

	<h2 style="text-align: center;">S.L. Gimbel Foundation Fund</h2> <h3 style="text-align: center;">Grant Evaluation Form</h3>
Grant Period: January 1, 2013 through June 30, 2013	Evaluation due Date: July 15, 2013

Organization: FISH Food Banks of Pierce County

Contact Name: Beth Elliott

Title: Executive Director

Phone Number: 253-383-3164

Grant Period: Jan. 1, 2013 – Jun. 30, 2013

Award Amount: \$10,000

Grant Number: 20121000

- **Describe the project's key outcomes and results based on your goals and objectives. Provide the number of clients served and other relevant statistics.**

Our goal is to provide nutritious food for individuals and families in need. Our objective is to provide enough food to make three meals a day for three days. Clients are asked to limit their visits to once a week, however if there are additional needs no one is turned away. Through June of this year, seven FISH food banks and the Mobile Food Bank served 281,928 individuals in need, as compared to 280,645 during the same period last year. In our most recent Outcome Based Evaluation Survey, completed in May, we learned that 88.67% of clients surveyed were satisfied with the amount of grains we provided; 90.67% were satisfied with the amount of vegetables; 82% were satisfied with amount of fruit; and 82% were satisfied with the amount of proteins we provided. While the majority of food that FISH distributes is donated, we must also purchase food to ensure we have a nutritious and balanced inventory. From January through June we spent \$173,598.51 on food purchases.

- **What were the challenges and obstacles you encountered (if any) in attaining your goals & objectives? How did you overcome and/or address the challenges and obstacles? What were the lessons learned?**

While the cost savings are spectacular, there are challenges to nonprofit food bank bulk purchasing. Obstacles often include: budget constraints; food product volume needs that exceed product availability; product volume needs that are inferior to the thresholds required in order to qualify for the reduced cost; reliance on vendors for complete and accurate product information; reliance on vendors for timely delivery; time-consuming pricing research; lack of dedicated warehouse space for food storage. With our bulk purchasing practices becoming a regular part of operations, our newly established bulk procurement protocol and ongoing collaborations with community partners unequivocally address all challenges.

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

The generous funds provided by the S L. Gimbel Foundation assisted us in forming more relationships with community partners and stronger relationships with partner agencies. Bulk purchases by the truckload are sometimes shared with other regional hunger fighting agencies in order for us to meet the minimum order threshold. Two warehouses have become FISH supporters, allowing us to store cases of food on their premises for free, because they understand the value of the commodities and savings we are taking advantage of.

- **Describe the overall effect this grant has had on your organization.**

This grant has an enormous effect on our ability to make purchases in bulk. It helps to leverage our purchasing dollars to obtain more nutritious food. Through June, we have been able to save 30-40% per truckload of product. This has equated to approximately \$48,000 in savings so far this year.

- **Tell us a few success stories that made an impact on your organization and/or community as a result of this grant.**

The generous grant allows us to continue meeting the needs of Pierce County individuals and families in need. We consider it a great success to be able to serve up to 50,000 people each month. So far this year, we've been able to snap up three particularly spectacular deals: a truckload of canned corn for just \$.35 each; canned diced tomatoes for \$.33; and canned green beans for \$.32. This is a significant cost savings on foods that clients most frequently need.

A client named Auburn recently shared this with us: *"I am a single mother working three jobs, seven days a week. All three of my jobs are part-time, and provide only enough income to pay for my mortgage, utilities, healthcare, transportation and insurance. There is literally \$0 for food. I never received any public assistance whatsoever. The Key Peninsula FISH Food Bank makes it possible for my daughter and I to persevere through this period in our lives, which is a crisis and not a lifestyle. Due to the nature of my work hours, if I had not been able to access the food bank at odd hours, we wouldn't have had food. I expect these circumstances apply to any number of people."*

Jennifer recently called FISH, crying uncontrollably. *"This is the month everything fell apart,"* she said. Jennifer works full time, but has been unable to keep up on her house payments. She received a foreclosure notice after returning from several days out of town helping an ill loved one. Jennifer was down to her last \$1.50 and was unable to purchase formula for her child. She never had to turn to a food bank before, and felt desperate and embarrassed. A trip to the Graham/South Hill FISH Food Bank, and Jennifer and her baby had the formula and food they needed to stay nourished and healthy until payday.

- **Provide a financial report on the use of your grant funds (expenditures).**

These grant funds were specifically used to purchase Hunt's diced tomatoes from Good Source. FISH purchased 3,264 cases of tomatoes, or 39,168 cans, for a total price of \$12,990. This reflects a cost savings of \$9,132 due to the bulk purchase.

- ❖ Please send copies of publicity and other promotional materials, if available.

Celia Cudiamat, Vice President of Grant Programs at