



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

Internal Use Only:
Grant :


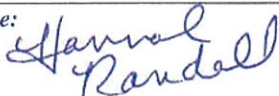
## Organization / Agency Information

<b>Organization/Agency Name:</b> MANNA FoodBank		
<b>Physical Address:</b> 627 Swannanoa River Road		<b>City/State/Zip</b> Asheville, NC 28805
<b>Mailing Address:</b> 627 Swannanoa River Road		<b>City/State/Zip</b> Asheville, NC 28805
<b>CEO or Director:</b> Hannah Randall		<b>Title:</b> Executive Director
<b>Phone:</b> 828-299-3663	<b>Fax:</b> 828-299-3664	<b>Email:</b> hrandall@mannafoodbank.org
<b>Contact Person:</b> Laura Blockel		<b>Title:</b> Grants Manager
<b>Phone:</b> 828-299-3663	<b>Fax:</b> 828-299-3664	<b>Email:</b> lblockel@mannafoodbank.org
<b>Web Site Address:</b> http://www.mannafoodbank.org		<b>Tax ID:</b> 58-1514800

## Program / Grant Information

<b>Program/Project Name:</b> Food Distribution for People in Need in Western North Carolina			<b>Amount of Grant Requested:</b> \$15,000
<b>Total Organization Budget:</b> 6,038,091	<b>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</b> 95.8%	<b>Per 990, Percentage of Management &amp; General Expenses Only (Column C / Column A x 100):</b> 2.3%	<b>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</b> 4.2%
<b>Purpose of Grant Request (one sentence):</b>  To offer nutritious shelf-stable staples of rice and beans to our network of 222 partner agencies working to provide food with hope and dignity to people in need in Western North Carolina.			
<b>Gimbel Holiday Grants Received: List Year(s) and Award Amount(s)</b> 2018: \$13,994			

## Signatures

<b>Board President / Chair: (Print name and Title)</b>  Steve Metcalf, Board President	<b>Signature:</b>	<b>Date:</b> 11/5/19
<b>Executive Director/President: (Print name and Title)</b> Hannah Randall, Chief Executive Officer	<b>Signature:</b> 	<b>Date:</b> 11/5/14

### **I. Organization/Agency Background:**

MANNA FoodBank's mission is to involve, educate, and unite people in the work of ending hunger in Western North Carolina (WNC). Our vision is a hunger-free WNC. Since our launch in 1983, we remain committed to providing food with hope and dignity to the most vulnerable residents of WNC. Our core programs are Food Distribution, Feeding Children Year-Round, Nutrition Works, and our Food Nutrition Services (FNS) HelpLine. In WNC, estimates indicate that there are at least 90,900 people who are food-insecure (Map the Meal Gap, Feeding America). We have 55 full time staff and 2 part time staff. We have an incredible network of over 7,000 volunteers who help maximize our efficiencies so that 0.94 cents of every donor dollar can directly support our mission.

### **II. Project Information:**

MANNA's Food Distribution Program serves WNC residents who are facing food insecurity, including seniors, children, working-poor families, disabled individuals, and veterans. In our last fiscal year, MANNA distributed 19.8 million pounds to people in need. Unthinkably, one in four children are food-insecure in our region. The food is made available to our 222 network partners throughout the 16 westernmost counties of North Carolina. Our diverse partner network includes many shelters, faith-based organizations and soup kitchens. Additionally, we work with 164 schools, health clinics, medical providers, and numerous other civic and community organizations. MANNA also delivers healthy food to neighborhoods without access to permanent food pantries utilizing our mobile pantry program. The provision of nourishing food to people experiencing hunger is a tangible, necessary, and continual outcome of our work.

The demographics in our rural, mountainous 6,434 square mile service area include 63% Caucasian, 22% African American, 9% Hispanic, and 6% other ethnicities. 98,658 people or 13.4% in this region live in poverty. For-sale affordable housing in our area is scarce which inflates the cost of rental housing. 42.7% of people in WNC spend over 30% of their income on rent. The median income in our 16-county region is \$45,649 which is lower than the national median income of \$57,652 (Data from the U.S. Census Bureau, 2017).

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

We provide food with hope and dignity with no discrimination. We post signs that read: "This food is intended to serve people experiencing food insecurity due to low income, economic crisis, illness and /or for children under 18 years of age. By accepting this food, you are indicating that you are in need. We go by the honor system and hope you will too. We aim to strengthen Western North Carolina; We Welcome You." The frequency of food distribution changes by partner, varying from seven days a week to once a month, depending on the partner's volunteer capacity and infrastructure.

#### **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.**

Because client data is duplicative, MANNA tracks the pounds distributed throughout our network. In our last fiscal year, MANNA provided the food for a record 16.5 million meals, or 45,000 meals each day. Feeding America estimates there are at least 90,900 food insecure people in our 16-county service area, including 27,870 children.

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**PROJECT BUDGET:**

Line Item	Line Item Description	Requested Amount
<b>Pinto Beans, bulk</b>	\$0.47 per lb., 2,000 lbs. per tote, @ <del>\$949.68</del> <del>\$940.00</del> per tote. Purchase <del>9.5</del> 9.49 totes.	<del>\$9,021.96</del> <del>\$8,920</del>
<b>LG Brown Rice, bulk</b>	\$0.32 per lb., 2,000 lbs. per tote, @ \$640.00 per tote. Purchase 9.5 totes.	<del>\$6,085.04</del> <del>\$6,080.00</del>
* by buying the beans and rice in bulk, MANNA can purchase double the quantity of food when compared to a prepackaged purchase.	* MANNA will benefit from the services of our incredible 7,000-member volunteer force who will repackage the bulk product on site for distribution to our network of 222 partner agencies.	
<b>TOTAL:</b>		<del>\$15,000</del> <del>\$15,000</del>

**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 Only)	/Total expenses (Column A)	= Administrative Percentage
\$759,368	\$33,461,770	2.3%

**V. Supplemental Documents Checklist:** Submit the following as attachments

- Your current 501(c) (3) final determination letter from the IRS
- List of your Board members and their affiliations
- Your most recent, filed 990 report.
- Part IX only of the 990 form, Statement of Functional Expenses (one page)
- Your current operating budget (Current calendar or fiscal year)
- 2018 Holiday Food Program Grantees: Include your evaluation report
- Other past Holiday Food Program Grantees: Include your **most recent** evaluation report



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248156166  
Oct. 27, 2014 LTR 4168C 0  
58-1514800 000000 00

00016922  
BODC: TE

MANNA FOOD BANK INC  
627 SWANNANOA RIVER RD  
ASHEVILLE NC 28805



043052

Employer Identification Number: 58-1514800  
Person to Contact: Mr. Galluppi  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

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

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in January 1984.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website [www.irs.gov/eo](http://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.

MANNA BOARD COMMITTEES 2019				
DIRECTORS	TERM	TERM	TERM	Employment Affiliations
	2017-2019	2018-2020	2019-2021	
STEVE METCALF, PRESIDENT				The Policy Group
JUDY BUTLER, VICE PRESIDENT				BBVA Compass (ret.)
MARY DAVIS, TREASURER				Warren Wilson College
JERRY PRICKETT, SECRETARY				St. Matthias Episcopal Church
MELODY DUNLOP, PAST PRES.				Mission Healthcare Foundation (ret.)
LEANN BRIDGES				Harrah's Cherokee Casino Resort
KEITH COLLINS				Milkco
RON EDGERTON				Volunteer
JOHN FORSYTH				Volunteer
BUD HUGHES				Johnson Price Sprinkle (ret.)
DAVID JENKINS				Publix Supermarket
KIP MARSHALL				Marshall, Roth and Gregory, PC
JIM MATHEWS				Volunteer
LOUISE T. O'CONNOR				Volunteer
KAREN OLSEN				Mission Hospital
CINDY PIERCY				Volunteer
CALVIN TOMKINS				Asheville Pediatric Associates, P.A.
SAGE TURNER				French Broad Co-Op
ED ZAIDBERG				Volunteer

**\*CHAIRPERSON**

Green =1st Term

Yellow=2nd Term



Form 990 (2017) **MANNA FOOD BANK, INC****58-1514800**Page **10****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	25,442,868	25,442,868		
2	Grants and other assistance to domestic individuals. See Part IV, line 22	2,595,184	2,595,184		
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	219,195	42,576	140,125	36,494
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	2,011,654	1,489,498	262,097	260,059
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	39,963	32,908	3,652	3,403
9	Other employee benefits	462,078	356,777	61,360	43,941
10	Payroll taxes	168,269	116,630	29,262	22,377
11	Fees for services (non-employees):				
a	Management				
b	Legal				
c	Accounting	19,735		19,735	
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.)	131,022	28,135	45,887	57,000
12	Advertising and promotion	46,842	35,084	7,569	4,189
13	Office expenses	519,174	244,063	59,597	215,514
14	Information technology				
15	Royalties				
16	Occupancy	120,732	115,490	4,809	433
17	Travel	51,410	45,124	4,341	1,945
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	21,102	10,340	7,434	3,328
20	Interest	1,381		1,381	
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	313,135	244,242	68,893	
23	Insurance	26,035	16,348	9,277	410
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	USDA FOOD COSTS	963,373	963,373		
b	SHIPPING & TRANSPORTATION	270,935	270,793	6	136
c					
d					
e	All other expenses	37,683	1,380	33,943	2,360
25	<b>Total functional expenses.</b> Add lines 1 through 24e	33,461,770	32,050,813	759,368	651,589
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)				

## MANNA FoodBank Fiscal Year 2019-2020 Operating Budget

Approved Budget

Year Ending

06/30/2020

FY\_2019-20

### Revenues

Cont & Grants: Private	3,290,500.00
Bequests & Planned Giving	100,000.00
Gov't Grants & Contracts	866,247.00
Special Event Income	389,500.00
Earned Income	1,335,000.00
Other Income	19,844.00
Invest Income	37,000.00
Total Revenues	<u>6,038,091.00</u>

### Expenses

Wages & Benefits	3,449,576.17
Other Employee Expenses	34,359.00
Professional Services	99,885.00
Supplies	169,177.38
Equipment	72,683.00
Travel	51,817.00
Printing	240,120.66
Advertising	5,870.00
Postage	99,719.23
Occupancy	141,660.00
Insurance	21,549.09
Freight & Handling	347,690.00
Product Purchasing	1,378,452.52
Program Expenses	111,979.00
Communications	33,300.00
Fees, Dues, Taxes, Financing	83,264.00
Misc Expenses	2,700.00
Depreciation	325,000.08
Total Expenses	<u>6,668,802.13</u>

Rest Net Assets Roll Forward	436,814.00
Less depreciation for non-replacement	<u>(195,900.00)</u>
Adjusted Net	2,002.87

2018 Evaluation Report for

S. L. Gimbel Foundation Fund Holiday Food Grant

Organizational Information

Question Title

- 1. Name of your organization.

MANNA FoodBank, Inc

Question Title

- 2. Grant#

20180976

Question Title

- 3. Grant Period

01/01/2019 to 09/03/2019

Question Title

- \* 4. Location of your organization

City

Asheville

State

NC

Question Title

- 5. Name and Title of person completing evaluation.

Laura Blockel, Grants Manager

Question Title

- 6. Phone Number:

828-299-3663

Question Title

- \* 7. Email address.

lblockel@mannafoodbank.org

Question Title

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



45 partner agencies

Question Title

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

1,134 cases of 16-ounce peanut butter, with 12 jars per case, for a total of 13,608 pounds of peanut butter.

Key Outcomes and Results

Question Title

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

1,134 cases of peanut butter were gratefully received by 45 of MANNA's partner agencies throughout our 16-county service area in Western North Carolina. The peanut butter was distributed by our partners to people in need who came to their agencies. Our Food Distribution Program makes healthy food choices available to the estimated 90,900 food-insecure residents in MANNA's 6,434 square mile service area.

Question Title

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

None

Question Title

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

Not Applicable

Question Title

\* 13. Describe any unintended positive outcomes as a result of the efforts supported by this grant.

While not unexpected, our partner agencies were grateful to receive the cases of peanut butter. Peanut butter is one of the few shelf stable proteins that does not require refrigeration, even after opening the jar. As such, the product is easy for our partner agencies to store and distribute to their clients who may or may not have access to coldstorage.

MANNA chose to purchase a mix of smooth and crunchy style peanut butter with these funds. We were pleased to find that the crunchy style was a favorite among people with children.

Question Title

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

Peanut butter is an important source of protein for a food bank to offer, as it is a shelf stable product, even after opening. For people without access to refrigeration, peanut butter can provide an important nourishing meal on the go. Peanut butter is a kid favorite and a peanut butter and jelly sandwich is a safe snack for a child to prepare themselves without the need for adult supervision.

While 80% of the food MANNA distributes is donated, peanut butter is always in demand by our partner agencies but is rarely donated. In order to offer the resource to our partners, MANNA uses designated funds to purchase this product. The \$13,994 grant for peanut butter from the Gimbel Foundation allowed MANNA to use our slim procurement budget to purchase other important foods that round out a healthy plate, like shelf stable proteins or fresh produce.

#### Budget

Provide detailed information on how funds were expended.

#### Question Title

- 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.

~~126 cases of 16-ounce peanut butter with 12 jars per case, were purchased for \$12.34 per case for a total of \$13,994.~~

### APPROXIMATE VOLUME OF FOOD PURCHASED THROUGH THIS GRANT

1,134 cases of peanut butter (126 cases per pallet) with 12, 16-ounce jars per case. (9 pallets total), (1,134 cases of peanut butter total) for \$12.34 per case. 1,134 cases \* \$12.34 = \$13,994.

The 13,608 jars of peanut butter were distributed among 45 of our partner agencies, who gave them all out to people in need requesting food.

#### Success Stories

Please use the following spaces to provide any client stories, antidotes, or quotes to showcase the success and impact you were able to achieve due to this funding.

#### Question Title

- \* 16. Please relate a success story:

Art Graff, MANNA's Director of Food Sourcing, reported that he was "extremely pleased" to have the peanut butter provided by the Gimbel Foundation to offer to our partner agencies. Art continued to say that "peanut butter is one of the few shelf stable proteins that offers a couple of hours of nutrition in a sandwich. Because peanut butter requires no refrigeration, it is an excellent choice for an active kid or adult on the go to take in backpack or lunch bag. MANNA usually doesn't get peanut butter donated, so it's an item that I always scour deals to purchase it to have a constant supply. The donation of peanut butter enabled me to supplement our MANNA food supply with other important items I usually have to buy like tuna and fresh produce."

#### Question Title

17. Please relate a success story here:

Lisa McDonald, MANNA Distribution Associate, commented that "our partner agencies were thrilled to have cases of peanut butter available to them. The pallet of peanut butter we put out on our distribution floor for our agencies was gone within the day."

#### Question Title

18. Please relate a success story here:

John Miller, Executive Director of Southern Reconciliation Ministries, one of MANNA's partner agencies said that "our people will very happy to have peanut butter available. The kids especially liked the crunchy style."

#### Demographic Information

#### Question Title

19. Which category best describes your organization. Please choose only one.

Basic Needs Support

#### Question Title

20. What is your organizations primary Program Area of Interest?

Food Bank

#### Question Title

21. Percentage of clients served through grant in each Ethnic Group Category. Total must equal 100%

African American

22

Asian/Pacific Islander

Caucasian

63

Native American

Hispanic Latino

9

All Ethnicities

Other

6

Question Title

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

Unknown

Question Title

23. Approximate percentage of clients served with disabilities from grant funds.

Unknown

Question Title

24. Approximate percentage of clients served in Economic Group

Unknown