



**2017 S.L. Gimbel  
Foundation Fund  
Holiday Food Program  
Grant Application**

**Internal Use Only:**

Grant No:

: 207109169

GRANT # ID: 220916

**Organization / Agency Information**

<b>Organization/Agency Name:</b> Food Bank for Monterey County		
<b>Physical Address:</b> 815 West Market Street, #5		<b>City/State/Zip</b> Salinas, CA 93901
<b>Mailing Address:</b> 815 West Market Street, #5		<b>City/State/Zip</b> Salinas, CA 93901
<b>CEO or Director:</b> Melissa Kendrick		<b>Title:</b> Executive Director
<b>Phone:</b> (831) 758-1523	<b>Fax:</b>	<b>Email:</b> mkendrick@food4hungry.org
<b>Contact Person:</b> Melissa Kendrick		<b>Title:</b> Executive Director
<b>Phone:</b> (831) 758-1523	<b>Fax:</b>	<b>Email:</b> mkendrick@food4hungry.org
<b>Web Site Address:</b> www.foodbankformontereycounty.org		<b>Tax ID:</b> 770270228

**Program / Grant Information**

<b>Program/Project Name:</b> 2017 Holiday Food and Fund Drive			<b>Amount of Grant Requested:</b> \$10,000
<b>Total Organization Budget:</b> 13,581,673	<b>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</b> 94	<b>Per 990, Percentage of Management &amp; General Expenses Only (Column C / Column A x 100):</b> 4.5	<b>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</b> 5.9
<b>Purpose of Grant Request (one sentence):</b> We engage the community in raising funds and collecting food for residents in need during this holiday season			
<b>Gimbel Grants Received: List Year(s) and Award Amount(s)</b> 2016-\$10,000 2015-\$10,000			

## Holiday Grant Application

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

Our mission is “to lead community efforts in the awareness and elimination of hunger in Monterey County.” and we provide nearly 10 million pounds annually via direct distribution programs and our agency network. We strive to not only relieve hunger but to address nutritional concerns as well; chronic illnesses such as Type 2 diabetes occur at high rates in our clients, who cannot afford produce containing vital nutrients required for maintaining health. By partnering with local ag, human service nonprofits, and others, we’re working toward ensuring 24/7 food access for all in need, with an emphasis on vital nutrient-dense foods. We serve over 20% of county residents, or 100,000 annually. EFAP (Emergency Food Assistance Program), our largest-direct distribution program, operates monthly at 26 countywide sites where volunteers-over 500 per month-distribute bags containing staple foods. Family Market provides exclusively fresh produce at 10 sites. Agency Clearinghouse is a network of over 150 local nonprofits who rely on us for food to stock their emergency pantries. Senior Produce Market, Youth Family Market, and Farmworker Mobile Produce Pantry provide weekly fresh produce directly to these vulnerable client demographics at convenient easily accessible sites. Kids N.O.W. provides food to children to take home over weekends, ensuring consistent nutrition at a time when risk of hunger is highest.

We serve over 1 in 5 county residents with the help of 27 full time staff and over 500 volunteers per month

**II. Project Information:** Describe your food distribution program. 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.

Our direct distributions take place throughout the 3200 square miles that comprise Monterey County and we provide food to member agencies-many in high-need communities-who operate pantries that are often the sole emergency food source for residents living in remote areas officially classified as food deserts. We also assist agencies in building pantry capacity to accommodate more food, store perishables, and increase hours of operation. Our child nutrition program operates in school districts where 1/3 of students are designated homeless and 90% of children live in poverty, as compared to the official countywide rate of 27%. We serve over 100,000 annually; nearly half are children. Recent efforts to further our reach into underserved areas where residents, predominantly farmworkers, suffer higher rates of food insecurity and chronic illness-43% of hospitalizations in these areas are due to complications from Type 2 diabetes. Monterey County ranks highest in food insecurity of all 58 counties and half of all adults are classified as pre-diabetic; one-third of them will develop full-blown diabetes. 33% of all County hospitalizations are due to diabetes complications. We maximize our resources in the service of hunger relief and devote our funds and efforts toward maintaining our regular distributions, expanding food access, and sourcing high quantities of a variety of produce and nutritious perishables. Residents are required to sign a document verifying their income eligibility. We turn no one in need away. Food Bank staff and volunteers measure progress and outcomes. Food distribution logs tally and total the amount of food/produce distributed and households served. The impact of our programs is also verified by the amount of food provided, the number of distribution sites, and

residents served. We measure progress by our ability to sustain current levels of food distribution, acquire more produce, and serve our most vulnerable demographics-children, seniors, and farmworkers.

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<p><b>Internal Use Only:</b></p> <p>Grant No: _____</p>
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<i>Physical Address:</i> 815 West Market Street, #5		<i>City/State/Zip</i>
<i>Mailing Address:</i>		<i>City/State/Zip</i>
<i>CEO or Director:</i> Ms Melissa Kendrick, Executive Director		<i>Title:</i>
<i>Phone:</i> (831) 758-1523	<i>Fax:</i>	<i>Email:</i>
<i>Contact Person:</i> Ms Melissa Kendrick, Executive Director		<i>Title:</i>
<i>Phone:</i>	<i>Fax:</i>	<i>Email:</i> mkendrick@food4hungry.org
<i>Web Site Address:</i> <a href="http://www.foodbankformontereycounty.org">http://www.foodbankformontereycounty.org</a>		<i>Tax ID:</i> 770270228

**Program / Grant Information**

<i>Program/Project Name:</i> 2017 Holiday Food and Fund Drive			<i>Amount of Grant Requested:</i> \$10000
<i>Total Organization Budget:</i> \$13581673	<i>Per 990, Percentage of Program Service Expenses (Column B / Column A x 100):</i> 94	<i>Per 990, Percentage of Management &amp; General Expenses Only (Column C / Column A x 100):</i> 4.5	<i>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</i> 5.9000000000000004
<i>Purpose of Grant Request (one sentence):</i> We engage the community in raising funds and collecting food for residents in need during this holiday season.			
<i>Gimbel Grants Received: List Year(s) and Award Amount(s)</i> 2016-\$10,000 2015-\$10,000			

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**III. Project Budget**

Please provide a detailed line-item budget for your project by completing the budget form below. The maximum amount requested is \$10,000. One hundred percent of the request should be for the purchase of food items only. 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.

Line Item	Line Item Description	Requested Amount
pinto beans	24/1#case, 420 cases	\$5,407.30
rice	24/1#case, 420 cases	\$4,705.40
<b>TOTAL:</b>		\$10,112.70

**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
\$597,252	\$13,176,984	4.5%

Food Bank for Monterey County  
Statement of Revenues and Expenditures - Community Foundation S.L. Gimbel Foundation  
Grant Period 12/01/2016 Through 6/30/2017

Grant Number: 20160720  
600 - Emergency Food Assistance  
2505 - Community Foundation-S.L. Gimbel Fdn  
Fund

				<u>Current Period Actual</u>
Revenue				
Foundation Grants				<u>10,000.00</u>
Total Revenue				<u>10,000.00</u>
Expenditures				
Food Costs				
Pinto Beans - Dry 24/ lb, 105 cs/pallet	360.00	cs	13.92	5,011.20
Rice - 24/1# Long Grain 4% White Rice	450.00	cs	<u>11.29</u>	<u>5,080.50</u>
Total Expenditures				<u>10,091.70</u>

**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.	216,895.	17,352.	197,287.	2,256.
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.	897,375.	717,453.	133,193.	46,729.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	16,222.	12,491.	2,634.	1,097.
9 Other employee benefits.	267,458.	200,518.	59,751.	7,189.
10 Payroll taxes.	80,147.	54,517.	21,967.	3,663.
11 Fees for services (non-employees):				
a Management.				
b Legal.				
c Accounting.	11,000.		11,000.	
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.)	38,601.	571.	37,980.	50.
12 Advertising and promotion.				
13 Office expenses.	141,184.	92,437.	42,126.	6,621.
14 Information technology.				
15 Royalties.				
16 Occupancy.	422,078.	318,114.	69,644.	34,320.
17 Travel.	1,234.	-3,732.	3,165.	1,801.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.	25,043.	7,301.	8,083.	9,659.
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.	143,756.	136,568.	4,313.	2,875.
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>DONATED FOOD</b>	9,142,912.	9,142,912.		
b <b>USDA COMMODITIES</b>	950,990.	950,990.		
c <b>FOOD COSTS</b>	582,813.	582,015.	798.	
d <b>VEHICLE EXPENSES</b>	139,595.	142,850.	-3,455.	200.
e All other expenses.	99,681.	27,404.	8,766.	63,511.
25 Total functional expenses. Add lines 1 through 24e.	13,176,984.	12,399,761.	597,252.	179,971.
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).				

## **S.L. Gimbel Foundation Fund Grant Evaluation Form**

**Grant Period:** 12/1/16-6/30/17

**Organization:** Food Bank for Monterey County

**Contact:** Melissa Kendrick

**Title:** Executive Director

**Phone Number:** 831-758-1523

**Grant Period:** 12/1/16-6/30/17

**Award Amount:** \$10,000

**Grant Number:** 20160720-GIMB-H

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

Our goals were to provide emergency supplemental food to all Monterey County residents in need this holiday season and to raise funds and awareness about community hunger during our Holiday Food and Fund Drive. We serve over one in five County residents, or 100,000 individuals annually. Half of them are children. We provide over 10 million pounds of food annually. The Holiday Food and Fund Drive was successful in mobilizing the community-schools, faith communities, businesses, local government employees, civic/social groups, and others-in holding food drives, hosting special events, and collecting funds to support our food programs. The Holiday Food and Fund Drive brought in \$520,467.30 from 2273 donors during the grant period.

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

The most disheartening challenge has been the sheer number of residents in need, especially during the winter months. Monterey County ranks among the highest of 58 counties in child poverty, food insecurity, and incidence of chronic illnesses such as Type 2 diabetes that are caused by insufficient nutrition. The official child poverty rate in our county is 30.3% and at the schools where we operate our child weekend nutrition program, 90% of the children are living in poverty and 33% are classified as homeless. Monterey County's economy is largely comprised of the ag and hospitality industries where jobs with low pay, inconsistent hours, and seasonal layoffs make it difficult for struggling residents to cover high basic costs of living. Food insecurity is at its highest during the winter months and our Holiday Food and Fund Drive is an effective means of not only raising awareness but of engaging the wider community in supporting our work. This event is our single greatest source of food and funds to get us through not only the holiday months but the entire year and we have learned to draw on our community partnerships to organize food drives, company volunteer days, and special fundraising events.

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

Our Holiday Food and Fund Drive draws in the most new donors of all of our year-round fundraising efforts and these are the donors we are most likely to retain. The visibility we enjoy



during this time, as well as the media coverage, is an effective means of raising community awareness and reaching residents who are not familiar with our work. Many of our volunteers first got involved in our work through a food drive or special event being hosted during the holidays and most of them have become longstanding year-round supporters. Several of our local food donors first partnered with us during a Holiday Drive event and have established an ongoing relationship with our organization, donating food year-round and sponsoring employee volunteer events. Community members who support causes dedicated to helping seniors, children, farmworkers, or cancer survivors have learned about our programs-Senior Produce Market, Kids N.O.W. ("Nutrition On Weekends"), Youth Family Market, Farmworker Mobile Produce Pantry, and Breast Cancer Patient Food Assistance Program-that address these demographics' unique nutritional requirements and barriers to food access that they contend with. Many have started donating to fund these particular programs.

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

This grant has allowed us to capitalize on the increased visibility and elevated community profile we enjoy during the Holiday Food and Fund Drive to bring in the donations of food and funds that support our programs. We have been able to provide more food through our programs, especially produce and also to expand programs and add distribution sites. We have also been able to increase the amounts of food we provide to the over 150 member nonprofits of our Agency Clearinghouse Program who rely on us for the food they need to stock their emergency pantries and serve hot meals.

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

"Due to complications related to an injury, I was forced to retire from my job and am now on a fixed income. After paying rent, paying my utilities, and buying the medications I rely on to function daily, there is very little money. My grandson moved in with me around Thanksgiving and it is a daily struggle to ensure he has the food he needs. It is harder during the holiday season because we are without food and without family and feel left out. My doctor told me about the Food Bank's programs for seniors and children and that has been an immense relief. They have given us healthful foods and I also received a turkey for Christmas dinner. I felt much less alone knowing they cared enough to give us a little something special to look forward to in addition to everything else. Seeing the smile on my grandson's face was the best present I ever could have asked for."-Richard, guardian of one

"It was hard enough knowing I couldn't afford presents for my children but being able to afford food for them was unthinkable. Even if I skipped meals, there wasn't enough. My elderly mother also lives with us and is on a special diet. I work in hospitality and my hours are cut back on during the holiday season and temp jobs aren't enough to make up for the lost income so I struggle hardest in the winter. I had to turn to the Food Bank for help and it was hard and I was ashamed but they were so kind to me. I received a nice variety of food and also a lot of produce, which I was very happy about since I can't afford it mostly. I haven't had to skip a meal since I started going there each month and I can enjoy meals with my family and know they are getting their nutritional needs met." -Lisa, mother of two

INTERNAL REVENUE SERVICE  
DISTRICT DIRECTOR  
2 CUPANIA CIRCLE  
MONTEREY PARK, CA 91755-7406

DEPARTMENT OF THE TREASURY

Date: FEB 20 1996

FOOD BANK FOR MONTEREY COUNTY  
815 W MARKET ST STE 5  
SALINAS, CA 93901

Employer Identification Number:  
77-0270228  
Case Number:  
956039020  
Contact Person:  
TYRONE THOMAS  
Contact Telephone Number:  
(213) 894-2289  
Our Letter Dated:  
April 1991  
Addendum Applies:  
No

Dear Applicant:

This modifies our letter of the above date in which we stated that you would be treated as an organization that is not a private foundation until the expiration of your advance ruling period.

Your exempt status under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3) is still in effect. Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Code because you are an organization of the type described in section 509(a)(1) and 170(b)(1)(A)(vi).

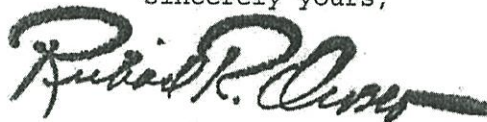
Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

If we have indicated in the heading of this letter that an addendum applies, the addendum enclosed is an integral part of this letter.

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,



Richard R. Orosco  
District Director

Letter 1050 (DO/CG)

**FOOD BANK FOR MONTEREY COUNTY  
2017 BOARD OF DIRECTORS' ROSTER**

**Board Leadership**

Susan Spiegel, President  
Realtor  
Keller Williams Realty  
Carmel, CA

Debbie Winick, Vice-President  
Retired Banking Executive  
Carmel, CA

Bill Kirmil, Treasurer  
Food Industry Consultant  
Monterey, CA

**Members-at-Large**

Michele Algere  
Speech Pathologist  
CHOMP  
Carmel, CA

Molly McGee  
Realtor  
Keller Williams Realty  
Pacific Grove, CA

Joseph D. Splane, III  
Consultant  
Financial Management & Administration  
Salinas, CA

**FOOD BANK for MONTEREY COUNTY**  
**Annual Operating Budget**  
**Fiscal Year 2017 - 2018**

	<b>2017-2018</b>
<b>Revenues:</b>	
Contributions	\$ 1,375,000.00
Church, Corp, & Service Club	\$ 426,500.00
Special Events	\$ 285,130.00
Shared Maintenance/Food Fees	\$ 287,000.00
Government Grants	\$ 308,000.00
Foundation Grants	\$ 550,000.00
United Way	\$
In-Kind Personnel	\$ 450,000.00
In-Kind Food	\$ 7,000,000.00
USDA Commodities	\$ 1,250,000.00
Capital Reserve, Interest & Misc.	\$ 1,650,043.55
<b>Total:</b>	<b>\$ 13,581,673.55</b>

<b>Total Revenues:</b>	<b>\$ 13,581,673.55</b>
(Total Revenues less In-Kind)	\$ 4,881,673.55

<b>Expenses:</b>	
Salaries	\$ 1,258,100.00
Payroll Taxes & Benefits	\$ 437,573.55
In-Kind Personnel	\$ 450,000.00
Professional Services	\$ 65,000.00
Printing & Advertising	\$ 60,000.00
Postage	\$ 20,000.00
Membership Dues/Subscriptions	\$ 20,000.00
Supplies	\$ 70,000.00
Telephone	\$ 10,000.00
Occupancy	\$ 410,000.00
Computer Expense	\$ 15,000.00
Equipment Expense	\$ 20,000.00
Vehicle Expense	\$ 65,000.00
Meetings, Training & Travel	\$ 20,000.00
Freight	\$ 36,000.00
Food Costs	\$ 700,000.00
In-Kind Food	\$ 7,000,000.00
USDA Commodities	\$ 1,250,000.00
Capital & Misc. Expense	\$ 1,500,000.00
Depreciation	\$ 175,000.00
<b>Total Expenses</b>	<b>\$ 13,581,673.55</b>
(Total Expenses less In-Kind)	\$ 4,881,673.55