



2021 S.L. Gimbel Foundation Fund Grant Application

Internal Use Only: Grant _____
--

Organization / Agency Information

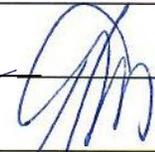
1) Organization/Agency Name: Vitamin Angels		
2) Physical Address: 6500 Hollister Ave., Suite #130, Goleta, CA 93117		City/State/Zip
3) Mailing Address: PO Box 4490, Santa Barbara, CA 93140		City/State/Zip
4) CEO or Director: Howard Schiffer, President and Founder		Title:
5) Phone: 805-564-8400	6) Fax: 805-564-8499	7) Email: bharrington@vitaminangels.org
8) Contact Person: Daniel Zorub, Manager of GIK Donations and Philanthropic Partnerships		Title:
9) Phone: 562-900-5590	10) Fax: N/A	11) Email: dzorub@vitaminangels.org
12) Web Site Address: https://www.vitaminangels.org/		13) Tax ID: 77-0485881

Program / Grant Information

Interest Area: Animal Protection Education Environment Health Human Dignity

14) Program/Project Name: Nutrition Support for Pregnant Women in Underserved Communities			15) Amount of Grant Requested: \$100,000.00
16) Total Organization Budget: \$22.0m	17) Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 94.6%	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 1.0%	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 4.4%
20) Purpose of Grant Request (one sentence): To provide approximately 70,000 nutritionally vulnerable mothers and children in underserved communities with prenatal multiple micronutrient supplements (MMS) globally and in the United States.			
21) Program Start Date (Month and Year): October 2021 (Q4 2021)		22) Program End Date (Month and Year): October 1, 2022 (Q4 2022)	
23) Gimbel Grants Received: List Year(s) and Award Amount(s) <ul style="list-style-type: none"> ● 2019 grant for \$75,000.00; ● 2018 grant for \$50,000.00; ● 2016 grant for \$50,000.00 ● 2014 grant for \$50,000.00; ● 2012 grant for \$50,000.00 			

Signatures

24) Board President / Chair: (Print name and Title) Michelle P. Goolsby, Board Chair	Signature: 	Date: 3/12/2021
25) Executive Director/President: (Print name and Title) HOWARD B. SCHIFFER PRESIDENT & CEO		Date: 3.12.21

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, Times New Roman**. Use the format below (I to IV). **Please do not delete any of the questions/instructions/examples**. Type your complete answers to the question directly below the question. Please be thorough, clear, specific, and concise.

I. Organization Background

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

With experience as a midwife, nutritional counselor, and successful business owner in the dietary supplement industry, Howard Schiffer founded Vitamin Angels (VA) in 1994 with a vision to improve the lives of undernourished children globally.

Vitamin Angels (VA) is a 501(c)(3), US-based global public health nutrition organization that aims to promote health and economic equity across the lifespan by ensuring nutritionally vulnerable, underserved populations have access to evidence-based nutrition interventions. Specifically, Vitamin Angels delivers interventions that target the first 1000 days of life (conception to 24 months of age) and children up to 5 years of age. Vitamin Angels' model is premised on the reality that at least half of the world's population still lacks access to essential health services (i.e. are underserved). Lack of access remains greatest in low resource settings globally and disproportionately affects communities and/or populations experiencing marginalization. VA helps underserved pregnant women and children under five gain access to evidence-based nutrition interventions.

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

Founded in 1994, Vitamin Angels has been serving nutritionally vulnerable communities in the United States and around the world for 27 years.

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

- In 2019, VA supported the delivery of evidence-based nutrition interventions – specifically vitamin A, deworming and multiple micronutrient supplements – to 70M nutritionally vulnerable women and children in 70 countries around the world (including the US and Canada) through a network of over 2500 program partners.
- Receipt of 9th consecutive Charity Navigator 4-Star Rating; and receipt of 3rd consecutive GuideStar Platinum Rating
- GiveWell Grant for Global Health and Development in Southeast Asia and Bangladesh: In 2019, VA was a recipient of the 2019 GiveWell Grants for Global Health and Development in Southeast Asia and Bangladesh. The grant opportunity specifically supported organizations conducting programs that improve the lives of people in one or more of the following countries: Bangladesh, Cambodia, East Timor, Indonesia, Laos, Myanmar, the Philippines, and Vietnam. VA's application solicited support for programs in Indonesia, the Philippines, and Vietnam. GiveWell granted only three awards, one of which went to VA in the amount of \$25,000.ⁱ
- USAID Ocean Freight Reimbursement Grant: In 2019, VA received a grant from the United States Agency for International Development (USAID) Ocean Freight Reimbursement Program to help cover some shipping and logistics costs associated with the delivery of evidence-based nutrition interventions. The Private Voluntary Organization (PVO) support program provides small competitive grants to approximately 50 U.S. PVOs each year. Funds are used to reimburse the PVOs' costs to transport donated commodities to low- and middle- income countries.

D) What are your key programs and activities?

VA helps pregnant women and children under age five at-risk for undernutrition gain access to essential nutritional support through (1) advocacy and advisory services to support an enabling

environment which builds and sustains momentum for the initial uptake and ongoing use of evidence-based nutrition interventions; (2) technical assistance to ensure effective delivery of evidence-based nutrition interventions through implementation research, learning solutions, and monitoring and evaluation, and (3) increasing the availability of evidence based nutrition interventions to women and children. In the United States, specifically, VA focuses on providing MMS to underserved pregnant women, as well as educational materials focusing on good nutrition and healthy behaviors during pregnancy. This proposal will focus on the provision of evidence-based nutrition interventions.

E) Describe the communities you serve. Include populations, geographic locations served, and relevant statistics.

VA's program partners have an intimate understanding of the communities they serve and target underserved populations. Underserved is defined as populations or communities experiencing marginalization and/or barriers to access of essential nutrition interventions. Often these communities are not reached or underserved by existing healthcare services, thereby representing a critical coverage gap among nutritionally vulnerable populations (i.e. pregnant women and young children).

In 2020, VA supported the delivery of these evidence-based nutrition interventions to 60M nutritionally vulnerable women and children (those experiencing rapid growth and development) in underserved communities in 65 countries around the world (including the US and Canada) through a network of over 2,147 Program Partners.

II. Project Information:

A) Statement of Need

1. Specify the community need(s) you want to address and are seeking funds for.

More than two billion people suffer from undernutrition, with the majority of individuals residing in Africa, Asia, and Latin America.ⁱⁱ Undernutrition is the number one cause of preventable child death. The WHO and UNICEF recognize that malnutrition, specifically undernutrition, is estimated to be the underlying cause of nearly half of the deaths among children under 5 years of age – making it the most prevalent factor. In addition to children under five, pregnant women are the most vulnerable to undernutrition caused by a lack of micronutrients.ⁱⁱⁱ

Undernutrition occurs when a person lacks sufficient intake of energy and nutrients to meet an individual's needs to maintain good health. To promote health and economic equity across the lifespan, Vitamin Angels aims to break the cycle of undernutrition by focusing on nutritionally vulnerable populations during the first 1,000 days between a woman's pregnancy and her child's 2nd birthday and up to the time a child turns five years old.^{iv v vi}

Disproportionate access to health and nutrition services results in health inequities that lead to long-term adverse health outcomes, such as illness, stunting, wasting, preterm births, and death. Various barriers exist that prevent individuals from accessing critical nutrition services. Key barriers include (1) limited availability (e.g. limited supply of product or service providers); (2) accessibility (e.g. services are too far away); (3) affordability (e.g. inability to pay costs); (4) acceptability (e.g. low trust of healthcare providers due to poor quality of care, discrimination, mistreatment, cultural insensitivity, etc.); and (5) awareness (e.g. does not know about interventions or services.)

In the United States, VA's program specifically targets pregnant women in underserved communities who experience barriers to accessing multiple micronutrient supplementation (MMS), which can include women who are uninsured, underinsured, and/or experiencing financial hardship or marginalization. These are individuals not reached or underserved by existing healthcare services, thereby representing a critical coverage gap.

B) Project Description

1. Describe your project. How does your project meet the community need?

Pregnant women have an increased need for vitamins and minerals throughout pregnancy. Poor nutrition during pregnancy can cause maternal anemia and poor birth outcomes, and can endanger the lives of both the mother and child. Ensuring good nutrition during pregnancy helps mitigate these risks and improves pregnancy outcomes.^{vii}

Due to the rapid growth and development that occurs in both the women and unborn child during pregnancy, women are advised to take a daily multiple micronutrient supplement (MMS) during pregnancy to meet the increased nutrient requirements, and prevent poor maternal and child outcomes. The use of prenatal MMS results in significant reductions of anemia, and the number of infants born small-for-gestational age, low birth weight, or other birth defects.^{viii}

With support from the Inland Empire Community Foundation and the S.L. Gimbel Foundation Fund, this project will focus on the provision of MMS for approximately 70,000 mothers and children at-risk for micronutrient deficiencies in underserved communities reached by our programs around the world and in the United States. In 2021, VA will plan to reach 7 million mothers and their children in the US and globally with MMS.

2. What is unique and innovative about this project?

Vitamin Angels has partnerships with national and state government health systems, and non-governmental organization (NGO) health systems in 65 countries. Our network includes more than 2,000 program partners that regularly reach over 60 million pregnant women and children annually. Vitamin Angels is the largest NGO currently engaged in all facets of work to accelerate the use of MMS for pregnant women, including: (1) raising awareness to MMS, (2) advocating for and building consensus around MMS introduction, (3) supporting governments seeking to explore MMS use and develop a policy and program, (4) supporting the introduction and deployment of MMS to pregnant women within antenatal care services informed by implementation research throughout low and middle-income countries, and (5) supporting efforts to scale MMS use globally through government and NGO partners.

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 tracking system, generate reports on the number of clients served and housed. Track our role in housing 145 homeless youth. Account for additional successes or lower numbers of youth in the program.

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

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

Use the following format for your objective, respective activities and expected outcome:

STATE THE GOAL, OBJECTIVE, AND OUTCOME

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.

GOAL: Improve pregnancy and birth outcomes for 70,000 underserved women and their children across VA program countries, including the United States.

OBJECTIVE: VA will provide s MMS to approximately 70,000 eligible pregnant women and children, through its program partner platform.

ACTIVITIES: To reach 70,000 eligible women, the following standard project activities will be conducted:

- Vet qualified program partner organizations according to standard criteria
- Provide Program Partners with technical assistance to ensure effective delivery to women
- Provide MMS to approximately 10 Program Partners for distribution of MMS to approximately 70,000 target beneficiaries; and
- Provide Program Partner with educational materials to promote healthy behaviors/good nutrition.

EVALUATION: VA's M&E strategy is designed to measure the progress and extent to which VA is meeting its mission., VA implements three main methods of data collection toward validation of outputs and outcomes: (1) vetting and reporting; (2) on-site monitoring; and (3) coverage surveys.

Relevant to this specific project and VA's programs, are (1) VA's reporting activities. VA aims to collect annual distribution reports from 100% of program partners including, 6-month check-ins and an annual report, which includes inventory reconciliation reporting. Data will be stored in VA's Salesforce database.

VA's reporting activities will help VA ensure it achieves the following project goals:

- Provide approximately 70,000 pregnant women with MMS in underserved communities around the world and in the United States.
- Partner with approximately 10 organizations reach underserved pregnant women
 - VA will maintain ongoing partnerships and cultivate new partnerships with at least 10 Program Partner organizations in the United States and around the world in order to connect more pregnant women in underserved communities with prenatal MMS.
 - This is based on VA's average partnership size of approximately 6,700 pregnant women served per Program Partner organization.
- Provide Educational Materials to Program Partners (as needed)
 - In order to support program partners' distribution of MMS to pregnant women, VA provides partners with educational materials in the form of instructional sheets for service providers, and posters for partner organizations. VA tracks the number of educational materials distributed to support MMS uptake and adherence.

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 program start date is: **October 2021 (Q4 2021)**

The program end date is: **October 2022 (Q4 2022)**

Include timeframes for specific activities, as appropriate.

Please note, that VA's programs operate on an ongoing basis. Upon receiving funding from the Inland Empire Community Foundation and the S.L. Gimbel Foundation Fund, VA can implement this support directly into ongoing program efforts conducted throughout the calendar year. Based on previous grant receipt dates from the S.L. Gimbel Foundation Fund, VA is aiming to use funds to support distribution of MMS to target beneficiaries in October 2021 (Q4 2021) through October 2022 (Q4 2022).

E) Target Population

1. Who will this grant serve?

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

With \$100,000 in support annually, VA can provide MMS for approximately 70,000 pregnant women. Considering the provision of MMS to pregnant women also supports newborn and infant health outcomes, the population served counting mothers and their children totals approximately 140,000 beneficiaries.

Please note, this is based on the blended cost analysis for 2020 detailed in the project budget. This is calculated per the availability of gift-in-kind product supply, and VA's global average cost per beneficiary of approximately \$1.44 in direct programs costs to provide a pregnant woman with the recommended 180 doses of MMS. This cost analysis is conducted annually and is subject to change due to variable cost factors.

F) Projects in the Community

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

2. Who are your community partners (if any)?

3. Who else in the community is providing this service or has a similar project?

4. How are you utilizing volunteers?

GLOBALLY: The World Health Organization (WHO 2020) recommends the introduction of multiple micronutrient supplements (MMS) in the context of antenatal care services informed by rigorous research. In the context of national health services activities, this means engaging in implementation research to ensure that initial introduction of MMS is designed and implemented in an effective manner that informs future scaling. While scaling efforts are undertaken globally, MMS has demonstrated to be efficacious, safe, cost-effective and affordable preventive intervention within antenatal care services.

To support the provision of MMS, VA partners with local NGOs as well as government entities to fill gaps in MMS coverage and provide access to underserved populations. Through VA's program partner network, we have unique access to help fill the gaps left in services. This approach not only serves individual beneficiaries, but also provides capacity building support for Program Partners that are already integrated in underserved communities. Program Partners are provided with product, training and technical assistance to ensure best practices for intervention service delivery including (1) onsite trainings + eLearning platform, (2) educational materials, (3) technical guidelines, (4) materials custom for language groups and cultures, (5) technical advisory services to assist partners with planning and problem solving, and (6) M&E activities to validate granted product is reaching targeted beneficiaries. Although VA does not use volunteers, our Program Partners often use volunteers in their activities.

UNITED STATES: Through the Medicaid program, low-income pregnant women in the United States can gain access to nutritional supplements or MMS. However, many pregnant women in underserved communities experience barriers to MMS access due to issues of being uninsured, underinsured, and/or experiencing financial hardship or marginalization. These are individuals not reached or underserved by existing healthcare services, thereby representing a critical coverage gap.

Gaps in access often exist during the critical developmental period early in pregnancy when many women are still in the process of applying for Medicaid. Additionally, many women fall outside the Medicaid income requirements but still experience financial or other barriers inhibiting access. VA's MMS programming in the United States differentiates from other nutrition programs by seeking to fill gaps in coverage, and Program Partners only target distribution to those experiencing barriers to access to ensure there is no duplication of services.

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

In order to manage gaps in essential nutrition support programming globally, VA determines overall program need by considering coverage gaps in services, beneficiary need, existing infrastructure, and capacity on an ongoing basis prior to successful program implementation. The grant funds requested will be used to provide approximately 70,000 nutritionally vulnerable pregnant women with MMS through our programs operating in the United States and around the world.

III. Project Future

A) Sustainability

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

Vitamin Angels has a fundraising model fairly unique compared to other nonprofits by providing corporate partners (typically in the dietary supplement, natural products, and specialty retail / grocery industries) with business solutions in the areas of CSR, cause-marketing, and employee engagement. VA executes on a well-developed strategy for maintaining and increasing donations by identifying and developing close relationships with ingredient suppliers, manufacturers, vendors, brands, and retailers. Some of these partnerships having a legacy dating back nearly 20 years.

Per VA's expertise in providing corporate partners with business solutions, these relationships are based on working with the most senior members of company leadership to engage both the employees and customers on the importance of the donation. This model integrates the VA mission not only into a partner's company culture, but also into their operations, sales, and marketing platforms. VA has over 200 partnerships with companies that make regular donations. A complete list of our corporate partners and major donors can be found on our website: <https://bit.ly/1M3nvfR>.

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

A) Governance

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

2. What committees exist within your board of directors?

3. How does the board of directors make decisions?

The Board of Directors is VA's governing board. They provide fiscal guidance, strategic direction, approve strategic and operational plans, and provide oversight to the executive leadership. Board meetings are held quarterly. The standing committees are: Audit, Compensation, Development, Governance, Investments, and Programs. The Board of Directors makes decisions by receiving relevant information from the executive team, management, and all staff for a discussion of pertinent topics prior to taking a majority vote. Financials are reviewed by the Board of Directors in detail and compared to budget quarterly. In addition to VA's independent Board, VA maintains adequate segregation of duties over cash and financial reporting. VA's CFO has a current CPA license, remains current on continuous education requirements, and meets CPE requirements. VA also obtains an independent audit annually.

B) Management

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

2. What is the CEO/Executive Director's salary?

The Programs Division bears responsibility for program oversight. This includes product procurement according to WHO, UNICEF and Good Manufacturing Practices (GMP) specifications, the management of shipping and logistics, distribution partner relations, and monitoring distribution success. Program units include Program Management, Learning Solutions, Monitoring & Evaluation, Supply Chain Management, and teams of in-country consultant in 11 countries. VA engages consultants who are qualified local experts with senior level public health degrees and experience. These consultants serve as programs officers in countries and regions considered high priority based on the level of nutrient deficiencies, need for commodity, and number of potential Field Partners.

All programs operations are overseen by Director of Programs, Dr. Kristen M. Hurley, PhD, MPH. Dr. Hurley is also a faculty member at The Johns Hopkins Bloomberg School of Public Health within the Department of International Health, Program for Human Nutrition. She dedicates over 50% of her effort to working with VA's staff and consultants to ensure high quality operations. In addition, Dr. Clayton Ajello, DrPH, MPH, is VA's Senior Technical Advisor who served 12+ years as Vice President for International Programs (public health, clinical, primary care training) at The Johns Hopkins University. He specializes in advising non-profit organizations seeking to bring about sustainable, high impact public health initiatives in low resources settings.

Vitamin Angels' President and Founder, Howard Schiffer's salary compensation as per our most current 990 tax form is: \$296,801.

2021 S.L. Gimbel Foundation APPLICATION

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

A) **Budget Table:** Provide a detailed line-item budget for your **entire** program by completing the table below. Note that if funded, this is the budget that you will have to refer to in the Evaluation (Final) Report.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. Specify the unit cost, number of units, and total cost**
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
 - a. Identify the position; for each position request, **specify the hourly rate and the number of hours** (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.
- 4) The Gimbel Foundation **does not fund indirect costs.**

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project
MMS for Pregnant Women	Provision of MMS for Pregnant Women $\$1.44 \text{ per beneficiary} \times 70,0000 \text{ women} = \$100,800.00$ $\$1.44$ covers the following costs: Logistics (shipping /warehousing /importing), Technical Assistance, Program Staff and In-country Team, Other Program Costs Please see detail by line item below in the Budget Narrative in part B	N/A	$\$2.00 \text{ product cost per beneficiary}$ $\$2.00 \text{ per beneficiary} \times 70,000 \text{ women} = \$140,000$	$\$1.44 \text{ per beneficiary}$ $\$1.44 \text{ per beneficiary} \times 70,0000 \text{ women} = \$100,800.00$	\$240,000
TOTALS:			\$140,000	\$100,000	\$240,000

B) Narrative: The budget narrative is the justification of “how” and/or “why” a line item helps to meet the program deliverables. Provide a description for each line item. Each line item must have a narrative. Explain how the line item relates to the program. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Program Budget and Budget Narrative

This project budget is calculated based on the availability of gift-in-kind (GIK) product supply, and VA's global average cost per beneficiary of approximately \$1.44 in direct programs costs to provide a pregnant woman with the recommended 180 doses of prenatal multiple micronutrient supplementation (MMS). Please note, that this blended cost analysis is conducted on an annual basis and is subject to change due to variable cost factors annually.

**Blended Cost Analysis / Cost Per Pregnant Woman
(Derived from 2020 Budgeted Financial Statements)**

Product Cost	\$	2.00
Logistics	\$	0.53
Learning Solutions / Technical Assistance	\$	0.16
Program Staff in the US	\$	0.44
In-Country Consultants	\$	0.28
Other Programs Costs	\$	0.03
Total Direct Programs Costs	\$	3.44
Total Cost Per Beneficiary w/ Available GIK Supply:	\$	1.44

2021 S.L. Gimbel Foundation APPLICATION

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

VA has over 200 partnerships with companies that make regular donations. A complete list of our corporate partners and major donors can be found on our website: <https://bit.ly/1M3nvfR>. For more detail, please see Section III Project Future, A) Sustainability.

Please find a complete list of VA funders in our 990 tax forms which can be found at:
https://www.vitaminangels.org/assets/content/uploads/VA_2019_PUBLIC_DISCLOSURE_COPY.PDF

Below details specific funding that is pending or secured / awarded from grant-making organizations:

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
USAID Ocean Freight Reimbursement Program	\$25,000
Sprouts Foundation	\$25,000
The Spencer Harris Family Fund	\$10,000
Butterfly Equity Foundation	\$5,000
Ver-A-Fast By The Hand Foundation	\$2,000
Andy & Trish O'Donnell Charitable Fund	\$2,000
Hill 260 Fund	\$2,000
Total Secured YTD:	\$71,000

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Alfred E. Mann Family Foundation	\$25,000	Q3 2021
Coby Cares Foundation	\$5,000	December 2021
Carl E. Kessler Family Foundation	\$2,000	December 2021
Focus for Health Foundation	\$5,000	August 2021
Karuna Foundation	\$4,000	November 2021
Karsh Family Foundation	\$5,000	Q3 2021
Spungen Family Foundation	\$10,000	July 2021
Volentine Family Foundation	\$10,000	December 2021
Whizin Philanthropic Fund	\$10,000	December 2021
Total Pending FY 2021:	\$76,000	
S.L. Gimbel Foundation / Inland Empire Community Foundation	\$100,000	TBD
Total Pending w/ Receipt of Gimbel Grant:	\$176,000	

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

Funding Source	Amount Per 2020 Preliminary Data	% of Total Revenue
Contributions	564,000	3%
Fundraising/Special Events	0	0%
Corp/Foundation Grants	21,023,000	97%
Government Grants	41,000	0%

Notes: Due COVID-19, several events were cancelled in 2020. In 2019, event revenues were approximately \$800,000.

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: Vitamin Angels Alliance Inc.

Most Current Fiscal Year (Dates): From: January 1, 2021 To: December 31, 2021

Please note, detail below per data from FY2019. FY2020 taxes and audit have not yet been completed.

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

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
\$110,847,061	\$104,837,770	\$1,177,676	\$4,831,615

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%	94.6%	1.0%	4.4%

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 Current Total Budget used for Administration: 1.0%	Column C, Management & general expenses per 990 above: 1.0%	Differential: 0.0%
--	--	------------------------------

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

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
\$4,373,000	\$4,464,000	\$1,521,000	5.8

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
(5,537,362) Deficit	24,509,965 Surplus

Notes

S.L. Gimbel Foundation APPLICATION

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. Pages 1-13	✓ #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). Pages 15-16	✓ #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. Page 17		
✓ #4	For past grantees, a copy of your most recent final report. Use the attached form. Page 19-27		
✓ #5	A copy of your current 501(c)(3) letter from the IRS Page 28		

Budget Comparison

	Prior Year To Date	Year To Date	Variance
	12/31/2020	12/31/2021	
	YTD Actuals	YTD Budget	
Revenue			
Revenue	21,752,201	22,095,050	(342,849)
			0
OPERATING Expenses			
COMPENSATION	5,291,196	6,939,341	(1,648,145)
PROGRAMS Operating Expense			
Professional Consultants	305,724	343,796	(38,072)
In-Country Program Advisors	1,230,401	1,649,800	(419,399)
Product Shipped	3,286,887	3,264,101	22,786
Other Product Costs	558,514	738,400	(179,886)
Feeding Program Cost of Product	15,460	205,000	(189,540)
Shipping	885,907	578,600	307,307
Shipping - Local	3,754	492,740	(488,986)
Warehousing	241,939	290,903	(48,964)
Importing	799,323	849,155	(49,832)
Logistics Administration Fees	50,171	56,777	(6,606)
Travel - M&E	23,250	48,389	(25,139)
Travel - LS	110,640	181,604	(70,964)
Travel - Implementation Research	19,791	64,400	(44,609)
Travel - In-Country Program Advisors	27,837	62,550	(34,713)
Travel - Other Programs	24,432	79,450	(55,018)
Monitoring & Evaluation	17,255	179,200	(161,945)
Learning Solutions	51,496	461,979	(410,483)
Implementation Research	89,124	897,247	(808,123)
Other Program Services	80,801	66,828	13,973
PROGRAMS Operating Expense	7,822,706	10,510,919	(2,688,213)
DEVELOPMENT Operating Expense			
Professional Consultants	281,346	488,400	(207,054)
Travel - Development	54,263	151,288	(97,025)
Travel - Donor Trips	(17,944)	65,000	(82,944)
Trade Shows	2,019	2,000	19
Donor Recognition	319,432	598,000	(278,568)
Other Development Expense	37,359	17,000	20,359
DEVELOPMENT Operating Expense	676,475	1,321,688	(645,213)
MARKETING Operating Expense			
Professional Consultants	622,967	785,224	(162,257)
Travel - Marketing	14,877	106,500	(91,623)
Other Marketing Expense	40,297	42,482	(2,185)
Advertising & Social Media	152,201	314,000	(161,799)
Events	174,416	290,000	(115,584)
Website	43,878	151,500	(107,622)
Marketing - Programs	1,670	12,000	(10,330)
MARKETING Operating Expense	1,050,306	1,701,706	(651,400)
CORPORATE SERVICES Operating Expense			
Professional Consultants	142,343	105,000	37,343
Travel - Corporate Services	167	17,000	(16,833)
Accounting	23,126	34,000	(10,874)

Legal	37,320	70,000	(32,680)
Insurance	117,551	133,000	(15,449)
Software & IT	451,346	500,000	(48,654)
Bank Fees	24,954	19,800	5,154
Merchant Account Fees	10,674	19,500	(8,826)
Registration Fees/Licenses/Organization Taxes	15,086	33,300	(18,214)
Dues, Subscrip, Publications	6,972	3,000	3,972
BOD Meetings	0	18,000	(18,000)
Staff Development	15,608	27,000	(11,392)
Gifts	17,112	7,700	9,412
GA Meetings and Meals	100	2,750	(2,650)
Office Supply	18,168	36,000	(17,832)
Maintenance & Repair	6,591	12,000	(5,409)
Postage & Mailing	599	1,200	(601)
Rent	340,788	348,000	(7,212)
Utilities	44,821	48,000	(3,179)
Telephone	68,119	54,000	14,119
Other Misc. Corp Services	18,191	24,000	(5,809)
CORPORATE SERVICES Operating Expense	1,359,636	1,513,250	(153,614)
OPERATING Expenses	16,200,319	21,986,904	(5,786,585)
Operating Income	6,251,882	108,146	6,143,736

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 ...	2,009,253.	2,009,253.		
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	96,700,878.	96,700,878.		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	738,073.	364,414.	148,965.	224,694.
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	3,490,667.	1,031,444.	567,417.	1,891,806.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	137,400.	45,181.	23,449.	68,770.
9 Other employee benefits	254,744.	83,767.	43,475.	127,502.
10 Payroll taxes	320,125.	105,266.	54,633.	160,226.
11 Fees for services (nonemployees):				
a Management				
b Legal	9,897.	7,768.	834.	1,295.
c Accounting	41,578.		41,578.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	35,217.		35,217.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	2,350,549.	1,548,360.	24,379.	777,810.
12 Advertising and promotion	933,731.			933,731.
13 Office expenses	1,739,477.	1,587,295.	60,873.	91,309.
14 Information technology	430,908.	301,636.	86,182.	43,090.
15 Royalties				
16 Occupancy	232,379.	116,190.	46,476.	69,713.
17 Travel	1,009,274.	603,092.	12,324.	393,858.
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	37,235.	18,618.	7,447.	11,170.
23 Insurance	122,136.	61,068.	24,427.	36,641.
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 PROGRAM DIRECT EXPENSES	253,540.	253,540.		
b _____				
c _____				
d _____				
e All other expenses _____				
25 Total functional expenses. Add lines 1 through 24e	110,847,061.	104,837,770.	1,177,676.	4,831,615.
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 if following SOP 98-2 (ASC 958-720)

-
- ⁱ “Report on the 2019 GiveWell Grants for Global Health and Development in Southeast Asia and Bangladesh”, <https://www.givewell.org/print/research/grants-southeast-asia-bangladesh-2019/report>
- ⁱⁱ Preventing and controlling micronutrient deficiencies in populations affected by an emergency. WHO, WFP, UNICEF, March 2006. http://www.unicef.org/nutrition/files/Joint_Statement_Micronutrients_March_2006.pdf
- ⁱⁱⁱ Peters DH, Garg A, Bloom G, Walker DG, Brieger WR, Rahman MH. Poverty and Access to Health Care in Developing Countries. *Ann. N.Y. Acad. Sci.* 1136:161–171 (2008)
- ^{iv} World Bank and WHO: Half the world lacks access to essential health services, 100 million still pushed into extreme poverty because of health expenses. 2017. Retrieved from: <https://tinyurl.com/ufk6um4f>
- ^v Coverage at a Crossroads: New directions for vitamin A supplementation programs. UNICEF. May 2018. 2020 Global Nutrition Report. Retrieved from: <https://globalnutritionreport.org/reports/2020-global-nutrition-report/>
- ^{vi} “More than 2 billion people in the world today are estimated to be deficient in key vitamins and minerals, particularly vitamin A, iodine, iron and zinc.” Preventing and controlling micronutrient deficiencies in populations affected by an emergency. Joint statement by the World Health Organization, the World Food Programme and the United Nations Children’s Fund. 2006. AND “Hidden hunger, also known as micronutrient deficiencies, afflicts more than 2 billion individuals, or one in three people, globally.” FAO. 2013. *The State of Food and Agriculture*. Rome. <http://bit.ly/KAn84>
- ^{vii} Multivitamin use and adverse birth outcomes in high-income countries: a systematic review and meta-analysis; Hanne T. Wolf, Hanne K. Hegaard, Lene D. Huusom, Anja B. Pinborg; *American Journal of Obstetrics & Gynecology*, October 2017.
- viii “ “

**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: [Vitamin Angels Alliance Inc.](#)
2. Grant #: [20190816](#)
3. Grant Amount: [\\$75,000.00](#)
4. Date Awarded (date on award letter): [September 19, 2019](#)
5. Grant Period (Indicate start date and end date per Grant Agreement): [October 1, 2019 – September 30, 2020](#)
6. Location of your Organization (City, State): [Goleta, California \(new office location\)](#)
7. Name and Title of person completing evaluation: [Daniel Zorub, Manager of GIK Donations & Philanthropic Partnerships](#)
8. Phone Number: [562-900-5590](#)
9. Email Address: dzorub@vitaminangels.org

KEY OUTCOMES AND RESULTS

10. Total number of clients served through this grant funding:
 - A) Per original grant application, what is the estimate number served: [Approx. 278,000 beneficiaries](#)
 - B) Actual number served: [278,000 served by Gimbel Grant, 32.5 million total served by program in administrative priority countries: India, Nigeria, the Democratic Republic of Congo \(DRC\), Uganda, Indonesia, Philippines, Haiti, and Mexico; from October 2019 – September 2020.](#)
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: Reduce risks of morbidity and mortality for approximately 278,000 children due to vitamin A deficiency and undernutrition, by providing evidence based nutrition interventions -- vitamin A supplementation \(VAS\) and deworming treatment - to beneficiaries ages 6-59 months in "hard-to-reach" underserved communities not being reached by existing healthcare systems.](#)

Activities:

- Provided life-saving vitamin A supplementation and deworming treatment for approximately 278,000 vulnerable children at-risk for vitamin A deficiency and undernutrition in VA's Administrative Priority Countries.
- Used \$75k in grant funds to support ongoing program activities and expand reach of hard-to-reach at-risk eligible beneficiary populations in order to ultimately continue increasing coverage of at-risk, eligible hard-to-reach beneficiaries in VA Administrative Priority Countries throughout the duration of the grant period.
- Project activities adhered to the following standard processes:
 - Rigorous vetting and qualification of Field Partner organizations
 - Administration of training and technical assistance for Field Partners
 - Provision of product to Field Partners for the implementation of vitamin A supplementation and deworming treatment to eligible beneficiaries
 - Appropriate Monitoring & Evaluation activities.

Objective: In terms of specific quantifiable criteria:

- A) Per original grant application: Increase life-saving/changing vitamin A supplementation and deworming treatment coverage by approximately 278,000 at-risk, eligible, hard-to-reach children ages 6-59 months in VA Administrative Priority Countries.
- B) Actual grant outcome, results, accomplishments: Table detailing VAS+D coverage in priority countries- India, Nigeria, Democratic Republic of Congo, Uganda, Indonesia, Philippines, Haiti, and Mexico -from October 2019 – September 2020

Country	Vitamin A Beneficiary Reach	Deworming Only Reach	TOTAL VAS+D Reach
Democratic Republic of Congo	12,769,250	1,411,750	14,181,000
Haiti	931,750	57,500	989,250
India	3,412,000	153,000	3,565,000
Indonesia	909,550	86,600	996,150
Mexico	213,250	-	213,250
Nigeria	4,590,500	3,277,500	7,868,000
Philippines	926,225	37,775	964,000
Uganda	2,006,750	1,711,500	3,718,250
Grand Total	25,759,275	6,735,625	32,494,900

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

In the context of the COVID-19 pandemic, Vitamin Angels has observed many of the communities our programs serve face increased risks to their nutritional status due to food insecurity as well as disruptions to healthcare systems.ⁱ Experts project that the pandemic will lead to additional maternal and under-5 child deaths resulting from the potential disruption of health systems and decreased access to food.ⁱⁱ

Disruptions in food systems caused by COVID-19 make it difficult for pregnant women and preschool-aged children to maintain proper nutrition. All children ages 6 to 59 months and pregnant women (including those with suspected or confirmed cases of COVID-19) are recommended to continue to receive supplementation services. However, because of the risk of COVID-19 transmission, distribution strategies and administration protocols were adjusted to allow for infection prevention and control (IPC) measures.ⁱⁱⁱ

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

Vitamin Angels undertook strategic shifts to ensure continuity of program services, especially through the provision of technical assistance and educational solutions to support our Program Partners. This is evidenced by the development and distribution of “Safe Delivery of Nutrition Interventions in the Context of COVID-19” education materials across our Program Partner network. This resource detailed guidelines for safe service delivery of Vitamin Angels’ evidence-based nutrition interventions, as well as appropriate recommendations for hand washing/sanitization best practices and screening service providers, pregnant women, caregivers, and children.^{iv}

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

Consistent funding from our philanthropic partners helps ensure continuity of program services with grant funding that directly supports our program activities. While Vitamin Angels has a vast and engaged network of corporate partners, their support is typically dependent on their market-based activities and sales. Support from our philanthropy partners helps enable a funding environment that is diversified and contributes to our organization’s financial health, especially in circumstances of crisis and exacerbated need.

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

Building on the answer to the previous question, support from our philanthropy partners, like the Inland Empire Community Foundation and the S.L. Gimbel Foundation Fund ensures Vitamin Angels can ensure continuity of program services and have the capacity to meet expanded need in times of crisis, as we’ve seen with the COVID-19 pandemic. While so many families are experiencing increased risks to their nutritional status, the \$75,000 in grant funds from the Gimbel Grant helped provide 278,000 children with lifesaving vitamin A supplementation and deworming treatment at a time when the commitment of resources to support health and nutrition around the world is more critical than ever.

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
Vitamin A + Deworming	Vitamin A + Deworming Intervention Service Delivery for 278,000 children	\$75,000.00	\$75,000.00

Vitamin A + Deworming: Provision of vitamin A supplementation and deworming treatment for eligible beneficiaries at a cost of approximately \$0.27 cents per beneficiary. Based on the amount of funds we are eligible to request from the Gimbel Foundation, our calculation for use of grant funds is as: \$75,000 grant dollars / \$0.27 cents per beneficiary = approx. 277,778.78 beneficiaries, rounded up to 278,000. In order to reach approximately 278,000 beneficiaries, at \$0.27 cents per beneficiary it would cost approximately \$75,060.00.

The \$75,000 in grant funds received were used towards the purchase of vitamin A and albendazole (deworming treatment) commodities during the grant period as per invoices below.

Please find invoice / receipt for purchase of Vitamin A and Albendazole commodities placed during the grant period on the following pages.



Invoice

U.S. Employer Identification No. 27-4085144
 D.U.N.S. NO. 16-014-7252

Page 1 of 1

ACHIEFT Instructions
 DSM Nutritional Products LLC
 ABA# 071000039
 Acct# 5800395773
 Bank of America
 100 W 33rd Street
 New York NY 10001

Remit To Address
 DSM Nutritional Products LLC
 3927 Collection Center Drive
 Chicago, IL 60693

DOCUMENT NO.	DOCUMENT DATE	DISCOUNT DATE	DUE DATE
2932054021	01/16/2020		02/15/2020

BILL TO:
 VITAMIN ANGELS
 c/o Ada Lauren
 P.O. BOX 4490
 SANTA BARBARA CA 93140

SOLD TO:
 VITAMIN ANGELS
 c/o Ada Lauren
 P.O. BOX 4490
 SANTA BARBARA CA 93140

SHIP TO:
 VITAMIN ANGELS
 c/o Ada Lauren
 P.O. BOX 4490
 SANTA BARBARA CA 93140

PLEASE NOTIFY US IF THE ABOVE INFORMATION IS INCORRECT. DSM Nutritional Products, 45 Waterview Boulevard, Parsippany, NJ 07054-1298 Telephone (800) 526-0189 TelexFax (973) 257-8420
PURCHASE ORDER NO. 1028 **REFERENCE DOC.** 2922970368 **SHIPPED DATE** 01/16/2020 **CUST. NO.** VUS0916259 **CARRIER** **ORDER NO.** 114882374

PRODUCT CODE/ PRODUCT DESCRIPTION	LOT QUANTITY & U/W	PACKAGE SIZE & U/W	NO. OF PKGS.	PRICING QUANTITY	UNIT PRICE & U/W	AMOUNT
Prod. No. BP00036062 VA VIT A LID CAPS 100.000IU 500CAPS/BOT	8,458 BOT	1 BOT	8458	16,873.000 PC	9.42 PC	158,943.66
Batch 4611550	8,415 BOT	1 BOT	8415			
Batch 4619414						
Prod. No. BP00037062 VA VIT A LID CAPS 200.000IU 500CAPS/BOT	8,829 BOT	1 BOT	8829	51,622.000 PC	12.33 PC	636,499.26
Batch 4559065	8,617 BOT	1 BOT	8617			
Batch 4619412	8,527 BOT	1 BOT	8527			
Batch 4619413	8,513 BOT	1 BOT	8513			
Batch 4660729	8,591 BOT	1 BOT	8591			
Batch 4660730	8,545 BOT	1 BOT	8545			
Batch 4660731						

Issued By:
 DSM Nutritional Products
 200 Roche Drive
 Bellvidere
 NJ
 07823-1113

SEE PROVISIONS ON REVERSE SIDE

Pay this amount on or before discount date	\$
Net Invoice Total USD	\$ 795,442.92

COMMERCIAL INVOICE

Subject to Mumbai Jurisdiction

Exporter MEPRO PHARMACEUTICALS PVT. LTD. Plot no.141/2 & 227, Haripura , Ta.: Savli , Jarod, Samlaya Road, Dist : Vadodara-391520 GUJARAT, INDIA.		INVOICE NO : EXP/30089 DATE : 14.06.2020 BL NO. : DATE : SB No. & Dt. :			
Consignee COPEX Weelaan 5 , 2181HG Hillegom, THE NETHERLANDS		Buyer (If other than Consignee) Vitamin Angels , PO Box 4490, Santa Barbara, CA 93140 United States of America. Country of Origin of Goods : INDIA Country of final Destination : NETHERLANDS			
<i>Pre-Carriage by</i>	<i>Place of Receipt by Pre-Carrier</i>	Terms of Delivery and Payment F.O.B. BY SEA 30 DAYS D/A			
BY ROAD	VADODARA				
<i>Vessel No</i>	<i>Port of Loading</i>				
BY SEA	NHAVA SHEVA, INDIA (INNSAI)				
<i>Port of Discharge</i>	<i>Final Destination</i>				
ROTTERDAM	ROTTERDAM, NETHERLANDS				
No. & Kind of Pkg	Description of Goods	Pack	Quantity	Rate US\$	Amount US\$
Pallets No.01 To 29 8792 x 1000	<u>PHARMACEUTICAL PRODUCTS</u> ALBENDAZOLE CHEWABLE Ph.Int. 400MG. Batch.No. :3AP0041 To 3AP0047 Mfg Dt:02/20, Exp Dt:01/23 Batch.No. : 3AP0048 to 3AP0051 Batch.No. : 3AP0053 to 3AP0067 Mfg Dt:03/20, Exp Dt:02/23	1000's	8792	25.00	219800.00
Amount in Words (U.S. Dollars Two Hundred Nineteen Thousand Eight Hundred only)		TOTAL FOB USD		219800.00	
TOTAL NO.OF SHIPPER : 29 Pallets TOTAL GROSS WEIGHT : 9735.90 Kgs TOTAL NET WEIGHT : 7473.20 Kgs TOTAL VOLUME : 37.7363 CBM					
<u>Declaration</u> : We declare that this Invoice shows the actual price of the goods described and that all particulars are true and correct. Mfg.Lic.No.: G/1182, G/1663, Mfg.Lic.No.: G/348/G/669				For MEPRO PHARMACEUTICALS P.LTD. Signature & Date 15.06.2020 DIRECTOR	

SUCCESS STORIES

17. Please tell us ONE success story.

One success story provided on the following pages for each program intervention.

Vitamin A Story: Facing severe discrimination in larger cities, many indigenous Mixtecan communities have made the steep mountains of Oaxaca, Mexico home. The remote terrain limits access to resources, financial opportunities, and food.

Families living in the region often subsist on a diet of mostly starches and legumes. This lack of variety means pregnant women and children may not be getting all the vitamins and minerals they need to support good health and development.

VA partners with local nonprofit, Fundacion Luz para Oaxaca, to help provide essential nutrition interventions to the Mixtecan communities, including Vitamin A for children 6-59 months of age.

Community health workers and managers - Carmina, Rosario, Maria, and Moses – travel regularly to each Mixtecan community holding health fairs and hosting vitamin distributions. Partnerships in Mexico and all around the world are filling the nutritional gap in local communities and supporting health futures for pregnant women and children.



Albendazole Story: Denis gripped his bright red sunglasses, tilted his head back, and opened wide to receive his dose of albendazole. This wasn't his first distribution and, it seemed, he was proud to show the local community health workers that he knew exactly what to do. After swallowing the powdered tablet, the cheerful four-year-old was quick to flash a big smile for the camera. Maria, Denis' mother, observed the interaction with approval.

Accessing affordable medical care in the community of Masica, Honduras can be a challenge; all the more so for Maria, a single mother of four. When the local health center began albendazole and vitamin distributions a couple years ago, word traveled fast. Families were keen to share how their children's health was improving, and Maria's interest was piqued. The ease of access and the community's acceptance of the distributions were significant reasons to attend, and Maria began taking all four of her children to receive deworming.

Maria said Denis used to suffer from frequent stomach issues; however, since he started receiving albendazole, his energy and appetite have increased. Denis now eats even more baleadas, eggs, and bean soup every day. Now that her children's health has improved, Maria rests a bit easier, taking time to enjoy watching them grow and discovering what they love to do.



-
-
- i. "The potential impacts of the COVID-19 crisis on maternal and child undernutrition in low and middle income countries," <https://www.researchsquare.com/article/rs-123716/v1>.
 - ii. Robertson T, Carter ED, Chou VB, Stegmuller AR, Jackson BD, Tam Y, Sawadogo-Lewis T, Walker N. (2020). Early estimates of the indirect effects of the COVID-19 pandemic on maternal and child mortality in low-income and middle-income countries: a modelling study. Lancet Glob Health 2020.
 - iii. "Resilience in the Face of COVID-19", Vitamin Angels Program Partner Newsletter, Issue 10, Q4 2020, https://www.vitaminangels.org/assets/content/uploads/Year-end_2020_Program_Newsletter_English.pdf.
 - iv. "Safe Delivery of Nutrition Interventions in the Context of COVID-19", Vitamin Angels, https://www.vitaminangels.org/assets/content/uploads/Nutrition_Interventions_During_COVID-19.pdf.

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **AUG 06 2003**

VITAMIN ANGEL ALLIANCE INC
1450 ORANGE GROVE AVE
SANTA BARBARA, CA 93105-0000

Employer Identification Number:
77-0485881
DLN:
17053088709003
Contact Person:
ADAM R STANDEN ID# 31124
Contact Telephone Number:
(877) 829-5500
Public Charity Status:
170(b)(1)(A)(vi)

Dear Applicant:

Our letter dated October 21, 1998, stated you would be exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code, and you would be treated as a public charity during an advance ruling period.

Based on our records and on the information you submitted, we are pleased to confirm that you are exempt under section 501(c)(3) of the Code, and you are classified as a public charity under the Code section listed in the heading of this letter.

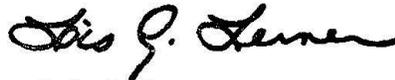
Publication 557, Tax-Exempt Status for Your Organization, provides detailed information about your rights and responsibilities as an exempt organization. You may request a copy by calling the toll-free number for forms, (800) 829-3676. Information is also available on our Internet Web Site at www.irs.gov.

If you have general questions about exempt organizations, please call our toll-free number shown in the heading between 8:00 a.m. - 6:30 p.m. Eastern time.

Please keep this letter in your permanent records.

We have sent a copy of this letter to your representative as indicated in your power of attorney.

Sincerely yours,



Lois G. Lerner
Director, Exempt Organizations
Rulings and Agreements

Letter 1050 (DO/CG)