June 2018 Operations Board Update

**Distribution:** Total Distribution for the first eleven months of FY18 was 45,844,027 pounds. This is down 2.9% as compared to the same period for FY17.

**Receipts:** Total receipts for the eleven months of FY18 were 47,775,477 pounds. Compared to 48,667,736 pounds for the same period of FY17, this is a decrease of 892,259 pounds or 1.83% down. While local donations are up, the decline in total receipts can be attributed to a decline in national donations, TEFAP Commodities and purchasing volume as outlined below.

**National Donations:** Total national donations through Feeding America continue to trend down. National non-produce was 2,147,530 pounds for FY18 YTD, a decrease of 1,156,785 pounds, or 35%, for the same eleven month period last year. This decline in national donations is expected to continue as the availability of these goods nationally continues to decline and the limited offers available are many times not cost effective to bring in due to escalating inbound freight costs.

**Local Donations:** Total local donations were 33,259,869 pounds for FY18 YTD. This is an increase of 1,145,601 pounds, or 5%, for the same eleven month period last year.

Retail donations continue to remain strong in FY18. For the first eleven months of this fiscal year are up 1,412,813 pounds or 13% over the comparable timeframe in FY17 levels. There has been a continued expansion of the retail food recovery program as new donor locations come online and existing donors authorize more items for pickup. This will growth will slow and possibly flatten for the rest of the year with limited new sites opening the rest of this fiscal year. Additional changes in store procedures among larger retailers will also have an adverse effect on retail donations, especially in the produce area, as they reduce unsaleable product within the stores.

**Purchases:** Receipts of purchased goods were 5,391,880 pounds for the first eleven months of FY18. This is a decrease of 233,233 pounds, or 4%, from FY17 levels for the same period. Purchase volume will continue to drop from last year’s levels as we work to reduce the purchase volume associated with School Pantry locations.

**Produce:** Total produce pounds received for FY18 to date were 12,153,998 pounds. This is down 274,953 pounds, or 2% from the same period in FY17. The cost of Pick and Pack Out (PPO) Produce was up in May at $0.163 per pound compared to FY17 costs of $0.153. This cost is expected to rise with increased freight costs as truck and driver supply remains in tight supply due to recent regulation changes and an increase in demand. Freight costs for some lanes are up as much as 50%.

**Meat:** Total donations of meat, a highly valuable source of protein, have been strong in FY18 to date at 5,918,573 pounds. This compares to 4,800,655 pounds for the same time period in FY17 and represents a 23% increase over last year.

**Commodities:** TEFAP commodities accounted for 5,416,930 pounds during the eleven months of FY18. This was down 1,252,465 pounds or 19% from FY17 levels for the same time period. TEFAP pountage is expected to continue to trend down for the next several months as the volume of available bonus offers continues to decline.

**Systems:**
Active projects include an annual systems refresh, a SharePoint upgrade, Cyber Security testing/training, a migration to Office 365, an enhancement to Active Directory and research on an improved Volunteer Management software as well as review of the Partner Agency Client tracking solution.
Transportation:
The transportation team has been developing an Over the Road (OTR) pickup and backhaul program. The concept is that to counter high freight costs, local pickups within a 300 mile radius will be picked up by an RFBO driver and equipment, as the internal costs are well below the third party freight costs. This will involve one full time RFBO driver, tractor, and trailer that have been freed up through routing optimization. In addition, the team will work to locate outbound loads that will serve as a revenue source. A Texas food bank has been able to generate $300K annually with a similar program.

Warehouse:
Chris Eaton, formerly Warehouse Lead, has been promoted to Warehouse Supervisor. Chris will take on a broader range of projects and the daily supervision of the Selectors and Receiving teams. Eric Beeson has been promoted to Warehouse Lead and is now responsible for coordinating the cycle count system and the interface between day and night shift.

Volunteer Center:
May was a busy month for the Volunteer Center. On May 4, Roosevelt Middle School spent their #OneDay Initiative with us where they had a special guest, Mayor David Holt join them. During this day they completed 4,744 lbs and 3,953 total meals. The next day, Bank of Oklahoma brought over 160 employees to the Regional Food Bank for their annual, “Hunger Fighting Fiesta”. While here, they packed a total of 41,497 lbs which equaled 34,581 meals that will go to fellow Oklahomans. On Tuesday, May 22, 440 Devon Energy employees helped the Regional Food Bank of Oklahoma by sorting and packing nonperishable food into pantry boxes during the eighth annual Stuff the Truck event. The Devon Energy employees packed 242,542 pounds of food into 40-pound boxes, enough to fill more than six tractor trailers. We wrapped the month of May up with our first gleaning project of the year.
Members of the Regional Food Bank staff joined the Oklahoma Conservation Commission in Chickasha. During this gleaning, they picked spinach, lettuce, kale, and collard greens.