



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

Internal Use Only:
Grant :

Organization / Agency Information

1) Organization/Agency Name: St. Louis Area Foodbank		
2) Physical Address: 70 Corporate Woods Drive Bridgeton, MO 63044		City/State/Zip
3) Mailing Address: 70 Corporate Woods Drive Bridgeton, MO 63044		City/State/Zip
4) CEO or Director: Meredith Knopp, President/CEO		Title:
5) Phone: (314) 292-5394	6) Fax: (314) 292-6266	7) Email: mknopp@stlfoodbank.org
8) Contact Person: Rachel Anders, Grant Writer		Title:
9) Phone: (314) 292-5764	10) Fax: (314) 292-6266	11) Email: randers@stlfoodbank.org
12) Web Site Address: STLFoodbank.org		13) Tax ID: 43-1253102

Program / Grant Information

Interest Area:

14) Program/Project Name: Food for Better Lives		15) Amount of Grant Requested: \$1,000,000	
16) Total Organization Budget: \$107,853,834	17) Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 96.8%	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 1.5%	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 3.21%
20) Purpose of Grant Request (one sentence): This grant will fund the purchase of nutritious food to be distributed through our network of partner agencies.			
21) Program Start Date (Month and Year): 9/1/21 - 8/31/22		22) Program End Date (Month and Year):	
23) Gimbel Grants Received: List Year(s) and Award Amount(s) 1/10/2020 - \$14,925.00 1/18/2019 - \$14,999.15			

Signatures

24) Board President / Chair: (Print name and Title) Amanda Gioia, Executive Vice Chair	DocuSigned by: Signature: Amanda Gioia	Date: 7/29/2021
--	---	---------------------------

57025D38CD99483...

25) Executive Director/President: (Print name and Title)
Meredith Knopp, President/CEO

DocuSigned Signature:
Meredith Knopp
8F183F02C28742B...

Date:
7/29/2021

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 St. Louis Area Foodbank was established in 1975 through the joint efforts of religious organizations, private and public social service agencies, food pantries, businesses, and other advocacy groups. Our mission is to build stronger communities by empowering people with food and hope. The purpose of the St. Louis Area Foodbank is to alleviate food insecurity, which the USDA defines as lacking access to enough food for an active, healthy life.

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

The St. Louis Area Foodbank has been providing programs and services to the community for 46 years.

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

Over the last three years, the St. Louis Area Foodbank has deepened our efforts to help people access the food they want and need. We're especially proud of these organizational accomplishments:

- The St. Louis Area Foodbank led a region-wide pandemic response effort, distributing over 50 million meals and onboarding 75 new community partners since March 2020.
- In 2019, our organization launched a School Market program, collaborating with educators to build food pantries inside school buildings across the region. Over the next year, our team plans to expand School Markets to a total of 25 sites.
- In 2021, the Foodbank opened *Food on the Move*, a traveling food pantry. The Foodbank outfitted a 28-foot trailer with shelving, refrigeration, and freezers to create a mobile food resource unit. *Food on the Move* travels to neighborhoods in food deserts--places where healthy food is hard to come by. People are invited to walk through the trailer and choose the items and quantities that work best for them.

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.

The St. Louis Area Foodbank serves 14 counties in eastern Missouri, and 12 counties in southwest Illinois, spanning rural, suburban, and metropolitan geographies. The nation's largest nonprofit food distribution network, Feeding America, estimates that there are 385,940 food insecure residents within our service territory according to their 2021 projections. Moreover, 77% of our clients have incomes below the federal poverty line and 49% have annual incomes of \$10,000 or less.

B) Project Description

Describe your food distribution program.

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

- Agency distribution: There are over 600 neighborhood food pantries, soup kitchens, and grassroots hunger relief organizations that source their food from the St. Louis Area Foodbank. Our shelves stock their shelves.
- School Markets: Often a teacher or a school nurse is the first to recognize that a child is experiencing food insecurity. The St. Louis Area Foodbank is collaborating with educators to build food pantries inside 25 school buildings across the region. School Markets provide children and their families with healthy food in a convenient and trusted location.
- Food on the Move: The St. Louis Area Foodbank outfitted a 28-foot trailer with shelving, refrigeration, and freezers to create a mobile food pantry. People are invited to walk through the trailer and choose the items and quantities that work best for them.
- Thanksgiving Together: Each November, the Foodbank makes deliveries of turkeys, potatoes, green beans, and other holiday staples to areas where people have limited access to healthy food. Community members drive through these pop-up markets and Foodbank staff and volunteers load their cars with all the groceries needed to make a special holiday meal.

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

Per Feeding America's best practices, our agency relations team ensures that each program has "an active food assistance program with a focus on serving the ill, needy, or infant population, with an emphasis on serving needy clients." Each partner within our network makes their own decisions about who qualifies for food assistance. Participation in specific USDA programs have additional qualifications, often requiring clients to self-attest their income level and residence before receiving assistance.

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

The Foodbank makes deliveries to partner organizations five days per week. While the amount of food distributed has increased by 39% since the beginning of the pandemic, the frequency of deliveries has remained the same.

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 St. Louis Area Foodbank will serve a total of 392,700 people during the grant period. A \$1,000,000 gift from the Gimbel Foundation will make 4,000,000 meals possible.

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

The St. Louis Area Foodbank works with researchers at the University of Missouri and Feeding America to conduct a "Hunger Study" every few years to determine the number and demographics of people served. According to the most recent data, the Foodbank serves approximately 392,700 people annually. Of those, 31% are children or youth, 55% are adults, and 14% are seniors. The Foodbank is currently transitioning to a new client tracking system that will allow us to collect real-time data from all of our partners by 2025.

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)

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: All people living in the bi-state region will have access to enough food for an active life.

OBJECTIVE: Distribute 4 million meals across 26 counties in Missouri and Illinois.

ACTIVITIES:

1. Support 600 neighborhood food pantries, soup kitchens, and grassroots hunger relief organizations in the St. Louis Area Foodbank network through donated and purchased food.
2. Provide bi-weekly deliveries of food to 25 School Markets.
3. Conduct 36 Food on the Move distributions.
4. Provide Thanksgiving meals to 2,000 families.

OUTCOME: We expect to provide 4 million meals to people experiencing food insecurity over a 12-month grant period.

EVALUATION: The St. Louis Area Foodbank uses an online inventory management system called Ceres to track all food donations and distributions. This software allows us to pull detailed reports about the number of meals we distribute and the types of foods we handle. The Foodbank will track the 4 million meals provided by the S.L. Gimbel Foundation using Ceres and generate appropriate reports.

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: September 1, 2021

The project end date is: August 31, 2022

Include timeframes for specific activities, as appropriate.

Food is purchased periodically, based on activity.

1. Agency distribution purchases are made approximately every 2 weeks.
2. School Market distribution purchases are made approximately every 2 weeks.
3. Food On the Move purchases are made monthly.
4. Thanksgiving Together purchases will be made in September.

E) Target Population

1. Who will this grant serve?

This grant will serve people in eastern Missouri and southwestern Illinois facing food insecurity.

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

The Foodbank will serve approximately 392,700 people during the grant period. Of those:

- 121,737 will be children and youth
- 215,985 will be adults
- 54,978 will be seniors

F) Community Partners

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

The St. Louis Area Foodbank anchors the community's network of hunger relief organizations. We support over 600 neighborhood food pantries, soup kitchens, and other meal programs by providing food, equipment, ServSafe food safety training, and other resources. This grant will allow us to supplement donated food with purchased items that are highly requested by the people we serve.

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

- **Feeding America:** The St. Louis Area Foodbank is a proud member of Feeding America, the nation's network of foodbanks. Feeding America provides funds, food, training, and other support to our mission.
- **Metro Transit – St. Louis:** Metro Transit is a key community partner for the Foodbank's Food on the Move program. The Food on the Move trailer is regularly stationed near bus stops or light rail stations so that program participants can take their groceries home on public transit.
- **St. Louis Public Schools and Cahokia School District:** The St. Louis Area Foodbank has launched School Markets serving the entirety of these two districts. The Foodbank provides shelving, refrigeration, and bi-weekly deliveries of food. The school district provides space for the School Market, staffing, and evaluation.

3. How are you utilizing volunteers?

The St. Louis Area Foodbank mobilizes more than 20,000 volunteers each year to sort and box items in our volunteer center. Volunteers are especially important when it comes to purchased food. Often times, it is most economical to purchase items in bulk by the pallet. Volunteers can go through these pallets and repackage the items into boxes or bags suitable for a single family.

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

90% of grant funds will be used to purchase items that are highly requested by the people we serve, but rarely donated. 10% of funds will be used for transportation costs.

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 St. Louis Area Foodbank is grateful to have strong community support. Our fundraising streams are diverse and include individual gifts, corporate sponsorships, foundation grants, matching gifts, and special events. Our development team is also currently working with local grocers to secure multi-year partnerships for our programs. Our goal is to develop strong relationships with vendors to ensure we are able to sustain our activities long-term.

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.

The St. Louis Area Foodbank Board of Directors has 20 members who meet quarterly. The key responsibilities of the board include supporting and reviewing the CEO, organizational planning, monitoring, and managing financial resources, serving on committees, recruiting new board members, communicating the mission of the Foodbank to the public, and maintaining integrity.

2. What committees exist within your board of directors?

The Board of Directors has 6 committees to support the Foodbank's work: Governance, Executive and Innovations, Finance and Audit, Philanthropy and Marketing, Operations, Programs. Each committee is made up of 6-10 members.

3. How does the board of directors make decisions?

The Board of Directors makes decisions with transparency, stewardship, and accountability to the community. At the end of each fiscal year, the Board reviews the Foodbank's performance against its annual goals. Every audited financial and IRS Form 990 is also reviewed and approved by the Board. The Board oversees the creation and publication of an annual report that fulfills the requirements of the Better Business Bureau Wise Giving Alliance standards.

B) Management

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

Tim Fetsch, Chief Operating Officer will be responsible for food purchasing. Fetsch has nineteen years of experience in warehousing and purchasing, including two years as the Vice President of Operations at E.J. Welch Company. Fetsch earned his MBA from Fontbonne University.

Nicole Hawkins, Vice President of Community Programs and Partnerships will be responsible for overseeing all distribution programs. Hawkins has over ten years of experience in project management and program development, including 7 years as the Disaster Functions Support Director at the American Red Cross. Hawkins earned a MA in Sociology from Southern Illinois University – Edwardsville.

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

\$179,368