

SHARING EXCESS

2022 ANNUAL REPORT



Using surplus as a solution to scarcity

By partnering with grocery stores, restaurants, wholesalers, and farmers, **Sharing Excess** rescues and redistributes over 200,000 lbs. of food every week.

SE

YEAR IN REVIEW
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EVAN EHLERS

FOUNDER OF
SHARING EXCESS

As we look back on the year 2022, we are thrilled to share with you the incredible impact we have made at Sharing Excess. 2022 was our biggest year yet, reaching **15 million cumulative pounds of rescued food**, with a significant emphasis on fresh produce. We partnered with over 100 food businesses who generously donated their surplus and worked with over 300 community organizations and food banks to distribute this food across the tri-state area. We were able to expand our team and deepen all of our programs thanks to your unwavering support and have now worked in 16 states across the nation.

As we move into the future, we remain committed to our mission of using surplus as a solution to scarcity, and look forward to saving millions of more pounds of food from the landfill and redistributing it to communities across America. We will be looking to scale our most successful programs to new heights and continue to save communities millions of dollars on food costs. None of this would have been possible without your continued support, and we are grateful for your unwavering commitment to our cause. Thank you for being part of our journey, **this is only the beginning.**

In the United States...

40% of food wasted

equal to 90 billion meals each year

Two-thirds

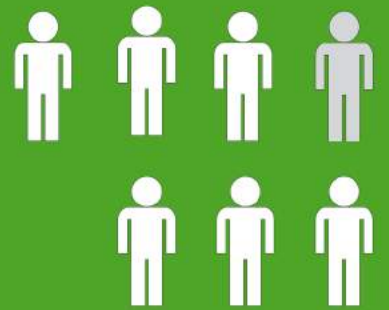
is still edible for human consumption

Less than 4%

ends up being donated

40
million

Americans still
experience food
insecurity



Our Model

Sharing Excess is built around the strategy of meeting food donors where they're at. We make it as easy as possible to donate regularly by covering transportation, sorting, tracking, waste management, and labor.

We're committed to capturing 100% of available surplus by distributing food to a variety of community partners that can use the food—ensuring that nothing is ever left behind.

RETAILERS

WHOLESALERS

FARMERS

**FOOD
BANKS**

**COMMUNITY
ORGANIZATIONS**

**MUTUAL
AID**



OUR IMPACT

2022

8,240,000

POUNDS OF FOOD DISTRIBUTED

6,592,000

EQUIVALENT MEALS PROVIDED

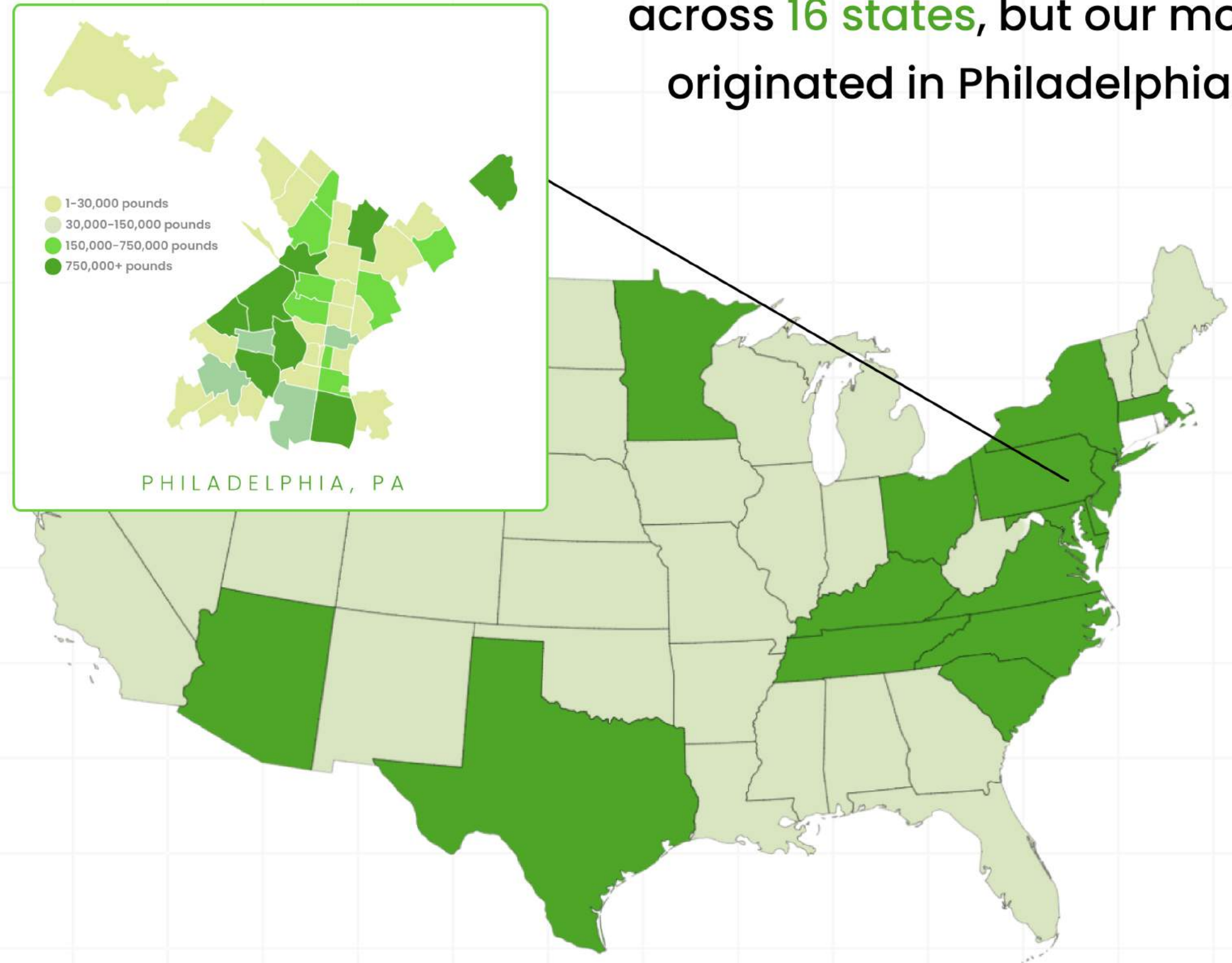
\$15,244,000

EQUIVALENT RETAIL VALUE

30,158,000

POUNDS OF CO2 DIVERTED

Sharing Excess has distributed food across **16 states**, but our model originated in Philadelphia, PA



OUR PROGRAMS



RETAIL RESCUE

We work with retailers and grocery stores to identify and rescue surplus food on a daily basis using our mobile app, fleet of vehicles, and volunteers.



WHOLESALE RESCUE

We partner with high-volume food wholesalers to glean, sort, and distribute surplus food with the help of local food banks our fleet of box trucks.



DIRECT LINK

We provide transportation nationwide from farms & manufacturers to food banks with freight deliveries thanks to partners like Uber and Warp.

OUR PROGRAMS



DISTRIBUTION

We partner with hundreds of community organizations, mutual aid efforts, and food banks to supply fresh surplus food for their distributions.



TECHNOLOGY

We deploy innovative, open-source technology to streamline the food rescue process and make it easy to record and deliver food donations.



COMMUNITY ENGAGEMENT

We establish chapters in colleges, universities, high schools, and communities to locally grow and advocate the mission of Sharing Excess.



Partner Highlight

Philadelphia Wholesale Produce Market

July marked our one year anniversary of Sharing Excess approaching PWPM to set up a food rescue operation to centrally sort, pack, and track food donations in the market. In December we calculated our total impact within the market.

1.5 Years Later:

- Waste diversion increased from **30% to 80%**
- **9.4 million** pounds of food rescued
- **\$650,000+** in waste cost savings
- **\$1.5 million** in tax credits for vendors



Visit Highlights

Pennsylvania

Governor Tom Wolf

In July, Sharing Excess had the pleasure of hosting Pennsylvania Governor Tom Wolf and his wife Frances Wolf in our warehouse. The pair sorted boxes of produce alongside team members, heard the founding story of Sharing Excess, and discussed the future of food rescue alongside SE and Secretary of Agriculture, Russell Reading,

“Sharing Excess meets an incredibly important need, and I am impressed and inspired by how they turned their passion for people into an impactful organization. The thoughtfulness of this operation helps increase food access, saving what would be wasted product, and ultimately fighting food insecurity in Pennsylvania.”

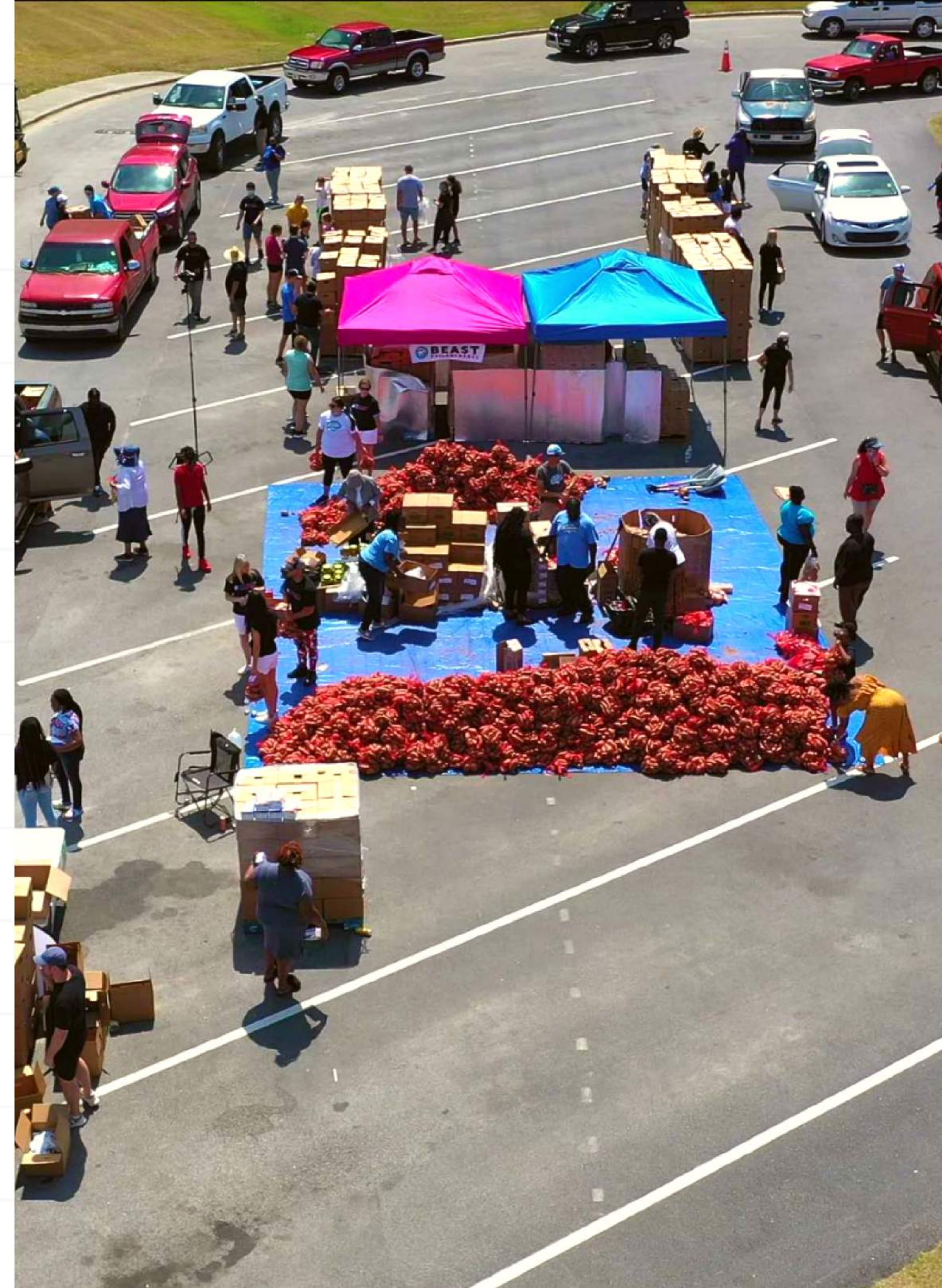
First Lady Frances Wolf

Partnership Highlight

Beast Philanthropy

In September, we officially announced our partnership with Beast Philanthropy. Together with the reach and support of YouTube's top creator Mr Beast, and his incredible audience, we are providing millions more meals to our shared distribution network every year.

- Sourced and sent over 600,000 meals to their food bank in North Carolina
- Rescued 3.7 million pounds of food with their support
- Made impact in 6 states across the country





Program Highlight

Community Engagement

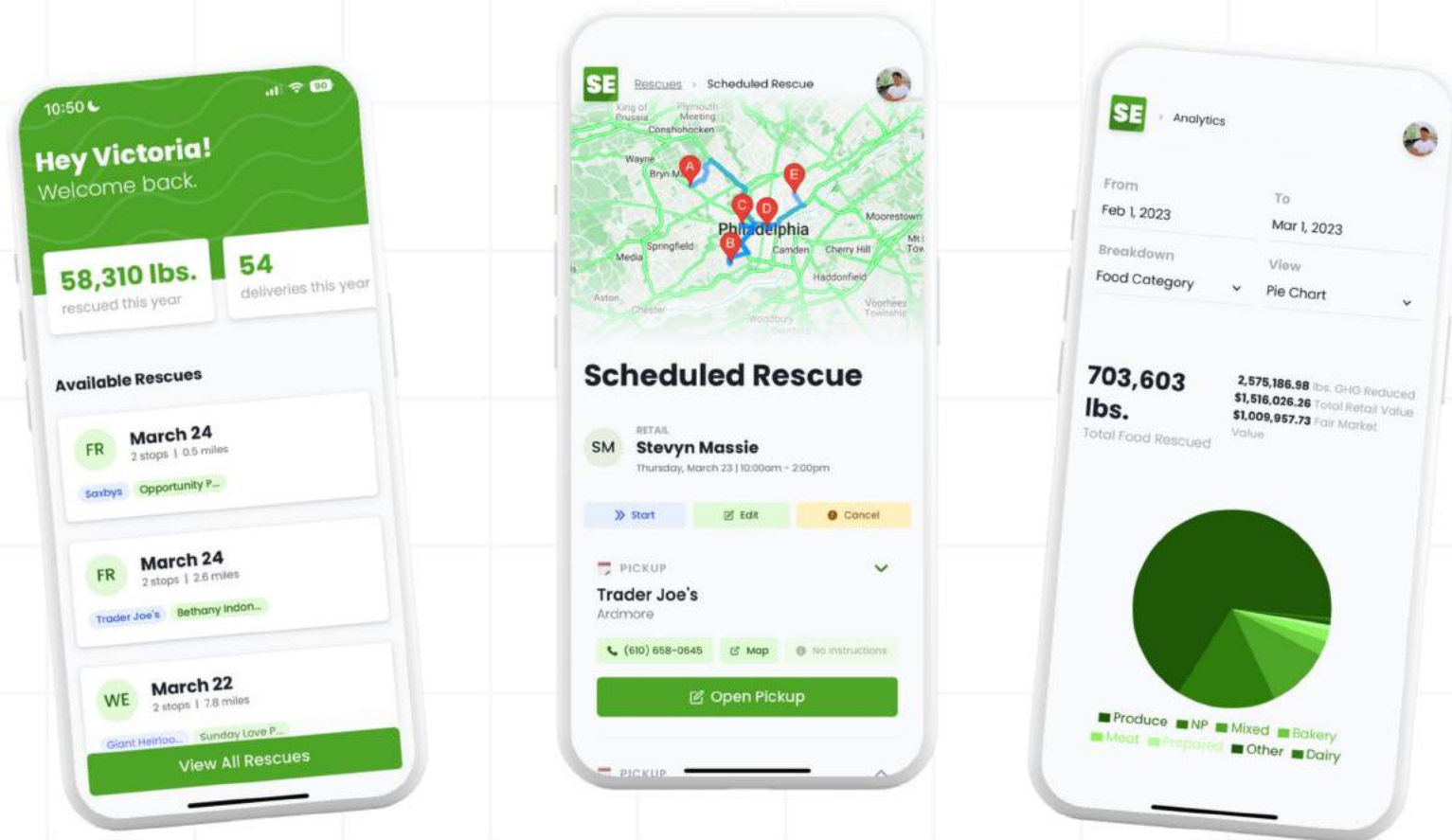
This year, Sharing Excess formally created a department to help strengthen and represent the work we do in communities, colleges & universities. Our community engagement team has worked hard to host pop-ups twice a week, every week, in public spaces around Philadelphia. They have also doubled our network of students involved in food security initiatives and have tapped into corporations looking for company wide volunteer days and fundraising opportunities.

In one year:

- SE hosted over 180 community pop-ups
- Engaged 900+ individuals who volunteered a collective 1900 hours of time.
- Maintained a network of 31 chapters

Tech Highlight

Sharing Excess Food Rescue App



Utilizing our innovative, open-source mobile app we streamline the food rescue process and make it easy for admins, volunteers, and paid drivers to deliver excess, measure donations, and gather data for impact analysis. In 2022 we made the following strides to expand our technology.

- Brand new UX/UI design interface
- Personal impact counter
- New data collection backend and analytics tab
- Ability to post unclaimed rescue routes

Avocado surplus results in giveaway of 380,000 fruits in Philadelphia



Event Highlight

Avogeddon

In October, Sharing Excess got a life-changing call about truckloads of avocados that were rejected by a buyer, and about to go to waste. After offering mass amounts to every food bank and community organization, there was still so many more. So we called on the people of Philadelphia to come get as many free avocados as they wanted over a 2 day period in FDR Park. Thus Avogeddon was born.

In two days we:

- Distributed 600,000 avocados
- Made international headlines including NPR, ABC, & Washington Post
- Gained 4,000+ followers on socials

PROUDLY SERVING

300+ COMMUNITY ORGS & FOOD BANKS

"We serve 350 families per week and that would not be possible without the support of Sharing Excess."

Margaux Murphy, Sunday LOVE Project



"We have lines of people around the block - Monday through Friday. We feed every one of them thanks to Sharing Excess."

Pastor Wade, Keep It Real Ministry

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Pop-ups

Though our farmers-market-style pop-up distributions, we're able to provide food to community members in a simple and approachable way.

Our pop-ups aim to de-stigmatize free food distributions by changing the narrative around "hunger relief." By taking surplus food, people are helping us reduce waste, which empowers them to be a part of a solution, rather than feeling like a problem that's being solved.

Chapters

Students and community members can start their own chapters of Sharing Excess to address food waste and food insecurity in their individual communities. By providing the tools to rescue and redistribute food, we can have a nationwide footprint of communities sharing food.

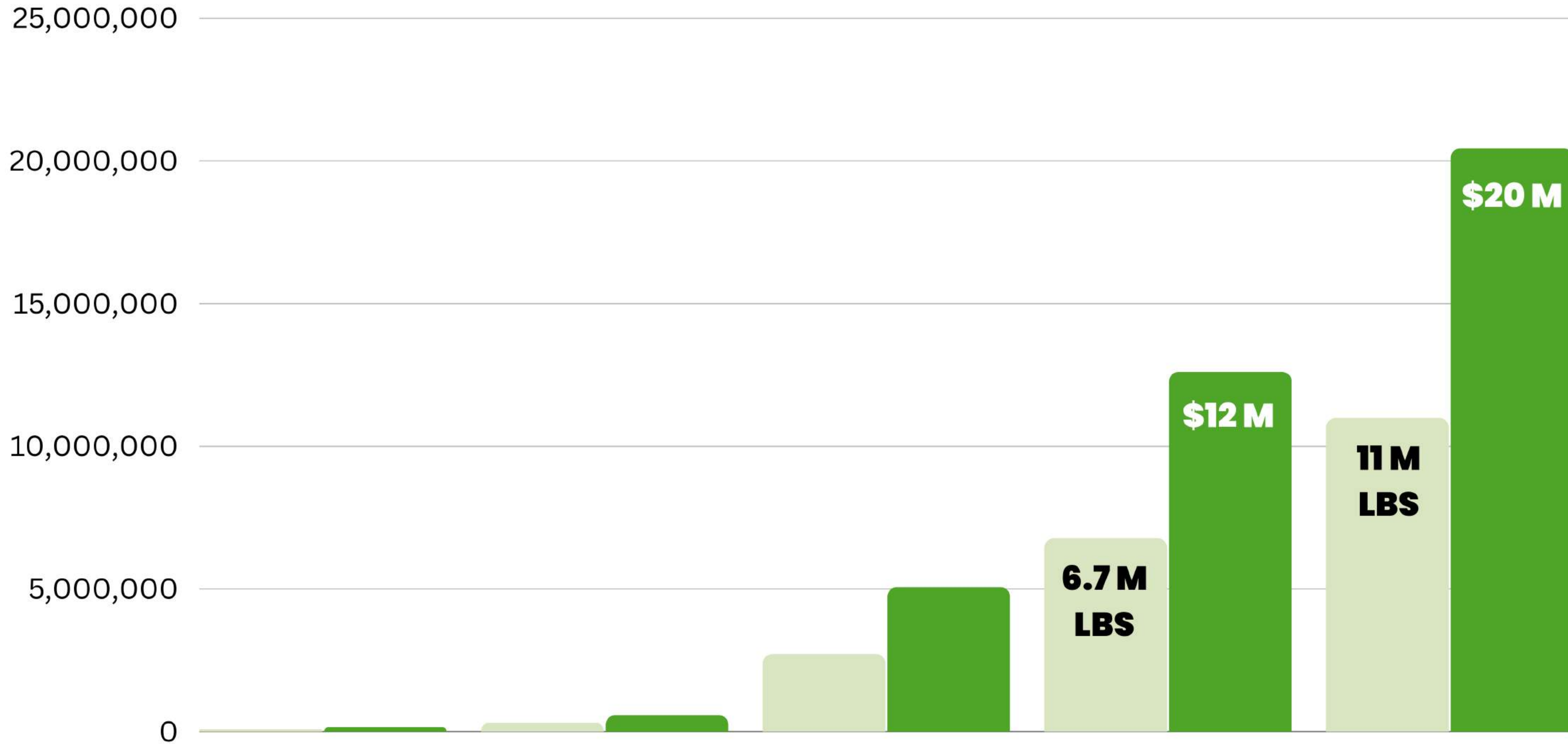
To date we have **31 chapters** comprised of colleges, high schools, and community organizations.



FUNDING vs IMPACT

Approximately
1 million people
served

Lifetime Impact:
23.6 million
pounds of fresh
food distributed to
communities



Legend:
■ impact pounds
■ retail value USD

Revenue
Expenses

\$21,000
\$5,100

\$92,179
\$30,421

\$337,519
\$203,671

\$636,132
\$609,052

\$1,378,461
\$1,204,390

Budget:
\$2,727,422

FISCAL YEAR
JUNE-JULY

YEAR 1
2018/2019

YEAR 2
2019/2020

YEAR 3
2020/2021

YEAR 4
2021/2022

YEAR 5
2022/2023

YEAR 6
2023/2024



2022 CALENDAR YEAR FINANCIALS

REVENUE \$1,007,118



- Earned Income 36.8%
- Foundation Grants 36.7%
- Corporate Donations 13.9%
- Individual Donations 12.6%

EXPENSES \$956,276



- Programs 60.9%
- Management 24.9%
- Fundraising 12.1%
- Other expenses 2%

Other expenses: \$19,538.33

Marketing 31.6%

Subscription Fees 29.1%

Meals 27.9%

Travel & Transportation 11.4%

OUR FUNDERS

Sharing Excess is financially supported by foundations, corporations, nonprofit partners, and generous individuals. Together with the help of our funders, we aim to change the world by creating a more equitable and sustainable food system where food waste and food scarcity no longer exists.



OUR BOARD



QUAZI KHALED

VICE PRESIDENT

Chief Financial Officer
Gardyn Inc.



TERRI WIGGINS

BOARD PRESIDENT

Senior Vice President
American Diabetes Assoc.



GARRETT GILLIN

TREASURER

Founder and Co-Principal
215 Marketing



PAUL MADARIETA

FOOD SOURCING COMMITTEE

Director of Urban Retail
The Giant Company



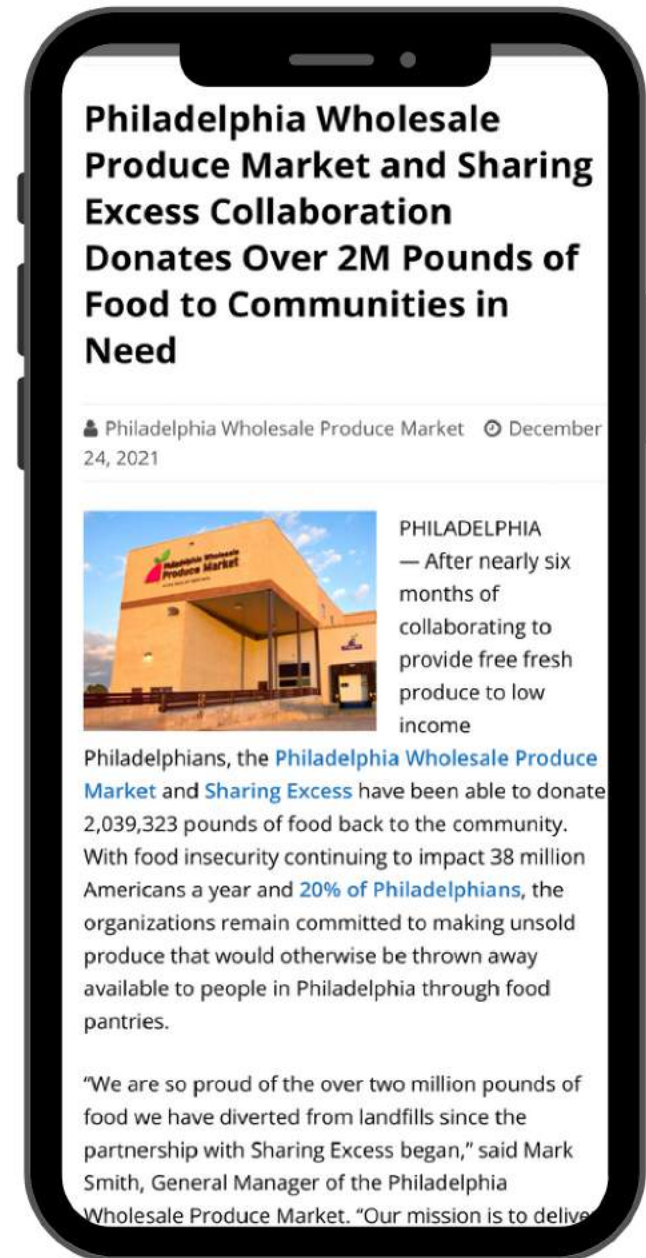
SKIP MANER

FUNDRAISING CHAIR

General Partner
Newspring Capital

PRESS

PERISHABLE NEWS



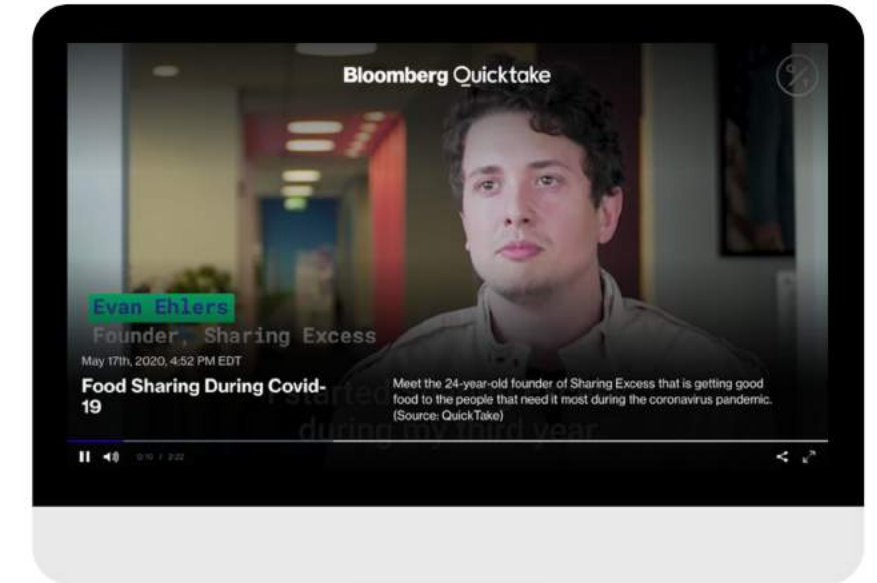
FORBES



PHILLYMAG



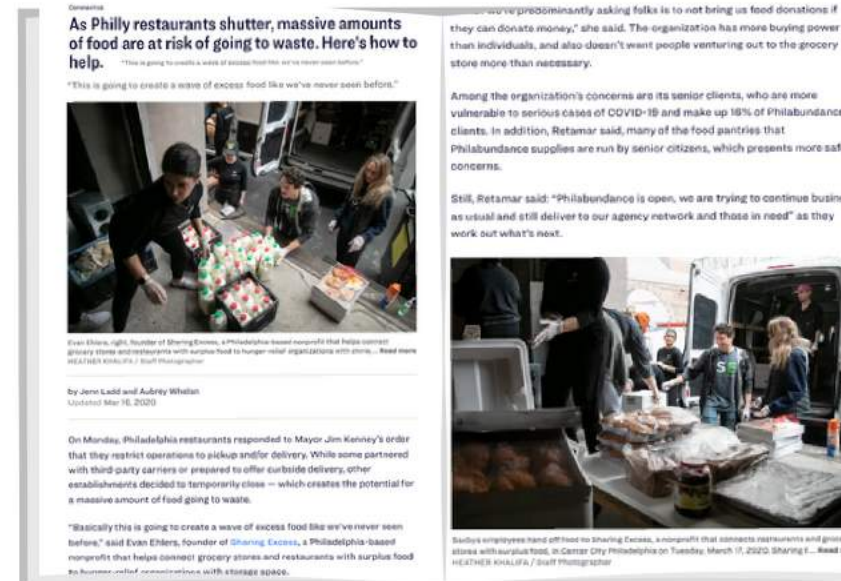
BLOOMBERG



WASHINGTON POST



PHILADELPHIA INQUIRER



SE

Sharing Excess

LET'S FREE FOOD

STAY CONNECTED:

@sharingexcess



www.sharingexcess.com

Evan Ehlers

Founder/Executive Director
evan@sharingexcess.com



Sharing Excess Inc. is a registered 501(c)(3) nonprofit. Tax ID/EIN: 86-2161466