

**Expand Your Market
and/or Profitability
for COSMETIC
SECONDS –
Reduce
~~FOOD WASTE~~
WASTED FOOD**

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Why Use Ugly Fruits and Veggies



HUNGER

- Reducing food losses by 15% could feed 25+ million Americans

SHORT WINDOW OF OPPURTUNITY

- Landfill bans rolling out rapidly nationwide
- Much more valuable as food

WHO DOESN'T LIKE A CHALLENGE?



It can happen!

The Gleanery seeks to Create a new model for addressing food waste and local food preservation

Connect with the many like minded business and organizations in our regions

Create real commitment and teamwork between producers, chefs, artisans, and consumers.

Foster a healthy ecology with consideration to the impact on the land and people involved in nourishing us.

Build a Culture of Zero Waste



- Identify Products that have shorter shelf life
 - ▣ Identify many recipes for products at the many stages of “ripeness”
 - Competitions are a good tool to engage all members of staff.
- Celebrate your efforts
 - ▣ Share your stories with distributors, growers and guests
 - ▣ Encourage others to take similar action to reduce food waste

Look Beyond the initial ingredient.



Dehydrate/Pickle



Don't Forget about the vinaigrette!



Artisan Cheese “over aged”



Accidents happen
in production, But
IT'S STILL TASTY!

Give products
a distinctive
name and a
unique story.



Would you buy this?



- Based off of our post farmers market pick ups... most consumers say no.

CHOP IT UP!

Customer facing surplus



Share the before and after with the customer.

They Dig it!

If you've got it, Flaunt it!



**Don't Be
Embarrassed... IT'S
FOOD!**

In the root
cellar a
little too
long



DAILY

TABLE

BRINGING SOLUTIONS TO 3 MAJOR PUBLIC ISSUES



Challenges:

Hunger: 1 in 6 Americans is food insecure

Surplus: 40% of food grown in the U.S. is never consumed (~5.4 billion pounds of annual surplus in supermarkets alone)

Obesity: 1/3 of all Americans are obese (50% higher than in 1990)

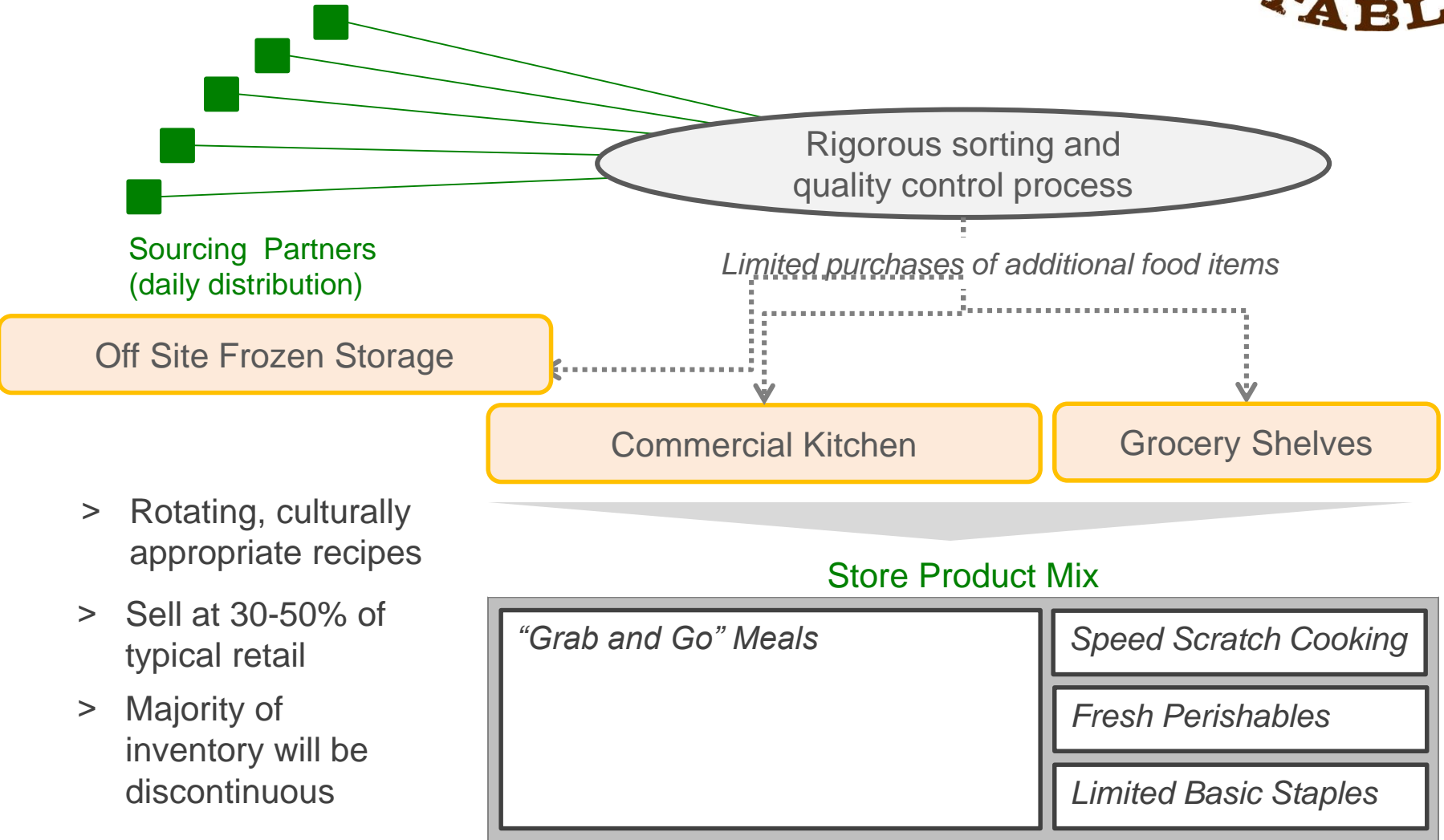


Solution:

Daily Table will turn the **surplus food supply into a solution**, providing nutritious quick-serve and grocery offerings at prices that compete with fast food, in a convenient retail setting that promotes dignity

Bill Emerson Good Samaritan Food Donation Act (1996) – helps protect food donors from liability associated with donated food

Daily Table Operating model



- > Rotating, culturally appropriate recipes
- > Sell at 30-50% of typical retail
- > Majority of inventory will be discontinuous

The Sorting Process





The Sorting Process



Summary



- Daily Table is a model to transform a problem into a solution
- Addresses challenge of providing affordable nutrition in low-income areas
- Creates a more sustainable financial model

It's scalable: it works wherever there is a concentration of excess nutritional food (grocers, food service or manufacturers)

It's sustainable: creates a NPO that is a breakeven operating retail format, dramatically reducing the need for future philanthropic contributions

Retail has the ability to:

- Deliver dignity along with solution
- Drive job growth and be an engine of prosperity
- Educate customers and “nudge” behaviors
- Partner with health care providers
- Build long-term capacity in the community

Thanks!



extraordinary food for extraordinary people

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