

Sharing Excess



Rescuing Food &
Feeding Communities

Annual Report 2023



Dear Friends,

Every time I walk through our warehouse or jump in one of our trucks, I'm amazed by how far we've come from our humble beginnings. This year has been a game-changer. We rescued more food than ever before and expanded our operations from Philadelphia to New York City's Hunts Point Produce Market - the largest produce market in the world.

But here's what really gets me: it's you – our community – that makes this possible. From the volunteers who never fail to show up to sort and distribute food, to the business owners who call us before letting any food go to waste, to the donors who believe in our vision of a more sustainable, equitable food system – you're all part of this movement.

Looking ahead, we've got big plans. Really big plans. The kind that make me both nervous and thrilled. But if there's one thing I've learned in this role, it's that when this community comes together, anything is possible.

We're not just moving food from point A to point B. We're building a future where sharing our excess is just what we do as a society. Thanks for being on this journey with us.

Let's keep going,

Evan Ehlers

Founder & Executive Director



Our Mission

40% of food is going to waste while 47 million Americans are going hungry.

Sharing Excess provides the logistics to rescue & deliver millions of meals to communities in need.

Donating food can be difficult...

Sharing Excess makes it easy.

Sharing Excess is built around the strategy of conveniently meeting food donors where they are.

By covering transportation, coordination, delivery, and everything in between, we work with food businesses and food banks to act as the agile middle player that is solely dedicated to reducing food waste and increasing food access for communities in need.



Food waste accounts for 8% of global greenhouse gases.

When food rots in landfills it produces CO₂ and methane - greenhouse gases that heat Earth's atmosphere and drive climate change.

Food waste is more impactful on the environment than the entire commercial airline industry.

2023 Impact



20,420,000

Pounds of food distributed

17,020,000

Equivalent meals provided

80,515,000

Pounds of GHG diverted

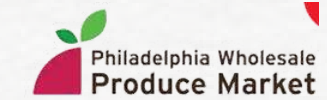
1050

Organizations served



Sharing Excess can now move food donations nationwide in all 50 states, Mexico & Canada.

Our impact is powered by our network of partners who help us create a more sustainable and equitable food system.



Expansion to the largest terminal produce market in the world, in New York City.

Our successful partnership in the Philadelphia Wholesale Produce Market captured the attention of produce industry elites and led to our expansion to New York. In October 2023, Sharing Excess established our second on-site wholesale rescue operation at Hunts Point Produce Market, the largest in the world. We are saving millions of pounds of produce, partnering with community organizations in all five boroughs, and feeding hundreds of thousands of New Yorkers experiencing food insecurity.

"By rescuing and redistributing excess produce, Sharing Excess is not only reducing waste but also ensuring that nutritious food reaches those in need. They align perfectly with our market's core values of social responsibility and operational efficiency. We are proud to be part of a movement that not only supports the environment but also fosters social mobility and community health."

-Phillip Grant

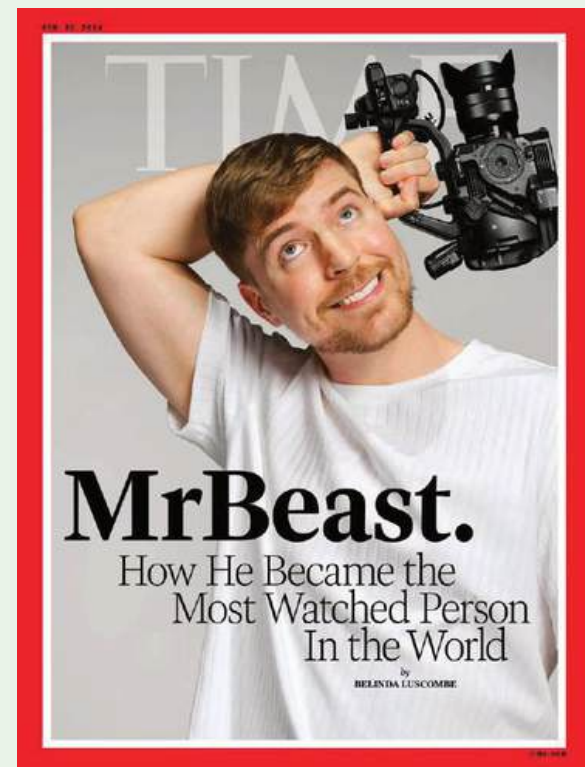
CEO, Hunts Point Produce Market



**Hunts Point
Produce Market**

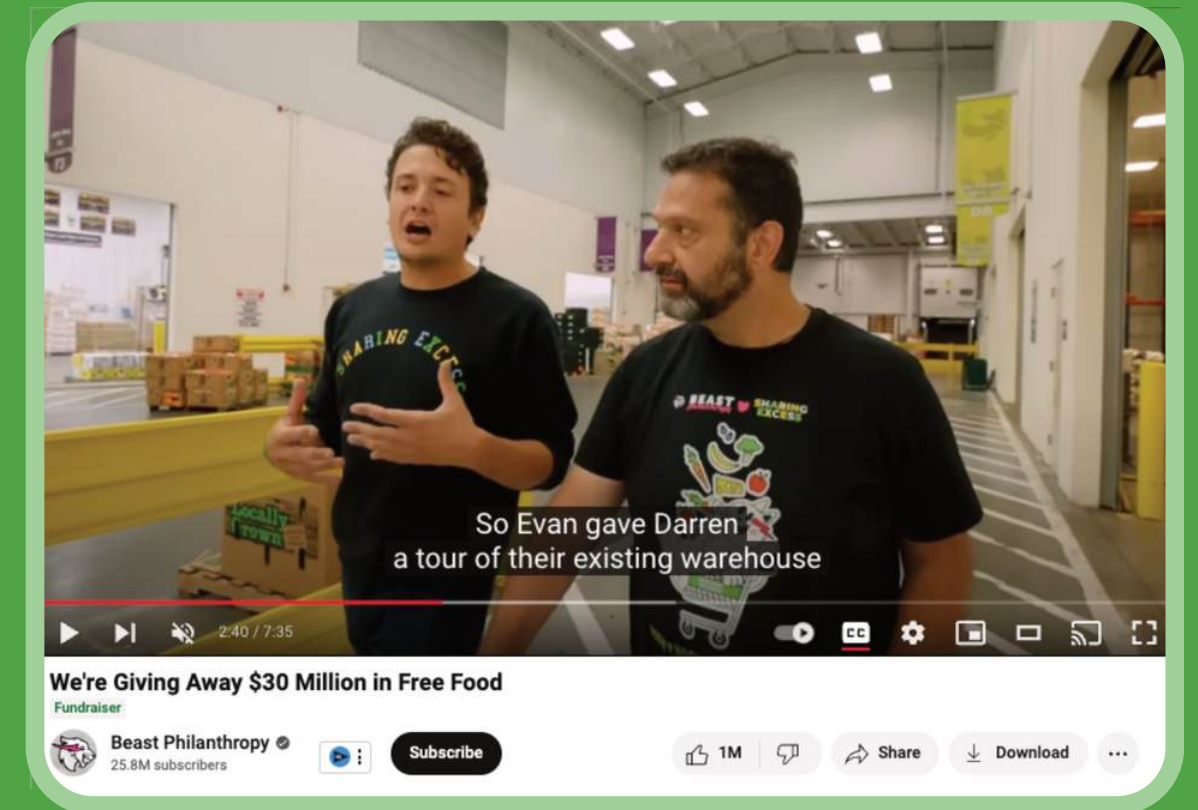
We made a video with MrBeast

Sharing Excess partnered with world-famous YouTuber, MrBeast, and his nonprofit, Beast Philanthropy, to fight food insecurity across America. Together, Beast Philanthropy has helped Sharing Excess distribute food in 31 states and inspire millions around the globe to get involved in food rescue.



About MrBeast

- Over 600 million subscribers across all platforms (Most Subscribed Individual on YouTube)
- One of the most recognized people on the planet among 15-25 year olds
- \$700 million in annual revenue across channels (\$200 million+ in retail sales)
- Videos average 180 million views per video (For context the Super Bowl averages 110 million views each year)
- Beast Philanthropy is making positive content go consistently viral (25 million subs)
- 100% of proceeds from the channel are donated to charity



Our video has over 20 Million views on YouTube!

Partner Highlights



In July of 2021, Sharing Excess approached PWPM to set up a food rescue operation to centrally sort, pack, and track food donations in the market. Our team sorts through tens of thousands of pounds of produce daily to redistribute the edible produce to local food banks and organizations.

In 3 Years...

- Reduced organic waste by **60%**
- Rescued **20 million** pounds of food
- Prevented **\$1,000,000** in waste cost
- Provided **\$1.5 million** in tax credits



Partner Highlights

TRADER JOE'S

Trader Joe's was the first grocery chain to donate food consistently to Sharing Excess. In 2018, our founder Evan began picking up from one Trader Joe's between classes in his grandmother's car. Today, we deploy a fleet of van drivers daily to rescue an average of 100,000 pounds of food weekly from Trader Joe's stores.

In 5 Years...

- Over **5 million** pounds of food rescued
- Covering **20 stores** across **5 states**





Proudly Serving

650+ Community Organizations & Food Banks

Many hunger relief organizations rely on volunteers and have very limited transportation capacity. Sharing Excess takes care of food sourcing and delivery, so community organizations can focus their energy and budget on feeding people.

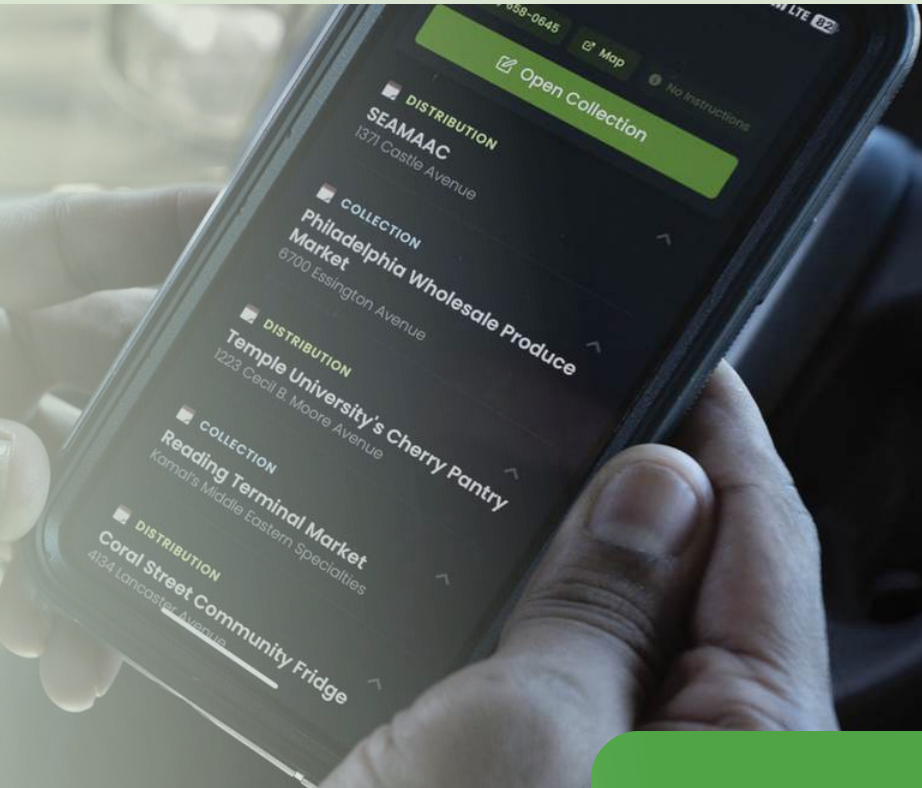
"The donated produce from Sharing Excess is the backbone of the free meals that we serve to our community. We plan our meals for the week based on the produce that we get, and they are absolutely instrumental to our organization's success."

Double Trellis Food Initiative

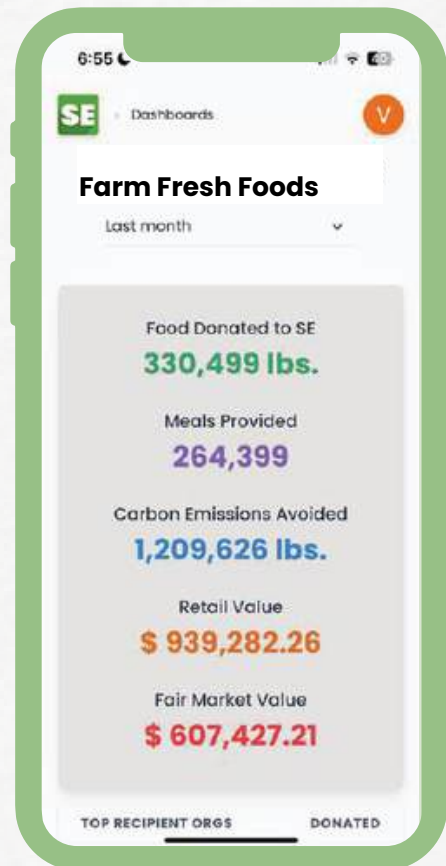
Innovation at Our Core

Technology

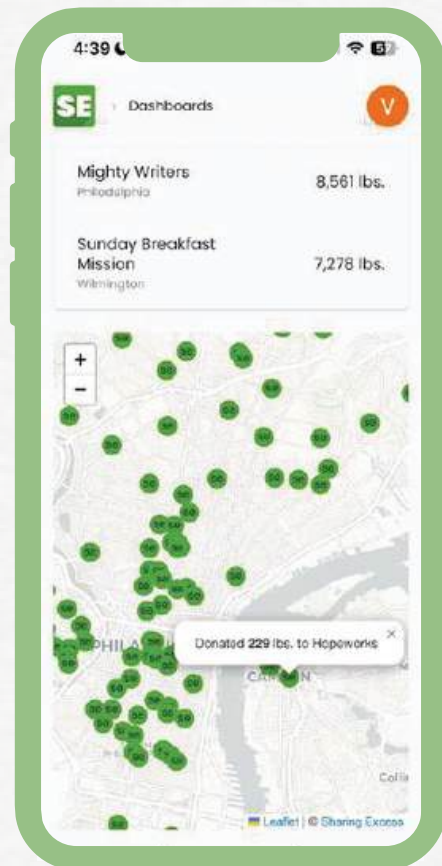
Our custom software streamlines the food rescue process making it easy to track impact data and deliver food donations.



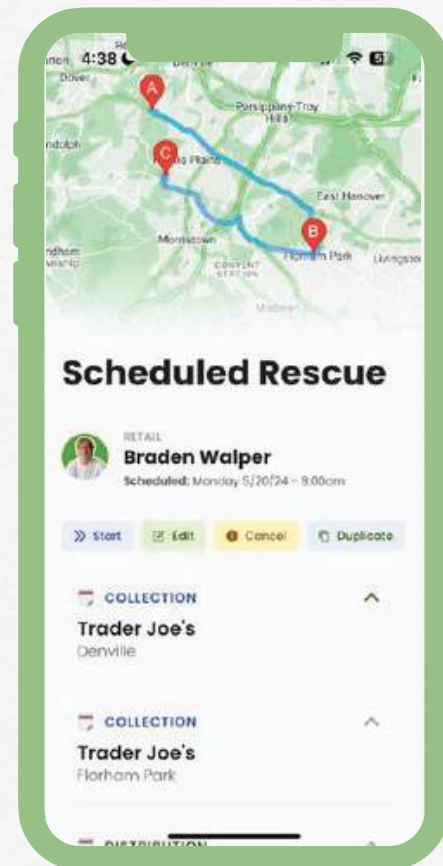
Features



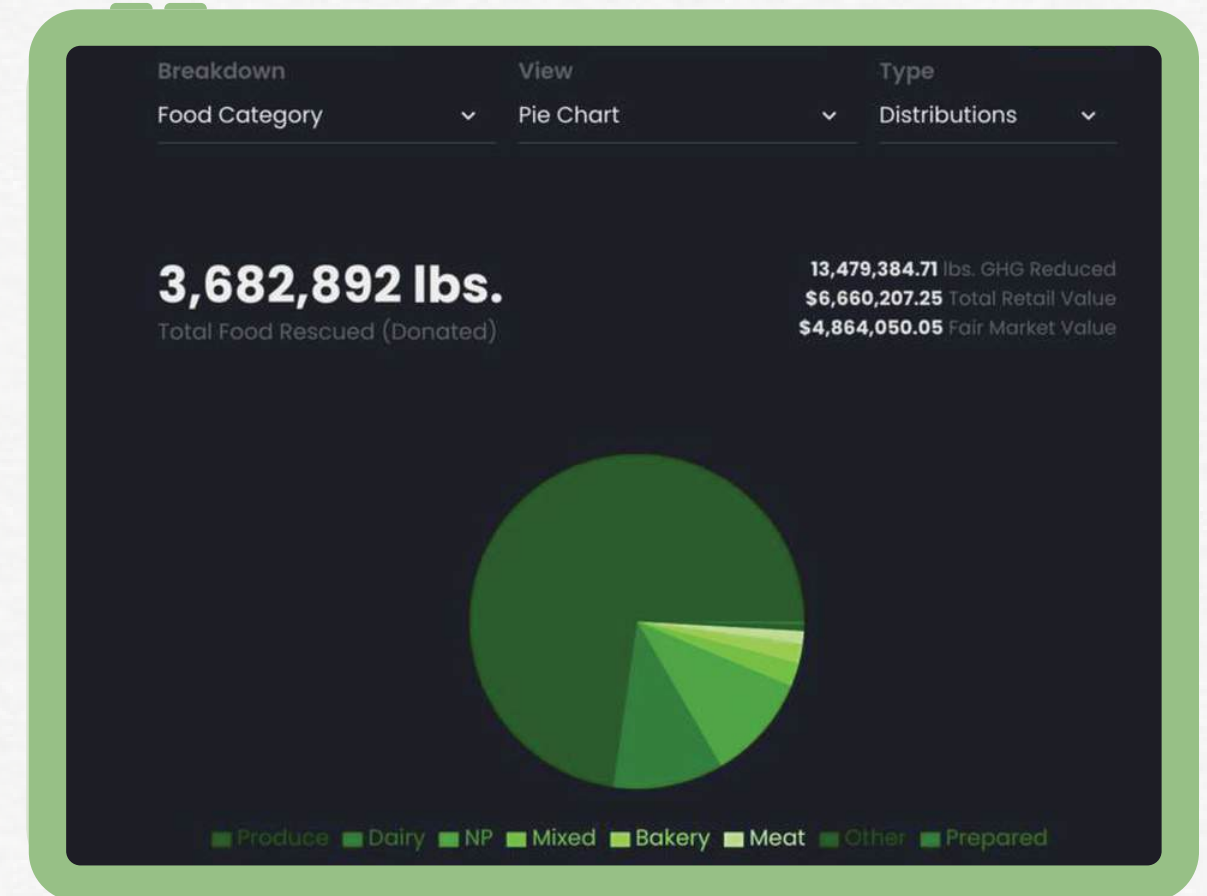
Custom Dashboards for food donors



Live Maps of organizations served



Route guidance for food rescue drivers



Data analytics for food donors, organizations, and everyone in between

Addressing the World's Most Pressing Issues

Sharing Excess addresses 8 of 17 United Nation's Sustainable Development Goals

 <p>1 NO POVERTY</p>	 <p>2 ZERO HUNGER</p>	 <p>3 GOOD HEALTH AND WELL-BEING</p>	 <p>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</p>
 <p>10 REDUCED INEQUALITIES</p>	 <p>12 RESPONSIBLE CONSUMPTION AND PRODUCTION</p>	 <p>13 CLIMATE ACTION</p>	 <p>17 PARTNERSHIPS FOR THE GOALS</p>



Media Features



We're Giving Away \$30 Million in Free Food



Debuting at #2 on YouTube's globally trending videos, Beast Philanthropy spotlights the founding of Sharing Excess and the partnership between the two organizations, which has helped rescue and redistribute over 20 million pounds of food.



Forbes 30 Under 30 – Social Impact

Forbes

Sharing Excess co-founders Evan Ehlers and Victoria Wilson were recognized for their work building and scaling Sharing Excess, in the Forbes 30 Under 30 Social Impact award category.



Philly food rescue nonprofit receives \$250K grant from Pew

The Philadelphia Inquirer

The fourth feature in the Philadelphia Inquirer highlights Sharing Excess's Pew Venture grant, awarded in 2023. This \$250,000 grant will allow Sharing Excess to expand its footprint, and make key hires in sourcing, fundraising, and technology development.

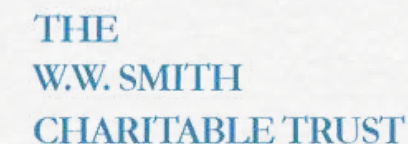
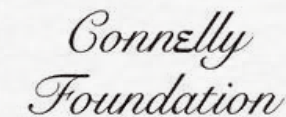


Mt. Joy holding food drives with Sharing Excess during 2-night run at The Mann Center

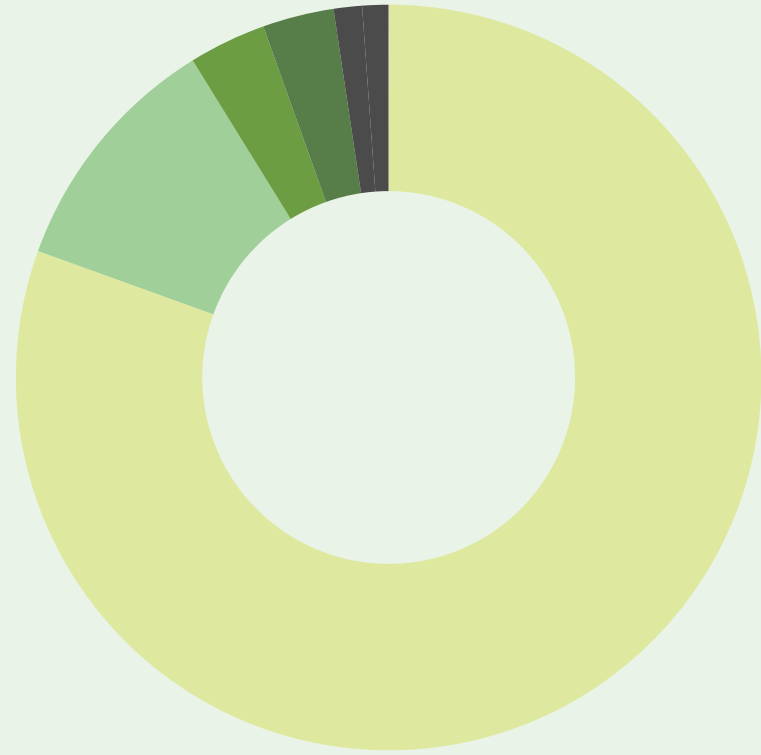
WHYY

Sharing Excess partnered with widely recognized band Mt. Joy to collect roughly 3,000 pounds of food donations outside of The Mann Center during Mt. Joy's two shows in September.

Our work is made possible through the generous support of funders across the country.



Financials



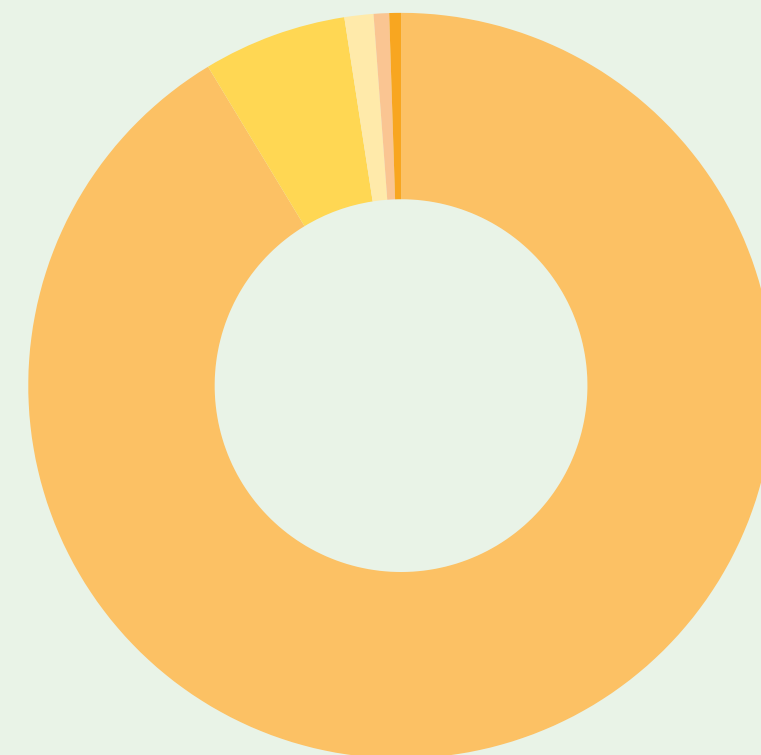
Revenue

\$24,157,219

\$2.83 million dollars raised

- 88% in-kind food donations
- 4% earned income
- 3% corporate donations
- 1% grants & foundations
- 1% individual donations
- <1% other

The majority of this amount is the in-kind food value of the food we rescued.



Expenses

\$23,314,884

\$2.03 million dollars spent

- in-kind food donations 91.7%
- Programs 6%
- Management 2%
- Fundraising 1%
- Other expenses 0.2%

Making Every Dollar Count

\$1 Donated =

100% of donations support rescuing and delivering food to communities in need.



Board of Directors



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Board President

Senior Vice President American
Diabetes Assoc.



Quazi Khaled

Vice President

Chief Financial Officer Gardyn Inc.



Garrett Gillin

Treasurer

Founder and Co-Principal 215
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Board Member

Director of Urban Retail The Giant
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Skip Maner

Board Member

General Partner Newspring
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**Thank
You!**

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