



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

together **we can solve hunger.**<sup>TM</sup>



David W. Ring  
Community Relations Manager  
Kwik Trip, Inc.

# Overview of Kwik Trip, Inc.

- Celebrating 50<sup>th</sup> 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

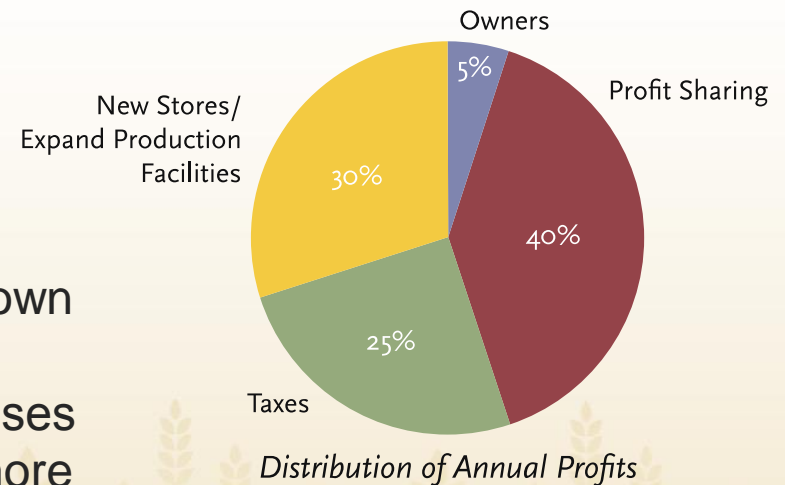
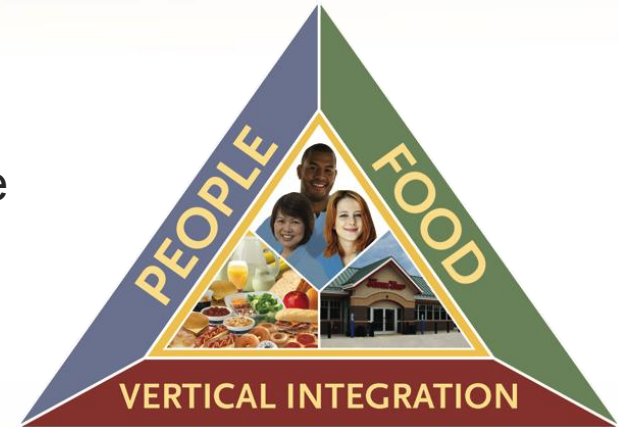
- We plan to keep company in the 2nd, 3rd, and 4th generations of family ownership.
- Adding 500 new jobs annually over the last decade and in 2015, 30+ new stores and 1,000+ new jobs.
- Reinvesting 70% of profits in profit sharing and expansion.

## 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





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## 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*). 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

# 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

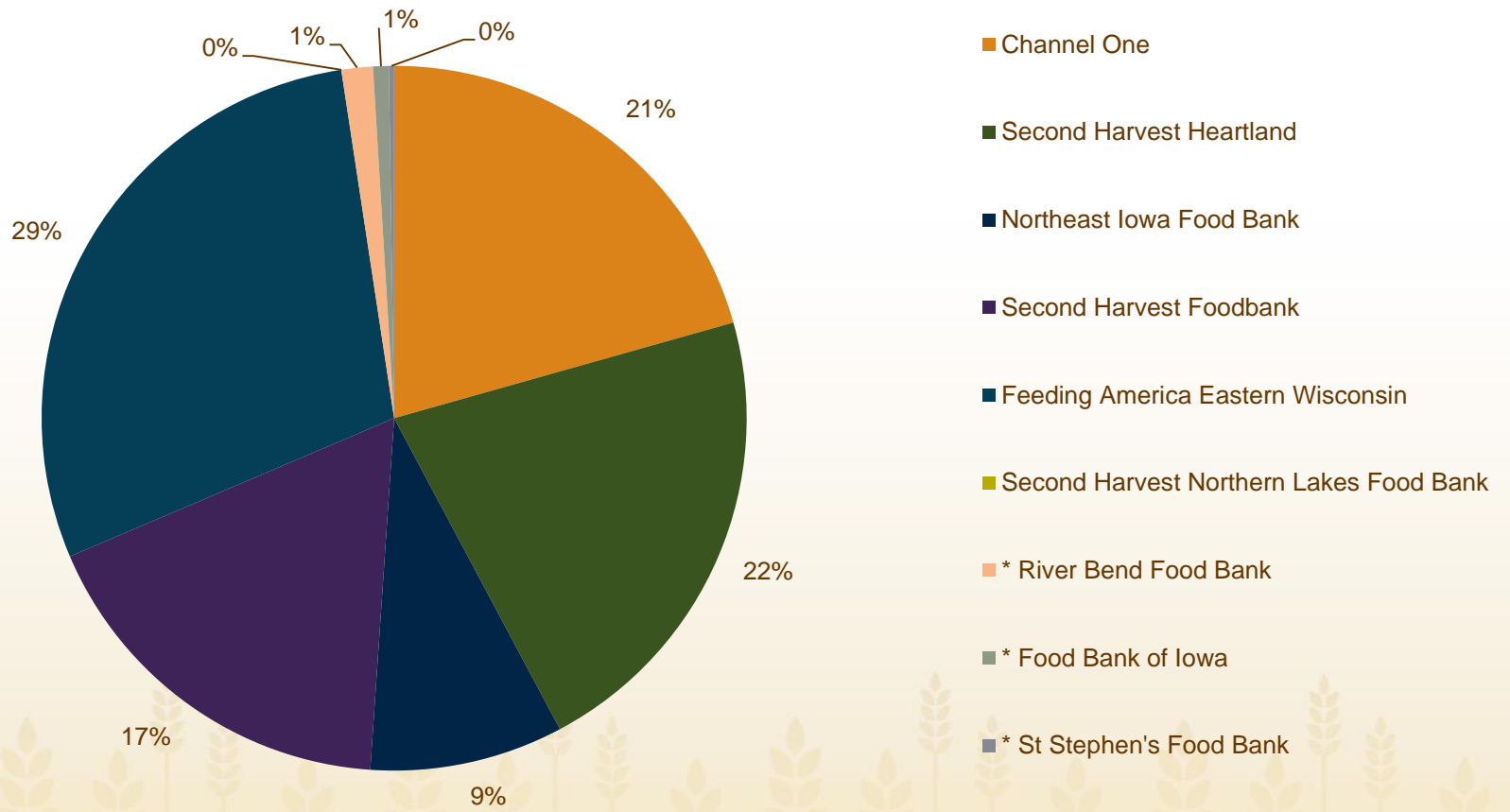
- Hot Spot Items – any items cooked at store level
- Roller Grill items
- Condiment Cooler items
- Yogurt or Yogurt Parfaits
- Fruit – Apples/Oranges/Pears etc.
- All Salads
- Single bakery items
- Glazers

# Food Donation Storage and Pick Up

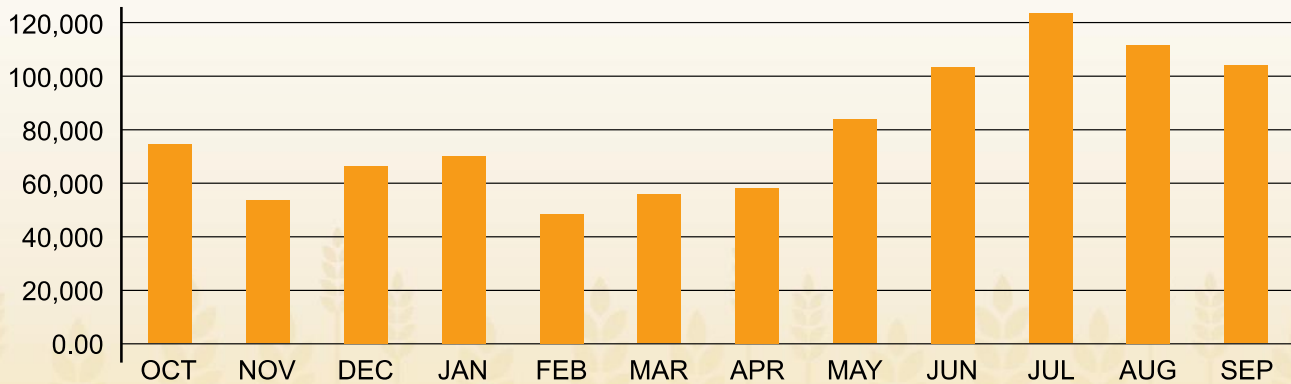
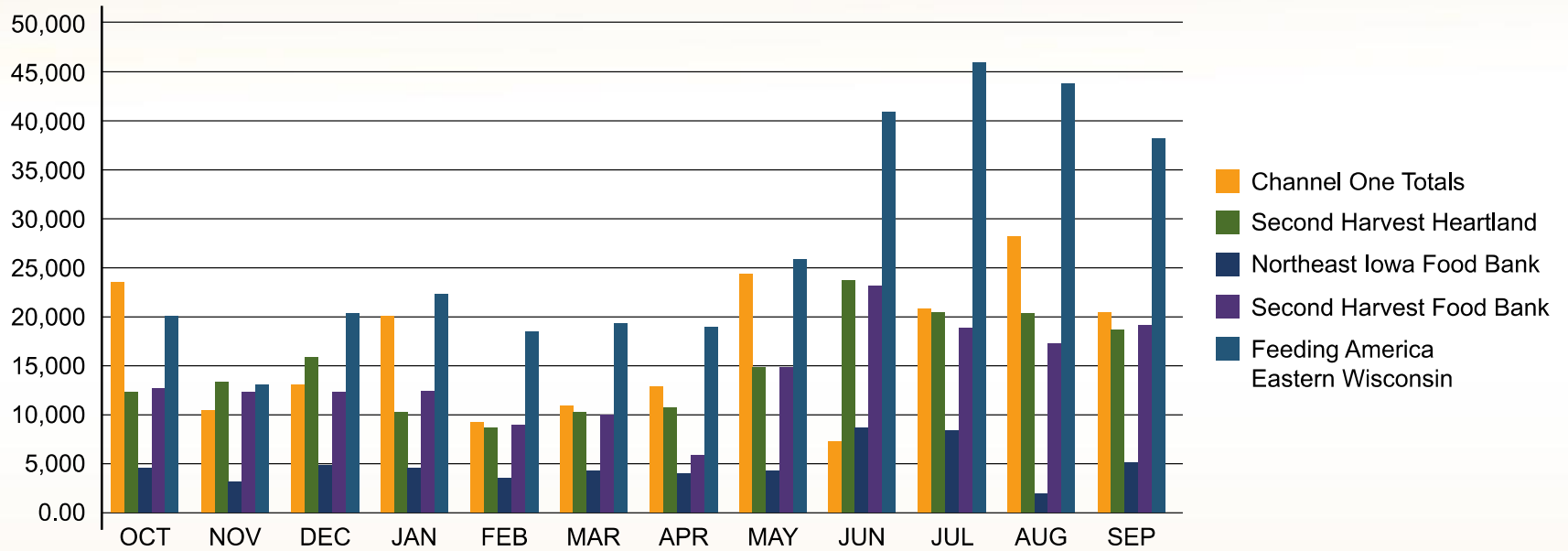
- Food products must be stored in appropriate conditions in a designated/labeled tote, under temperature control, 6” off the floor and above or away from any chemical/toxic items, etc
- All items removed from sales floor or appropriate displays should be stored in appropriate location for pick-up by a Food Bank agency.

# Distribution of Stores

## Food Banks



# Pounds Donated – Retail and Production



# 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.™**

Iowa Hunger Summit

October 13, 2015

Des Moines, IA