

#23



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

Internal Use Only:
Grant: <u>20180970</u>

Organization / Agency Information

Organization/Agency Name: <i>Freestore Foodbank</i>		
Physical Address: <i>1141 Central Parkway</i>		City/State/Zip: <i>Cincinnati, OH 45202</i>
Mailing Address: <i>1141 Central Parkway</i>		City/State/Zip: <i>Cincinnati, OH 45202</i>
CEO or Director: <i>Kurt L. Reiber</i>		Title: <i>President & CEO</i>
Phone: <i>513-482-3737</i>	Fax: <i>513-482-7532</i>	Email: <i>kreiber@freestorefoodbank.org</i>
Contact Person: <i>Lindsay Smith</i>		Title: <i>Foundation Relations Manager</i>
Phone: <i>513-482-7098</i>	Fax: <i>513-482-7532</i>	Email: <i>lsmith@freestorefoodbank.org</i>
Web Site Address: <u><i>www.freestorefoodbank.org</i></u>		Tax ID: <i>23-7122205</i>

Program / Grant Information

Program/Project Name: <i>Produce Initiative</i>			Amount of Grant Requested: <i>\$15,000</i>
Total Organization Budget: <i>\$18,082,163</i> (excluding the value of in-kind food donations)	Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): <i>94%</i>	Per 990, Percentage of Management & General Expenses Only (Column C/ Column A x 100): <i>2.8%</i>	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): <i>5.8%</i>
Purpose of Grant Request (one sentence): <i>To increase the availability of high quality produce items to better support the year around nutritional needs of our region through 7.5 million pounds of annual produce</i>			
Gimbel Holiday Grants Received: List Year(s) and Award Amount(s) <i>N/A</i>			

Signatures

Board President / Chair: (Print name and Title)	Signature:	Date:
<i>Kurt L. Reiber, President & CEO</i>		<i>11/14/2018</i>
Executive Director/President: (Print name and Title)	Signature:	Date:
<i>Marsha Croxton, Board Chair</i>		<i>11/14/2018</i>

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

I. Organization/Agency Background: State your mission, vision, purpose, and provide a brief history. What are your core programs and activities? How many people do you serve? How many paid staff, full time and part-time? How many volunteers?

Freestore Foodbank's mission is to provide food and services, create stability and further self-reliance for people in crisis. We began in 1971 when Frank Gerson, a worker at Cincinnati's incinerator, saw useable household items being tossed away. He took items for others in need and named his practice the "Free Store." In 1979, Free Store became a founding member of Feeding America, evolving into a food bank. Freestore Foodbank's signature programs include: offering free workforce development training (LIFT the TriState and Cincinnati COOKS!); providing food assistance to address childhood hunger (Kids Cafe, Power Pack, School Pantry and KIND: Keeping Infants Nourished and Developing); bringing fresh produce to food deserts (Healthy Harvest Mobile Market, Produce Initiative and Giving Fields); distributing supplemental food to our low-income, elderly neighbors (Senior Boxes); and providing wrap-around services that help families in need build stability and self-sufficiency (Stabilization Program and Customer Connection Center). We serve an estimated 220,000 individuals through our network of 450 partners, with 130 full-time and 17 part-time employees and 11,800 annual volunteers.

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?

Freestore Foodbank strives to solve the critical issue of hunger for the 273,000 food insecure individuals in our 20 county, tristate region (Source: Feeding America's Map the Meal Gap). Unfortunately, accessing healthy nutritious food, already challenging in many communities, is made more difficult by financial constraints. As families attempt to stretch their meal budget, foods that are filling but less nutritious are often chosen, leading to obesity and chronic health problems. Our tristate region contains a population of 1.7 million individuals, 33% of whom are considered low income. Over 45% of low income residents in our service area live more than one mile from the nearest supermarket. Our goal is to increase our total produce distribution from 6.5 million to 7.5 million pounds in our 2018-2019 fiscal year. We will reach this goal by offering free pop-up-produce deliveries to partners lacking facilities to offer regular produce distribution and by increasing the capacity of our partners to provide more consistent access. Feeding America's regional Mixing Center, located at Gleaners Foodbank is increasingly our main source for low cost, high quality produce. We also fill the gap in product with produce vendors such as Castellini.

How do you identify/qualify those in need? How often is the food distribution offered?

One in seven adults and one in five children in our region are food insecure, according to Feeding America's Map the Meal Gap research. While some of our donated food sources require families to self-identify as living below poverty, we only require that families state they are food insecure, as we recognize a sudden illness, death in the family or divorce can leave previously stable families without basic resources. Our mobile produce distributions are happening every day with a weekly schedule on our website. Our partner agencies have diverse schedules, with larger partners open each weekday and some smaller community partners open twice a month. We work to be able to provide families with immediate support, no matter their geographic location in our 20 county region by working with our partners.

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.

Each mobile distribution supports an average of 100 families, with partner agencies supporting between 25 and 1,500 weekly individuals. Your assistance of \$15,000 would mean produce for 3,690 local families as the average distribution is 20 pounds per family. With the average size of the families we serve, this would mean your contribution could directly assist nearly 10,000 individuals. From our own pantry, the average breakdown is 30% children under 18, 49% adults and 21% above the age of 55. We are increasingly utilizing PantryTrak to track people and families served, but we also rely on monthly reports from our partners.

**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.

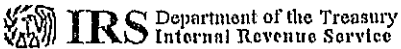
Line Item	Line Item Description	Requested Amount
Potatoes (Gleaners Mixing Center)	.13 pound X 15,500 pounds	\$2,015
Onions (Gleaners Mixing Center)	.15 pound X 12,200 pounds	\$1,830
Apples (Gleaners Mixing Center)	.24 pound X 13,000 pounds	\$3,120
Oranges (Gleaners Mixing Center)	.22 pound X 12,000 pounds	\$2,640
Carrots (Gleaners Mixing Center)	.15 pound X 10,000 pounds	\$1,500
Cabbage (Castellini)	.29 pound X 8,500 pounds	\$2,465
Corn (Castellini)	.55 pound X 2,600 pounds	\$1,430
TOTAL:	73,800 pounds of produce (average of .20 per pound)	\$15,000

These costs do not include transportation fees, only the direct cost or fee associated with the product.

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
\$1,605,857	\$56,360,152	2.8%



Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248364799
Apr. 09, 2012 LTR 4168C E0
23-7122205 000000 00

00017887
BODC: TE

FREESTORE-FOODBANK INC
1141 CENTRAL PARKWAY
CINCINNATI OH 45202-2050



044143

Employer Identification Number: 23-7122205
Person to Contact: Mrs. K Hopton
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Mar. 29, 2012, 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 December 1971.

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.

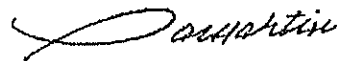
Please refer to our website www.irs.gov/eo for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

0248364799
Apr. 09, 2012 LTR 4168C E0
23-7122205 000000 00
00017888

FREESTORE-FOODBANK INC
1141 CENTRAL PARKWAY
CINCINNATI OH 45202-2050

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

Sincerely yours,



S. A. Martin, Operations Manager
Accounts Management Operations



FOOD • CONNECTION • HOPE

Freestore Foodbank Board of Trustees 2018

Marsha Croxton, *Board Chair*
Women's Crisis Center of Northern Kentucky

Anthony Cole, *Vice Chair-Development*
Anthony Cole Training Group

Jeff Busch, *Vice Chair - Foodbank*
Atlantic Foods Corporation

Bob Maly, *Vice Chair - Client Services*
Retired, Great American Insurance

Julie McGehee, *Vice Chair - Committee Trusteeship*
The E.W. Scripps Company

Marty Dunn, *Board Secretary*
Dinsmore & Shohl, LLP

Brett Blackwell, *Treasurer*
Central Bank

Jim Dressman, *Immediate Past Board Chair*
DBL Law

Damon Allen
Federal Home Loan Bank of Cincinnati

Sue Baggott
Power Within Consulting, LLC

Cassandra Barham
Benefits Rights Advocacy Group

Mark Bodnar
AXA Advisors

Tim Brown
The Kroger Co.

Anne Lilly Cone
Anne Lilly Cone & Co., LLC

Tom Kirkwood
Thompson Hine

Melissa Klein, MD
Cincinnati Children's Hospital Medical Center

Michael McCaw
BeFlex Staffing Network

Soloman Mohamed
Total Quality Logistics

Paula Neises
Cushman & Wakefield

Dan Pfau
Cincinnati Fan

Ramon Rodriguez
Fifth Third Bank

Richard Rosenthal
Uptown Arts

Marianne Rowe
Community Volunteer

David S. Taylor
Procter & Gamble

Rich Vaughan
Peoples Bank

Warren Weber
PNC Bank

Larry Williams
Retired, Brandicorp, LLC

Dwinelva Zackery
The Children's Home

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				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
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	374,334.	283,495.	48,705.	42,134.
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	5,389,291.	4,081,475.	701,204.	606,612.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits	1,163,952.	798,602.	276,678.	88,672.
10 Payroll taxes	470,867.	310,658.	111,115.	49,094.
11 Fees for services (non-employees):				
a Management				
b Legal	9,384.		9,384.	
c Accounting	28,897.	21,302.	5,558.	2,037.
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	21,023.	11,008.		10,015.
13 Office expenses	774,936.	74,820.	48,376.	651,740.
14 Information technology	252,779.	116,577.	89,443.	46,759.
15 Royalties				
16 Occupancy	1,170,482.	1,027,445.	97,188.	45,849.
17 Travel	136,105.	85,591.	38,736.	11,778.
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	257,853.	236,742.	18,991.	2,120.
23 Insurance	56,805.	28,069.	25,962.	2,774.
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 FOOD & HEALTH DISTRIB.	41,915,894.	41,915,894.		
b ASSISTANCE TO CLIENTS	1,815,851.	1,815,851.		
c FOOD PURCHASES	1,113,043.	1,113,043.		
d EQUIP, SUPPLIES AND REP	461,865.	443,716.	14,929.	3,220.
e All other expenses	946,791.	707,542.	119,588.	119,661.
25 Total functional expenses. Add lines 1 through 24e	56,360,152.	53,071,830.	1,605,857.	1,682,465.
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 if following SOP 98-2 (ASC 958-720)



FOOD • CONNECTION • HOPE

**Fiscal Year 2019
Budget**

Revenue	
Unrestricted Contributions	\$ 6,955,000
FSFB Foundation	\$ 498,000
Restricted Contributions	\$ 2,811,000
Customer Program Fees	\$ 228,480
Shared Maintenance Fees	\$ 352,000
Shipping revenue	\$ 21,600
Government Service Contracts	\$ 2,526,254
Non-Government Service Contracts / United Way	\$ 489,800
Purchased Product Resale	\$ 1,565,217
Special Events	\$ 1,764,800
Social enterprises	\$ 313,000
Miscellaneous Income	\$ 10,600
Total Revenue	\$ 17,535,751

Expenses	
Personnel	\$ 9,418,548
Facilities	\$ 1,196,043
Vehicles	\$ 286,413
Data & Communication Equipment	\$ 313,801
Operating	\$ 2,392,637
Purchased Product	\$ 1,570,000
Specific Assistance	\$ 2,572,362
Depreciation	\$ 332,359
Total Expenses	\$ 18,082,163
Revenues Over/(Under) Expenses	\$ (546,412)

Our fiscal year is July 1 through June 30. This account represents our internal budget, which does not include the value of in-kind food donations. These are calculated during the annual audit. Year-end calculations of in-kind food donations account for approximately \$35-45 million and are combined with the Corwine Foundation during the audit process.

Freestore Foodbank has worked hard to become a financially stable non-profit that is able to serve as long as the community needs us. We recently began an aggressive five-year strategic plan as we work to end hunger in our region. As a result, our leadership team and Board made a decision to increase investments in our expanding programs and services, resulting in a planned deficit this year and quite likely future years. We feel this is necessary as we work to end hunger in our community and remain financially stable.