



Food Bank saves more than \$200,000



About the North Texas Food Bank

The North Texas Food Bank (NTFB) feeds the hungry in 13 local counties. Two of its popular programs are "The Community Kitchen," a full foodservice kitchen that makes meals for food pantries in the area; and "Food 4 Kids," which provides a backpack of food to children in need every Friday of the school year to help them eat properly over the weekend.

Expense Reduction Analysts (ERA) found significant savings for these programs by lowering costs for food and packaging. As a result, the NTFB has additional funds each year to supply food pantries, soup kitchens, shelters, after-school programs, senior citizen centers and other social service centers.

How ERA found savings

ERA food experts created a detailed RFP based on a "market basket" of NTFB's costs for meat/seafood; dry groceries; non-food items; frozen goods; produce; and dairy/refrigerated products.

ERA will audit the suppliers' invoices to ensure that margins don't rise over time.

The thorough RFP prepared by **ERA packaging experts** provided the framework for suppliers to come up with creative proposals that met product specifications and to offer competitive pricing and service options that greatly improved inventory management.

ERA Consultants also negotiated unit costs based on a formula tying raw material costs to the finished carton price.

In both projects, Consultants evaluated suppliers on their proposed pricing as well as service levels and additional process and cost-saving factors. The objective in all ERA projects is to help clients select the best value-for-money offer and obtain a "best fit" with compatible suppliers

Project Information

Expense:	Food Services
Industry:	Nonprofit
Hidden Savings:	\$120,500
Client ROI:	\$15,000+/hour
Suppliers:	Incumbent & New
Savings:	12.5%

Expense:	Packaging
Hidden Savings:	\$80,000
Client ROI:	\$13,000/hour
Suppliers:	New
Savings:	38%



"ERA's savings were huge."

Ann Dunlap
Child Programs Coordinator
North Texas Food Bank

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