



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

|                    |
|--------------------|
| Internal Use Only: |
| Grant<br>:         |



## **Organization / Agency Information**

|                                                                                    |                               |                                                        |
|------------------------------------------------------------------------------------|-------------------------------|--------------------------------------------------------|
| <b>Organization/Agency Name:</b><br>Feed More                                      |                               |                                                        |
| <b>Physical Address:</b><br>1415 Rhoadmiller Street                                |                               | <b>City/State/Zip</b><br>Richmond, Virginia 23220      |
| <b>Mailing Address:</b><br>Same                                                    |                               | <b>City/State/Zip</b>                                  |
| <b>CEO or Director:</b><br>Doug Pick                                               |                               | <b>Title:</b><br>President and Chief Executive Officer |
| <b>Phone:</b><br>(804) 521-2500                                                    | <b>Fax:</b><br>(804) 521-2501 | <b>Email:</b><br>dpick@feedmore.org                    |
| <b>Contact Person:</b><br>Mary Samsell                                             |                               | <b>Title:</b><br>Director of Grants Management         |
| <b>Phone:</b><br>(804) 521-3286                                                    | <b>Fax:</b><br>(804) 521-2501 | <b>Email:</b><br>msamsell@feedmore.org                 |
| <b>Web Site Address:</b><br><a href="http://www.feedmore.org">www.feedmore.org</a> |                               | <b>Tax ID:</b><br>54-1150923                           |

## **Program / Grant Information**

|                                                                                                                                                                                                                                            |                                                                                           |                                                                                                        |                                                                                                                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|
| <b>Program/Project Name:</b><br>Full Plates for Thriving Communities: Produce Purchase                                                                                                                                                     |                                                                                           |                                                                                                        | <b>Amount of Grant Requested:</b><br>\$15,000                                                                        |
| <b>Total Organization Budget:</b><br>\$13,159,486                                                                                                                                                                                          | <b>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</b> 96.47% | <b>Per 990, Percentage of Management &amp; General Expenses Only (Column C/ Column A x 100):</b> 1.34% | <b>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</b> 3.52% |
| <b>Purpose of Grant Request (one sentence):</b><br>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. |                                                                                           |                                                                                                        |                                                                                                                      |
| <b>Gimbel Holiday Grants Received: List Year(s) and Award Amount(s)</b><br>January 2014: \$10,000; 2017: \$10,000; 2018: \$15,000                                                                                                          |                                                                                           |                                                                                                        |                                                                                                                      |

## **Signatures**

|                                                                                                                         |                                                                                                           |                                   |
|-------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-----------------------------------|
| <b>Board President / Chair: (Print name and Title)</b><br><br>William D. Robinson,                                      | <b>Signature:</b><br>  | <b>Date:</b><br>November 11, 2019 |
| <b>Executive Director/President: (Print name and Title)</b><br><br>Douglas Pick, President and Chief Executive Officer, | <b>Signature:</b><br> | <b>Date:</b><br>November 11, 2019 |

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

### **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 meal and food distribution 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. The overall food insecurity rate is 12.7% (193,570 individuals), but in areas such as City of Petersburg and City of Richmond, these rates are as high as 25.9% and 20.3% respectively. 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. Our partner agencies qualify clients with varying criteria, based on the community they serve and the types of service they provide. Feed More Agencies serve clients on a variety of schedules and report back to Feed More on the amount distributed and number served. Feed More uses Link2Feed a cloud based client data system across Agency Network partners serving 80% of our clients, allowing for real time service data. The remainder of our agencies report manually. More than 200,000 are served through this program annually—32% children, 20% elderly, and 48% other adults. **This grant funding would serve approximate 75,000 of the more than 200,000 people served annually. One pound of food is a little bit less than one meal. Food purchased using these funds would be used throughout our food distribution programs with other food distributed.**

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 as well as the MARC a mid-Atlantic food bank collaborative mixing center.

---



**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 |
|---------------|----------------------------------------------------------|------------------|
| Mixed Produce | Purchase of 75,000 of mixed produce at \$0.20 per pound. | \$15,000         |
| <b>TOTAL:</b> |                                                          | \$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 |
|-----------------------------------------------|----------------------------|-----------------------------|
| \$2,063,471                                   | \$58,750,592               | 3.52%                       |

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



## FY2019-20 Board of Directors

### Officers

#### Chairperson

William D. Robinson  
Chief Client Officer  
The Martin Agency

#### Treasurer

Daniel Scarvey  
Partner  
KPMG

#### Vice Chairperson

Thomas P. Rhoman  
Partner  
McGuireWoods LLP

#### Secretary

Richard E. Core, Jr.  
Principal  
Markel|Eagle Partners

### Directors

Timothy Beane  
Retired  
Altria

Lorna Pauley Jordan  
Artist

Jory Berson  
Chief Human Resources Officer  
Capital One

Kamran Raika  
Investment Officer  
Wells Fargo Advisors

Valerie Bowman, M.D.  
Pediatrician  
Bon Secours Health System

Ellery Sedgwick  
President  
Farmville Area Community Emergency Services

Chris Kantner  
Executive Vice President  
Ukrops Homestyle Foods

Crystal B. Wersching  
Director, Procurement Services  
Altria

Ralph Hodge  
Pastor  
Second Baptist Church

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

Dwight Jones  
Chief Financial Officer  
LeClair Ryan

*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)<br>Total expenses | (B)<br>Program service expenses | (C)<br>Management and general expenses | (D)<br>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 <b>UNUSABLE FOOD</b> .....                                                                                                                                                                          | 1,391,612.            | 1,391,612.                      |                                        |                             |
| b <b>REPAIRS AND MAINTENANCE</b> .....                                                                                                                                                                | 444,312.              | 431,311.                        | 3,046.                                 | 9,955.                      |
| c <b>SUPPLIES</b> .....                                                                                                                                                                               | 362,755.              | 342,207.                        | 2,170.                                 | 18,378.                     |
| d <b>MAILING HOUSE SERVICES</b> .....                                                                                                                                                                 | 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 ☐ if following SOP 98-2 (ASC 958-720)

## Feed More, Inc.

### Budget FY 20

#### Income

##### Community Support

|                                            |                    |
|--------------------------------------------|--------------------|
| Direct Mail Revenue                        | \$1,300,000        |
| Faith and Civic Organization Contributions | \$487,650          |
| Corporate Contributions & Grants           | \$1,675,000        |
| Foundation Contributions & Grants          | \$1,600,000        |
| Government Grants                          | \$669,280          |
| Individual & Major Contributions           | \$3,228,350        |
| <b>Total Community Support</b>             | <b>\$8,960,280</b> |

##### Operating Fees

|                                |                     |
|--------------------------------|---------------------|
| Membership Fees                | \$20,700            |
| Shared Maintenance             | \$557,000           |
| Purchase Program               | \$282,800           |
| Delivery Program               | -                   |
| Area agencies on Aging         | \$910,800           |
| Insurance Groups               | \$43,200            |
| Client Pay                     | \$135,000           |
| TEFAP/USDA Fees                | \$616,428           |
| Third Party Meals - CK         | \$258,250           |
| USDA Meals & Snacks            | \$1,104,320         |
| Miscellaneous                  | \$230,000           |
| <b>Total Operating Support</b> | <b>\$4,158,498</b>  |
| <b>Total Revenues</b>          | <b>\$13,118,778</b> |

##### Expenses

|                                |                    |
|--------------------------------|--------------------|
| Salaries                       | \$5,076,352        |
| Overtime                       | \$41,504           |
| Taxes - Payroll                | \$406,108          |
| Insurance - Worker's Comp.     | \$43,657           |
| Retirement                     | \$193,460          |
| Temporary Labor                | \$56,881           |
| <b>Total Wage/Tax/Benefits</b> | <b>\$6,582,961</b> |

##### Other Expenses

|                          |           |
|--------------------------|-----------|
| Advertising & Promotions | \$221,860 |
| Bad Debts                | \$5,000   |

|                                        |                     |
|----------------------------------------|---------------------|
| Storage - Off-site                     | \$81,000            |
| Rent - W.H., Office & Kitchen          | \$49,800            |
| Computer Expense                       | \$241,721           |
| Food Purchase                          | \$2,256,212         |
| Staff Training                         | \$23,971            |
| Staff Meetings                         | \$16,302            |
| Dues/Subscriptions                     | \$39,539            |
| Direct Mail                            | \$400,206           |
| Equipment Rental                       | \$34,816            |
| Rental - Vehicles                      | \$37,287            |
| Gas & Oil - Vehicle                    | \$139,206           |
| Insurance - Business                   | \$50,967            |
| Insurance - Vehicles                   | \$37,070            |
| Cultivation                            | \$39,340            |
| Mileage                                | \$50,939            |
| Community Training                     | \$3,670             |
| Bank Fees                              | \$77,054            |
| Miscellaneous Expense                  | \$348               |
| Office Supplies                        | \$44,062            |
| Pest Control                           | \$10,824            |
| Postage                                | \$40,620            |
| Professional Fees                      | \$205,651           |
| Human Resources Recruitment            | \$25,551            |
| Printing & Publications                | \$109,873           |
| Security                               | \$12,341            |
| Non Food Supplies                      | \$423,341           |
| Taxes & Licenses                       | \$18,639            |
| Telephone                              | \$43,116            |
| Trash Disposal                         | \$25,373            |
| Travel Expense                         | \$46,547            |
| Utilities                              | \$262,861           |
| Repairs & Maint. - Building            | \$168,398           |
| Repairs & Maint. - Equipment           | \$47,035            |
| Repairs & Maint. - Vehicles            | \$116,700           |
| Depreciation                           | \$1,119,285         |
| Agency Grants                          | \$50,000            |
| (Gain)/Loss on Disposal of FA          | -                   |
| <b>Total Other Expenses</b>            | <b>\$6,576,525</b>  |
| <b>Total Expenses</b>                  | <b>\$13,159,486</b> |
| <b>Net Operating Surplus (Deficit)</b> | <b>(\$40,708)</b>   |



**\* 1. Name of your organization.**

Feed More, Inc.

**\* 2. Grant #**

20180964

**\* 3. Grant Period**

January 1, 2019- September 30,2019

**\* 4. Location of your organization**

City | Richmond

State | Virginia

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

Mary Samsell, Director of Grants Management

**\* 6. Phone Number:**

(804) 521-3286

**\* 7. Email address.**

msamsell@feedmore.org

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

80000

One pound of food is calculated as approximately one meal in this case and is spread across our food distribution program which serves more than 200.000 individuals.

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

160 Cases of carrots

240 Cases of eggplant

299 cases of onions

760 cases of potatoes

210 cases of apples

240 cases of cabbage

4 bins of butternut squash

250 cases of sweet potato

40 cases of spaghetti squash

Totaling approximately 80,000 pounds

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

With a mission to fight hunger in Central Virginia, Feed More collects, prepares and distributes food to our food-insecure neighbors. With a service area that stretches across 34 cities and counties, Feed More's comprehensive programs and network of nearly 300 agencies helps ensure our communities

have access to healthy meals year round. Feed More is a proud member of Feeding America and Meals on Wheels America.

Today, roughly 200,000 people in Central Virginia—including more than 50,000 children—struggle with hunger and food insecurity. And because the challenge of hunger is deeply interwoven with other struggles of poverty, many of our neighbors face nearly impossible decisions. Most of Feed More's clients (almost 70 percent) have to choose between food and other necessities such as housing, transportation, medicine, and utilities. Choosing to buy food can mean missing out on a job or a safe place to sleep, thereby deepening the cycle of poverty and making it difficult to get ahead.

Even when food fits within a limited budget, most of our clients (nearly three-quarters) purchase unhealthy food due to lack of access to affordable nutritious food and fresh produce. This improper nutrition contributes to poor health and associated behavioral and academic problems for children. And it can lead to long-term health issues like diabetes, hypertension, obesity, and heart disease, which are experienced by about 70 percent of our recipient families.

The financial costs associated with these conditions weigh heavily on low-income families, and the emotional costs of illness and shortened lives simply cannot be measured. Lack of food and poor nutrition can limit an individual's ability to get ahead through jobs or education and lead to costly health challenges and impact our entire community. In fact, one day of hospitalization costs as much as one year of Meals on Wheels deliveries.

The solution to these problems is simple: access to fresh, nutritious food.

Feed More'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. More than twenty-nine million pounds of food were distributed in the most recently completed fiscal year (July 2018-June 2019). Over 30% of this food was produce—including the more than 80,000 lbs. purchased thanks to generous S.L. Gimbel Foundation support.

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

The solution to food insecurity may be simple: access to fresh, nutritious food. But the need is profound. In order to serve all of Central Virginia's hungry seniors, children, and families—both in rural areas that require more focus and in our urban and suburban core—it would take an additional 14 million meals each year. And delivering services is surprisingly complex. The key to improved nutrition and health among families served by Feed More is building access to healthy, fresh, perishable foods.

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

Feed More has launched the most ambitious campaign in our history: a \$19.5 million campaign for Central Virginia's future.

Gather. Give. Grow.

Through this campaign's unprecedented investments in our capacity, in food, and in our shared future, we will:

GATHER together as a community to support our neighbors in need, serving 30 percent more meals in the coming years.

GIVE the gift of healthy food to more people in need, doubling the amount of fresh produce and protein that Feed More distributes.

GROW healthier, more hopeful communities all across Central Virginia by collaborating with other best-in-class partners to take on the underlying causes of hunger and poverty.

It's an ambitious vision—but it's one that's within reach, if we come together and give back to our community like never before.

Gather. Give. Grow. includes capital investments of \$7 million along with a five-year increase in operating costs totaling \$7.5 million and a \$5 million endowment goal, to comprise a \$19.5 million campaign that will have a long lasting, positive, and sustainable impact on the communities we serve and on our ability to continue to meet emergent needs in the future.

#### Capital Investments

In order to make sure that fewer people in Central Virginia go hungry, we will invest in Feed More's ability to get the right food to the right place at the right time.

The key to improved nutrition and health among families served by Feed More is building access to healthy, fresh, perishable foods. This is only possible if we increase refrigeration, upgrade our fleet of trucks and vehicles, improve our facilities, and modernize our equipment.

Through these capital investments, we will:

- More than double our refrigerated and freezer warehouse space to distribute and store more perishable fruits, vegetables, and protein,
- Construct new refrigerated warehouse docks,
- Purchase more trucks, both refrigerated and non-refrigerated, to transport perishable produce and protein as well as dry and canned goods,
- Invest in maintaining and building program delivery and operational capacity through necessary equipment, and
- Re-imagine and improve Rhoadmiller campus to increase efficiency and gain capacity

In addition to these investments at Feed More headquarters in Richmond, we will invest in our partner agencies that work directly in communities with deep need so that they can build their capacity and serve as distribution hubs, and where that is not possible we will invest in service area communities to create hubs. This hub model will greatly expand our ability to serve our neighbors who face hunger in Central Virginia's hard-to-reach rural areas, where we see some of the deepest need.

Feed More has made significant progress toward these goals and secured \$6.0 million in gifts and pledges toward the campaign.

#### Campus Improvements Phase One:

- Converted Bay 1 of Feed More's Distribution Center from dry storage to refrigerated cooler space, more than doubles our warehouse cooler space from 2,500 to 5,000 square feet.
- Added a climate controlled loading dock extending the shelf life of our produce from two to seven days.
- Converting Bay 1 of our warehouse to a cooler also enabled us to convert our existing cooler space to frozen storage, increasing our freezer space from 3,000 to 5,000 square feet and eliminating the need for offsite freezer storage, saving as much as \$100,000 annually.
- Moved the Partner Agency Receiving area from Bay 1.
- Completed exterior work to accommodate new receiving and distribution flows.

#### Rural Expansion:

- Feed More has made significant investments in facilities for both Farmville Area Community Emergency Services (FACES) and Healthy Harvest Food Bank (formerly Northern Neck Food Bank).
- Feed More has secured a location for a distribution hub in South Hill, and we expect it to be open this summer.
- Feed More has begun a new School Market program, initially serving our rural counties where other infrastructure for delivering children's meal programs, such as afterschool and summer programs either are not available or are not as well attended. These monthly farmer's market style distributions take place at elementary schools.
- Feed More won a competitive bid to provide Meals on Wheels meals through the Piedmont Area Agency on Aging, providing weekly frozen meals in a new program model tailored to fit the needs of this more rural area.

Fleet Expansion Phase One: Feed More has added two additional refrigerated box trucks and an additional tractor to pull refrigerated trailers to our fleet. These enable more pick-ups and deliveries of healthy perishable food items.

#### Process Improvements:

- Feed More's implementation of Link2Feed client data tracking system through our partner agencies gives Feed More accurate, real time data, helping drive strategic allocation of resources, as well as setting the stage for collaborative efforts that address the root causes of hunger and poverty in the communities we serve.
- A new automated inventory control system increases our efficiency and accuracy in the warehouse and dramatically improves our inventory control by enabling Feed More to perform warehouse transfers, inventory counts, pallet movements, receiving, and shipping all directly from the warehouse floor.
- Feed More's Meals on Wheels is in the process of moving from a customized ACCESS database to ServTracker, an integrated data solution for senior programs, reducing risk and increasing efficiency.

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

Without reliable access to healthy food, children families and communities cannot grow strong and make positive progress. Of those seeking hunger-relief services from Feed More: 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 food and meals is a guiding principle of Feed More. This 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.

**\* 15. Please provide a narrative on how the funds were used to fulfill grant objectives. Explain what was purchased and how funds were utilized based upon the budget that was submitted. Utilize your grant request and explain expenditures that were made. This can be accomplished by inserting a side by side explanation.**

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 and the MARC Cooperative mixing Center. In order to receive these reduced rates, Feed More pays freight for both and shared maintenance fees at the MARC mixing center. Grant funds were used to purchase more than 80,000 pounds of produce as follows (invoices emailed):

|                              |            |
|------------------------------|------------|
| 160 Cases of carrots         | \$1,082.20 |
| 240 Cases of eggplant        | \$984.00   |
| 299 cases of onions          | \$1,807.49 |
| 760 cases of potatoes        | \$1,440.40 |
| 210 cases of apples          | \$1,470.00 |
| 240 cases of cabbage         | \$4,020.00 |
| 4 bins of butternut squash   | \$442.68   |
| 250 cases of sweet potato    | \$1,710.00 |
| 40 cases of spaghetti squash | \$240.00   |
| Freight                      | \$1,803.23 |

Total \$15,000

Edit: Because we purchase loads of seconds and through the food bank collective (MARC), we calculate freight into the cost of produce. The attached receipts without freight (and counting more of the produce purchase) total \$14,859.77.

**\* 16. Please relate a success story:**

Many individuals who struggle with hunger are forced to make tough decisions every month.

Aggie, a mother of five grown children, has worked hard her whole life and now needs a little help. While her rent is relatively low, Aggie's prescriptions and other expenses add up fast, leaving her with little money for her food budget.

"When you're on social security, it is really challenging to afford a house and a vehicle," said aggie, who borrowed her daughter's truck to drive to one of our Mobile Pantry distributions. "The end of the month is stressful when my money is running out."

Thankfully, Aggie has a place to turn to help put food on the table. The monthly distribution at this Mobile Pantry helps folks like Aggie get nutritious food for wholesome meals.

With a variety of perishable and nonperishable food distributed, including a lean protein, fresh fruits and vegetables, and whole-grain snacks, each household receives about 35 pounds of food each month, which is a big help to our neighbors like Aggie.

"I really enjoy cooking and am thankful for the wonderful community of people who have helped me put food on the table," said Aggie. "The healthier food is more expensive, so this Mobile Pantry helps me a lot."