KEY PARTNERS

SOCIAL SERVICES

ADVOCACY PARTNERS

BUILDING/SPACE PROVIDERS

- Parks & Rec
- County + City Buildings
- Churches

VOLUNTEERS

CONTRACT PROVIDERS

- Aging, Disability and Veterans Service Departments
- Nonprofit Organizations
- Head Start Programs
- Area Agencies on Aging
- Health Providers
- More...

KEY ACTIVITIES

Central Meal Preparation

Shipping and Receiving to Hubs

Volunteer Pick up and Home Delivery

Procurement

Hiring/Training staff/volunteers

Operating the congregate Dining Experience

Development

Marketing

Advocacy

Finance & Technology

KEY RESOURCES

EMPLOYEES

21 SITES IN 3 COUNTIES
(congregate + HD pickup)

5 SATELLITES
(congregate with no HD pickup)

Resource Center & Diner

FSMA Kitchen

Truck/ Van Leases

Technology

VALUE PROPOSITIONS

NUTRITIONAL MEALS

- Individual Portions
- Group Dining
- Quarterly Seasonal Rotation
- 7 Day Menu

HUMAN CONNECTION

- Wellness Checks
- Participant Connect Program
- Intergenerational Visits

Meals on Wheels PEOPLE

CUSTOMER RELATIONSHIPS

Direct service through staff/volunteers

Assessment, Referral, Connect

Service Through Partners

CHANNELS

HOME DELIVERY

CONGREGATE DINING

COMMUNITY SITES

DINER

CUSTOMER SEGMENTS

SENIORS (60+)

CHILDREN & FAMILIES

PRE/POST HOSPITAL

DISABLED ADULTS

MENTAL HEALTH/ ADDICTION

HOMELESS

EXPENSES

Fundraising

Labor & Benefits

Equipment & Depreciation

Rent & Utilities

Food

REVENUE STREAMS

Older Americans Act

Local Governments

Medicaid

GOVERNMENT

FUND RAISING

Participant Donations

PDX POP!

Contracts

Co-packing

Leases

THE BUSINESS MODEL CANVAS: FUTURE STATE

DESIGNED BY FUTURE WORK DESIGN