Kwik Trip’s Food Rescue Program
Iowa Hunger Summit • Oct. 13, 2015

together we can solve hunger.™

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Community Relations Manager
Kwik Trip, Inc.
Overview of Kwik Trip, Inc.

• Celebrating 50th business anniversary in 2015.

• Kwik Trip, Inc. owns and operates 5 production facilities
  – Dairy, Kitchens, Bakery, Beverage & Ice Facilities.

• Warehouse and distribute these products to our retail stores.

• These operations support over 500 Kwik Star & Kwik Trip, Kwik Star & Kwik Trip Express and TOP stores, 165 car washes and 32 CNG stations in Iowa, Wisconsin and Minnesota.

• Kwik Trip, Inc. employs over 16,000 co-workers in IA, WI & MN.

• Our retail stores serve over 5 million guest a week.

• Company annually shares 40% of pre-tax profits with co-workers.

• Families Helping Families, Inc. – Internal Charitable Organization has helped over 1,200 co-workers monetarily and professionally.
Growth Strategy

PEOPLE
• We plan to keep company in the 2nd, 3rd, and 4th generations of family ownership.
• Adding 500 new jobs annually over the last decade and in 2015, 30+ new stores and 1,000+ new jobs.
• Reinvesting 70% of profits in profit sharing and expansion.

FOOD
• Competitive pricing
• Fresh food delivered daily

VERTICAL INTEGRATION
• Kwik Trip makes, ships and sells 80% of its own products
• By cutting out the middle man, Kwik Trip passes the savings onto its customers and shares more profits with co-workers
OUR MISSION STATEMENT

“To serve our customers and community more effectively than anyone else by treating our customer, co-workers, and suppliers as we, personally, would like to be treated and to make a difference in someone’s life.”
Food Safety Laboratory

• Laboratory facility completed in 2008

• Established partnership with Marshfield Clinic Health Care System
  - Samples tested seven days a week (3,000 per week)
  - Ingredients, Environmental and Food/Beverage samples

• Dr. Jay L.E. Ellingson, Corporate Director of Food Safety & Quality Assurance,
  - Ph.D. in Molecular Microbiology from Marquette University
  - Worked with federal government (USDA) and large health care organization (Marshfield Clinic)
Food Rescue Program, Partnership & Operations

- **Hunger is a solvable problem.** Roughly 70 billion pounds of edible food is lost in the United States each year ([Food and Agriculture Organization of the United Nations and the World Economic Forum](https://www.fao.org/)). Hunger in America is not about supply, it is about redirecting the excess food that is lost each year to those who need it most. (Source: Feed My People Food Bank)

- Kwik Trip Management & Retail Team Frustrated By Food Waste – Want to Divert to Those Who in Need

- Pilot Project with Channel One Food Bank → Low Volume Product Donations Filled Supply Chain Needs

- Selected Feeding America – Network of 200 Food Banks, Uniform Food Safety Standards & Guidelines, Third Party Audits & Proactive Approach to Ensure Safe Food Chain

- Mitigate Liability – “Indemnification Hold Harmless Agreement” with Each Food Bank

- Determine Acceptable & Non-Acceptable Products

- Coordinate Food Pick Up Logistics – Food Banks Pick Product Up At Kwik Star/Trip Stores

- Develop & Implement Communication Strategy with Stores & Feeding America

- Additional Food Banks Aligned with New Store Locations

- Annual Review with Partner Agencies
Creating Partnership with Feeding America

- Channel One Regional Food Bank (Rochester/La Crosse) – November 2011
  » Marty Putz, Kwik Trip’s Senior Food Safety Officer
  » Vince McCoy
  » Ed Stites
- Second Harvest Heartland (Minneapolis/St. Paul) – September 2012
  » Feed My People Food Bank – Eau Claire, WI
- Northeast Iowa Food Bank (Waterloo) – September 2012
- Second Harvest Food Bank of Southern Wisconsin (Madison) – March 2013
- Feeding America Eastern Wisconsin (Milwaukee/Green Bay) – April 2013
- Second Harvest Northern Lakes Food Bank (Duluth/Superior) – September 2014
- River Bend Food Bank (Davenport) – April 2015

• Utilizing Feeding America’s Structure – Agency Structure
  – Keep it simple for both Kwik Trip, Inc. and our partners

Food Sourcing & Operations
Acceptable & Non-Acceptable Product Donations from Kwik Star and Kwik Trip Stores

Non-Acceptable Product Donations:
• Visible bruising, rotting or mold.
• Does not look appetizing or has lost quality presentation
• Canned/Non-Perishable foods with punctures, bulges or serious damage (including evidence of leakage)
• Damaged or compromised packaging resulting in the loss of sanitary barrier protection
• Severe freezer burn
Acceptable Kwik Star/Kwik Trip Product Donations

**Cooler**
- Beef Sticks
- Cheese Planks
- Pudding/Jell-O’s
- Beverages – from the Kwik Trip, Inc. Warehouse
- Water & Juice
- All Milk Products
- Faygo Soft Drinks

**Backroom – Dry Goods**
- Chips
  - Exception—Frito Lay Products
- All outdated products off dry goods shelves
- Bananas
- Spotted Bananas
Acceptable Kwik Star/Kwik Trip Product Donations

**Freezer**
- Novelty Case Product
- All Freezer Items
- Once recorded as waste, store in freezer:
  - Packaged Bakery
  - Fresh packaged bakery assembled at store
  - Bagels/Muffins (after product goes through its life cycle)
- Breakfast Door product
  - Exception – Eggs
- Packaged Meats Doors

- Fresh Meat Products
- Bread & Buns
- Flour Tortillas
- Fresh Case Sandwiches
- Exception – Egg Salad Sandwich
- Exception – Tuna Salad Sandwich
- Cheese Mountain Pizza
Non-Acceptable Kwik Star/Kwik Trip Product Donations

- Hot Spot Items – any items cooked at store level
- Roller Grill items
- Condiment Cooler items
- Yogurt or Yogurt Parfaits
- Fruit – Apples/Oranges/Pears etc.
- All Salads
- Single bakery items
- Glazers
Food Donation Storage and Pick Up

- Food products must be stored in appropriate conditions in a designated/labeled tote, under temperature control, 6” off the floor and above or away from any chemical/toxic items, etc.

- All items removed from sales floor or appropriate displays should be stored in appropriate location for pick-up by a Food Bank agency.
Pounds Donated – Retail and Production

Channel One Totals
Second Harvest Heartland
Northeast Iowa Food Bank
Second Harvest Food Bank
Feeding America
Eastern Wisconsin
Summary of Kwik Trip’s Food Rescue Program

- 8 Feeding America Food Bank Partners
- Donated 1,215,763 Pounds of Food in FY 2015 (10/1/14 – 9/30/15)
- From 2011-2015, Kwik Trip Donated 2,905,861 Pounds of Food!
Donations & Funding for Food Banks

• Year-End Meeting Campaign
  - Non-perishable donations from co-workers at 22 annual meeting sites.
  - All food donations are given to the food banks in the regions they are collected.

• Kwik Trip, Inc. Donations
  - $100,000 from 2015 Icon Sales; Tied to Incentives at All Retail Stores
  - $50,000 from 2014 Coin Canister Campaign

Food Bank Partners

- Jim Bressi (Kwik Trip’s Director of Food Research and Product Development) serves as Chairman of Channel One Regional Food Bank’s Board of Directors

- 472 Kwik Star and Kwik Trip Stores Participating in Food Rescue Program
Volunteer In Your Community To Help End Hunger!

“We make a living by what we get. We make a life by what we give!”

- Sir Winston Churchill
We appreciate your interest in and support of Kwik Trip, Inc.
Questions?
Thank you for your time

together we can solve hunger.