



**2021 S.L. Gimbel Foundation
COVID19 Large Food Grant
Application**
Maximum Request: \$100,000

Internal Use Only:
Grant _____

Organization / Agency Information

1) Organization/Agency Name: Second Harvest Food Bank of the Mahoning Valley		
2) Physical Address: 2805 Salt Springs Road		City/State/Zip Youngstown, OH 44509-1037
3) Mailing Address: 2805 Salt Springs Road		City/State/Zip Youngstown, OH 44509-1037
4) CEO or Director: Michael Iberis		Title: Executive Director
5) Phone: 330-792-5522	6) Fax: 330-792-9665	7) Email: miberis@shfbmv.org
8) Contact Person: Miriam Klein		Title: Grants and Database Manager
9) Phone: 330-792-5522 x111	10) Fax: 330-792-9665	11) Email: mklein@shfbmv.org
12) Web Site Address: www.mahoningvalleysecondharvest.org		13) Tax ID: 34-1380074

Program / Grant Information

Interest Area:

14) Program/Project Name: Food to Hungry Families		15) Amount of Grant Requested: \$100,000	
16) Total Organization Budget: \$2,896,900	17) Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 96.5%	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 1.6%	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 3.5%
20) Purpose of Grant Request (one sentence): Second Harvest Food Bank is requesting funds to support its mission to make food accessible to all people so that no one goes hungry in our community.			
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) 2019: \$15,000 2020: \$15,000			

Signatures

24) Board President / Chair: (Print name and Title) Stewart 'Joe' White, President	Signature: 	Date: 7/21/21
25) Executive Director/President: (Print name and Title) Michael Iberis, Executive Director	Signature: 	Date: 7-21-21

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?

Second Harvest Food Bank of the Mahoning Valley's mission is to solicit, store and distribute food to hunger-relief organizations feeding hungry people in Columbiana, Mahoning and Trumbull counties in northeast Ohio; and to provide education and advocacy. We believe that no one should go hungry and we are dedicated to building a community that makes food accessible to all people. Second Harvest Food Bank of the Mahoning Valley began in the early 1980s when a group of lay and religious community leaders realized that while people were going hungry, companies were throwing away unused but still nutritious edible food. The Food Assistance Warehouse was incorporated as a 501(c)3 charitable organization in December of 1982 and began operating as a clearinghouse for large quantities of food. In 1994, the Food Bank became a certified member of Feeding America, the nation's largest domestic hunger-relief organization. The Food Bank provides food to 160 hunger-relief organizations and programs in our tri-county service area. They include church pantries, homeless shelters and soup kitchens, shelters for battered women and after-school programs. All member agencies must hold a 501(c)3 designation from the IRS and have feeding hungry people as a major component of their program.

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

The organization has been in operation for 39 years.

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

The Covid-19 pandemic highlighted how the Food Bank is prepared to quickly pivot and respond to meet the emergency needs of the community. In 2019, the Food Bank ensured that the agencies and programs could fulfill nearly 11,000 requests for food assistance each week and distributed over 11 million pounds of food, which included over 3.4 million pounds of fresh fruits and vegetables. In 2020, the Food Bank distributed nearly 16 million pounds of food, approximately 5 million pounds more than in 2019, and at the height of the pandemic the Food Bank's member agencies and programs were fulfilling over 20,000 requests for food assistance each week. Due to the outpouring of support from our community and through membership in the Feeding America network, the Food Bank was able to quickly address the surge in need for food that continues into 2021. The Food Bank, with assistance of the Ohio National Guard, implemented a mass, no-contact distribution program, the Traveling Pantry Program, that rotated through all three counties to quickly expand access to food assistance. The Food Bank worked with long-time community partners to set up these distributions at easily accessible sites that

could accommodate 500-1,000 cars, such as schools, business parking lots (e.g., developers provided space for a distribution at their local mall complex), and fairgrounds.

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.

While the need for food assistance has declined from the height of the Covid-19 crisis during 2020, our pantries continue to fulfill over 14,000 requests for food assistance each week. The need for food in the community had already been great before the pandemic: In tri-county area, the percentage of people in our community who live in food insecure households is 15.2%, or over 81,760 people, according to Feeding America's 2020 study, Map the Meal Gap. Of the people in these food insecure households, most are children. In fact, 53% of all children in our service area's schools are eligible for free and reduced-price meals. The number of hungry children in all three counties averages approximately 23%-- almost 1 in 4 children are living in food insecure households. 32% of the people we serve are seniors.

Our tri-county service area is designated as part of the northeastern region of Ohio's Appalachian country and is home to over 528,000 people. According to the American Community Survey (2014-2018 5-Year Estimates), in Trumbull County, 17.6% of the population lives below the poverty line; in Mahoning County, 17.9%; in Columbiana County, 14.9%. The following story illustrates the conditions under which some people in our community must live:

In the close knit rural community of Goshen (Mahoning County), a growing number of elderly people rely on the once-a-month distribution at Bunker Hill Community Church to help them stretch their food dollars. Shirley, who comes to the pantry each month, is helping to raise her two great grandchildren, and "the food helps quite a bit," as the children are still in diapers. She explained that 10 members of her family currently share her trailer home as they try to find work and affordable housing. Barb, a volunteer and member of the church, said that she has seen people like Shirley cry. Barb said that she has been told by elderly people receiving food, "If it weren't for you, we wouldn't have anything to eat."

B) Project Description

Describe your food distribution program.

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

As a member of Feeding America, the Food Bank has access to not only local donations from grocery stores, such as Giant Eagle, Sparkle Markets, and Marc's stores, but also national donations as a designated recipient of donated food from donors such as Kellogg's, Nabisco, General Mills, Kraft and retailers such as Walmart, Target, and Aldi. The donated food is often near-dated, past-dated, not selling or may have torn packaging. With help of food-safety trained volunteers, we sort through the items and discard anything that is not edible. Each year, this represents thousands of pounds of food available to hungry families. We also organize community food and fund drives in

partnership with local schools, organizations and businesses, such as through the annual regional Harvest for Hunger spring campaign.

We also distribute USDA commodities through the Emergency Food Assistance Program, and we participate in the Ohio Food Purchase Program through the Ohio Association of Foodbanks. The Food Bank also supports a “Best Buy” program to purchase foods that may not always be donated, such as protein items (for example, canned chicken or beef stew) and fresh vegetables (for example, truckloads of potatoes, onions or carrots) to ensure that the people we serve receive a nutritious mix of foods. Due to the Covid-19 pandemic and the issues the crisis has caused in the national food production and supply chain, many of the normal USDA truckloads of food have been cancelled for delivery, and so the Food Bank has increased its Best Buy food purchasing program; however, costs have increased for many staple items (for example, within 4 days the cost of 500 cases of ground beef increased by \$13,718).

The Food Bank also procures fresh produce through the Ohio Agricultural Clearance Program (OACP). OACP is a statewide effort that directs Ohio's surplus of agricultural products through Ohio's 12 Feeding America food banks to ensure that Ohio families have a source of nutritious foods. The program is a public-private partnership funded by the Ohio General Assembly, administered by the Ohio Department of Job and Family Services, and administered by the Ohio Association of Foodbanks in partnership with more than 100 Ohio farmers, growers and producers.

The Food Bank currently implements three Mobile Pantry programs to feed hungry families in rural areas of our community. The Mobile Pantries serve those individuals and families in rural areas who lack access to one of the Food Bank's member agencies. With the support of the United Way of Youngstown and the Mahoning Valley since 2010, the Food Bank operates a mobile pantry in Mahoning County in Goshen. The Food Bank also operates mobile pantries in Mecca in Trumbull County and a mobile pantry in Hanoverton in Columbiana County.

To address child hunger, the Food Bank has established a School Pantry Program in partnership with 45 schools throughout our three-county service area. Any student in need may access the school pantry to receive shelf-stable food, such as pasta, soups, microwavable meals, fruit cups, and granola bars, to take and consume at home. Pantries are monitored by school personnel, and 15-25 children are visiting each pantry each week. This program is in Niles schools, all public schools in the City of Warren, Austintown, Campbell, Girard, McDonald, Struthers, Youngstown, Salem, Leetonia, Lisbon, East Liverpool and Wellsville, and we continue to work with partners, such as United Way, to bring the program to more schools in need.

Through the Commodity Supplemental Food Program (CSFP) through the USDA, the Food Bank ensures that 750 very low-income seniors in the Mahoning Valley receive much-needed food assistance. The program is designed to improve the health of low-income senior citizens age 60+ and whose household income is 130% or less of the federal poverty guidelines by providing them with a supplemental box of food once a month. The program works to improve the health of seniors by supplementing their diets with nutritious USDA foods, such as nonfat dry milk, juice, cereal, rice, pasta, peanut butter, dry beans, canned meats and fish, and canned fruits and vegetables. The food provided through this program is a good source of nutrients that are often lacking from the diets of the elderly.

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

The USDA guideline for people to qualify for food assistance is up to 200% above the poverty line. The 2021 federal poverty guideline for a family of 4 is \$26,500. Agencies and programs track the number of food recipients using USDA self-declaration of income forms. These forms track only age groups. However, no one who comes to a pantry in need is turned away, and will be given an emergency bag of groceries or a meal.

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

Member agencies are required to distribute food at least once a month, but may distribute food more often. Some larger agencies provide daily distributions of groceries (Salvation Army) and some provide daily meals (Warren Family Mission). Many agencies have a means whereby a person/family may receive an immediate emergency distribution (for example, a bag of groceries).

During the Covid-19 crisis, agencies had to change the way they distributed food: for example, instead of an indoor choice pantry they had to offer only preboxed and bagged food items that would be placed into car trunks. The Food Bank also implemented the Traveling Pantry Program that provided food for no-contact mass distributions at sites that could accommodate 500-1000 cars, such as county fairgrounds.

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

The Food Bank projects that during the grant period (2022) that the number served will be approximately 444,733 (duplicate numbers).

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

Agencies and programs track the number of food recipients using USDA self-declaration of income forms and report the results back to the Director of Operations. These forms track groups of people only by age.

C) Project Goal, Objectives, Activities and Expected Outcomes

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

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

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

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

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

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

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

*Example: **ACTIVITIES:***

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

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

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

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

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

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

BELOW IS AN EXAMPLE OF GOAL, OBJECTIVE, OUTCOME AND EVALUATION:

Objective, Outcome and Evaluation should align and should be written in a linear format, using actual numbers, and data that are quantifiable, and verifiable. Do not use percentages)

STATE THE GOAL, OBJECTIVES, AND OUTCOMES

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

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

ACTIVITIES:

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

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

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

**Use the following format for your objectives, respective activities and expected outcomes:
PLACE YOUR RESPONSE HERE**

GOAL: In 2022, secure 12,000,000 pounds of nutritious food to ensure that the Food Bank distribute enough food to supply once-a-month agency food distributions and daily meal sites to ensure that all 80,000 people living in food insecure households in Columbiana, Mahoning and Trumbull counties in northeast Ohio have access to adequate amounts of food and do not go hungry.

OBJECTIVE: Solicit and store 648,000 pounds (grant portion of total pounds) of nutritious shelf-stable and fresh foods to distribute to 160 hunger-relief agencies and programs for monthly/daily distributions, which will provide 80,000 low-income seniors, children and families with an additional 540,000 meals in 2022.

ACTIVITIES: 1. Work with Feeding America, the Ohio Association of Food Banks, national and local food donors, and local food producers and grocers to secure truckloads of donated food products, in addition to handling and distributing USDA food products.

2. Utilize monetary resources secured through foundations and individual donors to support the purchase and transport of shelf-stable staples (such as, beans and rice) and fresh fruits and vegetables.

3. Work with community partners on food drives and fundraisers to increase the amount of donated food to the food bank.

OUTCOME: An additional 648,000 pounds of nutritious foods in 2022 are distributed through monthly/daily distributions at 160 member hunger-relief agencies and programs, providing an additional 540,000 meals to 80,000 seniors, children and families in low-income households throughout the Food Bank's tri-county service area so that they do not go hungry.

EVALUATION: The Food Bank's warehouse manager weighs and tracks the 648,000 pounds of food and will report the actual poundage received and the number of pounds of that food distributed to each of the agencies and programs. 648,000 pounds of food is calculated by the Food Bank to provide 540,000 additional meals (calculated using the Feeding America standard of 1 meal = 1.2 pounds of food). The agencies and programs track the 80,000 seniors, children and families and report the actual number of food recipients using USDA self-declaration of income forms. The agencies and programs report the actual number of people served back to the Director of Operations. These forms track numbers of people only by age. The number of recipients may include duplicate visits: Families often return to receive food for multiple months at various times of the year (for example, if they work construction in the summers, but are laid off during the winter months). The Food Bank's Director of Operations will provide anecdotal stories that show how these food assistance programs ensure that seniors, children and families do not go hungry, and the food provided to them will help them to stretch their food dollars so that they have the nutrition they need to lead healthy and productive lives. Nutritious, easy-to-prepare meals ensure the good health of seniors; is essential for children to properly grow and develop cognitive and social skills; and helps families become more stable and secure.

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 1, 2022

The project end date is: December 31, 2022

Include timeframes for specific activities, as appropriate.

A general time frame: January to February 2022: Orders will be place for the food products. Depending on availability, food should begin to be delivered by March and April 2022 and distributed in to the community within one to two weeks of delivery. Orders will again be placed by June to be delivered by September 2022.

E) Target Population

1. Who will this grant serve?

This grant will serve seniors, families and children in Columbiana, Mahoning and Trumbull counties.

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

Children: 140,801

Adults: 219,728

Seniors: 84,204

F) Community Partners

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

The Food Bank has access to the most resources for distributing food through partnerships with local and national retail and grocery stores and therefore we are the largest provider of hunger-relief in our community. We are partnered with 160 hunger-relief agencies and programs to provide emergency food assistance throughout our tri-county service area. While there are other food programs, they are small in scope, covering a specific neighborhood. If opportunities to distribute more food through collaboration arise, the Food Bank is always open to having more partner agencies join our hunger-relief network.

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

Our key partners are the 160 member agencies and programs distributing the food the Food Bank solicits and stores for them. We collaborate with community organizations (Lions Club, Rotary, etc.) and local businesses to support the member agencies, as well as other Ohio food banks to source and share much-needed additional loads of food. We work closely with our agencies to ensure the efficient distribution of food (for example, providing volunteers for the Warren Family Mission in Trumbull County, serving homeless and large minority populations). We also will

have ongoing collaborations with United Way in each county (supporting rural mobile pantries, school pantries and food distributions), other local nonprofits, such as Making Kids Count (for example, they gave the Food Bank thousands of diapers to distribute at food distributions during the crisis), and the Help Network of Northeast Ohio (providing information about food pantry distributions).

3. How are you utilizing volunteers?

The Food Bank is a volunteer-dependent organization and relies heavily on the generous support of volunteers from the community: Hundreds of volunteers gave over 13,000 hours of service in 2019. Volunteers are utilized throughout the organization, including boxing food in the warehouse, answering the phones and assisting with special events. During 2020, volunteers could not serve, and Ohio's governor, Mike DeWine, provided Ohio's Food Banks with assistance through the Ohio National Guard, who remained at the Food Bank for 14 months, serving in the warehouse and at distributions. In July 2021, the regular volunteers of the Food Bank began to return.

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

Funds will be used to purchase truckloads of shelf-stable food staples and fresh foods that are not often donated in sufficient quantities.

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.

The Food Bank has ongoing, longtime community-wide support for its mission to feed the hungry in our community from local and national foundations, the United Way, local businesses and civic organizations, local media outlets, religious organizations, and groups of regular, dedicated volunteers.

Fundraising is an ongoing activity for the staff and Board, and includes holding fundraising events and organizing food and funds drives. In 2021, we changed vendors for direct mail from Innis Maggiore to Allegiance Group for cost savings. In 2022, the Food Bank intends to increase its fundraising by formalizing and implementing a monthly giving program and by redesigning the Food Bank's website to make it easier for donors to learn more about the work of the Food Bank and donate.

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.

Second Harvest Food Bank has diverse and dedicated Board of Directors that meet 6 times a year: Jess Briganti, Apostolakis Auto Group; Chuck George, Hapco, Inc. (Treasurer); Bob Krohn, Pepsi Beverages Company; Jeff Mitchell, regional manager, Giant Eagle; Anthony C. Modarelli, owner and manager, Sparkle Markets; Carl A. Nunziato, Attorney-at-Law (Secretary); Ryan Pastore, Assistant VP, The PNC Financial

Services Group; Stephen A. Senediak, district manager, Mondelēz International; Rick Stevens, retired, First National Bank; Lisa Taddei, manager, External Affairs, FirstEnergy; Stewart (Joe) White, Owner/Operator, Dunkin' Donuts (President); Sidney Wylie retired, GM Lordstown.

The Board of Directors are closely involved and consulted in all aspects of the operation of the Food Bank. In addition to serving in an advisory role, members serve on committees, help solicit donations and steward contacts throughout local government offices and the business community.

2. What committees exist within your board of directors?

The Food Bank Board has the following committees: Finance, Donor Relations and Fundraising, By-Laws, Nominating and Personnel, Operations and Agency Relations.

3. How does the board of directors make decisions?

The Board meets regularly 6 times per year and maintains ongoing contact with the Executive Director (who is selected by the Board) for updates about the operations of the Food Bank. The Board serves in advisory role and votes on motions put forward to it by the Executive Director and Board committees.

B) Management

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

Michael Iberis, Executive Director, has been leading the Food Bank for 20 years. Mike came to the Food Bank after working over 20 years for the local office for AT&T in public relations.

Kim Brock, Director of Operations, has overseen all agencies and programs for 12 years. Kim is also responsible for ordering and managing the flow of food in and out of the Food Bank. She previously worked as program manager for Community Solutions for Trumbull County.

Yahsar Ahmaed, Warehouse Manager, has been responsible for the daily operations of the 27,000 sq. ft. warehouse, receiving and deliveries for 3 years. Yahsar helped manage his family's local convenience store businesses, and after volunteering with Food Bank, joined the staff.

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

Mike Iberis' salary is currently \$93,860 per year.

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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 \$100,000 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 \$100,000; 90% is \$90,000 for food)
- 10% of total request for **transportation OR for coordination** (Ex. Total request of \$100,000; 10% is \$10,000 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
Cereal	10 17oz boxes; \$12 case; 2160 cases			\$25,920	
Canned vegetables	24 15oz cans; \$17 case; 1530 cases			\$26,010	
Canned fruit	12 15oz cans; \$10 case; 2179 cases			\$21,790	
Mixed fresh produce box	20lb box; \$10 box; 1628 boxes			\$16,280	
Transportation	10% of requested amount			\$10,000	
TOTALS:	Projected food and transportation for 2022 (based on 2021)	\$91,400	\$468,600	\$100,000	\$660,000

Provide a narrative for the line item Transportation OR Coordination.

Transportation costs, in addition to food costs, have increased significantly since the beginning of the pandemic due to fewer available truck drivers, fuel costs, natural disasters, food supply chain breakdowns, and increase demand for deliveries.

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

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
Bank of America Foundation	\$15,000
The Buckeye Foundation	\$20,000
Citizens Bank	\$10,000
James and Coralie Centofanti Charitable Foundation	\$10,000
Enterprise Rent-A-Car Foundation	\$10,000
Greater Good Charities	\$20,000
Mahoning County: ARPA funds	\$300,000
Morgan Stanley Foundation	\$34,000
Ohio Association of Food Banks	\$25,000
Sheetz for the Kidz	\$9,000
Subaru Loves to Help	\$72,600
TJX Foundation	\$10,000
Trumbull County: ARPA funds	\$100,000
United Way of Trumbull County	\$5,600
United Way of Youngstown and Mahoning Valley	\$65,000
Walmart Foundation	\$73,000

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Dominion Energy Charitable Foundation	\$25,000	9/2021
The Giant Eagle Foundation	\$10,000	9/2021
United Way Services of Northern Columbiana	\$5,000	8/2021

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

The following is from 2020, the Food Bank’s most recent fiscal year:

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$2,995,730	31%	Shared Maintenance Fee	\$537,563	6%
Fundraising/Special Events	\$379,928	4%			

Corp/Foundation Grants	\$4,452,431	46%			
Government Grants	\$1,250,423	13%			

Notes:

The Shared Maintenance Fee: Feeding America food banks are permitted to charge member agencies up to \$.18 per pound for donated food for procurement, transportation, sorting, re-boxing and tracking costs. Our fundraising provides us the ability to offer food at \$.10 per pound to member agencies.

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VII. Financial Analysis

Agency Name: Second Harvest Food Bank of the Mahoning Valley

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
\$19,532,680	\$18,844,482	\$304,608	\$383,590

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%	96.5	1.6	1.9

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	1.1%	Column C, Management & general expenses per 990 above	1.6%	Differential
				.5%

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

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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
\$8,239,886	\$108,724	\$219,493	38.036

Excess or Deficit for the Year:

Excess or (Deficit) 2020 Most recent fiscal year end \$6,629,919	Excess or (Deficit) 2019 Prior fiscal year end \$505,708
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Notes:

In 2020, the Food Bank received numerous grants and gifts from individuals and foundations in response to the pandemic, including a \$3,000,000 transformative gift from MacKenzie Scott. These additional funds will be utilized for capital projects and the development of special meal delivery programs for homebound disabled, elderly and veteran clients.

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		

SHFBMV Budget Comparison

Income			
	<u>Actuals</u> most recently completed year: 2020	<u>Budget projections</u> <u>current year: 2021</u>	<u>Variance</u>
Individual Contributions	2,245,129	755,000	1,490,129
Corporate Contributions	1,130,528	55,000	1,075,528
Foundation Grants	4,452,431	170,000	4,282,431
Government Contributions	1,250,423	375,000	875,423
Other Earned Income	577,575	1,094,600	- 517,025
Other Unearned Income	22,456,540	427,500	22,029,040
Interest & Dividend Income	111,619	19,800	91,819
Total Income	32,224,246	2,896,900	29,327,346
Expenditures			
Personnel			
Salary CEO - Required	92,348	93,860	- 1,422
Staff Salary (total)	613,179	558,140	55,039
Payroll Taxes	57,108	53,000	4,108
Insurance - Workers' Comp	2,576	15,000	- 12,424
Insurance - Health	82,794	80,000	2,794
Payroll Services	16,895	18,000	- 1,105
Retirement	50,655	40,000	10,655
Total Personnel	915,645	858,000	57,645
General Program/ Administrative			
Food purchase	857,290	660,000	197,290
Transportation	105,770	101,400	4,370
Warehouse supplies, equipment, and maintenance	163,828	109,000	54,828
Value of donated food	22,033,595	0	22,033,595
Insurance Expense	30,255	32,000	- 1,745
Direct Mail, Publications, Printing	807,281	570,000	237,281
Postage & Delivery	36,301	34,500	1,801
Audit & Accounting	31,252	27,000	4,252
Office supplies & copying	46,569	51,500	- 4,931
Telephone – Land Lines	7,004	6,500	504
Utilities	59,688	49,000	10,688
Depreciation	163,048	160,000	3,048
Bank/Investment Fees	20,346	20,000	346
Conferences & Meetings	2,645	8,000	- 5,355

Mileage	1,283	5,000	- 3,717
Miscellaneous	312,527	205,000	107,527
Total General Program/ Administrative	24,678,682	2,038,900	22,639,782
Total Expenditures	25,594,327	2,896,900	22,697,427
Revenue Less Expense	6,629,919	0	6,629,919

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	79,300	15,860	31,720	31,720
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	708,653	450,471	132,233	125,949
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	38,529	23,029	7,129	8,371
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	21,663		21,663	
d Lobbying				
e Professional fundraising services. See Part IV, line 17	135,692			135,692
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	4,149			4,149
13 Office expenses	158,020	21,017	91,177	45,826
14 Information technology				
15 Royalties				
16 Occupancy	137,847	133,354	3,146	1,347
17 Travel	82,178	82,178		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	9,958	4,979	4,979	
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	143,513	132,121	7,975	3,417
23 Insurance	25,186	23,096	1,511	579
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 DONATED FOOD - COST	16,519,856	16,519,856		
b DONATED SERVICES	610,632	610,632		
c SHARED MAINTENANCE	495,561	495,561		
d OTHER PROGRAM EXPENSES	152,717	152,717		
e All other expenses	209,226	179,611	3,075	26,540
25 Total functional expenses. Add lines 1 through 24e	19,532,680	18,844,482	304,608	383,590
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)				

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

Second Harvest Food Bank of the Mahoning Valley

2. Grant #20191230

3. Grant Amount: \$15,000

4. Date Awarded (date on award letter): January 6, 2020

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): Youngstown, Ohio

7. Name and Title of person completing evaluation: Miriam Klein, Grants and Database Manager

8. Phone Number: 330-792-5522 x111

9. Email Address: mklein@shfbmv.org

KEY OUTCOMES AND RESULTS

10. **Total number of clients served through this grant funding: 33,442 children (duplicate numbers).**

A) Per original grant application, what is the estimate number served: **Estimated children to be served by the SL Gimbel grant: approximately 31,200 children (duplicate numbers).**

B) Actual number served: **33,442 children (duplicate numbers) were served by the SL Gimbel grant.**

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: To purchase and distribute 1,465 cases (approximately 16,115 pounds) of cereal through 160 agencies and programs throughout the tri-county area, serving 31,200 children (duplicate numbers). The Food Bank's overall goal is to always provide a good mix nutritious foods (meats, produce, dairy, fruits, etc.) to the people we serve, and this grant helped toward achieving that goal by allowing the Food Bank to purchase a high-demand nutritious food item, cereal, that is especially popular with children.

Activities: The Food Bank expended all of the SL Gimbel grant funds to purchase 1,465 cases of cereal and made available that cereal to 160 agencies and programs throughout the tri-county area.

Objective: In terms of specific quantifiable criteria:

A) Per original grant application (for the Food grants, state the purpose of the grant):

The grant funds will purchase 1,465 cases of cereal to be distributed through 160 agencies and programs throughout the tri-county area, serving 31,200 children (duplicate numbers).

B) Actual grant outcome, results, accomplishments:

The funds from the SL Gimbel grant purchased an actual of 1,465 cases of cereal, which served a total of 33,442 children (duplicate numbers) during the grant period.

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

Fortunately, the cereal was delivered before the food chain disruption caused by the Covid-19 pandemic.

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

The Food Bank was able to distribute all of the cereal purchased with grant funds to our 160 agencies and programs before the pandemic.

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

Cereals are a highly requested item because it is a food that children love, and the Food Bank was able to provide more cereal than what is usually available through donations. The Food Bank does not often have bulk cereal available for distribution, as it is an expensive food item that must be ordered from distributors.

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

Sourcing foods that are both nutritious and desired by children are always a challenge, and many families were grateful that this kind of food was made available to their children at school because cereal is a food that is expensive for families.

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
Honey Toasted O's	504 cases/ 10 17.63 oz bags per case; \$10.39 per case	\$5,236.56	\$5,231.52
Frosted Flakes	504 cases/ 10 17.63 oz bags per case; \$10.04 per case	\$5,060.91	\$5,055.12
Crisped Rice	457 cases/ 10 17.63oz bags per case; \$10.29 per case	\$4,702.53	\$5,181.12

The Food Bank was able to purchase the cereals as proposed by the budget (each case was one cent less per case than in the proposed budget). 504 cases of Crisped Rice were purchased instead of 457 cases. The Food Bank was able to fund raise monetary donations from individuals and local businesses to cover the \$467.76 overage of expenditure for the cereal.

SUCCESS STORIES

17. Please tell us ONE success story. (LaBrae is located in Trumbull County.)

Like so many in the Mahoning Valley struggling to make ends meet, Cortney Johns never envisioned that her family would one day be in need of food assistance. That all changed when Cortney was diagnosed with Stage III breast cancer.

Cortney, whose children, A.J. and Savannah, attend Bascom Elementary in LaBrae Local School District, candidly and tearfully shared her gratitude for help from the school's food pantry. Sometimes, Cortney's treatments left her unable to leave the house, and during those times, the pantry provided much-needed food staples for her family. "It has been amazing for times I can't make it to the store or I need something a little bit extra to get by," she said.

The pantry is open every day and serves students in Kindergarten through second grade. Tiffanie Bailey, a Title I tutor, greets the children each afternoon and helps them fill their backpacks with their favorite pantry items, such as cereal and juice boxes. When asked about the importance of the pantry for learning outcomes, Tiffanie said, "When students have a full belly, they can have a full mind."



Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248237276
Feb. 01, 2008 LTR 4168C E0
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SECOND HARVEST FOODBANK OF THE
MAHONING VALLEY
2805 SALT SPRINGS RD
YOUNGSTOWN OH 44509-1037052



17547

Employer Identification Number: 34-1380074
Person to Contact: Mr. Morton
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your request of Jan. 23, 2008, regarding your tax-exempt status.

Our records indicate that a determination letter was issued in July 1988, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

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

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

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

Sincerely yours,

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