How to Say “NO” and Get to “YES”

Moving Towards A Healthier Food Pantry
Introductions
Think, Pair, Share

❖ Find a partner.

*For 2 minutes discuss what each of you perceive are the:

- Concerns
- Fears
- Obstacles

...to saying “no” to unhealthy food donations at the pantry.

❖ A couple teams share with the group some of your thoughts
About One-On-Ones

How can I learn about another person’s (the food pantry director, the food pantry board member’s) self-interests?

I’d like to get to know you ...

Remember: What motivates people?

(Wanting to feel like they’re making a difference beyond themselves in an area/with an issue they care about.)
GOALS OF A ONE-ON-ONE
1. Establish a relationship
2. Understand the self-interest of the person you interview
3. Clarity
4. Information

"VIRTUES" NEEDED FOR A GOOD ONE-ON-ONE
1. Compassion
2. Curiosity

"RULES" FOR A ONE-ON-ONE
1. 20-30 minutes
2. In person
3. No notes (at the time)
4. One-way conversation (about 80:20)
5. Is a time and place set apart (can be office, home, church, restaurant...)
6. Assumption of confidentiality if people share very personal concerns

TIPS FOR A ONE-ON-ONE
1. Ask open-ended questions (questions that elicit a story or an explanation, not a "yes" or "no" or another one-word answer)
2. Listen!! (Try not to worry about what you will say or ask next. If it takes you a second when they finish speaking, it is O.K.)
3. DO NOT judge or argue, and avoid giving advice!
4. Your first (and second, and third) priority is getting to know the person, their interests, passions, concerns, hopes.

SETTING UP A ONE-ON-ONE
1. Be clear about what you want, and why. (e.g. "We are making some decisions about what kinds of community issues we want to address, and we want to get input from as many people as we can. Could I talk to you for 25 minutes sometime?")
2. If possible, give yourself "credentials" (e.g. name a mutual friend, or someone who suggested you talk with them)
3. Unless they have been part of a WISDOM training, DO NOT use jargon (don't say, "I'd like to do a one-on-one with you to build a relationship and learn your self-interest"!!)
Food Mission

Why does it matter?
Getting Buy-In

Using one-on-ones

Key talking points
Why do we care?

WHY ARE YOU HERE AT THIS SUMMIT?
Hungry or Nutrient Starved?

It is possible to eat lots of food and still starve the body of the nutrients it requires for real health and well-being. Your food pantry can help clients get the nutrition they need.
Health Disparities:
Obesity rates have increased

Source: WI Dept of Health services, WISH BRFS Module
Health Disparities: Diabetes is on the rise

Source: WI Dept of Health services, WISH BRFS Module
FOOD PANTRIES CAN MAKE A DIFFERENCE

You are part of the solution.

Recent research has shown that the type of food a pantry provides for their neighbors is associated with blood sugar levels (a health marker for diabetes).
Three Components to Stocking a Healthy Food Pantry:
Establish a Nutrition Policy

CARITAS FOOD PANTRY

*Caritas is committed to supporting the health of our guests by prioritizing the distribution of recommended USDA’s MyPlate foods and nutrients such as:

- Fruits and Vegetables
- Whole Grains
- A variety of protein foods
- Low-fat or no-fat dairy and milk products
- Foods low in sodium

*We’re limiting the distribution of foods with refined grains, solid fats, added sugars, and sodium.

*We seek to provide basic staples to support meal planning and preparation such as cooking oils, flour, sugar, etc.

*Caritas does not distribute: Sugar sweetened beverages (soda, fruit drinks, energy drinks), candy

*The number of food items provided is determined by your household size and should be sufficient to provide 3 days of meals (breakfast, lunch, and dinner). Quantities and availability may vary.

*Please let us know if you have any special dietary needs. We’ll do our best to accommodate you!

From webpage: http://caritasbeloit.org/food-pantry/
Food Pantry Nutrition Policy Development

Why healthy food matters:

Hungry or Nutrient Starved?
It’s possible to eat lots of food and still starve the body of the nutrients it requires for real health and wellbeing. Your food pantry can help clients get the nutrition they need.

Make a difference in the health of your neighbors
- About 1 in 2 American adults have one or more chronic, preventable disease, including heart disease, high blood pressure, diabetes and cancer.
- Two out of 3 low-income individuals are overweight or obese.
- Two out of 3 Wisconsin households plan an charitable food assistance as part of their monthly food budget.

How does a nutrition policy help?
- Encouraging the selection of healthier foods that meet the American Dietary Guidelines enables the pantry to have a positive impact on the health of their pantry users.
- A nutrition policy equips the pantry with a tool that advances its food mission and assists in keeping the focus on nurturing people in healthy ways instead of just feeding them.
- Communication of a nutrition policy educates potential donors about the type of food the pantry will distribute.
- Citing a policy makes it easier for pantry staff and volunteers to refuse food that is either low in nutritional quality or a food safety hazard from well-intentioned donors.

Why safe food matters:
Risk for foodborne illness is greater for some individuals, sharing some characteristics of food pantry patrons.

Stress
Pregnancy
9-5 or 60-65 years of age
Nutrient deficiency
Ingestion of fatty foods

University of Wisconsin-Extension
To learn more about this Safe & Healthy Food Pantries Project:
Sheila Delores
608-363-6277
sheila.delores@ces.uwex.edu
Educate Your **Commercial Donors**

Meet with donors to build relationships.
Educate Your **Commercial Donors**

Provide donors with a copy of your nutrition policy.
Educate Your **Commercial Donors**

Provide donors with a list of critical and preferred foods; post on your website.
Educate Your **Commercial Donors**

If arranging a food drive with a local grocery store, provide the store with a list of preferred foods.
Educate Your **Community** Donors

Provide food drive organizers with a copy of your nutrition policy.
Educate Your *Community* Donors

Educate food drive organizers about how their donations can help the pantry’s clients get better nutrition.
Educate Your *Community* Donors

Distribute press releases to local media about desired food donations.
Educate Your *Community* Donors

Invite civic groups, businesses to support “a healthy foods initiative” and publicize their names on your website.
Educate Your Donors with flyers or handouts

Donating Food?
Remember the “Food Drive Five”

Step 1: Choose from the “Food Drive Five”
- Protein Foods: Nuts, canned seafood & poultry
- Fruit: Packed in juice, dried & sauced
- Soups: With protein & vegetables
- Whole-Grain: Pasta, cereal
- Vegetables: Colorful, canned

Step 2: Choose lower sodium options
Step 3: Check expiration dates

As more families depend on pantries for a greater share of the food they eat, it is even more important that foods offered provide good nutrition.

Thank you for making a healthy difference for those in need!
Make your own or use suggestions from other sources including SHFPP toolkit

http://www.waukeshacounty.gov/UWEX/WNEP/HealthOn Shelves/

Food Drive 5: https://www.de-pere.org/egov/documents/1438882595_00233.pdf

Food Pantry Wish List: https://extension.umaine.edu/publications/4304e/

Find Fresh Produce & Increase Storage Capacity

Work with local master gardeners—contact your county UW-Extension office To establish and maintain a “Plant A Row For The Hungry” program.
Find Fresh Produce & Increase Storage Capacity

Work with your regional food bank, TEFAP distributor and your UW-Ext FoodWIse or Family Living agent to find grant opportunities for fridge and freezer purchases.
Find Fresh Produce & Increase Storage Capacity

Partner with a local farmers’ market to gather produce at the end of a weekly market.
Find Fresh Produce & Increase Storage Capacity

Partner with a local farmer and community groups to gather unharvested “seconds” from fields.
Find Fresh Produce & Increase Storage Capacity

Let CSAs farms and drop-off sites know that your pantry would accept unclaimed weekly produce shares.
Find Fresh Produce & Increase Storage Capacity

Register your pantry at ampleharvest.org to inform local gardeners, farms of your desire for more fresh produce.
Find Fresh Produce & Increase Storage Capacity

Farmers can help provide fresh produce by visiting harvesttoendhungerwi.org
Find Fresh Produce & Increase Storage Capacity

Contact local grocers or food processing plants about donating excess quality produce.
Find Fresh Produce & Increase Storage Capacity

Contact your local food bank to ask about the availability of fresh produce.
For more information...

http://fyi.uwex.edu/safehealthypantries/