

Grant Application



2023 S.L. Gimbel Foundation Food Grant Application Maximum Request: \$1million

Internal Use Only:
Grant :

Organization / Agency Information

1) Organization/Agency Name: San Antonio Food Bank		
2) Physical Address: 5200 Enrique M. Barrera Parkway		City/State/Zip San Antonio, TX 78227
3) Mailing Address: 5200 Enrique M. Barrera Parkway		City/State/Zip San Antonio, TX 78227
4) CEO or Director: Eric Cooper		Title: President & CEO
5) Phone: 210-337-3663	6) Fax:	7) Email: ecooper@safodbank.org
8) Contact Person: Wayne Griffin		Title: Grants Director
9) Phone: 210-431-9483	10) Fax:	11) Email: wgriffin@safodbank.org
12) Web Site Address: www.safodbank.org		13) Tax ID: 74-2122979

Program / Grant Information

Interest Area:

14) Program/Project Name: Pop Up Markets			15) Amount of Grant Requested: 1,000,000
16) Total Organization Budget: 35,058,271	17) Per 990, Percentage of Program Service Expenses (Column B / Column A x 100): 98%	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 1%	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 2%
20) Purpose of Grant Request (one sentence): The purpose of the Inland Empire grant request is to provide sustenance to households and individuals in the greater San Antonio area that are facing hunger and need assistance finding their way back to self-sufficiency.			
21) Program Start Date (Month and Year): July 2023		22) Program End Date (Month and Year): June 2024	
23) Gimbel Grants Received: List Year(s) and Award Amount(s) \$900,000 Pop Up Markets 2022; \$15,000 SFSP (Summer Meals) Program 2020; \$15,000 SFSP (Summer Meals) Program 2019			

Signatures

24) Board President / Chair: (Print name and Title) Pamela Butt, Board Chair	Signature: 	Date: 3/16/2023
25) Executive Director/President: (Print name and Title) Eric Cooper, President & CEO	Signature: 	Date: 3/16/23



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4)CEO or Director:		Title:
Eric Cooper		President & CEO
5)Phone:	6)Fax:	7)Email:
210-337-3663		ecooper@safoodbank.org
8)Contact Person:		Title:
Wayne Griffin		Grants Director
9)Phone:	10)Fax:	11)Email:
210-431-8483		wgriffin@safoodbank.org
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24)Board President / Chair: (Print name and Title) Pamela Butt, Board Chair	Signature:	Date:
25)Executive Director/President: (Print name and Title) Eric Cooper, President & CEO	Signature:	Date:

2023 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) State the history, mission and/or purpose of your organization.

The mission of the San Antonio Food Bank is to fight hunger in Central and Southwest Texas through food distribution, programs, education, and advocacy. With collaboration of 700 partner agencies, San Antonio Food Bank provides food benefits to 100,000 food insecure individuals each week, positively impacting 1.48 million duplicated individuals within its 29-county service area. In fiscal year 2023 (July 1, 2022, to June 30, 2023) the goal is to procure 76 million pounds of food for Southwest Texas. Its programs include federal benefits assistance, job training, nutrition/wellness education, urban farming, children's initiatives, workforce development, farmer's markets, community kitchens that provide nutritious meals every day throughout the year, and outreach to areas where access to affordable and healthy food options is limited. Its staff of 250 employees, as well as more than 68,000 annual volunteers, aim not only to solve the immediate challenges associated with food insecurity, but also to help individuals and families regain self-sufficiency. As community efforts evolve, the Food Bank aspires to provide healthy food access to families experiencing hunger, affordable housing programs to families in need, and nutrition and financial education positively impacting the health of the community.

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

42 Years

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

- GuideStar Platinum Seal of Transparency 2018-2022
- 13th Consecutive Charity Navigator 4-Star Rating for demonstrating strong financial health and commitment to accountability and transparency 2010-2022
- Listed among the San Antonio metro area Top Workplaces, 2014, 2021
- San Antonio Business Journal, Nonprofit Community Response of the Year, 2020
- San Antonio Business Journal, Individual of the Year, Executive Staff, Eric Cooper, 2020

Additionally, the Client Service Staff assists approximately 1,500 households each month in screening and completing applications for federal aid programs, including the Supplemental Nutrition Assistance Program (SNAP) and Temporary Assistance to Needy Families (TANF).

The Food Bank's staff is also able to complete Medicaid applications for adults and children, as well as applications for the Women, Infants & Children (WIC) program. Through its Workforce Development Program, Culinary Training, and Logistics Training programs, San Antonio Food Bank strives to help the community achieve self-sufficiency and full employment for those who are able to work. The most significant accomplishments of the Food Bank are not its awards but its consistent, exemplary service such as the ability to continuously feed 100,000 hungry individuals in need each week. In fiscal year 2022 (July 1, 2021, to June 30, 2022), the San Antonio Food Bank procured 72 million pounds of food for the community in need, and was key in COVID recovery efforts. Now the Food Bank is playing an integral role in supporting the community during record inflation.

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.

Food insecurity and proper nutrition continue to be a significant challenge in the greater San Antonio area and are considerable concerns to the Food Bank. The Hispanic Community is the most prevalent minority group in Bexar County representing 60.2% of the population. A September 2022 Centers for Disease Control report indicated that 41% of Texas Hispanic adults self-reported as obese. This community is at high risk to type 2 diabetes, hypertension, and obesity which contribute to poorer physical and mental health. All of these conditions can be positively influenced through better nutrition and a balanced diet. The economic impact of these challenges is considerable, as indicated by the 2019 City of San Antonio Status of Poverty publication that declared the city's annual health investment exceeded \$28 million. The priority for the San Antonio Food Bank is to not only provide food for those in need, but to do so safely, and in the right balance.

The Food Bank emphasizes food distribution activities in census tracts that are recognized by the USDA as food deserts and target sites that allow for coordination of program activities such as mobile fitness and nutrition education. The Food Bank is committed to ensuring that households, living in areas where access to a diverse assortment of foods is limited because of geographic or economic reasons, are provided with healthy, perishable food product. The generous support of The Inland Empire Community Foundation makes it possible for the Food Bank to support these underserved areas by providing Pop Up Markets throughout San Antonio and the service area. Each Pop Up Market provides approximately 500 individuals with, on average, 2 weeks of healthful food.

The belief that there would be a significant decrease in the number of individuals and households experiencing food insecurity in the San Antonio Food Bank's service area after the pandemic proved to be inaccurate as the effects of inflation and a slowing economy actually increased the number of households in need. The Pop Up Market program continues to be an integral part of the short-term solution supported by the Food Bank. Support from Inland Empire Community Foundation will support Pop Up Markets in the service area, assisting an estimated 220,500 individuals facing hunger in fiscal year 2024 (July 1, 2023, to June 30, 2024). The support provided by the Inland Empire Community Foundation will provide vegetables, and proteins for the entire year. Additionally, the Food Bank will obtain foods in easy open packaging so homeless clients can consume without additional tools. Your generosity contributes to more rounded, well-balanced meals for households in need. Food Bank staff continues to monitor inflation which adversely affects households served by the Food Bank,

increasing the price of food for families and the Food Bank. Additionally, the Food Bank is aware that the temporary boost to SNAP benefits, known as emergency allotments, put in place during the pandemic will end nationwide after the February 2023 issuance. This change and the challenge of inflation could significantly increase the need for support in the Food Banks service area.

B) Project Description

Describe your food distribution program.

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

The Pop Up Market program provides essential, healthy food to households struggling to put food on the table in Central and Southwest Texas. Pop Up Markets distribute millions of pounds of food and groceries each year. Each Pop Up provides an array of food including Foods to Encourage (F2E), consumable items that promote healthy eating, such as fruits, vegetables, whole grains, proteins, and dairy. These items are obtained and distributed in perishable and nonperishable form, so food resources last longer. In FY23 the Food Bank has so far procured and distributed 47.7 million pounds of nutrient dense food, F2E made up 35.8 million pounds of the food acquired. Pop Up Markets augment food resources for participants in need. Each Pop Up is publicized, and participants pre-register either by contacting the Food Bank by phone or online. The number of participants fluctuates, with some distributions serving in excess of 1,700 individuals. Once the number of participants is determined, the event description and location is placed on the online volunteer calendar and the appropriate number of slots are opened for volunteer registration. On the day of the event, the Pop Up Market team arrives with an array of perishable and nonperishable food including produce, protein, frozen, and refrigerated products. Pop Up Markets are integral to reaching populations residing in areas with a high rate of food insecurity. In addition to providing nutritious food, each Pop Up Market provides key information, ranging from culturally sensitive recipes to healthy shopping on a budget, and guidance on preparing food for children and seniors. Supplemental program information is also provided, so those needing additional assistance know how to contact the Food Bank for holistic support.

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

Individuals qualify for participation based on income and are provided a voucher link for redemption. Each household that participates in a food distribution must register before a Pop Up Market event to ensure: a smooth logistical process; adequate staff and volunteers are in place; the appropriate quantity of food is delivered to the distribution site for those in need. The Food Bank also provides client surveys at all markets to measure impact and success, as well as determine how to improve upon the program.

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

Pop Up Markets take place weekly, at as many as 65 locations. The expected decrease in food aid requests never materialized as inflation, drought, and supply chain challenges continue to increase the price of food items. This has caused the price of a basket of groceries to increase as much as 40% over a year ago, creating shortfalls in household budgets. A significant challenge in the areas of highest need is not only the lack of employment but the prevalence of underemployment, or rather individuals working low-paying jobs because they cannot obtain living wage jobs utilizing their skills.

The Food Bank went from serving just under 300,000 clients pre-COVID to approximately 1.4 million duplicated clients. Food Bank staff continuously monitor community economic conditions to ensure preparedness.

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?

Should this grant be awarded, the Inland Empire Community Foundation will fund food support for Pop Up Markets in the San Antonio Food Bank service area. Ultimately this grant will support the procurement of 8,100,000 pounds of food and will serve 220,500 individuals. It is important to note that food purchased through this grant will enhance the quality of Pop Up Market food variety for the majority of fiscal year 2024. The breakdown of the age ranges served by this program are estimated to be 55,125 (25%) children, 94,815 (43%) adults, and 70,560 (32%) seniors.

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

Participants register prior to each Pop Up Market either online or by calling the Food Bank, this allows the distribution team to adequately prepare for the event by having the right amount of food on hand and registering enough volunteers to man the food stations. Once registered, clients are verified at the distribution site to assess the number of clients registered and number of clients actually served. A database is used to track client activity over time, as well as a dashboard tool to analyze monthly, quarterly, and year-to-year progress. Quantity and categories of food procured is measured using CERES inventory software and monitored by Food Bank staff to assess results. On the distribution side of service, PantryTrak software is implemented to demonstrate the number of clients served. Each year the Food Bank is determined to increase availability of fresh and perishable product, as well as provision of proteins, to help ensure balanced meals. Another important program measure is customer satisfaction, which is conducted through pre- and post-surveys. As in other programs, the greatest measure of success is the number of households served and the quality of food provided.

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)

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

GOAL:

OBJECTIVE:

ACTIVITIES:

OUTCOME:

EVALUATION:

GOAL: With support from Inland Empire Community Foundation the Food Bank aspires to close the meal gap for the greater San Antonio area, thus reducing food insecurity for a year.

OBJECTIVE: Provide 8,100,000 pounds of diverse foods and proteins to approximately 220,500 individuals through enhanced Pop Up distributions in FY24.

ACTIVITIES:

1. Establish support for monthly Pop Up Markets, providing distributions in areas of high food insecurity.
2. Provide participating households approximately 130 pounds of food at each Pop Up Market.
3. Provide educational support ensuring that those served develop a better relationship with food, provide long-term nutritional options, and obtain information on federal benefits assistance programs.
4. Review reports and processes utilized to record and serve clients. Name, address, eligibility, and number of individuals in household are the minimum information recorded by staff. Reports are then reviewed and processes evaluated to ensure data integrity and efficient procedures. Information

gathered is also reviewed by Data Insights staff (2 employees that perform critical analysis of all Food Bank metrics), and the community information collected is cross referenced geographically in an effort to ensure that areas with greatest needs are served.

OUTCOME: Items procured will serve to improve the quality of food for approximately 450 Pop Up Market distributions. The protein and vegetables provided will serve to not only mitigate hunger but will promote household stability through alleviation of stress brought about by the challenges of food insecurity. Additionally, access to a healthier diet will assuage diet-related illness promoting better physical and mental health for families served. Overall, funding will improve the quality of 8,100,000 pounds of food for approximately 220,500 individuals. The long-term effect is access to relevant programming that ultimately mitigates long-term food insecurity and poverty.

EVALUATION: The Food Bank measures the efficacy of the program by the weight and quality of the food that is procured and ultimately distributed to households in need. The Inland Empire Community Foundation grant will contribute substantially to the quality and variety of food by providing 8,100,000 pounds of diverse food and proteins to approximately 220,500 individuals through enhanced Pop Up distributions in FY24.

This program tracks the quality and quantity of food provided for each distribution, assesses the number of participants and notes fluctuations in participation and community need depending on location. The data gathering process is continuous, ensuring that distribution staff know where to emphasize future support in high need geographic areas and strengthening the distribution process itself. The ultimate goal is to significantly increase access to healthy food for households in need, serving clients equitably, and with consistency.

The Food Bank uses a variety of qualitative and quantitative tools to measure impact. The Food Distribution program is housed under the Operations department and works in unison with Nutrition, Health, and Wellness staff, a Distribution team, and Partner Services leadership staff. The Food Bank utilizes PantryTrak software to assess the number of clients served, and a dashboard tool to monitor monthly, quarterly, year-to-date, and year-to-year progress to goal.

Objectives, Outcomes, and Evaluation – Provide an example of average distribution to one individual using type of food quantity or pounds, etc.

Each individual participating in Pop Up distributions receives approximately 37 pounds of supplemental food assistance. These food items often vary based on the season, availability, procurement partners, climate (drought), and the economy.

The items provided to food insecure clients typically consist of 45-50% (17 to 19 pounds) perishable fresh produce such as fruits and vegetables, and dairy products such as milk and cheese, 30% (11 pounds) USDA commodities that are made up of nutritious perishable and nonperishable foods such as canned proteins, vegetables, and fruits, and the remaining 20-25% (7 to 9 pounds) is made up of various donated foods.

D) Timeline

Provide a timeline for implementing the project. The start date and end date should be the same dates on the cover page. Start date should be 3 months AFTER the submission deadline.

The project start date is: July 2023

The project end date is: June 2024

Include timeframes for specific activities, as appropriate.

E) Target Population

1. Who will this grant serve?

According to Feeding America, Bexar County's average food insecurity rate has increased from 13.9% to 14.6%; this percentage represents 288,320 food insecure individuals. 74% of these clients have incomes at or below the poverty level. The food insecurity rate for children in Bexar County is even higher, 112,810 (22.3%); these children go to bed each night unsure of when their next meal will come. Of these children, 26% live in households likely ineligible for federal nutrition programs. A growing trend in demographics is the need for assistance for those that are underemployed; that is, clients seeking assistance that are gainfully employed, but make an insufficient wage. The most recent City of San Antonio Status of Poverty report indicated that 9.3% of those living in poverty were employed, suggesting that San Antonio has a higher percentage of 'working poor'.

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

The Inland Empire Community Foundation Grant will enhance distributions during FY24, positively impacting an estimated 220,500 persons. Those impacted will be made up of an estimated 112,455 (51%) Latino or Hispanic participants, 97,020 (44%) Non-Hispanic White participants, 6,615 (3%) Non-Hispanic African American participants, and 4,410 (2%) participants of another ethnic origin. The breakdown of the age ranges are estimated to be 55,125 (25%) children, 94,815 (43%) adults, and 70,560 (32%) seniors.

F) Community Partners

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

San Antonio Food bank partners, include healthcare organizations, churches, and an array of other partnering agencies, provide food and support for those in their immediate areas. The Food Bank partners with City of San Antonio, Bexar County, and other entities to publicize Pop Up activities and to secure sites that can accommodate the scale of the program. Regular Pop Up distributions are scaled to about 140-150 households per distribution, but some large scale distributions, are intended for far more households and require a large facility to execute, and hundreds of volunteers. No other organization in the service territory provides this type of support. Pop Up Markets are held at facilities with large parking areas to ensure adequate space for food items and clients automobiles. Pallets of food are organized in a row, as clients drive by food is placed directly into their cars, maintaining social distancing, and ensuring efficiency so more clients can be aided in a shorter amount of time. Since Pop Ups take place out in the community, where participants reside, the program is an effective method to provide support, and to offer supplemental information and referral to other comprehensive programs of the Food Bank and partnering organizations.

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

San Antonio Food Bank partners with more than 700 agencies throughout 29 counties of Southwest Texas to ensure distribution of food even in communities that are remote or difficult to access. For the purpose of Pop Up Market distributions, partner agencies help inform the community of food distribution opportunities, and connect potential clients to the Food Bank for program resources and supplemental services. Community partners include schools, churches,

day care centers, senior centers, military installations, emergency shelters, food pantries, civic organizations, hospitals, and healthcare clinics.

3. How are you utilizing volunteers?

The San Antonio Food Bank uses a volunteer management system to promote volunteering and scheduling. It is an efficient way to ensure an appropriate number of volunteers are available for each Pop Up Market. Dozens to hundreds of volunteers are needed for each Pop Up Market, and they play a significant role from the inception to the conclusion of each distribution. The process is overseen by Food Bank Volunteer staff and after greeting and an overview, careful instruction is provided on the activity. Volunteers assist with onsite staging of food product, in early preparation, arriving hours before the distribution. Volunteers then take their place at food stations to distribute food items. The clients drive their car from station to station and volunteers load the food item pertaining to their station into the back of each vehicle. Contact is minimized so volunteers and clients are better protected. Food safety protocols are followed to ensure perishable food that must remain at a certain temperature is carefully maintained. Once the last client is served, volunteers assist with cleanup and report any issues or best practice recommendations to Food Bank Staff.

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 insecurity rate in Bexar County alone is 14.6%, affecting 288,320 individuals. These are the individuals intended to benefit from this grant request. Grant support would be used to offset the costs associated with food purchases for Pop Up Market food distributions (carefully detailed in the budget provided), helping to alleviate hunger in zip code areas with the most need. Here, too, it should be emphasized that this food grant will improve the quality and quantity of food throughout the year. Inflation, which has not only driven food costs up but has adversely affected housing costs, and other necessities. Additionally, emergency allotments which provided emergency food relief through SNAP ended in February 2023, further reducing food insecure households' ability to acquire healthful food. The expectation is that this change will increase demand for supplemental food assistance.

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 Pop Up Market Distribution program is an ongoing and integral part of the Food Bank's effort to serve the community. The Development Department at the Food Bank is responsible for finding donors to underwrite the cost of Pop Up Market distributions, to steward the relationships that are already established and in place to support Pop Up Market efforts, and to uncover new funding streams to allow for further enhancement and expansion of existing services, such as the implementation of Curbside Distributions where a smaller number of participants may drive up and receive supplemental food onsite at the Food Bank. The Development Department also works diligently to secure various funding streams for all implemented programs. However, without the generosity and support of organizations such as the Inland Empire Community Foundation, the Pop Up Food Distribution program could not continue.

Secured/Awarded – Secured grants will not provide funds to complete this project. Please explain what funds will be used for completion.

Balance of funding will be comprised of general operations grants, individual giving, and unrestricted gifts. Individual giving historically comprises the largest source of funding for Food Bank projects.

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

A) Governance

1. Describe your board of directors and the role it plays in the organization.
2. What committees exist within your board of directors?
3. How does the board of directors make decisions?

The San Antonio Food Bank can attribute many of its successes to the depth of experience, dedication, and qualifications of its many Board members. The Board of Directors is made up of 23 volunteers who meet six times each year. Decisions are made at this time with the President & CEO of the Food Bank. In addition to their meetings, each Board member participates in a minimum of one of the following sub-committees: Board Development (all fundraising activities, including marketing, special events, public policy); Board Programs (Food Bank services and programs); and the Board Finance Committee (meets bi-monthly). All Board members contribute the four items needed most by the Food Bank – food, time, money, and voice.

B) Management

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

Key personnel include, but are not limited to the following:

The Chief Program Officer's main objective is to manage all programs of the San Antonio Food Bank to include program efficacy, program evaluation, program evolution and program design to meet the changing needs of the community. The Chief Program Officer is responsible for originating and maintaining strategic relationships in the community that benefit the clients served. This role will oversee the Distribution Manager and Market Coordinator.

The Distribution Manager develops processes to ensure effective and efficient operations of various food distributions, keeping in mind continuous quality improvement and promoting a culture of safety for food, staff, volunteers, and guests. This manager ensures distribution goal compliance, working with Inventory and Operations staff to track safe product handling from delivery to distribution. The Distribution Manager also ensures fair and equitable distribution of product, and implementation methods for increasing product distribution.

The Market Coordinator is responsible for development and ongoing implementation of all Pop Up Market activities. They continually strive to increase access and participation to the program. The Market Coordinator develops and supervises the monthly schedule of Pop Up Market distributions, and partners with Volunteer Coordination Staff to secure and manage volunteers. Along with the Distribution Team, Warehouse Manager, and Logistics Manager they work to ensure proper food quantities and variety are available for each distribution.

2. What is the CEO/President/Executive Director Salary? \$351,166

2023 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 per the 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 specific and 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
Spaghetti rings w/ Meat Sauce EZO Lid	15/case, \$13.58/case, 6,144 cases			\$83,436	\$83,436
Spaghetti w/ Meat Sauce	12/case, \$15.18/case, 2,880 cases			\$43,718	\$43,718
Mixed Vegetable NSA	24/case, \$16.44 case, 2,125 cases			\$34,935	\$34,935
Diced Carrots NSA	24/case, \$16.30/case, 1,615/cases			\$26,325	\$26,325
Green Beans NSA	24/case, \$15.95/case, 1,615 cases			\$25,759	\$25,759
Chunk White Chicken in Water	48/case, \$41.47/case, 4,800/cases		\$208	\$198,848	\$199,056
Mixed Vegetable NSA	24/case, \$16.65/case, 1,615/cases			\$26,890	\$26,890
Sliced Carrots NSA	24/case, \$16.65/case, 1,615/cases			\$26,890	\$26,890
Green Beans NSA	24/case, \$13.52/case, 4,896/Cases			\$66,194	\$66,194
Canned Chicken	24/Case, \$21.27/case, 3,740/cases			\$79,550	\$79,550
Luncheon Loaf	24/case, \$17.42/case, 6,080/cases			\$105,914	\$105,914
Mixed Vegetable NSA	24/case, \$16.08/case, 3,420/cases			\$54,994	\$54,994
Sliced Carrots NSA	24/case, 16.80/case, 1,800/cases			\$30,240	\$30,240

Pasta O's w/ Beef EZ Open NSA	12/case, \$13.20/case, 7,296 cases			\$96,307	\$96,307
Coordination: Chief Program Officer, and key Pop Up distribution staff	10% of \$1,000,000 total request from IECF	\$65,611		\$100,000	\$165,611
Supplies	Gloves, PPE		\$20,064		\$20,064
Printing	Published Materials - Nutritional and Benefits Education		\$247,447		\$247,447
Truck Expense	Mileage, Maintenance, Fuel & Depreciation		\$85,545		\$85,545
Additional Pop Up Market food purchases	Food Items purchased by Food Bank or through other support		\$8,845,557		\$8,845,557
Totals:		\$65,611	\$9,198,821	\$1,000,000	\$10,264,432

Provide a narrative for the line item Transportation OR Coordination.

The Food Bank is requesting support for salaries associated with Pop Up Markets. The program is labor intensive, involving several components throughout the Food Bank in order to be successful. The request is in support of several roles encompassed by Pop Up Markets, from, the Chief Program Officer, to procurement and volunteer scheduling staff. All of these staff play a role in the success of each Pop Up Market that supports the communities served by the San Antonio Food Bank.

2023 S.L. Gimbel Foundation APPLICATION

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
Pop Up Market Program	
Tyson Foods	\$114,624
Stavros Niarchos Foundation	\$100,000
USAA	\$100,000
Hal & Charlie Peterson	\$25,000
Shield-Ayres Foundation	\$15,000
Carroll & Marguerite Wheeler Foundation	\$10,000
Community Foundation of the Texas Hill Country	\$10,000

Pending

Name of Funder: Foundation, Corporation, Government, Individual donors, Other (specify)	Amount	Decision Date
Pop Up Market Program		
Bank of America Foundation	\$50,000	Pending
Moody Foundation	\$40,000	Pending
Tyson Foods	\$25,000	Pending
The Gorman Foundation	\$20,000	Pending
Koehler Foundation	\$20,000	Pending
Dudley T. Dougherty Foundation	\$15,000	Pending

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	\$21,478,625	48%	Program Revenue	\$887,522	2%
Fundraising/Special Events	\$604,789	1%	United Way	\$748,679	2%
Corp/Foundation Grants	\$5,757,529	13%	Other Revenue	\$580,120	1%
Government Grants	\$11,053,899	25%	Private Contracts	\$3,287,342	8%

Notes:

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: San Antonio Food Bank__

Most Current Fiscal Year (Dates): From July 1, 2020 To: June 30, 2021

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
\$227,095,211	\$222,937,199	\$1,969,401	\$2,188,611

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%	98%	1%	1%

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	Differential
1.40%	0.86%	+.54%

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

Explain the difference between total organization budget on grant form and 2020 – 990.

There are several factors that affect the difference in value for the organization budget and the calendar year 2020 990 that were included in the IECF application.

- The organization budget is a projection of revenue and expenses for FY23 (July 1, 2022, to June 30, 2023), in-kind donations were not included in this projected budget.
- Preparation of the 990 was delayed due to the pandemic. The most recent 990 available encompassed the period from July 1, 2020, to June 30, 2021. As well, the audited figures include in-kind support and were also inflated due to the federal, state, and local support received during the height of the COVID pandemic.
- The 2020 990 included:
 - In-kind food support which includes donated food items (individual, retail, wholesale).
 - COVID grant support
 - Federal and State food purchases
 - Supplemental emergency program support

S.L. Gimbel Foundation APPLICATION

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
\$47,055,234	\$7,027,869	\$35,870,614	1.51

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$44,998,177	\$19,670,708

Notes:

Quick Ratio: Variance between previous and current fiscal year is due to a grant received from the Texas Department of Emergency Management during the pandemic. The funds were already expended but are being carried as a liability until FEMA approves the food expenditures.

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
	20____	20____	
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	$\frac{1}{2}$ 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

Operating Budget & Previous Years Actual Expense

San Antonio Food Bank
Fiscal Year 2023

REVENUE
SHARED MAINT
PURCHASED FOOD
GOVERNMENT
CONTRIBUTIONS
SPECIAL EVENTS
UNITED WAY
OTHER REVENUE
APPLE ORCHARD FUNDING
TOTAL REVENUE

Budget FY23
700,000
200,000
11,250,000
16,274,721
809,156
585,400
3,883,956
1,355,038
35,058,271

EXPENSES
SALARIES & BENEFITS
TRAVEL & TRAINING
SUPPLIES
PRINTING & PUBLICATIONS
EQUIPMENT/EQUIP MAINT
OCCUPANCY
PROF FEES
FOOD ITEMS
INSURANCE
OTHER EXPENSES
TOTAL EXPENSES
NET REVENUE

17,822,208
175,000
307,077
567,092
972,645
1,383,013
328,894
10,500,000
520,000
2,482,342
35,058,271
-

SAN ANTONIO FOOD BANK

Summarized Income Statement
for the fiscal period ended June 30, 2022

	Actual June 2022	Budget June 2022	Variance	Actual YTD	Budget YTD	Variance	Annual Budget
Revenues							
Shared Maint	44,551	\$ 75,000	\$ (30,449)	\$ 694,857	\$ 900,000	\$ (205,143)	\$ 900,000
Purchased Food	9,405	83,333	(73,928)	192,665	1,000,000	(807,335)	1,000,000
Government	2,444,138	742,421	1,701,717	11,053,899	8,603,471	2,450,428	8,603,471
Contributions	1,617,943	625,475	992,467	24,982,509	16,149,169	8,833,340	16,149,169
Special Events	10,000	14,100	(4,100)	746,523	700,000	46,523	700,000
United Way	57,707	56,463	1,244	748,679	684,120	64,559	684,120
Other Revenue	396,526	254,373	142,153	3,867,462	3,500,000	367,462	3,500,000
Apple Orchard	0	0	0	-	1,355,038	(1,355,038)	1,355,038
Total Revenue	\$ 4,580,269	\$ 1,851,165	\$ 2,729,105	\$ 42,286,594	\$ 32,891,798	\$ 9,394,796	\$ 32,891,798
Expenses							
Salaries & Benefits	\$ 2,906,710	\$ 1,999,265	\$ (907,445)	\$ 16,067,605	\$ 16,817,678	\$ 750,073	16,817,678
Travel & Training	15,827	14,583	(1,243)	140,169	175,000	34,831	175,000
Supplies	4,636	10,225	5,589	256,086	175,000	(81,085)	175,000
Printing & Publications	83,922	43,333	(40,588)	566,733	520,000	(46,733)	520,000
Equipment/ Equip Maint	96,594	75,000	(21,594)	974,675	900,000	(74,675)	900,000
Occupancy	143,288	107,010	(36,278)	1,355,448	1,284,120	(71,328)	1,284,120
Prof Fees	8,837	16,667	7,830	293,090	200,000	(93,090)	200,000
Food Items	1,043,612	710,989	(332,623)	12,600,068	10,500,000	(2,100,068)	10,500,000
Insurance	13,467	68,064	54,597	492,009	420,000	(72,009)	420,000
Other Expenses	157,118	196,975	39,857	2,276,794	1,900,000	(376,794)	1,900,000
Total Expenses	\$ 4,474,011	\$ 3,242,111	\$ (1,231,900)	\$ 35,022,677	\$ 32,891,799	\$ (2,130,878)	\$ 32,891,798
Surplus(Deficit)	\$ 106,258	\$ (1,390,946)	\$ 1,497,204	\$ 7,263,917	\$ (1)	\$ 7,263,918	\$ -

990 – Part IX

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	100,038,446.	100,038,446.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	97,634,631.	97,634,631.		
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	1,370,921.	709,684.	293,664.	367,573.
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	12,032,321.	9,956,498.	1,173,299.	902,524.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	447,864.	390,909.	16,726.	40,229.
9 Other employee benefits	1,340,399.	1,166,290.	65,836.	108,273.
10 Payroll taxes	920,141.	727,747.	106,643.	85,751.
11 Fees for services (nonemployees):				
a Management				
b Legal	281.	243.	19.	19.
c Accounting	114,479.	98,749.	7,865.	7,865.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	104,493.	104,493.		
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	66,391.	57,269.	4,561.	4,561.
12 Advertising and promotion	390.	336.	27.	27.
13 Office expenses	1,243,752.	1,004,275.	77,081.	162,396.
14 Information technology	286,049.	246,745.	19,652.	19,652.
15 Royalties				
16 Occupancy	1,444,366.	1,349,746.	44,790.	49,830.
17 Travel	122,634.	105,784.	8,425.	8,425.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	21,921.	18,909.	1,506.	1,506.
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	1,479,404.	1,378,175.	47,763.	53,466.
23 Insurance	551,307.	475,555.	37,876.	37,876.
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 SUPPLIES/FOOD ITEMS	6,562,246.	6,234,726.	26,662.	300,858.
b VEHICLE MAINTENANCE	433,831.	416,526.	8,349.	8,956.
c BAD DEBT	376,051.	376,051.		
d MISCELLANEOUS EXPENSE	224,582.	193,724.	15,429.	15,429.
e All other expenses	278,311.	251,688.	13,228.	13,395.
25 Total functional expenses. Add lines 1 through 24e	227,095,211.	222,937,199.	1,969,401.	2,188,611.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here ☐ if following SOP 98-2 (ASC 958-720)

Most Recent Final Report

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 | San Antonio Food Bank |
| 2. Grant # | 19910 |
| 3. Grant Amount: | \$900,000 |
| 4. Date Awarded (date on award letter email) | December 1, 2021 (Per Celia Cudiamat) |
| 5. Grant Period (Indicate start date and end date per Grant Agreement) | December 1, 2021 to December 1, 2022 |
| 6. Location of your Organization (City, State) | San Antonio, TX |
| 7. Name and Title of person completing evaluation | Wayne Griffin, Grants Director |
| 8. Phone Number | 210-431-8483 |
| 9. Email Address | wgriffin@safoodbank.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:
 - 205,800 individuals over the grant period (December 1, 2021 – December 1, 2022)
 - B) Actual number served:
 - 332,981 individuals have been served at 675 Pop Up Market and Curbside distributions (January 1 – November 30, 2022).
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:

Conduct distributions providing approximately 16,000 pounds of food per event. Focus on providing each household with produce, dairy, grains, and proteins at each event. Additionally, acquire shelf stable proteins to incorporate into distributions throughout the 2022 calendar year, ensuring well-balanced, protein rich meals for 205,800 individuals throughout the Food Bank service area.

- In 2022 (January 1 – November 30, 2022) Inland Empire Community Foundation has supported 675 Pop Up Market and Curbside distributions throughout the Food Banks service area. These distributions have averaged 15,000 pounds of healthy food per event and have provided 8,212,732 meals for 332,981 individuals or 86,960 households. This grant has enabled the Food Bank to focus on the acquisition of shelf stable proteins, providing households and individuals with proteins that provide a positive impact on their health now and in the future.
- For the same period the Food Bank has conducted 1,287 Pop Up Markets, providing 16,822,567 meals for 706,277 individuals.

Activities:

1. Establish support for monthly Pop Up Markets, providing distributions in areas of high food insecurity.
2. Provide participating households with approximately 115 pounds of food at each Pop Up Market distribution.
3. Provide educational support ensuring that those served develop a better relationship with food, provide long-term nutritional options, and information of federal benefits assistance programs, and available supplemental assistance programs.
4. Review reports and processes utilized to record and serve clients. Name, address, eligibility, and number of individuals in households are the minimum information recorded by staff. Reports are reviewed and processes evaluated to ensure data integrity and efficient and effective procedures. Information gathered is also reviewed by Data Insights staff for critical metrics analysis. Community information collected is cross referenced geographically, including by zip code, to ensure that areas with greatest need are served.

With the support of the Inland Empire Community Foundation the Food Bank conducted 675 Pop Up and Curbside distributions that provided approximately 115 pounds of food for each family. In addition to the food provided, the Food Bank's Nutrition and Wellness team included educational material, such as eating on a budget, shopping for seasonal produce, culturally relevant recipes, healthy recipes to prepare with children, and tips on food safety that the client

can use to better utilize the food they receive. The quality and quantity of food provided for each distribution was tracked, the number of participants which fluctuates depending on current community need was assessed, and geographic data gathered so that distribution staff will know in what high need areas to emphasize future support. The Food Bank uses a variety of qualitative and quantitative tools to measure impact. The Food Distribution program is housed under the Operations department and works in unison with Nutrition, Health, and Wellness staff, a Distribution team, and Partner Services leadership staff. PantryTrak software was utilized to assess the number of clients served, and a dashboard tool was used to monitor monthly, quarterly, year-to-date and year-to-year progress. The Food Bank continues to make holistic services available to everyone regardless of what service was initially requested, every person that reaches out for assistance is provided referral information so they may participate in other programs. The goal is to increase access to healthy food for households in need, serving clients consistently, and equitably.

Objective: In terms of specific quantifiable criteria:

A) Per original grant application:

- Provide 6,720,000 pounds of diverse food and proteins to approximately 205,800 individuals through Pop Up and Curbside distributions in calendar year 2022.

B) Actual grant outcome, results, accomplishments:

- From January through November 2022 the Food Bank conducted 675 Pop Up Markets and Curbside distributions, 9,855,278 pounds of food were dispersed to 332,981 individuals (86,960 families), providing approximately 115 pounds of healthful food for each family participating in the event.

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

- The expectation that food demand would decrease post-COVID was inaccurate as demand continued to increase due to economic instability and rising food, fuel, rent and mortgage costs.
- The average number of families served January through June was 7,515. In July through November that average increased to 8,375 as economic uncertainty created a cost of living crisis for many individuals served by the Food Bank.
- A significant number of individuals continue to request first time assistance. Many go without food support due to the stigma associated with asking for food assistance.
- Ongoing economic instability diminished monetary and food donations, forcing the Food Bank to purchase more food in order to support the increasing needs of the community.

- Staffing and volunteer turnover at partner sites created point of contact inconsistencies. Relationships had to be re-established and, in some cases, new partnerships developed.
- Supply chain problems created challenges for the Food Bank and consumers, often resulting in short supplies and higher prices.

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

- The Food Bank continued its commitment to the community by maintaining operations at 100% capacity throughout the pandemic. This was achieved by being mindful of community and individual needs, ensuring that social distancing, and personal protective equipment (masks, gloves, shields, hand sanitizer) for employees, volunteers, and clients are available and utilized when necessary.
- The Food Bank supported communities through adversity by providing food aid for residents and meal support for first responders.
- Maintained and enhanced current relationships while seeking out new partnerships in an effort to grow food sourcing and donation opportunities.
- New distribution methods were created allowing for more efficient and safe distributions, creating space for social distancing and allowing staff to communicate with clients to uncover additional needs and screen for federal programs.
- The Food Bank continues to work with vendors and processors in an effort to obtain healthful food and proteins for distribution. This remains a crucial component in the effort to obtain the best possible price and to locate items needed in a timely manner.
- The Food Bank website has been updated to allow for easier Pop Up Market volunteer registration. Social media, networking, and direct solicitation of organizations is utilized to bolster volunteer participation.
- Campaigns in partnership with local media outlets are utilized to increase awareness of the challenges and needs within the community and offer the opportunity for the community to participate in solving hunger.
- The Food Bank continues to address community needs through client interaction and service, partner agency involvement, and the willingness to modify processes as community needs change or emergencies arise.

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

- Online registration continues to provide unanticipated program and data information for Pop Up Market participants.
- Decreased isolation for seniors as families moved in together to pool resources in order to counteract rising prices.
- Client Services staff was able to screen participants for additional programs through their participation in the program.

- Nutrition and Wellness staff was able to provide participants with information intended to stretch their income and increase healthy cooking.
- Pop Up Markets are conducted in areas of high need. Clients did not have to travel as far to obtain nourishing food, avoiding the extra expense of additional fuel.

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

The greatest impact has been on the Hispanic community as it is the most prevalent minority group in Bexar County representing 60.2% of the population. The Hispanic community is at high risk for type 2 diabetes, hypertension, and obesity. The grant has allowed Pop Up Market distributions to provide a diverse assortment of healthy foods to assuage the effects of these diseases through better food quality, more protein, and shelf stable food items. Pop Up Market food distributions are promoted in zip codes with high minority presence, and low food security. Zip code demographic assessments have proven useful to determine target areas and populations.

Each Pop Up is publicized, (pre-registration is required for participation, and is only intended for struggling households), and an appropriate amount of food is planned. The Pop Up is conducted by Food Bank staff and dozens, sometimes hundreds, of volunteers. Social distancing and limited contact is ensured, and food safety is paramount, ensuring perishable food is handled appropriately and kept at temperature. As well, Nutrition staff provide key information, ranging from culturally sensitive recipes to healthy shopping on a budget, and preparing food for children and seniors. Supplemental program information is also provided, so those needing additional assistance know how to contact the Food Bank for holistic support.

The San Antonio Food Bank remains mindful of the need to help all residents of San Antonio. In 2014, President Obama designated the Eastside Promise Zone as one of the first five nationally recognized Promise Neighborhoods. This place-based initiative provides “ladders of opportunity” and resources to underserved communities. This area in San Antonio is comprised primarily of African American community members. The initiative serves as an economic development resource for the Eastside community encouraging new businesses and familial growth. The ultimate goal of this endeavor is to improve the quality of life for individuals, families, neighborhoods and businesses in San Antonio’s Eastside. The Food Bank remains dedicated to improving the lives and health of the people living in this 22 square mile area by addressing food insecurity through a holistic approach that includes Pop Up Market distributions.

In order to serve these and other groups, Programs staff have promoted Pop Up Market food distributions in zip codes with high minority presence, and low food security, providing an emphasis on healthful food and remaining conscious of the populations being served in order to provide culturally relevant foods and recipes. Zip code demographic assessments have proven useful during adaptation to the demands brought on by the pandemic and the economy.

The Food Bank remains vigilant of trends and changes affecting the areas it operates within and is prepared to address issues through available resources while remaining committed to thinking outside the box to resolve any new challenges.

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 Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project	Actual Line Item Expense
Items on Original IECF Grant Request						
Fruit Spread Strawberry	12 units/case, \$13.04/case, 2417 cases			\$31,020	\$31,020	\$31,518
Shelf Stable 1% White Milk	24 units/case, \$14.25/case, 2944 cases			\$28,296	\$28,296	\$41,952
Low Sodium Sweet Peas	24 units/case, \$17.45/case, 1615 cases			\$21,964	\$21,964	\$28,182
Low Sodium Mixed Vegetables	24 units/case, \$21.45/case, 1615 cases			\$24,548	\$24,548	\$34,642
Low Sodium Sliced Carrots	24 units/case, \$17.95/case, 1615 cases			\$25,227	\$25,227	\$28,989
NSA Green Beans	24 units/case, \$20.72/case, 1632 cases			\$28,397	\$28,397	\$33,815
Frosted Flakes	10 units/case, \$10.96/case, 2160 cases			\$22,032	\$22,032	\$23,674

Unsweetened Applesauce	24 units/case, \$18.28/case, 1615 cases			\$26,325	\$26,325	\$29,522
ELG White Rice	24 units/case, \$11.56/case, 1764 cases			\$19,757	\$19,757	\$20,392
Luncheon Loaf	12 units/case, \$17.31/case, 4312 cases			\$75,547	\$75,547	\$74,641
Spaghetti	20 units/case, \$10.87/case, 2016 cases			\$20,806	\$20,806	\$21,914
Peanut Butter	12 units/case, \$18.00/case, 2835 cases			\$53,639	\$53,639	\$51,030
Sliced Pears	24 units/case, \$27.36/case, 1635 cases			\$35,934	\$35,934	\$44,734
Sliced Peaches	24 units/case, \$25.30/case, 1615 cases			\$36,015	\$36,015	\$40,859
Canned Chicken	24 units/case, \$22.65/case, 3740 cases			\$64,919	\$64,919	\$84,711
Pinto Beans	24 units/case, \$21.40/case, 1764 cases			\$33,286	\$33,286	\$37,750
Spaghetti Sauce	12 units/case, \$8.46/case, 3230 cases			\$29,652	\$29,652	\$27,326
Mac & Cheese	24 units/case, \$9.12/case, 3465 cases			\$29,799	\$29,799	\$31,601
Items on Original IECF request that were unavailable						

and were replaced						
Diced Pears in Natural Juice	24 units/case, \$16.65/case, 1615 cases			\$26,890	\$26,890	Product Unavailable
Long Grain Rice	30 lbs/1 unit/case, \$11.20 case, 1764 cases			\$19,757	\$19,757	Product Unavailable
Apple Sauce	24 units/case, \$16.30/case, 1615 cases			\$26,325	\$26,325	Product Unavailable
Brown Rice	24 units/case, \$17.30/case, 1680 cases			\$29,064	\$29,064	Product Unavailable
Mixed Fruit in Natural Juice	24 units/case, \$20.65/case, 1615 cases			\$33,350	\$33,350	Product Unavailable
Canned Chicken Vienna Sausage	48 units/case, \$31.68/case, 1589 cases			\$50,340	\$50,340	Product Unavailable
Elbow Pasta	20 units/case, \$9.15/case, 1870 cases			\$17,111	\$17,111	Product Unavailable
Replacement Items						
Fruit Spread Grape	12 units/case, \$11.15/case, 223 cases			\$0	\$0	\$2,486
Fruit Rings	10 units/case, \$11.18/case, 2160 cases			\$0	\$0	\$24,149
Pasta O's with Beef	24 units/case, \$10.18/case, 3188 cases			\$0	\$0	\$32,454
Beef Stew	12 units/case, \$13.00/case, 3264 cases			\$0	\$0	\$42,432

Welch's Jelly Grape	12 units/case, \$43.43/case, 625 cases			\$0	\$0	\$27,144
Food Sub Total:				\$810,000	\$810,000	\$815,917
Coordination - Chief Program Officer, Distribution Mgr & Market Coordinator	10% of \$900,000 total request from IECF	\$66,105		\$90,000	\$156,105	\$156,105
Supplies	Gloves, PPE		\$19,109		\$19,109	\$19,109
Printing	Published materials - Nutritional and Benefits Education		\$235,664		\$235,664	\$235,664
Truck Expense	Mileage, maintenance, and depreciation		\$81,471		\$81,471	\$81,471
Additional Pop Up Market Food Purchases			\$8,298,192		\$8,298,192	\$8,298,192
Expenses Sub Total:		\$66,105	\$8,634,436	\$90,000	\$8,790,541	\$8,790,541
Total:		\$66,105	\$8,634,436	\$900,000	\$9,600,541	\$9,606,458

The grant provided by Inland Empire Community Foundation enabled the Food Bank to purchase shelf sustainable protein, providing households and individuals items that could be stored and utilized in the future, even when reliable refrigeration was not available or during extreme circumstances such as homelessness. The period between grant submission and product order presented several challenges due to supply chain disruption, delays in shipment, and inflated prices. These issues limited availability of needed food items, forcing the Food Bank to,

in a few instances, substitute alternative items that still met essential nutrition criteria and were readily available at best prices. The IECF grant also enabled the Food Bank to provide salary support for the Pop Up Market program. Food and salary expenses are detailed above.

SUCCESS STORIES

17. Please tell us ONE success story.



"Evelyn Gumbardo, my beautiful daughter was born on September 13, 2005, in San Antonio, Texas. She went to be with the Lord on July 5, 2022, at the age of 16.

It's only been a couple of months I had to deal with this tragedy. I am still in shock. I just lost my job and my apartment dealing with my spiking depression. I am staying at a hotel next door. I have always heard about the San Antonio Food Bank. It's a miracle for me to find you all giving food. I don't have a car but I was given food like everyone else. Thank you for making me feel seen."

Brandy Dishner

501 (c)(3)

AUG 02 2007

Internal Revenue Service

Date: July 26, 2007

SAN ANTONIO FOOD BANK INC
5200 OLD HWY 90 W
SAN ANTONIO TX 78227

Department of the Treasury
P. O. Box 2508
Cincinnati, OH 45201

Person to Contact:
Mrs. Coghill 31-07426
Customer Service Specialist
Toll Free Telephone Number:
877-829-5500
Federal Identification Number:
74-2122979

Dear Sir or Madam:

This letter is in response to our receiving your request to change the address of your organization to what is reflected in the heading above.

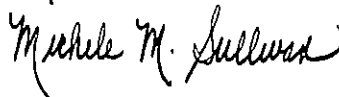
In October 1980 we issued a determination letter that recognized your organization as exempt from federal income tax. Our records indicate that your organization is currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records indicate that your organization is also classified as a public charity under sections 509(a)(1) and 170(b)(1)(A)(vi) of the Internal Revenue Code.

Our records indicate that contributions to your organization are deductible under section 170 of the Code, and that you are qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Internal Revenue Code.

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

Sincerely,



Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations 1