



Waste Less, Save More! How as Retailers, You Can Take Steps to Save Food and Money

12 August 2019



In Partnership with  **Next Course**
TOWARDS AN EFFICIENT FOOD FUTURE

Climate Collaborative Commitment Areas



Integrate carbon farming into the agricultural supply chains



Increase energy efficiency



Reduce food-waste in the supply chain



Remove commodity-driven deforestation from supply chains



Responsible engagement in climate policy



Reduce the climate impact of packaging



Commit to 100% renewable power



Reduce short-lived climate pollutant emissions



Reduce climate impacts of transportation

Retailer Climate Action Progress (ReCAP) Community



CLIMATE ACTION & ENGAGEMENT TOOLKIT FOR RETAILERS

WHY PARTICIPATE?

Climate change is both the greatest threat our planet has ever faced and also the greatest opportunity we've ever had to make positive change through innovation and leadership. The Climate Collaborative is here to help companies take meaningful steps to reverse climate change, both on their own and by working together. Together we can work to scale solutions to successfully meet the challenge of climate change.

Together, we can make a difference.

STEPS:

1. **Commit:** Make a commitment to climate action
2. **Act:**
 - a. Develop and implement a climate action plan
 - b. Encourage your vendors to take action
 - c. Engage consumers about the importance of climate action
3. **Impact:** Reduce climate impacts across your value chain

• Previous ReCAP Sessions:

- [ReCAP Workshop: Unlocking the Value of Energy Efficiency](#)
- [ReCAP: Best Practices in Vendor Engagement](#)
- [Tackling Refrigerants: The Key to Retailer Emissions](#)
- [No Spoilers Please! Removing Food Waste From the Retailer Supply Chain](#)
- [Retailer Climate Action Progress \(ReCAP\) Community Launch](#)



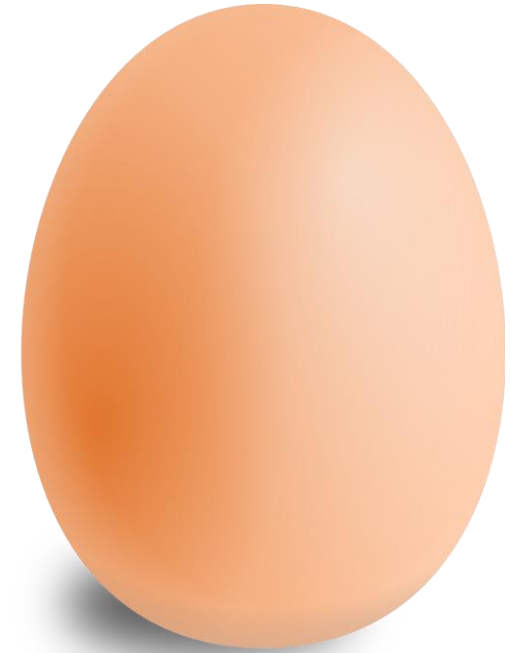
THANK YOU to KeHE for Their Sponsorship



KeHE[®]

About how many days
past the sell-by date can
you eat eggs?

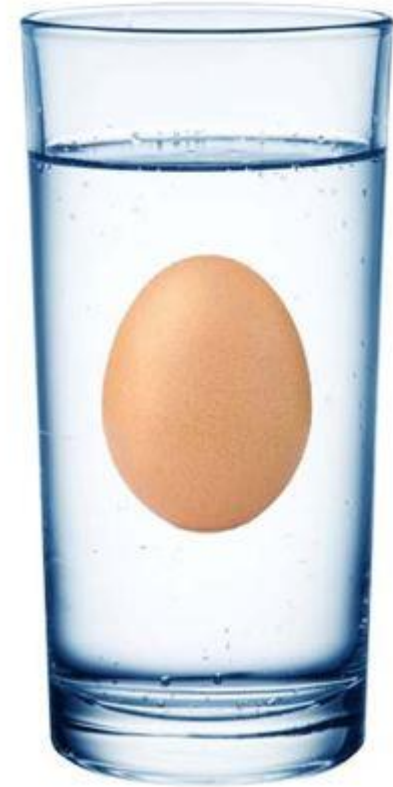
- a) None, that's gross
- b) 3-5
- c) 10-20
- d) 20-35



Let's just say you weren't quite sure, so you put the egg in a bowl of water. You know it's still good to eat it if it:

a) Floats

b) Sinks



Okay, let's just say it floated and you toss it. How many minutes of a shower could you have taken with the water it took to produce the egg?

a) 5

b) 11

c) 25

d) 40



And what if instead of an egg, you threw out a hamburger? How many minutes of showering then?

- a) 20
- b) 50
- c) 75
- d) 90



And let's just say instead of one hamburger, you threw out all the turkey that gets thrown out over Thanksgiving. How many New York – San Francisco car trips would produce the same GHGs?

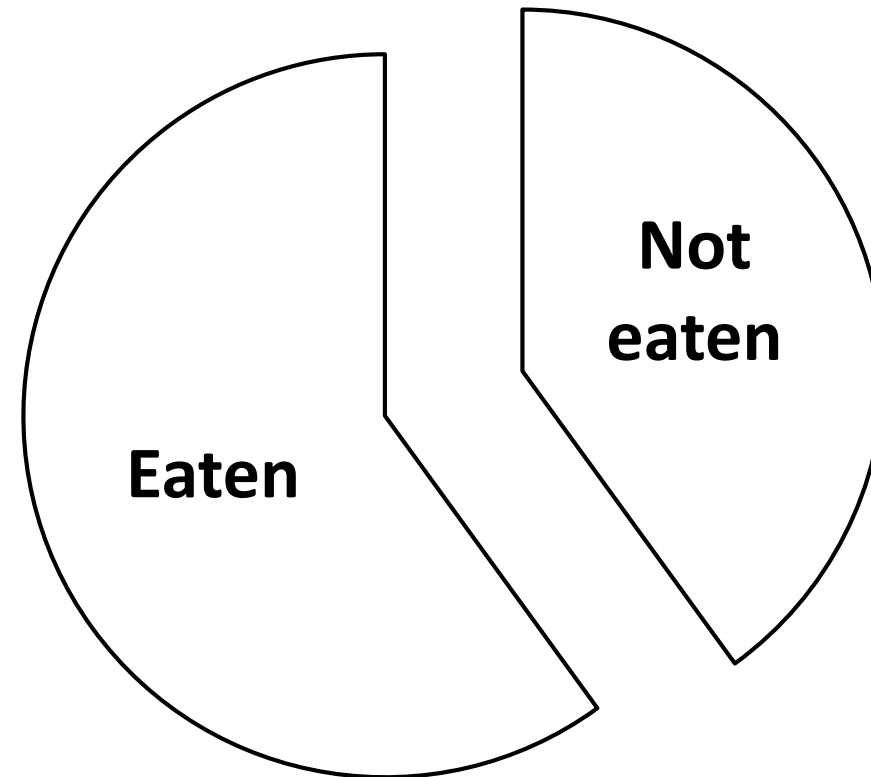
- a) 800
- b) 8,000
- c) 80,000
- d) 800,000



Did you know



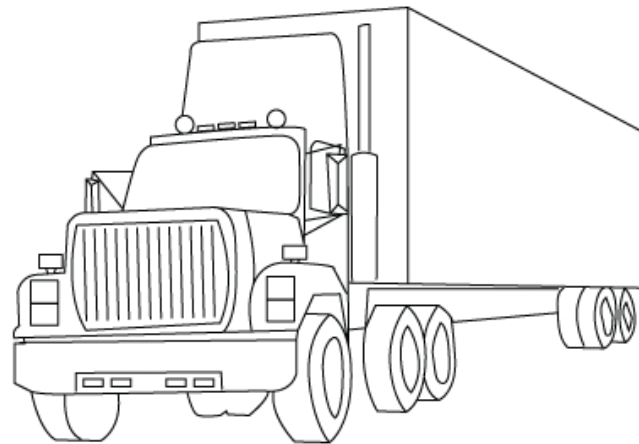
40 %
of U.S. food is never
eaten



That's approximately
\$218 billion
of food.



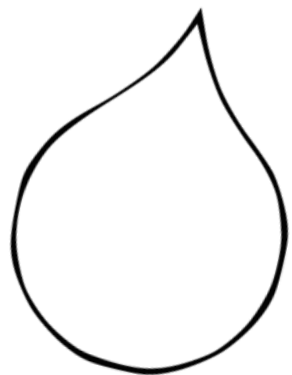
That's enough to fill a semi-truck with food **every 20 seconds**, all year.



It's also about
1250 calories
per person per day.



It would take **a farm $\frac{3}{4}$ the size of California** to grow that much food.



And as much water as **California, Texas, and Ohio** use combined.



Producing that food has a
greenhouse gas footprint equivalent
to

37 million cars

(ranked **#3 of 100** top solutions to climate change
by Project Drawdown)



To add insult to injury,
food is the
number one
contributor to landfills in the U.S.



Meanwhile...





1 in 8 Americans
don't have a steady supply
of food to their table



1/3

of all uneaten food in the country could
feed all food insecure Americans,
if it could be distributed.



And we're going to need up to **twice**
as much food as we have to feed the
population in 2050.

If we keep wasting this much.

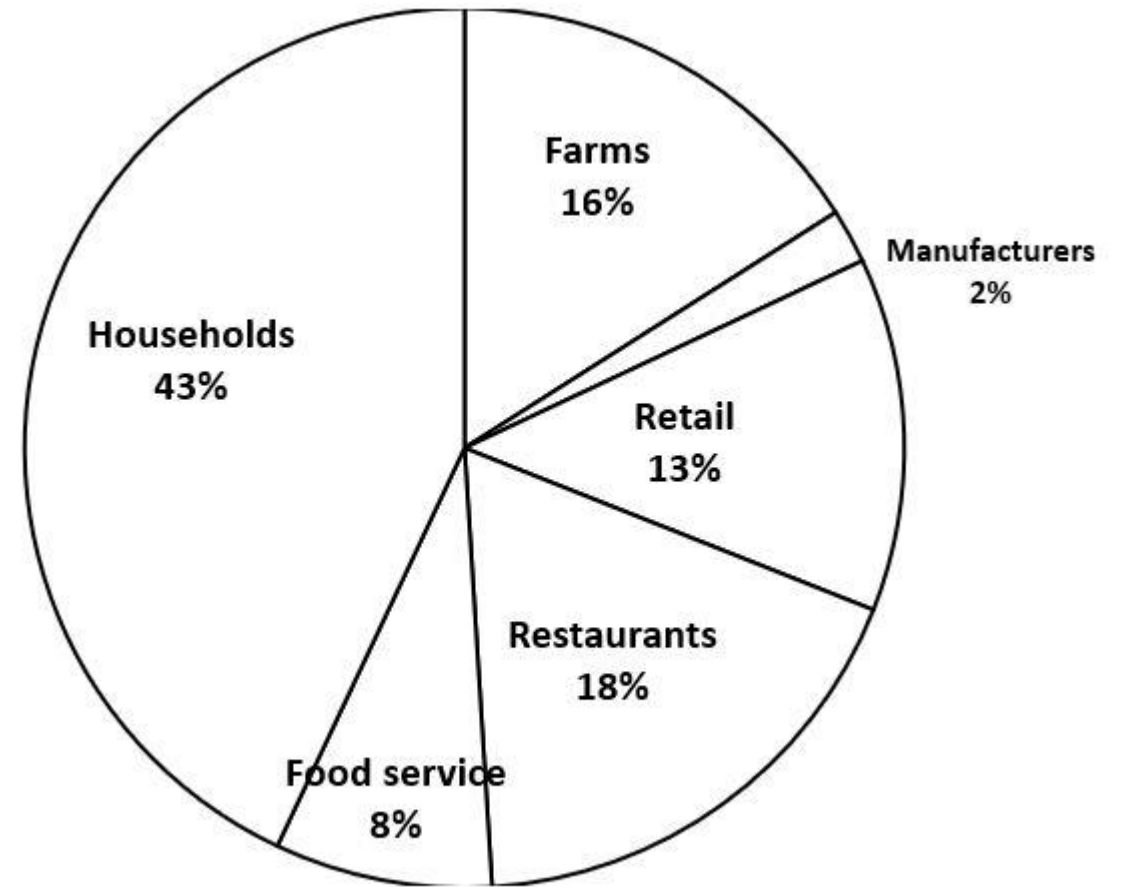


Oh, and by the way...

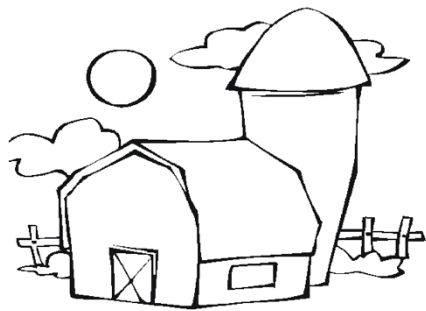
Every \$1 invested in food
waste reduction leads to a
5-10x return
for food retailers.



It's not just grocers



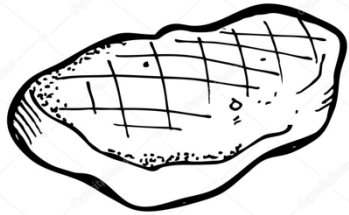
But as grocers, it's important to think not only about waste happening at your stores, but also how you can reduce waste for your suppliers, and your customers.



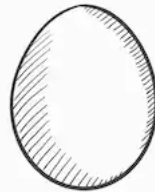
Your Business



It's best to start focusing efforts on high-impact foods, like meat and dairy.



90-minute shower



11-minute shower

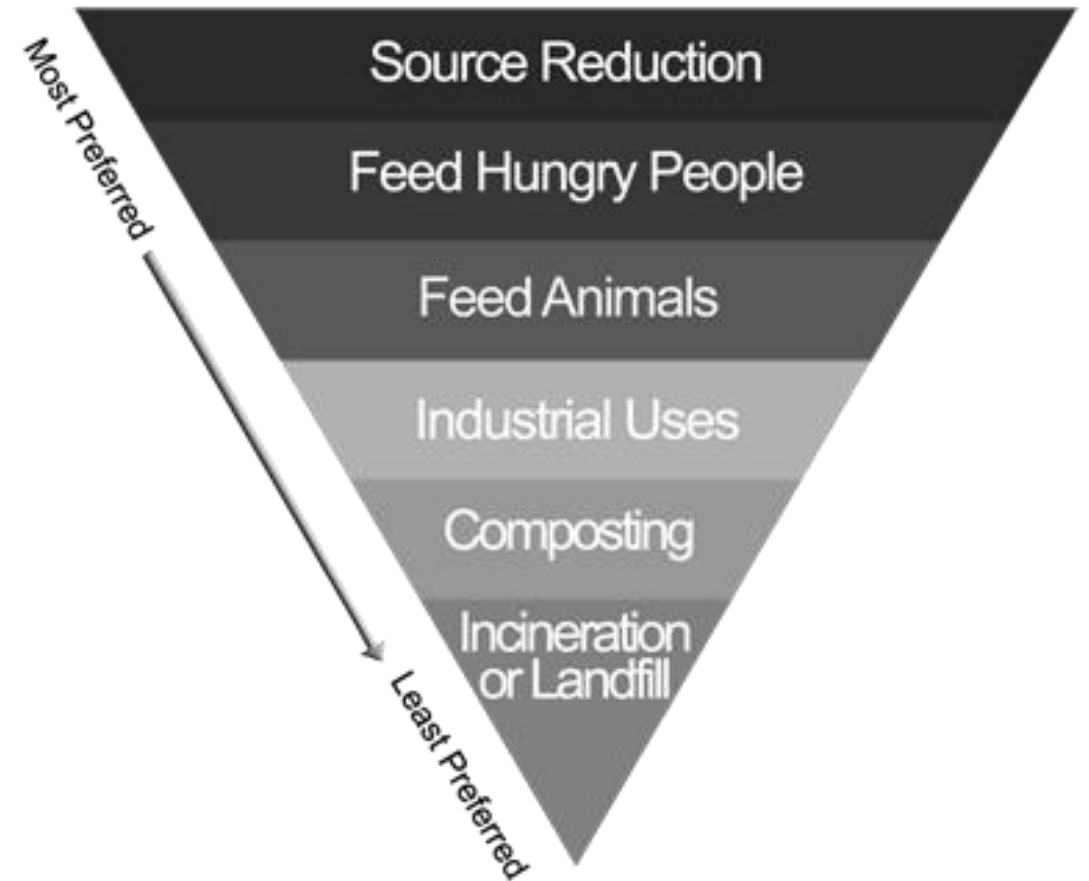


5-minute shower



It's also much better to avoid having surplus in the first place, than to donate or compost.

(Like, 8 times better in terms of GHG emissions)



So what did we do for this project?



What can natural foods grocers
do to waste less food?



Phase 1 Pilot

Listening Sessions



Consultations



ALAMEDA NATURAL GROCERY



(Remote)



Best Practice Breakdown

CHECKING OUT WASTED FOOD

A Breakdown of Retailer Best Practices for Wasting Less Food

If the United States went shopping in your store, it would leave with five bags, drop two in the parking lot, and leave them there.

This may seem crazy, but as a country we leave a full 40 percent of our food uneaten. And it's not just food going in the trash: Up to about one-fifth of U.S. cropland, fertilizers, and agricultural water go towards growing food that's ultimately wasted. Food waste is responsible for at least 2.6 percent of all U.S. greenhouse gas emissions (equivalent to more than that of 37 million cars), and wasting less food was ranked third of 100 solutions to climate change by Project Drawdown.

As retailers, you have a tremendous opportunity to reduce your carbon footprint and save money through food waste reduction efforts. This toolkit aims to arm you with the basic information on steps to help you do just that. It's accompanied by a checklist so that you can do a quick self-audit. The good news is you're likely already doing many of the things listed here. The better news is there's even more you can do. Not everything will fit your store, so consider this a set of best practice recommendation that can be used as a tool to spark your own ideas on what you can do.

The Retailer's Food Recovery Hierarchy

The EPA created a hierarchy to frame priorities for addressing food waste. It essentially says that having less excess in the first place is best, followed by donating food, and then only after that, feeding it to animals or composting it. Here, we've interpreted that hierarchy with a little more specificity and in a way that applies more to retailers' operations.

The diagram is a green inverted funnel divided into five horizontal sections. From top to bottom, the sections are: 1. Track Your Waste (with sub-points: Use Detailed Data in Purchasing, Be Fanatical About Inventory, Maintain Cold Temperatures, Help Your Customers Waste Less at Home); 2. Mark Down Shorter-Life Food Product, Repurpose Near-Expiration Food; 3. Donate Food; 4. Give Food Scraps to Livestock; 5. Compost. Below the funnel is a blue arrow pointing downwards, labeled 'Least Preferred' at the tip and 'Most Preferred' at the top.

Self-Assessment Tool

1. Track your waste

You manage what you measure. Having detailed information on what's being discarded arms you with the ability to fine tune purchasing and adjust practices to minimize throws. Measuring your waste is the basis of understanding your baseline, identifying the biggest problems and opportunity areas, and determining which solutions work. This is best done by incorporating a procedure to 1) scan-out items as they are pulled (for scannable items), and 2) weigh items that are not scannable and assign a per-pound value to each product or product category. Ideally, it is done at the SKU level ("Cara Cara Oranges"), or at least at the product level ("oranges"), rather than category ("produce").

Questions	Answers	Notes of Explanation
Do you have a system to track how much food is thrown out across your store?		
Do you have a regular procedure to scan out scannable items in the following categories?		
Dairy		
Meat and seafood		
Produce		
Bakery		
Beverages		
Frozen Foods		
Deli/prepared foods		
Non-perishables		
Do you have a regular procedure to track culls, trim, and other throws for non-scannable items in the following categories?		
Meat		
Produce		
Bakery		
Bulk bins		
Deli/prepared foods		

Thank you! Go to next section.



Overarching Themes

- Workforce challenges
- Competition
- Packaging, packaging, packaging
- So much you're doing, so much to be done

YOU HAVE SO MUCH TO LEARN FROM EACH OTHER!



Most preferred

Track Waste
Use Detailed Data in Purchasing
Be Fanatical About Inventory
Maintain Cold Temperatures
Help Your Customers Waste Less at Home

Mark Down Shorter-Life Food Product
Repurpose Near-Expiration Food

Donate Food

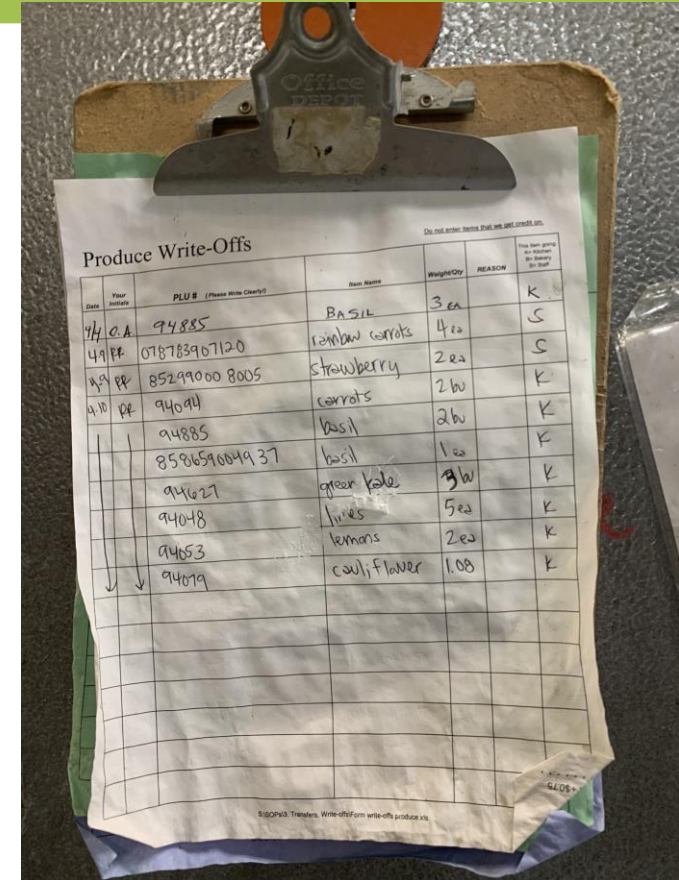
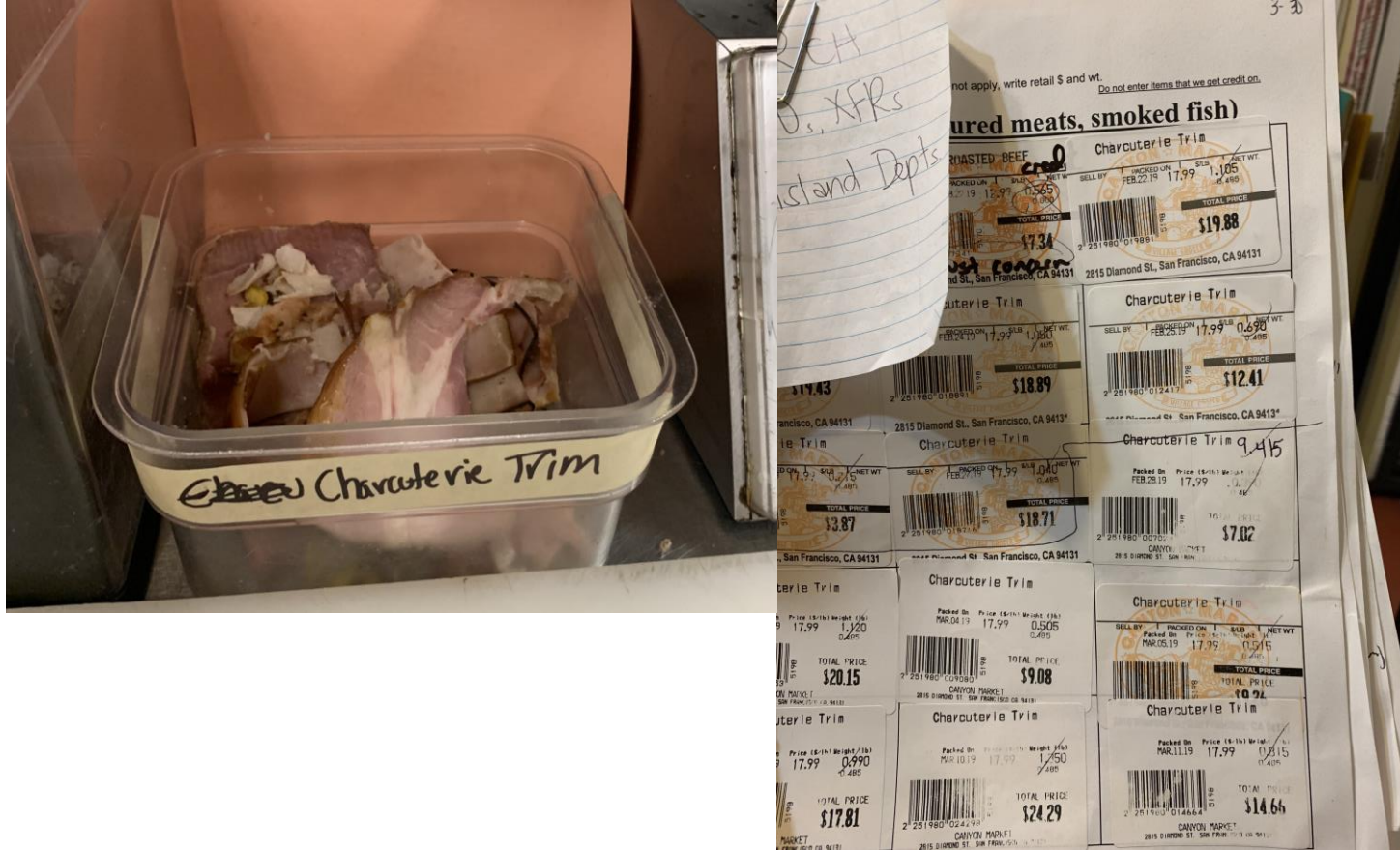
Give Food Scraps to Livestock

Compost

Trash

Least preferred





1. Track. Everything.



Margin Analysis by Dept

May 2019

Dept	Gross Sales	Cost of Sales	Gross Margin \$	Gross Margin %	Discounts	Write Offs	Ship & Sample	Inventory Adj	Net Margin Dollars	Net Margin %
Grocery	167,272	98,822	68,450	41%	1,053	1,244	-	-	66,153	40%
Tx. Grocery	19,155	10,354	8,801	46%	145	-	-	-	8,656	45%
Refrigerated	163,915	106,136	57,779	35%	1,325	1,984	-	-	54,469	33%
Frozen	31,385	18,213	13,171	42%	213	29	-	-	12,930	41%
Charcuterie	14,339	6,389	7,950	55%	91	463	-	-	7,396	52%
Meat & Fish	93,241	47,298	45,943	49%	674	1,471	-	666	43,132	46%
Prepared Foods	143,571	55,460	88,111	61%	1,424	419	179	-	86,090	60%
Chef Case	45,010	17,514	27,496	61%	367	-	-	-	27,129	60%
Sandwiches	51,304	10,557	40,747	79%	380	979	-	-	39,388	77%
Coffee Bar	27,287	14,204	13,084	48%	151	435	-	-	12,498	46%
Produce	170,512	97,775	72,737	43%	1,192	5,046	-	-	66,499	39%
Cheese	49,649	28,646	21,003	42%	267	56	40	-	20,640	42%
Bulk	18,186	9,966	8,219	45%	154	23	-	-	8,042	44%
Bakery	12,145	2,432	9,713	80%	100	16	-	-	9,598	79%
Bread	24,969	4,577	20,392	82%	186	248	-	-	19,958	80%
Wine	84,419	52,344	32,075	38%	183	7	79	5,556	26,250	31%
Liquor	84,419	52,344	32,075	38%	183	7	79	5,556	26,250	31%
Liquor	7,317	4,842	2,475	34%	26	26	-	-	2,423	33%
Beer	26,775	17,259	9,516	36%	144	28	-	(222)	9,565	36%
Beverage	33,237	21,452	11,785	35%	462	144	-	(210)	11,389	34%
Tx. Beverage	11,558	7,191	4,367	38%	213	-	-	(210)	4,364	38%
HABA	29,162	14,432	14,731	51%	214	154	-	(260)	14,622	50%
Flowers	22,198	18,421	3,777	17%	58	1,058	-	-	2,661	12%
	1,246,604	664,283	582,321	47%	9,022	13,829	298	5,320	553,852	44%

Canyon Market Environmental Outputs

This past February we used...

- 35,196 kWh of electricity
\$5,882 paid to PG&E
- 827 therms of natural gas
\$1,226 paid to PG&E
- 53,264 gallons of water
\$1,562 paid to SF Public Utilities

...And disposed of

- 2,304 gallons of trash
\$368 paid to Recology
- 4,608 gallons of recyclables
\$737 paid to Recology
- 5,103 gallons of compost
\$806 paid to Recology

FEBRUARY TOTAL COST, \$10,581

2018 monthly averages for whole year

- 32,956 kWh of electricity
\$6,696 paid to PG&E
- 773 therms of natural gas
\$1,014 paid to PG&E
- 59,738 gallons of water
\$1,652 paid to SF Public Utilities

2018 Monthly Average

- 1,758 gallons of trash
\$270 paid to Recology
- 6,016 gallons of recyclables
\$875 paid to Recology
- 6,597 gallons of compost
\$1,006 paid to Recology

2018 AVERAGE TOTAL COST, \$11,513

Comparison summary 2017 vs. 2018: electricity consumption was the only output that decreased (4%). Total utilities cost increased 15%.

Our goal is to reduce our total utilities cost by \$250 per month.

Thank you for helping save resources and reduce expenses.

One kilowatt-hour is the amount of electricity used by a 1000 Watt microwave turned to Hi for one hour.

One therm is approximately the amount of gas needed to heat water for a one-hour long shower.

About enough water to fill 3 average swimming pools!

NOW including the Chery office and the storage space across the street!



2. Use detailed data in purchasing

Holiday Planning and Recap Storewide

Holiday: Glen Park Festival Year: 2019

Last Year's Day/Date vs. Daily Net Sales:		This Year's Day/Date vs. Daily Net Sales:	
Sun 4-29	\$ 42,041	Sun 4-28	\$
	\$		\$
	\$		\$
	\$		\$

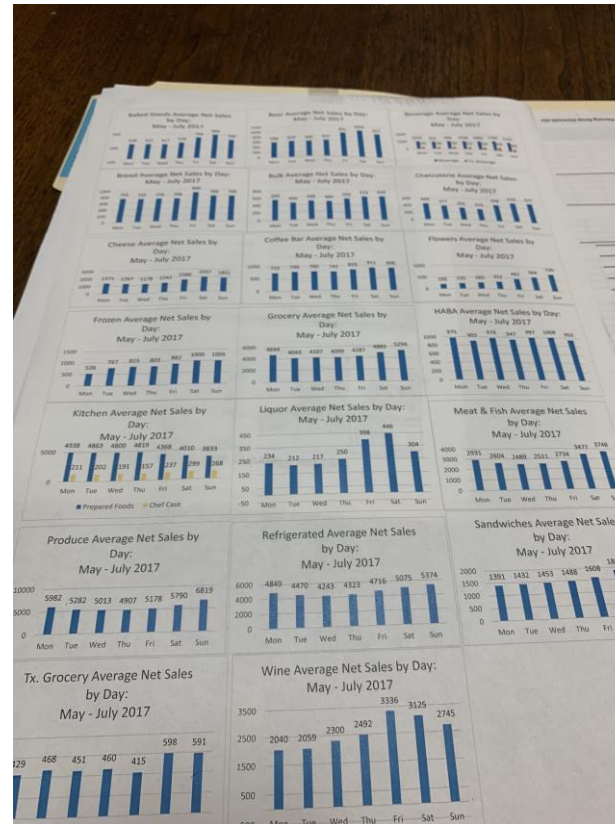
Date of Distribution for of Planning and Recap Department Worksheet:

Baked Goods - FYI	
Beer - FYI	
Beverage	
Bread - FYI	
Front End - FYI	
Grocery	
Chef Case	
Sandwiches & Charc.	

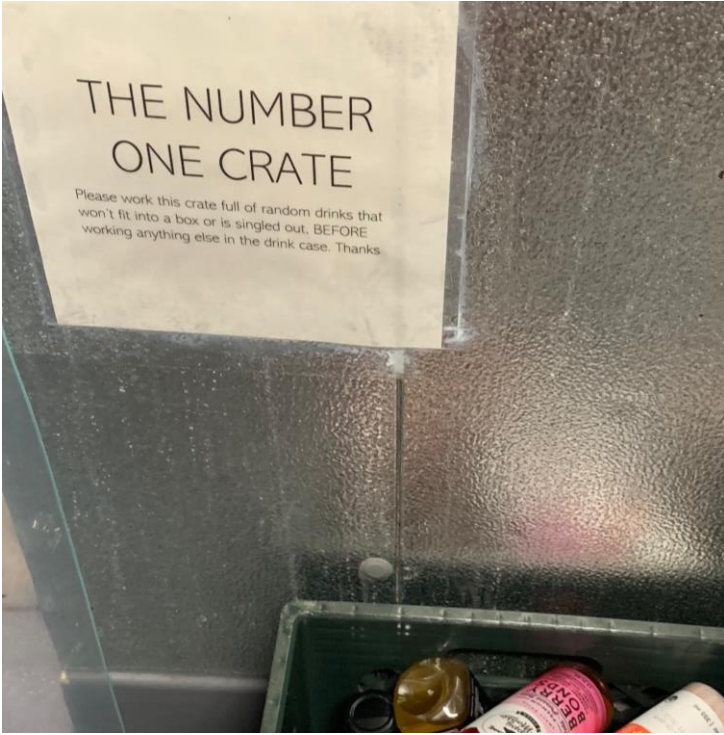
Planning Items to be attached:
 Previous year's store daily sales reports
 Schedules as appropriate

Recap Items to be attached by holiday's end:
 Weather report
 SOD report(s)
 Daily Sales from this year's holiday
 Agendas of meetings pertaining to this holiday

S:\HOLIDAY Files and Recaps\Holiday Planning Docs\Form Holiday Planning Recap Storewide.xlsx

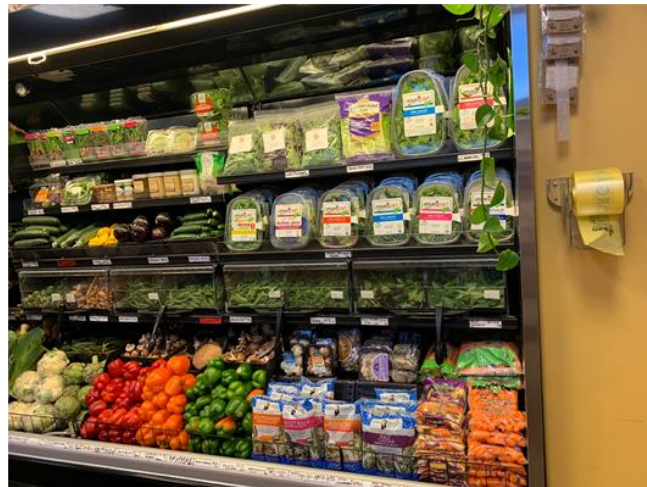


3. Be fanatical about inventory





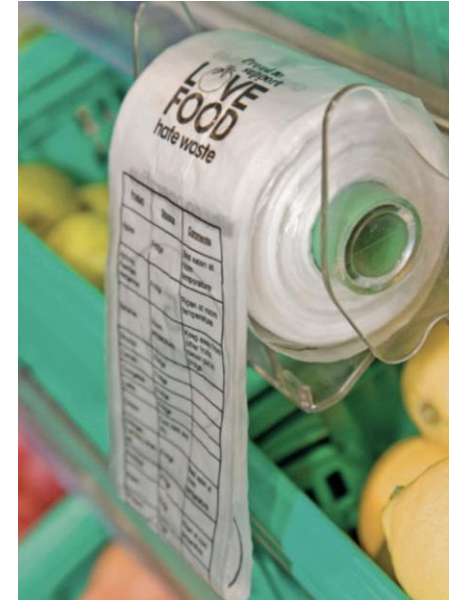
4. Maintain cold temperatures



- BULK REFRIGERATED ITEMS**
THESE ITEMS ALWAYS GO IN THE COOLER, NEVER ON THE SHELF
1. RAW CASHEWS
 2. RAW NUT BLEND
 3. PISTACHIOS
 4. SUNFLOWER SEEDS
 5. WALNUTS
 6. PECANS
 7. FLAX SEED
 8. RAISINS
 9. MALT BALLS
 10. CHOCOLATE ALMONDS
 11. CRYSTALIZED GINGER
 12. PEPITAS
 13. PUMPKIN SEEDS
 14. NUTRITIONAL YEAST
 15. PRUNES
 16. CURRANTS
 17. FIG BARS
 18. BRAZIL NUTS
 19. GUMMY BEARS
 20. PINE NUTS
 21. PSYLLIUM HUSK
 22. ENERGY CUBES
 23. MANGOS
 24. DRIED FIGS
 25. DRIED APRICOTS
 26. MEDJOOOL DATES

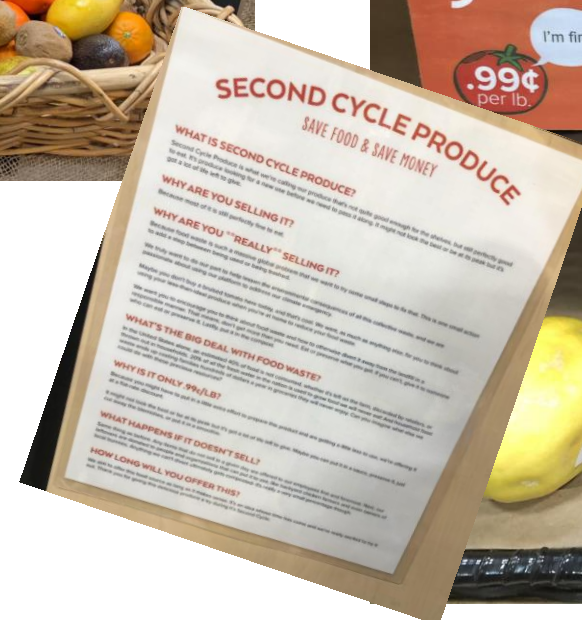


5. Help your customers waste less at home



6. Mark down shorter-life food products

Sale \$	Original \$	Quantity over 12?
2/\$1	\$1 to \$2	-
\$.99	\$2 to \$3	Go down 1 tier
\$1.99	\$3 to \$5	Go down 1 tier
\$2.99	Over \$5	Go down 1 tier



WAYS to SAVE

Check out our unbeatable prices on date sensitive items!



\$1.99

In stock inventory while supplies last.

7. Repurpose near-expiration foods



Job Description

POSITION DESCRIPTION

Position Title: In-house Forager
Supervised By:
Reports To:

POSITION SUMMARY:

The forager is a creative maximizer of food efficiency. While recording waste, conscientiously transferring product to the right departments, conducting accurate inventories and monitoring the store's waste stream, the forager saves money and ensures that as little food as possible goes to waste. The job focuses on our second bottom line: stewardship of the environment.

ESSENTIAL DUTIES AND FUNCTIONS OF POSITION:

- Carefully monitor produce and kitchen write-offs (waste), record write-offs and transfers, communicate daily with the bakery, kitchen and other necessary departments about what write-off product they can productively use.
- Conduct scheduled physical inventories, cycle counts and prepared foods production and waste audits.
- Monitor the waste stream of compost, recycling and landfill garbage; communicate with staff to improve compliance and minimize waste.
- Additional responsibilities, although not detailed in this job description, may be added by the buyer or store manager at any time.



8. Donate as much as possible



9. Recycle food scraps



Enlist staff!



Self-Assessment Tool

Home Insert Draw Page Layout Formulas Data Review View

Calibri (Body) 14 A⁺ A⁻ Wrap Text General Conditional Formatting Format as Table Cell Styles

B4 fx

1. Track your waste

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Bakery		
Bulk bins		
Deli/prepared foods		

Thank you! Go to next section.





We can only refine and evolve these tools with your help!
Please send your self assessments
(and any other input, stories, suggestions).

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a project of



Discussion



Dana Gunders

*National Expert on Food Waste
Reduction and Author,*

Next Course

BI·RITE

EAT GOOD FOOD

Bi-Rite Family of Businesses

San Francisco, CA