



HFIA
HAWAII FOOD INDUSTRY ASSOCIATION

HOUSE SELECT COMMITTEE ON COVID 19 - FOOD UPDATE: APRIL 6, 2020

Downward Trend Continues

- ▶ Grocery sales look similar to pre-COVID levels, we are not seeing the increases we saw the previous two weeks.
- ▶ C-Store closures, especially in shopping malls and tourist areas are impacting volume.
- ▶ The impacts of layoffs are showing up in food industry data, as people are buying smaller quantities and lower value items. This trend suggests some people are running out of funds with which to purchase food.
- ▶ Foodservice business is even lower than the previous week as take out is not making up for the losses to dine in. Many hotels and restaurants have closed. Even foodservice options in grocery stores are down up to 60% in some areas.
- ▶ Suppliers indicate that with their higher margin outlets closed or limited (restaurants and hotels) their income has dropped between 30-60%. As such, layoffs are occurring on the supply side of the food chain as well as the foodservice side. Many of these layoffs occurred prior to the passage of the CARE act.

Sales Slowing & Horded Items Coming Back

- ▶ We are seeing sales slow down on most items except staple items as people are re-thinking how to spend limited funds.
- ▶ The heavily shopped/hoarded items are starting to come back in stock.
- ▶ The manufacturers that limited SKUs for production to focus on boosting production for just the high volume items are starting to add SKUs back. Not to normal levels, but they are starting to bring them back on line.
- ▶ Hawaii is a little behind this trend due to the our lead times for product from the mainland.

Send Only One Person Per Family Shopping

- ▶ Applications for EBT up dramatically.
- ▶ We anticipate even lower sales after EBT/Easter as lost paychecks/income become more pronounced.
- ▶ Seeing more protective measures for essential food workers, plexiglass barriers for cashiers, enforcement and compliance with social distancing.
- ▶ Please help us get the word out to only send one family member to do grocery shopping, this will help get people the food they need within the new limited store hours enacted due to the need for staff to spend time sanitizing the store and enforcing social distancing.

More Testing and Childcare Needed for Essential Workers

- ▶ Food (grocery/club/retail/distribution) are essential workers keeping Hawaii fed while Hawaii shelters at home.
- ▶ Our workers deserve protections and services provided in other states such as free CDC approved childcare for essential workers and access to testing.