



**2022 S.L. Gimbel
Foundation COVID19-
Large Food Grant
Application
Maximum Request: \$1million**

Internal Use Only:
Grant :

Organization / Agency Information

1) <i>Organization/Agency Name:</i> Food Bank of Siouxland, Inc.		
2) <i>Physical Address:</i> 1313 11 th Street, Sioux City, IA 51105		<i>City/State/Zip</i>
3) <i>Mailing Address:</i> PO Box 985, Sioux City, IA 51102		<i>City/State/Zip</i>
4) <i>CEO or Director:</i> Jacob Wanderscheid, Executive Director		<i>Title:</i>
5) <i>Phone:</i> (712)255-9741	6) <i>Fax:</i> (712)255-3116	7) <i>Email:</i> jacob@siouxlandfoodbank.org
8) <i>Contact Person:</i> Valerie Petersen, Associate Executive Director		<i>Title:</i>
9) <i>Phone:</i> (712)255-9741	10) <i>Fax:</i> (712)255-3116	11) <i>Email:</i> valerie@siouxlandfoodbank.org
12) <i>Web Site Address:</i> www.siouxlandfoodbank.org		13) <i>Tax ID:</i> 42-1381516

Program / Grant Information

Interest Area:

14) <i>Program/Project Name:</i> Emergency Food Purchasing		15) <i>Amount of Grant Requested:</i> \$100,000	
16) <i>Total Organization Budget:</i> \$1,705,860	17) <i>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</i> 94.84%	18) <i>Per 990, Percentage of Management & General Expenses Only (Column C/ Column A x 100):</i> 1%	19) <i>Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D/ Column A x 100):</i> 4.14%
20) <i>Purpose of Grant Request (one sentence):</i> While the Food Bank of Siouxland has seen increased financial assistance over the past two years, physical donations have decreased and we would like to use the awarded funds to offset the decreased food donations.			
21) <i>Program Start Date (Month and Year):</i> April 1, 2022		22) <i>Program End Date (Month and Year):</i> October 1, 2022	
23) <i>Gimbel Grants Received: List Year(s) and Award Amount(s)</i> 2014 (January) - \$10,000, 2014 (June) - \$10,000, 2015 - \$10,000, 2016 - \$10,000, 2018 - \$10,000, 2019 - \$15,000, 2020 - \$15,000, 2021 - \$80,000			

Signatures

24) Board President / Chair: (Print name and Title)

Signature:

Kelli Meister

Date: 02/07/2022 Kelli Meister - President

25) Executive Director/President: (Print name and Title)

Signature:

Date: 2/7/2022 Jacob Wanderscheid

Jacob Wanderscheid

2022 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 Food Bank of Siouxland ("FBS"), founded in 1991, is a year-round source of food to over 100 nonprofit organizations in the geographic area known as Siouxland. Our mission statement is "Leading Siouxland in the fight against hunger." We do this by providing food to food pantries, community meal sites, and a variety of relief organizations. In addition to being the home of several proactive programs: Backpack Program: *Food for Kids*, our Mobile Pantry Program: *Food to You*, and Mobile School Pantry Program: *Food for Families*, the FBS solicits and distributes fresh, frozen, boxed, canned, and perishable foods to our member agencies for their clients. Last fiscal year (FY21), the Food Bank distributed nearly 3.5 million pounds of food to our 11 county service area (eight in Iowa and three in Nebraska). Over the past two years, our commitment to be the source for food so that no one in Siouxland goes hungry is more critical than ever.

B) How long has the organization been providing programs and services to the community?
The Food Bank of Siouxland has served our community, providing food to our agency partners, since in August of 1991. Later this year, we will be celebrating 31 years of service to our community.

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

The last three years have been the highest distributing years in the history of the Food Bank of Siouxland. Starting in FY19, there was a 14% increase over total pounds of food distributed in FY18, with 2,605,802 pounds of food distributed in FY19. In FY20 (October 1, 2019 to September 30, 2020), the Food Bank of Siouxland saw a dramatic increase in distribution, beginning in April of 2020, due to the COVID-19 pandemic. Per our growth prior to FY20, it was expected to see that level of output increase over the course of five to eight years. We ended FY20 with a distribution record of 3,581,437 pounds of food. Over the course of FY21, our monthly numbers evened out, yet we still ended the year having distributed 3,497,551 pounds of food. Once again, this number blew our expectations out of the water, as we had expected that the effects of COVID-19 would be short lived. Our greatest accomplishment has been our ability to keep up with the community need during this time.

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 FBS, along with the rest of our country, was launched into an entirely new world in March of 2020, with circumstances created by the COVID-19 pandemic. The myriad of challenges that came together unexpectedly and all at once included dramatic increase in need, the loss of many food donations, the need to change the distribution model for food from “choice” to no contact/low contact drive through approach, volunteers unable to come as scheduled, and more. The need to purchase more food than ever, far beyond budget, was clearly a key solution to meeting the need for more nutritional support. As a small nonprofit, this presents an enormous challenge, and that challenge has continued over the last two years.

Feeding America’s most recent Map the Meal Gap study (2020) estimates that there are 23,350 (18,760 or 8.6% in Iowa and 4,590 or 14.5% in Nebraska) food insecure individuals in our service area. Of those 23,350 in need, 7,000 (12.7%) in Iowa and 1,990 (21.3%) in Nebraska are children.

B) Project Description

Describe your food distribution program.

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

Food is distributed to individuals and families in need several ways. Our primary business model is through our network of agency partners, primarily food pantries. In addition, we have our Backpack Program: *Food for Kids* which provides food sacks for children on Friday to help sustain them over the weekend when school meals are not available. This did continue even after schools closed, by partnering with the school districts when they were handing out their Grab-and-Go meals. We also have our Mobile Pantry Program: *Food to You* and Mobile School Pantry Program: *Food for Families*, which bring a variety of foods to underserved locations and populations.

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

“Need” is identified primarily by the individuals and families who ask for assistance. In the case of the Backpack Program, we serve schools with extremely high percentages of students in the free and reduced lunch program. In the other programs, we do ask (under normal, non-pandemic circumstances) about poverty rates and are always monitoring to ensure that 90% or more of the individuals and families served do identify as below the poverty line.

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

Agencies all maintain their own schedules and hours of availability. During COVID, some pantries experienced temporary closures. The agencies with the biggest challenge have been those offering community meals, but most of those transitioned to Grab-and-Go meals. Our Backpack Program food sacks are distributed weekly. There are two to three Mobile School Pantry events per month. Our Mobile Pantry Program happens at a variety of locations up to 20 times each month.

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 would be able to assist approximately 3,525 families/households, representing just over 10,575 individuals. Children make up an estimated 45% of the individuals, for 4760 children.

The Food Bank distributions average 30 pounds per family or 25 meals. A family/household averages 3 individuals. A \$100,000 would provide an estimated 106,000 pounds of food across the protein, produce and canned/dry items Food Bank staff are looking at purchasing. The Food Bank asks agencies (food pantries, congregate meal sites, churches, etc.) to track households and individuals on a monthly basis. This means visitors to agencies may be repeated over the course of a year.

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

Due to our use of TEFAP programs, all pantries are required to record the number of individuals being aided by our service. They are trained by Food Bank of Siouxland staff and required to report these numbers.

C) Project Goal, Objective, Activities and Expected Outcome

- 1. Note: Objective, Outcome and Evaluation must all be based on the SAME QUANTIFIABLE CRITERIA (for example, “number served, or acres improved”). This quantifiable criteria should refer to the grant amount you are requesting from the Gimbel Foundation only and not the total program.**
During the summer months, the Food Bank of Siouxland typically sees a decrease in physical donations. That decrease combined with the overall decline in physical donations makes obtaining enough food difficult during the summer months. The Food Bank of Siouxland would split the requested \$100,000 over the course of 4 months to supplement our current budget for food purchasing. We will be able to supply 88,333 additional meals over the course of four months with the help of the S.L. Gimbel Foundation. This food will be used in accordance with our general agency distribution, Mobile Pantry Program: Food to You and Mobile School Pantry Program: Food for Families. We estimate that each box of food distributed is the equivalent of 33 meals and the average household size in our area is 3 people, providing each household member with 11 meals.

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

- 2. State ONE project goal. The Goal should be an aspirational statement, a broad statement of purpose for the project.**
We hope to provide 10,575 food insecure individuals in our service area with healthy protein, fresh produce and additional pantry staples.
- 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. **Specify the activities** you will undertake to meet the objective and number of participants for each activity.

Working with a variety of vendors, we will purchase nutritious foods and provide an additional 88,333 meals to 10,575 individuals in our community over the course of the summer.

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 a quantifiable and verifiable term.
When the Food Bank of Siouxland is able to choose the type of food we are purchasing and distributing, we are very strategic about the food being purchased. Our hope is that the 106,000 pounds of food (on average, we estimate that a meal is 1.2 pounds of food) will be of a desirable variety to the 10,575 recipients. Namely, the fresh protein and produce mentioned prior are very popular items that will benefit the health of our community. These items are also difficult for the Food Bank of Siouxland's clientele to purchase on their own due to rising costs. We base our purchases off of a number of factors, including what is going to provide optimal health benefits to those using our services, what will help our clientele financially, and also what types of food and preparations are common in our area.
5. **Evaluation:** How will progress towards the objective (per above) be tracked and outcome measured?
Provide specific information on how many individuals will be evaluated (should be the same number as in the objective and outcome), 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.
The Food Bank of Siouxland will be able to track the 106,000 pounds of food distributed to 10,575 individuals by documenting the orders the FBS places with our vendors, along with the orders placed by our agency partners and programs. We will receive more detailed information in the reporting that we receive back from our agency partners concerning the details of their distributions.

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 OUTCOME

GOAL: Enhance and supplement the diet of food insecure families and children in Mariposa County with healthy, fresh food each month to improve their health and wellbeing.

OBJECTIVE: Distribute at least 500,000 meals of healthy, fresh food to 15,000 residents in need.

ACTIVITIES:

- 1) Purchase fresh produce and other food items not provided by existing local farm and USDA sources to support 15,000 food distribution participants monthly.

- 2) Continue to promote monthly food distribution program through community partners across the county.
- 3) Input monthly food distribution data into USDA database system.

OUTCOME: We expect to **provide 500,000 meals to 15,000 food insecure county residents**, increasing their healthy food intake and habits.

EVALUATION: Using the USDA's tracking system we will generate reports on the number of food insecure children and families we have served. We will track our role in **providing 500,000 meals feeding 15,000 food insecure individuals** and account for additional success or lower numbers of individuals served.

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

GOAL: *Offset the decrease in donated product to the Food Bank of Siouxland and continue to supply those in need in the Siouxland community, with high quality, nutritious food.*

OBJECTIVE: To supply our agency partners with 106,000 pounds of healthful food, which they will in turn supply to 10,575 food insecure individuals.

ACTIVITIES:

- 1) Secure and purchase fresh produce, protein and pantry staples to supplement the reduced physical donations to the Food Bank of Siouxland.
- 2) Distribute supplemental food items to through our programs and to our agency partners, who will in turn distribute to those visiting their distributions and pantries.
- 3) Track food distribution to ensure that all record keeping for Feeding America, TEFAP and grant requirements are met.

OUTCOME: To provide an additional 106,000 pounds of healthful food to 10,575 food insecure individuals in the Siouxland community, in turn making those in need healthier and less stress about the financially aspect of the their health.

EVALUATION: Utilizing our ordering system, Primarius, vendor receipts, and the tracking done by our staff and agency partners we will produce files to document the pounds of food obtained and number of individuals served. This will provide us with the information needed to asses our performance.

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:

April 1, 2022

The project end date is:

October 1, 2022

Include timeframes for specific activities, as appropriate.

E) Target Population

1. Who will this grant serve?

All individuals and families seeking food assistance from an agency partner or via a Food Bank of Siouxland distribution site or program will be able to access the food purchased

via the program. Our data indicates we have 252,409 people in our 11 county service area; 8.6% in Iowa and 14.5% in Nebraska considered food insecure.

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

The Food Bank expects to serve 3,525 households/families, representing 10,575 individuals. Of those individuals, 4,760 should be children and 5,817 adults. The Food Bank of Siouxland does not track specific senior numbers across all our programs at this time.

F) Community Partners

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

As the only food bank serving this region, we are the resource for food for approximately 100 agency partners. Community food pantries, church food pantries, rescue agencies and shelters of all types are all our partners in providing food to those in need.

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

The Food Bank of Siouxland works directly with a large number of non-profits, businesses and organizations in our community. Between donors and partners, we are well aware that the assistance of others is crucial to our success. We work with food pantries, churches, homeless shelters, assisted living communities/senior living facilities and more to distribute food to those in need. We also work with local grocery and convenience stores to acquire food. Local businesses assist in securing volunteers to pack sacks for our Backpack Program: Food for Kids and also to secure funding for our primary distributions, as well as our specialty programs.

Please see the examples below:

Food donations come from corporations (Tyson, Seaboard Triumph Foods);

Food donations also come from retail outlets (Walmart, Sam's Club, Hy-Vee Food Stores);

Financial support from foundations (Kind World Foundation);

Financial support from area businesses (Wells Enterprises, MercyOne)

Financial support from community members (via direct mail responses and general donations);

In-kind donations from trucking companies (Schuster Trucking) and others; and thousands of hours from community volunteers to help in many aspects of our work.

4. How are you utilizing volunteers?

Volunteers are of the greatest value to the FBS. Volunteers sort food, help with food distribution events and assist with certain aspects of different programs (i.e. packing sacks for the Backpack Program, packing pre-assembled boxes for our Mobile Pantry distributions, etc.).

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

The Food Bank of Siouxland will use the funding to purchase approximately 106,000 pounds of healthy protein and fresh produce to feed 10,575 individuals through our general pantry, Mobile Pantry Program and School Mobile Pantry program distributions.

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 of Siouxland has been extremely well supported over the past two years. Significant donations and opportunities to apply for grants have allowed us to meet the increased demand. Utilizing this grant funding to supplement four months' worth of food purchasing will be a relief and will allow us to continue to strategize how to secure the funding required to continue at this accelerated pace.

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 Food Bank of Siouxland is currently guided by a 16 member Board of Directors.

The Board is very hands-on and assists with building projects and fundraising events, as well as strategic planning and financial oversight.

2. What committees exist within your board of directors?

Executive Committee, Fundraising Committee, Building Committee and Nominating Committee.

3. How does the board of directors make decisions?

The Board of Directors meets monthly, reviews financial data and discusses reports and information from the committees. Minutes are taken to document conversations and votes to ensure total transparency of the organization.

B) Management

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

Jacob Wanderscheid, Executive Director of the Food Bank of Siouxland has eight years of experience at the Food Bank of Siouxland. His previous positions have included Associate Executive Director and Agency Relations Coordinator. His previous duties have included food purchasing and distribution management. Jacob is very keen at identifying good purchasing opportunities, appropriate return on investment, etc. The purchasing program is in excellent hands with his guidance. Valerie Petersen, Associate Executive Director, has over two years of experience at the Food Bank of Siouxland and 7 years of experience in fund development. She will see that the funding is used to the grant specifications and that all reporting and follow up is submitted.

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

The Executive Director's salary for 2022 is \$65,000. The President of the Board is volunteer position and receives no compensation.

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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 \$1,000,000 or 25% of your operating budget, whichever is less, OR the amount on your invitation to apply email. Delineate your line items requests per example below:

- 90% of total request for the purchase of food items only. (Ex. Total request of \$1,000,000; 90% is \$900,000 for food)
- 10% of total request for **transportation OR for coordination** (Ex. Total request of \$1,000,000; 10% is \$100,000 for transportation)
- Canned tuna will not be funded.

Food items must be delineated (i.e. canned vegetables, soup, pasta, dried beans, rice, etc.).

For each food item, indicate the cost per unit (pound, carton, case, etc.) and the quantity. See attached example.

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project
Frozen/Fresh Protein (ground beef, pork, and/or turkey)	Purchase, as product becomes available, ground pork, ground turkey, and/or ground beef. Ground products are the most veritable of products the Food Bank staff can purchase. Protein prices remain high at grocery stores. Over the last two years, the prices of ground protein prices averaged \$2.50 per pound for all three protein types.	As part of the Food Bank's staff support, we will fundraise to cover coordination of purchasing, warehousing, and distribution of the protein.	We work with several sources including local distributor Staber Meats and local meat market Fareway for meat pricing.	\$40,000 for 17,000 pounds of protein. Staff would like to purchase 5,589 pounds of ground pork for \$13,134; 5,589 pounds of ground turkey for \$13,134 and 5,843 pounds of ground beef for \$13,732.	\$40,000 represents 40% of the project.
Fresh Produce	Fresh produce is a precious item around the Food Bank. Fresh	As part of the Food Bank's staff support, we	We will work with Rosenthal Produce	\$20,000 for 26,500 pounds produce.	\$20,000 represents 20% of the project.

	<p>produce is perishable and takes discipline from staff to get it to distributions with enough life to ensure long useful life for guests. Using some of this money to purchase produce allows staff to work on timely purchases on highly useful product. Agencies love apples, carrots, potatoes, and onions. If a deal on fruit becomes available, we will keep the pricing within the above items range.</p>	<p>will fundraise to cover coordination of purchasing, warehousing, and distribution of the produce.</p>	<p>and Greenburg Produce to help staff pick the best times to purchase the produce.</p>	<p>Food Bank staff would like to purchase 6,625 pounds of apples (\$0.75 per pound) for \$5,000, 6,625 pounds of potatoes (\$0.75 per pound) for \$5,000, 6,625 pounds of onions (\$0.75 per pound) for \$5,000, and 6,625 pounds of carrots for \$5,000(\$0.75 per pound).</p>	
<p>Canned/Dry Items</p>	<p>The donations of food to the Food Bank have been on a roller coaster for the last six months; it is either we have a lot or very little. Using the remaining money with allow us to stock up on pantry essentials for agencies to order.</p>	<p>Food Bank staff will use direct mail funding to cover purchase overages (\$403.36 in items provided will be needed). As part of the Food Bank's staff support, we will fundraise to cover coordination of</p>	<p>Staff will work with CIS and Hidden Valley to maximize the donation dollars. They are the closest food warehouses to the Food Bank's local focusing on non-profits.</p>	<p>From Hidden Valley, the Food Bank staff would like to order 408 cases of canned green beans at \$14.30 per case for \$5834.40 (11000 pounds), 408 cases of canned peas at \$17.30 per case for \$7058.40 (11000 pounds). At</p>	<p>\$40,000 represents 40% of the product.</p>

		purchasing, warehousing, and distribution of the produce.		CIS, we would purchase 408 cases of baked beans at \$19.55 per case for \$6647 (11000 pounds), 408 canned diced tomatoes at \$15.71 per case for \$6311.76 (11000 pounds), 408 cases of canned potatoes at \$17.15 per case for \$6997.20 (11000 pounds), 168 cases of rice at \$18.42 per case for \$3094.56 (5200 pounds) and 468 cases of meal helper pasta at \$9.53 per case for \$4460.04 (2300 pounds).	

TOTALS:					\$100,000

Provide a narrative for the line item Transportation OR Coordination.

The Food Bank will use direct mail and other fundraising methods to cover coordination (purchasing, warehousing, and distributing of the product). Transportation for product is covered by grants from groups like Iowa Total Care, cost sharing with agencies and support for the Sioux City community.

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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, Individual donors, In-Kind, Other (specify)	Amount
CF Industries - Corporation	\$15,000
Seaboard Triumph Foods - Corporation	\$10,000
Wells Industries - Corporation	\$5,000
Direct Mail Response [Indivd. Donors – FY'22 (gross - partial)] - Individuals	\$266,185
Lyon County Riverboat Foundation - Foundation	\$10,000
Woodhouse - Corporation	\$52,449
Central Bank - Corporation	\$5,000
Second Step Foundation - Foundation	\$10,000

Pending

Name of Funder: Foundation, Corporation, Government, Individual donors, Other (specify)	Amount	Decision Date
Tyson Foundation - Foundation	\$25,000	TBD – expected by June 2022
DQ - Foundation	\$7,500	TBD – expected by April 2022
Tyson Foundation - Foundation	\$4,200	TBD – expected by March 2022
Women United - Foundation	\$50,000	TBD
State of Iowa - Government	\$83,000	TBD – expected June 2022

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

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$942,407	48%	Delivery Fees	\$32,767	2%

Fundraising/Special Events	\$71,685	4%	Shared Maintenance	\$243,093	12%
Corp/Foundation Grants	\$335,704	17%	Rental Income	\$21,600	1%
Government Grants	\$215,124	12%	Misc Income	\$85,323	4%

Notes:

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VII. Financial Analysis

Agency Name: Food Bank of Siouxland, Inc.

Most Current Fiscal Year (Dates): From October 1, 2019 To: September 30, 2020

This section presents an overview of an applicant organization's financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

(This should be your recently filed Form 990 and should not be more than 2 years old)

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$5,565,532	\$5,278,745	\$56,059	\$230,728

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%	94.84%	1%	4.14%

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 \$63,412	Column C, Management & general expenses per 990 above \$55,723	Differential 13.8%
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If the differential is above (+) or below (-) 10%, provide an explanation: The Food Bank of Siouxland Board of Directors conducted a salary review of all positions. The Executive Director received a raise to match current organizations of similar size in Sioux City.

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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
\$2,050,130	-\$31,500	\$492,707	4

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end Excess	Excess or (Deficit) Prior fiscal year end Excess
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Notes:

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

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

#1	Completed Grant Application Form (cover sheet, narrative), budget page and budget narrative (see sample) and sources of funding, financial analysis page	#6	A copy of your most recent year-end financial statements (audited if available)
#2	Your current operating budget and the previous year's actual expenses (see sample Budget Comparison)	#7	A copy of your most recent 990. Please make sure that the Form 990 you submit is no more than two (2) years old.
#3	Part IX only of the 990 form, Statement of Functional Expenses (one page). Please make sure that the Form 990 you submit is no more than two (2) years old.		
#4	For past grantees, a copy of your most recent final report.		
#5	A copy of your current 501(c)(3) letter from the IRS		

SAMPLE Budget Comparison

	Actuals Most Recently Completed Year	Budget Projections Current Year	Variance
	2021	2022	
Income			
Individual Contributions	-	-	-
Corporate Contributions	-	-	-
Foundation Grants	-	-	-
Government Contributions	-	-	-
Other Earned Income	-	-	-
Other Unearned Income	-	-	-
Interest & Dividend Income	-	-	-
Total Income	-	-	-
Expenditures			
Personnel			
Salary CEO – Required	-	-	-
Staff Salary (total)	-	-	-
Payroll Taxes	-	-	-
Insurance - Workers' Comp	-	-	-
Insurance - Health	-	-	-
Payroll Services	-	-	-
Retirement	-	-	-
Total Personnel	-	-	-
General Program/Administrative			
Bank/Investment Fee	-	-	-
Publications	-	-	-
Conferences & Meetings	-	-	-
Mileage	-	-	-
Audit & Accounting	-	-	-
Program Consultants	-	-	-
Insurance Expense	-	-	-
Telephone Expense - Land Lines	-	-	-
DSL & Internet	-	-	-
Website	-	-	-
Office Supplies	-	-	-
Postage & Delivery	-	-	-
Printing & Copying	-	-	-
Miscellaneous	-	-	-
Total General Program/Administrative	-	-	-
Total Expenditures	-	-	-
Revenue Less Expense	-	-	-

**S.L. Gimbel Foundation Fund
Food Grant Application**

III. Project Budget SAMPLE

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

Please provide a detailed line-item budget for your project by completing the budget form below.

The maximum requested amount is \$1,000,000 or 25% of your operating budget, whichever is less. Delineate your line items requests per examples below:

- 90% of total request for the purchase of food items only. (Ex. Total request of \$1,000,000; 90% is \$900,000 for food)
- 10% of total request for transportation **OR for coordination** (Ex. Total request of \$1,000,000; 10% is \$100,000 for transportation)
- Canned tuna will not be funded.

Food items must be delineated (i.e. canned vegetables, soup, pasta, dried beans, rice, etc.).

For each food item, indicate the cost per unit (pound, carton, case, etc.) and the quantity. See attached example.

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project
Eggs	15 dz/case, \$12/case, 4,000 cases			\$48,000	\$48,000
Fresh Milk	½ gallon 1%, \$2/unit, 196,000 units delivered			\$392,000	\$392,000
Cooking Oil	12 32 oz case, \$23/case, 4,000 cases			\$92,000	\$92,000
Frozen Chicken Breash	75 ind. wrapped breasts/case, \$115/case, 3,200 cases			\$368,000	\$368,000
Coordination	10% of \$1,000,000 total request			\$100,000	\$100,000
TOTALS:				\$1,000,000	\$1,000,000

Budget Comparison

	Actuals	Budget	Variance
	Most Recently Completed Year	Projections Current Year	
Income	2021	2022	
Individual Contributions	1,156,022	876,382	(279,640)
Corporate Contributions	116,134	150,000	33,866
Foundation Grants	166,600	90,000	(76,600)
Government Contributions	215,124	180,000	(35,124)
Other Earned Income	83,354	12,500	(70,854)
Other Unearned Income	351,538	427,600	12,362
Interest & Dividend Income	-	-	-
Total Income	2,088,772	1,736,482	(352,290)
Expenditures			
Personnel			
Salary CEO – Required	55,723	65,000	9,277
Staff Salary (total)	362,277	448,000	85,723
Payroll Taxes	35,300	41,400	6,100
Insurance - Workers' Comp	-	-	-
Insurance - Health	25,300	26,400	1,100
Payroll Services	-	-	-
Retirement	-	-	-
Total Personnel	478,600	580,800	102,200
General Program/Administrative			
Bank/Investment Fee	-	-	-
Publications	500	0	(500)
Conferences & Meetings	950	1,800	850
Mileage	2,400	2,700	300
Audit & Accounting	-	-	-
Program Consultants	-	-	-
Insurance Expense	24,000	24,000	0
Telephone Expense - Land Lines	4,550	4,560	10
DSL & Internet	-	-	-
Website	-	-	-
Office Supplies	13,200	13,200	0
Postage & Delivery	5,350	4,500	(850)
Printing & Copying	-	-	-
Miscellaneous	916,517	1,104,482	187,965
Total General Program/Administrative	967,467	1,155,242	187,775

Total Expenditures

1,446,067	1,736,042	289,975
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Revenue Less Expense

642,705	440	(642,265)
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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	4,096,050.	4,096,050.		
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	151,693.	69,312.	27,723.	34,656.
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	289,092.	221,320.	9,402.	58,370.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits	24,359.	16,824.	2,749.	5,585.
10 Payroll taxes	34,587.	23,889.	3,052.	7,646.
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	22,816.	11,408.	11,408.	0.
d Lobbying				
e Professional fundraising services. See Part IV, line 17	119,693.			119,693.
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.	435.	435.	0.	0.
12 Advertising and promotion				
13 Office expenses	11,160.	11,160.	0.	0.
14 Information technology				
15 Royalties				
16 Occupancy	35,187.	35,187.	0.	0.
17 Travel				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	2,696.	2,696.	0.	0.
20 Interest	336.	0.	336.	0.
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	61,807.	61,807.	0.	0.
23 Insurance	22,517.	15,552.	1,987.	4,978.
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 DELIVERY	58,868.	58,868.	0.	0.
b REPAIR AND MAINTENANCE	27,717.	27,717.	0.	0.
c WAREHOUSE SUPPLIES	17,509.	17,509.	0.	0.
d MEMBERSHIP DUES	7,798.	7,798.	0.	0.
e All other expenses	601,713.	601,713.	0.	0.
25 Total functional expenses. Add lines 1 through 24e	5,565,832.	5,278,745.	56,059.	230,728.
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
Food Bank of Siouxland, Inc.
2. Grant #
20201482
3. Grant Amount:
\$80,000.00
4. Date Awarded (date on award letter)
October 20, 2020
5. Grant Period (Indicate start date and end date per Grant Agreement)
October 15, 2020 to October 15, 2021
6. Location of your Organization (City, State)
Sioux City, IA
7. Name and Title of person completing evaluation
Valerie Petersen, Associate Executive Director
8. Phone Number
(712)255-9741
9. Email Address
valerie@siouxlandfoodbank.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:
An extra 5,045 individuals by providing an extra 106,000 pounds of food.

B) Actual number served:

28,510 households, representing 89,628 individuals. 40,945 of the 89,628 individuals were children (46% of individuals served were children). This was an increase over the previous year. Here are 2020's numbers for the same months: 13,844 households, representing 56,341 individuals. 21,399 of the 56,341 individuals were children (or 38%).

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:

Increase spending to purchase an additional 106,000 pounds of food to serve an additional 5,045 individuals.

Activities:

Working with a wide range of vendors, the Food Bank was able to purchase 90,000 pounds of food. This was less pounds than expected due to increase food and transportation costs. However, we were able to assist an additional 33,287 over the year before.

Objective: In terms of specific quantifiable criteria:

A) Per original grant application:

Working with a variety of vendors, we will purchase nutritious foods and provide an approximately an additional 106,000 pounds to 5,045 individuals in our community.

B) Actual grant outcome, results, accomplishments:

While the Food Bank staff had a project term of six months, we were able to make this project work within a three month period of time. Once the grant award was announced, the staff worked with vendors to place food orders. The food came quicker than expected, and due to the high need, the food was distributed quickly. The period from March 2020 through May 2021 saw a huge increase in people seeking food assistance. Typically, October through January sees the highest need.

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

The biggest challenge was finding food. While there was food to order, it is important to provide a balanced variety to offer so agencies can order what clients/guests want. This did become a bit less of a challenge than what we thought it would have been when the application was submitted. The second challenge is transportation of the food from either the manufacturer or the supplier warehouse.

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

The Food Bank staff began looking for food right after the award was announced. Vendors allow us to pay after the order is received. While orders were taking between two to four weeks, the preordering of product cut down wait time. Typically, the Food Bank staff manages a food purchasing budget on a month to month basis. Receiving this money allowed us cushion to submit several orders within a short period of time.

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

With this money, we were able to order preassembled boxes of food. Typically, these boxes cost more than ordering unassembled product because of the amount an organization must purchase. These boxes allowed the Food Bank staff have a box ready to hand out to guests. This cut the time down Food Bank staff and food pantries need to commit to assemble food boxes for drive through distribution.

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

The Gimbel Grant made it possible for the Food Bank of Siouxland to feed more individuals than ever before, during a time when it was needed the most by our community. Without this grant, we would have had to find alternative streams of income to meet the need. Our staff's time is already stretched and being able to depend on this funding from the Gimbel Foundation made it possible for our development team to continue raising money to ensure we can continue to meet the need of our community in the future. A gift of this size is almost unheard of in our community and would, most likely, take months of work and multiple donors to achieve. Because we were approved and received funding quickly, there were no gaps in our ability to provide those in need with sustenance and continue to work on acquiring funding and purchase food for the future.

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
Food	Vendors: CIS (6 orders; Hidden Valley, Pampa, and McLane	\$80,000	\$80,894.79

SUCCESS STORIES

17. Please tell us ONE success story.

Within two weeks of schools closing in Iowa (March 2020), the Food Bank transitioned from a guest selection method of food pantry (guests would go around a table and select the products each individual wanted) to a drive through style of distribution (guests stayed in cars, drove through parking lots, and received food in the trunk of their cars). Food Bank volunteers assembled the boxes of food for this style of distribution. McLane offered the Food Bank dry good boxes with 16 items. This allowed the Food Bank volunteers to switch from assembling boxes to sorting donations. This switch got more food available to hand out to pantries and guests.

This money also allowed the Food Bank to catch up with the amount of food purchased food in the Food Bank warehouse. In October 2020, the warehouse had 117,000 purchased food pounds. By December 2020, the warehouse had 130,000. This allows the Food Bank to continue to distribute food on a regular schedule, evens out work for the staff, and allows pantries to maintain a steady amount of food at their locations.

OGDEN UT 84201-0038

In reply refer to: 0437772883
May 08, 2008 LTR 4168C E0
42-1381516 000000 00 000
00030625
BODC: TE

FOOD BANK OF SIOUXLAND INC
PO BOX 985
SIOUX CITY IA 51102-0985856

Employer Identification Number: 42-1381516
Person to Contact: S. Milligan
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your request of Apr. 29, 2008, regarding your tax-exempt status.

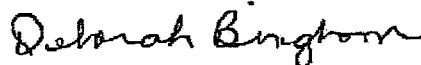
Our records indicate that a determination letter was issued in September 1994, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

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,



Deborah Bingham
Accounts Management I

INTERNAL REVENUE SERVICE
DISTRICT DIRECTOR
P O BOX A-3290 DPN 22-2
CHICAGO, IL 60690

DEPARTMENT OF THE TREASURY

Date: SEP 19 1994

Employer Identification Number:
42-1321516
Case Number:
364088003
Contact Person:
MS. L. DANIELS
Contact Telephone Number:
(312) 886-6532
Accounting Period Ending:
December 31
Form 990 Required:
YES
Addendum Applies:
NO

SIOUXLAND TRI-STATE FOOD BANK INC
P O BOX 985
SIOUX CITY, IA 51102

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3).

We have further determined that you are not a private foundation within the meaning of section 509(a) of the Code, because you are an organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status and foundation status. In the case of an amendment to your organizational document or bylaws, please send us a copy of the amended document or bylaws. Also, you should inform us of all changes in your name or address.

As of January 1, 1984, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more you pay to each of your employees during a calendar year. You are not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Since you are not a private foundation, you are not subject to the excise taxes under Chapter 42 of the Code. However, you are not automatically exempt from other Federal excise taxes. If you have any questions about excise, employment, or other Federal taxes, please let us know.

Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

Donors may deduct contributions to you as provided in section 170 of the

SIouxLAND TRI-STATE FOOD BANK INC

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 Code sections 2055, 2106, and 2522.

Contribution deductions are allowable to donors only to the extent that their contributions are gifts, with no consideration received. Ticket purchases and similar payments in conjunction with fundraising events may not necessarily qualify as deductible contributions, depending on the circumstances. See Revenue Ruling 67-246, published in Cumulative Bulletin 1967-2, on page 104, which sets forth guidelines regarding the deductibility, as charitable contributions, of payments made by taxpayers for admission to or other participation in fundraising activities for charity.

In the heading of this letter we have indicated whether you must file Form 990, Return of Organization Exempt From Income Tax. If Yes is indicated, you are required to file Form 990 only if your gross receipts each year are normally more than \$25,000. However, if you receive a Form 990 package in the mail, please file the return even if you do not exceed the gross receipts test. If you are not required to file, simply attach the label provided, check the box in the heading to indicate that your annual gross receipts are normally \$25,000 or less, and sign the return.

If a return is required, it must be filed by the 15th day of the fifth month after the end of your annual accounting period. A penalty of \$10 a day is charged when a return is filed late, unless there is reasonable cause for the delay. However, the maximum penalty charged cannot exceed \$5,000 or 5 percent of your gross receipts for the year, whichever is less. This penalty may also be charged if a return is not complete, so please be sure your return is complete before you file it.

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

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

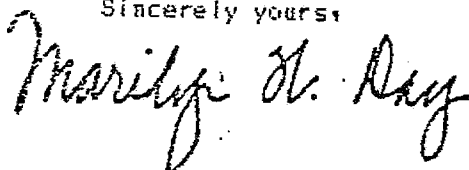
If we have indicated in the heading of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

Because this letter could help resolve any questions about your exempt status and foundation status, you should keep it in your permanent records.

SIouxLAND TRI-STATE FOOD BANK INC

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,

A handwritten signature in cursive script that reads "Marilyn W. Day". The signature is written in dark ink and is positioned above the typed name.

Marilyn W. Day
District Director