



Inland Empire
Foundation

2021 S.L. Gimbel Foundation COVID19 Large Food Grant Application

Maximum Request: \$1 million

Internal Use Only:
Grant : _____

Organization / Agency Information

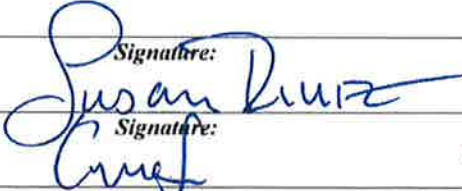
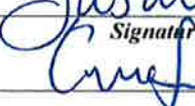
1) Organization/Agency Name:		
San Antonio Food Bank		
2) Physical Address:		City/State/Zip
5200 Enrique M. Barrera Parkway		San Antonio, TX 78227
3) Mailing Address:		City/State/Zip
5200 Enrique M. Barrera Parkway		San Antonio, TX 78227
4) CEO or Director:		Title:
Eric Cooper		President & CEO
5) Phone:	6) Fax:	7) Email:
210-337-3663	210-431-8397	ecooper@safoodbank.org
8) Contact Person:		Title:
Wayne Griffin		Grants Director
9) Phone:	10) Fax:	11) Email:
210-431-8483	210-431-8397	wgriffin@safoodbank.org
12) Web Site Address:		13) Tax ID:
www.safoodbank.org		74-2122979

Program / Grant Information

Interest Area:

14) Program/Project Name:			15) Amount of Grant Requested:
Pop Up Markets			900,000
16) Total Organization Budget:	17) Per 990, Percentage of Program Service Expenses (Column B / Column A x 100):	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100):	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100):
\$32,891,798	98%	1%	1%
20) Purpose of Grant Request (one sentence): The purpose of the Inland Empire grant request is to provide sustenance to households and individuals in the greater San Antonio area that are facing hunger and need assistance finding their way back to self-sufficiency.			
21) Program Start Date (Month and Year):		22) Program End Date (Month and Year):	
January 2022		December 2022	
23) Gimbel Grants Received: List Year(s) and Award Amount(s) \$15,000 SFSP Program 2020; \$15,000 SFSP Program 2019			

Signatures

24) Board President / Chair: (Print name and Title) Susan Ruiz, Board Chair	Signature: 	Date: 9/14/2021
25) Executive Director/President: (Print name and Title) Eric Cooper, President & CEO	Signature: 	Date: 9/14/21

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?

The mission of the San Antonio Food Bank is to fight hunger in Southwest Texas through food distribution, programs, education, and advocacy. The Food Bank continuously nourishes individuals and households experiencing hunger each week. In fiscal year 2022 (July 1, 2021 to June 30, 2022), the goal is to provide 92 million pounds of food to the community. With the help of 400 partner agencies, the Food Bank impacts the lives of more than 400,000 unique people each year throughout 29 counties in Southwest Texas. Its programs include job training and placement, nutrition/wellness education, community gardening, children's initiatives, workforce development, farmer's markets, community kitchens that provide nutritious meals every day throughout the year, and community outreach to areas where access to affordable and healthy food options is limited. Its experienced staff of 250 employees, as well as more than 2,000 volunteers a week, aim not only to solve the immediate challenges associated with food insecurity today, but also to help individuals and households regain self-sufficiency for tomorrow and a lifetime. As its efforts in the community evolve, the Food Bank will focus on 4 major pillars for FY22 which include increased employment and job retention, increased food access for households experiencing hunger, secure and affordable housing programs for households in need, and comprehensive nutrition and financial education, positively impacting the health of the community.

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

40 Years

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

The San Antonio Food Bank is proud to list the following accomplishments:

- Guidestar Platinum Seal of Transparency
- 10th Consecutive Charity Navigator 4-Star Rating for demonstrating strong financial health and commitment to accountability and transparency 2010-2019
- San Antonio Current, Best Nonprofit of the Year Award, 2020
- San Antonio Business Journal, Nonprofit Community Response of the Year, 2020
- San Antonio Business Journal, Individual of the Year, Executive Staff, Eric Cooper, 2020

Additionally, the Client Service Staff assists approximately 3,000 households each month in screening and completing applications for federal aid programs, including the Supplemental Nutrition Assistance Program (SNAP) and Temporary Assistance to Needy Families (TANF). The Food Bank's staff is also able to complete Medicaid applications for adults and children, as

well as applications for the Women, Infants & Children (WIC) program. Through its Workforce Development Program and Culinary Training Program, the San Antonio Food Bank strives to help the community achieve not just self-sufficiency, but envisions a community where the meal gap is closed for low-income households; where there is full employment for those who are able to work; and, where food insecure households are nourished with a balanced diet of nutritious food so as to improve overall health and well-being. The most significant accomplishments of the Food Bank are not its awards but its consistent, exemplary service such as the ability to continuously feed 90,000 hungry individuals and households in need each week. In fiscal year 2021 (July 1, 2020 to June 30, 2021), the San Antonio Food Bank procured more than 91 million pounds of food for the community in need, and was key in Covid pandemic relief efforts throughout Southwest Texas. Now the Food Bank is playing an integral role in supporting the community throughout the COVID-19 Recovery phase as individual circumstances as well as the local economy gradually improve.

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.

This large-scale food grant request for Inland Empire Community Foundation is intended to significantly impact one of San Antonio Food Bank's core programs.

Pop Up Market: Food insecurity continues to be a daunting challenge in the greater San Antonio area and is a considerable concern to the Food Bank. Texas now has the 19th highest rate of adult obesity in the nation, at 34%, according to The State of Obesity 2020: Better Policies for a Healthier America. This same study illustrates that nearly half of U.S. adults are obese (42.4% as of 2019-2020). Additionally, San Antonio proper is comprised of a predominantly Hispanic population (64.2%) at high risk to type 2 diabetes, hypertension, and obesity. According to the Texas Department of State Health Services, the economic impact of these rampant diseases is more than \$10.5 billion today, but if left unchecked, would amount to more than \$40 billion in 18 years. These conditions can all be positively influenced by better nutrition. It is no longer enough to simply fill stomachs; the goal is to feed the mind and nourish the body appropriately. The priority for the San Antonio Food Bank is to not only provide food for those in need, but to do so safely, and in the right balance.

The Food Bank is committed to ensuring that households, living in areas where access to a diverse assortment of foods is limited because of geographic or economic reasons, are provided with healthy, perishable food product. The Food Bank emphasizes food distribution activities in census tracts that are recognized by the USDA as food deserts and target sites that allow for coordination of program activities such as mobile fitness and nutrition education. The generous support of The Inland Empire Community Foundation makes it possible for the Food Bank to support these underserved areas by providing Pop Up Markets throughout San Antonio and the service area. Each Pop Up Market provides about 140 households with an average of 115 pounds of a diverse assortment of foods.

Data indicates that the number of individuals living in poverty in the San Antonio Food Bank's service area may increase in the coming years, requiring an even greater response. The Pop Up Market program will continue to be an integral part of the short-term solution supported by the Food Bank. Support from Inland Empire Community Foundation will support Pop Up Markets in

the service area, assisting an estimated 205,800 hungry individuals in 2022. The support provided by the Inland Empire Community Foundation will provide shelf stable proteins for the entire year. Your generosity ensures more rounded, well balanced meals for households in need. Food Bank staff continues to monitor COVID numbers and variants, recognizing that the recurrence of COVID could significantly increase the need for support in the greater San Antonio area.

B) Project Description

Describe your food distribution program.

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

Pop Up Market: The Pop Up Market distribution program (formerly known as the Mobile Pantry program) is a San Antonio Food Bank major food distribution program. Pop Up Markets distribute millions of pounds of groceries and healthy food items each year. Implementation of the Pop Up Markets allows the Food Bank to impact a large territory. The hardships of the current pandemic have brought into focus the challenges faced by many in Southwest Texas. The San Antonio Food Bank continues to meet the challenges by providing households with an array of perishable and nonperishable food, education, and support.

On the day of the event, the Pop Up Market team arrives with a variety of produce, protein, frozen, and refrigerated products. Each Pop Up Market provides approximately 16,000 pounds of nourishing food. Pop Up Markets are integral to reaching populations residing in areas with a high rate of food insecurity. In the first 12 months following the onset of COVID-19, Pop Up Markets distributed 17,524,892 pounds of food or 14,604,000 meals to the community. In addition to providing nutritious food, each Pop Up Market provides easy to follow recipes that highlight the food being distributed. This is especially useful to participants unfamiliar with how to incorporate a fruit or a vegetable into their meals.

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

Pop Up Market: The San Antonio Food Bank serves low-income and food-insecure individuals and households in its 29-county service area. The population includes children, adults, seniors, veterans, and homeless/transitional households. The Food Bank provides food assistance through food pantries, community centers, senior centers, group homes, afterschool feeding programs, and many other supplemental food distribution programs. Pop Up Markets take place throughout this service territory in areas where access to healthful food is limited because of geographic or economic reasons.

Each household wanting to receive a food distribution must register before a Pop Up Market event to ensure: a smooth logistical process; adequate staff and volunteers are in place; the appropriate quantity of food is delivered to the distribution site for those in need. The Food Bank also provides client surveys at all markets to measure impact and success, as well as determine how to improve upon the program. Participants qualify for participation based on income and are provided a voucher link for redemption.

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

Pop Up Market: Pop Up Markets are scheduled on a monthly basis. Before COVID, 30 to 40 Pop Ups took place in a month. During the height of COVID, multiple distributions, and mega distributions (large scale Pop Ups that serve thousands, rather than hundreds of participants) were taking place each week. The amount of food and the number of clients doubled almost

overnight starting in March of 2020. The Food Bank went from serving just under 300,000 clients pre-COVID to 600,000+ clients. This was especially daunting as the increase occurred almost overnight. Added to the challenge, partner agencies that normally provided food assistance in outlying areas began closing, either due to illness, or because their facilities could not ensure safe social distancing. This began to subside in the early part of 2021, as clients either returned to work or found new jobs, and agencies began gradually reopening (though some will be closed indefinitely). Despite the gradual improvement, there is still an increased need in the Food Bank service area requiring regular weekly distributions. Though not as high as the early onset of the COVID pandemic, the Food Bank continues to provide this assistance at a higher rate than pre-COVID numbers. It is currently estimated that the Food Bank is serving 400,000+ unique clients, as opposed to the 293,000 assisted pre-COVID. Food Bank staff continue to monitor COVID numbers and variants recognizing the possibility of increased need and the need for constant vigilance to ensure preparedness. Even in a year without COVID, Southwest Texas is challenged by lack of living wage jobs for a vast number of residents.

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?

Pop Up Market: Should this grant be awarded, the Inland Empire Community Foundation will fund Pop Up Markets in the San Antonio Food Bank service area. Each Pop Up Market will provide an array of food (dairy, proteins, produce, and shelf stable assortment of food) to children, students, seniors, adults, military/veterans, and homeless/transitional households. Ultimately this grant will support the procurement of 6,720,000 pounds of food and will serve 205,800 individuals. It is important to note that food purchased through this grant will enhance Pop Up Market food variety for the majority of calendar year 2022. The grant would allow the Food Bank to purchase highly desirable shelf stable proteins to incorporate into household meals. Protein items are often limited through regular distribution channels but are an essential need for households. The ability to purchase these items ensures that households have access to well balanced, nutritious meals. Additional food considerations are intended to stock the pantry so that participants have a reliable source of food for several weeks, and those limited in refrigerator and freezer space may still benefit from this diverse assortment of food. This significant contribution would greatly improve the overall quality of food for participating households in 2022, contributing substantially to the estimated 6,720,000 pounds of food needed to serve 205,800 individuals through just the Pop Up Market program.

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

Pop Up Market: Participants are registered prior to each Pop Up Market and verified upon arrival to assess the number of clients registered and number of clients actually served. A database is used to track client activity over time, as well as a dashboard tool to analyze monthly and year-to-year progress. Quantity and categories of food procured is measured using CERES inventory software and monitored by Food Bank staff to assess results. On the distribution side of service, PantryTrak software is implemented to demonstrate the number of clients served and the amount of food that passes safely through the facility to individuals and households participating in food distributions. Each year the Food Bank is determined to increase the distribution of fresh and perishable product, as well as provision of proteins, to help ensure balanced meals. This food assistance allows clients to better provide for themselves. Another important program measure is customer satisfaction, which is conducted through pre- and post-surveys. As well, using the business philosophy of constant improvement known as kaizen, the Food Bank conducts critical reviews of processes, in order to make small but constant adjustments. As in other programs, the greatest measure of success is the number of households served and the quality of food provided.

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.

Pop Up Goal: Conduct distributions providing approximately 16,000 pounds of food per event. Focus on providing each household with produce, dairy, grains, and proteins at each event. Additionally, acquire shelf stable proteins to incorporate into distributions throughout calendar year 2022, ensuring well-balanced, protein rich meals for 205,800 individuals throughout the Food Bank service area.

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.

Pop Up Objective: Provide 6,720,000 pounds of diverse foods and proteins to approximately 205,800 individuals through Pop Up and curbside distributions in calendar year 2022.

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.***

Pop Up Activities:

1. Establish support for monthly Pop Up Markets, providing distributions in areas of high food insecurity.
2. Provide participating households approximately 115 pounds of food at each Pop Up Market.
3. Provide educational support ensuring that those served develop a better relationship with food, provide long-term nutritional options, and information on federal benefits assistance programs, and available supplemental services.
4. Review reports and processes utilized to record and serve clients. Name, address, eligibility, and number of individuals in household are the minimum information recorded by staff. Reports are then reviewed and processes evaluated to ensure data integrity and efficient and effective procedures. Information gathered is also reviewed by Data Insights staff (2 employees that perform critical analysis of all Food Bank metrics),

and the community information collected is cross referenced geographically, including by zip code, in an effort to ensure that areas with greatest needs are served.

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.*

Pop Up Outcome: Provide tens of thousands of households with an array of food items through contribution towards procurement of 6,720,000 pounds of food ultimately serving approximately 205,000 individuals. Households also receive instruction on food preparation, specific to items received, as well as education on and assistance with programs available to ensure that their challenges are alleviated. Once the distraction of hunger is removed, households can enjoy meals at home, and address other essential needs.

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.*

Pop Up Evaluation: The Food Bank measures the efficacy of the program by how many pounds of nutritious, healthy food are procured and ultimately distributed to households in need. The Inland Empire Community Foundation grant will contribute substantially to the procurement of 6,720,000 pounds of food, including shelf stable proteins, nourishing approximately 205,800 individuals in calendar year 2022.

This program tracks the quality and quantity of food provided for each distribution, assesses the number of participants which fluctuates depending on current community need, and gathers data so that distribution staff will know where to emphasize future support in high need geographic areas. The ultimate goal is to significantly increase access to healthy food for households in need, serving clients equitably, and with consistency.

The Food Bank uses a variety of qualitative and quantitative tools to measure impact. The Food Distribution program is housed under the Operations department and works in unison with Nutrition, Health, and Wellness staff, a Distribution team, and Partner Services leadership staff. The Food Bank utilizes PantryTrak software to assess the number of clients served, and a dashboard tool to monitor monthly, quarterly, and year-to-year progress to goal.

Because the Food Bank strives to make holistic services available to everyone regardless of what service they may request, every person that reaches out for assistance is provided referral information so they may participate in other programs. Each recipient of food through the Pop Up Market is given information on federal benefits assistance and clear instructions on how to contact the Food Bank's Client Services department to apply for SNAP, WIC, Medicaid, and other benefits. Still other participants may wish to improve their living wages or career. Each participant is also given referral information for the Food Bank's Workforce Development

program, which trains, educates, informs, and provides direct referral to jobs throughout the community. As a result of this holistic approach, Pop Up Market participants not only have increased short term food security, but through referral and supplemental Food Bank program support, can find a path to self-sufficiency. A final evaluation is performed to understand how many engagements and program services are utilized by a participant.

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)

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.*

WRITE YOUR RESPONSES HERE AND Use the following format for your goal, objective, respective activities and expected outcome:

GOAL:

OBJECTIVE:

ACTIVITIES:

OUTCOME:

EVALUATION:

Pop Up Market Program

Pop Up Goal: Conduct distributions providing approximately 16,000 pounds of food per event. Focus on providing each household with produce, dairy, grains, and proteins at each event. Additionally, acquire shelf stable proteins to incorporate into distributions throughout calendar year 2022, ensuring well-balanced, protein rich meals for 205,800 individuals throughout the Food Bank service area.

Pop Up Objective: Provide 6,720,000 pounds of diverse foods and proteins to approximately 205,800 individuals through Pop Up and curbside distributions in calendar year 2022.

Pop Up Activities:

1. Establish support for monthly Pop Up Markets, providing distributions in areas of high food insecurity.
2. Provide participating households approximately 115 pounds of food at each Pop Up Market.

3. Provide educational support ensuring that those served develop a better relationship with food, provide long-term nutritional options, and information on federal benefits assistance programs.
4. Review reports and processes utilized to record and serve clients. Name, address, eligibility, and number of individuals in household are the minimum information recorded by staff. Reports are then reviewed and processes evaluated to ensure data integrity and efficient and effective procedures. Information gathered is also reviewed by Data Insights staff (2 employees that perform critical analysis of all Food Bank metrics), and the community information collected is cross referenced geographically, including by zip code, in an effort to ensure that areas with greatest needs are served.

Pop Up Outcome: Provide tens of thousands of households with an array of food items through contribution towards procurement of 6,720,000 pounds of food ultimately serving approximately 205,000 individuals. Households also receive instruction on food preparation, specific to items received, as well as education on and assistance with programs available to ensure that their challenges are alleviated. Once the distraction of hunger is removed, households can enjoy meals at home, and address other essential needs.

Pop Up Evaluation: The Food Bank measures the efficacy of the program by how many pounds of nutritious, healthy food are procured and ultimately distributed to households in need. The Inland Empire Community Foundation grant will contribute substantially to the procurement of 6,720,000 pounds of food, including shelf stable proteins, nourishing approximately 205,800 individuals in calendar year 2022.

This program tracks the quality and quantity of food provided for each distribution, assesses the number of participants which fluctuates depending on current community need, and gathers data so that distribution staff will know where to emphasize future support in high need geographic areas. The ultimate goal is to significantly increase access to healthy food for households in need, serving clients equitably, and with consistency.

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Because the Food Bank strives to make holistic services available to everyone regardless of what service they may request, every person that reaches out for assistance is provided referral information so they may participate in other programs. Each recipient of food through the Pop Up Market is given information on federal benefits assistance and clear instructions on how to contact the Food Bank's Client Services department to apply for SNAP, WIC, Medicaid, and other benefits. Still other participants may wish to improve their living wages or career. Each participant is also given referral information for the Food Bank's Workforce Development program, which trains, educates, informs, and provides direct referral to jobs throughout the community. As a result of this holistic approach, Pop Up Market participants not only have increased short term food security, but through referral and supplemental Food Bank program support, can find a path to self-sufficiency. A final evaluation is performed to understand how many engagements and program services are utilized by a participant.

D) Timeline

Provide a timeline for implementing the project. The start date and end date should be the same dates on the cover page.

The project start date is: January 2022
The project end date is: December 2022

Include timeframes for specific activities, as appropriate.

Pop Up Market: Coordinate food order(s) between procurement and programs to ensure that food resources are ordered and disbursed with expiration dates and Pop Up Market dates in mind.

E) Target Population

1. Who will this grant serve?

Pop Up Market: According to Feeding America, Bexar county is home to an average food insecurity rate of 13.9%; this percentage represents 270,950 food insecure individuals. 76% of these clients have incomes at or below the poverty level. The food insecurity rate for children in Bexar County is even higher at 19.2%. 96,500 children go to bed each night unsure of when their next meal will come. Of these children, 27% live in households likely ineligible for federal nutrition programs. A growing trend in demographics is the need for assistance for those that are underemployed; that is, clients seeking assistance that are gainfully employed, but make an insufficient wage. The most recent City of San Antonio Status of Poverty report indicated that 9.3% of those living in poverty were employed.

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

Pop Up Market: The Inland Empire Community Foundation Grant will enhance distributions during the 2022 calendar year, positively impacting an estimated 205,800 persons. Those impacted will be made up of an estimated 112,984 (54.9%) Latino or Hispanic participants, 44,247 (21.5%) Non-Hispanic White participants, 31,693 (15.4%) Non-Hispanic African American participants, and 16,876 (8.2%) participants of another ethnic origin. The breakdown of the age ranges for the entirety of the Pop Up program would be 55,154 (26.8%) children, 114,425 (55.6%) adults, and 36,221 (17.6%) seniors.

The community comprised of a predominantly Hispanic population is at high risk to type 2 diabetes, hypertension, and obesity. A diverse assortment of foods from this program can assuage the effects of these diseases. Although community need has gone down since record high demands during the coronavirus pandemic, the Food Bank is still assisting a significantly higher number of participants compared to pre-pandemic. Food Bank staff continue to monitor information surrounding the coronavirus, recognizing that client needs could change significantly with virus outbreaks or mandate changes. Currently the Food Bank is serving more than 400,000 unique individuals annually compared to 293,000 individuals pre-pandemic (90,000 duplicated clients each week), and this year's goal is to distribute 1.7 million pounds of food each week to meet the burgeoning need.

F) Community Partners

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

Pop Up Market: San Antonio Food bank partners, some of which are supported by healthcare organizations, churches, and an array of other partnering agencies, provide food and support for those in their immediate areas. The Food Bank partners with City of San Antonio, Bexar County, and a vast array of partner organizations to publicize Pop Up activities and to secure sites that can accommodate the scale of the program. Regular Pop Up distributions are scaled to about

140-150 households per distribution, but some, referred to as mega distributions, are intended for 1,000 or more households and require a large facility to execute, and hundred of volunteers. No other organization in the service territory provides this type of support. Pop Up Markets continue to follow mandated safety protocols, depending on current CDC guidelines, and protective equipment and social distancing are observed as required. Since Pop Ups take place out in the community, where participants reside, the program is an effective method to provide support, and to offer supplemental information and referral to other comprehensive programs of the Food Bank and partnering organizations.

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

Pop Up Market: San Antonio Food Bank partners with more than 400 agencies throughout 29 counties of Southwest Texas to ensure distribution of food even in communities that are either remote or difficult to access. For the purpose of Pop Up Market distributions, partner agencies help inform the community of food distribution opportunities, and connect potential clients to the Food Bank for program resources and supplemental services. Still other community partners include hospitals like University Health and Christus Santa Rosa, healthcare organizations like American Diabetes Association, and healthcare clinics like Wellmed. Many patients, especially those with children, are food insecure, and need easy referral options.

3. How are you utilizing volunteers?

Pop Up Market: The San Antonio Food Bank uses a volunteer management system to promote volunteering and scheduling. It is an efficient way to ensure an appropriate number of volunteers are available for each Pop Up Market. Dozens to hundreds of volunteers are needed for each Pop Up Market, and they play a significant role from the inception to the conclusion of the process. The process is overseen by Food Bank Volunteer staff and after greeting and an overview, careful instruction is provided on the activity. Volunteers assist with onsite staging of food product, in early preparation, arriving hours before the distribution. Volunteers then take their place at food stations to distribute food items. The clients drive their car from station to station and volunteers load the food item pertaining to their station into the back of the vehicle. Contact is minimized so volunteers and clients are better protected. Food safety protocols are followed to ensure perishable food that must remain at a certain temperature is carefully maintained. Once the last client is served, volunteers assist with cleanup and report any issues or best practice recommendations to Food Bank Staff.

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

Pop Up Market: The food insecurity rate in Bexar County is 13.9%, affecting 270,950 individuals. These are the individuals intended to benefit from this grant request. Grant support would be used to offset the costs associated with food purchases and logistics for Pop Up Market food distributions (carefully detailed in the budget provided), helping to execute Pop Up Markets in zip code areas with the most need. Here, too, it should be emphasized that this food grant will improve the quality and quantity of food throughout the calendar year. Due to the pandemic, food distribution has increased significantly and requires the Food Bank to distribute approximately 1.7 million pounds of food each week to about 90,000 people in a variety of ways. One of the most effective large scale methods is the Pop Up Market.

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.

Pop Up Market: The Pop Up Market Distribution program is an ongoing and integral part of the Food Bank's effort to serve the community. The Development Department at the Food Bank is responsible for finding donors to underwrite the cost of specific Pop Up Market distributions, to steward the relationships that are already established and in place to support Pop Up Market efforts, and to uncover new funding streams to allow for further enhancement and expansion of existing services, such as the implementation of Curbside Distributions where a smaller number of participants may drive up and receive supplemental food onsite at the Food Bank. The Development Department also works diligently to secure various funding streams for all implemented programs. However, without the generosity and support of organizations such as the Inland Empire Community Foundation, the Pop Up Food Distribution program could not continue.

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.
2. What committees exist within your board of directors?
3. How does the board of directors make decisions?

The San Antonio Food Bank can attribute many of its successes to the depth of experience, dedication, and qualifications of its many Board members. The Board of Directors is made up of 27 volunteers who meet six times each year. Decisions are made at this time with the President & CEO of the Food Bank. In addition to their meetings, each Board member participates in a minimum of one of the following sub-committees: Board Development (all fundraising activities, including marketing, special events, public policy); Board Programs (Food Bank services and programs); and the Board Finance Committee (meets bi-monthly). All Board members contribute the four items needed most by the Food Bank – food, time, money, and voice.

B) Management

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

Pop Up Market Program

The Chief Program Officer's main objective is to manage all programs of the San Antonio Food Bank to include program efficacy, program evaluation, program evolution and program design to meet the changing needs of the community. The Chief Program Officer is responsible for originating and maintaining strategic relationships in the community that benefit the clients served. This role will oversee the Distribution Manager, and Market Coordinator.

The Distribution Manager develops processes to ensure effective and efficient operations of various food distributions, keeping in mind continuous quality improvement and promoting a culture of safety for food, staff, volunteers, and guests. This manager ensures distribution goal compliance, working with Inventory and Operations staff to track safe product handling from

delivery to distribution. The Distribution Manager also ensures fair and equitable distribution of product, and implementation methods for increasing product distribution.

The Market Coordinator is responsible for development and ongoing implementation of all Pop Up Market activities. They continually strive to increase access and participation to the program. The Market Coordinator develops and supervises the monthly schedule of Pop Up Market distributions, and partners with Volunteer Coordination Staff to secure and manage volunteers. Along with the Distribution Team, Warehouse Manager, and Logistics Manager they work to ensure proper food quantities and variety are available for each distribution.

2. What is the CEO/President/Executive Director Salary?

The salary for President & CEO Eric Cooper is \$314,794.

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, OR the amount on your invitation to apply email. 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
Corn Flakes Cereal	10 units/case, \$10.20/case, 2160 cases			\$22,032	\$22,032
Creamy USA Peanut Butter	12 units/case, \$18.92/case, 2835 cases			\$53,639	\$53,639
Sliced Pears in Natural Juice	24 units/case, \$22.25/case, 1615 cases			\$35,934	\$35,934
Diced Pears in Natural Juice	24 units/case, \$16.65/case, 1615 cases			\$26,890	\$26,890
Sliced Peaches in Natural Juice	12 units/case, \$22.30/case, 1615 cases			\$36,015	\$36,015

Chunk Chicken Breast Canned	24 units/case, \$15.78/case, 4114 cases			\$64,919	\$64,919
Long Grain Rice	30 lbs/1 unit/case, \$11.20/case, 1764 cases			\$19,757	\$19,757
Apple Sauce	24 units/case, \$16.30/case, 1615 cases			\$26,325	\$26,325
Brown Rice	24 units/case, \$17.30/case, 1680 cases			\$29,064	\$29,064
Pinto Beans	24 units/case, \$18.88/case, 1763 cases			\$33,286	\$33,286
Mixed Fruit in Natural Juice	24 units/case, \$20.65/case, 1615 cases			\$33,350	\$33,350
Mac & Cheese	24 units/case, \$8.60/case, 3465 cases			\$29,799	\$29,799
Unsweetened Applesauce	24 units/case, \$16.30/case, 1615 cases			\$26,325	\$26,325
Long Grain Rice	24 units/case, \$11.20/case, 1764 cases			\$19,757	\$19,757
Spaghetti Sauce	12 units/case, \$9.18/case, 3230 cases			\$29,652	\$29,652
Strawberry Fruit Spread	12 units/case, \$11.75/case, 2640 cases			\$31,020	\$31,020
Luncheon Loaf	12 units/case, \$17.52/case, 4312 cases			\$75,547	\$75,547
Canned Chicken Vienna Sausage	48 units/case, \$31.68/case, 1589 cases			\$50,340	\$50,340
Shelf Stable Milk	27 units/case, \$10.48/case, 2700 cases			\$28,296	\$28,296
Low Sodium Green Sweet Peas	24 units/case, \$13.60/case, 1615 cases			\$21,964	\$21,964
Low Sodium Mixed Vegetables	24 units/case, \$15.20/case, 1615 cases			\$24,548	\$24,548

Canned Carrots	24 units/case, \$15.62/case, 1615 cases			\$25,227	\$25,227
No Salt Added Green Beans	24 units/case, \$17.40/case, 1632 cases			\$28,397	\$28,397
Elbow Pasta	20 units/case, \$9.15/case, 1870 cases			\$17,111	\$17,111
Spaghetti Pasta	20 units/case, 10.32/case, 2016 cases			\$20,806	\$20,806
Coordination – Chief Program Officer, Distribution Mgr & Market Coordinator	10% of \$1,000,000 total request from Inland Empire Community Foundation	\$66,105		\$90,000	\$156,105
Pop Up Market Supplies & Expenses	Gloves, PPE		\$18,552		\$18,552
Printing	Published Materials - Nutritional and Benefits Education		\$228,800		\$228,800
Truck Expense	Driver, Mileage and Maintenance		\$79,098		\$79,098
Additional Pop Up Market Program Food Purchases	Food items purchased by Food Bank or through other support		\$8,032,905		\$8,032,905
Totals:		\$66,105	\$8,359,355	\$900,000	\$9,325,460

Provide a narrative for the line item Transportation OR Coordination.

Pop Up Market salaries:

Following are the salaries associated with the Pop Up Market distribution program. Additionally, the salary amounts and percentages covered by grant funding and the salary amounts and percentages applied to the Pop Up distribution program are included.

Position	Salary	Salary % of Pop Up	Paid by IECF Funding
Chief Program Officer	\$104,797	\$93,382 (59.8%)	\$27,277 (30.3%)
Distribution Manager	\$44,583	\$44,583 (28.6%)	\$44,583 (49.5%)
Market Coordinator	\$36,279	\$18,140 (11.6%)	\$18,140 (20.2%)
Total		\$156,105 (100%)	\$90,000 (100%)

Non-food item budget narrative:

Supplies: The \$18,552 spent on supplies can be attributed to the consumable and durable items necessary to implement weekly Pop Up Market distributions. The items that comprise this category include masks, gloves, hand sanitizer, cleaning supplies, communication devices, safety cones, portable tables and chairs, insulating blankets, box cutters, traffic signs, and canopy tents. Many of these items are not reusable and must be replaced and even items that are more durable become worn over time. These items will be supported by other funding sources.

Printing: \$228,800 is spent on printed materials used to provide program, nutritional, and educational information to Food Bank clients at Pop Up distributions. Printed materials will be supported by other funding sources.

Printed materials provided:

Item	Cost	Quantity	
Pamphlets	0.44	55,000	\$24,200
Nutrition Education Information Sheets (color)	0.75	55,000	\$41,250
Program Referral Information (black/white)	0.12454	55,000	\$ 6,850
Nutrition Plate Diagrams	1.00	55,000	\$55,000
Reusable Bags (printed)	2.00	10,500	\$21,000
Cookbooks (English and Spanish versions)	4.00	10,500	\$42,000
Produce Information handouts	0.70	55,000	\$38,500
Total			\$228,800

Truck Expense: \$79,098 is spent on transportation cost. \$15,900 is designated for fuel cost, \$15,500 for depreciation, \$30,298 for maintenance, and \$17,400 for insurance and vehicle licensing. These will be supported by other funding sources.

2021 S.L. Gimbel Foundation APPLICATION

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

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
Pop Up Market Program	
Wells Fargo	\$115,000
Starbucks	\$83,500
Koehler Foundation	\$20,000
Redman Foundation	\$10,000
Shield Ayres Foundation	\$20,000
Boeing Corp.	\$50,000
Dalkowitz Foundation	\$10,000
Capital Group	\$12,500
Methodist Healthcare Ministries	\$130,207

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Pop Up Market Program		
Tyson	\$40,000	
Stevens Foundation	\$200,000	
Moody Foundation	\$30,000	
Bank of America	\$100,000	

Sustainability:

Everything the San Antonio Food Bank provides requires the support of partners committed to addressing the needs of the community. The Food Bank's strategy of sustaining the Pop Up Market program is through a multi-faceted fundraising approach including Individual and Corporate Giving programs, Government Grants and Contracts relationships, strong relationships with Private and Family Foundations, Special Events, Individual Giving and unique opportunities like the Inland Empire Community Foundation's 2021 S.L. Gimbel Foundation COVID Large Food Grant. The Food Bank plans to continue the development of its emergency food and program services until the community no longer needs assistance.

In addition to the committed and pending funding indicated above, General Operational support may be utilized toward this or any program of the Food Bank. General Operations funding accounted for \$20,162,126 in FY20 (pre-pandemic conservative support), and this funding may be used to support Pop Up Market programming should there be any gap in committed revenue. As Well, San Antonio Food Bank is also working with Feeding Texas (the largest hunger-relief organization in Texas that works with 21 food banks across the state) toward an apportionment of the American Rescue Plan Act (ARPA), which will provide each food bank in Texas with funding support that may be utilized toward food acquisition. This support will be resolved before year end. Should there be any aspect of Pop Up Market food support that goes unmet through public and private funding, ARPA

funding may also be directed toward food procurement for this program. San Antonio Food Bank has provided community support for 41 years now, and with careful planning, fiscal accountability and stewardship, and extraordinary support from local, national, and even international partners, it has never failed to deliver on program initiatives.

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

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	32,976,216	64%	Program Income	1,565,705	3%
Fundraising/Special Events	361,372	1%	United Way	708,226	1%
Corp/Foundation Grants	2,533,170	5%	Other Revenue	1,076,371	2%
Government Grants	9,511,130	18%	Private Contracts	3,223,557	6%

Notes:

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: San Antonio Food Bank

Most Current Fiscal Year (Dates): From July 01, 2019 To: June 30, 2020

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
158,584,275	154,426,390	2,128,760	2,029,125

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%	1%	1%

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

Percentage of Organization's <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
1.57%	1.34%	+.23%

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

S.L. Gimbel Foundation APPLICATION

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

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
50,036,781	4,898,984	13,662,967	4.02

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
19,670,708	11,886,544

Notes:

N/A

VIII. EMAIL TWO PDF files to Gimbel@iegives.org

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

#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. Please make sure that the Form 990 you submit is no more than two (2) years old.
#3	Part IX only of the 990 form, Statement of Functional Expenses (one page). Please make sure that the Form 990 you submit is no more than two (2) years old.		
#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
	20____	20____	
Income			
Individual Contributions	-	-	-
Corporate Contributions	-	-	-
Foundation Grants	-	-	-
Government Contributions	-	-	-
Other Earned Income	-	-	-
Other Unearned Income	-	-	-
Interest & Dividend Income	-	-	-
Total Income	-	-	-
Expenditures			
Personnel			
Salary CEO – Required	-	-	-
Staff Salary (total)	-	-	-
Payroll Taxes	-	-	-
Insurance - Workers' Comp	-	-	-
Insurance - Health	-	-	-
Payroll Services	-	-	-
Retirement	-	-	-
Total Personnel	-	-	-
General Program/Administrative			
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	-	-	-
Total General Program/Administrative	-	-	-
Total Expenditures	-	-	-
Revenue Less Expense	-	-	-

**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, \$12/case , 4000 cases	\$ 48,000
<i>Fresh Milk</i>	½ gallon 1%, \$2/unit , 196,000 units delivered	\$392,000
<i>Oil</i>	12 32 oz case, \$23/case , 4,000 cases	\$ 92,000
<i>Frozen Chicken Breast</i>	75 ind. wrapped breasts/case, \$115/case , 3,200 cases	\$368,000
<i>Coordination</i>	10% of \$100,000 total request	\$100,000
TOTAL:		\$1,000,000

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)				

Current Operating Budget and Previous Year's Actual Expenses

San Antonio Food Bank
Fiscal Year 2022

REVENUE
SHARED MAINT
PURCHASED FOOD
GOVERNMENT
CONTRIBUTIONS
SPECIAL EVENTS
UNITED WAY
OTHER REVENUE
APPLE ORCHARD FUNDING
TOTAL REVENUE

Budget FY22
900,000
1,000,000
8,603,471
16,149,169
700,000
684,120
3,500,000
1,355,038
32,891,798

EXPENSES
SALARIES & BENEFITS
TRAVEL & TRAINING
SUPPLIES
PRINTING & PUBLICATIONS
EQUIPMENT/EQUIP MAINT
OCCUPANCY
PROF FEES
FOOD ITEMS
INSURANCE
OTHER EXPENSES
TOTAL EXPENSES
NET REVENUE

16,817,678
175,000
175,000
520,000
900,000
1,284,120
200,000
10,500,000
420,000
1,900,000
32,891,798

SAN ANTONIO FOOD BANK

Summarized Income Statement (Modified Cash Basis)
for the fiscal period ended June 30, 2021

	Actual June 2021	Budget June 2021	Variance	Actual YTD	Budget YTD	Variance	Annual Budget
Revenues							
Shared Maint	\$ 29,424	\$ 75,000	\$ (45,576)	\$ 975,912	\$ 900,000	\$ 75,912	\$ 900,000
Purchased Food	18,942	83,333	(64,391)	218,638	1,000,000	(781,362)	1,000,000
Government	7,281,981	757,464	6,524,516	23,720,427	9,197,665	14,522,762	9,237,318
Contributions	2,479,802	484,139	1,995,663	40,289,851	12,500,000	27,789,851	12,500,000
Special Events	8,951	14,100	(5,149)	625,584	700,000	(74,416)	700,000
United Way	55,669	54,893	776	695,011	665,104	29,907	665,104
Other Revenue	701,773	329,167	372,606	3,810,222	3,989,653	(179,431)	3,950,000
Total Revenue	\$ 10,576,541	\$ 1,798,097	\$ 8,778,444	\$ 70,335,645	\$ 28,952,422	\$ 41,383,223	\$ 28,952,422
Expenses							
Salaries & Benefits	\$ 1,289,833	\$ 1,092,068	\$ (197,765)	\$ 15,604,706	\$ 15,249,999	\$ (354,706)	15,250,000
Travel & Training	10,013	18,303	8,291	118,110	219,640	101,531	219,640
Supplies	17,092	14,675	(2,417)	174,736	176,100	1,364	176,100
Printing & Publications	27,820	36,639	8,819	551,866	439,668	(112,198)	439,668
Equipment/ Equip Maint	192,782	75,972	(116,810)	865,798	911,659	45,861	911,659
Occupancy	101,779	146,934	45,155	989,480	1,763,204	773,724	1,763,204
Prof Fees	10,000	16,242	6,242	119,145	194,901	75,755	194,901
Food Items	5,202,636	514,621	(4,688,016)	25,626,846	7,600,000	(18,026,846)	7,600,000
Insurance	10,837	88,776	77,939	415,148	405,000	(10,148)	405,000
Other Expenses	294,291	206,538	(87,753)	1,864,475	1,992,251	127,776	1,992,250
Total Expenses	\$ 7,157,084	\$ 2,210,767	\$ (4,946,317)	\$ 46,330,310	\$ 28,952,422	\$ (17,377,887)	\$ 28,952,422
Surplus(Deficit)	\$ 3,419,457	\$ (412,670)	\$ 3,832,128	\$ 24,005,335	\$ (0)	\$ 24,005,336	\$ (0)

Form 990 – Statement of Functional Expenses

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	50,125,527.	50,125,527.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	83,520,939.	83,520,939.		
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	1,093,577.	453,688.	283,179.	356,710.
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	10,688,802.	8,424,293.	1,450,375.	814,134.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	470,204.	420,837.	17,409.	31,958.
9 Other employee benefits	1,410,913.	1,272,652.	52,196.	86,065.
10 Payroll taxes	851,946.	636,786.	122,733.	92,427.
11 Fees for services (nonemployees):				
a Management				
b Legal	4,328.	3,796.	223.	309.
c Accounting	99,250.	87,041.	5,120.	7,089.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	104,825.	104,825.		
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	10,850.	9,515.	560.	775.
12 Advertising and promotion	61,057.	47,000.	2,765.	11,292.
13 Office expenses	1,045,345.	815,250.	49,968.	180,127.
14 Information technology	312,562.	274,112.	16,124.	22,326.
15 Royalties				
16 Occupancy	1,508,995.	1,465,211.	19,329.	24,455.
17 Travel	199,097.	174,605.	10,271.	14,221.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	13,625.	11,949.	703.	973.
20 Interest	1,793.	1,573.	92.	128.
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	1,539,444.	1,497,300.	19,932.	22,212.
23 Insurance	460,364.	403,732.	23,749.	32,883.
24 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.)				
a SUPPLIES/FOOD ITEMS	3,612,522.	3,353,419.	4,127.	254,976.
b MISCELLANEOUS EXPENSE	637,432.	559,017.	32,884.	45,531.
c VEHICLE MAINTENANCE	401,923.	385,037.	4,712.	12,174.
d VOUCHERS	152,043.	133,339.	7,844.	10,860.
e All other expenses	256,912.	244,947.	4,465.	7,500.
25 Total functional expenses. Add lines 1 through 24e	158,584,275.	154,426,390.	2,128,760.	2,029,125.
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 86-2 (ASC 856-726)				

Copy of Most Recent Final Report

INLAND EMPIRE COMMUNITY FOUNDATION

S. L. GIMBEL FOUNDATION FUND

Please complete the form and type your answers directly underneath the questions. Leave one space between numbered questions.

ORGANIZATION INFORMATION

1. Name of your Organization

San Antonio Food Bank

2. Grant #

20191229

3. Grant Amount:

\$15,000

4. Date Awarded (date on award letter)

December 30, 2019

5. Grant Period (Indicate start date and end date per Grant Agreement)

January 1, 2020 to June 30, 2020

6. Location of your Organization (City, State)

San Antonio, Texas

7. Name and Title of person completing evaluation

Victoria Suarez, Grants Writer Coordinator

8. Phone Number

210-431-8305

9. Email Address

vsuarez@safoodbank.org

KEY OUTCOMES AND RESULTS

10. Total number of clients served through this grant funding:

A) Per original grant application, what is the estimate number served: **5,000 meals**

B) Actual number served: **15,987 children**

11. Describe the project's key outcomes and results based on the goals and objectives. (Include the program accomplishments as a result of the Gimbel grant AND for the entire program. Please make the distinction between the Gimbel funded program accomplishments and the total organizational program, as a whole).

Goal: The San Antonio Food Bank's Summer Meals for Kids program provides nutritious, well-balanced meals to children whose food intake remains limited and undiversified while school is out, reducing the effects of hunger. The Food Bank strives to provide healthy meals that include fresh fruits, whole grains, and proteins with more nutritional value. The Food Bank continues to provide the basic needs to a most vulnerable population, by targeting school-aged children under the age of 18 with a nutritious meal, allowing optimal health and development during summer activities.

Thanks to funding from the Inland Empire Community Foundation, the Food Bank was able to provide more variety of nutritious options that were incorporated into children's meals during the grant period. Summer Meals for Kids was able to nourish children with higher impact by using the grant to cover meal expenses where programmatic funds were not enough. As a result, more children benefited from hot, nutritious meals that they would otherwise go without.

Activities:

Objective: In terms of specific quantifiable criteria:

A) Per original grant application (for the Food grants, state the purpose of the grant): **The purpose of the Holiday Grant was to support 5,000 servings for this past summer towards Summer Meals for Kids. The original grant application projected that 15,903 children would be served for the summer months covered by the grant. Supplementing 5,000 summer meals to the greater San Antonio area as a priority for the summer program.**

B) Actual grant outcome, results, accomplishments: **The outcome was very positive from March to June, and more meals are scheduled to be served until the end of August. The Food Bank ended up serving 15,987 children with a total of 126,038 summer meals and snacks at summer meal sites.**

12. Describe any challenges/obstacles the organization encountered (if any) in attaining goals and objectives.

Due to COVID-19, the Food Bank had the challenge in finding willing sites that would remain open for operation to serve children meals. Additionally, the sites that did stay open struggled with limited staffing, so finding a way to feed the children safely while adhering to local, state, and national safety guidelines was the most difficult obstacle to overcome. As a result, site enrollment dropped significantly compared to numbers from last fiscal year. Also, the pandemic caused the Summer Meals for Kids program to start earlier in the year since the Texas Department of Agriculture (TDA) and the United States Department of

Agriculture (USDA) guidelines required this change. The Summer Meals for Kids program began on March 13th and will continue until the end of August. The following numbers reflect these new dates for the months supported.

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

The San Antonio Food Bank has enhanced their services in response to the pandemic. Summer Meals for Kids provides a sealed meal for easy transport and requires minimal handling to prevent the risk of infection. A curbside system has been refined by enabling children and parents to pick up a meal at open sites, minimizing any exposure for families and staff. The meals are also provided one at a time; for example, one meal is provided for immediate consumption while another meal is given for the children to keep on hand for a later time and includes shelf stable food items.

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

Despite any challenges from COVID-19, the Food Bank still provided wholesome, nutritious meals, including shelf stable items. The meals for children provided nutrition for immediate consumption with fresh fruits and vegetables combined with shelf stable food items that nourished children later at home.

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

Support from the Inland Empire Community Foundation supported 53 summer meal sites, served a total of 15,987 children between the months of March through June, and provided 126,038 total meals to children in need, making up 57,111 breakfasts, 51,230 lunches, and 17,697 snacks. Since USDA and TDA guidelines required Summer Meals for Kids program to begin earlier in response to COVID-19, these numbers only reflect March through June, so additional meals will be provided to more children until the end of August.

BUDGET

16. Please provide a budget expenditure report. Also, provide a budget narrative that explains how the funds were utilized, what was purchased, what were the expenses items based upon the original budget submitted and approved. Use the form below and expand as needed:

Line Item	Line item description	Approved amount from TCF (per the submitted budget)	Actual Expenditure
Bananas, 10 cs.	\$16.00 per case	\$ 160.00	\$ 160.00
Bananas, 22 cs.	\$17.25 per case	\$ 379.00	\$ 379.50
Bananas 22cs	\$17.25 per case	\$ 379.00	\$ 379.50
Bananas 22cs	\$17.25 per case	\$ 379.00	\$ 379.50
Bananas 10cs	\$17.25 per case	\$ 172.00	\$ 172.50
apples 138/ct 9cs	\$28.50 per case	\$ 256.00	\$ 256.50
apples 138/ct 34cs	\$28.50 per case	\$ 969.00	\$ 969.00
apples 125/ct 6cs	\$28.50 per case	\$ 171.00	\$ 171.00
oranges 138 ct 3cs	\$23.50 per case	\$ 70.00	\$ 70.50

oranges 138 ct 14cs	\$28.50 per case	\$ 399.00	\$ 399.00
oranges 88ct/4cs	\$31.50 per case	\$ 126.00	\$ 126.00
oranges 138ct 4cs	\$31.50 per case	\$ 126.00	\$ 126.00
oranges 138ct 4cs	\$29.00 per case	\$ 116.00	\$ 116.00
oranges 138ct 13cs	\$28.50 per case	\$ 370.00	\$ 370.50
Gen Mills Chex cereal 35cs	\$27.20 per case	\$ 5.00	\$ 952.00
French toast Stix 50cs	\$23.82 per case	\$ 1,191.00	\$ 1,191.00
yogurt 30cs	\$18.89 per case	-	\$ 566.70
sun chips 25cs	\$31.54 per case	\$ 630.00	\$ 630.80
sun chips 15cs	\$31.54 per case	\$ 473.00	\$ 473.10
GRAPE JUICE	\$22.76 per case	\$ 569.00	\$ 569.00
yogurt 60cs	\$18.89 per case	\$ 1,133.00	\$ 1,133.40
string cheese 40cs	\$38.70 per case	\$ 1,548.00	\$ 1,548.00
grape juice	\$16.42 per case	\$ 574.00	\$ 574.70
1% milk/ 20,250ea	\$0.24 per case	\$ 4,805.00	\$ 4,805.33
Total Dollars Disbursed		\$ 15,000.00	\$ 16,519.53

SUCCESS STORIES

17. Please tell us ONE success story.

“San Antonio is one of the most impoverished metro areas in the United States. Before the economic crisis brought on by the COVID-19 pandemic, one in four children faced hunger daily. This number has surely risen as the crisis drags on. The gift from the Inland Empire Community Foundation has provided 126,038 summer meals distributed to kids throughout this city. The need is greater than ever and we couldn’t be more thankful for their support.”

– Eric Cooper President & CEO



<https://safoodbank.org/thank-you-inland-empire-community-foundation/>

Current 501(c)(3) Letter from IRS

AUG 0 2 2007

Internal Revenue Service

Date: July 26, 2007

SAN ANTONIO FOOD BANK INC
5200 OLD HWY 90 W
SAN ANTONIO TX 78227

Department of the Treasury
P. O. Box 2508
Cincinnati, OH 45201

Person to Contact:

Mrs. Coghill 31-07426
Customer Service Specialist

Toll Free Telephone Number:
877-829-5500

Federal Identification Number:
74-2122979

Dear Sir or Madam:

This letter is in response to our receiving your request to change the address of your organization to what is reflected in the heading above.

In October 1980 we issued a determination letter that recognized your organization as exempt from federal income tax. Our records indicate that your organization is currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records indicate that your organization is also classified as a public charity under sections 509(a)(1) and 170(b)(1)(A)(vi) of the Internal Revenue Code.

Our records indicate that contributions to your organization are deductible under section 170 of the Code, and that you are qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Internal Revenue Code.

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

Sincerely,



Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations 1