

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

<p>Internal Use Only:</p> <p>Grant No: _____</p>

Organization / Agency Information

<i>Organization/Agency Name:</i> SeaShare		
<i>Physical Address:</i> 600 Ericksen Ave. NE, Suite 310 Bainbridge Island, WA 98110		<i>City/State/Zip</i>
<i>Mailing Address:</i> 600 Ericksen Ave. NE, Suite 310 Bainbridge Island, WA 98110		<i>City/State/Zip</i>
<i>CEO or Director:</i> Mr. Jim Harmon, Executive Director		<i>Title:</i>
<i>Phone:</i> (206) 842-3609	<i>Fax:</i>	<i>Email:</i>
<i>Contact Person:</i> Ms Kate Tomkins, Director of Development		<i>Title:</i>
<i>Phone:</i>	<i>Fax:</i>	<i>Email:</i> katet@seashare.org
<i>Web Site Address:</i> http://www.seashare.org		<i>Tax ID:</i> 911641242

Program / Grant Information

<i>Program/Project Name:</i> Seafood to Food Banks			<i>Amount of Grant Requested:</i> \$10000
<i>Total Organization Budget:</i> \$4003201	<i>Per 990, Percentage of Program Service Expenses (Column B / Column A x 100):</i> .95	<i>Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100):</i> 0.800000000000000004	<i>Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100):</i> 5
<i>Purpose of Grant Request (one sentence):</i> The purpose of this grant request is to distribute seafood to food banks across the U.S.			
<i>Gimbel Grants Received: List Year(s) and Award Amount(s)</i> 2016: \$10,000 2015: \$10,000 2014: \$10,000 2013: \$10,000			

Holiday Grant Application

XLI. 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?

SeaShare's mission is to engage the seafood industry in a collective effort to improve nutrition for the people served by food banks and feeding centers. Our vision is a nation in which all food bank and feeding center clients have access to nutrient-dense seafood protein to improve their health and nutrition. Our purpose is to provide an efficient framework for the donation and distribution of seafood to food banks and feeding centers across the U.S.

SeaShare has provided over 220 million servings of seafood to food banks across the U.S. since 1994.

SeaShare's core program is the distribution of seafood to food banks. SeaShare distributes seafood in 25 states each year. In 2016, we donated over 1.8 million pounds of seafood – over 7.2 million servings - to people who struggle to put enough food on the table. Assuming the average family of four receives a 3 pound package of seafood at their local food bank, we estimate that we served 2.4 million people last year, and will serve a similar number of people in 2017 and beyond.

We are an office of just 2 full time and 1 part time staff, but we benefit from a dedicated board of 14 seafood professionals who each work approximately 40 hours per year on hunger relief. In addition, many other staff and leaders within the seafood industry volunteer their time to help SeaShare coordinate the distribution of their seafood products to food banks. These include CEOs, quality assurance managers, seafood processors, logistics managers, and everyone in between. SeaShare provides a framework which allows many entities in the seafood industry to efficiently give back.

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.

Over 42 million Americans struggle with hunger. SeaShare exists to help food banks provide the best nutrition possible to their clients through the donation of nutrient-dense seafood. Getting seafood from the ocean into food banks is a complex and costly process. SeaShare provides the framework and logistics that allow a wide range of partners to work together to make large and small-scale donations possible. By coordinating donations from

fishermen with contributions from its cold storage, processing, and shipping partners, SeaShare leverages its network to enable the industry to give on a scale that can only be achieved from a collective effort. SeaShare has a longstanding strategic partnership with Feeding America, the nation's largest domestic hunger-relief organization. With Feeding America's network, we're able to join forces and get donations across the nation. Annually, we distribute 1.5 - 2 million pounds (6-8 million servings) of seafood to food banks in 25-30 states. Donations include a wide variety of species, such as wild Alaska salmon, halibut, and pollock, shrimp, rockfish, catfish, and tilapia.

SeaShare is not a direct service organization, we rely on food banks to distribute our seafood to their clients. The food banks and feeding centers we work with do not discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status.

Our seafood distributions occur throughout the calendar year. Our seafood goes to all demographic groups in diverse urban and rural areas. Children account for 28% of the people served. In addition, 17% of food bank clients are seniors, and 20% are veterans. Assuming the average family of four receives a 3 pound package of seafood, serve on average 2.4 million people per year.

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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
Acquisition of salmon	Cost of processing, packing, and freezing salmon steaks for distribution to food banks.	\$5,000
Acquisition of halibut	Cost of processing, packing, and freezing halibut steaks for distribution to food banks.	\$5,000
TOTAL:		\$10,000

IV. Administrative Expenses Percentage

This section calculates how much the organization spent for general management, overhead, indirect items as a percentage of the organization's total expenses. The figures are based on your most current 990 form that you submitted, Part IX Statement of Functional Expenses.

Management & general expenses (Column C only)	/Total expenses (Column A)	= Administrative Percentage
\$28,776	\$3,728,452	.77%

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.	3,001,019.	3,001,019.		
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.	185,929.	111,557.	18,593.	55,779.
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.	105,856.	15,999.	2,652.	87,205.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	3,026.	1,816.	302.	908.
9 Other employee benefits.	12,500.	7,463.	1,260.	3,777.
10 Payroll taxes.	18,970.	11,382.	1,897.	5,691.
11 Fees for services (non-employees):				
a Management.				
b Legal.				
c Accounting.	8,146.	6,516.	815.	815.
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.	15,425.	15,425.		
13 Office expenses.	11,718.	9,376.	1,171.	1,171.
14 Information technology.	625.	499.	63.	63.
15 Royalties.				
16 Occupancy.	17,700.	14,160.	1,770.	1,770.
17 Travel.	23,873.	23,873.		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.	8,982.			8,982.
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.				
23 Insurance.	2,330.	1,864.	233.	233.
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 Fish Projects	180,988.	180,988.		
b Seafood Processing/Pkg	131,168.	131,168.		
c Postage and Shipping	197.	157.	20.	20.
d				
e All other expenses.				
25 Total functional expenses. Add lines 1 through 24e.	3,728,452.	3,533,262.	28,776.	166,414.
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 checked="" type="checkbox"/> if following SOP 98-2 (ASC 958-720).				

#152

COMPLETE

Collector: Gimbel Holiday Food Grant (Web Link)
Started: Thursday, July 13, 2017 3:49:05 PM
Last Modified: Thursday, July 13, 2017 4:48:25 PM
Time Spent: 00:59:19
IP Address: 23.25.136.246

Page 1: Organizational Information

Q1 Name of your organization.

SeaShare

Q2 Grant #

20160699

Q3 Grant Period

December 1, 2016 - June 30, 2017

Q4 Location of your organization

City	Bainbridge Island
State	Washington

Q5 Name and Title of person completing evaluation.

Kate Tomkins, Director of Development

Q6 Phone Number:

206-842-3609 x204

Q7 Email address.

katet@seashare.org

Q8 Total number of clients served through this grant funding:

108,000 (27,000 pounds of seafood = 108,000 servings)

S. L. Gimbel Foundation Holiday Food Grant

Q9 Approximate volume of food purchased with grant funds? (i.e 10 lbs of fresh produce; 1000 boxes; 10 cases, etc)

This generous \$10,000 grant from the S.L. Gimbel Foundation allowed SeaShare to distribute 108,000 servings of seafood to food banks.

Page 2: Key Outcomes and Results

Q10 Describe the project's key outcomes and results based on your goals and objectives:

With support from the S.L. Gimbel Foundation, SeaShare was able to donate over 1.8 million pounds of seafood to food banks and feeding centers in 24 states last year through the Feeding America network.

We strive to help food banks provide the best nutrition possible, including nutrient-dense seafood. This year we distributed wild Alaska salmon steaks, salmon fillets, canned salmon, halibut steaks, pollock sticks, tilapia, and many other seafood items to food banks.

We did this by coordinating donations from fishermen with contributions from cold storage, processing, and shipping partners.

The states which received the most seafood this year included Washington, California, Alaska, New York, and Washington, D.C.

Q11 Please describe any challenges/obstacles the organization encountered (if any) in attaining stated goals & Objectives.

Each year, our goal is to distribute 2 million pounds of seafood to 25+ states. We almost met that goal last year, but came up a little short. This is in part because seafood that we received in the fall has taken a long time to get processed by one of our partners, so we have not been able to distribute it yet to our food bank partners. In addition, we received significant new funding for our programs in Washington state last year, which meant we spent more time focused on bringing more seafood to our partners in Washington, and fewer states received our seafood donations.

Q12 How did you overcome and/or address the challenges and obstacles?

Our goal this year is again to distribute 2 million pounds of seafood to 25+ states. We are engaging our long-time seafood partners to ensure we get there, as well as seeking out new partners. We have fewer geographic distribution constraints this year, so we are again looking to get our seafood to 25 or more states in 2017/18.

Q13 Describe any unintended positive outcomes as a result of the efforts supported by this grant.

N/A.

Q14 Briefly describe the impact this grant has had on your organization.

This grant from the S.L. Gimbel Foundation had a direct impact on SeaShare's ability to donate seafood to food banks and feeding centers last year. Because we are a small and efficient organization, we were able to quickly turn \$10,000 into 27,000 pounds of seafood to food banks and feeding centers, so that the people they serve can have access to some of the healthiest, most nutrient-dense, sustainably sourced protein available. Thank you!

Page 3: Budget

S. L. Gimbel Foundation Holiday Food Grant

Q15 Please provide a brief narrative on how the funds were used to fulfill grant objectives. Support documents (receipts or expense reports) can be emailed to klampert@thecommunityfoundation.net or faxed to 951-684-1911.

This grant was used to pay for the costs associated with processing, packing, freezing, and distribution of seafood for food banks. This process costs \$.37 per pound (not including administrative costs) and allowed us to donate over 27,000 pounds of seafood.

Page 4: Success Stories

Q16 Please relate a success story:

Because SeaShare is not a direct service organization, we do not have regular contact with our individual beneficiaries. Our partners at the Millionair Club Charity (a feeding center/soup kitchen in downtown Seattle) allow us to occasionally collect stories from their clients.

At the end of 2016, we had the honor to share lunch with some of our beneficiaries at the Millionair Club in Seattle. This is what they had to say about the opportunity to include seafood in their diet:

"I come here every day. I try to eat seafood once a week at least. It is one of the first natural foods, and people have been eating fish for longer than they have been eating hot dogs. The cold water oily fish are the best. Fish is good for your heart and brain. The shelter where I stay doesn't serve fish, that's why I come here."

"I like salmon the best. The seafood lunch is good here. I feel healthy for the whole day."

"Salmon is my favorite. It's the healthiest, cold water fish. It makes me feel healthy, not like steak. I've been coming here for four years, and I am more health conscious now, I'm eating better. I appreciate eating fish for free. Not all guys realize they are getting a \$20-30 dish for free."

Q17 Please relate a success story here:

Respondent skipped this question

Q18 Please relate a success story here:

Respondent skipped this question

Page 5: Demographic Information

Q19 Which category best describes your organization. Please choose only one.

Basic Needs Support

Q20 What is your organizations primary Program Area of Interest?

Food
Bank

Q21 Percentage of clients served through grant in each Ethnic Group Category. Total must equal 100%

All Ethnicities

100

S. L. Gimbel Foundation Holiday Food Grant

Q22 Approximate percentage of clients served from grant funds in each age category.	Children Birth-05 years of age	5
	Children ages 06-12 years of age	5
	Youth ages 13-18	5
	Young Adults (18-24)	5
	Adults	60
	Senior Citizens	20
Q23 Approximate percentage of clients served with disabilities from grant funds.	Other Disability	100
Q24 Approximate percentage of clients served in Economic Group	At/Below Poverty Level	100
	Homeless/Indigent	100
	Migrant Worker	15
	Working Poor	70
Q25 Approximate percentage of clients served from grant funds in each population category.	Single Adults	20
	Families	70
	Single Parent Families	30
	Disabled	20
	Ethnic Minority	40
	LGBTG	10
	Homeless/Indigent	15
	Immigrants	15
	Military	20
	Parolees	5
	Students	15
	Elderly	20

Internal Revenue Service

Department of the Treasury

**P. O. Box 2508
Cincinnati, OH 45201**

Date: September 10, 2002

SeaShare
600 Ericksen Ave. NE Ste 310
Bainbridge Island, WA 98110-2836

Person to Contact:
Cheryl Skaggs 31-04010
Customer Service Specialist

Toll Free Telephone Number:
8:00 a.m. to 6:30 p.m. EST
877-829-5500

Fax Number:
513-263-3756

Federal Identification Number:
91-1641242

Dear Sir or Madam:

This is in response to the amendments to your organization's Articles of Incorporation filed with the state on April 4, 2002. We have updated our records to reflect the name change as indicated above. This letter will take the place of the copy you requested.

Our records indicate that a determination letter issued in March 1995, granted your organization exemption from federal income tax under section 501(c)(3) of the Internal Revenue Code. That letter is still in effect.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its 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.

SeaShare
91-1641242

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

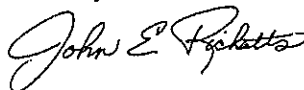
The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. You are also required to make available for public inspection a copy of your organization's exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of \$20 a day for each day you do not make these documents available for public inspection (up to a maximum of \$10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

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

This letter affirms your organization's exempt status.

Sincerely,

A handwritten signature in black ink, appearing to read "John E. Ricketts".

John E. Ricketts, Director, TE/GE
Customer Account Services

SEASHARE

2017 Board of Directors

Glenn Reed

Board President

President,
Pacific Seafood Processors Assoc.

Pat Shanahan

Board Secretary

President,
The Shanahan Group

Richard Mullins

Board Treasurer

Managing Director
NAIA Natural Products

Fiona Robinson

Board Member

Communications & Donor Development
United Way

Paul McGregor

Board Member

General Counsel,
At Sea Processors Association

Jan Jacobs

Board Member

Director of Government Affairs,
American Seafoods Company

Michael Lieberman

Board Member

Vice President,
FOA & Son Corporation

William Orr

Board Member

President,
Signature Seafoods

Greg Englin

Board Member

Director of Operations
Port of Port Townsend

Tuck Donnelly

Board Member

Previous Executive Director,
SeaShare

John Garner

Board Member

Chief Operating Officer,
North Pacific Seafoods Inc.

Casey Campbell

Board Member

Vice President, Real Estate Industry
Wells Fargo

Tom Enlow

Board Member

President,
Unisea Inc.

Doug Christensen

Board Member

President,
Arctic Storm Management Group

SEASHARE

2017 Fiscal Year Budget

January 1 - December 31

		<u>Budgeted \$</u>
Income	Grants: Foundations, Corporations	221,830
	Seafood Associations / Corporations	192,868
	Terry Shaff Memorial Fund	56,000
	Individual Donations	96,400
	In-Kind Donations (Rent, Ads)	<u>1,200</u>
		568,298
Expenses	Alaska Distribution Project	56,000
	Support for Seafood Projects (VAP)	80,000
	Fundraising	13,105
	Marketing	17,225
	Professional Services (Accounting & IT)	11,348
	Travel	25,500
	Computer & Office Supplies	4,307
	Computer Equipment	2,000
	Insurance	2,495
	Postage	500
	Telecommunications	5,500
	Rent	20,100
	Payroll: SeaShare Staff	325,046
	Bank Charges	<u>75</u>
		563,201
	Net Ordinary Income:	5,097

In addition to the items above, we forecast the following:

Other Income:	In-Kind Seafood Donations	3,440,000
Total Projected Income:		4,008,298
Other Expense:	In-Kind Seafood Distributed	3,440,000
Total Projected Expense:		4,003,201
Net Ordinary Income:		5,097