

# MORE Than Partnerships: Savings and Revenue You Can Unlock Today

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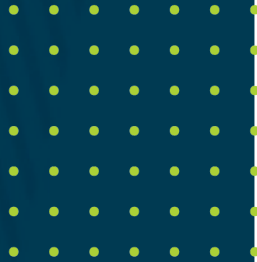


# What We'll Cover

## Agenda

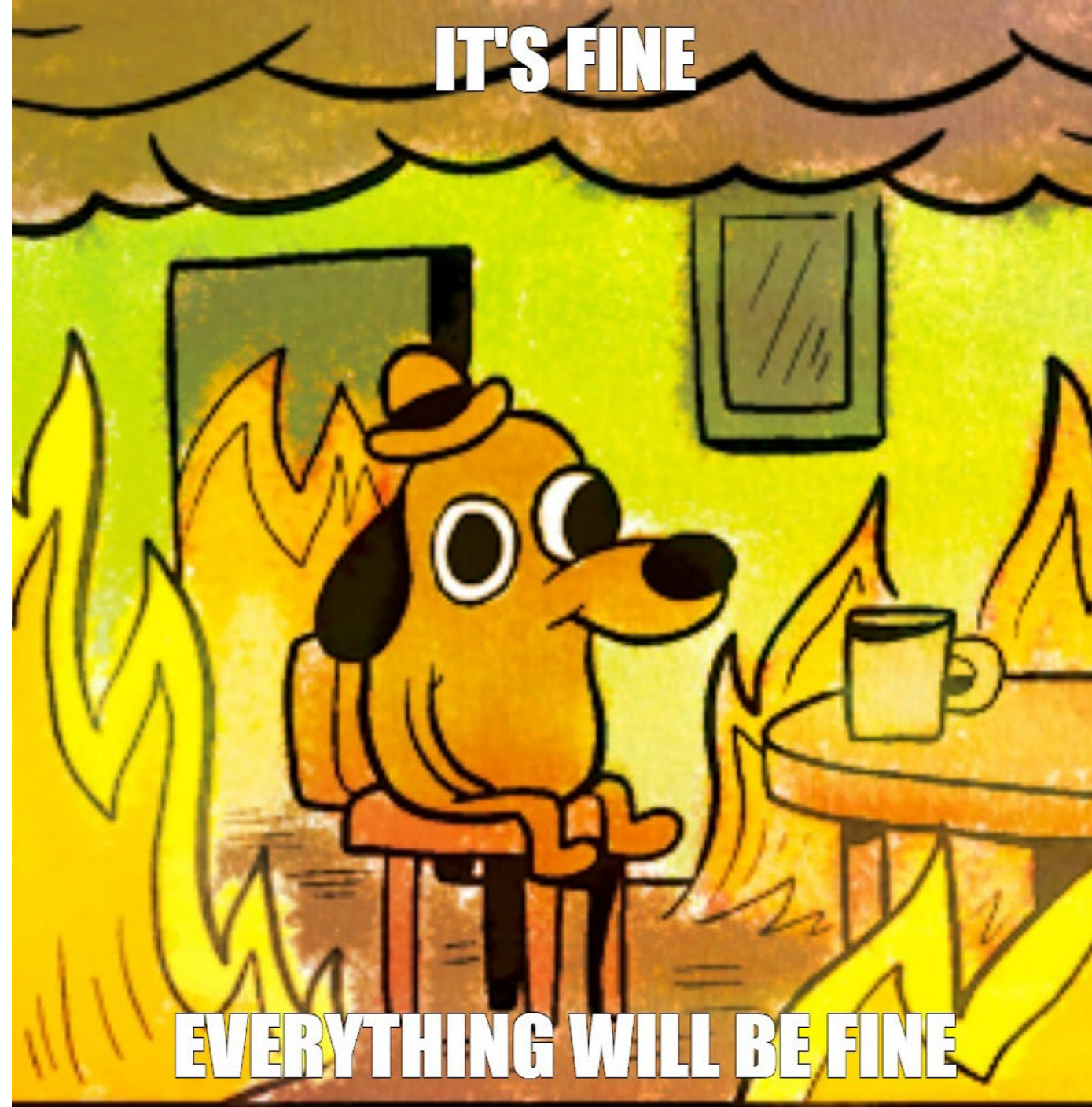
- What Is MORE and Why Does It Matter?
- Partner Spotlights
- Your Feedback: MORE Growth
- MORE Resources

# What Is MORE and Why Does It Matter?



# Growing Complexity, Mounting Pressure

- Rising food costs
- Rising labor costs
- Driver/volunteer shortages
- Funding uncertainty
- Growing demand
- Increasing competition
- Rapidly evolving technology



# The Efficiency Imperative

Efficiency isn't a “nice to have;” it's mission-critical

- 84% of nonprofits say they **must optimize spending** to better serve their mission\*
- Nonprofits are facing **operating deficits, with 36%** ending 2024 with an operating deficit, the highest in 10 years of survey data\*\*
- Employees spend about **30% of their time managing inefficient systems/data**\*
- More than **4 in 5 leaders say they could better serve their mission** by improving efficiency\*

\*2024 GiveSmart *Innovate, Improve, Succeed* Trends Report

\*\*2024 Nonprofit Finance Fund *State of the Nonprofit Sector* Survey

# MORE Offers Practical Solutions

Member Offers, Rewards & Expertise

COST  
SAVINGS



TIME  
SAVINGS



VETTED /  
TRUSTED  
VENDORS



EXCLUSIVE  
PRODUCTS/  
SERVICES



EXPERT  
GUIDANCE



By purchasing with MORE, members tap into the buying power of our nationwide network to secure lower prices and better terms than they could alone

# 2025 Measures of Success

## Growth In All Categories



**\$28.4M**  
in member purchases  
from MORE partners



**\$5.5M**  
in savings for the  
member network



**50%** of members  
engaged with at least  
one MORE partner\*

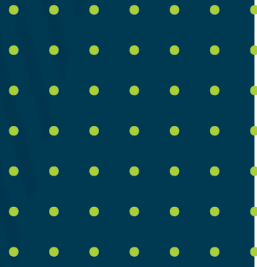


**10** partner-led  
webinars to share  
tips & expertise

\*Up 121 members year-over-year

# MORE Partner Roster





# Partner Spotlights



# Engage Donors and Volunteers



## Introducing Our Newest MORE Partner

- **Proven communications and fundraising suite**, from email and social media to event registration and website design
- **Exclusive member discount** of 35% off standard pricing for first year – or 40% off split over two years
- **Tailored content** for Meals on Wheels, from seasonal hooks to timely data to proprietary campaigns (e.g., End the Wait)
- **Hands-on support** and guidance with a live relationship manager for quarterly comms planning

# Avoid Costly Pitfalls of the CA EDD

Join UST + 408 CA Nonprofits Who Have United to Save Money



## Asset Protection & Savings

- Protection from unemployment claims volatility
- Up to 60% savings compared to CA state unemployment taxes
- Financial relief for tax-rated and reimbursing employers

## Unemployment & Outplacement

- Step-by-step guidance from unemployment claims & hearing reps
- Unemployment claims audits catch state errors, save millions (\$8.4M in CA in 1 year)
- State-of-the-art online claims processing & dashboard

## HR Support

- Live hotline staffed by PHR® & SPHR® certified professionals
- Hundreds of on-demand trainings and templates, including federal and state-specific employee handbook builders



*Scan Here for  
More Information*

# Simplify Your Sourcing

## The Nation's Leading Foodservice Supplier

- **Exclusive pricing** on 500,000+ foodservice equipment and supply products, with additional savings through private-label alternatives
- **Customized e-commerce site** with order guides, quotes and invoicing to simplify your operations
- **Dedicated support** via a specialized account team focused on helping Meals on Wheels programs maximize resources and impact
- 10 million square feet of warehouse space ensures stock availability and fast delivery **nationwide**



Limited time offer!  
Minimum purchase lowered to \$200 for all qualifying items to ship for free. Extra 2% discount on the Meals on Wheels Top 30 most purchased items in both disposables and transport.



Categories



Search



Choice 1.5 lb. Deep Oblong Foil Take-Out Container with Board Lid - 250/Case

Item #: **612LOB15LBDC** Price: **\$49.99 / Case** PAR: **1**

**Qualifying** Usually Ships in 1 Business Day

0

Add to cart



Choice 8 1/2"x 6 3/8" 3-Compartment Oblong Foil Take-Out Container with Board Lid - 250/Case

Item #: **612D3COMP** Price: **\$78.99 / Case** PAR: **1**

**Qualifying** Usually Ships in 1 Business Day

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Add to cart



Choice 36 oz. White 3-Compartment Rectangular Microwavable Heavy Weight Container with Lid - 150/Case

Item #: **129MCS323CW** Price: **\$58.99 / Case** PAR: **1**

**Qualifying** Usually Ships in 1 Business Day

0

Add to cart



Choice 36 oz. Black 3-Compartment Rectangular Microwavable Heavy Weight Container with Lid - 150/Case

Item #: **129MCS323CB** Price: **\$55.99 / Case** PAR: **1**

**Qualifying** Usually Ships in 1 Business Day

0

Add to cart



Choice 5.5 oz. Clear Plastic Souffle Cup / Portion Cup - 2,500/Case

Item #: **127P550C** Price: **\$49.99 / Case** PAR: **1**

**Qualifying** Usually Ships in 1 Business Day

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Add to cart



Choice PET Plastic Lid for 3.25 to 5.5 oz. Souffle Cup / Portion Cup - 2,500/Case

Item #: **127PL400** Price: **\$25.49 / Case** PAR: **1**

**Qualifying** Usually Ships in 1 Business Day

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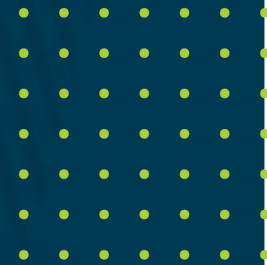
# Streamline Operations with TRIO



**Focused on the Food. Dedicated to your mission.**

- **Operational Relief:** Handles staffing, procurement, food safety, and delivery so programs can focus on outreach and innovation
- **No Kitchen Needed:** Nationwide TRIO kitchens provide fresh or frozen meals anywhere
- **Scalable Support:** Adapts to a single site or multi-site expansion
- **Expert Partnership:** Offers culinary, dietary, operational, and compliance expertise
- **Community-Inspired Meals:** Culturally appropriate, medically tailored and delivered with dignity

# Your Feedback: **MORE** Growth



# What's Missing From MORE?



What operational challenges need better solutions?



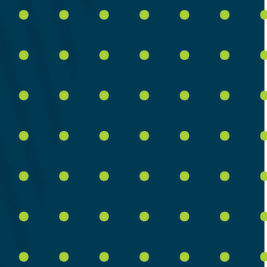
What are service or category gaps in the partner roster?



Where could partners help you save time or reduce costs?



What makes a business partner truly valuable to your program?








# MORE Resources



# Hungry for MORE?

- Check out Member Central for partners and links
- Join MORE group on Connect (234 members and growing!)
- Reference MORE Snapshot for latest partners and offers



 <b>SNAPSHOT</b> February 2026			
Company	Member Benefit	Contact	Getting Started
 <b>Abbott</b>	Deeply discounted pricing, from 10% to 70% off, on oral and tube-fed nutrition products including Glucerna, Ensure & Pediasure	Ron Rufo 215-491-2557 <a href="mailto:Ronald.Rufo@abbott.com">Ronald.Rufo@abbott.com</a>	Check <a href="#">pricing</a> , sign <a href="#">letter of commitment</a>
	\$150 discount on Senior Home Safety Specialist certification and \$100 discount on Grab Bar training, brought to you by a nationally recognized home safety and aging-in-place expert	Steven Bailey Managing Director 941-706-1535 <a href="mailto:steven@agesafeamerica.com">steven@agesafeamerica.com</a>	<a href="#">Check out brochure to learn more</a> and use discount code "MOWA" to register for the <a href="#">Senior Home Safety Specialist</a> offerings or <a href="#">Grab Bar training</a>
	Associated Accounts Program offers additional savings, beyond regular business accounts: <ul style="list-style-type: none"> <li>• 50% off Business Prime fee in first year</li> <li>• Extra discount on 4,000 office/biz supplies</li> <li>• Preapproval for credit line</li> </ul>	Peter McManus Sr Acct Exec, Nonprofits 508-552-4303 <a href="mailto:petmcman@amazon.com">petmcman@amazon.com</a>	Visit <a href="https://a.co/dO0o3oL">https://a.co/dO0o3oL</a> and create new Business account or join with an existing Business account by entering code <b>YRXT75</b>
	Boost revenue and drive supporter engagement with Bloomerang, an industry leading donor management platform. Members can access 20% off list prices	James Goalder 804-304-5455 <a href="mailto:james.goalder@bloomerang.com">james.goalder@bloomerang.com</a>	<a href="#">Book a demo</a> with the Bloomerang team to learn how their tool can help drive donor recruitment, retention and results



MEALS **on** WHEELS **CALIFORNIA**  
CONFERENCE 2025

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