

WHO WE ARE:

Davis Night Market

WHAT WE DO:

The Davis Night Market recovers food that would otherwise go to waste from Davis restaurants, bakeries and grocery stores. After they close, we pick up the food and distribute it to people in need at Central Park

WHERE WE ARE ESTABLISHED:

Davis and surrounding cities (Sacramento Night Market is on the making)

WHEN DO WE DO IT:

Currently, Monday through Friday evenings 9-11pm

WHY ARE WE DOING IT:

To reduce food waste and food insecurity in town

***ASK TO SPEAK TO RESTAURANT OWNERS, UPPER MANAGEMENT**

***THE GOAL IS TO MAKE GOOD FIRST IMPRESSION ALWAYS**

ALTERNATIVE I:

Hi, my name is _____, may I speak to the restaurant owner? I am with the Davis Night Market and our non-profit organization recovers leftover food at the end of the night from restaurants around town to reduce waste, and feed the people in need. We are partnered with the Yolo County Food Bank and UC Davis and received our permit from Yolo County. I just wanted to ask you, what do you do with the leftovers once your restaurant closes?

(restaurant owner answers)

I wanted to extend this opportunity to you to partner with us and join other restaurants in reducing waste on your end, and letting us do the work in packaging the leftovers, and feeding our people right here in Davis. As an exchange, we will assist with increasing your Yelp Reviews along with the opportunity to use this as a tax write off. Let me go over the liability flowchart with you

(show restaurant owner how this flowchart works):

MATERIALS TO HAND OVER:

- **RESTAURANT MARKETING AD**
- **LIABILITY FLOWCHART**
- **SHOW A COPY OF OUR DNM PERMIT**

AFTER EXPLAINING, ASK FOR:

- If our service interests you, may I get a number or an email to reach you? (you want to get their information free willingly handed over by them to make a connection)

ALTERNATIVE II:

Hi, my name is _____ and I just wanted to ask you, what do you do with the leftovers once your restaurant closes?

(Let restaurant owner respond)

I am with the Davis Night Market and our organization recovers left over food at the end of the night and feed the people in need. We are partnered with Yolo County Food Bank and received our permit from Yolo County. I wanted to extend this opportunity to you to partner with us and join other restaurants in reducing waste on your end, and letting us do the work in packaging the leftovers, and feeding our people right here in Davis. As an exchange, we will assist with increasing your Yelp Reviews along with the opportunity to use this as a tax write off. Let me go over the liability flowchart with you (show restaurant owner how this flowchart works):

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