



Navigating New Federal Realities: Strategies for Food Rescue Resilience



A few reminders:

Drop your questions in the Q&A as we go!

Yes, this is being recorded!

A recording of this presentation will be emailed within the next few days.

Links provided at the end of the webinar:

- Request a follow-up meeting
- Next webinar



New Federal Realities: **Canceled Grants**

HOUSTON

Federal
justice

Colorado environmental justice groups are struggling to keep their projects alive after federal funding cuts

EPA workforce

The Trump administration is aiming to



Tom Temin | @ttemin
April 11, 2025

EPA canceling nearly 800 environmental justice grants

BY RACHEL FRAZIN - 04/29/25 5:10 PM ET

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[Caitlin Looby](#)

Milwaukee Journal Sentinel

Trump cuts

Budget would make nearly \$2.5B in cuts to state revolving loan funds

BY DANIELLE KAEDING • MAY 7, 2025 • UPDATED MAY 7, 2025 at 7:24 AM

scientific progress.



New Federal Realities: **Cuts to Snap+**

House Reconciliation Bill Proposes Deepest SNAP Cut in History, Would Take Food Assistance Away From Millions of Low-Income Families

More Than 2 Million Children Live in Households That Would Lose at Least Some SNAP Benefits; SNAP Could End

MAY 28, 2025 | BY [KATIE BERGH](#), [DOTTIE ROSENBAUM](#) AND [WES](#)

LOCAL NEWS

Pennsylvania food banks worry about SNAP cuts in federal government's proposed budget bill

KDKA
NEWS

By Jessica Guay

Updated on: June 3, 2025 / 10:21 AM EDT / CBS Pittsburgh



Unprecedented Scale

Amid Trump cuts, can foundations fill the hole? 'Never,' funders say.



by JUNYAO YANG

May 29, 2025, 3:12 pm



The good news:

1. Food recovery is a sensible approach to feeding people
2. Businesses haven't pulled back on their commitment to food donation
3. Undersecretary for REE Schott Hutchins
4. Earned income is becoming more common in food recovery





Josh Wieland

Vice President of Operations

412 Food Rescue



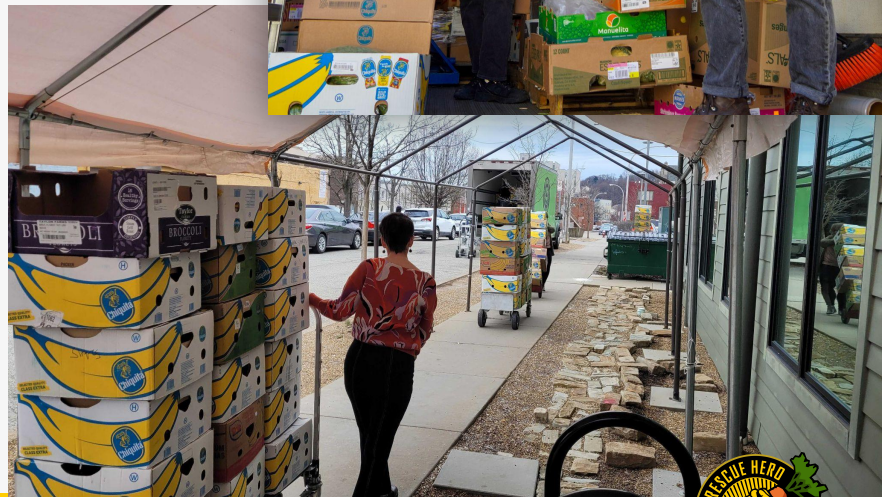
1. Pay for Play

Becoming more common to see pay for pick-up

- Providing a real service for donors
 - ◆ Reducing their waste fees &
 - ◆ Providing data for tax credits
 - ◆ Helping meet state requirements
 - ◆ Internal commitments to sustainability

Models include:

- Rescuing Leftover Cuisine
- Food Donation Connection



1. Pay for Play

Monetizing Corporate partnerships

- Sponsorships
- Pay for group volunteer experience
- Matching donations
- Collaborations and in kind donations



2. Selling at a Good Samaritan price

Meal production provides revenue opportunity

- Helps handle over abundance
- Creates closed loop system
- Meals have added value for partners
- Opportunity to recover costs

GOOD FOOD PROJECT

A PROGRAM OF 412 FOOD RESCUE



Revenue-Generating Programs

FarmShare is an example of a parallel program created specifically for revenue generation.

- Partner with farms to absorb their b-grade & surplus
- Share sponsorship-corporate or individual
- Packing becomes a corporate volunteer event



Revenue-Generating Partnerships

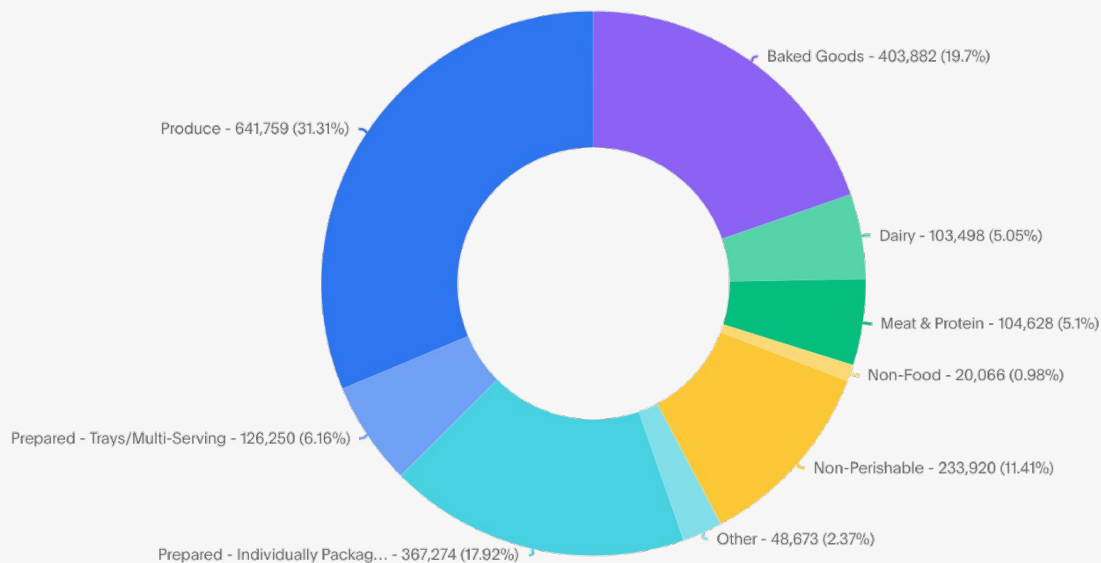
Grocery bags of rescued foods in partnership with Housing Authority of City of Pittsburgh.

- HUD Funding
- Fulfills their service requirements
- Cost effective way to fill the gaps created by federal cuts
- Packing becomes a corporate volunteer opportunity



FoodRx

- Food is Medicine
- Medicare
- Medicaid 1115 Waivers



Urban Gleaning

- Gleaning of untended fruit trees
- Corporate volunteering
- Product to distribute or upcycle



Upcycling

Partner collaborations with local businesses is a great outlet for surplus surplus, damaged items, or gleaned fruit.

- Distilled products
- Ice cream

Benefits:

- ★ Generates revenue
- ★ Opportunity for marketing and PR
- ★ Uses hard to place items



Putting it Into Action:

- SWOT Assessment under revenue context to frame potentials
- Create supportive understanding through a Pro Forma practice
- Look to your value chains as humans
- Define hospitality
 - ◆ **How you make people feel will stick with them**



Questions?



A  **FOOD RESCUE HERO™** WEBINAR SERIES

HOW TO START A FOOD RESCUE

Lesson ⑥:

Building a Strong Board & Volunteer Team

Report to class on June 17, 2025 @ 1pm ET





Navigating New Federal Realities: **Advocacy**

JULY 9 | 2PM ET





Making greater impact, together.



FoodRescueHero.org