

SOCIAL IMPACT REPORT 2016 A BETTER LIFE FOUNDATION



DOWNTOWN EASTSIDE OVERVIEW

The Downtown Eastside of Vancouver is often referred to as Canada's poorest postal code, located within North America's most expensive city, according to the 2013 Worldwide Cost of Living Survey conducted by the Economist Intelligence Unit.

Based on the City of Vancouver's local area plan executive summary.

Population 18,500

With over 6,300 people living on some form of social assistance.

Unemployment rate DTES 12% compared to 6% citywide.

67 per cent individuals are low-income.

Median household income \$13,691 compared to \$47,299 citywide.

CANADA STATS

Canada's National unemployment rate is 7%.

BRITISH COLUMBIA STATS

Highest child poverty rate in Canada.

VANCOUVER STATS

Population 603,502.

Hourly living wage \$20.10 minimum wage \$10.45

Second highest child poverty rate of any other urban setting.

CERTIFIED B CORP

Save On Meats is proud to be a certified B Corporation. In terms of social impact we scored 114.1 the average B corporation scores 97, and the average score for ordinary businesses is 51.

- 1 of 12 restaurants in the world to be certified
- The first and one of four restaurants to be certified in Canada.

"Systemic challenges require systemic solutions and the B Corp movement offers a concrete, market-based and scalable solution"

– B Corp officials

COMMUNITY IMPACT

We believe that our people and our community are our most important resources. We strive to act in ways that nurture and encourage growth, development and ultimately success for our business and all of its stakeholders.

929,725 meals served local single room occupancies (SRO) ongoing since July 2013.

30% of staff identifies as having at least one significant barrier- to employment.

86,783 Tokens redeemed ongoing since November 2012.

318 Students trained in culinary excellence.

62.5% of small businesses using incubator space successfully moved into new space. In contrast 80% of traditional start-ups fail in the first 18 months.

778 - 1492 meals through 12 meal program locations.

WHAT IS A BENEFIT CORP?

A benefit corporation is a new way of doing business – a legal entity that is required by law to create a general benefit for society as well as for shareholders. Benefit corporations must create a measureable positive impact on society, and consider how their decisions will affect their employees, community, and the environment. These actions are recorded and measured against benchmarks to ensure that corporations are constantly working towards the betterment of society as a whole.

What makes us a better company?

B Impact Report

Certified since: June 2014

Summary:	Company Score	Median Score*
Environment	8	9
Workers	25	22
Customers	0	N/A
Community	67	32
Governance	15	10
Overall B Score	114	80

80 out of 200 is eligible for certification

*Of all businesses that have completed the B Impact Assessment

Median scores will not add up to overall

SOM MISSION

Save On Meats (SOM) is dedicated to being a strong community partner, and a supportive neighbour to those who reside in the Downtown Eastside. Save On Meats takes pride in being a socially responsible enterprise – acting as an inclusive establishment, catering to the diverse needs of the community in which it is located.



CREATING MEANINGFUL SOCIAL CHANGE

MEAL PROGRAM

We recognize how the health of each individual can impact the overall health of our community. This recognition allows us to understand the importance of dignified, healthy, affordable meals for every person in our community.

We work with:

- The Atira's Women's Resource Society to provide 685 meals a day – 365 days a year to individuals living in local SROs (single room occupancies).
- DCHC Women's Night 140 meals/month
- The Binnars Project 100 meals/month
- Rainer Hotel 43 meals/day (monthly)
- Megaphone Magazine meal program
- Youth Unlimited Monday 20 meals, Tuesdays 35 meals and Fridays 35 meals (monthly).
- Lookout Society's Walton Facility - 50 unit Single Room Occupancy

The recipients of these meals play a vital role in creating the menu items. When providing these meals we are constantly striving to come up with interesting, new, ways to make delicious healthy

food on a limited budget. Often this means partnering with other community organizations to source low-cost, local produce. In addition to our attempts to provide food security to our neighbours we also hope to facilitate a sense of community around food access, we do this by hosting free meals at our venue and inviting these residents to join us.

- 920-1276 meals served daily to 12 local Single Room Occupancies & Programs of ABLF fluctuating with programs and usage
- 943,910 individuals served ongoing since July 2012

TOKENS
98%
REDEEMED

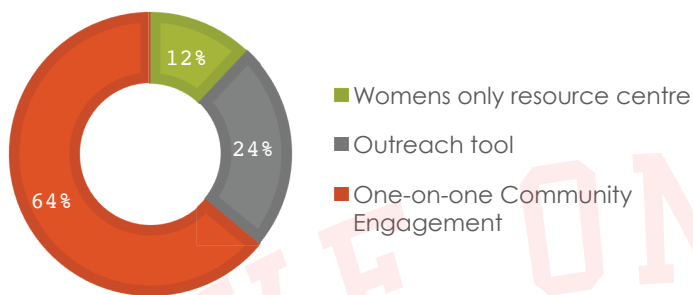
REDEMPTIONS
86,783
TO DATE



TOKEN PROGRAM

The meal tokens solve the dilemma that many people find themselves in. The reality is that people are hesitant to give money rather than food to people who they see on the street. With the Meal Tokens, donors can rest assured that what they give will provide much needed sustenance to community members and at the same time, support Save on Meats' social enterprise. People can choose to distribute them directly, or purchase the tokens and have Save on Meats give them to one of its dozens of community partners to share amongst their organization. The program acts as a bridge between people who want to give and people who need the support.

- Token sales 88,441 ongoing since November 2012
- Tokens redeemed 86,783 ongoing since November 2012
- 98% redemption rate
- 72% of tokens purchased on site individuals decide to distribute them themselves rather than donate them, leading to 1-on-1 community engagement



TOKENS DONATION RECIPIENTS

We partner with many local organizations in the distribution of donated tokens. Individuals who chose to donate their tokens are helping to build relationships within our community, donated tokens are often used as outreach tools by organizations that incentivize individuals to access vital services including health care. Token distribution partners include but are not limited to:

- Atira Women's Resource Society
- Vancouver Police Department
- Vancouver Women's Health Collective
- Rainer Hotel
- Vancouver Food Bank
- Union Gospel Mission
- Vancouver Coastal Health Nursing Team
- PACE Society
- Pender Clinic
- Portland Hotel Society
- Vancouver Fire Department
- and many more

"Save On Meats has been extremely generous in providing us with food tokens for over a year. They are available to clients in the resource centre when using the space and utilizing our many services... Community organizations such as the VWHC benefit from business programs such as yours by bridging the gap between poverty and social awareness. Thank you a million times over..."

– Anita Smith
Vancouver Women's Health Collective

INCUBATOR KITCHEN

The Vancouver incubator kitchen was developed in partnership with Save On Meats, City of Vancouver, and Vancouver Community College, and Vancity Credit Union. The incubator kitchen leverages existing relationships and coordinates activities within one centralized space. It allows the community to facilitate education, business development, and skills training within what was previously underutilized space. As part of SOM community engagement philosophy the concept of an incubator kitchen was created to strengthen the local food economy and to further local food resiliency by assisting established and aspiring food entrepreneurs in our community.

"We are pursuing shared goals, project partners are making food preparation space available to emerging food enterprises on a flexible and affordable basis,"

"We are proud to support the advancement of a vital community food hub in the Downtown Eastside neighbourhood."

– Mayor Gregor Robertson

"This innovative incubator kitchen will serve as an experiential learning environment where students can interact with industry professionals, community members, and non-profit organizations."

"This partnership provides an incredible opportunity for us to expand our culinary programming and promote job growth while supporting community groups and emerging entrepreneurs."

– Irene Young, VCC Interim President

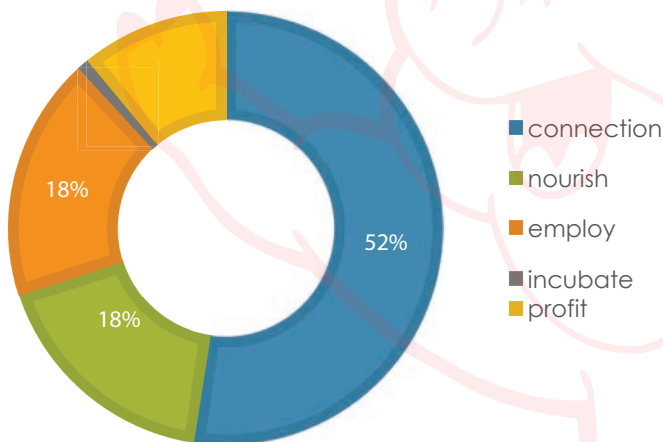


CONNECTIONS & COLLABORATIONS

Save on Meats is a big picture business – we are committed to serving our community by continually searching for opportunities to bring people together and make meaningful connections. By brokering relationships we aim to create strategic introductions that will foster synergy between organizations, businesses, community members and government officials. This approach allows us, as a community, to capitalize on our strengths while simultaneously creating a sustainable and bright future for our neighbourhood.

Relationship brokering helps to:

- avoid duplication of services and resources
- creates and maintains community relationships
- build strong, sustainable communities



COMMITMENT TO COMMUNITY

Save on Meats is a big picture business – we are committed to serving our community by continually searching for opportunities to bring people together and make meaningful connections. By brokering relationships we aim to create strategic introductions that will foster synergy between organizations, businesses, community members and government officials. This approach allows us, as a community, to capitalize on our strengths while simultaneously creating a sustainable and bright future for our neighbourhood.

- 800 sandwiches - 20 sandwiches bi-weekly for two years to youth hip-hop class
- 200 sandwiches Downtown Eastside Women's Centre (DTESWC) after they experienced a flood
- Donated space to Eastside Boxing club for training when they didn't have the space
- Dinners to DTESWC and Vancouver Women's Health Collective for beauty nights and community events
- Free community meals thousands fed on holidays when isolation is heaviest
- 43 meals a day to Rainer Womens Hotel
- Megaphone vendors free meal daily
- DTES dinners and meetings catered
- Provided kitchen space for Eastside boxing club's youth program
- Provided the venue for the Hastings Crossing Business Improvement Associations Annual General Meeting.
- Catered Super Cars for Super Kids an initiative of the Canadian Cancer Society
- Provided two job placements with the Step To Work program, run by BC Housing to provide training and skills for at risk youth.
- Provided venue for Persephone's Front Fundr campaign.
- Hosted 30 + Clayton Heights Secondary students who made 200+ lunches that they distributed by hand to residents of the DTES.
- Host a monthly Canning Class teaching participants how to make preserves.
- Hosted 35 Seacove Secondary students who made lunches that they distributed by hand to residents of the DTES.
- Provided meats and ingredients to multiple community bbq's hosted by non-profits and community agencies.
- Works with multiple employment agencies such as Jobs West, Open Door Group, Step To Work to place employees with barriers.

APPENDIX 1: VANCOUVER INCUBATOR KITCHEN

Organization	Incubator / Community Use	Results
Save On Meats	Mixed	Atira meal program Downtown Eastside Woman's Shelter Rainer Hotel 787 Meals served daily to Atira housing locations 50 Meals served Saturday-Sunday to the DTES WS 43 Meals Served Daily
PHS	Mixed	Fundraiser: To make jam and sell it. One time event successful fundraiser - 8 youth
Skipper Otto's	Mixed	Cooking workshops teaching sustainable fishing and cooking practices One time event- successful
Cuban Cultural Night	Community	Preparation of traditional Cuban food to provide be provided at the Vancity theater in celebration of Cuban heritage One time event- successfully fed 200 people
Q Shi Q	Business	Small restaurant opening up needed to do menu tasting One time event- successful
Skipper Otto's	Mixed	Workshops teaching culturally diverse methods of cooking and prepping local seafood in a sustainable way Workshops On going
Burrito Project	Community	Montréal based non-profit looking to expand to Vancouver 100 burritos went to feeding the community
ABLF Beauty Nights	Community	ABLF volunteers provide 150 sandwiches to beauty nights weekly 2 nights a week. 2 days a week 100 sandwiches. Increased number of attendees since sandwiches has been provided. ABLD volunteers report an increase in trust between recipients and themselves - Contributing to community building
Urban Pocketknife	Business	Catering bridal shower One time use
Sorella House	Mixed	Women selling home made goods Exploratory talks
Home Plate	Business	Healthy home cooked meal delivery service Ongoing Saturdays and Sunday
Sole Foods Farm	Mixed	Canning & preserving workshops; selling product One day a week every two weeks; starting in July

NEW SINCE MAY 2015

Juno Kim Catering	Business	Prep for catering events	3 Days a week, currently in trail
Ice Cream Company	Business	Making homemade ice cream	Exploratory discussions
ABLF Megaphone Mag DTES	Community	Meal a day for vendors in program	Every day
Binners Project	Community	100 meals a month for vendor meeting	Once a month
ABLF Coffee Cup Revolution	Community	250 meals	Once a year
UGM and SOM - HAW	Community	1500 meals	Once a year/Oppenheimer Park
PHS and SOM Partnership	Community	Multiple Projects	Staff support and training opportunities/skills augmenting from pre vocational skills programming. XMAS dinner of 3500 etc...
Lookout Society	Community	Multiple Projects	Multiple Projects
UGM and ABLF	Community	Transitional Womens Shelter	40 Meals a day
Vancouver Womens Health	Community	VCH	140 Meals a month
Elementary School Breakfast	Community	40 Meals a week	40 Meals a week

NEW SINCE DECEMBER 2015

Raincity Triage	Community	Meal Prep 20-30 Sandwiches	2nd Wednesday of the month 6-8pm
Sorella House First	Community	Cooking Classes 20-30 participants	2nd Tuesday of the month
United Church	Community	Meal Program 30-50	First Thursday of the month, 5-8pm 320 E. Hastings
Mission Possible	Community	Meal Prep 30 Sandwiches	Changes every month - Tuesday before cheque issue. 30-50 but over bridge at 7th and Fri. 5:30 - 7:30
Youth Unlimited	Community	Mondays 20 meals Tuesdays 35 meals Fridays 35 meals	Monthly

Atira			
Flint		100 meals/day	
Colonial		140 meals/day	
Carl Rooms		48 meals/day	
London Hotel		70 meals/day	
Marbel		160 meals/day	
Gastown Hotel	Community	90 meals/day	Monthly
Cordova Rooms		30 meals/day	
Dominion Hotel		64 meals/day	
Serena's		45 meals/day	

COMMITMENT TO COMMUNITY

Organization	Incubator / Community Use	Results
Eastside Boxing Club	Community	Meals prepared to support fundraiser for the Club's youth program.
Seacove Elementary	Community	A group of students uses the kitchen to assemble sandwiches, which they hand distribute to residents of the DTES.
Step To Work	Community	Practical training and job placement of at risk youth.
Serena Chu	Incubator	Providing the space, booking and commerce system to host a class teaching participants how to safely make preserves
Department of Corretions	Community	Job placement for a rehabilitated inmate.
Clayton Heights Secondary	Community	A group of students uses the kitchen to assemble sandwiches, which they hand distribute to residents of the DTES.
Greasy Spoon Series	Community	A monthly dinner series featuring fine dinig chef's raising funds to support ABLF's programs.
Clare Lassam	Incubator	An entrepreneur baker uses the space to as her primary kitchen for her baking business.
Save On Meats	Incubator	Monthly cooking classes teaching students to make bacon, sausage and poultry butchery.
Knack	Community	Classroom space to unstruct seminars on knife skills to job seekers with employment barriers.
Feed the People	Community	Kicthen Space to produce 1500 meals, distributed throughout the DTES.