



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

Internal Use Only: Grant : _____
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**Organization / Agency Information**

1)Organization/Agency Name: Freestore Foodbank		
2)Physical Address: 1141 Central Parkway		City/State/Zip Cincinnati, OH 45202
3)Mailing Address: 1141 Central Parkway		City/State/Zip Cincinnati, OH 45202
4)CEO or Director: Kurt L. Reiber		Title: President & CEO
5)Phone: 513-482-3737	6)Fax: 513-482-7532	7)Email: kreiber@freestorefoodbank.org
8)Contact Person: Lindsay Starry		Title: Corporate & Foundation Relations Manager
9)Phone: 513-482-7098	10)Fax: 513-482-7532	11)Email: lstarry@freestorefoodbank.org
12)Web Site Address: <a href="http://www.freestorefoodbank.org">www.freestorefoodbank.org</a>		13)Tax ID: 23-7122205

**Program / Grant Information**

**Interest Area:**

14)Program/Project Name: Power Pack Program		15)Amount of Grant Requested: \$100,000	
16)Total Organization Budget: \$20,780,320 (*w/o value of in-kind food)	17)Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): \$67,302,692/\$71,309,298x100 =94.38	18)Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): \$1,830,758/\$71,309,298 = 2.57	19)Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): \$1,830,758+\$2,175,848/\$71,309,298x100 = 5.62
20)Purpose of Grant Request (one sentence): Funding will support the purchase of food items to be included in weekend food assistance packs provided to elementary school children who are food insecure.			
21)Program Start Date (Month and Year): 07/01/2022		22)Program End Date (Month and Year): 06/30/2023 (grant funds will spent before 1/31/23)	
23)Gimbel Grants Received: List Year(s) and Award Amount(s) 2019 support (received 1/22/2019) \$15,000 2020 support (received 1/14/2020) \$15,000			

**Signatures**

24)Board President / Chair: (Print name and Title) Warren Weber, Board Chair	Signature: 	Date: 2/4/22
25)Executive Director/President: (Print name and Title) Kurt L. Reiber, President & CEO	Signature: 	Date: 2/4/22

# **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?

Freestore Foodbank's mission is to improve lives by eliminating hunger in partnership with our community. Our vision is a hunger-free, healthy, and thriving community. To achieve this vision, our objectives are to provide nutritious food, connect families to supportive services and ensure hope through pathways from crisis to stability.

In 1971, as Frank Gerson was working at the local incinerator, he saw discarded household items that were still in decent condition. Not wanting these usable things to go to waste, he collected them, making them available free of charge to anyone who had a need. His ever-changing collection of offerings became known as "Free Store". Eventually, Gerson incorporated Free Store into a public charity and quit his job to devote his time and efforts toward helping the community. Soon Free Store began to distribute food to those in need and in 1979 became a founding member of Feeding America, evolving into Freestore Foodbank as the designated organization to address food insecurity in the TriState region.

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

Freestore Foodbank has served local families for 50 years, first in Cincinnati, Ohio and now to an expanded 20-county tristate region. The generosity of a caring community has allowed us to initiate programs and add services to address the pressing issues related to poverty—issues that ultimately affect us all. We continue to add programs and services to meet the changing needs of our region, ensuring best practices with adaptable models based on the feedback of those we serve. The Power Pack program in particular is one of our largest and longest standing programs with 18 year of outcomes in the region.

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

Hamilton County selected us as one of three organizations to help distribute \$7 million in rent and utilities assistance related to COVID-19 evictions. We participate in the City of Cincinnati's Hand Up Initiative for job training through our Cincinnati COOKS! program. Our Stabilization Program and LIFT the TriState workforce development program are recipients of grants from the City of Cincinnati's Human Services Fund. We have also received funding from the Ohio Governor's Office of Faith-Based and Community Initiative to support our workforce development programs.

Our President & CEO, Kurt Reiber received Business Courier's 2020 C-Suite Award. In October 2019, we received a 2019 Transformation Award from the Center for RespiteCare for outstanding support related to homelessness. We were honored our CFO, Tim Weidner, was awarded a Business Courier C-Suite Award for "CFO of the Year" in August 2019. We were recognized by Queen City Certified for gender equity in the workplace in their 2019 survey.

Freestore Foodbank has been a Better Business Bureau Accredited Charity since 2005. We currently maintain a Platinum level rating through Guidestar, an online service that reports on non-profit organizations. We also hold a four-star rating with Charity Navigator, the highest possible rating and evidence that we adhere to sector best practices and execute our mission in a financially efficient way.

## **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 pandemic continues to have a negative impact on our most vulnerable community members – children. Locally food insecurity among children rose an estimated 4.5% during the pandemic, representing 19,000 more children at-risk. This is caused by interruptions in free school meals and additional financial pressures on food insecure families through job loss and medical concerns. Hunger is a critical issue for the over 90,000 food insecure children in the 20 county region supported by Freestore Foodbank (Source: Feeding America's Map the Meal Gap). Locally, childhood hunger was on a steady decrease until the pandemic derailed improvements.

Data from Feeding America's Map the Meal Gap 2020 report indicates that "children struggling with food insecurity may be at greater risk for stunted development, anemia and asthma, oral health problems, hospitalization, and mental disorders." Furthermore, "food insecurity is linked with poorer physical quality of life, which may prevent children from fully engaging in daily activities. At school, food-insecure children are at increased risk of falling behind their food-secure peers both academically and socially; food insecurity is linked to lower grades and non-cognitive skills. They may also be more likely to exhibit behavioral problems including anxiety, psychological distress and substance abuse, and to experience bullying."

We currently support over 100 schools in 18 counties in greater Cincinnati, including Hamilton, Clermont, Pike, Highland, Scioto, Clinton, Adams, and Brown counties in Ohio; Boone, Bracken, Campbell, Kenton, Grant, Gallatin, Mason, Owen, and Pendleton counties in Kentucky; and Dearborn in Indiana. This represents urban, rural and suburban populations. The program is primarily for elementary schools, and works best for children in grades K-5, based on previous school years. The items included in the Packs are chosen based on the preferences and dietary needs of this age group. The program is open to students of all races, religions and backgrounds whose households would be considered low to moderate income.

### **B) Project Description**

Describe your food distribution program.

1. What are the specific activities of the food program?
2. How do you identify/qualify those in need?
3. How often is the food distribution offered (before COVID and now)?
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?
5. Please explain how you keep track of number of people served.

Freestore Foodbank's Power Pack program began in 2004 and is based on Feeding America's national Backpack initiative. Low-income children are fed daily through free/reduced-price school meals, which are only available on school days. During weekends and school breaks, these same children may be forced to skip meals due to lack of resources. The Power Pack program works with schools to

provide packs of food assistance to food insecure children every Friday of the school year, to alleviate hunger on non-school days.

Power Pack school sites are chosen through an open application process which allows staff to evaluate for food insecurity levels, other available resources and unique situations of each site, including high migrant populations, unemployment rates and homeless populations. Power Pack was extended into the summer for any interested sites and additional family events and larger holiday break boxes are provided, to help alleviate the increased food insecurity brought on by the pandemic.

Each site is managed by a designated coordinator with support from Freestore Foodbank's community partnership manager. Site coordinators participate in an orientation, designate a safe and secure area appropriate for food storage, and determine how best to distribute packs each Fridays (with flexibility in model due to COVID). Working with other faculty and school staff, they identify food insecure children to enroll in the Power Pack program. Each site also performs program evaluation, monthly reporting, and provides student and parent feedback to Freestore Foodbank staff. This is how we track the number of students supported each week, which is currently 5,600. Some sites are able to support their own packs with independent funders, Freestore Foodbank currently fundraises to cover the costs of 3,918 packs each week, with the additional 1,682 supported by the sites. We currently support over 100 school sites total. Throughout the school year, we anticipate more than 6,500 unduplicated children served.

Each Power Pack contains over a dozen items including sunflower kernels, low-sugar or whole grain cereal, fruit and vegetable juices, complete pasta meals and educational snacks. These items are high in protein, fiber and iron, and require minimal preparation. All packs are assembled by volunteers, greatly reducing the expense of the program and allowing the majority of funds to support food costs.

We focus on serving schools with the highest need. Eligibility for a school to participate as a site is based on the percentage of its students qualified for free/reduced-price (F/R) school meals: 70% for urban schools and 50% for rural or suburban schools. Freestore Foodbank offers a training manual and connections to other resources to help teachers and administrators identify the signs of food insecurity.

### **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.**

**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.**
- 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.
- 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.

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.

**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:** Improve the nutritional value provided to local children to enhance overall wellbeing and learning potential

**OBJECTIVE:** Distribute 3,918 weekly packs of food assistance over a 7 week period, for a total of 27,426 packs of food assistance to local children showing signs of food insecurity

**ACTIVITIES:**

- 1) Purchase consistent, quality food items that are both healthy and appealing to children
- 2) Through volunteers, assemble 3,918 packs of food assistance, including 12 items per pack
- 3) Deliver packs of assistance to local schools, meeting food insecurity criteria who have identified specific food insecure children
- 4) Sites distribute packs each Friday (with flexibility as needed for COVID changes), supporting the food needs of children over the weekend and during school breaks

**OUTCOME:** We expect to distribute 3,918 weekly packs of food assistance, or a total of 27,426 packs with this funding to support food insecure children

**EVALUATION:** We will receive monthly reports on the number of children served (expected to be 3,918 each week), as well as any issues or best practices around delivery, storage, distribution and feedback. We expect qualitative feedback about the ability to children to focus and learn more on Monday mornings after receiving the packs during the weekend.

**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: 7/1/22 to begin ordering food items

The project end date is: 6/30/23 for the entire program to end (grant funds to spent by 1/31/23)

Include timeframes for specific activities, as appropriate.

Food purchases may start early in the fiscal year with some distributions depending on increased needs due to COVID. The majority of distributions will begin with the school year in early fall. Funding will be used early in the school year, expending all funds by the end of January, 2023. However, the program will continue throughout the school year, and likely into the summer of 2023 if need remains elevated due to the impacts of COVID.

**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.

This grant supports food insecure children in the greater Cincinnati tristate region, with a total of 5,600 weekly children supported and 3,918 of these supported through food purchased funded by Freestore Foodbank. Other sites (1,682) are able to partially or fully purchase their packs through local sponsors (we only recoup food costs, no transportation or overhead). This program will support an estimated 6,500 unduplicated children.

**F) Community Partners**

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

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

3. How are you utilizing volunteers?

In order to reach our goals, the Power Pack program works collaboratively with other programs and organizations with a similar focus. Our partners include school districts, Feeding America food banks that provide best practices across the network, religious/charity groups and community organizations such as the Steven Hunter Hope Fund, CISE, Catholic Charities, Cincinnati Public Schools, Community Food Collaboratives, Headstart-Community Action Agency and others. These local partners help support the program financially in some cases, as well as conduct outreach in areas where local relationships are vital to success.

Each of the more than 100 school sites provides vital feedback information and works to identify and distribute packs to food insecure children. They are the best advocates to recognize the symptoms of hunger and reach out to address them, often providing additional resources through Freestore Foodbank such as our Benefits Call Center. The Power Pack program would not be possible without hundreds of volunteers each year who assemble each pack for distribution. Volunteer involvement eases a great financial burden, allowing more funds to support the purchase of food items for the Power Packs. Local partners and media connections help reach the community and ensure those in need are aware of this resource.

**G) Use of Grant Funds**

How will you use the grant funds? This answer should align with the specific activities previously outlined in C) Project Goal, Objectives, Activities and Expected Outcomes

Funds will directly purchase 12 food items going into 3,918 weekly packs for a seven week period, making 27,426 total packs possible.

### 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 Power Pack program has provided consistent, critical nutrition to elementary school children for 18 years with the support of our local community. We will continue to request support from foundations, individuals and corporations with a focus on multi-year commitments when possible to ensure consistency. Part of the strength of this program is due to efforts with our many local partners to avoid any duplication of services, while also being mindful about potential expansion to prevent over-extension of resources.

Our organization as a whole continues to expand responsibly, replicating successful programs and working with partners to adjust to meet the needs of the community. We continue to remain fiscally responsible in our plans for the future to ensure we're here as long as local families need us. The Power Pack program is a central part of our strategic plan to address the gap in food assistance to children and it remains our largest and furthest reaching program. This contribution will allow us to accept 1-2 additional sites into the program (applications are submitted in the spring) while ensuring we don't over-extend. We do not expand and contract with available funding, but rather commit to continued site support, utilizing unrestricted support when needed.

### 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?

Our board provides guidance and support for all key aspects of the organization including updating our strategic plan each year, review budgets each year, reviewing our actuals compared to budget each month during meetings and discussing any related issues of the organization. They approve all HR policies and review the performance of our President & CEO. They are elected for a three year, renewable term with officers serving two year terms.

Related committees include Audit, Development, Distribution and Logistics, Executive, Finance, Governance and Trusteeship, Stabilization, Talent Management and Recruitment, Workforce Development, and ad hoc committees as needed such as our Growing Beyond Hunger Capital Campaign committee.

#### B) Management

1. Describe the qualifications of key personnel/staff responsible for the project.
2. **What is the CEO/President/Executive Director Salary?**

**Heidi Becker** - Community Partnership Manager- Power Pack

Heidi has been with the Freestore since February 2014, first with our volunteer department for one year and now with our programs department as our Power Pack coordinator for seven years. Prior to working at Freestore, she went to Culinary school and was a Director at a before and after-school program for five years. She is ServSafe certified, attends CPS school partner meetings and is part of the SAFE (Systems to Achieve Food Equity) network group. She is a community advocate for the needs of local children and works to support the schools who need us most, coordinating and supporting over 100 sites.

**Patrick Hine** - Strategic Product Sourcing Manager

Patrick started with the Freestore in 2021. He has a B.S.B.A in Global Supply Chain Management from Northern Kentucky University. Before coming to Freestore, he was GM of small grocery for seven years and gained experience before that working at Whole Foods. Overall he has worked in purchasing and other related functions in the food industry for 17 years. He ensures Freestore Foodbank and its network of 570+ partners receive the food they need by sourcing donations as well as purchasing items as needed to fill the gaps.

**Michael Truitt** – Director of Partner Agencies and Programs

Michael has been with the Freestore since 2018 after seven years in non-profit and ten years of experience in leadership roles. He received his MBA from the College of Mount St. Joseph in 2019 with a focus on executive leadership and strategic management. Michael has worked to bring all partners up to compliance with Feeding America standards while improving online ordering procedures and encouraging closer relationships between staff members and our partners.

Kurt L. Reiber, our President & CEO has a salary of \$205,657



## 2022 S.L. Gimbel Foundation APPLICATION

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

Please provide a detailed line-item budget for your project by completing the budget form below. **The maximum requested amount is \$1,000,000 or 25% of your operating budget, whichever is less, 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
Personnel	Salary and benefits	\$0	\$142,180	\$0	\$142,180
Program Supplies	Bags, printing, etc.	\$0	\$36,661	\$0	\$36,661
Data/Communications	Phone, internet, etc.	\$0	\$2,208	\$0	\$2,208
Operating Needs	Accounting/payroll	\$0	\$1,204	\$0	\$1,204
Sunflower seeds	1 oz pack/150 per case/\$27.75 per case	\$0	\$23,195	\$5,074	\$28,269
Whole grain cereal	1 oz bowl/96 per case/\$15.68 per case	\$0	\$20,478	\$4,479	\$24,957
Pudding	3.5oz/48 per case/\$10.84 per case	\$0	\$28,306	\$6,192	\$34,498
Juice (veggie/fruit)	4.23oz/44 per case/\$8.55 per case	\$0	\$53,106	\$6,253	\$59,359
Fruit bar	1.3oz/72 per case/\$14.76 per case	\$0	\$25,702	\$5,622	\$31,324
Cheez-it crackers	.74 oz/60 per case/\$10.40 per case	\$0	\$21,736	\$4,755	\$26,491
Canned Beef ravioli	15oz/24 per case/\$18.98 per case	\$0	\$99,154	\$21,690	\$120,843
Canned spaghetti with meatballs	15oz/24 per case/\$19.28 per case	\$0	\$100,744	\$22,038	\$122,782
Cracker educational snack	1oz/30 per case/\$5.04 per case	\$0	\$21,084	\$4,612	\$25,696
Applesauce squeeze	3.2oz/72 per case/\$25.43 per case	\$0	\$44,286	\$9,688	\$53,974
Dried Turkey meatstick	.5oz/288 per case/\$100.78 per case	\$0	\$43,873	\$9,597	\$53,470
<b>TOTALS:</b>		\$0	\$663,917	\$100,000	\$763,917

**Provide a narrative for the line item Transportation OR Coordination.**

All food items are one per pack except two of the juice items are included.

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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
H.B., E.W. and F.R. Luther Charitable Foundation	\$75,000
Meshewa Farm Foundation	\$40,000
Pep Promotions	\$30,079
Archer Daniel Midlands	\$25,000
Feeding America National Office/ Schwan's Foundation	\$20,000
Brown and Caldwell	\$12,000
William P. Anderson Foundation	\$10,000
Dayton Power and Light Foundation	\$10,000
Robert Gould Foundation	\$10,000
Rolling Acres Mobile Home	\$8,000
Woodforest Charitable Foundation	\$5,200
Pope Consulting	\$5,000
Milacron Plastics Company	\$5,000
Jim Foote Foundation	\$5,000
Scripps Howard Foundation	\$5,000
Mt. Washington Presbyterian Church	\$4,000
Individuals	\$186,174

\*This represents funding currently secured for the Power Pack program this current school year. This grant will be used in next fiscal year, but many of these donors are expected to return at similar levels

### *Pending*

Name of Funder: Foundation, Corporation, Government, Individual donors, Other (specify)	Amount	Decision Date
Charles H. Dater Foundation	\$50,000	4/30/22
Campbell's Soup Foundation	\$20,000	3/31/22
Ethicon Endo-surgery – Johnson & Johnson	\$20,000	4/30/22
Rotary Club of Cincinnati	\$8,000	4/30/22
Individuals	\$50,000+	6/30/22

**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
Individual donor support	\$19,120,902	53%			
Corporate support	\$5,088,411	14%			
Special events	1,597,652	4%			

Foundations	\$6,017,729	16%			
Government contracts	\$3,266,581	9%			
Community/United Way	\$320,124	1%			
Freestore Foundation	\$888,540	3%			

**Notes:**

The above represents the entire organization, not just the Power Pack program.

## S.L. Gimbel Foundation APPLICATION

### VII. Financial Analysis

**Agency Name:** Freestore Foodbank

**Most Current Fiscal Year (Dates):** From 7/1/19 To: 6/30/20 (more recent audit is available, but this is the most recent 990 available. New 990 should be ready in a few weeks)

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
\$71,309,298	\$67,302,692	\$1,830,758	\$2,175,848

**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%	94.38%	2.57%	3.05%

**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	Column C, Management & general expenses per 990 above	<b>Differential</b>
2.6%	2.57%	.03%

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

N/A

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**Quick Ratio:** Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$11,815,499	\$19,671,518	\$3,695,364	8.52

**Excess or Deficit for the Year:**

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$27,313,159	\$14,321,577

**Notes:**

According to our audited financial statements for FY2020 and FY2021, we had an excess in both years of approximately \$14 million and \$27 million. This was caused by donations made towards our Growing Beyond Hunger Capital Campaign, which will be spent in future years, as well as additional in-kind and COVID food related donations, which will cause deficits in future years as we spend down this funding to support the ongoing needs of our community.

**VIII. EMAIL TWO PDF files to [Gimbel@iegives.org](mailto: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. <b>Please make sure that the Form 990 you submit is no more than two (2) years old.</b>
#3	Part IX <b>only</b> of the 990 form, Statement of Functional Expenses (one page). <b>Please make sure that the Form 990 you submit is no more than two (2) years old.</b>		
#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	Budget	Variance
	Most Recently Completed Year	Projections Current Year	
	20____	20____	
<b>Income</b>			
Individual Contributions	-	-	-
Corporate Contributions	-	-	-
Foundation Grants	-	-	-
Government Contributions	-	-	-
Other Earned Income	-	-	-
Other Unearned Income	-	-	-
Interest & Dividend Income	-	-	-
<b>Total Income</b>	-	-	-
<b>Expenditures</b>			
<b>Personnel</b>			
<b>Salary CEO – Required</b>	-	-	-
Staff Salary (total)	-	-	-
Payroll Taxes	-	-	-
Insurance - Workers' Comp	-	-	-
Insurance - Health	-	-	-
Payroll Services	-	-	-
Retirement	-	-	-
<b>Total Personnel</b>	-	-	-
<b>General Program/Administrative</b>			
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	-	-	-
<b>Total General Program/Administrative</b>	-	-	-
<b>Total Expenditures</b>	-	-	-
<b>Revenue Less Expense</b>	-	-	-

**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.**

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







### Income Statement - FY21 Actual and FY22 Budget

	Fiscal Year 2021 (Audited)	Fiscal Year 2022 Budget	Variance
<b>Revenue</b>			
Unrestricted Contributions	\$ 14,556,472	\$ 8,402,000	\$ (6,154,472)
FSFB Foundation	\$ 556,176	\$ 888,540	\$ 332,364
Restricted Contributions	\$ 3,579,535	\$ 2,687,500	\$ (892,035)
Customer Program Fees	\$ 101,530	\$ 112,992	\$ 11,462
Shared Maintenance Fees	\$ -	\$ -	\$ -
Shipping revenue	\$ -	\$ -	\$ -
Government Service Contracts	\$ 5,979,194	\$ 3,266,581	\$ (2,712,613)
Non-Government Service Contracts / United Way	\$ 477,907	\$ 423,163	\$ (54,744)
Purchased Product Resale	\$ 205,310	\$ 1,500,000	\$ 1,294,690
Special Events	\$ 1,464,534	\$ 1,597,652	\$ 133,118
Social enterprises	\$ 122,665	\$ 117,500	\$ (5,165)
Miscellaneous Income	\$ 322,017	\$ 22,030	\$ (299,987)
<b>Total Revenue</b>	<b>\$ 27,365,340</b>	<b>\$ 19,017,958</b>	<b>\$ (8,347,382)</b>
<b>Expenses</b>			
Personnel	\$ 8,754,266	\$ 9,244,075	\$ 489,809
Facilities	\$ 1,186,064	\$ 1,215,217	\$ 29,153
Vehicles	\$ 333,835	\$ 290,285	\$ (43,550)
Data & Communication Equipment	\$ 333,809	\$ 461,715	\$ 127,906
Operating	\$ 3,099,211	\$ 3,370,141	\$ 270,930
Purchased Product	\$ 364,521	\$ 1,647,541	\$ 1,283,020
Specific Assistance	\$ 15,322,709	\$ 4,172,597	\$ (11,150,112)
Depreciation	\$ 326,887	\$ 378,749	\$ 51,862
<b>Total Expenses</b>	<b>\$ 29,721,302</b>	<b>\$ 20,780,320</b>	<b>\$ (8,940,982)</b>
<b>Revenues Over/(Under) Expenses</b>	<b>\$ (2,355,962)</b>	<b>\$ (1,762,362)</b>	<b>\$ 593,600</b>

Our fiscal year is July 1 through June 30. This account represents our internal budget, which does not include the value of in-kind food donations. These are calculated during the annual audit. Year-end calculations of in-kind food donations account for approximately \$40-55 million and are combined with our Corwine Foundation during the audit process. The budget deficit in fiscal year 2021 and 2022 was planned to spend-out funding received late in fiscal year 2020 in order to support the COVID-19 increase in food needs of the region. Food expenses are slow to show up on our expenses as the cost is only incurred after food is fully distributed to our partners and/or clients, not at the time of purchase. Purchased product is currently provided at-cost to partners (no mark-up for delivery, storage, etc.), but the majority of product is provided at no cost under Specific Assistance.

**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	228,460.	228,460.		
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	629,603.	326,282.	204,018.	99,303.
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	5,483,534.	4,037,032.	779,006.	667,496.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits	1,243,400.	792,797.	337,585.	113,018.
10 Payroll taxes	466,218.	288,747.	124,427.	53,044.
11 Fees for services (nonemployees):				
a Management				
b Legal	5,079.		5,079.	
c Accounting	32,548.	23,224.	6,268.	3,056.
d Lobbying	21,744.		21,744.	
e Professional fundraising services. See Part IV, line 17	996,006.			996,006.
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)				
12 Advertising and promotion	42,915.	20,993.	1,739.	20,183.
13 Office expenses				
14 Information technology	314,252.	128,912.	104,692.	80,648.
15 Royalties				
16 Occupancy	1,174,331.	1,144,307.	5,580.	24,444.
17 Travel	68,014.	34,862.	20,973.	12,179.
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	288,408.	271,583.	16,585.	240.
23 Insurance	53,468.	24,630.	25,514.	3,324.
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 <b>FOOD &amp; HEALTH DISTRIB.</b>	53,293,663.	53,293,663.		
b <b>ASSISTANCE TO CLIENTS</b>	4,307,675.	4,307,675.		
c <b>FOOD PURCHASES</b>	1,448,723.	1,448,723.		
d <b>EQUIP, SUPPLIES AND REP</b>	407,397.	372,744.	16,671.	17,982.
e All other expenses	803,860.	558,058.	160,877.	84,925.
25 <b>Total functional expenses.</b> Add lines 1 through 24e	71,309,298.	67,302,692.	1,830,758.	2,175,848.
26 <b>Joint costs.</b> 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

**Freestore Foodbank**

2. Grant #

**20191217 GIMB-Docket H2019**

3. Grant Amount:

**\$15,000**

4. Date Awarded (date on award letter)

**December 30, 2019**

5. Grant Period (Indicate start date and end date per Grant Agreement)

**January 1, 2020 – June 30, 2020**

6. Location of your Organization (City, State)

**Cincinnati, Ohio**

7. Name and Title of person completing evaluation

**Lindsay Starry, Corporate & Foundation Relations Manager**

8. Phone Number

**513-482-7098**

9. Email Address

**[lstarry@freestorefoodbank.org](mailto:lstarry@freestorefoodbank.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:

**The grant application stated the funding would be used to purchase three main food ingredients in our Power Pack weekend bags for local children. \$15,000 would make 17,275 bags possible, serving 860 students each Friday during the second half of the school year at 20 school sites. The program as a whole was stated to serve 107 sites, or 5,200 weekly students, equaling approximately 6,500 unduplicated children.**

B) Actual number served:

**The Power Pack program served a total of 114 sites and 7,098 unduplicated children. The program performed as planned until mid-March when schools closed due to COVID-19. During this time, 70 sites were able to stay open and distribute food to local children using a mixture of pick-up and drop-off models. This time also saw new temporary sites open, and new children being served as access changed and new families suddenly had higher need. As the school year ended and summer began, Freestore Foodbank offered to continue to provide packs to sites for the first time. 44 sites accepted this offer and continued to support local children during the summer months, including the end of June for this grant period. We did reach the total sites, children and packs projected, although not quite in the model and way we expected. The funding of Gimbel Foods was utilized as expected, reaching over 17,275 children, with at least 860 being unduplicated. Most of the pack contents were purchased before the COVID-19 pandemic hit, ensuring consistent pricing, however, there was one item that increased slightly in cost, which we were able to cover with other donations to ensure consistent, quality packs for local children.**

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:

**Our goal was to serve 5,200 weekly students through 107 school sites across 16 counties in Ohio and Kentucky, providing vital nutrition to hungry children throughout the school year. The goal for this funding in particular was to support the purchase of three of the most expensive, but also nutritionally vital components of the Power Pack, including the beef stick, apple sauce squeezables and educational snack pack, making 17,275 packs possible.**

Activities:

Objective: In terms of specific quantifiable criteria:

A) Per original grant application (for the Food grants, state the purpose of the grant):  
**Funding was requested to support the purchase of food items to complete our Power Pack weekend bags of food assistance for elementary aged children found to be food insecure by school staff. This basic assistance allows children to focus on school work rather than their hungry stomachs, particularly on Monday mornings. It also allows families to form a stronger connection with schools,**

reaching out for help when needed and learning about other potential resources. This food assistance ultimately support the development and learning potential of local children, allowing them to grow and thrive.

B) Actual grant outcome, results, accomplishments:

**Rather than 5,200 weekly students served, the numbers started out at 5,200, and fluctuated greatly as schools closed and worked to find different methods of distribution. During the month of June we continued to provide packs for the first time ever, supporting over 2,000 weekly children. Overall, the number of packs was slightly higher than expected for January to June, as we extended into new months, and the sites that were able to stay open requested additional packs to meet the needs of the community. Throughout the entire school year, and the extended month of June, we provided 230,546 packs to hungry children. We have already received requests for additional packs when schools start in September, and we're preparing for increases in food costs as vendors are running low on inventory.**

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

**COVID-19 and the closing of school presented an extremely large challenge to the Power Pack program which relies on distribution through schools. Many schools were worried about continuing the program both for the safety of site coordinators and local families seeking the assistance. The pandemic also impacted our vendors and ability to source regular food items. Many items were out of stock or limited moving into late spring, increasing costs and time spent looking for replacement items and new potential vendors.**

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

**While all school sites were not able to overcome the challenge of distribution with school closings, we worked with each site to help support them in any way possible. For many sites this was continuing to provide packs and even increase the number to assist the growing number of food insecure children. For other sites this was offering other resources such as local partner pantries, our Benefit Call Center, and emergency food distribution sites. By continuing into the summer, we did reach our goal for total pack distributed, but we were not able to reach all 5,200 each weekend because of these challenges. COVID-19 completely changed the way we support the community, making all product free of any cost (removing delivery and storage costs and even providing purchased food at no cost to partner pantries) to ensure families got their basic needs met. For Power Pack, this meant being flexible in packs provided, distribution methods and reporting by sites.**

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

**Many site coordinators reported feeling closer than ever to the children in their district, with families reaching out with concerns and needs and even mentioning the needs of friends and neighbors. The importance of the Power Pack program and other feeding**

programs at school sites has also been highlighted by schools, media and communities more than ever before as people realize the importance of this safety net for children. We have more sites requesting increases in packs, and new sites showing interest in both the Power Pack program and our School Pantry program which offers support primarily to older children and families.

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

**Your contribution meant that we could afford to maintain full, nutritionally dense packs, rather than switching to cheaper packs during this time of need or reducing the amount of packs provided. The needs of the community have certainly increased, as Freestore Foodbank has seen a 59% increase in food assistance provided throughout all our programs and services. Ongoing support meant that we could increase overall food to the community, while also maintaining our current plans for vital programs like Power Pack and dedicating the time and resources needed to ensure we continued to reach people in need despite necessary changes in model and process. Your support directly provided the central ingredients of the pack for over 17,000 packs, serving over 800 local children each week during the grant period.**

**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
Beef Stick .5 oz	Powerpack (weekend childrens' bag) item, 17,275 @ \$.355 per item	\$6,132.63	\$6,132.63
Dick & Jane Educational snacks	Powerpack (weekend childrens' bag) item, 17,275 @ \$.17 per item (actual cost \$.1834)	\$2,936.75	\$3,168.24
Applesauce squeezable pouch	Powerpack (weekend childrens' bag) item, 17,275 @ \$.344 per item	\$5,942.60	\$5,942.60
<b>Totals</b>		<b>\$15,011.98</b>	<b>\$15,243.47</b>

**SUCCESS STORIES**

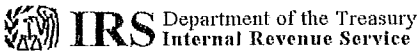
17. Please tell us ONE success story.

**A site coordinator told us about one boy in her class who she knew was an immediate candidate for the program. He was often distracted and hungry in the mornings and always looking for food at the end of the day to take home when students had leftovers. She**

**tried to find little snacks to provide, but she knew much more was needed, particularly on weekends. After talking with the student, she learned he had a younger brother who also went hungry many times. She was able to get both boys on the Power Pack program, providing regular access to weekend food. The coordinator reported the immediate changes she saw in his excitement to come to school and his ability to pay attention in class. She was also able to offer other resources to help fill in gaps for the whole family, building a stronger relationship with the boy's parents. The boys now depend on the support of the Power Pack and looks forward to the food items each week. The consistency is really helping his family during this difficult time.**

**From the coordinator:**

**“He and his brother rely on the Power Packs on weekends, and he is truly grateful each Friday to get a food bag to take home. I also know that they prepare the items themselves, so I appreciate that all of the items are kid friendly and easy to prepare. Thank you for helping us take care of our students!!”**



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248364799  
Apr. 09, 2012 LTR 4168C E0  
23-7122205 000000 00

00017887

BODC: TE

FREESTORE-FOODBANK INC  
1141 CENTRAL PARKWAY  
CINCINNATI OH 45202-2050



044143

Employer Identification Number: 23-7122205  
Person to Contact: Mrs. K Hopton  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Mar. 29, 2012, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in December 1971.

Our records also indicate that 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.

Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.



0248364799  
Apr. 09, 2012 LTR 4168C E0  
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FREESTORE-FOODBANK INC  
1141 CENTRAL PARKWAY  
CINCINNATI OH 45202-2050

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

Sincerely yours,



S. A. Martin, Operations Manager  
Accounts Management Operations