

#21



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

Internal Use Only: Grant: <u>20180904</u>
--


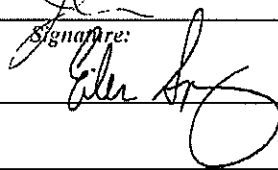
**Organization / Agency Information**

<i>Organization/Agency Name:</i> Food Gatherers		
<i>Physical Address:</i> 1 Carrot Way		<i>City/State/Zip</i> Ann Arbor, MI 48105
<i>Mailing Address:</i> PO Box 131037		<i>City/State/Zip</i> Ann Arbor, MI 48113
<i>CEO or Director:</i> Eileen Spring		<i>Title:</i> President & CEO
<i>Phone:</i> 734-761-2793	<i>Fax:</i> 734-930-0550	<i>Email:</i> Eileen@foodgatherers.org
<i>Contact Person:</i> Jen Whaley		<i>Title:</i> Manager of Annual Giving & Grant Development
<i>Phone:</i> 734-761-2793	<i>Fax:</i> 734-930-0550	<i>Email:</i> Jen.whaley@foodgatherers.org
<i>Web Site Address:</i> www.foodgatherers.org		<i>Tax ID:</i> 38-2853858

**Program / Grant Information**

<i>Program/Project Name:</i> Healthy School Pantry Program			<i>Amount of Grant Requested:</i> \$15,000
<i>Total Organization Budget:</i> \$4,480,325	<i>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</i> 94.5%	<i>Per 990, Percentage of Management &amp; General Expenses Only (Column C / Column A x 100):</i> 2.8%	<i>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</i> 5.5%
<i>Purpose of Grant Request (one sentence):</i> Grant funds will be used to purchase fresh fruits and vegetables for monthly produce box distributions through our Healthy School Pantry Program.			
<i>Gimbel Holiday Grants Received: List Year(s) and Award Amount(s)</i>  2017: \$10,000 received			

**Signatures**

<i>Board President / Chair: (Print name and Title)</i> Jim Lewis, Chair	<i>Signature:</i> 	<i>Date:</i> 11/15/18
<i>Executive Director/President: (Print name and Title)</i> Eileen Spring, President & CEO	<i>Signature:</i> 	<i>Date:</i> 11/15/18

## **I. Organization/Agency Background**

Food Gatherers is the food bank and food rescue program serving the 1 in 7 people in Washtenaw County struggling with hunger. We have operated since 1988, when staff from Zingerman's Delicatessen collected surplus food from restaurants and grocery stores and distributed it to local food pantries. Now in our 30<sup>th</sup> year, we have grown and expanded exponentially, last year distributing 6.3 million pounds of food to 44,500 neighbors in need. We currently employ 33 full- and part-time staff, supplemented by a network of over 7,500 volunteers annually.

We aim to ensure that all food-insecure people in our community have access to nutritious food. We provide training, support, and food to more than 170 community nonprofit partners who operate food pantries, meal programs, or other services in our community, and we manage our own direct service hunger relief programs. These programs include: Healthy School Pantry Program, delivering monthly fresh produce boxes to children and families at school sites; Summer Food Service Program, which providing summer meals to children who are eligible for free or reduced-fee lunch during the regular school year; and the Community Kitchen, serving free hot meals to the public 364 days per year.

## **II. Project Information**

The Healthy School Pantry Program (HSPP) is one way Food Gatherers improves access to healthy food for children and families who struggle with hunger in our community. We do this by offering monthly distributions of fruits and vegetables to students and families enrolled in fifteen of the highest-need schools in our community, identified through percentage of children participating in USDA free and reduced-fee lunch programs. At each monthly distribution, parents receive produce boxes when they pick up their children from school. We purchase fresh fruits and vegetables in bulk from local sources to ensure that our HSPP families are receiving a variety of produce at every distribution, even during the winter months.

The S. L. Gimbel Foundation Fund's support of the Healthy School Pantry Program allows us to ensure we are alleviating hunger by serving the 8,000 children and their families who struggle with food insecurity in Washtenaw County. Unhealthy eating habits and food insecurity are often linked. Eighty-eight percent of our clients report that they have chosen to eat unhealthy food because it was less expensive. As the leading hunger relief agency serving Washtenaw County, our primary goal is to increase access to nutritious food for all food-insecure individuals in our community.

We serve a diverse community, with racial distribution as follows: White: 41%; Black or African American: 29%; Hispanic, Latino; 10%; Other race: 20%. The two largest cities in our geographic area are Ann Arbor and Ypsilanti, both home to large state universities, and densely populated. According to "Hunger in America 2014," through Feeding America, an estimated nine percent of our client households have no income, 39 percent have annual incomes of \$1 to \$10,000, 20 percent have annual incomes of \$10,001 to \$20,000, and 16 percent have annual incomes of \$20,001 to \$30,000.

Taking into consideration household size, 61 percent of client households have incomes that fall at or below the federal poverty level. Seventy-nine percent of households we serve have a household annual income below 130% of the federal poverty level and are eligible to receive SNAP benefits and free breakfasts and lunches. Eighty-five percent of households we serve have a household annual income below 185% of the federal poverty level and are eligible to receive reduced-priced breakfasts and lunches.

For the 2018-2019 school year, we expect to reach 500 families monthly, including 1,000 children. We track data thoroughly for the HSPP, noting the number of pounds of food distributed, and the number of families, adults, and children served at each distribution. We conduct site visits and interviews at distribution locations to gather qualitative staff and volunteer feedback. We also solicit client feedback so we can effectively address barriers to their fruit and vegetable consumption and their hopes for healthier eating; our strategic plan priorities reinforce our commitment to learn from and engage clients in improving our work.

---

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

**III. Project Budget**

Please provide a detailed line-item budget for your project by completing the budget form below. **The maximum requested amount is \$15,000** or 25% of your operating budget, whichever is less. You can request for less than \$15,000. You may delineate your line items requests per examples below:

- 85% of total request for the purchase of food items only. (Ex. Total request of \$15,000; 85% is \$12,750 for food)
- 15% of total request for female hygiene products and/or diapers. (Ex. Total request of \$15,000; 15% is \$2,250 for diapers and female hygiene products)
- 100% of total request for the purchase of food items
- Canned tuna will not be funded.

**Food items must be delineated (i.e. canned vegetables, soup, pasta, dried beans, rice, etc.). For each food item, indicate the cost per unit (pound, carton, case, etc.) and the quantity. See attached example.**

Line Item	Line Item Description	Requested Amount
Strawberries	8ct (1# ea)/case, \$40.24/case, 125 cases	\$5,030.00
Oranges	40#/case, \$45.25/case, 50 cases	\$2,262.50
Grapes	18#/case, \$36.75/case, 105 cases	\$3,858.50
Potatoes	50#/case, \$21/case, 39 cases	\$819.00
Onions	50#/case, \$18.50/case, 40 cases	\$740.00
Carrots	25#/case, \$12/case, 80 cases	\$960.00
Cucumbers	50#/case, \$33.25/case, 40 cases	\$1,330.00
<b>TOTAL:</b>		<b>\$15,000.00</b>

**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
\$347,164	\$12,446,616	2.8%



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248145604  
Aug. 30, 2010 LTR 4168C E0  
38-2853858 000000 00

00012990  
BODC: TE

FOOD GATHERERS  
PO BOX 131037  
ANN ARBOR MI 48113-1037



021549

Employer Identification Number: 38-2853858  
Person to Contact: Jeffery Cordell  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Aug. 19, 2010, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in September 1989.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Michele M. Sullivan, Oper. Mgr.  
Accounts Management Operations I

## **Food Gatherers Board of Directors**

**Jim Lewis**, Chair

*Founder, J Lewis Consulting Group, LLC*

**Fran Petonic**, Immediate Past Chair

*Vice President, Office of Development, St. Joseph Mercy Health System*

**Frank Carollo**, Secretary

*Managing Partner, Zingerman's Bakehouse*

**Simon Whitelocke**, Treasurer

*Vice President, ITC Holdings Corporation*

**Eileen Spring**

*President and CEO, Food Gatherers*

**David Rhoades**

*Senior Director of Global Category Marketing, Dawn Foods*

**Felicia Brabec, Psy.D, MSW**

*Washtenaw County Commissioner; Psychologist/Social Worker*

**Gary Bruder**

*Attorney, Bruder PLC*

**Jim Lee**

*Vice President, Altarum Institute*

**Kevin DiCola**

*Regional Director of Communications, St. Joseph Mercy Health System*

**Kharena Keith**

*Coordinator of Wellness and Community Partnerships, Ypsilanti Public Schools*

**Mark Lee**

*Brand & Integrated Marketing Communications Executive, The Lee Group*

**Mary Kerr**

*President & CEO, Destination Ann Arbor*

**Nell Dority**

*Senior Director of Corporate Relations, University of Michigan Business Engagement Center*

**Susan Aaronson**

*Director/DPD Director, University of Michigan Public Health*

**Terry McParlane**

*Business Manager (retired), UPS*

*Listing includes voting board members current through 6/30/2019.*

**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	398,815	398,815		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	24,476	24,476		
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	150,937	30,187	105,656	15,094
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	1,190,038	940,379	79,475	170,184
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	100,912	74,554	13,179	13,179
9 Other employee benefits	122,965	90,857	16,042	16,066
10 Payroll taxes	95,340	70,942	12,194	12,204
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	18,952		18,952	
d Lobbying				
e Professional fundraising services. See Part IV, line 7				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)				
12 Advertising and promotion	45,779	702		45,077
13 Office expenses	113,219	90,185	5,693	17,341
14 Information technology	36,390	16,921	15,969	3,500
15 Royalties				
16 Occupancy	212,152	179,591	32,561	
17 Travel	13,573	12,226	372	975
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	11,591	8,739	419	2,433
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	215,322	183,024	32,298	
23 Insurance	39,076	33,119	5,957	
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 DONATED FOOD - IN-KIND	8,132,426	8,132,426		
b DONATED FOOD - PURCHASED	1,251,869	1,251,869		
c EQUIPMENT RENTAL & MAINT	151,725	150,509	1,216	
d VEHICLE EXPENSE	55,573	55,573		
e All other expenses	65,486	14,226	7,181	44,079
25 Total functional expenses. Add lines 1 through 24e	12,446,616	11,759,320	347,164	340,132
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)				

## Food Gatherers

Approved FY 2019 Budget

Including YTD data through February 28, 2018

Income	Proposed FY19 Budget
<b>Grant Revenue</b>	
Grant - Coordinated:City/County	\$100,000
Grant - Coordinated:United Way	\$150,000
Grant: Trinity Health CoFu	\$45,000
Grant - Food Bank Council of Mich	\$52,000
Grant - Feeding America	\$30,000
Grant - TEFAP	\$60,000
Grant - FEMA	\$48,000
Grant - AAACF	\$5,000
Grant - Other	\$145,000
Grant - SFSP	\$102,000
Grant - MHEF	\$231,000
Grant - Michigan Medicine	\$50,000
Grant - CFSEM	\$0
<b>Grant Revenue</b>	<b>\$1,018,000</b>
<b>Donation Revenue</b>	
United Way Designations	\$30,000
General Donations	\$2,460,000
Gift Card Donations	\$15,000
Donation Revenue	\$2,505,000
<b>Special Event Revenue</b>	
Grillin	\$270,000
30th Anniversary Sponsorship	\$15,000
Rockin	\$340,000
Special Event Revenue	\$625,000
<b>Food Sales Revenue</b>	
Food Bank	\$200,000
Food Sales Revenue	\$200,000
<b>Other Income</b>	
Other Income	\$7,500
Interest Income	\$15,000
Other Income	\$22,500
<b>Total Income</b>	<b>\$4,370,500</b>
<b>Expense</b>	
<b>Cost of Food Sales</b>	
FY17 Rescued Product Inventory Adj.	
Food Purchases	\$430,000
VAP and Shared Maintenance Fees	\$250,000
Carrot Credits	\$335,000
Farm to Food Bank	\$40,000
External FG Programs	\$7,500
Freight Charges	\$120,000
Summer Food Program	\$130,000
Food Conversion Program	\$0
<b>Total Cost of Food Sales</b>	<b>\$1,312,500</b>
<b>Operating Expenses</b>	



Personnel Expenses	\$1,950,825
Facilities	\$257,500
Operations	\$423,000
Programs	\$85,500
Marketing/Development	\$115,000
	\$57,500
Misc. Expenses	\$53,500
Salaries and Wages	\$1,491,000
Payroll Taxes	\$111,825
Unemployment	\$5,000
Benefits	\$162,000
401K	\$120,000
Workers Compensation	\$20,000
Training	\$20,000
Travel	\$12,000
Staff Enrichment	\$9,000
Insurance	\$27,500
Office Supplies	\$12,500
Postage	\$26,500
Telephone	\$20,000
Utilities	\$100,000
IT Consulting	\$22,000
Website	\$8,000
Computer Equipment	\$5,000
Computer Software & Maintenance	\$36,000
Operating Supplies	\$80,000
Repair and maintenance	\$90,000
Equipment under \$1,000	\$8,000
Vehicle repair and maintenance	\$10,000
Vehicle lease	\$155,000
Vehicle insurance	\$28,000
Vehicle gas	\$52,000
Partner Program Services	\$34,000
Farming Program	\$0
Cash Grants to Partners	\$17,000
Internships	\$24,000
Stipends	\$10,500
Advertising and promotion	\$10,000
Development/Marketing	\$105,000
	\$27,000
	\$500
	\$29,000
	\$1,000
Bank charges	\$50,000
Other/Unplanned	\$500
Sales Tax Due	\$3,000
<b>Total Operating Expenses</b>	<b>\$2,942,825</b>
<b>Other Expenses</b>	
Depreciation	\$225,000
<b>Total Other Expenses</b>	<b>\$225,000</b>
<b>Total Expense</b>	<b>\$4,480,325</b>
<b>Net Income (Expense)</b>	<b>(\$109,825)</b>

## **2017 Final Report: S.L. Gimbel Foundation Fund Holiday Grant**

### **1. Name of your organization.**

Food Gatherers

### **2. Grant #**

20170905

### **3. Grant Period**

December 12, 2017 – June 12, 2018

### **4. Location of your organization**

Ann Arbor, Michigan

### **5. Name and Title of person completing evaluation.**

Marissa Alaniz, Manager of Annual Giving & Grant Development

### **6. Phone Number:**

734-761-2796

### **7. Email address.**

marissa@foodgatherers.org

## **Question Title**

### **8. Total number of clients served through this grant funding:**

514 families and 1067 children per month

## **Question Title**

### **\*9. Approximate volume of food purchased with grant funds? (i.e 10 lbs of fresh produce; 1000 boxes; 10 cases, etc)**

50,000 lbs of fresh produce

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

The Healthy School Pantry Program is one way Food Gatherers improves access to healthy food for children and families who struggle with hunger in our community. We do this by offering monthly distributions of produce boxes to students and families enrolled in sixteen of the highest-need schools in our community. At each distribution, parents receive produce boxes when they pick up their children from school.

Funding from the S. L. Gimbel Foundation supported providing fresh produce during December, January, and February. At each distribution, each family received approximately 35 pounds of produce, the equivalent of 29 meals. Across all sixteen schools, we served an average of 484 families every month, thanks to your support.

This grant supported our comprehensive strategy to address child hunger and increase access to healthy food for families in Washtenaw County. Grant funding ensured we could continue to operate the Healthy School Pantry Program during the winter months, so that children and parents had healthy food to prepare for dinners and on weekends.

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

One challenge is making sure families are informed about the distributions. Through this program, we aim to serve as many food-insecure families as possible!

Another challenge is inaccessibility to consuming fruits and vegetables. Many families appreciate the food assistance but do not have the tools to prepare the produce they receive.

Fundraising is always a challenge, as we serve one county, and our individual giving comes primarily from donors that live in our county. Though our donors are very engaged with our organization and our local community, our cost to raise new dollars has increased. This affects our Healthy School Pantry Program model. If we cannot increase funding for this program, we cannot implement more outreach activities to increase program reach without sacrificing the quality of the produce received by each family.

**12. How did you overcome and/or address the challenges and obstacles?**

To increase outreach efforts, we advertise the program in school newsletters and communications, post flyers at the schools, and place calls to families the week before each distribution.

To help families prepare the produce they receive, we provided them with "Kitchen Kits," which contained oils, spices, measuring cups, cutting boards, vegetable peelers, and recipes. These kits encouraged families to learn unique ways to cook and eat the produce they receive. They also encourage families to enjoy the process of cooking together!

To ensure sustainable funding, we continue to apply for grants to allow us to continue and expand this program. Funding from the S. L. Gimbel Foundation helped a lot

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

With this grant, we were able to expand this program to bring on two additional school sites at which the majority of students qualify to receive free or reduced-price meals, Erickson Elementary School and Lincoln Middle School.

Because of the produce purchasing support provided by this grant, we had funds available to provide "Kitchen Kits" to families as mentioned above. Families reported that the Kitchen Kits increased their consumption of fruits and vegetables and helped them try new recipes.

**14. Briefly describe the impact this grant has had on your organization.**

Food Gatherers exists to alleviate hunger and eliminate its causes in our community, and one of our strategic goals is to increase access to nutritious food for all in need. Your support of the Healthy School Pantry Program allows us to ensure we are alleviating hunger by serving the 51,000 individuals, including 10,000 children, who struggle with food insecurity in Washtenaw County. When we provide food

assistance to local families, we also work to eliminate hunger's root causes by filling gaps in families' fridges so they can continue learning, working, and paying other vital bills. Instead of paying for food, parents can direct their money toward housing, transportation, medicine, or education, and work their way toward financial stability.

**15. Please provide a brief narrative on how the funds were used to fulfill grant objectives. Support documents (receipts or expense reports) can be emailed to [grant-info@thecommunityfoundation.net](mailto:grant-info@thecommunityfoundation.net) or faxed to 951-684-1911.**

Grant funds were used to purchase more than 50,000 pounds of produce to distribute through our Healthy School Pantry Program during December, January, and February. A variety of produce items were purchased, including potatoes, carrots, onions, squash, cauliflower, and beets. All this produce was distributed through the program to an average of 484 families per month.

Testimonials:

Parent from Brick Elementary: "We are trying to eat more healthy due to the fruits and veggies received! [The distribution] helps and it's easy to come to."

Parent from Bishop Elementary: "It has increased our access to fresh vegetables and fruit, and the kids eat the fruit within hours or a day or two of the box being opened. The vegetables encourage me to cook fresh [food] more often. The vegetables encourage me to try new recipes/methods to use them up. We enjoy the vegetable staples (onions, potatoes, carrots) in a lot of our foods."

Tracy, mother from Brick Elementary: "My 10-year-old son loves to cook with me. My son is learning how to use the cutting board properly to chop fruits and veggies. He's got several kitchen items, including some spices, just for his use. We both love it!"

Amanda, mother from Perry Early Learning Center: "We've been using the cutting board to cut up several veggies at once so we can cook and freeze them. Makes it easier for our daily, busy schedule, too. We also use all the other seasonings so we can prepare food without salt that tastes great!"