



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

Internal Use Only: Grant :

Organization / Agency Information



Organization/Agency Name: Feeding America Riverside San Bernardino		
Physical Address: 2950-A Jefferson Street		City/State/Zip Riverside, CA 92504
Mailing Address: 2950-A Jefferson Street		City/State/Zip Riverside, CA 92504
CEO or Director: Stephanie Otero, CPA, CEO		Title: Director of Philanthropy
Phone: 951-359-4757 ext. 121	Fax: N/A	Email: sotero@feedingamericaie.org
Contact Person: Lori J. Butler, CFRE		Title: Director of Philanthropy
Phone: 951-359-4757	Fax: N/A	Email: lbutler@feedingamericaie.org
Web Site Address: www.feedingamericaie.org		Tax ID: 33-0072922

Program / Grant Information

Interest Area: Animal Protection Education Environment Health Human Dignity

Program/Project Name: Reaching Women and Children - Kids Market and CalFresh Outreach			Amount of Grant Requested: 15,000
Total Organization Budget: 47,873,185.00	Per 990, Percentage of Program Service Expenses (Column B / Column A x 100): 98.06%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 1.25%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 1.93%
Purpose of Grant Request (one sentence): Provide fresh produce & wholesome foods & Cal Fresh application assistance to 8-9K low-income households.			
Program Start Date (Month and Year): 7/01/2019		Program End Date (Month and Year): 6/30/2020	
Gimbel Grants Received: List Year(s) and Award Amount(s) 2015-\$30,000 and 2016-\$40,000			

Signatures

Board President / Chair (print name and title): 	AARON HORGAN, BOARD CHAIR
Signature:	Date: 9/20/19
Executive Director/President (print name and title): 	STEPHANIE OTERO, CEO
Signature:	Date: 9/20/19



**2019 S. L.
Gimbel
Foundation
Fund
Grant
Application**

Internal Use Only:
Grant No: _____

Organization / Agency Information

Organization/Agency Name: Feeding America Riverside And San Bernardino Counties		
Physical Address: 2950 A Jefferson Street Riverside, CA 92504		
Mailing Address: 2950 A Jefferson St Riverside, CA 92504CA 92504		
CEO or Director & Title: Ms Stephanie Otero, President and CEO		
Phone: (951) 359-4757	Fax:	Email: Stephanie Otero Tel: (951) 359-4757 ext. 121 sotero@feedingamericaie.org
Contact Person & Title: Vanesa Rangel-Mercado, Director of Programs		
Phone: (951) 359-4757	Fax:	Email: vmercado@feedingamericaie.org
Web Site Address: http://https://www.feedingamericaie.org		Tax ID: 330072922

Program / Grant Information

Program Area: Human Dignity

Program/Project Name: Kids Market Program			Amount of Grant Requested: \$15,000
Total Organization Budget: \$3,054,950	Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 98%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 1.2%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 1.89%

<i>Purpose of Grant Request (one sentence):</i> FARSB's Kids Market Program will provide fresh produce and other wholesome foods to elementary school children and their families in five (5) low-income elementary schools with high rates of food insecurity.	
<i>Program Start Date (Month and Year):</i> 7/1/2019	<i>Program End Date (Month and Year):</i> 6/30/2020
<i>Gimbel Grants Received: List Year(s) and Award Amount(s)</i> 2015 -\$30,000 2016 - \$40,000	

2019 S.L. Gimbel Foundation Fund APPLICATION

Narrative

I. Organization Background

What is the history, mission, and purpose of your organization?

Feeding America Riverside | San Bernardino's (FARSB) mission is to alleviate hunger in the Inland Empire. Our primary goal is to eliminate hunger in Riverside and San Bernardino Counties, also known as "the Inland Empire." We envision a community where everyone has access to adequate and nutritious food. With these purposes in mind, 98 percent of every donation goes directly to programs and services.

In 1980, Inland Empire charities were struggling to provide vital food assistance to a growing number of food insecure residents. Local need increased while local resources were limited and diminishing. To address this need, the Riverside Hunger Coalition, Raymond Skeeahan, and Catholic Charities formed Second Harvest Food Bank (renamed FARSB in 2014) to serve as a center for food acquisition and distribution to local charities. Then and now, FARSB's work ensures that our local partners have the food they need to distribute to thousands of low-income households throughout the Inland Empire.

What started in 1980 as a straight forward food bank with 20 partners has since grown to a multi-program organization with over 300 community partners.

Ultimately, the FARSB wants to examine and develop programs that address the underlying causes of hunger, such as poverty, unemployment, access to education, and other limiting factors. We know that chronic poor nutrition negatively impacts the health and well-being of our community. Young people subsisting solely on processed foods will not excel at school; adults with poor access to nutritious foods can develop chronic health issues that impact their ability to work and care for dependents. We understand that hunger is one symptom of poverty, and believe that through collaboration, innovation, and responsiveness to our community's needs we can break through the socio-economic barriers and build a brighter future in the Inland Empire.

Length of Service

39 years

Organizational Accomplishments:

What are some of your past organizational accomplishments in the last 3 years?

Direct food assistance: FARSB concluded our last fiscal year by distributing more than 22 million pounds of food to individuals, families, and seniors to alleviate hunger throughout San Bernardino and Riverside Counties. We currently distribute close to 2 million pounds of food per month.

Focus on nutrition: As part of FARSB's strategic plan to reduce hunger and poor nutrition, we recently made a shift in the type of food donations accepted. In 2018, we changed our donation policy and are phasing out the acceptance of unhealthy products such as soft drinks, bakery items, and chips. In 2019, we created a staff position specifically to develop new relationships with regional agribusinesses and other producers of fresh and wholesome foods to ensure that, as we phase out less nutritious products, we are increasing the supply of wholesome nutritious foods.

Operational efficiency: FARSB has become resourceful and creative in being efficient while limiting costs. Over the last three years, FARSB's 30-person staff distributed nearly twice the amount of food as comparably-sized food banks that have twice as many staff. Of all donated funds, 98% goes directly into FARSB's programs.

Programs and Activities:

What are some of your current key programs and activities? Describe the communities you serve. Include populations and geographic locations.

FARSB is the largest food bank in our region. To meet the essential food needs of disadvantaged individuals, we provide the following programs to Riverside and San Bernardino residents:

- 1) Agency Distribution Programs - Food is distributed through our over 300 nonprofit community partners including emergency shelters, food pantries, soup kitchens, mobile distribution pantries, and schools.
- 2) CalFresh Outreach Program - identifies and supports eligible low-income households with the complex application process for the federal Supplemental Nutrition Assistance Program / SNAP (named "CalFresh" in California). The CalFresh program is a critical tool for reducing hunger by offering an ongoing, monthly supplement for purchasing food. FARSB works to enroll clients in this program and addresses program concerns from applicants.
- 3) Kids Market Program - This program helps alleviate child hunger by providing 10-15 pounds of nutritious food and healthy snacks to low-income students and their families once per month

during the school year. Currently, the Kids Market program is operating at five (5) elementary schools in San Bernardino, Riverside, and Corona. As an average, 93% of students at our schools qualify for free or reduced priced meals based on household income.

4) School Pantry Program - The School Pantry Program offers nonperishable food to high-need elementary schools five days a week. We currently operate in the Perris School District office, supporting 10 schools.

5) Mobile Pantry program - Provides monthly mobile food distributions to hard-to-reach, underserved communities at two hub locations.

6) The USDA Temporary Emergency Food Assistance Program (TEFAP) - Provides USDA commodities to 30 partner sites in Riverside County for distribution to eligible individuals and households.

Through these programs, over 100,000 residents of Riverside and San Bernardino Counties are served each month. Beneficiaries span every age, life stage, and demographic, but 100% are food insecure and low-income.

II. Project Information:

Program Area

Human Dignity

Program or Project Name

Fighting Hunger with Kids Markets

Amount of Grant Requested

15000

Total Organization Annual Operating Budget

2726056

Per 990, Percentage of Program Service Expenses

98

Percentage of Management & General Expenses Only

1.2

Percentage of Management & General Expenses and Fundraising

1.9

Purpose of Grant Request

Please summarize the project.

FARSB's Kids Market Program will provide fresh produce and other wholesome foods to elementary school children and their families in five (5) low-income elementary schools with high rates of food insecurity.

Use of Grant Funds

Funds will be used to support direct costs associated with the Kids Market Program.

Project Start Date

7/1/2019

Project End Date

6/30/2020

Statement of Need

According to the U.S. Census Bureau for 2017, of 4.5 million residents in the Inland Empire, 737,000 people are living below the poverty level, and 445,000 people are food-insecure individuals who are uncertain of when their next meal will be. One in five residents is forced to make the demoralizing choice between spending money on food or on other basic needs like medical care, rent, utilities, and transportation to work.

In 2019, Kaiser Foundation Hospitals conducted a Community Health Needs Assessment in the FARSB's service area and uncovered the following:

- High rates of children in poverty - as high as 28.9% in many communities.
- Under-educated adults - As many as 23% of adults lack a high school diploma.
- Low health opportunity - In aggregate, residents living in FARSB's service area are in the 24th percentile for health opportunity among all California residents, with approximately 752,872 people living in severely under-resourced census tracts. In effect, this means that 7 out of 10 Californians have a greater opportunity to live a long healthy life than residents here.
- Higher-than-average obesity rates - Obesity prevalence in the Inland Empire ranges from 32.1% to 35.7%, higher than the prevalence in California as a whole (29.6%). [Of note, obesity is not an indicator of being adequately nourished; children and adults who can only afford highly processed foods can be both obese *and* chronically hungry and malnourished.]

Project Description

The Kids Market (KM) program provides nutritious, healthy food to low-income students and their families in a farmer's market style. In partnership with five (5) elementary schools, KMs provides fresh fruits, vegetables and wholesome shelf-stable products to children and their families who would otherwise not be able to access or afford such nutritious foods. Once per month during the school year, students at our participating schools receive a 10-15 pound bag filled with locally grown produce and some wholesome shelf-stable products.

For each Kids Market distribution, FARSB staff prepare educational materials that describe the nutritional benefits of that month's food products, and even curate recipe cards to encourage children and their families to incorporate potentially unfamiliar fruits and vegetables into their diets. In this way, both children and the adults in their lives become more informed on the importance of proper nutrition and get meaningful guidance on how to incorporate nutritious foods into their diets when possible.

While tens of thousands of families receive meals through our other distribution programs, many of the poorest-resourced and hungriest children slip through the cracks. FARSB's KM program targets these children by working in public schools where we find the highest percentage of children that receive free/reduced-price meals at school.

Project Goal, Objectives, Activities & Expected Outcomes

1. Project Goal

The goal of the Kids Market program is to increase access to and familiarity with fresh and wholesome foods for children and their families at five (5) under-resourced elementary schools in Riverside and San Bernardino Counties.

2. Project Objective

The program objective is to distribute 450,000 pounds of nutritious food during the 2019/2020 school year to the 10,659 individuals who benefit from the monthly Kids Market Program.

3. Program Activities

Conduct monthly Kids Market distribution events during the 2019-2020 school year, serving 3,553 students and their families (average household size = 3 people), reaching a total of 10,659 individuals each month.

Secure 10-15 pounds of fresh produce and wholesome shelf stable foods per child, per distribution.

Include product-specific nutrition education materials at every distribution event.

Expected Outcomes

FARSB expects to increase access to and familiarity with fresh and wholesome foods for 3,553 children and their families by supplying an average of 10,000 pounds of food per KM site per month this 2019/2020 school year.

Evaluation

FARSB evaluates strategies and intended outcomes by using a sophisticated food accounting and quality control monitoring system to collect and analyze data and to evaluate food distribution performance indicators. Every pound is tracked through FARSB's accounting software, Primarius. Our partner schools record student information and provide FARSB

with monthly reports. Our partners are monitored by FARSB on a regular basis to maintain standards. Their reports on student demographics provide us with performance data and allow for consistent evaluation of goals and objectives.

Timeline

- 1) In August 2019, confirm KM sites that will be participating in the Program and set product delivery schedule.
- 2) KMs begin distribution in September 2019, each lasting approximately four (4) hours.
- 3) Operate KM monthly at the 5 sites and receive site reports of number of individuals served and pounds distributed monthly.
- 4) Distribute 10,000 pounds of product one time per month to each school site until the school year ends in June 2020.
- 5) Monitor KM sites and generate monthly distribution reports for review.
- 6) After the conclusion of the school year, FARSB will review annual totals, including number of children and families served and pounds of food distributed.

Target Population

This program will serve a total of 10,659 individuals. This was calculated by starting with the total student population of 3,553 students and multiplying that by the average household size of three (3) people. As there is a high percentage of single mothers in this region, it is likely that many of the adults impacted by the KMs will be low-income single mothers. Across the five schools, there is an average of 93% of students who qualify for free or reduced-price meals, meaning that an overwhelming majority of program participants are meaningfully economically disadvantaged.

Projects in the Community

No other organization in the Inland Empire is offering a program of this type, with fresh food provided farmer's market style on site at the participant's school.

Program partners and activities include:

The five participating elementary schools all support Kids Market by promoting the program and distribution days to students and their families, assisting in recruiting volunteers (and often volunteering as well), and providing space at the school for food distribution days.

Participating schools are 1) Lincoln Elementary School in San Bernardino, 2) Muscoy Elementary School in San Bernardino, 3) E. Neal Roberts Elementary School in San Bernardino, 4) Madison Elementary School in Riverside, and 5) Parkridge Elementary School in Corona.

Loma Linda University shares information with participants about dental care programs available.

Stater Brothers grocery stores has championed FARSB and our Kids Markets by consistently

donating fresh produce and grocery bags, holding in-store fundraising campaigns, awarding annual grants.

Costco provides yearly grants specifically for produce procurement.

III. Project Future

As stated above, FARSB has found solid partners who are just as dedicated as we are to seeing the continuation of Kids Markets.

In addition to steady partner support, FARSB's fund development strategy takes on a unified approach that makes KMs sustainable. Our Philanthropy Department uses a full spectrum of fundraising tactics generating revenue from intentionally diverse sources including grants, direct mail, planned gifts, events of all sizes, corporate contributions, major gifts, and annual giving in order to prudently shore up any gaps in funding resulting from decreases from any one source. As a result of strategic resource development, FARSB is confident that the Philanthropy Department is poised and capable of procuring all funding needed to sustain these programs in the coming years.

Please refer to the attached "Sources of Funding" sheet for a breakdown of other grants and funds that are dedicated to our Kids Market Program.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

Governance

The FARSB Board oversees financial operations and provides oversight of the CEO. FARSB boasts an extremely active Board of Directors who represent local businesses, health systems, government representatives, and community members. The Board governs, raises funds, serves on organization committees, and carries our message throughout our community to lead and strengthen FARSB. 100% of the Food Bank's Board of Directors financially supports our organization. The CEO and the Board work in tandem to create a dynamic organization. The Board governs and helps create financial and organizational policy and the CEO implements these policies and guides staff in executing critical food distribution programs and strategies.

Board committees are: Executive, Finance, Board Development/Nominating, Fund Development, Audit, Capital Campaign, and CEO Selection. The board meets monthly and makes decisions as a group, with discussion encouraged and facilitated. The relevant committees make recommendations to the whole board and decisions are voted on as a group.

Management

Our President and CEO, **Stephanie Otero**, has 21 years of experience working with local non-profits, finance, management, over 5 years of leadership experience in fundraising, and is a Certified Public Accountant. She became President and CEO of FARSB in 2017 after serving as the organizations Chief Financial Officer.

Ms. Otero received her Bachelor's Degree in Accounting from San Diego State University. Ms. Otero specializes in non-profit sustainability and growth, including fundraising and development, financial accounting and reporting, team development and recruitment, board engagement, Human Resources, and more.

Vanesa Rangel-Mercado, Director of Programs, has been with FARSB since 2014 and has a wide range of experience related to community outreach. Ms. Rangel-Mercado has a B.S. in Business Management and worked for over 12 years with La Sierra University Food Distribution, spending 6 of those years in youth programming. Since joining FARSB Ms. Rangel-Mercado has quickly developed partnerships to extend the reach of FARSB's Kids Markets and CalFresh Outreach programs. Vanesa incorporates structured organizational practices with an ongoing ability to adapt to the needs of the community.

S.L. Gimbel Foundation APPLICATION

Organization Name:

Feeding America Riverside | San Bernardino

V. Project Budget and Narrative (Do not delete these instructions on your completed form).

A) **Budget Table:** Provide a detailed line-item budget for your **entire** project by completing the table below.

Requested line items should be limited to Ten (10) line items. The less the better.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. Specify the unit cost, number of units, and total cost**
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
 - a. Identify the position; for each position request, **specify the hourly rate and the number of hours** (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.

Line Item Request	Line Item Description <i>(Maximum two lines)</i>	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel/TCF	Line Item Total of Project
Director of Programs	\$29/hr x 2 hrs/school x 5 schools x 9 months (school year) = \$2,600	-0-	\$2,600	-0-	\$2,600
Program Coordinator	\$16/hr x 9 hrs/school x 5 schools x 9 months (school year) = \$6,500	-0-	\$6,500	-0-	\$6,500
Operations Staff	\$14/hr x 2 hrs/school x 5 schools x 9 months (school year) = \$1,300	-0-	\$900	-0-	\$1,300
Driver	\$19/hr x 5 hrs/school x 5 schools x 9 months (school year) = \$4,300	-0-	\$4,300	-0-	\$4,300
Product Development Coordinator	\$16/hr x 2 hrs/school x 5 schools x 9 months (school year) = \$1,500	-0-	\$1,500	-0-	\$1,500
Benefits & Payroll	Total budgeted wages = \$16,200 x 18% Benefits/Taxes = \$2,900	-0-	\$2,900	-0-	\$2,900
Food Acquisition	10K avg lbs per school, per month x 9 months @ .10 per lb. = \$45,000	\$1,861	\$28,139	\$15,000	\$45,000
Transportation & Fuel	Avg cost \$245 / trip x 5 schools x 9 months = \$11,000	-0-	\$11,000	-0-	\$11,000
Supplies & Nutrition Info Printing	Avg cost of \$200 / school x 5 schools = \$1,000	\$700	\$300	-0-	\$1,000
TOTALS:		\$2,961	\$58,139	\$15,000	\$76,100

B) Narrative: The budget narrative is the justification of “how” and/or “why” a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative

- 1) Director of Programs: Oversees program and serves as the main liaison with the school sites. Also sets goals to meet funder expectations and to further expand nutrition education at each school site.
- 2) Program Coordinator: Handles the day-to-day operations of the Kids Markets. This includes: product selection, communication with the schools, day-of setup for KMs, managing the actual distributions, and cleanup activities after each market.
- 3) Operations Staff: The KM project represents less than 10% of the operations staff member's total work time, yet is necessary to keep produce and food supplies in a steady flow.
- 4) Driver: Each driver not only drives and delivers the food to the individual school sites for the Kids Markets, the driver assists with the setup of the farmer's style market at each school.
- 5) Product Development Coordinator: This newly established position directly supports FARSB's ability to source more produce and wholesome products for the KMs. They conduct outreach to local growers and producers of other agricultural products to secure and increase the amount of donated fresh produce and other wholesome product.
- 5) Benefits and Payroll Expenses: These are uniform across all programs at around 18% of cost.
- 6) Food Acquisition: This is a critical need and for several consecutive years we have received grants from the Walt Disney Corporation and Costco to acquire wholesome foods to distribute at the KMs. As FARSB receives the bulk of the food for the KMs as donations, there are times when we must procure additional produce and other wholesome products to maintain a healthy balance and good supply for each site distribution. We continually seek grants for this purpose, and also budget for these supplemental efforts.
- 7) Transportation and Fuel Costs: These are a main factor in the distribution of resources to children at the KMs. Each distribution is carried out by filling and delivering a nearly full 52-foot truck/trailer. FARSB has funders who specifically cover the cost of fuel for the KM Program.
- 8) Supplies and Nutrition Information Printing: Banners showcase the sponsoring organizations. Printed educational materials teach the nutritional value for and preparation of the fresh produce distributed. FARSB even curates recipes based on each month's products!

S.L. Gimbel Foundation APPLICATION

VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
Stater Brothers - Harvesting Hope	\$ 20,000
Costco - Food acquisition	\$ 13,138.68
Red Nose Day	\$ 10000
Disney - Food acquisition	\$ 15,000
	\$
	\$
	\$
TOTAL KM Awarded and Unexpended	\$ 58,138.68

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Archstone Foundation	\$ 15,000	Fall 2019
United Way	\$ 12,500	Fall 2019
TJX Foundation	\$ 17,000	Fall 2019-
Dreyfus Foundation	\$ 10,000	Jan 2020
	\$	
TOTAL Pending	\$ 54,500	

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$ 903,319	2 %	Program Fees	\$ 1,012,870	2 %
Fundraising/Special Events	\$ 116,591	.5 %	Interest Income	\$	%
Corp/Foundation Grants	\$ 3,910,399	8 %	Other:	\$ 19,939	.5 %
Government Grants	\$	%	Other:	\$ 40,826,003	87 %

Notes:

* Diversity of Fundng based on last annual report coinciding with most recent 990. That report combines all grants both corporate and govt. FARSB largest category of funding is in-kind food donations as indicated in the second column for other.

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: Feeding America Riverside/San Bernardino

Most Current Fiscal Year (Dates): From 7/01/2017 To: 6/30/2018

This section presents an overview of an applicant organization’s financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$47,873,185	\$46,945,333	\$601,583	\$326,269

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	98.0618545 %	1.25661787 %	.68152767 %

3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization’s <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
1.876 %	1.256 %	.620 %

If the differential is above (+) or below (-) 10%, provide an explanation:

S.L. Gimbel Foundation APPLICATION

Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$1,289,319	\$ 220,169	170,695	8.8

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$333,088*	\$(1,003,570)

Notes:

*Please note asterick figures above include donated product.

Anticiapted ending recent fiscal year in small deficit, however, by streamlining operations and additional fundraising efforts FARSB ended 2018-2019 fiscal year with a surplus.

Feeding America Riverside | San Bernardino Budget Comparison

	Actual YE 6/30/2019	Budgeted 2019-2020	Note	Variance
Income				
CORPORATE DONATIONS	542,375.00	\$ 531,000.00	1	-11,375.00
GRANT INCOME	1,047,030	\$ 907,500.00	2	-139,530.00
INDIVIDUAL DONATIONS	256,896.00	\$ 268,400.00	3	11,504.00
FUNDRAISER EVENTS	92,016.00	\$ 269,750.00	4	177,734.00
SHARED MAINTENANCE FEES	908,602.00	\$ 786,000.00	5	-122,602.00
PARTNER MEMBERSHIP FEES		\$ 10,000.00	6	10,000.00
OTHER INCOME	38,586.00	\$ 7,200.00	7	-31,386.00
TOTAL INCOME	2,885,505.00	\$ 2,779,850.00		-105,655.00
Expense				
SALARIES & WAGES	1,111,638.00	\$ 1,308,500.00	8	196,862.00
PAYROLL TAXES	81,629.00	\$ 104,680.00	8	23,051.00
EMPLOYEE BENEFITS	80,210.00	\$ 133,200.00		52,990.00
PROFESSIONAL SERVICES	76,553.00	\$ 67,970.00		-8,583.00
SUPPLIES	32,140.00	\$ 34,000.00		1,860.00
TELEPHONE	22,496.00	\$ 24,600.00		2,104.00
TRANSPORTATION	69,518.00	\$ 76,896.00		7,378.00
POSTAGE & SHIPPING	3,655.00	\$ 4,200.00		545.00
FUNDRAISING EXPENSES	75,270.00	\$ 165,650.00	9	90,380.00
OCCUPANCY	467,747.00	\$ 492,260.00		24,513.00
INSURANCE	116,795.00	\$ 154,800.00	10	38,005.00
EQUIP RENTAL & MAINTENANCE	114,444.00	\$ 106,900.00		-7,544.00
PRINTING & PUBLICATIONS	0.00	\$ 1,800.00		1,800.00
TRAVEL	354.00	\$ 1,200.00		846.00
MEETINGS & TRAINING	3,000.00	\$ 8,000.00		5,000.00
CAPITAL EXPENDITURES	0.00	\$ 5,000.00		5,000.00
DUES & SUBSCRIPTIONS	28,746.00	\$ 28,800.00		54.00
MISCELLANEOUS	11,291.00	\$ 7,600.00		-3,691.00
TOTAL EXPENSE	2,295,486.00	\$ 2,726,056.00		430,570.00
Surplus (Deficit)	590,019.00	\$ 53,794.00		536,225.00

Assumptions for 2019-2020 year:

Income:

- 1 Corporate donations have been increase from p/y due to addition of Corporate Team Building Days
- 2 Grant income includes projected \$100k from B of A/Other + \$100k Weingart Found
- 3 Individual Income includes \$32k raised/donated from Board Members.
- 4 Fundraising income includes additional events: Radiothon and/or Food from the Bar + Corp Team Building Days
- 5 Decrease in SMF expected due to Partner Segmentation occurring in Jan 2020
- 6 Partner Membership Fees are \$50 each year for partnership, estimate 200 partners after segmentation
- 7 Other Income includes recycling fees, sale of assets, etc.

Expenses:

- 8 Increase in salaries due to addition of Fundraising/Development Staff, Employee Raises, Annual 401k contribution
- 9 Increase in Fundraising Expenses due to additional events and increase in Direct Mail campaigns
- 10 Decrease in Insurance due to reduction in auto, unemployment and w/c insurance

All other amounts were taken as estimates from actual results during the 2018-219 fiscal year.

Projected Cash Budget:

Estimated Beginning Operating Cash	\$ 700,000.00
2019-2020 Estimated Surplus	\$ 53,794.00
FANO Loan Repayments	\$ (40,000.00)
Estimated Ending Operating Cash	\$ 713,794.00

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.	115,144.	73,693.	31,088.	10,363.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	0.	0.	0.	0.
7 Other salaries and wages.	1,083,423.	693,390.	292,525.	97,508.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).				
9 Other employee benefits.	217,998.	139,519.	58,859.	19,620.
10 Payroll taxes.	89,029.	56,978.	24,038.	8,013.
11 Fees for services (non-employees):				
a Management.				
b Legal.				
c Accounting.				
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 Schedule O.)				
12 Advertising and promotion.				
13 Office expenses.	293,121.	190,728.	33,714.	68,679.
14 Information technology.				
15 Royalties.				
16 Occupancy.	473,633.	402,588.	56,836.	14,209.
17 Travel.	85,785.	75,491.	10,294.	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.	6,875.	6,050.	825.	
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.	247,409.	217,720.	29,689.	
23 Insurance.	40,506.	35,645.	4,861.	
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 <u>IN KIND FOOD DONATIONS</u>	44,938,660.	44,938,660.		
b <u>CONSULTING & STAFFING</u>	74,867.	47,915.	20,214.	6,738.
c <u>PRINTING AND PUBLICATIONS</u>	65,154.	2,855.		62,299.
d <u>PROFESSIONAL FEES</u>	65,112.	39,850.	5,434.	19,828.
e All other expenses.	76,469.	24,251.	33,206.	19,012.
25 Total functional expenses. Add lines 1 through 24e.	47,873,185.	46,945,333.	601,583.	326,269.
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).				

**Feeding America Riverside | San Bernardino
2019-2020 Annual Budget**

	<u>Budget</u> <u>2019-2020</u>
Income	
CORPORATE DONATIONS	\$ 531,000.00
GRANT INCOME	\$ 907,500.00
INDIVIDUAL DONATIONS	\$ 268,400.00
FUNDRAISER EVENTS	\$ 269,750.00
SHARED MAINTENANCE FEES	\$ 786,000.00
PARTNER MEMBERSHIP FEES	\$ 10,000.00
OTHER INCOME	\$ 7,200.00
TOTAL INCOME	\$ 2,779,850.00
Expense	
SALARIES & WAGES	\$ 1,308,500.00
PAYROLL TAXES	\$ 104,680.00
EMPLOYEE BENEFITS	\$ 133,200.00
PROFESSIONAL SERVICES	\$ 67,970.00
SUPPLIES	\$ 34,000.00
TELEPHONE	\$ 24,600.00
TRANSPORTATION	\$ 76,896.00
POSTAGE & SHIPPING	\$ 4,200.00
FUNDRAISING EXPENSES	\$ 165,650.00
OCCUPANCY	\$ 492,260.00
INSURANCE	\$ 154,800.00
EQUIP RENTAL & MAINTENANCE	\$ 106,900.00
PRINTING & PUBLICATIONS	\$ 1,800.00
TRAVEL	\$ 1,200.00
MEETINGS & TRAINING	\$ 8,000.00
CAPITAL EXPENDITURES	\$ 5,000.00
DUES & SUBSCRIPTIONS	\$ 28,800.00
MISCELLANEOUS	\$ 7,600.00
TOTAL EXPENSE	\$ 2,726,056.00
Surplus (Deficit)	\$ 53,794.00



Department of the Treasury
Internal Revenue Service

P.O. Box 2508, Room 4010
Cincinnati OH 45201

In reply refer to: 4077556534
Mar. 05, 2015 LTR 4168C 0
33-0072922 000000 00

00052678
BODC: TE

FEEDING AMERICA RIVERSIDE AND SAN
BERNARDINO COUNTIES
2950 JEFFERSON ST STE A
RIVERSIDE CA 92504-8320



013767

Employer Identification Number: 33-0072922
Person to Contact: S LENARD
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Dec. 16, 2014, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(03) of the Internal Revenue Code in a determination letter issued in January 1985.

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 509(a)(2).

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.

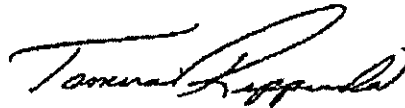
Please refer to our website www.irs.gov/eo for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third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

4077556534
Mar. 05, 2015 LTR 4168C 0
33-0072922 000000 00
00052679

FEEDING AMERICA RIVERSIDE AND SAN
BERNARDINO COUNTIES
2950 JEFFERSON ST STE A
RIVERSIDE CA 92504-8320

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

Sincerely yours,



Tamera Ripperda
Director, Exempt Organizations

Gimbel Fund final report for 2016 award submitted via survey monkey 11-13-17

Name of your organization.

Feeding America Riverside and San Bernardino Counties

* 2. Grant #

20924

* 3. Grant Period

November 1, 2016 to October 31, 2017

* 4. Location of your organization

City

Riverside

State

CA

* 5. Name and Title of person completing evaluation.

Vanesa Rangel-Mercado

* 6. Phone Number:

951-359-4757

* 7. Email address.

vmercado@feedingamericaie.org

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

State the Goal:

State Objective 1:

Describe the Activities, Results and Outcomes for Objective 1:

State Objective 2 (if applicable):

Describe the Activities, Results and Outcomes for Objective 2:

State Objective 3 (if applicable):

Describe the Activities, Results and Outcomes for Objective 3: Goal: To improve the health and nutrition of low-income children and their families residing in Riverside and San Bernardino counties.

Objective I: To deliver Kids Produce Market once a month at nine schools and provide 12 pounds of fresh produce to benefit 7,300 low-income students and their families.

Activity 1: Acquire, store and transport food to Kids Produce Market sites on identified dates and times once a month.

Activity 2: Promote Kids Produce Market distributions to families whose children attend the Kids Produce Market schools.

Activity 3: Recruit and manage volunteers to assist on distribution days; often volunteers are family members of students and/or school staff. An average of 10 volunteers are enlisted for each distribution day.

Activity 4: Increase the amount of fresh food donations by 5% to better serve program participants and ensure availability of produce on Kids Produce Market distribution days. Accomplished by conducting outreach to add two local farmers and 10 local food donors to contribute locally grown food to the Kids Produce Market program.

Outcomes: Nutrition and health of 7,300 low-income children is improved as well as their families or an estimated additional 21,000 low-income people; families' ability to stretch their food budget and afford other necessities is improved; and families' connection to their child's school and their community is increased.

Objective II: Improve the utilization of fresh produce by program participants so 100% of participating families have knowledge and skills to prepare and enjoy produce obtained through Kids Produce Market.

Activity 1: Conduct outreach to 10 local chefs and nutrition experts to volunteer on Kids Produce Market days and demonstrate cooking techniques and recipes, especially for less well known produce.

Activity 2: Increase the number of cooking and nutrition presentations for participants to have one presentation at least every three months.

Outcome: Families often lack the knowledge and skills to utilize the produce available at the Kids Produce Market; by demonstrating how to prepare and cook the produce, the families' ability to use and enjoy the produce will be increased as will their nutrition and variety of their diet.

The generous award of \$40,000 by the Gimbel Foundation allowed FARSB to provide Kids Produce Market at three low-income elementary schools in Riverside: Jackson, 95% Free and Reduced Lunch Rate, 785 students served; Liberty, 96% Free and Reduced Lunch Rate, 799 students served; and Highgrove, 96% Free and Reduced Rate, 718 students served. Using an average of three additional family members benefiting from the program, a total of 9,200 low-income residents received fresh food and healthy snacks during the 2016-2017 school year. At all three schools a total of 132,471 pounds of food was distributed, meaning each student received 56 pounds of produce and healthy snacks.

All three sites partnered with the Nutrition Education and Obesity Prevention (NEOP) program that provides nutritional education and taste samples during Kids Produce Market distributions. The NEOP team really pumps up the kids - they get into character and dress up like a fruit or veggie, give out nutritional education, pass out fruit and veggie samples, while playing upbeat music. NEOP makes it a very fun event as well as educational.

A survey was administered at one Kids Produce Market site in 2016 which demonstrated that the program: 1) increased the family's access to fresh food; 2) increased the likelihood the students tried new produce; and 3) helped the family's have more fresh food to eat. Some comments received in the surveys: "My child feels like he is contributing to the family when he gets to go "grocery shopping" (at Kids Produce Market) he is very proud to bring home some groceries for the family" "The program is helpful because feeding my children healthy food is expensive. Crap food is cheap but not healthy!" and "My kids get excited to cook the food they bring home!"

Please note, FARSB does not currently have the funding to fully evaluate all participant's in the Kids Produce Market program and did not have staffing to administer a survey in 2017.

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

1. An ongoing challenge for Kids Produce Market is obtaining enough fresh produce to meet demand.
2. Another challenge has been to recruit and organize cooking demonstrations at Kids Produce Market sites. The logistics of setting up a mobile kitchen, the cost, and recruiting volunteers with the skills and time is very difficult. Current staff limitations mean there isn't much time to dedicate to this effort.
3. Funding for Kids Produce Market has been reduced for the 2017-2018 school year. FARSB is working diligently to acquire new funding partners for the program but we are not able to add staff at this time.
4. Many schools contact FARSB to add Kids Produce Market at their site, and there are many schools that have the required 85% or higher Free and Reduced Rate. However, until FARSB has sufficient staff and produce, we are unable to expand the program at this time.

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

1. FARSB has hired staff to increase our local, regional, and national food donors, including fresh produce. FARSB is one of the few food banks nationwide that does not purchase produce due to the many agricultural areas in California. However, in order to meet demand, FARSB is working to obtain enough funds to allow us to purchase produce and increase the amount distributed at Kids Produce Market and our other programs and partners.
2. FARSB will reach out to our community partners to continue to attempt to recruit consistent volunteers to provide cooking demonstrations at Kids Produce Market sites.

3. FARSB has added Sprouts as a new supporter for this school year; they are supporting one Kids Produce Market site. FARSB will continue to submit grants and request individual donors fund this vital program.

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

One outcome of the Kids Produce Market that is not part of the main goal is increased connection to the school. By providing the program on site at the children's school, the school is part of the community. School staff and family members often volunteer for the program, providing the positive benefits that volunteering brings, allowing family members to meet school staff and teachers, and creating a friendly, welcoming atmosphere for the students and family members.

Many studies have shown that parent involvement in the children's school improves the child's academic success. Kids Produce Market provides an avenue for this.

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

Thanks to the generous support of the Gimbel Foundation, FARSB was able to provide Kids Produce Market at three elementary schools, helping 2,300 low-income students and an additional estimated 6,900 family members obtain fresh food and healthy snacks. At these three sites, a total of 132,471 pounds of food was distributed during the 2016-2017 school year.

Without your wonderful gift, FARSB would not have been able to deliver the program at these three high need schools, thank you!

Provide detailed information on how funds were expended. Copies of receipts or additional information can be emailed to grant-info@thecommunityfoundation.net.

14. Please provide a budget expenditure report of the approved line items. Include a brief narrative on how the funds were used to fulfill grant objectives.

The Gimbel award offset staff time to coordinate the program as well as staff to transport food to the Kids Produce Market sites; partial staff time and benefits totaling \$31,368. The remainder of the award offset costs for materials to promote the program, \$812; mileage for staff to travel to sites to oversee distributions and manage volunteers, \$929; and partial costs for fuel and maintenance for FARSB trucks to deliver food to the three sites, \$6,891, for a total of \$40,000. Additional detail follows:

Personnel: Kids Produce Market Program Coordinator: Assists in acquiring food donations for the program, schedules transportation of food to all 9 program sites, recruits and manages volunteers both for those that assist at sites and those that provide information, works with schools to promote the program and address any questions or concerns, and oversees distribution at all 9 sites. Full-time, 40 hours a week, at \$12.63 an hour. Note: Although the program is delivered during the school year, food acquisition, coordination with sites, and community outreach to partners occurs year-round.

Driver : Assists in loading food donations for distribution days for all 9 sites, unloads the food at each location, and picks up food donations from regular donors . Maintain appropriate license. \$12.94 an hour X 20 hours a week for this program. This is a full time position..

Supplies and Copies: Cost to create and copy flyers promoting the program to post and distribute at school sites. Also miscellaneous office supplies and warehouse supplies required to deliver the program.

Mileage : Staff travel to each site every month, average of 163 miles each month X 10 months for program delivery, 1,630 miles annually . FARSB mileage is .57 a mile.

Transportation: Includes fuel and maintenance for the FARSB truck used to acquire donations and deliver food to program sites. Donations are picked up at least 6 times a month from various locations and delivery is to all 9 sites once a month for 10 months (program period) . Costs average \$1,000 a month.

The entire award has been expended in full - thank you!

18. Which category best describes the organization. Please choose only one.

Basic Needs Support

19. What is the organization's primary program area of interest?

Food Bank

20. Percentage of clients served through grant in each ethnic group category. Total must equal 100%

African American

Asian/Pacific Islander

Caucasian

Native American

Hispanic Latino

All Ethnicities

Other

Unknown

100%

21. Approximate percentage of clients served from grant funds in each age category.

Children Birth-05 years of age

Children ages 06-12 years of age

100%

Youth ages 13-18

Young Adults (18-24)

Adults

Senior Citizens

22. Approximate percentage of clients served with disabilities from grant funds. (**none chosen**)

No clients served with disabilities

Physically Disabled

Blind & Vision Impaired

Deaf & Hearing Impaired

Mentally/Emotionally Disabled

Learning Disabled

Speech Impaired

Other Disability

23. Approximate percentage of clients served in each economic group.

At/Below Poverty Level

100%

Homeless/Indigent

Migrant Worker

Working Poor

Other

24. Approximate percentage of clients served from grant funds in each population category.

Students

100%



2019 Board of Directors

Aaron W. Hodgdon
Hodgdon Group
Elected: 6/2009
Board Office: **Chair**

Dave Byers
Esri
Elected: 6/2014
Board Office: **Vice Chair**

Steve Ogilvie
SAC Health System
Elected: 2/2016
Board Office: **Treasurer**

Jennifer Olson
Target Stores
Elected: 5/2013
Board Office: **Secretary**

Clara Vanderpool
Community Representative
Elected: 1/2011

Gregory K. Wilkinson
Community Representative
Elected: 10/2002

Victor Behnke
Wells-Fargo Bank
Elected: 11/2013

Dallas Holmes
Riverside Superior Court (Retired)
Elected: 3/2008

Sean C. Van Ryder.
Community Representative
Elected 8/2017

Gale Schulte
Schulte Contract Glazing
Elected: 9/2015

Dr. Anil Garde
Community Representative
Elected 8/2018

Marco Robles
Cardenas Markets
Elected 8/2017

Jill McCormick
Kaiser Permanente
Elected 9/2018

Angelica Baltazar
San Antonio Regional Hospital
Elected 8/2017