

# BUILDING FOR LASTING IMPACT

**OUR MISSION** To provide healthy food and impactful programs to promote self-sufficiency.

## OUR PLAN

**THE NEED** 1 in 5 people in DuPage and Will Counties are living in poverty or low-income, and the number is increasing. Thousands of families are suffering from food insecurity, not knowing if they'll have enough food to keep their families fed and healthy. Along with food insecurity comes chronic health issues, making self-sufficiency even more difficult.

**HISTORY** For more than 36 years, Loaves & Fishes has been serving those in need. We began focused on food distribution. Later, programs for self-sufficiency were added. Our efforts have advanced to focus on healthy food and impactful programs for self-sufficiency. Last year, Loaves & Fishes served nearly 20,000 unique individuals. Many former clients have moved forward to productive independent lives.

**STRATEGIC PLAN** In 2019, we rolled out our Strategic Plan titled, *Lasting Impact*. Key elements of the plan are to:

### EFFICIENTLY SERVE THE MOST NEED

- ◆ Create an innovative, adaptable, flexible model of delivering food & services
- ◆ Expand geographically
- ◆ Increase use of technology to facilitate scale

### FOCUS ON OVERALL HEALTH OF CLIENTS

- ◆ Increase healthier food
- ◆ Provide other programs to improve health

### INCREASE ACCESS BY THOSE IN NEED

### HUB & SPOKE MODEL

Loaves & Fishes engaged the University of Chicago Booth Alumni Nonprofit Consultants (BANC) to conduct extensive research and analysis regarding our delivery model and geographic service area.

Our internal analysis, along with the BANC study results, led us to adopt a hub and spoke model.

**HUB** = distribution, storage, processing, fulfillment center

**SPOKE** = retail (market), client interface, other programs (CARES)

### BENEFITS OF A HUB AND SPOKE MODEL

- ◆ **Flexible and adaptable**
  - Facilitates various types of spokes
  - Provides omnichannel distribution

*Retail shopping in market*

*Online ordering*

*Pre-pack boxes*

*Mobile pantries*

- ◆ **Efficiency and scale**
  - Facilitates lower cost and quicker response to serve those in need



**Loaves & Fishes**  
Community Services

*Ending hunger.  
Transforming lives.*

# OUR OPPORTUNITY

## PURCHASE OF A BUILDING TO SERVE AS A HUB

- ✦ Serves as the building for distribution, storage, processing, and fulfillment
- ✦ Replaces smaller one-dimensional storage facility (leased)

## INCREASES CAPACITY SUBSTANTIALLY

- ✦ 3x clients served
- ✦ 40% reduction in cost to serve
- ✦ Expands geographic service area

## INCREASES AMOUNT OF HEALTHIER FOOD

- ✦ More cold storage space, increases capacity for fresh produce and dairy
- ✦ More sorting space for healthy food rescue
- ✦ Allows higher volume of opportunistic food purchases

## PROVIDES OMNICHANNEL DISTRIBUTION

**TOTAL INVESTMENT:** \$3.3 million

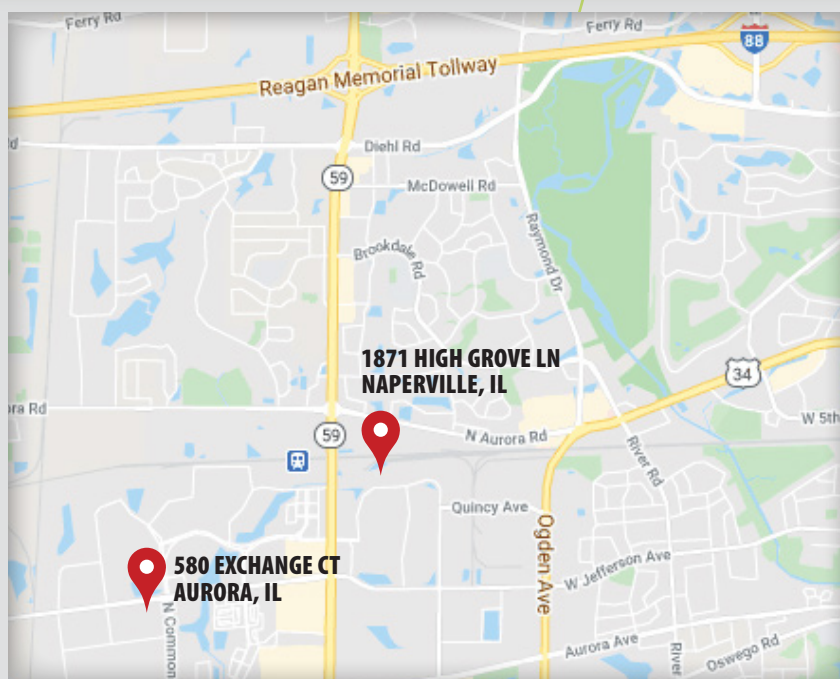
## TIMING

- ✦ Acquisition closing December 2020
- ✦ Renovations completed and fully operational by Fall 2021

## THE PROPERTY

Located at 580 Exchange Ct., Aurora, IL, just 1.3 miles from our main facility at 1871 High Grove Lane, Naperville, IL.

30,100 square feet. Ample parking. 22 foot clear ceiling height. 2 loading docks.



# YOUR IMPACT

The new hub will help us serve the substantial amount of unmet need. We look forward to partnering with you to overcome the devastating challenge of food insecurity and lack of self-sufficiency faced by thousands of families. We encourage your generosity for this important next chapter which will result in lasting impact for generations to come.

***Naming opportunities available***

# SUMMARY

- ✦ Evolution into adaptive and flexible model to better serve the community
- ✦ Efficiently serves the most need
- ✦ Increases client health
- ✦ Increases client access
  - Geographically
  - Omnichannel distribution



**Loaves & Fishes**  
Community Services

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**COMPASSION DIGNITY HEALTH HOPE SERVICE**