

Spoiler Alert

**How emerging technologies can support
food recovery & waste diversion \$**

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Experience:

Deloitte Consulting, Sustainability Practice
ClearCarbon Inc. (acquired by Deloitte)
NextEra Energy, Energy Storage & Innovation
U.S. EPA, Climate Protection Partnerships

Education:

Georgetown University, B.S.B.A. Finance & Environmental Studies
MIT Sloan, MBA in Entrepreneurship & Sustainability



Spoiler Alert



Born out of MIT
in June 2015



Sustainability, ops &
software expertise



Graduates of 2 top
startup programs



North America's
largest food distributor



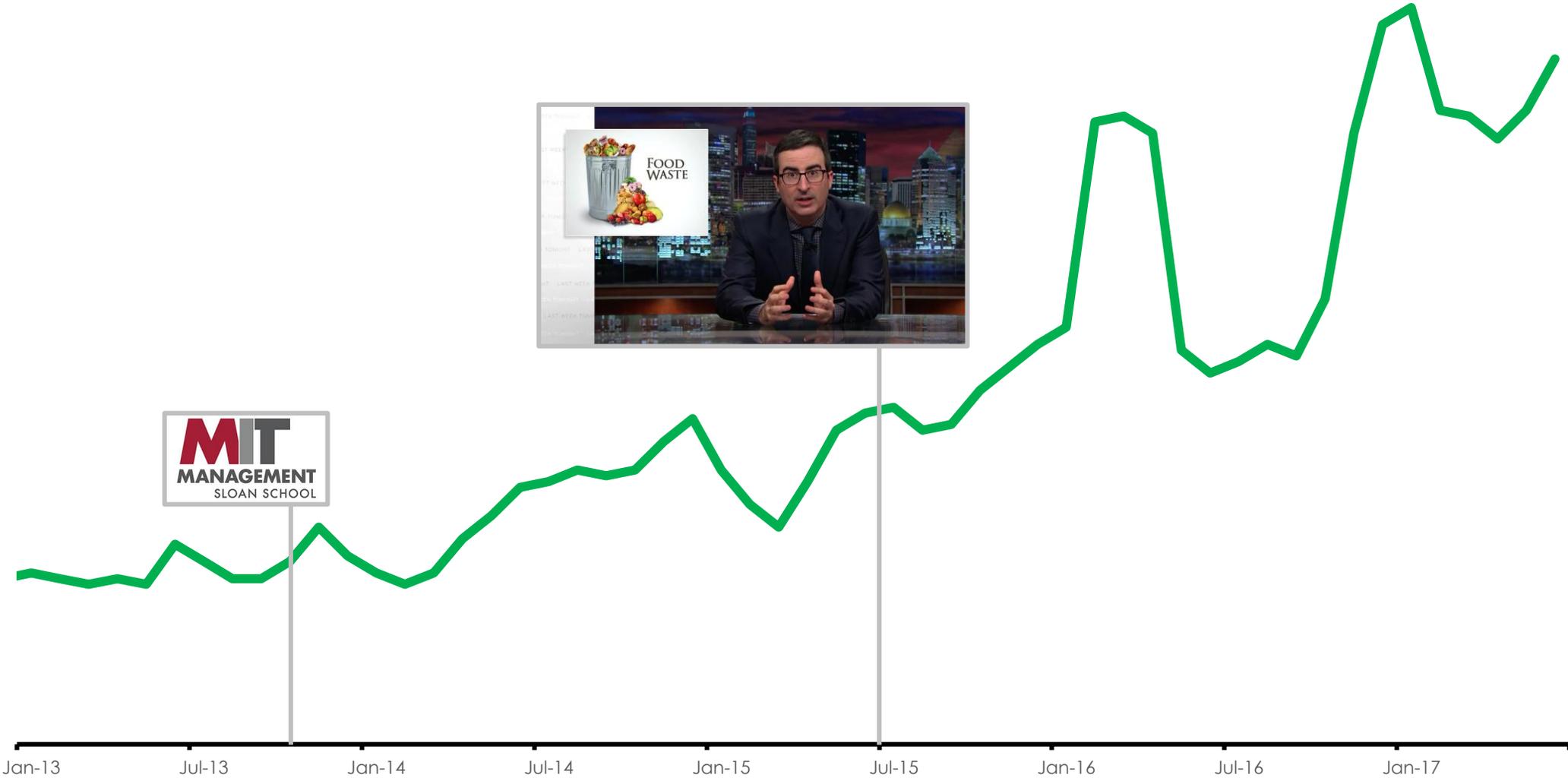
ACRE

\$2.5m VC investment,
led by Acre Ventures



Media coverage on “food waste”

Adapted from CB Insights



Growing number of

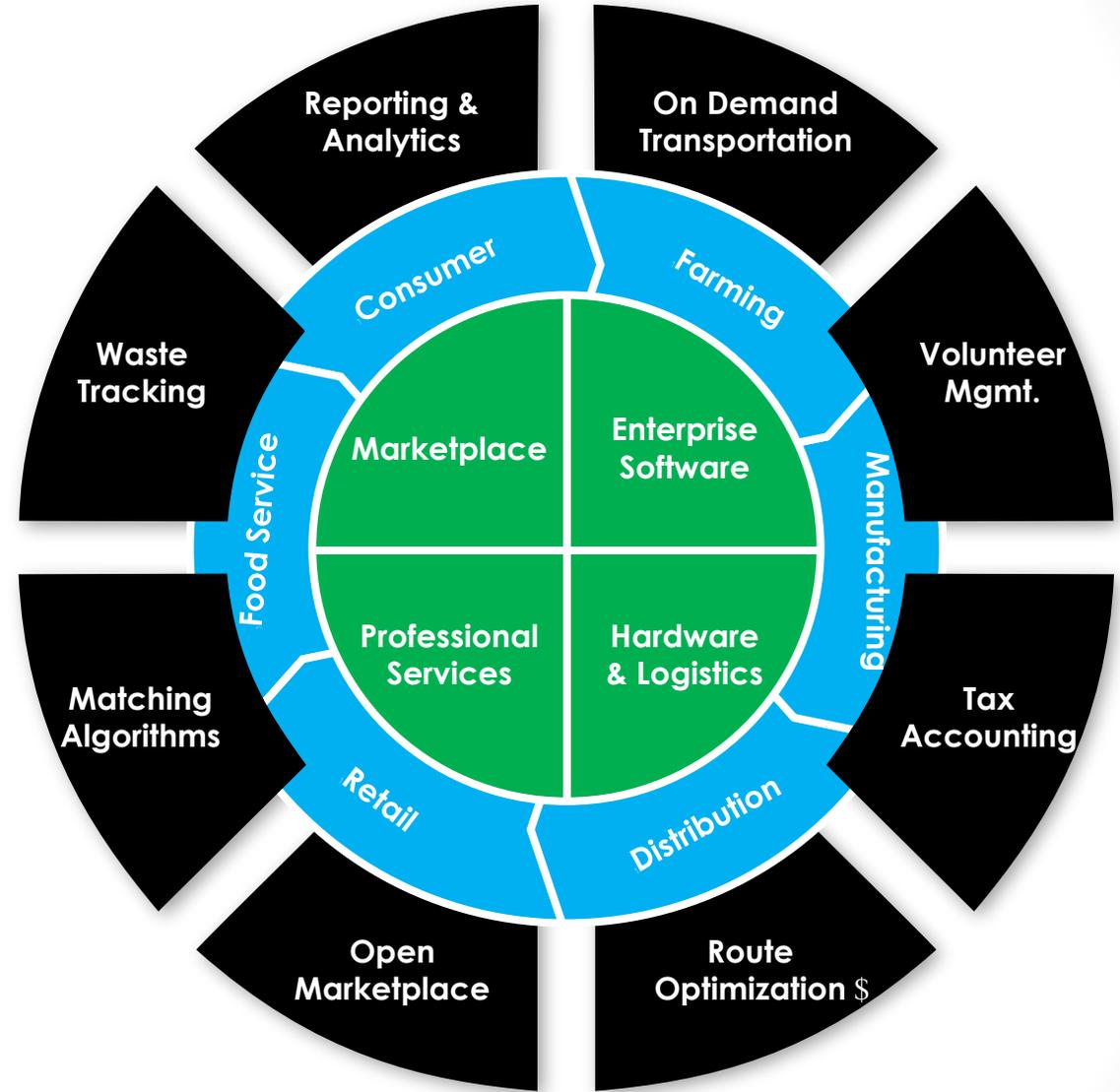
Food recovery tech solutions \$

These solutions vary across

Business model \$

Industry vertical \$

Service offering \$



Our food system and supply chain

From production to consumption

Production



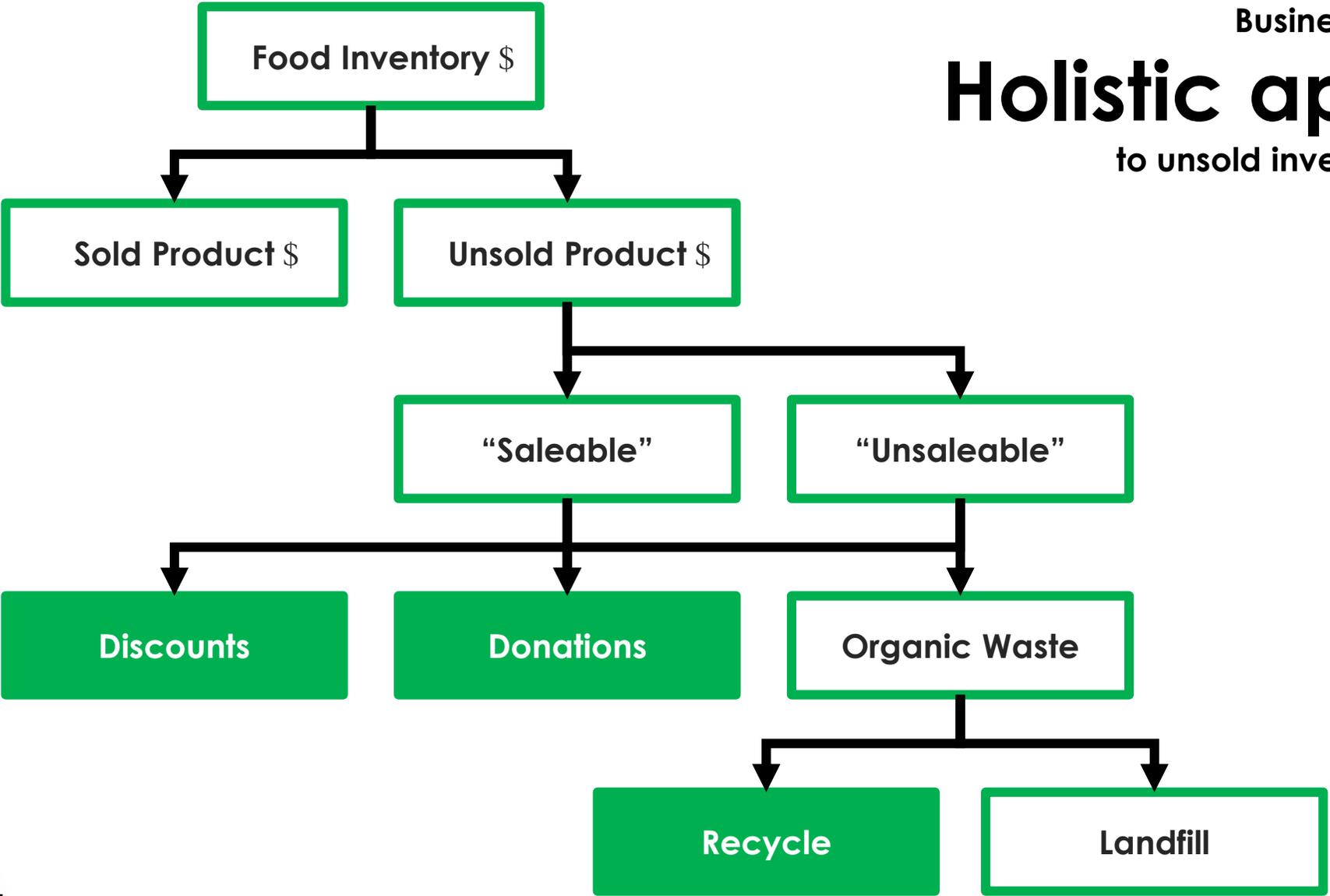
Consumption



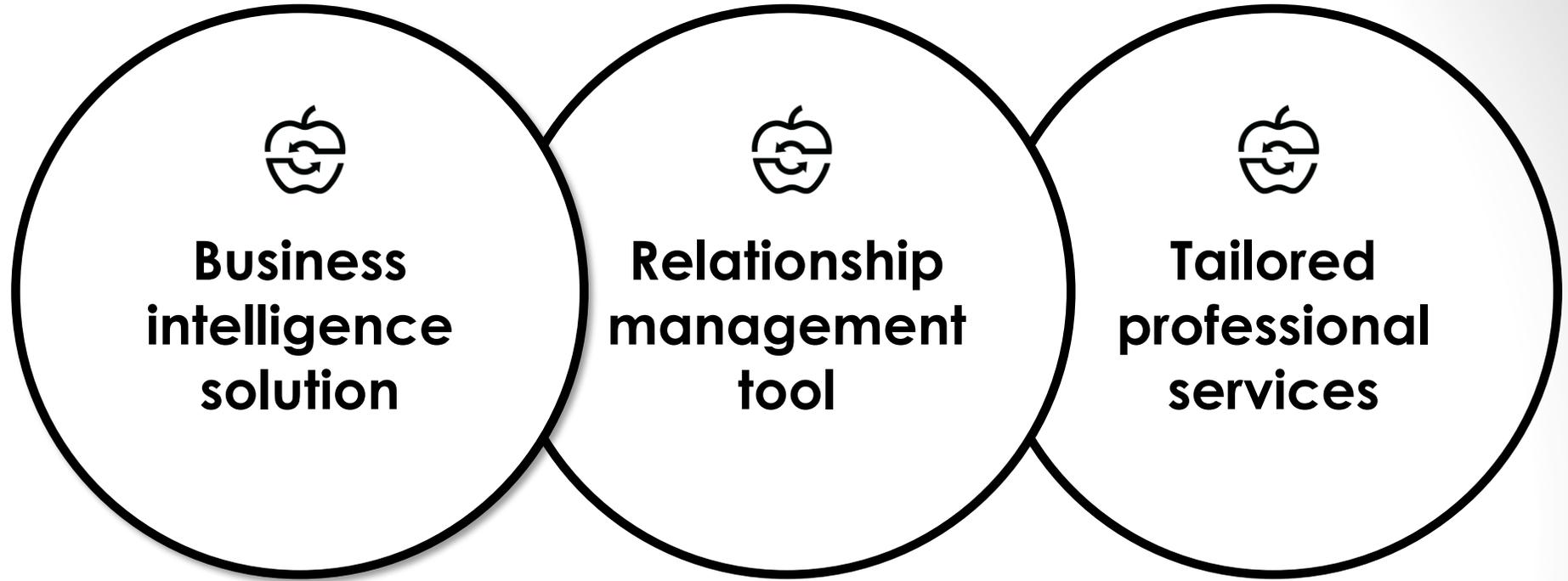
Businesses need to take a

Holistic approach

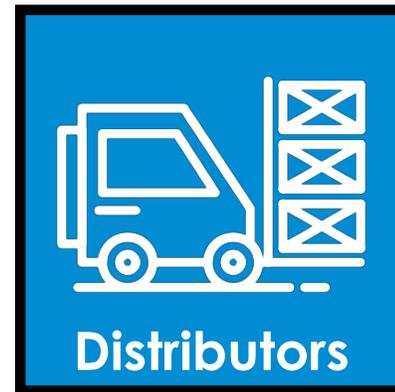
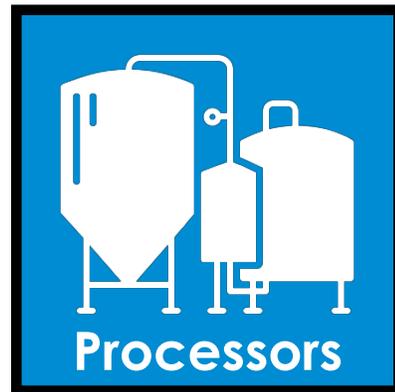
to unsold inventory management



We offer...



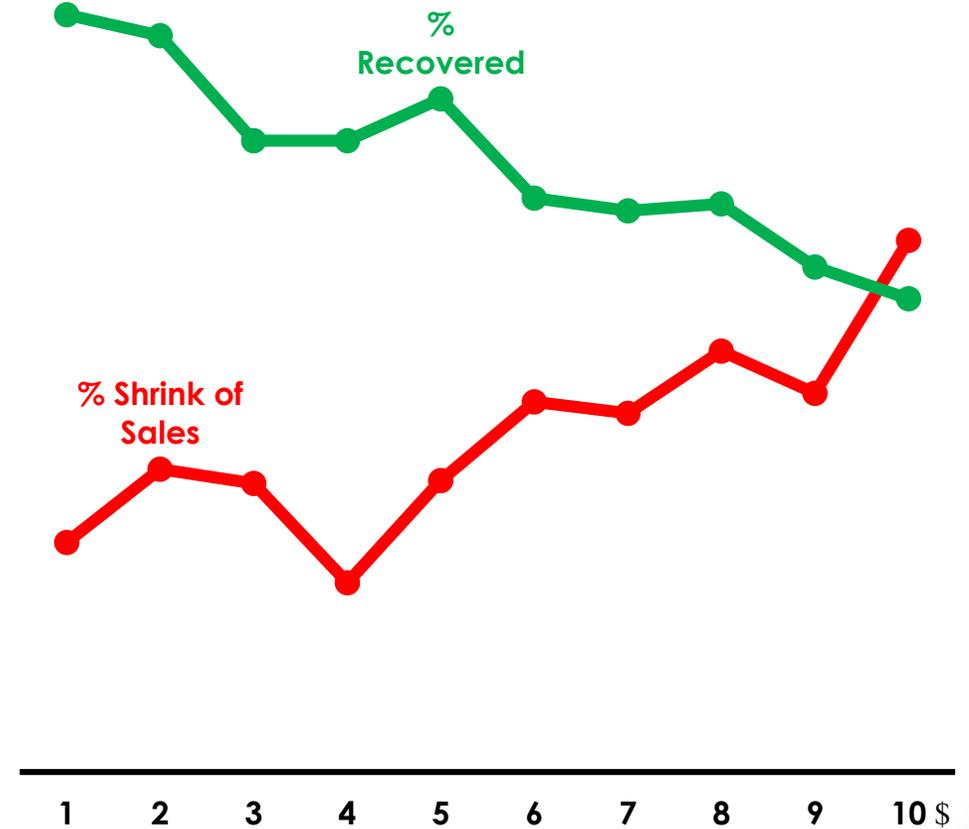
Intended for...

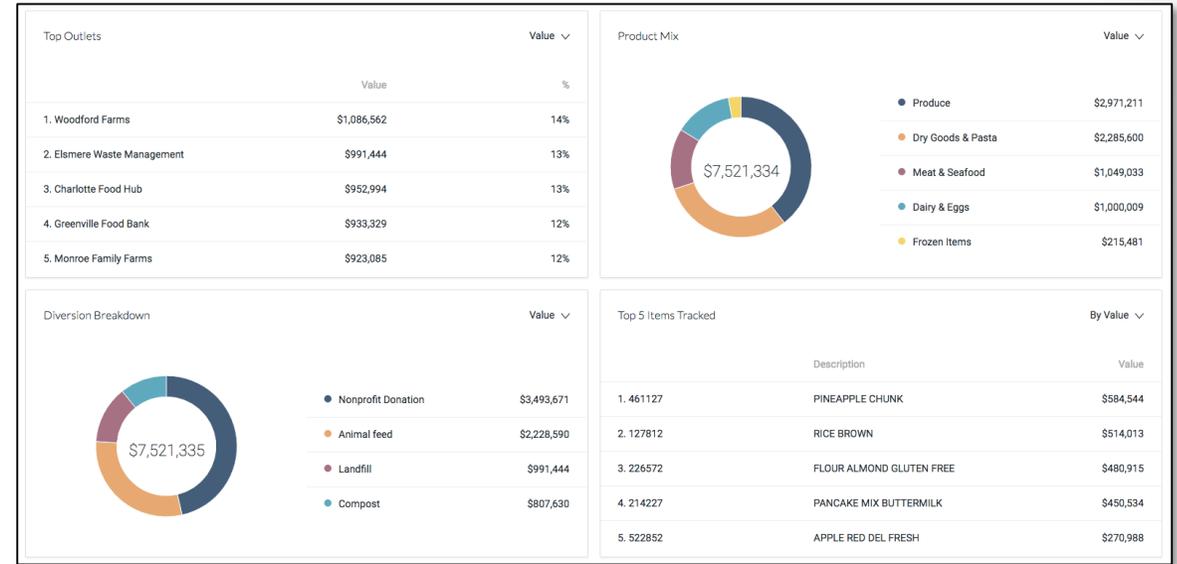
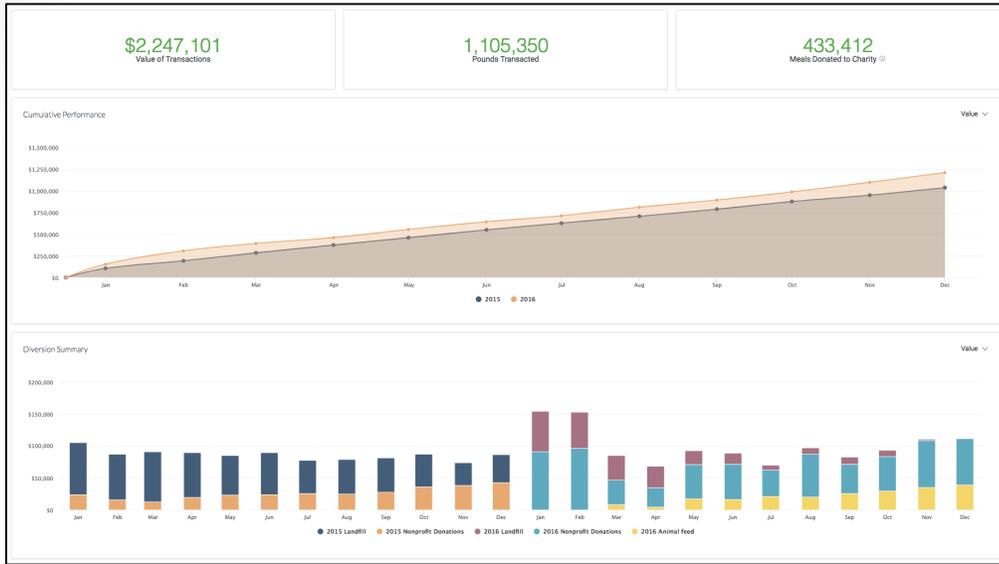


Absolute Terms



Normalized Metrics \$





Data

Unlock product-level insights that enable performance improvement

Outlets

Maximize value of byproducts through established and new outlets

Engagement

Promote environmental, social, and financial impacts to key stakeholders

Capture product-level insights

through alignment with a company's specific finished goods and byproducts



Spoiler Alert

-  Dashboard
-  Marketplace
-  Activity
-  Items
-  Tax

Items

+ New
EM

Item Catalog Create Import History

An item catalog contains products that your business may list in the Marketplace or reference in Reporting to assist in express posting and item traceability.

Show 25 entries Search:

☐	Site Name	Item Number	Description	Brand	Category	Primary UOM	Pack	Pack Size	Pack UOM	Price/Unit	Cost/Unit
☐	REM Wholesale	263607	TOMATILLO FRESH	FRESH FARM	Produce	cases	1	10	pounds	\$22.30	\$14.84
☐	REM Wholesale	115467	HUMMUS RED PEPPER	CLAN	Prepared Food	cases	12	3	ounces	\$24.60	\$20.50
☐	REM Wholesale	140157	AVOCADO HASS FRESH	GUACO	Produce	cases	6	1	each	\$21.25	\$11.55
☐	REM Wholesale	152502	CABBAGE HEADS	PATCH	Produce	cases	1	10	pounds	\$23.60	\$15.50
☐	REM Wholesale	164847	YOGURT FRENCH VAN	ROCKY'S	Dairy & Eggs	cases	12	6	ounces	\$12.00	\$8.50
☐	REM Wholesale	177192	MILK SKIM GAL	MOO	Dairy & Eggs	cases	4	1	gallons	\$16.00	\$12.50
☐	REM Wholesale	189537	BEEF SIRLOIN	TIPS	Meat & Seafood	cases	6	5	pounds	\$115.06	\$85.40
☐	REM Wholesale	201882	SAUSAGE LINKS CHORIZO	LINKS	Meat & Seafood	cases	1	10	pounds	\$21.45	\$14.67
☐	REM Wholesale	214227	PANCAKE MIX BUTTERMILK	UNCLE AL'S	Dry Goods & Pasta	cases	6	5	pounds	\$44.55	\$27.27
☐	REM Wholesale	226572	FLOUR ALMOND GLUTEN FREE	UNCLE AL'S	Dry Goods & Pasta	cases	1	5	pounds	\$32.30	\$28.25
☐	REM Wholesale	238917	GINGER ROOT FRESH	HERBIE'S	Produce	cases	1	5	pounds	\$15.97	\$8.56
☐	REM Wholesale	251262	PEPPER POBLANO FRESH	FRESH FARM	Produce	cases	1	10	pounds	\$23.90	\$17.50
☐	REM Wholesale	127812	LETTUCE SPRING MIX	FJORD	Prepared Food	cases	3	3	pounds	\$33.03	\$27.41
☐	REM Wholesale	275952	YOGURT MIXED BERRY ORIGINAL	ROCKY'S	Dairy & Eggs	cases	12	6	ounces	\$12.00	\$8.50
☐	REM Wholesale	288297	YOGURT BLUEBERRY ORIGINAL	ROCKY'S	Dairy & Eggs	cases	12	6	ounces	\$12.00	\$8.50
☐	REM Wholesale	300642	YOGURT RASPBERRY ORIGINAL	ROCKY'S	Dairy & Eggs	cases	12	6	ounces	\$12.00	\$8.50
☐	REM Wholesale	312987	YOGURT STRAWBERRY ORIGINAL	ROCKY'S	Dairy & Eggs	cases	12	6	ounces	\$12.00	\$8.50
☐	REM Wholesale	325332	ALL-BEEF FRANK	RANCHERS	Meat & Seafood	cases	2	5	pounds	\$47.47	\$34.84
☐	REM Wholesale	337677	BEEF RIBEYE 12OZ.	RANCHERS	Meat & Seafood	cases	1	10	pounds	\$110.10	\$90.90
☐	REM Wholesale	350022	LAMB GROUND	RANCHERS	Meat & Seafood	cases	1	10	pounds	\$59.30	\$52.10
☐	REM Wholesale	362367	SHRIMP RAW	SEA CATCH	Meat & Seafood	cases	2	5	pounds	\$97.02	\$74.59
☐	REM Wholesale	374712	SHRIMP COOKED	SEA CATCH	Meat & Seafood	cases	2	5	pounds	\$102.20	\$77.80
☐	REM Wholesale	387057	BUTTERMILK REG	MOO	Dairy & Eggs	cases	12	1	gallons	\$78.90	\$50.15
☐	REM Wholesale	399402	BLUEBERRY FRESH	FRESH FARM	Produce	cases	12	1	pints	\$39.40	\$27.55
☐	REM Wholesale	411747	BANANA FRESH	FRESH FARM	Produce	cases	1	40	pounds	\$29.30	\$19.10

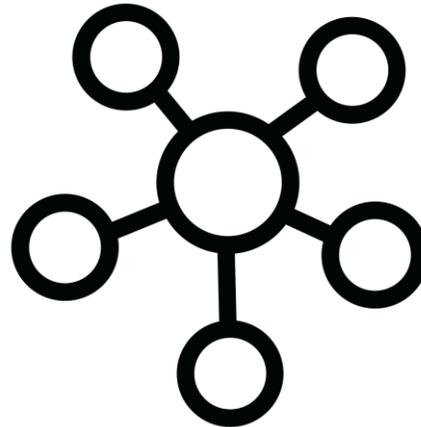
Manage and create relationships

Through direct post, distribution lists and network capabilities

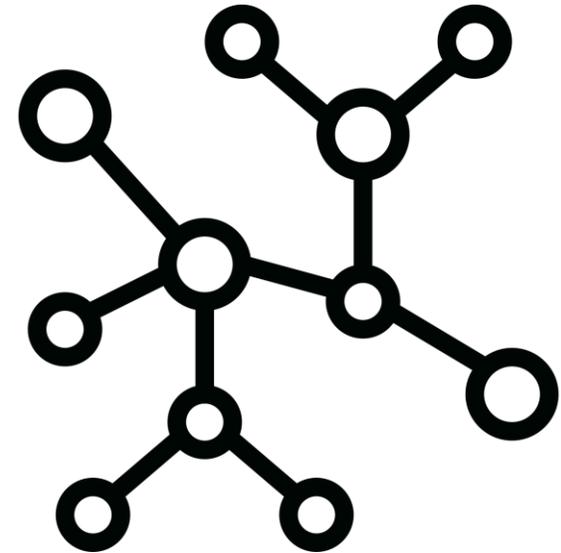
One to One
(Direct Post)



One to Many
(Distribution List)



Many to Many
(Private or Open Network)



Improve documentation and traceability

through electronic receipts and verification

Donation Date	Source	Transaction ID	Description	Quantity	Fair Market Value	Cost of Goods Reduction	Enhanced Tax Deduction	Recipient	Status
12/28/2017		000856-000484	SAUSAGE LINKS CHORIZO	230 lbs	\$493.35	\$337.41	\$77.97	New Deal Food Bank	Unverified
12/28/2017		000856-000424	SAUSAGE LINKS CHORIZO	230 lbs	\$493.35	\$337.41	\$77.97	New Deal Food Bank	Unverified
12/25/2017		000856-000483	SHRIMP COOKED	3,000 lbs	\$30,660.00	\$23,340.00	\$3,660.00	Union Food Bank	Unverified
12/25/2017		000856-000423	SHRIMP COOKED	180 lbs	\$1,839.60	\$1,400.40	\$219.60	Union Food Bank	Unverified
12/21/2017		000856-000422	SHRIMP RAW	210 lbs	\$2,037.42	\$1,566.39	\$235.52	Monticello Food Bank	Unverified
12/21/2017		000856-000482	SHRIMP RAW	4,000 lbs	\$38,808.00	\$29,836.00	\$4,486.00	Monticello Food Bank	Unverified
12/18/2017		000856-000481	LAMB GROUND	3,000 lbs	\$17,790.00	\$15,630.00	\$1,080.00	New Deal Food Bank	Unverified
12/18/2017		000856-000421	LAMB GROUND	250 lbs	\$1,482.50	\$1,302.50	\$90.00	New Deal Food Bank	Unverified
12/08/2017		000856-000480	BEEF RIBEYE 12OZ.	10,000 lbs	\$110,100.00	\$90,900.00	\$9,600.00	Union Food Bank	Unverified
12/08/2017		000856-000420	BEEF RIBEYE 12OZ.	280 lbs	\$3,082.80	\$2,545.20	\$268.80	Union Food Bank	Unverified

[Back To Tax Portal](#) Print

356 Boylston Street, 2nd Floor
Boston, MA 02116
support@spoileralert.zendesk.com

Transaction ID: 000856-000084

DONOR ORGANIZATION

REM Wholesale
356 Boylston St
Boston, MA 02116, USA
(978) 515-3663

CHARITABLE ORGANIZATION

New Deal Food Bank
1 Main St
Watertown, MA 02472, USA
(978) 515-3663

Donation Date	06/18/2016
Food Category	Produce
Description	APPLE RED DEL FRESH
Quantity	21 cases
Total Value	\$928.62

Thank you for your donation, which Spoiler Alert received on 06/18/2016. Your donation was verified by New Deal Food Bank on 06/25/2016 and will support its mission:

New Deal Food Bank is a community-supported non-profit organization that provides nutritious food and personal care items to emergency feeding programs serving the low-income, homeless and hungry. Our focus is to help meet a person's most profound need – adequate nutrition and freedom from hunger.

New Deal Food Bank has confirmed that it is a qualified nonprofit (Tax ID/EIN: 56-8948473) that is eligible to receive tax-deductible contributions in accordance with IRS requirements in I.R.C. 170(e)3, and that no goods or services were provided in return for the contribution.

Please save this letter for your records. You should consult your tax advisor for support in filing tax deductions.

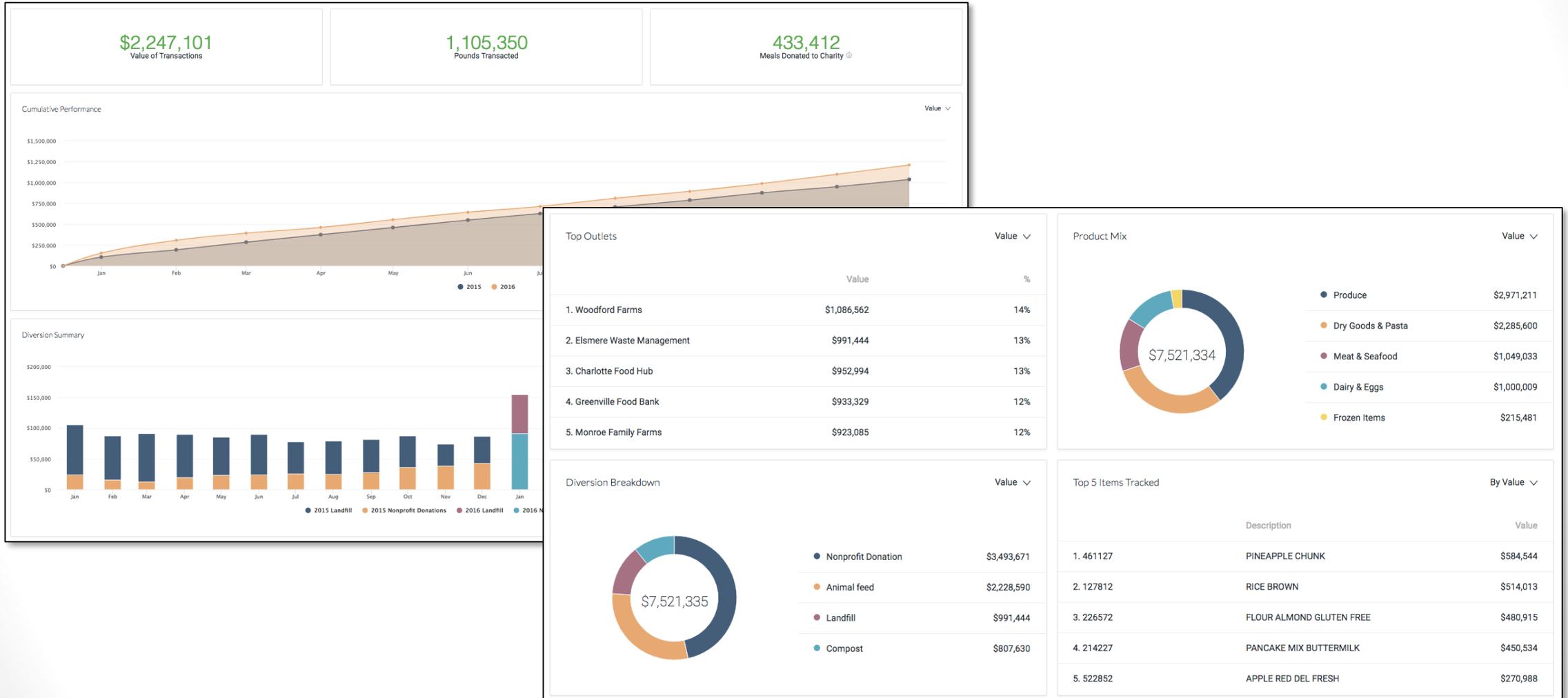
Recipient Signature

Executive Director, New Deal Food Bank

Date June 25, 2016

Monitor progress across facilities

through real-time reporting dashboards and benchmarking capabilities



Stakeholder alignment \$

plays a critical role in the work we do



ROI drivers

across financial, operations, sales, and marketing

1

**Enhanced
tax
deductions**

2

**Waste
disposal fee
reductions**

3

**Secondary
market
sales**

4

**Reputation,
brand, risk,
compliance**

Business case development

through alignment to Income Statement

Secondary market sales ►

Waste disposal fees ►

Enhanced tax deductions ►

True benefit of efforts ►

Example Income Statement		Future
Revenue	\$100	\$105
Cost of Goods	- \$70	- \$70
Gross Income	\$30	\$35
Operating Expenses	- \$15	- \$10
Operating Income	\$15	\$25
Tax Deductions	\$0	\$10
Taxable Income	\$15	\$15
Taxes	- \$5	- \$5
Net Income	\$10	\$20

Our approach

From implementation through process improvement

1

Align stakeholders \$

- Sustainability
- Operations
- Merchandising
- Tax & Finance

2

Collect data

- Item catalog
- Historical donation data
- Benchmarking metrics
- Partner details

3

Deploy software

- Train users
- Onboard nonprofits
- Communicate plans

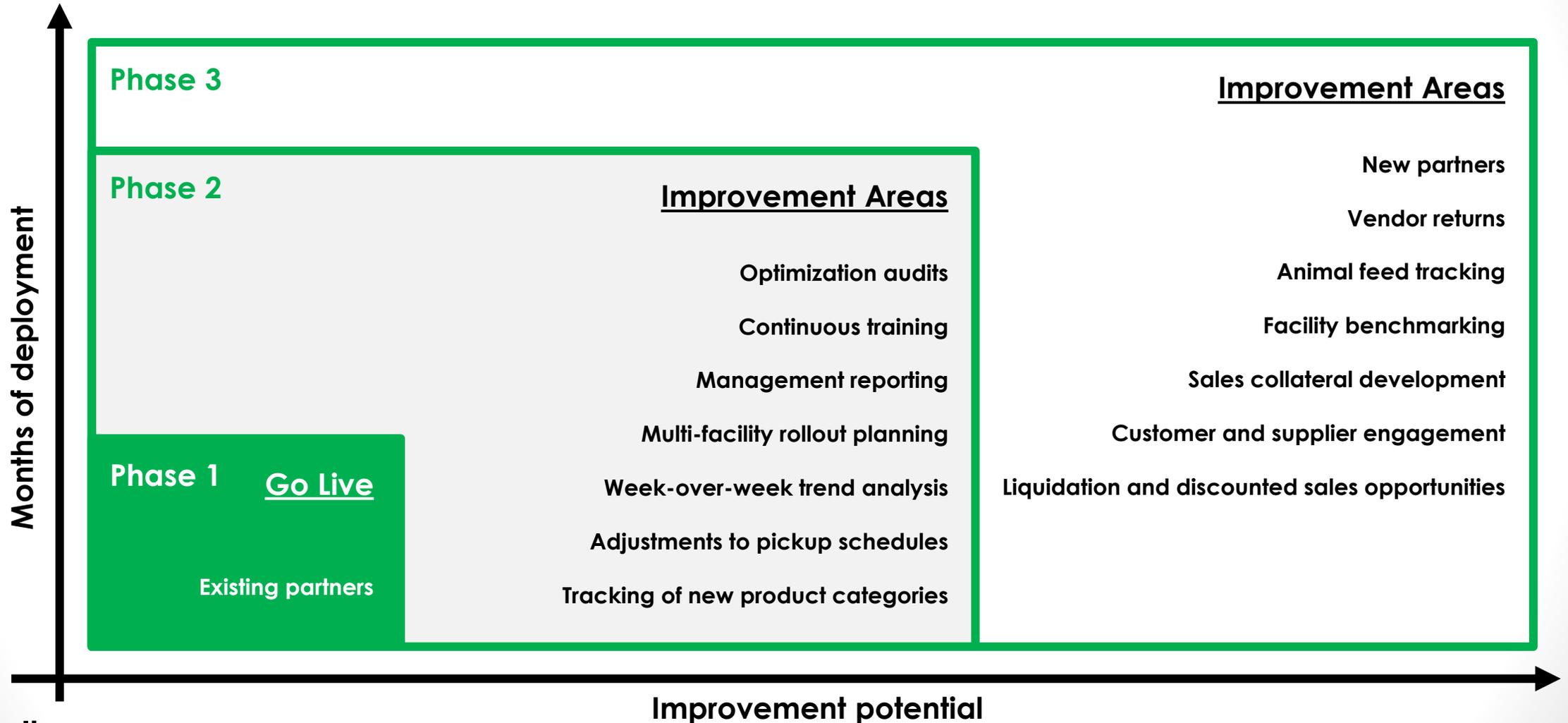
4

Assess results

- Analyze activity data
- Collect feedback
- Audit facility & operations
- Make recommendations

Continuous improvement

through collaboration with sustainability, operations, and merchandising



A man with white hair in a light blue shirt and a woman in a grey sweater are looking at a tablet in a warehouse. The tablet shows a dashboard with a line graph and data tables. The background consists of blue metal shelving units filled with boxes.

sysco™



1 Sales & Marketing Collateral (Custom CSR Report)

Sysco Boston 2017 Food Recovery

By the numbers

- \$515,000+ Over a half million dollars of excess inventory has been distributed within our community
- 160,000+ Meals Donated to Charity 160,000+ meals have been donated to our local hunger relief partners in Massachusetts and Rhode Island
- 250,000+ Pounds Recovered Over 250,000 pounds of food have been diverted from landfills

Sysco Boston's commitment to managing unsold food inventory with Spoiler Alert

Good things are made from Sysco
99 Spring Street | Plympton, MA 02367

	POUNDS	PERCENTAGE
Produce	133,000	54%
Canned	50,000	20%
Frozen	26,000	10%
Poultry	20,000	8%
Dairy	14,000	6%
Meat	3,000	1%

Product Mix Since December 2015

More than half of the food donations we provide to the hunger relief organizations in our community are fresh produce, helping to fight hunger and promote health and nutrition in our communities.

For more information on Sysco Boston's community impact, visit syscobostonllc.com/sustainability.html

Food recovery figures for Sysco Boston have been provided by Spoiler Alert

2 Media Coverage (WSJ, Boston Globe)



3 Video Features (Facebook - 300K views)



Resources \$

Available at spoileralert.com \$

Food Waste \$ Materials \$

E-Book: *

Beginner's Guide
to Food Waste "

One Pagers: *

FLW Standard, "
Tax Deductions "

Website: *

www.spoileralert.com "

Business \$ Resources \$

E-Book: *

Using Data to Reduce "
Food Loss & Waste "

One Pagers: *

Why Change? "
Why Now? "

Blog: *

blog.spoileralert.com "

Our Work \$ with Sysco \$

Sysco's Collateral:

Google "
"unsold food inventory"

Video Case Study: *

Available on Mashable "
"A Cleaner Future"



Spoiler Alert



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