Virtual Food Drive

101

Alameda County Community Food Bank

- * Providing food for 49,000 people every week
- * Distributed 24 million pounds of food in FY12
- * Contributed revenue in FY12 was \$9.4 million
- Individual giving in FY12 was \$5.9 million 60% + of all giving
- * In FY12, 24% of contributions from individuals were given online
- * Virtual Food Drive was 16% of online giving
 - * leverage traditional food drives and volunteering with corporate and community groups
 - * individuals for events birthdays, weddings, holidays

Popular Software

Virtual Scouting for Food Drive

Ready-to-go, turnkey, easy to use * *

Aidmatrix – in q quick review of food banks with Virtual Food Drives, Aidmatrix is a very popular option

MARK		nark's Virtual stown	Scouting	for Foo	d Drive -		^
FOOD FOR FAMILIES Inc.	to High Why us most n The ite and als It's fas choose	GHMARK, Food	ion, you wil for Food Dr d Drive? Th ns and unit: reflect the F r choices fo n and it hel n this page	ough this I be able ive. e answer s for your cood Bank r low-inco ps more p and start	internet-ba to make co dollar. c's most ne pme familie people in n t earning u	ased ontributions - to get the eded items as. eed so nits!	E
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		0 Total Units. 0 Î Clear	Price \$13.00	Qty.	Units 84	Price 0.00	+
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ltem Name Cereal (high fiber)	Unit Value 84	0 Total Units. 0 Clear Case Size 12-18 oz	\$13.00	0	84	0.00	
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Item Name Cereal (high fiber) Peanut Butter Tuna or Salmon canned Fruit Juice (100%) Vegetables and fruit (canned) Diapers (baby or adult)	Unit Value 84 72 240 96 48 24	0 Total Units. 0 Image: Clear 2 12-18 oz 12-18 oz 48-6 oz 12-18 oz 24-10 oz 4 - 56 count	\$13.00 \$13.00 \$20.00 \$15.00 \$12.00 \$30.00	0 0 0 0 0 0	84 72 240 96 48 24	0.00 0.00 0.00 0.00 0.00 0.00 0.00	

aidmatrix



- * Convio specializes in peer-to-peer fundraising experiences
- * Recently purchased by Blackbaud...

Welcome to the Philabundance Virtual Food Drive!

Grab your shopping cart and join Philabundance in yet another easy way you can fight hunger in the Delaware Valley! By "shopping" in our "store" as a team, you and your friends, family, and coworkers can collectively multiply the amount of food your usual donation can provide to those in need. It's easy to get started:

Step 1. Register by picking your campaign below

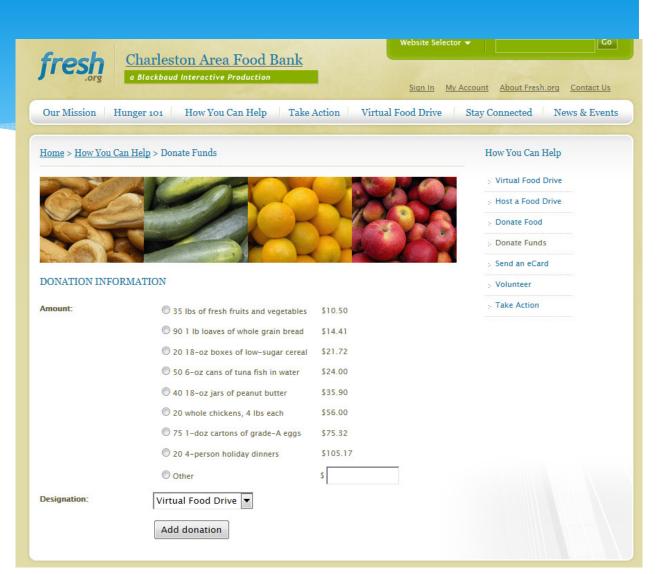
Step 2. Personalize your page with a photo or graphic and your personal message

Step 3. Invite friends, family and coworkers to come shopping and help you meet your fundraising goal

Get started on your Virtual Food Drive today!



- Blackbaud this
 is a sample of
 their 'standard'
 set up
- Curious to see if
 Blackbaud will
 create a hybrid
 Convio/BB
 product...

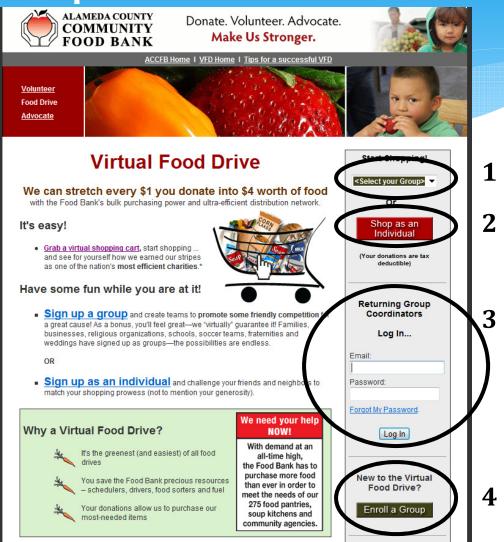


Food Banks are doin' it for themselves...

- * Using the Windows 2008 operating system, we're hosting on a virtual server.
- * The backend database is SQL
- * Started in spring of 2008 work in progress!
- * Design group process between IT and Development
- * Launched October of 2008
 - \$90,000 in giving through the virtual food drive by the end of December
 - No visible effect on regular online giving it continued to increase

Main Components

- * ACCFB Virtual Food Drive Landing Page: <u>www.vfd-accfb.org</u>
- Drop down list for individuals looking for their VFD groups
- 2. Individuals shopping without a group affiliation
- 3. VFD coordinators returning Log in
- 4. VFD coordinators Firsttime sign-up





Managing MLK Day of Service

Hide Group Info... 🖄

Group Homepage

* = denotes required inf* = denotes required inf* = denotes required inf* = denotes required information

Welcome Shannon Lee-Rutherford

* Registration page for coordinators (the page shown here is for returning coordinators)

* We offer the option of adding teams within your group to encourage friendly competition

STEP 1: Group Informa	ation	
Thank you for enrolling a	Coordinator's Email: *	srutherford@accfb.org
Virtual Food Drive again!	Group Type: *	Event 💌
Please make sure you	MLK Day of Service	MLK Day of Service
complete all the following steps for a successful		MLK Day of Service [Up to 20 characters, for display on the drop- down menu.]
re-enrollment of your group:	Number of Employees or Group Members:	65 [Create teams for a friendly competition. Learn more]
 Werify you group name and all contact info is correct 	Address: *	7900 Edgewater Drive
(to the right). Remember that the " Short	Address Line 2:	
Name" is what appears in the drop down menu on the VFD	City: *	Oakland
Home Page so make sure it's	State/Zip: *	California 💌 94621
a name that's easy for your group to recognize	Telephone:	
2. — Open a drive. You'll find	Fax:	
the drive information below the contact information – just		Coordinator Contact Information
scroll down and click the "New" button to start a new drive!	Name: *	Shannon Lee-Rutherford
3. — Add teams to encourage	Position/Title: *	Manager of Individual Giving
some friendly competition!	Telephone: *	(510) 387-5493
(optional)		Save Changes Cancel



Welcome to the Bechtel WTP Oakland Virtual Food Drive

oup Coordinato

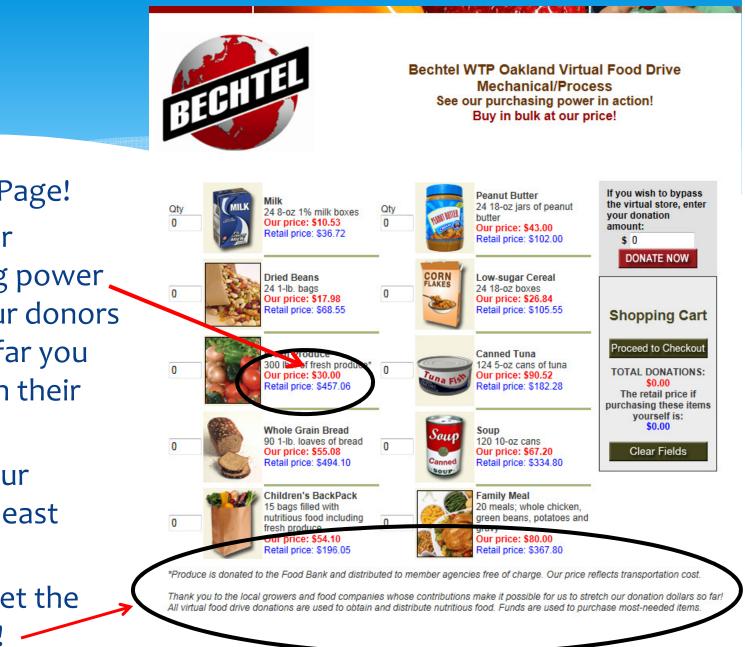
Most Recent Drive: WTP Oakland Food Drive 2012

- * Group Home Page - for members of the group to see the progress of their virtual food drive
- * Click through to shop from here and all donations will be designated to your team

Team Name	Goal	Total so Far		Group Coord
Mechanical/Process	\$0.00	\$340.00	Shop/Donate	Login: 🕅
Protein Power Walk	\$300.00	\$220.00	Shop/Donate	
Plant Design	\$0.00	\$160.00	Shop/Donate	
Management/Admin/IS&T	\$0.00	\$125.00	Shop/Donate	
CSA	\$0.00	\$50.00	Shop/Donate	
C&I	\$0.00		Shop/Donate	
Electrical	\$0.00		Shop/Donate	

Bechtel WTP Oakland Virtual Food Drive Progress Report

Drive	\$ Goa	d	\$ Raise	d	% of \$	Goal	# of Dona	tions	Start D	ate	Ending Date	Days Remaining
WTP Oakland Food Drive 2012	\$1,000	.00	\$895.00		89.5 %		19		5/7/2012	2	5/24/2012	0
Team		\$ Goal	\$	Raise	d 9	% of \$ 0	Goal	# of Donatio	ns			
Mechanical/Proce	SS	\$0.00	S	340.00				8				
Protein Power Wa	lk	\$300.00) S :	220.00	7	3.3 %		1				
Plant Design		\$0.00	S	160.00				6				
Management/Adm	nin/IS&T	\$0.00	S	125.00				3				
CSA		\$0.00	S	50.00				1				
C&I		\$0.00	S	0.00				0				
Electrical		\$0.00	S	0.00				0				
Previous Foo	d Driv	/e										
Drive	\$ Goa	d	\$ Raise	d	% of \$	Goal	# of Dona	tions	Start D	ate	Ending Date	Days Remaining
WTP Oakland Food Drive 2011	\$1,000	.00	\$1,117.3	8	111.7 %	6	23		5/2/2011		5/20/2011	0



- * Shopping Page!
- Flaunt your
 purchasing power
 wow your donors
 with how far you
 can stretch their
 donations
- Update your
 figures at least
 annually
- * Don't forget the disclaimer!

* Donation Page – standard fields with Kell wat to provide food to Alameda County's children and adults facing hunger. The sum of a Groups Name (first and last): * Address: *

- standard fields with the addition of a designation to a specific group
- Donations are processed through authorize.net

<ivol a="" group="" of="" part=""></ivol>	•	
Name (first and last): *		
Address: *		
Address 2:		
City: *	State:* Californ	ia 🔻 Zip Code: *
Telephone:	Email: *	
Name on Card: *		
Credit Card Type: *	Visa Credit Card Numbe)F.*
Card Security Code: *	(What's this?) Expiration:	* 01 Jan 🔻 2011 👻 (month and year)
Additional Donor Name(s):	This gift is a joint gift from myself and:	
	I would like my gift to be anonymous	
Gift Information:	○ on behalf of: ○ in memory of: ○ in hone	pr of: 🖲 none
	Name:	
Matching Donations:	Yes, my company will match my donation!	
Company Match:	Name of company to match my gift:	
Usur did oor baas shart		
How did you hear about the Food Bank?	Your answer will help us with our outreach eff	A
		-
Stay up to date with Food Bank news!	We respect your privacy and do not sell or sha with any other organizations or businesses.	ire your email address
Toou Dailk news:		eive emails regarding updates, event invitations, etc

Process Payment

Resources Needed for Development

- * 1st year even if you go with a pre-fab product, set aside more time than you anticipate
- Be sure to have organization 'Influencers' on the VFD development team
 - * IT involved in entire process + fundraisers, marketers, online experts (outside of IT)
 - Key management staff to set priorities and timelines for deliverables

When Building, Keep in Mind:

- * The Virtual Food Drive should be auxiliary, not your main online donation vehicle
- * Make sure group members and individuals not associated with a group are both able to donate
- Highlight your cost of food v. regular grocery store and don't forget the disclaimer that funds go to purchase most needed items!
- * Aim for a seamless connection to your main website and an easy experience

Day-to-Day Needs

- Staff for customer service, especially during the holidays. Recommend single staff as main contact person, and other fundraising staff familiar with the site for back-up
- * Reporting What do you want to measure? Standard by dates, groups, contact information, donations, etc.
- Maintenance process in place for response from your own IT dept or external IT service for donor issues and back-end administrative issues

Marketing

- * Integrate the Virtual Food Drive into all of your marketing channels
 - * Online
 - * Offline (including in-person)
- * Additionally, target volunteer and food drive groups and employers who provide matches and encourage employee giving
- * Constant promotion is critical. We see a slip in participation if we don't maintain a consistent marketing flow
- * Keep Corporate and Foundation staff current on VFD groups to assist with their cultivation work.

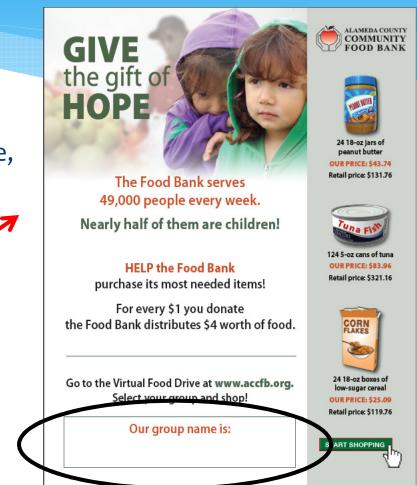
Online Marketing

* Online:

- E-news, bi-monthly
- On the home page of our website, year-round
- Facebook, occasional posts

* On the VFD Website:

- Posters available by PDF
- Tips/Suggestions PDF on website and in emails to coordinators
- Auto-email reminders to VFD coordinators to maximize drive participation



Offline Marketing

* Offline:

- > Hard-copy newsletter
- Food drive materials
- Posters available by pdf or mailed
- Included on materials distributed to volunteers
- Wrap-up with volunteer groups includes encouragement to do a Virtual Food Drive
- Special pre-holiday mailings to targeted groups of previous VFD participants and recent:
 - Volunteer groups
 - Food drive groups
 - Local companies with matching gift/ employee giving programs

ipring 2013

VOLUNTEER SPOTLIGHT

Thinking outside the barrel

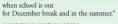
Ingrid Seyer-Ochi gets things started. The professor of education created Virtual Food Drives at two local institutions of higher education: University of California, Berkeley, and Mills College in Oakland. Over the holiday season, the drives she inspired raised more than \$2,555 for the Food Bank.

\$2,555 for the Food Bank. It all began when she was a professor at UC Berkeley's

Graduate School of Education. "It was around

the holidays, and 1 had this thought: As students and teachers, we could do a little bit more to address local problems," she said, "The link between hunger and education is really clear. So many families have significant nutrition needs

Ingrid (second from left) smiles alongside students she recruited for our Halloween volunteer event, Night of the Living Fed.



MORE THAN JUST CALORIES Going hungry, she said, is about more than a lack of energy. It's about missing the chance to gather and share with your family. "The thing that's absolutely devastating is not being able to come together around food," she said.

But to be successful, she had to be strategic she needed to think "outside the barrel."

"The link between hunger and education is really clear."

"Students in the dorms don't usually have kitchens with food around," Ingrid said. "So I went online to find for granted." Community Harvest: Food Bank News

another idea — and that's where I found out how powerful **Virtual Food Drives** are."

EVEN A LITTLE GOES A LONG WAY

Virtual Food Drives are a unique way for people to "shop" online for food. Instead of buying items to donate to the Food Bank, shoppers make a cash donation that allows the Food Bank to purchase food — at bulk-rate price

 — on the donor's behalf. These gifts are not only easy for the donor; they also save precious resources like fuel.

The VFD at Berkeley became an institution. Despite leaving Cal, the legacy Ingrid started has lasted beyond her tenure, with students hosting a Virtual Food Drive over the

Food Drive over the recent holidays. Ingrid took that when she became head of

experience with her when she became head of the Center for Urban Schools and Partnerships at Mills College. Students at Mills had been hosting barrels for years, but when Ingrid took her post, she encouraged them to launch a VFD as well.

The Mills College Virtual Food Drive passed its goal of \$1,600 this holiday, while barrels collected an additional

nd 660 pounds. "Whenever you

donate, you're reminded that you have food," she said. "It reminds you of how much you take

Observations on VFD Donors

- * Most participation is during the holidays
- * Most participants donate as part of a group either corporate or community
- Having a 'Team' feature for each group encourages friendly competition
- * Great for encouraging employee giving and volunteering
- Great for companies that match employees' giving and/or volunteer time



- * Year-round participation
- * Internally, back end capabilities keeping up with front end development

Questions?

Shannon Lee-Rutherford Manager of Individual Giving Alameda County Community Food Bank (510) 635-3663 x327 | srutherford@accfb.org California Association of Food Banks (CAFB) Sacramento, California April 23, 2012

SuperFoodDrive*

GIVING THE GIFT OF HEALTH

Re-Thinking Food Drives Presented by Ruthi Solari, Founder/Executive Director Ruthi@SuperFoodDrive.org

THE FACTS: FOOD INSECURITY & POOR HEALTH



1 in 6 Americans visit food banks as a primary source of household food.

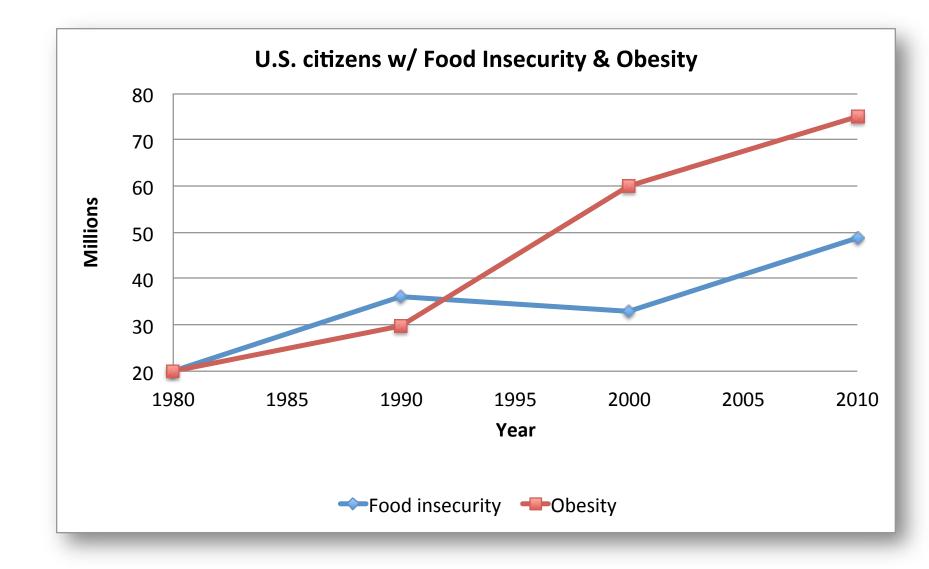
1 in 4 children do not have access to enough food to live a healthy life.

50% of children and adults in the U.S. are overweight or obese.

Over 50% of food insecure individuals have diabetes.

Obesity costs America over \$190 billion in healthcare and loss in productivity.

CORRELATION: FOOD INSECURITY & OBESITY



CORRELATION: FOOD INSECURITY & DIABETES



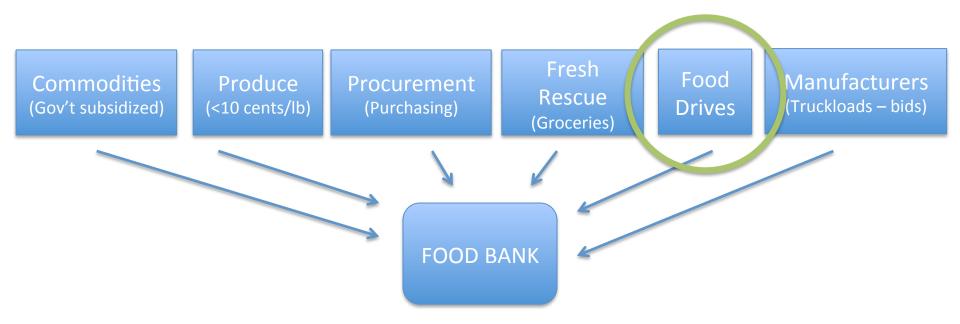
Dark green: highest rate of diabetes hospitalizations Red dots: Food distribution sites Map created July 2012 Healthycity.org

WHY CAN FOOD INSECURITY & OBESITY CO-EXIST?

Risk factors associated with poverty:

- Limited resources
- Lack of access to healthy, affordable foods
- Fewer opportunities for physical activity
- Cycles of food deprivation and overeating
- High levels of stress
- Greater exposure to marketing of obesitypromoting products
- Limited access to health care

THE POWER OF FOOD DRIVES



- Relatively low % of food
- Public education
- Community engagement
- High visibility

RETHINKING FOOD DRIVES

Food Drives



SuperFood Drives



EXAMPLE SUPERFOODS

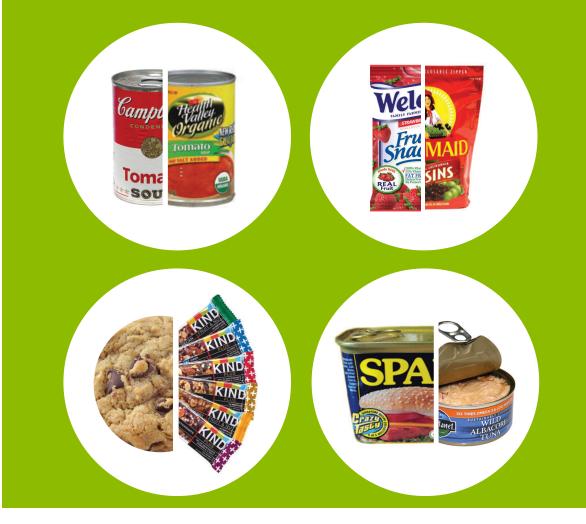
SuperFoods are **whole foods** with high nutrient density per calorie. **Unprocessed** or minimally processed. Help **prevent disease**.

Choose this... Black beans Whole grains **Brown rice** Fruit canned in juice Peanut butter low sodium soup

Not that **Refried Beans Refined** grains White rice in syrup added oil/sugar added salt

EXAMPLE AWARENESS POSTER

When you donate to food drives, small changes make a big difference...



HEALTHY FOOD IS NOT MORE EXPENSIVE



Cost-Comparison Chart

Good news! It doesn't have to cost more to choose healthier foods for yourself or for a food drive. Buying to prepare a healthy meal can be more affordable than buying processed and pre-made foods. You can spend about the same for nearly double the servings of the nutrient-dense foods...

A great reason to 'Give the Gift of Health' to yourself & others!

Choice		SuperFood Choi	ce!
Instant Oatmeal Fruit & Cream (10 servings)	\$2.99	Rolled Oats (30 servings)	\$3.29
Buttered microwave Popcorn (17 servings)	\$3.49	Natural yellow popping corn (24 servings)	\$1.99
Canned Refried Beans (3.5 servings)	\$1.29	Dried black or garbanzo beans (12 servings)	\$1.79
Canned potatoes (3.5 servings)	\$0.99	Mixed canned veggies-no salt (3.5 servings)	\$0,89
Fruit Snacks (6 servings)	\$2.29	Natural dried raisins (17 servings)	\$3.99

SCHOOL SUPERFOOD DRIVES

Weekly themes

Macaroni Mondays

Bring whole-wheat pasta and low-sodium pasta sauce along with a handful of pennies.

Tuna Tuesdays Bring canned tuna or chicken in water along with a handful of nickels.

PB&J Wednesdays Bring jars of protein-packed peanut butter and low-sugar jelly along with a handful of dimes.

Veggie Thursdays Bring cans of low-sodium vegetables along with a handful of quarters.

Fruity Fridays

Bring cans of fruit in their own juices and a \$1 bill. *Every dollar donated turns into six meals!*





MyPlate Portion sizes for kids

Dhild's Age	1 miles	Mignitubles	Crains	Contract French	Palry/Coldum rich foods	Allevance
2-5 m	1.00	204	3 ml. equivalents*	7 dd. aquivalent/**	2009	I teapoon
44 yrs.	115 sat	1.5 tige	S.g. equivalents*	4.00 mpdvalents**	25 cups	4 teaspoorts
9-13 girls	15 cups	2 cups	5 or equivalents*	3-st stalvalent/**	3 cups	3 telepoons
9-13 beye	3.5 cups	2.5 type	K or equivalents*	5-sz nyulvalanty**	8 cops	S taaspoorte
18-18 girls	15 cupi	2.5 rige	8 ad equivalents*	3-ez espivalent/**	3 cups	5 telespoons
14-18 beyn	2 cigs	Form	B sa equivalents*	8-5 or inguluaterost**	8 cups	& teuspoorts

**1 or equivalent of Protein Foods: 1 egg, % or of nuts or seeds, 1 or of cooked meat/ poultry, flub, % cup of cooked beams, or 1 tablespoon of peanut butter.



COMMUNITY SUPERFOOD DRIVES



SHOPPING LIST

GIVE THE GIFT OF HEALTH

by providing nutrient rich new penintratile food items to populations in reset. On the back of this card is a shopping list of the roost needed items to help you which the heatherst food to devastil

WHOLE GRAINS

- O Brown or wild rice
- Quinoa or cous-cous
- O Wheat berries, amarath, teff
- Steal cut or rolled oats
- \bigcirc Whole wheat or brown rice pastas
- Whole grain cereals (with either oats, whole wheat or brown rice listed as the first ingredient and/or with at least five (5) grams of fiber per serving)

PROTEINS

- Canned cold water fish: sardines, tuna or wild salmon packed in water (not oil)
- canned beans, legumes: black beans, garbanzo beans, aduki beans, kidney beans, lentils
 Nuts and seeds: pumpkin seeds, sunflower
- seeds, almonds, walnuts, cashews O Nut butters: natural, non-hydrogenated nut
- butters such as almond, peanut, macadamia or tahini butter

FRUIT AND VEGETABLES

- Canned fruit and vegetables: packed in water (not syrup), low sodium
- Dried fruits (preferably with no added sugar): blueberries, prunes, cranberries, apples, Mangos, etc.
- O Canned, low sodium soups

HERBS AND SPICES

- Green and white tea
- Herbs and spices to flavor beans and grains: oregano, basil, black pepper, garlic powder, rosemary, thyme, dill, etc.
- Olive oil, canola oil, sesame oil

For more information visit: www.superfooddrive.org

HEALTHY FOOD SHOPPING LIST





EXAMPLE OFFICE HEALTHY FOOD DRIVE

GROCERY SUPERFOOD DRIVE INFORMATION

Barrels





Posters



Bag



Shelf-talkers

SUPERFOOD PARTNERS

PROVIDE HEALTHY FOOD AND NUTRITION EDUCATION

- 1. Training and resources
- 2. Nutrition education
- 3. Increased access to healthy foods





EXAMPLE HEALTHY FOOD DRIVE FLIER



MOST NEEDED ITEMS:

- Peanut Butter (Non-hydrogenated preferred)
- Whole Grain Pasta
- Low Sodium Pasta Sauce
- Whole Grain Oats and Cereal
- Brown Rice
- Canned Tuna & Chicken in water
- Canned Fruits in natural juices
- Canned Vegetables in water
- Canned Soup (low sodium preferred)
- Beans & Lentils

NO GLASS PLEASE

FASD is 'Nourishing our Neighbors' by hosting Healthy Food Drives

At a time when 1 in 5 San Diegans don't know where their next meal is coming from, Feeding America San Diego (FASD) is leading our community in the fight against hunger. As we seek to create a healthy and hunger-free community, we know that the opposite of hungry isn't full – it's healthy. After all, hunger relief is more than about filling bellies – it's about nourishing hearts, minds, and bodies. That's why it's so important that the food we provide our hungry neighbors is full – not of empty calories and harmful ingredients – but of wholesome, healthy, and nutritious goodness. We're nourishing our neighbors, and we need your help. Thank you for your support!

www.superfooddrive.org

online healthy food drive resource center

- Healthy food drive tool kits

 Food Banks and Food Pantries
 Organizations working with youth
 Community members

 Nutrition education materials
- Recipe database



"Let your food be your medicine. Let you medicine be your food" – Hippocrates





"The opposite of hungry isn't full... ...it's healthy!"





SuperFoodDrive[®]

GIVING THE GIFT OF HEALTH

www.superfooddrive.org Ruthi@SuperFoodDrive.org