

## **Information and Resources from Alternative Food Supplies Webinar**

As with any resource or service, we recommend you do your own research and due diligence to check it will be the right fit for your project.

**Watch the speakers from this webinar talking about their services here:**

[https://www.youtube.com/watch?v=Z84dNKbi5\\_E](https://www.youtube.com/watch?v=Z84dNKbi5_E)

**Sign up to our next webinar:**

Winter Wraparound Support webinar: 6th November, 10:00-11:30 - [Book here!](#)

## **Notes from Speakers**

### **Ankosé:**

Ankosé is a CIC working to make a sustainable food system for all. An alternative to relying solely on surplus supplies, they offer high quality grocery supplies to community food projects at a lower price, enabling projects to get the food their customers want, when they need it.

Linked in with various wholesalers to get a discounted price for food projects to order food items from which are specifically catering to the people and groups accessing their food projects. The suppliers will often deliver directly to food projects locally. This caters to vegan, vegetarian, different cultural needs, allergies, and more – this includes fresh fruit and vegetables, dairy, healthfoods, local egg supplier, household products, raw and cooked meats.

Ankosé would set up a direct account for you with each of the companies you are wanting to order from. The benefit is that the collective buying power from all of the food projects signed up with Ankosé means they are able to access these lower prices. There is also consistency of supply and sustainability in this, so you know exactly what products you'll have every week.

Minimum orders from each company are different – all the price lists can be emailed over to you. To fulfill minimum orders, other networks across the country sometimes link smaller projects together – you could partner up with other local projects to do the same, or connect with your local food network to discuss this with the projects in your area.

Colin is happy to be contacted if you would like to speak further with him about signing up with Ankosé.

- Email: [colin.kiddell@ankose.co.uk](mailto:colin.kiddell@ankose.co.uk)

- Phone: 07866522131

### **Bankuet:**

Bankuet's mission is to get food projects what they need, when they need it. It also is to make it easier for you to fundraise for your food project. They're also trying to alleviate operational burden and volunteer fatigue for the food projects by making the orders easier for you. Platform for donors to donate directly to your food project online – this goes into your Bankuet account. This pot of money from your donations can then be used to create an online order from a range of ambient and household products for your food project, which are then delivered to you for free.

Minimum request requirement of ordering 40 cases (could be £350-£700) - you can add more money to your pot from other means of fundraising or if you've accessed a grant. Bankuet also only stocks those items which are consistently needed by food projects, so projects don't need to scroll through lots of items that they don't really need on a weekly basis.

It's appreciated that sometimes buying from cheaper supermarkets might give you a lower price, however Bankuet helps to remove the administrative work of obtaining ambient food and non-food supplies much easier for you. For example, Bankuet gives you an easy link which you can send to your donors – your donors are also then aware that this money is only being spent on the products Bankuet is able to supply to you, i.e. what is really needed by your community groups accessing the food project. You're getting more food from the donations you've raised and maximising that money you've raised. You're also getting the items what you need, when you need it.

How much of the donations you have raised go towards your food project? [Information taken from Bankuet's FAQ page.](#)

- The vast majority (approximately 91.5%) of your donation goes directly to the food bank you choose to donate to.
- Stripe, our transaction service, take 1.4% + 20p of your donation.
- Bankuet uses the remaining 7.5% to support our running costs. However, for every £1 donated we deliver more than £1 worth of supplies to food banks because of what we call the 'Maximiser Effect'.

The Bankuet team also do lots of fundraising events and campaigns in partnership with other organisations or businesses, and some of this is then distributed to the people signed up to the Bankuet platform.



- [Here is a link](#) to a video explaining Bankuet and how it works.
- See Robin's presentation about Bankuet [here](#).
- If you're ready to join Bankuet or wish to find out more you can book a call in with the team [here](#).

## Notes from Q&A Session

Some of the food projects spoke about difficulties accessing storage space to store bulk orders of food and non-food items.

- We know that some food projects have found solutions to this by connecting with a local business, such as a farm or logistics company, to use some of their storage space. This has meant that the local business is able to do something tangible to support their local community. You can also speak to your local CAS Food Officer about accessing funds to purchase infrastructure which can be used for storage, if you have found a space or piece of land which you are permitted to use – for example, you could use funding to purchase a shed or container for storage purposes.
- The power of collaboration was spoken about, highlighting that working together with other food projects can resolve some of these difficulties. We recommend bringing these issues to your local food network to discuss and to see if any other projects would like to work with you to find a collective solution.

If projects are working together to fundraise or purchase bulk orders together, how does this work with Bankuet and Ankosé?

- Bankuet can move the money around to different projects, if projects wanted to group together to facilitate shared use of a storage space. Bankuet recommends signing up as your individual project rather than a group of projects for the fundraising aspect, because donors tend to want to be able to donate specifically to that local project they have the connection to, and seem to be less likely to want to donate to a group of projects together.
- Ankosé does the same for other networks across the countries facing similar issues, where projects have joined together and perhaps the local authority is enabling that shared facility and connection with other projects.

The food projects attending the webinar also shared some of their own ways that they currently access food and non-food supplies:

- [In Kind Direct](#)
- [FareShare](#)



- Community donations, both monetary and food/non-food items – some projects use social media to do this and keep a good rapport with their community, e.g. by sharing updates about the project and sharing info about what they are most in need of currently by way of donations.