the Commonwealth to ensure not only the uninterrupted operation of the PWPM, but that it remains a best-in-class facility.

Honoring the heritage and legacy of the original Dock Street market, our state-of-the-art facility ensures the highest global standards for quality fresh produce. And that's what it's always been about for our merchants, many of whom have been in business for over 100 years. Our passion is to support our community and deliver quality, fresh produce.



Hello, I'm Lauren Webb, Chief Food Sourcing Officer of Philabundance, the Feeding America Food Bank serving Bucks, Chester, Delaware, Montgomery, and Philadelphia counties along with four additional counties in Southern New Jersey.

As Philabundance celebrates its 40<sup>th</sup> anniversary this year, I want to take a moment to thank all of you in attendance today for your commitment to the Pennsylvania Agricultural Surplus System (PASS) and State Food Purchase Program (SFPP) and recognize the truly transformational work these funds allow us to accomplish in our service area. In fiscal year 2024, Philabundance was able to spend over \$885,000 with Pennsylvania farmers and food manufacturers solely utilizing these funds. In fact, with PASS, SFPP, and other federal and private funding, Philabundance spent over \$2.1 million dollars on agriculture products from the state of Pennsylvania last fiscal year, with businesses in Berks, Centre, Dauphin, Franklin, Montgomery, Lackawanna, Lancaster, Lebanon, Northumberland, Philadelphia, and York counties. We purchased everything from peppers to pork shoulder and garlic to goat stew meat!

In the U.S. as much as 38% of all food goes unsold or uneaten. Food waste contributes more than 4% to our national greenhouse gas emissions and consumes more than 16% of our nation's freshwater supply, all while 47 million Americans – including 1 in 5 children – face hunger.

Good food is not trash, and no one in Pennsylvania should go hungry while good food goes to waste. In the U.S., we throw away the equivalent of over 100 billion meals a year, while we need less than 50 billion meals to feed everyone facing hunger.

Philabundance started 40 years ago as a one-woman food rescue mission operating out of a Subaru. We take great pride not only in our roots as one of the originators and longest operating Food Rescue organizations in Philadelphia, but also as a member of the single largest Food Rescue Organization in the U.S. – Feeding America. Here at Philabundance, we rescue 75,000 pounds of food a day, 365 days a year, which is the equivalent of two full tractor trailers per day!

Those 75,000 pounds of food provide our nine-county service area with more than 57,500 meals per day. Meals that we are quite literally saving from the trash. From fiscal year 2020 through fiscal year 2024, Philabundance rescued and distributed more than 112,900,000 pounds of good food that was otherwise headed for a landfill, resulting in more than 94,000,000 meals being returned to our local communities.

Our Food Rescue Operation is focused on two fronts – Grocery and Food Industry.

Philabundance services roughly 400 grocery partners, like Giant, Target, and Costco, two to seven times per week through a combination of our transportation fleet and our community partners. This food goes straight from the grocery store and into our communities, and is largely distributed to our neighbors in less than 24 hours. During listening sessions with community members, we hear time and again how highly valued and desirable this food is and how it enables our Community Partners to serve our neighbors with dignity and respect.



In addition to our Food Rescue efforts in the retail area, we also rescue from Food Industry partners, similar to the MARC. We acquire food close to the expiration date that retailers are no longer willing to buy or surplus product when there is no room on the shelves, and we distribute it through our warehouse and transportation operations to those in our community.

Philabundance looks at these industry partners as customers, and our focus is on “saying yes” to this food regardless of any logistical or capacity constraints. We never want it to be easier for a business to throw out food than it is to partner with a food bank. More than 95% of the food offered to Philabundance stays in our service area and when we don’t have a home for it, we still accept this excess and move it throughout the network and across the Commonwealth. In the first eight months of fiscal year 2025, we have sent more than 600,000 pounds of food to other Pennsylvania foods banks, and an additional 1.7 million pounds of food to other food banks throughout the U.S., including both North Carolina and California as they have fought natural disasters.

At its heart, Philabundance will always be that one fighter from Philly, who knows good food isn’t trash, who is determined to save the food from the grocery store, the farm, or the warehouse, and who will get it to their neighbor in need. We’re proud of the work that we do, humbled by the people we serve, and we look forward to the day we can say hunger is ended for good.



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A Member of

***Advocating the views of convenience stores,  
supermarkets, independent grocers,  
wholesalers and consumer product vendors.***



**Pennsylvania Food Merchants Association**



**Testimony before the House Agriculture and Rural**

**Affairs Committee**

**March 6, 2025**

Good afternoon Chairman Pashinski, Chairman Moul and members of the committee. Thank you for the opportunity to participate today and share some of the work our members are doing when it comes to addressing food waste and insecurity. My name is Mike Howells and I am vice president of association services for the Pennsylvania Food Merchants Association.

PFMA is a statewide trade association representing businesses up and down the food supply chain operating in PA. Our retail members manage more than 3,000 supermarkets, grocery and convenience stores, employing hundreds of thousands of Pennsylvanians and feeding millions of PA residents. They are supported in this effort by wholesalers, distributors, food producers and others who make up our associate membership.

Our member companies are committed – and ideally situated - to fighting hunger in our communities. Tackling food waste is a top priority and a genuine opportunity for mutually beneficial outcomes for businesses and communities. Sending food to the landfill is an absolute last resort - it is costly, environmentally impactful, and benefits no one.

Before I continue to just want to say that we appreciate the work of everyone who has spoken to you here today, and partner with many, if not all, of the organizations you've heard from, including the Department of Agriculture, to address hunger in our communities.

With the time I have I wanted to talk about a few things – what PFMA as an organization is doing on this issue, some of the innovative ways our members are taking on food waste, and some policy suggestions that we think could help.

So to begin, within the association we have a number of topic-specific committees made up of subject matter experts drawn from across our member businesses, who meet periodically to conduct deep dives on industry issues. Among them are the PFMA Sustainability Committee, chaired by Patrick Iannotti of Price Chopper, and the PFMA Food Protection Committee, chaired by Corrin Howard of Wawa. The issues we are discussing here today tend to straddle these two disciplines, and in 2023 we hosted EPA staff before a joint meeting of those two committees to review the agency's updated Wasted Food Scale, which provides a spectrum of actions that organizations and individuals can take to prevent food from going to waste.

Topping the list is preventing food from becoming waste to begin with. For food producers, wholesalers and retailers that means getting to store shelves only the amount of product expected to sell with the minimum left over, if any, that needs to be diverted at all. For many of our member companies that increasingly has become an effort where artificial intelligence plays a meaningful role. AI can analyze a host of variables, including the pace of transactions, seasonal trends and more to improve order accuracy and timing.

Upshop, a PFMA member, offers a platform designed to optimize store operations by unifying and streamlining essential processes like forecasting, ordering and inventory management. So fresh produce, center store, and eCommerce are all driven by a single platform, with things like expiration date management, food traceability and fresh ordering all coming

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from the same place. And that's important in food retail where the margins are generally around 1.5 percent and literally every penny counts. The benefits are felt by customers too, who enjoy cheaper, fresher food.

This is just one example of where technology can help close those gaps where food gets wasted. There are many more.

Another way retailers have innovated to cut down on food waste is by getting creative with prepared foods. Imperfect fruits and vegetables are made into pre-cut produce items. Leftover rotisserie chickens are turned into chicken salad. And of course I'm sure everyone here is familiar with seeing markdown prices on food nearing its "best by" date. And there's innovation going on in that space too.

Flashfood is a grocery app that offers consumers fresh, affordable food from their local grocery store. Flashfood partners with groceries to list items in surplus or nearing their best-by date on the app, which shoppers can purchase for 50% off.

Flashfood's most purchased items are fresh food like fruits, vegetables, meat, and dairy. It allows shoppers to purchase healthy, nutritious food and maintain a traditional grocery experience. The top selling item on Flashfood is the produce box: a 10lb box of mixed fruits and vegetables. In Pennsylvania, Flashfood is partnered with nearly 300 grocery stores, including larger chains like Giant and Giant Eagle, as well as smaller independent businesses like Kuhns Market. Since launching here, Flashfood shoppers in PA have saved a collective \$28 million on their groceries, while preventing 13 million pounds of food from going to landfills.

So as we continue on down the wasted food scale the next most preferred option is donating or upcycling food. Food that ultimately goes unsold or uneaten can be rescued, donated or otherwise distributed to people who need it. Our retail members partner with food banks and food recovery groups to get that nutrition where it can do the most good. And I'll give a quick example from our Sustainability Committee chair, Pat Iannotti of Price Chopper. Price Chopper calls their initiative the Fresh Recovery Program, and they are partners with Feeding America on this effort. Most of the

donations come from the produce, meat, dairy and deli/prepared food, for which there is special storage set up in a cooler or freezer until a scheduled pick up comes to take the food away.

What is important to highlight about the Fresh Recovery Program is that it represents how food donation continues to evolve into a much more formalized effort than it had been previously, where you might just have a store manager or even a department manager taking the initiative and working with a local food bank on an ad hoc basis, now there are increasingly company-wide efforts being implemented, with donation and product handling guidelines in place and best practices outlined for safe handoffs of food.

Acme, which has stores here in the city, has their own Fresh Rescue program and by the end of 2023 more than 97% of all Albertson Company stores, of which Acme is a part, were donating food at least on a weekly basis. That year, across their entire company, Albertsons donated the equivalent of 76 million meals to Feeding America affiliates.

Another important part of the Wasted Food Scale is composting and anaerobic digestion. The underlying concept is to form a closed-loop system in which biomass is used to produce renewable energy and fertilizer. Divert is a PFMA member company that provides an end-to-end solution for food waste, and as part of their services they are engaged in anaerobic digestion, which converts organic waste into renewable energy, specifically renewable natural gas.

There is plenty more good work going on from PFMA members that we would love to share, but in the interest of brevity we wanted to conclude by highlighting several pieces of legislation we think would aid us in the fight against hunger.

First, Rep. Khan's proposal to clarify **Limited Liability for Donating Food Past Recommended Label Codes, HB 615**. Unfortunately, the fear of potential lawsuits can discourage retailers from donating perfectly safe food that has simply passed its recommended label date. The fact is many foods remain safe and edible well past these dates; they may simply no longer remain at what the manufacturer may judge to be their peak quality. Clarifying these liability protections would

incentivize businesses to donate more food, significantly reducing food waste and increasing access to healthy meals for vulnerable populations.

Second, Rep. Madsen's legislation, **HB 749, requiring DHS to periodically analyze and review Pennsylvania's SNAP distribution schedules**, taking into account a variety of criteria, and determine if changes are needed, is an important step towards improving the way our SNAP program operates for both retailers and recipients.

Finally we support funding for the **Fresh Food Financing Initiative**, both as a line item in the state budget and standalone legislation, previously introduced by former Representative Stephen Kinsey, and this year by Rep. Danilo Burgos as **HB 764**.

Fresh Food Financing a program that invests in new or expanding grocery stores and other healthy food retail outlets in under-resourced communities throughout Pennsylvania. The program has existed for years, providing grants as funding allows. Sprinkle's Neighborhood Market, a PFMA member, took advantage of funding in 2020 for its stores in Kittanning and Saxonburg. At the time, owner Doug Sprinkle told us, "Feeding our community is the most honorable thing a grocer can strive to do. PA FFFI is the vessel that helps create that opportunity."

Each of these would make a tangible difference to how we all deal with food insecurity in Pennsylvania. Again thank you for the opportunity to participate in today's hearing and please consider PFMA a resource and partner as you continue your work.

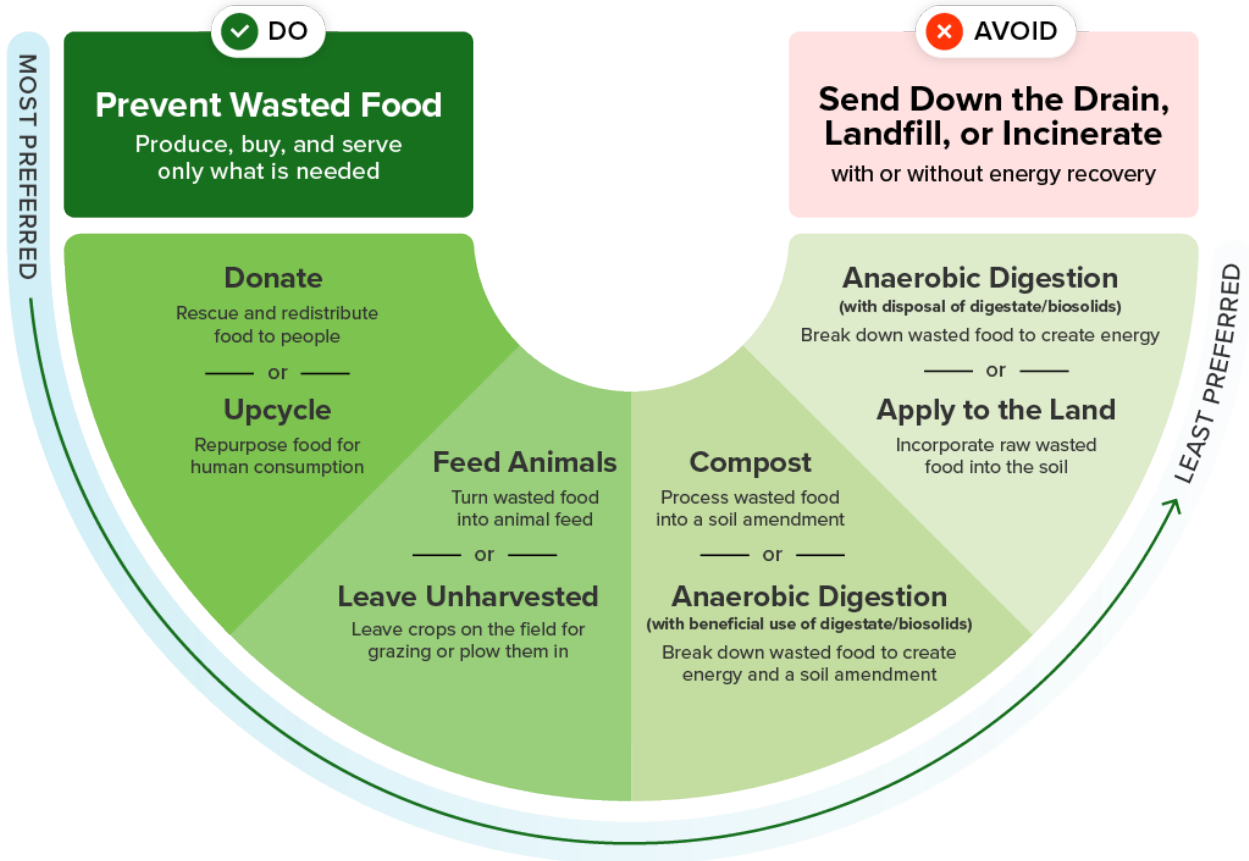
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# Wasted Food Scale

How to reduce the environmental impacts of wasted food



**House Agriculture and Rural Affairs Committee  
Informational Meeting Remarks from The Food Trust  
March 6, 2025**

Thank you, Chair Pashinski, for inviting The Food Trust to give remarks today on this critical issue. It's an honor to be in the room with so many people who recognize the value of agriculture and food security across the Commonwealth. My name is Julia Koprak, Director of Incentives, Healthcare and Policy at The Food Trust, a nonprofit that has worked for 30 plus years to ensure *delicious, nutritious food for all*, both here in Pennsylvania and across the country.

In Pennsylvania, too many residents struggle with poor nutrition and food insecurity – forced to choose between eating healthy and eating enough. These issues lead to significant health challenges— Our country is spending trillions of dollars on chronic illness, much of which is preventable and directly related to diet. At the same time, we know farmers' livelihoods are at stake. Today I'm here to share how we can align the goals of: improving nutrition, empowering shoppers, boosting farmer revenue, and reducing the cost of chronic illness.

We recognize the critical role emergency food plays as a safety net for our most vulnerable neighbors. But The Food Trust is not a food pantry - rather, our goal is complementary to that of our food distribution partners. We address the day-to-day: where people shop, what we can afford to buy, what information we need to cook healthy foods. Through these three areas of access, affordability, and education – and through our role as advocates and advisors to elected officials to enact policy that improves nutrition – there are many opportunities to intentionally connect with our regional food system and farmers in a way that boosts the Pennsylvania economy.

One key area I'd like to highlight today is nutrition incentives – extra dollars for fruits and vegetables for low-income families. We call these Food Bucks. These types of programs have grown across Pennsylvania because they expand food choices available for shoppers, especially for those who use SNAP, or food stamps. This program is a clear triple win: people consume better diets, farmers increase revenue, and local economies thrive. We thank Chair Pashinski for sponsoring the Pennsylvania Food Bucks Bill to expand this program statewide, reach more farmers and Pennsylvanians, and position the Commonwealth to stay competitive with other states. Historically this program has been funded through philanthropic donations and matched with federal dollars, but the program cannot continue without dedicated state funds. We've seen over 20 states make this investment, including Michigan, Ohio, and Texas. Our hope is that the enabling legislation will be passed and funding included in the final enacted budget.

Another hallmark program of The Food Trust is the Pennsylvania Fresh Food Financing Initiative, which helps grocery business owners open or expand stores across the Commonwealth. The Food Trust and the Pennsylvania legislature launched this program 20 years ago as the first model of its

kind. This program provides one-time grants and loans to businesses that increase access to fresh, affordable food for low- to moderate-income residents. I invite you all to consider potential projects in your districts – this funding can help open a new store or renovate an existing one. And sustained legislative support for this project is critical, to ensure we will continue to support small businesses and improve community health.

Lastly, I'll note that our schools – serving over 157 million lunches a year – are one of the largest potential markets for agricultural producers from across the state. We have limited time today, but I encourage you to look at the Keystone Fresh Act as a way to meaningfully connect family farmers with local food purchasing efforts.

Looking around the room today, it's clear we all want to make it easy for families to choose healthy food. Nutrition insecurity is a complicated problem that takes many players working together to create sustainable, scalable solutions. Through a combination of boots-on-the-ground services, system change and policy advocacy, we must work together because good quality food is something everyone deserves.

Thank you again for the opportunity to speak today.



**Written Remarks for 3/6/2025 PA House Agriculture and Rural Affairs  
Committee Informational Meeting on Reducing Food Waste and Insecurity**

Evan Ehlers, Founder and Executive Director

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Chairman Pashinski, Chairman Moul, distinguished members of the committee, and fellow panelists:

Thank you for the opportunity to provide testimony today on the critical issue of food waste and food insecurity in Pennsylvania. My name is Evan Ehlers, and I am the Founder and Executive Director of Sharing Excess, a national food rescue organization founded and based in Philadelphia, dedicated to bridging the gap between food surplus and food insecurity.

**The Sharing Excess Story & Mission**

Sharing Excess is a Philadelphia-based nonprofit organization that partners with food businesses to use surplus food as a solution to food insecurity. Currently, over 47 million people in the United States face food insecurity and 38% of the nation's food supply goes to waste each year. In Philadelphia alone, more than 1 million pounds of food is wasted each day due to logistical challenges such as poor inventory management, lack of affordable transportation, and non-standardized expiration dates. Meanwhile, 20% of Philadelphians experience food insecurity annually.

Our mission is to solve the logistical barriers between excess and scarcity to efficiently rescue and redistribute surplus from retailers, wholesalers, and farmers to a network of dedicated hunger relief organizations. We cover transportation, coordination, delivery, and everything in between to make it easy for food businesses to donate their surplus products. To date, Sharing Excess has rescued and redistributed over 100 million pounds of food to a network of more than 1,100 community partners, including food banks, schools, hospitals, churches, and more, located in communities facing food insecurity.

Sharing Excess started with a simple, spontaneous decision that changed my life forever. In 2018, as a student at Drexel University, I realized I had 50 meal swipes left in my dining account and only two days to use them. Instead of letting them go to waste, I swiped as many meals as I could, packed them into my car, and drove around Center City Philadelphia,



handing them out to anyone who needed a meal. That moment opened my eyes to how much food was being wasted and how there was no simple logistical solution to address it. I knew I had to do something about it.

At first, it was just me and a few friends, working between classes to pick up surplus food and deliver it to local hunger relief organizations. I used my grandmother's car to pick up surplus food from Trader Joe's in between classes and slowly built a network of hunger relief community partners. Like any startup, we were a scrappy, bootstrapped operation, but found that the need—and the amount of surplus food—was undeniable.

In 2020, when COVID hit, the scale of both food waste and hunger skyrocketed. We stepped up in a big way, accelerating our operations to meet the urgent need. What started as a small grassroots effort quickly grew into something far bigger than I had ever imagined. We connected with as many food businesses and food banks as possible and today, Sharing Excess is one of the largest and fastest-growing food rescue organizations in the country. Currently, we have physical operations in Philadelphia and New York, and the ability to move large-scale donations nationwide, including Canada and Mexico.



## Scaling Food Rescue Nationwide

Since our founding in 2018, we have rescued and distributed more than 100 million pounds of food—providing an estimated 10 million people with \$200 million worth of meals across 36 states. Our innovative approach prioritizes wholesale rescue at major food distribution centers, allowing us to recover food at scale and redirect it before it ever reaches landfills.



Our operations are headquartered in Philadelphia and New York City, where we work directly with some of the country's largest wholesale markets. Here at the Philadelphia Wholesale Produce Market, our groundbreaking partnership has made PWPM **the largest food donor in the entire city**, distributing over 23 million pounds of food since 2021. Our operations here rescue and redistribute an average of 150,000 pounds of food every week to a network of over 300 hunger relief organizations serving vulnerable populations 7 days a week. The key to the success of our operation here has been the ability to have a team on-site, sorting through produce donations, and ensuring that massive amounts of food don't go to waste because of one "bad apple".



**Sharing Excess Success: Lifetime Impact**

- Over **100 million+** pounds of food rescued since 2018
- **\$200 million+** worth of food redistributed to families and individuals facing food insecurity
- 500+ business partners engaged, including some of the country's largest wholesalers, grocery retailers, and farmers
- More than **\$4 million in state tax credits** obtained through the PA NAP program since 2022, paving the way for a more financially sustainable food rescue model
- Over 12 million dollars raised to develop cutting-edge logistical solutions for food rescue

## Lifetime Impact

**110,420,000**

Pounds of food distributed

**88,020,000**

Equivalent meals provided

**402,515,000**

Pounds of GHG diverted

**\$211,384,000**

Food value provided



Sharing Excess Live Impact Map

In Pennsylvania alone, we have distributed **over 50 million pounds of fresh food** to a network of over 500 community partners. This is equivalent to:

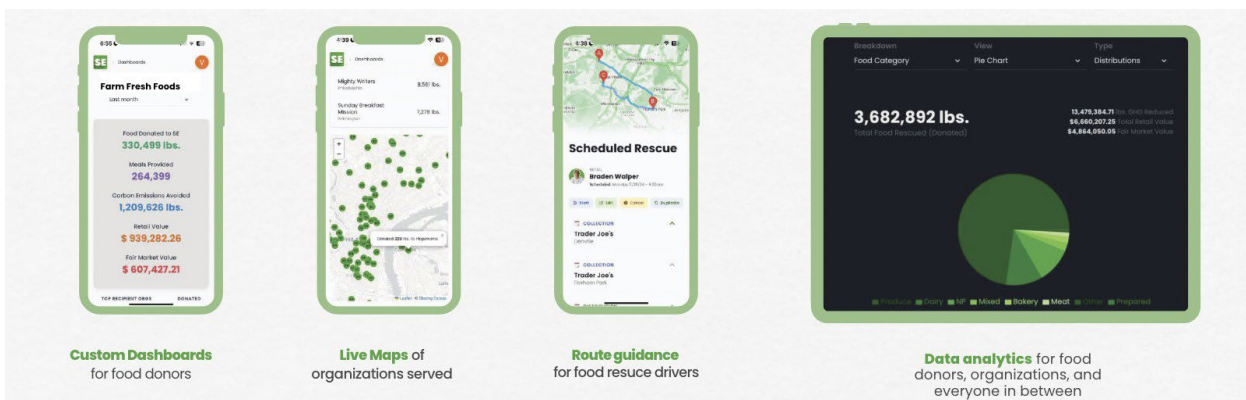
- 41,383,440 meals made possible
- \$91,713,760.2 total retail value
- 192,786,792 lbs. GHG diverted

**Innovating to Build a Zero-Waste Future**

Sharing Excess is revolutionizing food rescue through technology and logistics innovations that eliminate inefficiencies in the food supply chain. Beyond food rescue, we help our food donors reduce waste even further by composting food that is no longer edible for human consumption. We also collaborate with Pennsylvania farms to repurpose food that is no longer edible for human consumption. Through these innovative partnerships, we divert surplus food for agricultural uses such as animal feed and organic fertilizers, helping farmers reduce costs, increase efficiency, and improve soil health. By expanding these efforts, we aim to build stronger relationships with more Pennsylvania farmers, creating a circular food system where waste is minimized, and the economic and environmental benefits of food recovery extend beyond traditional food distribution. This approach emboldens our commitment to mitigating food waste by ensuring that **no food has to go to landfill**.

Our approach is unique from other partners in the space in three key ways:

1. **We Focus on High-Volume Donors** – Instead of collecting small donations, we specialize in rescuing large-scale surpluses from wholesale markets, farms, and distributors. This allows us to recover food at a fraction of the cost of traditional models.
2. **We Operate an Asset-Light Model** – Rather than relying on expensive infrastructure, we use lean logistics networks to move food efficiently and cost-effectively.
3. **We Leverage Technology** – Our custom-built food rescue technology matches surplus food to the nearest need in real-time, ensuring that excess food is quickly redirected to communities that need it most.



Our long-term vision is to build a zero-waste food system—where food waste is eliminated and every community has access to fresh, nutritious food. While we have made incredible progress, we cannot solve this issue alone. **State-level support is critical to ensuring that food rescue organizations like ours can expand operations, improve logistics, and maximize impact.**

Specifically, we encourage policies that:

- **Expand tax incentives for food donors** to encourage large-scale food businesses to participate in food rescue programs.
- **Invest in food rescue logistics and technology** to increase the efficiency of food distribution statewide.
- **Support partnerships between food rescue organizations and state agencies** to develop sustainable, long-term solutions to hunger and waste.

By working together, we have the opportunity to transform Pennsylvania into a national leader in food recovery—ensuring that no good food goes to waste and that no one in our state has to go hungry.

In closing, I want to thank this committee again for the opportunity to speak today. Sharing Excess is committed to working alongside policymakers, businesses, and communities to build a more just and sustainable food system. I look forward to answering any questions you may have.

Thank you.

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