

Project Overview: Bard MBA students partnered with Food Rescue US to explore how the organization can position itself as a valuable municipal partner in addressing food insecurity and food waste. The team delivered an evaluation tool and pitch deck, along with an example pilot program, to help Food Rescue US assess municipal fit, identify local needs, and tailor partnership proposals based on shared challenges and solutions.

Methodology: The MBA team conducted desktop research to understand the broader food recovery landscape and identify municipalities for interviews. Fourteen municipalities and five nonprofits working in food recovery were interviewed to better understand what municipalities need in a partnership with a nonprofit.

Solutions and Recommendations

- 1. Municipalities are Key Partners** > The Bard MBA Team recommends engaging municipalities as key allies in addressing food waste and insecurity, prioritizing joint action and funding.
- 2. Leverage Food Rescue US UVP*** > The Bard MBA Team recommends “Access Advisory Services” and “License Software” offerings, tailoring the partnership type and pitch to each municipality’s specific needs.
- 3. Prioritize Strategic Partnerships** > The Bard MBA Team recommends adopting a structured roadmap approach to forge strong, sustainable partnerships with municipalities.
- 4. Adopt Evaluation Tool & Municipal Roadmap** > Food Rescue US can effectively engage municipalities with the new tool and strategy created by the Bard MBA Team

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