



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

Internal Use Only:
Grant : _____

Organization / Agency Information

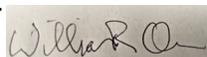
1) Organization/Agency Name: SeaShare	
2) Physical Address: 600 Ericksen Ave. NE, Suite 310 Bainbridge Island, WA 98110	City/State/Zip
3) Mailing Address: 600 Ericksen Ave. NE, Suite 310 Bainbridge Island, WA 98110	City/State/Zip
4) CEO or Director: Jim Harmon	Title: Executive Director
5) Phone: 206-842-3609	6) Fax:
7) Email: jharmon@seashare.org	
8) Contact Person: Fiona Robinson	Title: Director of Development
9) Phone: 206-842-3609	10) Fax:
11) Email: Fiona@seashare.org	
12) Web Site Address: www.seashare.org	13) Tax ID: 91-1641242

Program / Grant Information

Interest Area: Hunger Relief

14) Program/Project Name: COVID-19 Response: Seafood for Food Banks		15) Amount of Grant Requested: \$500,000	
16) Total Organization Budget: \$4,310,483	17) Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 95.1 %	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): .7 %	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 4.2 %
20) Purpose of Grant Request (one sentence): This grant will be used to process and distribute seafood to food banks across the U.S.			
21) Program Start Date (Month and Year): January, 2022		22) Program End Date (Month and Year): December, 2022	
23) Gimbel Grants Received: List Year(s) and Award Amount(s) 2020: \$730,000; 2018: \$15,000; 2017: \$10,000; 2016: \$10,000; 2015: \$10,000; 2014: \$10,000; 2013: \$10,000			

Signatures

24) Board President / Chair: (Print name and Title) Bill Orr, Board President	Signature: 	Date: Nov 1, 2021
25) Executive Director/President: (Print name and Title) Jim Harmon, Executive Director	Signature: 	Date: Nov 1, 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?

The mission of SeaShare is to engage the seafood industry in a collective effort to improve nutrition for the people served by food banks and feeding centers.

Since 1994, SeaShare has helped food banks and feeding centers in our region and across the US. We provide the best nutrition possible by donating nutrient-dense seafood.

To date, we have donated over 255 million servings of seafood to food banks and feeding centers.

SeaShare has built a large network - consisting of fishermen, processors, logistics and distribution partners - to generate volumes that no single entity could justify or sustain. Our seafood donations include a wide variety of species, including salmon, Alaska pollock, and halibut. At least 90 percent of the seafood we donate comes from sustainably managed fisheries in Alaska.

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

Since 1994.

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

In 2020, thanks to additional funding from Gimbel Foundation and others, SeaShare provided over 8 million servings of seafood to food banks and feeding centers in 22 states.

From 2017 through 2019, SeaShare sent 4,499,359 pounds (17,887,436 servings) of seafood to food banks and feeding centers across the country.

SeaShare continues to increase capacity in Alaska - to ship and store frozen food. We have acquired, filled, shipped and installed freezers in 5 regions. Those freezers 1) allow us to send frozen food by surface freight, rather than more expensive air freight, and 2) allow the food banks to receive and distribute larger volumes of frozen food, so they are better able to meet the hunger needs of their communities throughout the year.

II. Project Information:

A) Statement of Need

Food banks all over the country are responding as best they can to the unprecedented needs, which are compounded by the current pandemic. In many places they are struggling to keep

up. Protein is always the most difficult item for food banks to access.

SeaShare believes that everyone has the fundamental right to eat nutritious food. While Americans are trying to stay healthy amidst the threat of the COVID-19 virus, not having enough food to eat, coupled with increased financial stress, can have damaging consequences on our health.

The need right now for highly nutritious food is greater than ever. Seafood is a top-tier protein, full of vitamins, nutrients, and omega-3 fatty acids that are known to reduce inflammation and improve heart and brain health. Getting as much American seafood to as many people as possible right now is critical to helping our neighbors through this pandemic.

SeaShare has the partnerships in place, and over 25 years' experience to rapidly send more seafood to Feeding America's network of food banks. Since the onset of the COVID-19 pandemic, SeaShare has sent over 11 million servings of seafood to food banks and feeding centers across the US.

B) Project Description

Describe your food distribution program.

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

SeaShare's supply partners have additional volumes of seafood that we could access with additional funding.

A \$500,000 grant from the S.L. Gimbel Foundation would allow SeaShare to access 1.4 million additional servings of high protein seafood. We will continue to work with our national seafood partners to convert raw material (fish) into forms that food banks can distribute. We will also continue to re-pack bulk items that are not moving through normal foodservice channels. Seafood donations may include:

- Frozen, breaded fish portions
- Canned salmon
- Frozen salmon patties
- Frozen steaks, fillets, and portions
- Frozen Shrimp and other misc. items

90% of the species donated will be wild, sustainably caught Alaska salmon, pollock, and halibut. Other species we may donate include cod, shrimp, rockfish, and tilapia. Seafood donations will be frozen or canned. SeaShare will not distribute canned tuna to food banks with grant funds from the S.L Gimbel Foundation.

SeaShare currently receives fish from 140+ boats, 15 shore plants (processors), and 33 at-sea processors. We also work with over 80 seafood distributors and importers. Feeding America has been our distribution partner since 1994, providing safe and efficient distribution through their 200+ large food banks who serve 32,000 smaller agencies in all 50 states. Feeding America's Chicago office recognizes the value of our seafood donations, and has been supporting their affiliates with freight \$.

SeaShare will make truckload quantities available to food banks who pick up in our traditional seafood locations, including:

- Seattle, WA
- Boston, MA
- Chicago, IL
- Portsmouth, NH
- Anchorage, AK
- Carrollton, GA

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

SeaShare relies on Feeding America and their network of food banks across the country to identify and qualify those in need. Feeding America and the USDA recognize that anyone earning less than 185% of the federal poverty level could need hunger relief, and in fact 32% of food insecure households in the US live above the 185% poverty line. Food insecurity is currently affecting 1 in 4 Americans. Neither SeaShare nor Feeding America's food bank network discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status, in any of their activities or operations.

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

SeaShare generates seafood donations for distribution to food banks on an ongoing basis throughout the year. Since the onset of the COVID-19 crisis, SeaShare has increased seafood donations by 150%, distributing over 11 million servings.

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?

A grant of \$500,000 can result in 1,400,000 additional servings of seafood for hunger-relief. This is equal to 350,000 pounds. Assuming an average pack size of 3 pounds times an average household size of 4, we estimate that this grant will provide seafood for approximately 466,666 individuals.

That is in addition to the 4.8 million servings projected from all other programs in 2022.

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

SeaShare tracks all seafood distributed by:

- Pounds / servings generated by individual job
- Species and product form
- The number of boats and companies who participate.
- Pounds / servings distributed to each location throughout the year.

C) Project Goal, Objectives, Activities and Expected Outcomes

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.

Goal: Improve nutrition within the national food bank network through the sourcing and distribution high protein seafood.

Objective: with this grant, our goal is to distribute at least 1,400,000 servings of seafood to food banks in 2022.

Seafood markets are experiencing wide fluctuations and supply challenges. While our seafood partners remain engaged and generous, the overall costs to access seafood will increase slightly from 2021, and are reflected in this application. These figures are subject to change, given the current health and economic situation, and the fluctuating markets and prices for seafood.

Activities:

1. Source seafood from fishermen and seafood companies across the US.
2. Process seafood into food bank and family friendly packages.
3. Send seafood to food banks within the Feeding America network.

Outcome: The clients of food banks who receive SeaShare’s seafood donations will have access to improved nutrition through the consumption of seafood. Seafood is a proven heart and brain healthy food, with high levels of omega-3 fatty acids that reduce inflammation. A diet that includes regular seafood consumption can help to improve health.

Evaluation: SeaShare will track pounds, servings, species, donating companies, and distribution locations.

D) Timeline

This project will start January 1, 2022 and run for one year through December 31,2022.

Seafood donations will take place throughout the year. SeaShare has a proven track record of sending seafood to food banks quickly and efficiently. This grant will utilize our existing network of partners to continue meeting the urgent needs of our neighbors who are struggling with hunger.

E) Target Population

1. Who will this grant serve?

This grant will serve the clients of Feeding America food banks across the US.

2. How many people will be impacted?

Approximately 466,666 food bank clients will be served by this grant. They are all ages, races, and live in both rural and urban communities.

F) Community Partners

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

No other organization is dedicated to bringing seafood to food banks. SeaShare brings the nation's seafood industry together in a collective effort to fight hunger. We are a unique organization that allows many different partners to give – whether it is seafood, transportation, processing, or financial support.

2. Who are your key community partners?

SeaShare is a strategic partner of Feeding America, the largest food bank network in the US. We also work closely with many large national seafood companies, as well as with industry organizations such as the National Fisheries Institute, the Pacific Seafood Processors Association, and the At-Sea Processors.

3. How are you utilizing volunteers?

SeaShare's board of directors is a team of seasoned industry leaders and executives, and they are all volunteers. All other work is done by staff.

G) Use of Grant Funds

These funds will be directly used to source, process, freeze, and distribute at least 1,400,000 additional servings of seafood to food banks. The included "Coordination" funds will be used to ensure all of the above happens in a timely and efficient manner. SeaShare has a lean staff of three. Our overhead, as stated in our 990, is currently only 5%.

III. Project Future

A) Sustainability

During the grant period, SeaShare will work to ensure that additional funds are secured to support our overall operations. In addition, and in partnership with seafood industry leaders, SeaShare will seek and source new seafood products that are finished and ready for distribution to food banks, or that can be processed and distributed at low cost.

We have successfully distributed over 255 million seafood servings since 1994.

If this health and economic crisis continues beyond 2022, we are confident that we can work with our key donors to secure the funds necessary to meet the hunger needs of the moment.

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.

SeaShare's board of directors is made up of 14 volunteers who are all current or former executives of our national seafood industry. <https://www.seashare.org/about>

2. What committees exist within your board of directors?

SeaShare has an executive committee.

3. How does the board of directors make decisions?

SeaShare's volunteer board of directors meets quarterly and takes decisions by majority vote, in consultation with staff.

B) Management

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

Executive Director Jim Harmon has worked in the Washington and Alaska seafood industry since 1989, when he was recruited as Director of Operations for American Seafoods Company.

During his 20 years at SeaShare, Harmon has built donation partnerships for the food bank network; combining products, services, and funds to secure long-term donations of high-protein seafood. Jim has a B.A. in Government from the University of Colorado.

Current Salary: \$ 181,336.

Director of Development Fiona Robinson joined the SeaShare staff in August 2020 after spending seven years on the Board of Directors. She joined the board while serving as Associate Publisher and Editor of industry trade magazine *SeaFood Business*, where she spent years 17 years writing, editing, and speaking at seafood and food-industry events. Fiona most recently served as Marketing & Donor Development Senior Manager at United Way of York County in Kennebunk, ME, where she was responsible for all marketing collateral, communications, public relations, events, and social media. Fiona has a B.A. in English/Journalism from the University of New Hampshire.

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
Seafood – S.L. Gimbel Foundation	Frozen seafood at \$.32 per serving = 1,440,000 servings			450,000	\$ 450,000
Seafood – Other Donors	Frozen and canned seafood at \$.32 per Serving = 6,541,016 servings	17,125	2,076,000		\$ 2,093,125
Coordination	10% of \$500,000 total request		360,000	50,000	\$ 410,000
TOTALS:		\$ 17,125	\$ 2,436,000	\$ 500,000	2,953,125

Narrative for the line item Transportation OR Coordination:

SeaShare will coordinate and combine the donations of fish, processing, packaging and freezing to generate truckloads of seafood that are ready for distribution by food banks.

2021 S.L. Gimbel Foundation APPLICATION

VI. Sources of Funding:

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
Wells Fargo, Corporation	\$10,000
Safeco / Liberty Mutual	\$23,000
Anonymous Foundation	\$15,000
Seattle Foundation	\$25,000
Bank of America	\$ 5,000
Medina Foundation	\$25,000
ConocoPhillips Alaska	\$10,000
Rasmuson Foundation	\$15,000

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Northwest Farm Credit	\$10,000	Nov, 3021
Horizons Foundation	\$10,000	Dec, 2021
F&G Biel Foundation	\$ 5,000	Nov, 2021
Aven Foundation	\$25,000	Dec, 2021

Diversity of Funding Sources:

Funding Source	Amount	% of Total Revenue
Contributions	\$119,352	15%
Fundraising/Special Events	\$0	0%
Corp/Foundation Grants	\$681,318	85%
Government Grants	\$0	0%

Notes: The figures above and percentages do not include in-kind seafood donations received, interest, or reimbursed cost contributions. Total revenue including those items in 2020 was \$5,341,268.

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: SeaShare

Most Current Fiscal Year (Dates): From January 1, 2020 To: December 31, 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
4,677,053	4,449,299	31,791	195,963

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%	95.1 %	.7 %	4.2 %

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 \$33,063	Column C, Management & general expenses per 990 above \$31,791	Differential \$1,272
--	---	---

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

SeaShare’s annual management and general expenses have not changed significantly, even with the increased activity/donations. We are a lean staff of three, with low overhead costs.

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. As of 10/12/2021:

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$500,054	\$53,800	\$153.71	3603.2

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end 746,775	Excess or (Deficit) Prior fiscal year end (74,073)
---	--

Notes: The excess in 2020 refers to restricted funds (Gimbel, Couch) that were carried over from 2020. Those grants have since been released (spent). The 2019 deficit is based on inventory (valued at \$1.73 per pound) that is carried over at the end of the fiscal year, and does not represent cash deficit.

SeaShare Budget Comparison

	Actuals Most Recently Completed Year	Budget Projections Current Year	Variance
	2020	2021	
Income			
Individual Contributions	119,352	96,000	(23,352)
Corporate Contributions	176,050	158,125	(17,925)
Foundation Grants	505,268	829,000	323,732
Government Contributions	0	0	0
In-Kind Donations Received	3,552,828	2,768,000	(784,828)
Other Unearned Income	338,926	385,021	46,095
Interest & Dividend Income	178	239	61
Total Income	4,692,602	4,236,385	(456,217)
Expenditures			
Personnel			
Salary CEO – Required	174,361	181,336	6,975
Staff Salary (total)	126,136	129,718	3,582
Payroll Taxes	20,715	22,225	1,510
Insurance - Workers' Comp	842	875	33
Insurance – Health	44,337	53,000	8,663
Retirement	8,888	9,332	444
Total Personnel	375,279	396,486	21,207
General Program/Administrative			
In-Kind Seafood Distributions	3,552,828	2,768,000	(784,828)
Terry Shaff Memorial Fund	17,874	17,126	(748)
Fish Projects	311,713	527,000	215,827
Fundraising	3,881	6,660	2,779
Marketing	4,792	11,890	7,098
Bank / Investment Fee	75	75	0
Travel, Conferences, Meetings	2,166	14,500	12,334
Accounting & Professional Services	9,738	13,650	3,912
Insurance Expense	2,609	2,640	31
Office Expenses	7,426	8,354	928
Computer Equipment	833	1,000	167
Postage & Delivery	269	300	31
Rent	21,000	21,600	600
Total General Program/Administrative	3,935,204	3,392,795	(542,409)
Total Expenditures	4,310,483	3,789,281	(521,202)
Revenue Less Expense	382,119	447,104	64,985

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX.

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.	3,644,850.	3,644,850.		
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.	190,452.	114,272.	19,045.	57,135.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	0.	0.	0.	0.
7 Other salaries and wages.	126,132.	31,567.	5,257.	89,308.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	3,221.	947.	158.	2,116.
9 Other employee benefits.	33,913.	9,112.	1,520.	23,281.
10 Payroll taxes.	21,557.	9,559.	1,593.	10,405.
11 Fees for services (nonemployees):				
a Management.				
b Legal.				
c Accounting.	9,421.	7,537.	942.	942.
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.	5,554.	5,554.		
13 Office expenses.	8,468.	6,774.	847.	847.
14 Information technology.	409.	327.	41.	41.
15 Royalties.				
16 Occupancy.	21,000.	16,800.	2,100.	2,100.
17 Travel.	2,166.	2,166.		
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.	2,609.	2,088.	261.	260.
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 <u>Fish Projects</u>	597,531.	597,531.		
b <u>Other fundraising expenses</u>	9,501.			9,501.
c <u>Postage and Shipping</u>	269.	215.	27.	27.
d				
e All other expenses.				
25 Total functional expenses. Add lines 1 through 24e.	4,677,053.	4,449,299.	31,791.	195,963.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input checked="" type="checkbox"/> if following SOP 98-2 (ASC 958-720).				

INLAND EMPIRE COMMUNITY FOUNDATION

S. L. GIMBEL FOUNDATION FUND

SeaShare Final evaluation, September 2021

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: SeaShare
2. Grant # 20201484
3. Grant Amount: \$730,000
4. Date Awarded (date on award letter): Oct. 15, 2020
5. Grant Period (Indicate start date and end date per Grant Agreement): Oct. 15 2020 to October 15, 2021
6. Location of your Organization (City, State): Seattle, Wash.
7. Name and Title of person completing evaluation: Fiona Robinson, Development Director
8. Phone Number: 206-842-3609
9. Email Address: fiona@seashare.org

KEY OUTCOMES AND RESULTS

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

A) Per original grant application, what is the estimated number served: 876,000

B) Actual number served: As of September 2021, the Gimbel grant has allowed us to serve 2,059,044 clients beyond our normal distribution (based on a 1,544,283 additional pounds, in an average pack size of 3 pounds, going to a family of four).

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.*

Goal: Improve nutrition within the national food bank network through the sourcing and distribution of high protein seafood.

Activities:

1. Source seafood from fishermen and seafood companies across the United States. We've been able to maximize the production capacity of Trident Seafoods of Seattle for almost half the production during the first half of this grant period. The Gimbel grant enabled us to reach out to a new East Coast partner, Channel Seafood Processing in Boston. Channel has worked with us on 13 truckloads of product they have processed specifically for food bank distribution.

September 2021 update: The remainder of the grant allowed us to purchase several large shipments of seafood from High Liner Foods and Channel Fish on the East Coast, as well as Trident Seafood and Unisea on the West Coast.

2. Process seafood into food bank and family-friendly packages.

This picture shows the family pack sent by Channel Fish Processing:



3. Send seafood to food banks within the Feeding America network.

All seafood we distribute is sent to Feeding America food banks and feeding centers.

Objective: In terms of specific quantifiable criteria:

A) *Per original grant application:* Distribute at least 2,628,000 servings of frozen seafood to food banks by June 30, 2021

B) *Actual grant outcome, results, accomplishments:* SeaShare was able to distribute 6,177,132 servings by September 2021 thanks to the Gimbel grant.

Non-Gimbel grant outcomes: We distributed an additional 2,943,056 seafood servings to food banks using funds outside of the Gimbel grant during the same period.

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

Seafood prices have been increasing due to the industrywide supply crunch brought on by the pandemic. Our partners have been generous in terms of the costs per pound, processing costs and transportation fees.

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

The seafood market challenges forced us to increase our acquisitions of seafood earlier in the grant cycle. We maximized results in the 1st and 2nd quarters of 2021 while opportunities were still available. Inventories remain tight and will continue this way until the end of the year. SeaShare worked with partners to process available inventory in the 3rd quarter, and to re-pack for food banks some items that were not moving through foodservice channels (restaurants).

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

- a. Our seafood donors helped recruit an additional seafood processor on the East Coast. Channel Fish Processing works with many of our fishing partners and agreed to work with us on hunger-relief. We've generated over 10 truckloads together since January 2021.
- b. As stated above, some of the seafood processors who supply restaurants, hotels and cruise ships have been willing to make inventory available. The Gimbel grant helps cover some of those re-packaging costs to put products into smaller packages that food banks can distribute to their clients.

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

Demand has surged by 60% at Feeding America food banks due to the pandemic. The Gimbel grant has allowed us to purchase seafood and distribute it to food banks at a cost that's affordable to Feeding America. Some supply donations may be free, however SeaShare has to pay to process the product into family-friendly packages for food banks (see picture above), and that cost averages 50 cents per pound. Nutritious protein is in high demand at food banks, and SeaShare remains committed to ensuring people eat well, no matter their financial circumstances.

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
**See attached Excel Spreadsheet			

SUCCESS STORIES

17. *Please tell us ONE success story.*

Our seafood network has grown over the past year with help from the Gimbel grant.

- a. On the supply side, we've added new seafood suppliers, including:
 - i. Channel Fish Processing, Braintree, MA
 - ii. Platina Seafood, Miami, FL
 - iii. SeaPort, Kirkland, WA
- b. On the distribution side, we added more food banks across the country, including Feeding America affiliates in:
 - i. El Paso, TX
 - ii. Fort Myers, FL
 - iii. Oak Park, MI
 - iv. Alexandria, LA

This larger network will continue beyond the timeline of the grant. SeaShare will be in a position to access and distribute even more seafood as additional funding sources are identified.

Internal Revenue Service

Department of the Treasury

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

Date: September 10, 2002

Person to Contact:

Cheryl Skaggs 31-04010
Customer Service Specialist

Toll Free Telephone Number:

8:00 a.m. to 6:30 p.m. EST
877-829-5500

Fax Number:

513-263-3756

Federal Identification Number:

91-1641242

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

Dear Sir or Madam:

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

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

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

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

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

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

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

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

SeaShare
91-1641242

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

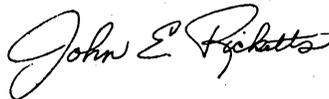
The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. You are also required to make available for public inspection a copy of your organization's exemption application, any supporting documents and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

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

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

This letter affirms your organization's exempt status.

Sincerely,



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