

#14



**2018 S.L. Gimbel
Foundation Fund Holiday
Food Program Grant
Application**

Internal Use Only: Grant: 20180904


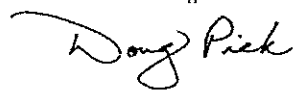
Organization / Agency Information

<i>Organization/Agency Name:</i> Feed More		
<i>Physical Address:</i> 1415 Rhoadmiller Street <i>City/State/Zip:</i> Richmond, VA 23220		
<i>Mailing Address:</i> Same		
<i>CEO or Director:</i> Doug Pick		<i>Title:</i> President and Chief Executive Officer
<i>Phone:</i> (804) 521-2500	<i>Fax:</i> (804) 521-2501	<i>Email:</i> dpick@feedmore.org
<i>Contact Person:</i> Mary Samsell		<i>Title:</i> Director of Corporate and Foundation Relations
<i>Phone:</i> (804) 521-3286	<i>Fax:</i> (804) 521-2501	<i>Email:</i> msamsell@feedmore.org
<i>Web Site Address:</i> www.feedmore.org		<i>Tax ID:</i> 54-1150923

Program / Grant Information

<i>Program/Project Name:</i> Feed More's Produce Purchase: Delivering Healthy Food			<i>Amount of Grant Requested:</i> \$15,000
<i>Total Organization Budget:</i> \$12,741,570	<i>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</i> 96%	<i>Per 990, Percentage of Management & General Expenses Only (Column C/ Column A x 100):</i> 1%	<i>Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100):</i> 4%
<i>Purpose of Grant Request (one sentence):</i> A \$15,000 grant to Feed More will support the purchase of one and a half truckloads (75,000 lbs.) of produce to be distributed through Feed More's nearly 300 Agency Network partners.			
<i>Gimbel Holiday Grants Received: List Year(s) and Award Amount(s):</i> January 2014: \$10,000; 2017: \$10,000			

Signatures

<i>Board President / Chair: (Print name and Title)</i>	<i>Signature:</i>	<i>Date:</i>
Mike Morrell, Board Chair		November 13, 2018
<i>Executive Director/President: (Print name and Title)</i>	<i>Signature:</i>	<i>Date:</i>
Douglas Pick, Chief Executive Officer		November 13, 2018

**2018 S.L. Gimbel Foundation Fund
Holiday Grant Application**

Please provide the following information for items I. through III. by answering all questions in ONE PAGE-12 Font. Please be thorough, clear, specific, and concise.

I. Organization/Agency Background:

With a mission to fight hunger in Central Virginia and a vision that none shall go hungry, Feed More collects, prepares and distributes food to more than 225,000 food-insecure neighbors annually throughout a service area that stretches across 34 cities and counties. Our comprehensive programs and Agency Network are dedicated to providing neighbors who face hunger with one of the most basic necessities: nourishment. Feed More operates with an Agency Network of nearly 300 partners, an annual volunteer corps of 8,000 (as many as 200 volunteers a day), and a staff that includes eighty-eight full-time and sixteen part-time employees.

Feed More has had a presence in Central Virginia for five decades. Meals on Wheels was established in 1967, where it served just eight clients, and the Central Virginia Food Bank has been in operation since 1980. The Central Virginia Food Bank was created by 60 local churches and charities that were concerned about growing hunger and poverty in the region. In 2005, the Central Virginia Food Bank and Meals on Wheels came together to build a joint kitchen, named the Community Kitchen, to cost effectively create cooked-from-scratch meals for neighbors in need across Central Virginia. This led to the formal merger of the Central Virginia Food Bank and Meals on Wheels and on July 1, 2008 Feed More was born.

II. Project Information: Describe your food distribution program. **ANSWER ALL QUESTIONS.** Explain the community need including demographics, geographic characteristics of the area or community to be served, community conditions and income level. What are the specific activities of the food program? How do you identify/qualify those in need? How often is the food distribution offered? How many people will be served by the food distribution program (children, youth, adults, seniors)? Please explain how you keep track of number of people served.

A Holiday Grant to Feed More will support the purchase of produce to be distributed through our nearly 300 Agency Network partners. The service area for this program stretches across 34 Virginia localities, from the Northern Neck to the North Carolina boarder, and is comprised of urban, suburban and rural jurisdictions. Our Agency Network partners include food pantries, homeless shelters, meal programs, and other social service organizations, and recipients may include the homeless, unemployed, low-income workers, those facing financial crisis, and victims of disaster. Feed More Agencies serve clients on a variety of schedules and report back to Feed More on the amount distributed and number served. Additionally, Feed More is in the process of implementing a cloud based client data system across Agency Network partners. More than 200,000 are served through this program annually—32% children, 20% elderly, and 48% other adults.

Feed More spends more than \$10,000 each month on produce purchases designed to supplement out donations and provide core fresh produce items. We often look to purchase a variety of the “Hard 7” commodities (potatoes, onions, carrots, cabbage, sweet potatoes, apples, and oranges), and we utilize VAP (Value Added Processing) products at reduced prices.

**2018 S.L. Gimbel Foundation Fund
Holiday Grant Application**

III. Project Budget

Line Item	Line Item Description	Requested Amount
Mixed Produce Purchase	75,000 pounds of produce at 20 cents per pound.	\$15,000
TOTAL:		\$15,000

IV. Administrative Expenses Percentage

This section calculates how much the organization spent for general management, overhead, indirect items as a percentage of the organization's total expenses. The figures are based on your most current 990 form that you submitted, Part IX Statement of Functional Expenses.

Management & general expenses (Column C only)	/Total expenses (Column A)	= Administrative Percentage
\$787,901	8,570,063	1%

Internal Revenue Service
P.O. Box 2508
Cincinnati, Ohio 45201

Department of the Treasury

Date: SEP 12 2008

FEED MORE INC
1415 RHOADMILLER STREET
RICHMOND, VA 23220

Person to Contact - ID#:
JOE KENNEDY - ID# 31-08655
Contact Telephone Numbers:
877-829-5500 Phone
Federal Identification Number:
54-1150923

Dear Sir or Madam:

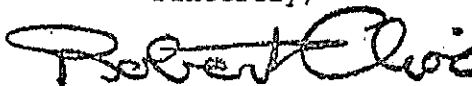
By our determination dated May 1981, you were held to be exempt from Federal Income Tax under the provisions of section 501(c)(3) of the Internal Revenue Code.

You recently furnished us information that Meals on Wheels Serving Central Virginia, Inc. (EIN: 54-1126021) merged with Central Virginia Foodbank, Inc. (EIN: 54-1150923) on July 1, 2008. Central Virginia Foodbank, Inc. has since changed its name to Feed More, Inc. Based on the information submitted, we have determined that the merger and name change do not affect your exempt status. The organization, Feed More, Inc., will continue using Employer Identification Number 54-1150923.

Please let us know about any further changes in your character, purposes, method of operation, name or address.

If you have any questions regarding this matter, please contact the person whose name and telephone number appear in the heading of this letter.

Sincerely,



Robert Choi
Director, Exempt Organizations
Rulings and Agreements



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Performance Foodservice – Virginia

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Vice President, Business Development & Merchant Operations
Dominion Energy Power Generation Group

Note: Committee assignments are italicized in parenthesis.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...	43,565,874.	43,565,874.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	3,549,951.	3,549,951.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,121,739.	445,696.	356,560.	319,483.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	3,719,925.	3,379,435.	184,801.	155,689.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	147,177.	133,188.	8,306.	5,683.
9 Other employee benefits	773,137.	646,325.	65,682.	61,130.
10 Payroll taxes	371,285.	301,760.	35,688.	33,837.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	236,607.	129,865.	39,000.	67,742.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)				
12 Advertising and promotion	281,220.	141,075.		140,145.
13 Office expenses	298,204.	220,926.	28,334.	48,944.
14 Information technology				
15 Royalties				
16 Occupancy	333,913.	314,138.	7,441.	12,334.
17 Travel	320,150.	311,566.	4,058.	4,526.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	806,468.	760,869.	21,637.	23,962.
23 Insurance				
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a UNUSABLE FOOD	1,391,612.	1,391,612.		
b REPAIRS AND MAINTENANCE	444,312.	431,311.	3,046.	9,955.
c SUPPLIES	362,755.	342,207.	2,170.	18,378.
d MAILING HOUSE SERVICES	323,547.			323,547.
e All other expenses	522,187.	440,794.	31,178.	50,215.
25 Total functional expenses. Add lines 1 through 24e	58,570,063.	56,506,592.	787,901.	1,275,570.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

FeedMore Budget 2018-2019

INCOME

COMMUNITY SUPPORT

Direct Mail	1,300,000
Civic and Religious Organization Contributions	189,250
Corporate Contributions & Grants	1,300,000
Foundation Contributions & Grants	1,305,000
United Way/CVC	360,000
Government Grants	184,000
Individual & Major Contributions	4,061,750
Total Community Support	8,700,000

OPERATING FEES

Membership Fees	17,750
Shared Maintenance	490,800
Purchase Program	235,000
Senior Connection	590,304
Client Pay	135,000
TEFAP/USDA Fees	449,447
CSFP USDA Meals	-
Third Party Meals	246,000
USDA Meals & Snacks	1,339,500
Miscellaneous	191,500
Total Operating Support	3,695,301
Total Revenues	12,395,301

EXPENSES

Salaries	4,869,811
Overtime	40,566
Taxes - Payroll	389,585
Insurance - Worker's Comp.	42,300
Insurance - Health	827,708
Retirement	214,272
Temporary Labor	66,937
Total Wage/Tax/Benefits	6,451,179
Advertising & Promotions	110,000
Bad Debts	5,275
Storage - Off-Site	92,722
Computer Expense	224,138

Food Purchase	2,225,995
Kitchen Meals	-
Delivery Charges	-
Staff Training	27,464
Staff Meetings	7,477
Dues/Subscriptions	36,050
Direct Mail	391,469
Equipment Rental	40,852
Rental - Vehicles	42,007
Special Events	-
Freight	-
Gas & Oil - Vehicles	107,754
Insurance - Business	48,314
Insurance - Vehicles	33,154
Cultivation	88,344
Mileage	53,440
Community Training	4,437
Bank Fees	78,773
Miscellaneous Expense	435
Office Supplies	53,037
Pest Control	6,303
Postage	34,460
Professional Fees	197,014
Human Resources Recruitment	1,522
Printing & Publications	122,065
Security	7,006
Non-Food Supplies	380,756
Taxes & Licenses	10,674
Telephone	47,064
Trash Disposal	33,172
Travel Expense	43,890
Utilities	187,885
Repairs & Maint.-Building	161,465
Repairs & Maint.-Equipment	67,104
Repairs & Maint.-Vehicles	128,000
Depreciation	990,870
Agency Grants	200,004
Gain/Loss on Disposal of FA	-
Total Other Expenses	6,290,391
Total Expenses	12,741,570

S.L. Gimbel Final Evaluation Report

1. **Organization name:** FeedMore, Inc.
2. **Grant #:** 20170897
3. **Grant Period:** January 1st, 2018 through June 12th 2018
4. **Location of Services (City and State):** Richmond, VA
5. **Name and Title of person completing evaluation.** Mary A. Samsell
6. **Phone Number:** 804-521-3286
7. **Email address:** msamsell@feedmore.org
8. **Total number of clients served through this grant funding:**

41,667 (FeedMore was able to provide 50,000 pounds of food or the equivalent of 41,667 meals)

9. **Describe the project's key outcomes and results based on the goals and objectives:**

FeedMore, Inc. is the only comprehensive hunger-relief organization serving children, families and seniors throughout Central Virginia. FeedMore is unique in the nation, comprised of a large regional Food Bank, Community Kitchen and Meals on Wheels program under one organizational structure. FeedMore's comprehensive hunger relief strategy focuses on three key areas: feeding children, feeding families and feeding seniors through our comprehensive set of hunger relief programs. FeedMore's Distribution Center Program distributes food and grocery products through nearly 300 partner agencies across a 31-county, five-city service area with the goal to provide hunger relief for food insecure families and individuals in need. During the grant period more than ten million pounds of food were distributed. More than twenty three million pounds of food were distributed in the most recently completed fiscal year (July 2016-June 2017), this included more than 1,116,552 pounds of purchased produce—over 50,000 lbs. of which was purchased thanks to generous S.L. Gimbel Foundation support.

10. **Please describe any challenges/obstacles the organization encountered (if any) in attaining stated goals & objectives.**

FeedMore continues to work diligently on our five year strategic plan, which includes a push to increase our fresh produce distribution to 40%. With a current fresh produce distribution of 33% we are well on our way. Distributing fresh produce does have some inherent challenges. We must ensure that the product is distributed quickly, that our partner agencies have the capacity to handle it and that our clients can use it. FeedMore has and will continue to devote resources to ensuring that we are able to accomplish this.

Like most food banks in the Feeding America network, FeedMore has historically relied upon a supply chain of shelf-stable donated food product from grocer-retailers, food manufacturers and the United States Department of Agriculture to supplement aggressive on-going community-wide food drive efforts. Many of these traditional resources are in decline. Fresh food, including produce, has been identified as the most abundant resource—both more readily available for donations and cheaper to purchase. Fresh food is also healthy food, making it very desirable as FeedMore seeks to not only provide more meals to reduce the region's meal gap but also to provide a balanced, healthy diet to our

neighbors. The entire food purchase budget for FeedMore's Distribution Center Program is dedicated to produce purchase to supplement donations.

11. How did the organization overcome and/or address the challenges and obstacles?

Through our agency capacity building efforts and our Direct Store Pickup Program, FeedMore has both increased the resources going straight to community partners as well as freed up our capacity for purchased fresh produce. To expand our own capacity for fresh produce, FeedMore is in the process of refrigerating an entire bay of our warehouse. Also, significant upgrades to ventilation will ensure that fresh produce remains stable for longer periods.

12. Describe any unintended positive outcomes as a result of the efforts supported by this grant.

FeedMore's mission to fight hunger in Central Virginia goes well beyond simply providing a meal to work toward long-term solutions. Efforts to alleviate long-term food insecurity must address the complexities of building and supporting healthy communities, healthy food systems and a healthy environment for business development.

- FeedMore supports local non-profits by taking on much the burden of procuring their food either with food from our Distribution Center or through FeedMore's Direct Store Pickup Program partnerships with local donors, such as food retailers and manufacturers allowing these agencies to feed more people or provide other services that benefit the community. FeedMore helps build network capacity through regional hubs and investments in infrastructure. This fiscal year, FeedMore has invested nearly \$200,000 in building our partner agencies' capacities. Additionally, we offer our partner agencies on-going technical support and educational opportunities.

- FeedMore encourages businesses to invest locally. FeedMore locally manages relationships with many regional and national donors that donate food directly to partner agencies. Additionally, FeedMore is able to make Neighborhood Assistance Program (NAP) tax credits available to local businesses donating food or funds. This both promotes community investment and also promotes a healthy business environment.

- In partnership with the Virginia Federation of Food Banks and the Virginia Department of Social Services, FeedMore conducts Supplemental Nutrition Assistance Program (SNAP, formerly Food Stamps) outreach through all FeedMore Programs. By educating, encouraging and assisting people to connect with this program, we do more than help people get the food they need and take the burden off of our non-profit partners to provide that food. Participation in SNAP also brings dollars into the very communities that need them most and encourages food retailers to do business in these same areas.

13. Briefly describe the impact this grant has had on the organization and community served.

Without reliable access to healthy food, children families and communities cannot grow strong and make positive progress. In many parts of our region, poverty impacts five living generations. The local FeedMore service area report from the Feeding America national study, Hunger in America 2014, shows that of those seeking hunger-relief services from FeedMore: 70% chose between paying for food and paying for utilities; 69% chose between paying for food and paying for medical care; 60% chose between paying for food and paying for transportation; 57% chose between paying

for food and paying for housing. For families making these choices, food may be the most “flexible” expense, the expense most likely to be cut. Our surveys and the research of many, show that when children achieve regular nutrition they are more likely to succeed in school and other activities. Providing access to nutritious meals is made possible through funding from community partners such as the Gimbel Foundation, and it is by meeting the basic core need of hunger-relief that other life changing programs continue the empowerment of those in need.

14. Please provide a narrative on how the funds were used to fulfill grant objectives. Support documents (receipts, expense reports or marketing materials) can be emailed to grant-info@thecommunityfoundation.net or faxed to 951-684-1911 or mailed to The Community Foundation, 3700 Sixth St. Suite 200, Riverside, CA 92501

During the grant period FeedMore had budgeted \$10,000 a month to purchase produce for distribution through nearly 300 partners of our Distribution Center Program. Produce purchases are designed to supplement our donations and provide core, fresh produce items. We often look to buy a variety of the ‘Hard 7’ commodities (potatoes, onions, carrots, cabbage, sweet potatoes, apples, oranges) and utilize the Feeding America National Produce Program to procure VAP (Value Added Processing) products at reduced prices. On average, \$10,000 provides a little more than one truckload of produce, or around 50,000 pounds. Grant funds were used to purchase nearly 50,000 pounds of produce as follows (invoice examples attached):

Pounds of Produce (lbs.)	Type of Produce
12,000	Onion
10,000	Potato
10,000	Cabbage
10,000	Tomato
2,000	Carrots
2,160	Cucumbers

15. Please relate a success story.

A mother of five grown children, two boys and three girls, Sara worked hard her whole life and now needs a little help. She is in her mid-60’s and is on Social Security, and while her rent is relatively low, her prescriptions and other expenses add up fast. She found that the \$14/month provided by SNAP was not enough for her to eat enough healthful food. She found relief when she began to receive fresh produce through one of our partner agencies. She says, “The healthier food is more expensive so this helps me a lot!” Sara enjoys cooking with the fresh produce and is very thankful for the “wonderful community of people” who have helped put food on her table.

Facture/Invoice

N° Facture Invoice No.	Page
22085	1
Date	
2018-04-05	
N° Commande de vente Sales Order No.	
(1203137)	
Date de livraison Delivery Date	
(2018-04-09)	

1911 Ch. de la Rivière, Ste-Clotilde (Quebec) J0L 1W0
Tél: 450 826-2000 Fax: 450 826-3126

Vendu à / Sold to

Feedmore Food Bank
1415 Rhoadmiller Street
Richmond, Virginia, États-Unis
23220

Expédié à / Shipped to

Feedmore Food Bank
1415 Rhoadmiller Street
Richmond
23220 Virginia, États-Unis

N° CLIENT CUSTOMER No.	VENDEUR SALEPERSON	N° COMMANDE CLIENT CUSTOMER ORDER No.	TRANSPORT	N° VOYAGE HAUL No.	CONDITIONS TERMS
600508	Debbie .		Expro Translt	11271	

PRODUIT PRODUCT	DESCRIPTION	QTÉ PAL QTY PAL	QUANTITÉ QUANTITY	PRIX UNITAIRE UNIT PRICE	TOTAL
POT5-VAP	Potato 5 Lbs #2	5	2 000.00	.80	1 600.00
CABGB-VAP	Cabbage Gr #2 50 pds Bag	5	200.00	8.25	1 650.00
TOMGH1	Tomatoes Red HH 15#	3	200.00	12.75	2 550.00
CARRAIN-VA	Carrots Rainbow #2 50lbs	1	40.00	7.75	310.00
CUKES GH	Cukes Hothouse #2 9LBS	3	240.00	6.50	1 560.00
FREIGHT	Freight	0	1.00	2 100.00	2 100.00
ONI16/3US	Onions 16x3 #2 US (Big O)	6	240.00	7.75	1 860.00
			2921		
	Total produit / product				9 530.00
	Total Freight				2 100.00

6000/OPS SNE
JF Buck
\$11,630
4/13/18

Notes:

Remarque/Comment Terms: Net 21 days Intérêt chargé sur compte passés d'0s 2% par mois après 15 (24% annuel) Interest charged on accounts overdue 2% per month, after 15 days(24% annual)	SOUS TOTAL	11 630.00
	TPS/GST/TVH	0.00
	TVQ/QST	0.00
	TOTAL	11 630.00 USD

TPS/GST: 135606057 RT0001 TVQ/QST: 1144292621