



Guide to Convincing Your Local Restaurant to Donate Surplus Food

1. Understand the Benefits for Restaurants

- Before reaching out, learn the key advantages for the restaurant.
 - **Positive Publicity:** Food donations and waste reduction enhance a restaurant's reputation as a community-minded, sustainable business.
 - **Tax Incentives:** The federal government offers tax deductions for food donations, further benefiting the business financially.
 - **Reduced Waste Management Costs:** Less waste often means lower disposal fees.
 - **Community Impact:** Donated food supports local shelters, food banks, and people in need.

2. Research Local Laws and Programs

- **Food Donation Laws:** Emphasize the Good Samaritan Food Donation Act (U.S.) which protects businesses from liability when donating food in good faith.
- **Local Food Banks and Charities:** Identify nearby organizations that accept surplus food and can assist with logistics.

3. Prepare Your Pitch

- Approach the conversation positively and focus on the mutual benefits.
 - **Introduction:** Share why you care about reducing food waste and how you're trying to make a positive impact.
 - **Explain the Problem:** Highlight the issue of food waste in restaurants and its environmental impact.

- **Highlight Ease:** Food can be safely donated with minimal effort.
- **Share Success Stories:** Mention nearby restaurants already participating or successful case studies.

4. Approach the Right Person

- **Identify the Decision Maker:** Speak directly with the restaurant manager, owner, or head chef.
- **Schedule a Meeting:** If possible, set up a brief meeting rather than discussing it during busy hours.

5. Provide Resources and Support

- Make it easy for the restaurant to take the next steps:
 - **Provide Printed Materials:** Bring fact sheets or brochures about local food banks and liability protection
 - **Offer Hands-On Help:** Volunteer to assist with the initial setup or connect them with local food donation services.

6. Follow Up and Stay Engaged

- **Check In:** Follow up a week or two later to see if they need help getting started.
- **Encourage Small Steps:** If hesitant, suggest a trial run with minimal commitment.
- **Celebrate Their Impact:** Once involved, promote their participation on social media and in the community.