



**2021 S.L. Gimbel  
Foundation COVID19  
Large Food Grant  
Application  
Maximum Request: \$1million**

Internal Use Only:  
Grant  
: \_\_\_\_\_

**Organization / Agency Information**

1)Organization/Agency Name: International Relief Teams		
2)Physical Address: 4560 Alvarado Canyon Road, Suite 1H		City/State/Zip San Diego, CA 92120
3)Mailing Address: 4560 Alvarado Canyon Road, Suite 1H		City/State/Zip San Diego, CA 92120
4)CEO or Director: A. Barry La Forgia		Title: Executive Director
5)Phone: (619) 284-7979	6)Fax: (619) 284-7938	7)Email: blaforgia@irteams.org
8)Contact Person: Erich Foeckler		Title: Director of Philanthropy
9)Phone: (619) 807-2849	10)Fax: (619) 284-7938	11)Email: efoeckler@irteams.org
12)Web Site Address: www.irteams.org		13)Tax ID: 33-0412751

**Program / Grant Information**

**Interest Area:**

14)Program/Project Name: COVID-19, Food		15)Amount of Grant Requested: \$985,313.60	
16)Total Organization Budget: \$41,077,175	17)Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 98.55%	18)Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): .92%	19)Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 1.45%
20)Purpose of Grant Request (one sentence): With a grant of up to \$1,000,000 from the S. L. Gimbel Foundation, International Relief Teams would be able to continue providing urgently needed food to the San Diego Food Bank.			
21)Program Start Date (Month and Year): July 1, 2021		22)Program End Date (Month and Year): June 30, 2022	
23)Gimbel Grants Received: List Year(s) and Award Amount(s) N/A			

**Signatures**

24)Board President / Chair: (Print name and Title) Richard Yousko, Board Chair	Signature:	Date: March 12, 2021
25)Executive Director/President: (Print name and Title) A. Barry La Forgia, Executive Director	Signature:	Date: March 12, 2021

# **2021 S.L. Gimbel Foundation Fund APPLICATION**

## **Narrative**

Please provide the following information by answering **ALL** questions (I to IV), **12 Font, One Inch Margins**. Use the format below (I to IV). Type your complete answers to the question directly below the question. Please do not delete the questions/instructions/examples and provide clear, specific, and concise answers.

### **I. Organization Background**

A) What are the history, mission and/or purpose of your organization?

In 1986, San Diego attorney and real estate broker Barry La Forgia participated on a mission trip to Peru where he helped construct shelters for impoverished people living in the Amazon Jungle. He was so moved by the experience and the desperate needs he saw that he returned to San Diego, left his law and real estate practices, and in March of 1988 formed Southwest Medical Teams.

The concept of the newly formed organization was to link people in need with teams of volunteers who had the skills (both medical and non-medical) to meet those needs. By the end of 1988, Southwest Medical Teams had sent volunteer teams to Oaxaca, Mexico to build a healthcare clinic, to the island of Jamaica to provide emergency care for victims of Hurricane Gilbert, and to Armenia to treat thousands of people injured by one of the largest earthquakes of the century.

In 1996, the name was changed to International Relief Teams to more adequately reflect the work of the organization. Throughout the years, International Relief Teams has responded to disasters and/or conducted programs in the United States, Central and South America, Eastern Europe, Asia, the South Pacific, and Africa.

IRT helps families survive and recover after a disaster by providing timely and effective assistance. IRT also provides a hopeful future for underserved communities through programs that improve their health and wellbeing.

During disasters, IRT deploys medical and construction teams, provides supplies, and finances the restoration of infrastructure. IRT builds healthy communities through medical training programs; medical missions to low-income countries, including surgical and eyeglass teams; shipments of medicines to rural hospitals and clinics; and health, nutrition, and education support for vulnerable populations.

In partnership with other humanitarian organizations, IRT sends relief supplies, volunteer teams, and assistance to help restore hope and rebuild lives. During its 32 year history, IRT has deployed more than 7,500 medical and construction volunteers and provided \$540 million in aid to 70 countries, including the United States.

International Relief Teams' (IRT) mission is to alleviate human suffering by providing health services and humanitarian assistance to victims of disaster, neglect, and profound poverty worldwide.

IRT's current programs include:

- 1) Repairing/rebuilding homes of the victims of California wildfires.
- 2) Repairing homes of victims of Hurricane Dorian in the Bahamas.
- 3) Providing eye screening and eyeglasses for adults and children in marginalized communities in Honduras and Guatemala.
- 4) Conducting Ear, Nose and Throat (ENT) surgeries for the poor in Honduras.
- 5) Shipping medicines and medical supplies to hospitals and clinics serving the poor in Niger, Liberia, Micronesia, and Cameroon.
- 6) Building homes for impoverished families in Tijuana, Mexico.
- 7) Providing food & educational support for an orphanage for abused and abandoned children in Baja, Mexico.
- 8) Conducting a weekend food program for underserved San Diego schoolchildren and their families.
- 9) Providing food supplements to approximately 10,000 malnourished infants and very young children in Guatemala.
- 10) Shipping food to our local food bank in response to the COVID-19 crisis.

B) How long has the organization been providing programs and services to the community?

Since 1988.

C) What are some of your past organizational accomplishments (last three years)?

Some of the highlights of our accomplishments for the past three years include:

### **Disaster Relief**

#### **COVID-19**

Since March 2020, we have provided more than 418,000 meals for San Diego residents needing food assistance during the pandemic.

#### **Bangladesh**

At two refugee camps, we provided nearly 4,000 solar lamps to Rohingya refugee families fleeing violence in Myanmar.

#### **Somalia**

We supported displaced families with more than \$55,000 in emergency funds for them to purchase food and supplies necessary for survival.

#### **Indonesia**

We provided 106,000 meals for 2,650 families who were victims of the 2018 earthquake and tsunami.

#### Lebanon

We provided more than \$37,000 in water and sanitation supplies for Syrian families in refugee camps.

#### Cyclone Idai - Mozambique & Malawi

We provided more than 1 million meals to Cyclone Idai victims who lost their harvest to the storms.

#### Hurricane Maria – Puerto Rico

In addition to providing more than 2,000 tarps, 1,100 disaster health kits, 77,000 bottles of water, 49,000 cans of baby formula, 4 pallets of diapers, 355,000 cans of food, and solar lanterns in the immediate aftermath of the disaster, we continued to provide assistance into 2020 by hiring skilled labor and providing construction materials for the rebuilding of 30 homes. In all, we provided more than \$1.6 million in aid to the victims of Hurricane Maria.

#### Earthquake - Puerto Rico

We provided more than \$74,000 in infant formula, diapers, baby wipes, hand sanitizer and canned food to families displaced by the 2020 earthquake.

#### Hurricane Dorian – The Bahamas

We provided more than \$500,000 in relief supplies including MREs, water, blankets, stoves, tarps, solar-powered lights, diapers, infant formula, and disaster health kits. We also hired local labor and procured construction materials to repair 147 homes on Grand Bahama Island and another 37 homes on Abaco Island.

#### Tropical Storm Imelda – Texas

We provided more than \$99,000 in building materials to victims, including drywall and cleaning products.

#### Wildfires – California

To date, our skilled volunteer construction teams have rebuilt 10 homes for low-income families who lost their homes in the devastating 2018 and 2020 wildfires.

#### Hurricane Harvey – Louisiana

Our post-disaster construction teams worked into 2019 repairing 20 homes for low-income, elderly and disabled families destroyed by Hurricane Harvey and the devastating floods of 2016.

#### Hurricane Harvey – Louisiana

In addition to providing more than 4,500 ready to eat meals, disaster health kits, and five truckloads of cleaning supplies in the immediate aftermath of the disaster, we continued to provide assistance throughout 2018 by supplying more than 20 truckloads of construction materials (drywall, insulation, and roofing materials). In all, we provided more than \$400,000 in aid to the victims of Hurricane Harvey.

## **Building Healthy Communities**

### Medicines for Children

We delivered more than \$108 million in urgently needed medicines to clinics and hospitals serving poor families. (Niger, Syria, Haiti, Liberia, Honduras, and Micronesia).

### Feeding San Diego's Kids

We provided backpacks filled with nutritious food (over 369,000 meals) for low-income schoolchildren and their families so that they have enough to eat on weekends. (USA)

### Better Vision, Brighter Future

Our volunteer teams screened and dispensed over 4,600 eyeglasses to help low-income students succeed in school, and adults maintain their livelihoods. (Guatemala, Honduras, and Mexico).

### Food for Hungry Children

We distributed monthly food packets to more than 30,000 infants and young children suffering from malnutrition. (Guatemala)

### Kids Kingdom Orphanage

We provided meals and education for abused and abandoned children near Ensenada. (Mexico)

### New Homes, New Beginnings

Our volunteer construction teams built 17 homes for families' desperately needing shelter in a very poor community near Tijuana. (Mexico)

### Life Transforming Surgery

Our Ear, Nose, and Throat surgical team screened hundreds of patients and performed 77 life-transforming surgeries for men, women, and children with no access to care. (Honduras)

For its efficiency and effectiveness, IRT has been awarded the 4 Star (Highest) rating for 17 consecutive years by Charity Navigator, the largest independent evaluator of U.S. Charities. According to Charity Navigator, less than 1% of all charities rated have received a 4-star rating, and IRT is the only San Diego charity to accomplish this.

## **II. Project Information:**

### A) Statement of Need

Specify the community need(s) you want to address and are seeking funds for. Include demographics, geographic characteristics of the area or community to be served, community conditions and income level. Include relevant statistics.

As the largest independent hunger-relief organization in San Diego County, The Jacobs & Cushman San Diego Food Bank is facing tremendous challenges in responding to the increased demand for food during this pandemic. Before COVID-19, the food bank was

serving 350,000 individuals monthly. But now during the pandemic, this number has spiked to 600,000 per month. The Food Bank has distributed 63% more food than in a typical year—over 50 million pounds of food throughout the County. Many economic experts predict that this growing need will persist during the next 12 months.

For many years, the food bank has partnered with International Relief Teams (IRT) by supplying food in support of IRT's weekend program for feeding low income schoolchildren and their families. Now with the shutdown of the schools during the pandemic, our program is on hold. And because of the pressure on the Food Bank to procure more and more food to meet the increased demand caused by the pandemic, IRT has become an active supplier of food (rather than a recipient) to the Food Bank.

Since the beginning of the pandemic, IRT has utilized the suppliers it normally employs during disasters to acquire food, which is then sent directly to the food bank. To date, IRT has purchased \$583,405 in non-perishable food, which according to the Food Bank, has provided more than 418,000 meals for families in need during this pandemic.

The food bank has acknowledged the important role that IRT is playing in helping them meet the increased demand for food during the pandemic. With a grant of up to \$1,000,000 from the S.L. Gimbel Foundation, International Relief Teams would be able to continue providing urgently needed food to the San Diego Food Bank for the next 10 months, at a minimum.

#### B) Project Description

Describe your food distribution program.

##### 1. What are the specific activities of the food program?

The Food Bank has an established, efficient distribution network. IRT will use all grant proceeds exclusively in food acquisition and transportation to maximize its impact in helping to feed families left hungry by the pandemic.

The Food Bank executes an array of programs, effectively meeting the needs of our community's most vulnerable residents. From the Food 4 Kids Backpack Program (serving 3,300 students at 53 schools, an increase of 200 students from last year), the Military Initiative to Combat Hunger (now serving more than 39,000 active-duty military, veterans, and their families each month), the College Hunger Relief Program (serving more than 8,000 students on 12 campuses throughout San Diego County), and the Fresh Produce Initiative (distributing 11 million pounds of fresh fruits and vegetables last year), the Food Bank has worked strategically to design, execute, and improve anti-hunger programs to serve individuals in need in a manner that is efficient and collaborative. Utilizing their existing grassroots distribution model—200 distribution sites and a network of nearly 500 nonprofit partners—make it possible to continue serving the growing need for emergency food relief in our community.

2. How do you identify/qualify those in need?

The Food Bank provides food to anyone who seeks out their services. For some programs, including the Federal Emergency Food Assistance Program (EFAP), individuals are required to self-certify their income and family size to ensure they meet established guidelines. Their website is regularly updated to provide information on upcoming food distributions and many individuals are connected to their distributions through 2-1-1 San Diego, an essential hub for social services resources. The majority of Food Bank programs have no barriers to access food.

3. How often is the food distribution offered (before COVID and now)?

Getting food to individuals in need requires sophisticated management and collaboration. The Food Bank conducts 200 distributions of its own each month and works with nearly 500 nonprofit partners throughout San Diego County including emergency shelters, food pantries, soup kitchens, mobile distribution pantries, and schools. In response to the increased need caused by the pandemic, the Food Bank has also established 25 Super Pantries: high-volume, high-capacity, distribution sites that are open at minimum, 3 times per week. These Super Pantries are located in the communities hardest hit by COVID-19 and will continue at least until July 1, 2021.

4. How many people will be served by the food distribution program (children, youth, adults, seniors) that is being considered for the Gimbel Foundation request and the total program?

The Food Bank serves approximately 600,000 individuals each month.

5. Please explain how you keep track of number of people served.

The Food Bank's precise inventory control system (Primarius) accounts for every pound of food taken in, the type of food, where that food was distributed, and to whom that food was provided. Nonprofit Partners record client information and provide the Food Bank with monthly reports on the numbers of individuals served as well as other pertinent data. These reports provide performance data and allow for consistent evaluation toward goals and objectives, to react quickly to emerging needs or challenges, to modify aspects of programs and services as needed, and to provide detailed, accurate data to Food Bank stakeholders.

**C) Project Goal, Objectives, Activities and Expected Outcomes**

- 1. Note: Objective, Outcomes and Evaluation must all be based on the SAME QUANTIFIABLE CRITERIA (for example, "number served). This quantifiable criteria should refer to the grant amount you are requesting from the Gimbel Foundation only and not the total program.**

**State ONE GOAL, ONE OBJECTIVE, ONE OUTCOME. USE NUMBERS AND PLEASE DO NOT USE PERCENTAGES.**

2. State **ONE** project goal. The **Goal** should be an aspirational statement, a broad statement of purpose for the project.

*Example: **GOAL:** House all homeless youth ages 18-24 in Mariposa County who are physically, mentally and legally able to work within 24 hours and help them become sufficient in 90 days.*

3. State **One Objective**. The Objective should be specific, measurable, verifiable, action-oriented, realistic, and time-specific statement intended to guide your organization's activities toward achieving the goal.

*Example: **OBJECTIVE:** House up to 145 homeless youth referred or who contact us within 24 hours.*

**Specify the activities** you will undertake to meet the objective and number of participants for each activity.

*Example: **ACTIVITIES:***

1. For each of 145 youth identified, develop a case management file.
2. Create a 90 day sufficiency action plan for each of the 145 youth.
3. Input weekly progress reports for each of the 145 youth.

4. **State One Outcome**. An outcome is the individual, organizational or community-level change that can reasonably occur during the grant period as a result of the proposed activities or services. What is the key anticipated outcome of the project and impact on participants? State in quantifiable and verifiable terms.

*Example: **OUTCOME:** We expect to provide rapid rehousing to over 145 homeless youth in 2020.*

5. **Evaluation:** How will progress towards the objective (per above) be tracked and outcome measured? State the number of people that will be evaluated per the objective.

Provide specific information on how you will collect relevant data and statistics that meet your objective and validate your expected outcome, in a quantifiable manner, as you describe your evaluation process.

*Example: **EVALUATION:** Using Build Futures' Salesforce data base client management and tracking system, generate reports on the number of clients served and housed. Track our role in housing 145 homeless youth. Account for additional successes or lower numbers of youth in the program.*

**BELOW IS AN EXAMPLE OF GOAL, OBJECTIVE, OUTCOME AND EVALUATION: Objective, Outcome and Evaluation should align and should be written in a linear format, using actual numbers, and data that are quantifiable, and verifiable. Do not use percentages)**

**Use the following format for your objectives, respective activities and expected outcomes:**

**STATE THE GOAL, OBJECTIVES, AND OUTCOMES**



**GOAL:** House all homeless youth ages 18-24 in Mariposa County who are physically, mentally and legally able to work within 24 hours and help them become sufficient in 90 days.

**OBJECTIVE:** House up to 145 homeless youth referred or who contact us within 24 hours.

**ACTIVITIES:**

1. For each of 145 youth identified, develop a case management file.

2. Create a 90 day sufficiency action plan for each of the 145 youth.

3. Input weekly progress reports for each of the 145 youth.

**OUTCOME:** We expect to provide rapid rehousing to over 145 homeless youth in 2020.

**EVALUATION:** Using Build Futures' Salesforce data base client management and tracking system, generate reports on the number of clients served and housed. Track our role in housing 145 youth. Account for additional successes or lower numbers of youth in the program.

### C) **Project Goal, Objectives, Activities and Expected Outcomes**

**Goal:** Provide non-perishable (canned) food monthly via the Food Bank to San Diego County residents facing food insecurity.

**Objective:** Purchase and transport more than 1.4 million canned food items, totaling approximately 595,000 meals to the Food Bank, for distribution to the nearly 600,000 individuals served by the Food Bank.

**Activities:**

1. Work with suppliers we traditionally use for disaster relief response to obtain the best possible pricing for non-perishable food items most needed by the Food Bank.
2. Arrange truck transportation to the Food Bank from the various locations where non-perishable food is ultimately purchased.
3. Deliver non-perishable food to the Food Bank so that they can a) make non-perishable available to nonprofit partners through its online inventory system, b) deliver non-perishable food to partner distribution sites, and c) distribute the non-perishable food at weekly Food Bank warehouse distributions

**Outcome:** We expect to provide this food to at least 600,000 individuals in need in San Diego County.

**Evaluation:** Utilizing invoices, IRT will track its role in purchasing and transporting more than 1.4 million canned food items to the Food Bank. Using the Food Bank's Primarius inventory control system, the Food Bank will track every pound of food taken in, the type of food, where that food was distributed, and to whom that food was provided to at least 600,000 individuals in need in San Diego County.

### D) **Timeline**

The project start date: 7/1/2021

The project end date: 6/30/2022

July 2021 – June 2022 - IRT purchases and transports non-perishable food to the San Diego Food Bank on a monthly basis.

July 2021 – June 2022 – The San Diego Food Bank distributes non-perishable food supplied by IRT to nonprofit partners, nonprofit food centers, and directly to needy families at weekly Food Bank distributions.

**E) Target Population**

1. Who will this grant serve?

The Food Bank serves seniors, working poor families, children, active-duty military and veteran families and anyone facing food insecurity in San Diego County.

2. How many people will be impacted? Provide a breakdown: Number of Children, Youth, Adults, and Seniors.

The Food Bank anticipates serving 600,000 individuals with the food provided approximately:

- a. 120,000 Children and Youth
- b. 360,000 Adults
- c. 120,000 Seniors

**F) Community Partners**

1. How does this program relate to other existing projects in the community?

The San Diego Food Bank has been distributing food to those in need since 1977 and is the largest provider in San Diego County.

2. Who are your key community partners? Provide a brief description of each key partner and their role(s) in this program.

The Food Bank has a collaboration with nearly 500 nonprofit partners including emergency shelters, food pantries, soup kitchens, mobile distribution pantries and schools, the Food Bank serves nearly 600,000 individuals every month. The food provided would be distributed throughout the community using these existing partnerships as well as through the more than 200 distributions conducted by the Food Bank each month.

3. How are you utilizing volunteers?

Since IRT's role will be to procure and transport non-perishable food to the Food Bank, we will not be utilizing volunteers. However, the Food Bank utilizes more than 20,000 volunteers at their warehouses each year. These volunteers sort, evaluate, and package food to be distributed throughout the County.

### **G) Use of Grant Funds**

How will you use the grant funds? This answer should align with the specific activities previously outlined in C) Project Goal, Objectives, Activities and Expected Outcomes

IRT will utilize all grant funds to purchase and transport food to the Food Bank.

### **III. Project Future**

#### **A) Sustainability**

Explain how you will support this project after the grant performance period. Include plans for fundraising or increasing financial support designated for the project.

IRT's Development Department uses a full spectrum of fundraising methods generating revenue from intentionally diverse sources including grants, direct mail, events of all sizes, corporate contributions, major gifts, annual giving, and planned gifts in order to prudently shore up any gaps in funding resulting from decreases from any one source. As a result of strategic resource development, IRT is confident that we are capable of procuring all funding needed to sustain our programs and operations.

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

#### **A) Governance**

1. Describe your board of directors and the role it plays in the organization.

IRT board members are the fiduciaries who steer the organization towards a sustainable future by adopting sound, ethical, and legal governance and financial management policies, as well as by making sure IRT has adequate resources to advance its mission.

Current board members are:

Michael Branon, Board Member, Retired Real Estate Developer and Author  
Anthony R. Carr, Board Member, Carlo Development, Managing Partner  
Toni Davies, Ph.D., Board Member, Davies Consulting, Inc., President  
Troy Faris, CPA, Board Member, Considine & Considine, Principal  
Kay Gilbert, C.N.M, Ph.D., Board Member, Certified Nurse Midwife, Legal Nursing,  
Midwifery Consulting & Expert Witness  
Georgia Kernell, Ph.D., Board Member, UCLA, Assistant Professor of Communication,  
Brian P. Krause, CFP, Board Member, Creative Planning, Principal  
Mary Kubota Wiebel, RN, ANP, Board Member, Family Practice  
Barry La Forgia, Executive Director, International Relief Teams  
Christopher Read, Board Member, Independent Business Owner  
Richard Yousko, Board Member, SJ Creations, Inc., Principal

2. What committees exist within your board of directors?

The IRT board has Executive, Audit, and Financial Oversight Committees.

### 3. How does the board of directors make decisions?

Board members discuss issues at regularly scheduled quarterly board meetings (or special meetings called by the board chairman if decisions need to be made prior to the next quarterly board meeting and then decide via majority vote. The decision is then documented in the Board minutes and a corporate resolution is generated, if needed.

#### B) Management

##### 1. Describe the qualifications of key personnel/staff responsible for the project.

Barry La Forgia is the executive director of International Relief Teams (IRT). In 1986, Barry went to the Amazon jungle on a church mission trip to construct temporary lodging for indigenous people. He was so moved by the need and the poverty he witnessed, that in 1988 he left his successful law and real estate practice to found Southwest Medical Teams, now called IRT.

Barry has received numerous awards for his visionary leadership of IRT and was named “Citizen of the Year” by the City Club of San Diego, “Man of the Year” by the St. Thomas More Society of San Diego, and was one of San Diego Magazine’s “People to Watch”. For his organization’s efforts in promoting nursing education in developing countries, Barry was inducted into Sigma Theta Tau International, the Honor Society of Nursing, as an honorary member in 2007. Recently, Barry received the Della Strada Award for humanitarian service from the San Diego Chapter of the Jesuit Volunteer Corps. In 2013, Barry was inducted into the Nutley, New Jersey hall of fame, his hometown.

Barry is a graduate of the United States Air Force Academy, and a former Air Force pilot. He flew more than 100 tactical airlift missions in Vietnam. He holds advanced degrees in Economics, Business Administration, and Law. Barry practiced law for 12 years in San Diego before founding International Relief Teams in 1988.

##### **2. What is the CEO/President/Executive Director Salary?     \$113,897**

## 2021 S.L. Gimbel Foundation APPLICATION

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

Please provide a detailed line-item budget for your project by completing the budget form below.

**The maximum requested amount is \$1,000,000 or 25% of your operating budget,**

**whichever is less.** Delineate your line items requests per example below:

- 90% of total request for the purchase of food items only. (Ex. Total request of \$1,000,000; 90% is \$900,000 for food)
- 10% of total request for **transportation OR for coordination** (Ex. Total request of \$1,000,000; 10% is \$100,000 for transportation)
- Canned tuna will not be funded.

**Food items must be delineated (i.e. canned vegetables, soup, pasta, dried beans, rice, etc.).**

**For each food item, indicate the cost per unit (pound, carton, case, etc.) and the quantity. See attached example.**

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project
<b><i>Canned Black Beans</i></b>	Can size: 15oz Cans per case: 24 Cases per pallet: 85 Pallets per truckload: 17 Cases per truckload: 1,445 Cans per truckload: 34,680  Price per can: \$.79 Price per case: \$18.96 Price per pallet: \$1,611.60 Price per truckload: \$27,397.20  <b># of Truckloads: 8</b>	\$54,794.40		\$164,383.20	\$219,177.60
<b><i>Canned Pinto Beans</i></b>	Can size: 15oz Cans per case: 12 Cases per pallet: 170 Pallets per truckload: 17 Cases per truckload: 1,445 Cans per truckload: 34,680  Price per can: \$.79 Price per case: \$9.48 Price per pallet: \$1,611.60 Price per truckload: \$27,397.50  <b># of Truckloads: 8</b>	\$54,794.40		\$164,383.20	\$219,177.60

<b><i>Canned Mixed Vegetables</i></b>	Can size: 15oz Cans per case: 24 Cases per pallet: 85 Pallets per truckload: 17 Cases per truckload: 1,445 Cans per truckload: 34,680  Price per can: \$.79 Price per case: \$18.96 Price per pallet: \$1,611.60 Price per truckload: \$27,397.20  <b># of Truckloads: 9</b>	\$54,794.40		191,780.40	\$246,574.80
<b><i>Canned Chicken</i></b>	Can size: 5oz Cans per case: 24 Cases per pallet: 187 Pallets per truckload: 22 Cases per truckload: 4,114 Cans per truckload: 98,736  Price per Can: \$.95 Price per case: \$22.80 Price per pallet: \$4,263.60 Price per truckload: \$93,799.20  <b># of Truckloads: 6</b>	\$187,598.40		\$375,196.80	\$562,795.20
<b>Total Food</b>		\$351,981.60		\$895,743.60	\$1,247,725.20
<b>Transportation</b>	\$4,300 per truckload x 31 Truckloads	\$43,730.00		\$89,570.00	\$133,300.00
<b>TOTALS:</b>		\$395,711.60		\$985,313.60	\$1,381,025.20

**Provide a narrative for the line item Transportation OR Coordination.**

**Transportation (\$133,300)**

Transportation costs are approximately \$4,300 per truckload. The total project will involve 31 truckloads of food. IRT will provide \$43,730 in transportation support and is requesting \$89,570 from the S.L. Gimbel Foundation.

## 2021 S.L. Gimbel Foundation APPLICATION

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

### *Secured/Awarded*

<b>Name of Funder: Foundation, Corporation, Government</b>	<b>Amount</b>
Juniper Networks Foundation	\$10,000
Dekelboun Family Foundation	\$100,000
The Neilan Foundation	\$10,000
The Wasily Family Foundation	\$50,000
The J.A.N.S. Foundation	\$91,836
The Scoob Trust Foundation	\$45,000
USAID	\$84,904
Chester F. Chapin Charitable Lead Unitrust	\$49,000

### *Pending*

<b>Name of Funder: Foundation, Corporation, Government</b>	<b>Amount</b>	<b>Decision Date</b>
The Chatlos Foundation	\$10,000	July 2021
Charles & Ruth Billingsley Foundation	\$10,000	July 2021
Cigna Foundation	\$106,380	July 2021
Dekelboun Family Foundation	\$250,000	June 2021

**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.

<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>	<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>
Contributions	\$2,168,610	4.63%	Gifts In Kind	\$43,061,602	91.86%
Fundraising/Special Events	\$174,168	.37%	Investment Income	\$116,078	.25%
Corp/Foundation Grants	\$540,357	1.15%	Net Assets	\$743,153	1.59%
Government Grants	\$74,835	.16%			

**Notes:**

## S.L. Gimbel Foundation APPLICATION

### VII. Financial Analysis

Agency Name: International Relief Teams

Most Current Fiscal Year (Dates): From 7/1/19 To: 6/30/20

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

(This should be your recently filed Form 990 and should not be more than 2 years old)

**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
\$45,975,196	\$45,306,619	\$422,954	\$245,623

**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%	98.54%	.92%	.54%

**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 \$415,226	Column C, Management & general expenses per 990 above \$422,984	<b>Differential</b> <b>-1.83%</b>
--	---	--------------------------------------

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.

<b>Cash</b>	<b>+ Accounts Receivables</b>	<b>/Current Liabilities</b>	<b>= Quick Ratio</b>
\$2,176,309	0	\$27,132	80.21

(As of 11/30/20)

### Excess or Deficit for the Year:

<b>Excess or (Deficit) 2020</b> Most recent fiscal year end <b>\$28,578</b>	<b>Excess or (Deficit) 2019</b> Prior fiscal year end <b>\$326,804</b>
---	--

### Notes:

### VIII. EMAIL TWO PDF files to [Gimbel@iegives.org](mailto:Gimbel@iegives.org)

- A. One PDF file of the following, #1 to #5 & #7**      **B. Second PDF file of the following, #6**

#1	Completed Grant Application Form (cover sheet, narrative), budget page and budget narrative (see sample) and sources of funding, financial analysis page	#6	A copy of your most recent year-end financial statements (audited if available)
#2	Your current operating budget and the previous year's actual expenses (see sample Budget Comparison)	#7	A copy of your most recent 990. <b>Please make sure that the Form 990 you submit is no more than two (2) years old.</b>
#3	Part IX <b>only</b> of the 990 form, Statement of Functional Expenses (one page). <b>Please make sure that the Form 990 you submit is no more than two (2) years old.</b>		
#4	For past grantees, a copy of your most recent final report.		
#5	A copy of your current 501(c)(3) letter from the IRS		

## SAMPLE Budget Comparison

	Actuals Most Recently Completed Year	Budget Projections Current Year	Variance
<b>Income</b>	<b>20____</b>	<b>20____</b>	
Individual Contributions	-	-	-
Corporate Contributions	-	-	-
Foundation Grants	-	-	-
Government Contributions	-	-	-
Other Earned Income	-	-	-
Other Unearned Income	-	-	-
Interest & Dividend Income	-	-	-
<b>Total Income</b>	-	-	-
<b>Expenditures</b>			
<b>Personnel</b>			
Salary CEO – Required	-	-	-
Staff Salary (total)	-	-	-
Payroll Taxes	-	-	-
Insurance - Workers' Comp	-	-	-
Insurance - Health	-	-	-
Payroll Services	-	-	-
Retirement	-	-	-
<b>Total Personnel</b>	-	-	-
<b>General Program/Administrative</b>			
Bank/Investment Fee	-	-	-
Publications	-	-	-
Conferences & Meetings	-	-	-
Mileage	-	-	-
Audit & Accounting	-	-	-
Program Consultants	-	-	-
Insurance Expense	-	-	-
Telephone Expense - Land Lines	-	-	-
DSL & Internet	-	-	-
Website	-	-	-
Office Supplies	-	-	-
Postage & Delivery	-	-	-
Printing & Copying	-	-	-
Miscellaneous	-	-	-
<b>Total General Program/Administrative</b>	-	-	-
<b>Total Expenditures</b>	-	-	-
<b>Revenue Less Expense</b>	-	-	-

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

**III. Project Budget SAMPLE**

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

Please provide a detailed line-item budget for your project by completing the budget form below.

**The maximum requested amount is \$1,000,000 or 25% of your operating budget, whichever is less.** Delineate your line items requests per examples below:

- 90% of total request for the purchase of food items only. (Ex. Total request of \$1,000,000; 90% is \$900,000 for food)
- 10% of total request for transportation **OR** for coordination (Ex. Total request of \$1,000,000; 10% is \$100,000 for transportation)
- Canned tuna will not be funded.

**Food items must be delineated (i.e. canned vegetables, soup, pasta, dried beans, rice, etc.).**

**For each food item, indicate the cost per unit (pound, carton, case, etc.) and the quantity. See attached example.**

Line Item	Line Item Description	Requested Amount
<i>Eggs</i>	15 dz/case, <b>\$12/case</b> , 4,000 cases	\$ 48,000
<i>Fresh Milk</i>	½ gallon 1%, <b>\$2/unit</b> , 196,000 units delivered	\$392,000
<i>Oil</i>	12 32 oz case, <b>\$23/case</b> , 4,000 cases	\$ 92,000
<i>Frozen Chicken Breast</i>	75 ind. wrapped breasts/case, <b>\$115/case</b> , 3,200 cases	\$368,000
<i>Coordination</i>	10% of \$1,000,000 total request	\$100,000
<b>TOTAL:</b>		<b>\$1,000,000</b>

**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 . . . . .				
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 . . . . .				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits . . . . .				
10 Payroll taxes . . . . .				
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 . . . . .				
14 Information technology . . . . .				
15 Royalties . . . . .				
16 Occupancy . . . . .				
17 Travel . . . . .				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings . . . . .				
20 Interest . . . . .				
21 Payments to affiliates . . . . .				
22 Depreciation, depletion, and amortization . . . . .				
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 _____				
c _____				
d _____				
e All other expenses _____				
25 Total functional expenses. Add lines 1 through 24e				
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) . . . . .				

	<b>FY 19-20 ACTUAL</b>	<b>FY20-21 BUDGET</b>	<b>VARIANCE</b>
<b>INCOME</b>			
INDIVIDUAL CONTRIBUTIONS	\$2,129,018	\$2,060,175	(\$68,843)
CORPORATE CONTRIBUTIONS	\$81,675	\$85,000	\$3,325
GIFTS IN KIND	\$43,061,602	\$38,310,000	(\$4,751,602)
FOUNDATION GRANTS	\$540,347	\$370,000	(\$170,347)
GOVERNMENT CONTRIBUTIONS	\$74,835	\$152,000	\$77,165
OTHER EARNED INCOME	\$6,724	\$30,000	\$23,276
OTHER UNEARNED INCOME	\$21,731	\$10,000	(\$11,731)
INTEREST AND DIVIDENT INCOME	\$87,842	\$60,000	(\$27,842)
<b>TOTAL INCOME</b>	<b>\$46,003,774</b>	<b>\$41,077,175</b>	<b>(\$4,926,599)</b>

## **EXPENSES**

### **WAGES AND BENEFITS**

<b>SALARY CEO -REQUIRED</b>	\$113,897	\$119,592	\$5,695
STAFF SALARY (OTHER THAN CEO)	\$465,723	\$489,009	\$23,286
PAYROLL TAXES	\$53,409	\$51,000	(\$2,409)
INSURANCE - WORKER'S COMP	\$4,889	\$9,000	\$4,111
INSURANCE - HEALTH	\$0	0	\$0
PAYROLL SERVICES	\$4,030	\$4,500	\$470
RETIREMENT BENEFITS	\$58,057	\$60,000	\$1,943
PROFESSIONAL FEES	\$424,908	\$457,930	\$33,022
STAFF & TEAM TRAVEL	\$65,993	\$74,823	\$8,830
SPECIAL EVENTS	\$18,065	\$9,600	(\$8,465)
BUSINESS MEETINGS/SEMINARS	\$708	\$1,500	\$792
MEMBERSHIP/PROFESSIONAL DUES	\$5,016	\$8,600	\$3,584
MEDICAL SUPPLIES/MEDS/EQUIP.	\$6,721	\$8,220	\$1,499
DONATED MEDS/SUPPLIES/EQUIP	\$43,040,017	\$38,285,000	(\$4,755,017)
DONATED VOLUNTEER SERVICES	\$21,585	\$25,000	\$3,415
CONSTRUCTION/ RELIEF SUPPLIES	\$1,138,970	\$1,230,490	\$91,520
OFFICE/COMPUTER SUPPLIES	\$12,256	\$16,750	\$4,494

EDUCATION SUPPLIES	\$3,660	\$4,000	\$340
BOOKS/PROF. LIBRARY/TRAINING EQUIP	\$0	\$100	\$100
VEHICLE/EQUIPMENT EXPENSE	\$7,016	\$8,100	\$1,084
SECURITY & JANITORIAL	\$5,132	\$5,700	\$568
DEPRECIATION	\$5,384	\$5,000	(\$384)
EQUIPMENT/EQUIPMENT REPAIRS	\$5,209	\$3,050	(\$2,159)
RENT	\$83,150	\$86,000	\$2,850
UTILITIES	\$6,592	\$7,600	\$1,008
INSURANCE	\$9,225	\$10,000	\$775
TELEPHONE/FAX	\$10,315	\$11,000	\$685
TEXTBOOK TRANSLATION/PRINTING	\$0	\$0	\$0
PRINTING/PHOTOCOPY	\$33,605	\$69,600	\$35,995
ADVERTIZING	\$6,250	\$7,000	\$750
POSTAGE	\$9,787	\$16,400	\$6,613
SHIPPING & FREIGHT	\$4,665	\$70,000	\$65,335
WAREHOUSING	\$173,000	\$185,000	\$12,000
CREDIT CARD/401 K ADMIN/BANK FEES	\$3,874	\$4,605	\$731
TAXES & LICENSES	\$21,678	\$22,500	\$822
DONATIONS TO OTHER NONPROFITS	\$152,410	\$155,400	\$2,990
MISC	\$0	\$500	\$500
<b>TOTAL EXPENSES</b>	<b>\$45,975,196</b>	<b>\$41,522,569</b>	<b>(\$4,452,627)</b>
<b>NET SURPLUS (DEFICIENCY)</b>	<b>\$28,578</b>	<b>(\$445,394)</b>	

**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
<b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	39,953,622.	39,953,622.		
<b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22				
<b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	4,707,837.	4,707,837.		
<b>4</b> Benefits paid to or for members				
<b>5</b> Compensation of current officers, directors, trustees, and key employees	113,897.	58,087.	42,142.	13,668.
<b>6</b> Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
<b>7</b> Other salaries and wages	465,723.	161,218.	197,145.	107,360.
<b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
<b>9</b> Other employee benefits	58,057.	22,162.	24,550.	11,345.
<b>10</b> Payroll taxes	58,298.	21,728.	24,076.	12,494.
<b>11</b> Fees for services (nonemployees):				
<b>a</b> Management				
<b>b</b> Legal				
<b>c</b> Accounting				
<b>d</b> Lobbying				
<b>e</b> Professional fundraising services. See Part IV, line 17				
<b>f</b> Investment management fees				
<b>g</b> Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	153,447.	64,763.	72,472.	16,212.
<b>12</b> Advertising and promotion				
<b>13</b> Office expenses	43,529.		8,934.	34,595.
<b>14</b> Information technology				
<b>15</b> Royalties				
<b>16</b> Occupancy	100,120.	36,691.	39,497.	23,932.
<b>17</b> Travel	65,452.	64,641.	533.	278.
<b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials				
<b>19</b> Conferences, conventions, and meetings	1,220.	568.	552.	100.
<b>20</b> Interest				
<b>21</b> Payments to affiliates				
<b>22</b> Depreciation, depletion, and amortization	5,384.	1,615.	2,692.	1,077.
<b>23</b> Insurance	9,225.	2,762.	4,621.	1,842.
<b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
<b>a</b> PROCESSING HANDLING FEE	176,595.	176,595.		
<b>b</b> MISCELLANEOUS	26,148.	2,063.	1,799.	22,286.
<b>c</b> VOLUNTEER SERVICE EXPEN	21,646.	21,585.	61.	
<b>d</b> NEWSLETTER	9,787.	9,787.		
<b>e</b> All other expenses	5,209.	895.	3,880.	434.
<b>25</b> Total functional expenses. Add lines 1 through 24e	45,975,196.	45,306,619.	422,954.	245,623.
<b>26</b> Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here  if following SOP 98-2 (ASC 958-720)

OGDEN UT 84201-0038

In reply refer to: 4051091934  
Dec. 16, 2016 LTR 4168C 0  
33-0412751 000000 00  
00023656  
BODC: TE

INTERNATIONAL RELIEF TEAMS  
4560 ALVARADO CANYON RD STE 1H  
SAN DIEGO CA 92120-4309

Employer ID Number: 33-0412751  
Form 990 required: YES

Dear Taxpayer:

This is in response to your request dated Nov. 21, 2016, regarding your tax-exempt status.

We issued you a determination letter in NOVEMBER 1994, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

Our records also indicate you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033(j) provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit [www.irs.gov](http://www.irs.gov) or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).



4051091934  
Dec. 16, 2016 LTR 4168C 0  
33-0412751 000000 00  
00023657

INTERNATIONAL RELIEF TEAMS  
4560 ALVARADO CANYON RD STE 1H  
SAN DIEGO CA 92120-4309

Sincerely yours,



Jeffrey I. Cooper  
Director, EO Rulings & Agreement