

Grant Application



2024 S.L. Gimbel Foundation Food Grant Application \$5million Special Grant Opportunity

Internal Use Only:
Grant : _____

Organization / Agency Information

1)Organization/Agency Name:		
San Antonio Food Bank		
2)Physical Address:		City/State/Zip
5200 Historic Old Hiway 90		San Antonio, TX 78227
3)Mailing Address:		City/State/Zip
5200 Historic Old Hiway 90		San Antonio, TX 78227
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
12)Web Site Address:		13)Tax ID:
www.safoodbank.org		74-2122979

Program / Grant Information

Interest Area:

14)Program/Project Name:			15)Amount of Grant Requested:
Pop Up Markets			\$4,830,653
16)Total Organization Budget:	17)Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):	18)Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100):	19)Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100):
43,010,867	97.44	1.3	2.55
20)Purpose of Grant Request (one sentence): The purpose of the Inland Empire grant request is to provide sustenance to households and individuals throughout the Food Banks 29-County service area that are facing hunger and need assistance finding their way back to self-sufficiency.			
21)Program Start Date (Month and Year):		22)Program End Date (Month and Year):	
January 2025		December 2025	
23)Gimbel Grants Received: List Year(s) and Award Amount(s) \$1,000,000 Pop Up Markets 2023; \$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)	Signature:	Date:
Dana Simmons, Board Chair		July 8, 2024
25)Executive Director/President: (Print name and Title)	Signature:	Date:
Eric Cooper, President & CEO		July 8, 2024

2024 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 distributions, programs, education, and advocacy. With collaboration of 800 partner agencies, San Antonio Food Bank provides food benefits to over 100,000 food insecure individuals each week, positively impacting 738,000 unduplicated individuals (overall service is approximately 4.5 million duplicated clients annually) within its 29-county service area. In fiscal year 2024 (July 1, 2023 to June 30, 2024) the Food Bank procured 85.5 million pounds of food for individuals and households experiencing hunger, an unprecedented achievement. Its programs include federal benefits assistance, job training, nutrition and wellness education, urban farming, children's initiatives, workforce development, farmer's markets, community kitchens that provide nutritious meals every day of the year, and outreach to areas where access to affordable and healthy food options is limited. Food Bank staff of 268 employees, as well as over 82,000 annual volunteers, aim to solve the immediate challenges associated with food insecurity through a holistic approach that helps individuals regain or achieve self-sufficiency. The Food Bank ultimately strives to provide healthy food access to households 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?

43 years

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

- GuideStar Platinum Seal of Transparency 2018-2024
- 14th Consecutive Charity Navigator 4-Star Rating for demonstrating strong financial health and commitment to accountability and transparency 2010-2023
- Listed among the San Antonio metro area Top Workplaces, 2014, 2021

Additionally, Client Service Staff, on average, assists more than 1,700 families (4,000 individuals) each month by screening and providing application assistance for federal aid programs, including Supplemental Nutrition Assistance Program (SNAP) and Temporary Assistance to Needy Families (TANF). These qualified staff are also able to complete Medicaid applications for adults and children, as well as applications for the Women, Infants & Children (WIC) program. The Food Bank's Workforce Development Program aims to provide education, training, and job placement for residents. This endeavor seeks to provide participants with meaningful careers by providing full-time

employment, that pays a liveable wage, and benefits for the entire family. The San Antonio Food Bank envisions a community where the meal gap is closed for low-income families; where there is full employment for those who are able to work; and, where food insecure households are nourished with a balanced diet of nutritious food so as to improve overall health and well-being. 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 and families in need each week. In fiscal year 2024 (July 1, 2023 to June 30, 2024), the San Antonio Food Bank procured 85.5 million pounds of food for communities in need. Over 67.5 million (79%) of sourced food consisted of a nutritious blend of food which includes proteins, produce, grains, and dairy known as Foods to Encourage (F2E). The Food Bank continues to play an integral role in supporting the community during record inflation and drought.

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 lack of proper nutrition continue to be a significant challenge in the Food Bank's 29-county service area. The Hispanic community continues to be the most prevalent group representing over 1.7 million individuals out of a population of about 3,000,000. The Hispanic community is at high risk of obesity, hypertension, and type 2 diabetes, all conditions which contribute to poor physical and mental health. All of these conditions can be positively impacted through better nutrition, exercise, and a balanced diet. The economic impact of these health challenges are considerable to the state of Texas. A 2022 economic impact report highlighted the staggering economic costs for Texas of \$39.8 billion due to obesity alone. Obesity and related diseases not only contribute to an increase in healthcare spending and premature death but also have a detrimental effect on labor force participation and productivity. The Food Bank's service area has a food insecure population of 377,746 (13.4%), with an even more staggering 18% of children suffering from the effects of hunger. The Food Bank serves an area that presents logistical challenges due to its size and disparity in county population. The distance between Coke County, the northernmost county served to La Salle County, which is the southernmost is 300 miles and takes over 4 hours to travel. Also, the difference in county populations creates unique challenges as the most populous county, Bexar, has a population in excess of 2 million individuals, and the least populous, Sterling, has a population of 1,417. Many of the counties served by the Food Bank, regardless of population, are experiencing food insecurity rates as high as 21.6%. Additionally, the child insecurity rate among these same counties is as high as 32.4%. The Food Bank's service area is comprised of approximately 2.9 million individuals. This population consists of approximately 1.7 million Hispanics, 853,000 White Americans, 232,000 African Americans, 87,000 Asian Americans, and 28,000 Native Americans. This population continues to be negatively affected by the economy as the average percentage of persons living in poverty for the service area is 15.9% with all but 4 of the counties served experiencing double digit poverty. An additional indicator utilized to measure community condition is persons living without health insurance under 65. Every county served falls into the 2 digit category, with the highest county recording 29.7% uninsured.

The greatest portion of the population served by the Food Bank are in San Antonio and the surrounding area. Many of these individuals and households support the tourism/service industry that is the primary economy of San Antonio. Most of the other counties served by the Food Bank are rural counties and

work in the agricultural industry. The wages in the service and agricultural industries are often not enough to afford all the items critical to the success of the household, such as food, shelter, medicine, and transportation. Often these households have to purchase less food, less healthy food, or do without in order to make ends meet. The Food Bank is able to provide a respite, often enabling households to reallocate their funds to another critical need. In order to ensure that food is distributed at the right time, to the right area, in the right quantities, Food Bank staff remain vigilant. By monitoring inflation, communicating with partner agencies, and city and county governments, and weather phenomena such as hurricanes and drought, the Food Bank remains well positioned to assist neighbors in need in metropolitan and rural areas.

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 Southwest Texas. These distributions take place in communities where need is greatest, and are strategically located close to intended residents. These Pop Up Markets distribute millions of pounds of nutritious food each year with each Pop Up providing 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 can be utilized at a future date. In FY25 it is expected that the Food Bank will distribute over 72 million pounds of nutritious F2E. Pop Up Markets substantially augment food resources for participants in need. Each Pop Up is publicized, and participants pre-register online to ensure that adequate food and volunteer support are on-hand to support the distribution. As well, online registration serves to gather registrant data such as name, household size, address, and employment status. The number of participants fluctuates, with some distributions serving well in excess of 1,000 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 made available for volunteer registration. On the day of the distribution, the Pop Up Market team arrives early with an array of perishable and nonperishable food including produce, proteins, 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. Overall next year, Pop Up Markets are anticipated to provide 38 million pounds of nutritious food to 1.2 million neighbors in need.

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 participating in a Pop Up Market distribution to ensure a smooth logistical process, adequate staff and volunteers, and an appropriate quantity of food is delivered to the distribution site. The Food Bank also provides client surveys at all distributions to measure impact and success, as well as to determine how to improve the distribution program. Lastly, the Food Bank has implemented an online referral system which allows community partners and neighbors to refer individuals or households in need.

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

As the demand for food support remains high, Pop Up Markets occur every day at various sites comprised of 60 key logistical locations, with the majority serving areas of dense population such as San Antonio. Groceries, on average, are 36% costlier than they were 2 years ago. Inflation is also keeping the cost of other critical items such as transportation, housing and medicine high. This has created shortfalls in already tight budgets for the food insecure, often forcing individuals and households to choose which bills to pay and which to put off for another month. A persistent challenge in the communities served by the Food Bank 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. Food Bank staff continues to monitor the economic state of the communities served to ensure preparedness through nimble responses and planning.

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, Inland Empire Community Foundation will fund food support for Pop Up Markets in San Antonio Food Bank's entire service area. This grant has the potential to dramatically improve the quality of food across all Pop Up distributions in the next calendar year, through an estimated 2,100 and 2,400 distributions, all of which would be enhanced by the Inland Empire collaboration. This project will serve over 1.2 million individuals throughout the Food Bank's service area. The food purchased through this grant would enhance the quality of Pop Up Market food variety for the entire calendar year 2025. The Food Bank continues to seek out highest need segments of the community to serve through food distributions, also providing nutrition education and a holistic approach to resolving the blight of food insecurity and poverty. Through continued partnership efforts the Food Bank is supporting the active military and veteran communities, college students, employed individuals unable to earn a living wage, seniors, children, and transitional households experiencing or recently experiencing homelessness. The breakdown of age ranges served through this endeavor are estimated to be 300,000 kids, 516,000 adults, and 384,000 seniors.

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

Data for various categories including number of people served is tracked and recorded through several methods that assess qualitative and quantitative results of Pop Up distributions. Prior to participating in a distribution, each household must register, selecting a place and date conducive to their schedule. This ensures adequate information is collected leading to program assessment and improvement. The intent is to efficiently serve participants, so they experience service and support without inconvenience. The Food Bank also conducts client surveys at distributions, to confirm how many participants are being served, economic conditions, household size, and composition. Information is captured and recorded in PantryTrak, a client database that allows for individual client assessment, community metrics, and data results monthly, quarterly, bi-annually, and annually. This provides useful information such as what zip codes are reporting most need, types of assistance most requested, where gaps in support exist, and number of clients served by area. Data pertaining to the food distributed is

measured via CERES inventory software. Similar to retail inventory software, this can be used to categorize food, including nutritional content. The Food Bank uses these software to assess program outputs, such as number of participants served, household composition, additional services needed, and quality/quantity of food provided, with an emphasis on Foods 2 Encourage. Ultimately, the most important aspect of food distributions are the number of individuals and households served and the nutritional variety and quantity 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 7,000 unduplicated residents in need.**

ACTIVITIES:

- 1) Purchase fresh produce and other food items not provided by existing local farm and USDA sources to support 7,000 unduplicated food distribution participants.
- 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 7,000 unduplicated 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 7,000 unduplicated 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 seeks to close the meal gap for the 29 counties served by the Food Bank by supplementing distributions with critical F2E (with an emphasis on hard to obtain protein), thus reducing food insecurity and improving nutritional health for the 2025 calendar year.

Objective: Provide approximately 31.6 million meals to 1.2 million individuals experiencing food insecurity, or 30 pounds of supplemental food aid per individual.

Activities:

1. Enhance Pop Up Market distributions through the procurement of F2E.
2. Emphasize purchase of hard to obtain proteins and shelf stable items to supplement and improve food quality for distributions.
3. Support an average of 100,000 distribution participants each month.
4. Promote food distributions online and through agencies and community partners in metropolitan and rural areas.
5. Track quantitative and qualitative data through PantryTrak and CERES software, participant surveys, and agency feedback.

Outcome: Provide temporary food security for 1.2 million individuals by providing healthier food options and referrals to supplemental program assistance. Items distributed typically consist of 45-50% (15-17 pounds) of perishable fresh fruits and vegetables, dairy products such as milk and cheese, 30% (10 pounds) USDA commodities consisting of nutritious perishable and nonperishable food such as canned proteins, vegetables, and fruits. The remaining 20-25% (6 to 8 pounds) is made up of various donated food items.

Evaluation: The Food Bank will gather qualitative and quantitative data on food procured and distributed as well as individuals and households served. Through utilization of PantryTrak, Ceres Software, and distribution surveys, the Food Bank will collect data to enhance distribution processes and procedures. These tools will track the amount and quality of food provided to individuals and

households and track progress toward the goal of over 31.6 million meals to 1.2 million food insecure individuals.

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: January 1, 2025

The project end date is: December 31, 2025

Include timeframes for specific activities, as appropriate.

E) Target Population

1. Who will this grant serve?

According to Feeding America, the Food bank's service area has an overall food insecurity rate of 13.4%; this represents 377,746 food insecure individuals. Of these individuals, 61% have incomes at or below the poverty level. The food insecurity rate for children is even higher at 18%; these children often go to bed hungry, unsure of when their next meal will come. Of these children, 34% live in households likely ineligible for federal nutrition programs. Underemployed households (those gainfully employed but unable to earn a living wage), continue to seek assistance as persistent inflation has diminished their purchasing power.

As San Antonio is recognized as Military City USA the Food Bank has committed to resolving food insecurity among the active military population. This has proven to be a process involving military serving organizations and ultimately senior military leadership. Dialogue with base personnel has also resulted in on-base food distributions which exclusively support active military and their families. A 2022 Texas Public Radio report indicated that Bexar County is home to an estimated 159,000 veterans and more than 80,000 active-duty military service members; the Food Bank is proud of its long standing relationship with this segment of the population. The Hispanic community is the most prevalent minority group in its service area, representing over 60% of the population. This population is at high risk to type 2 diabetes, hypertension, and obesity, all ailments which can be better managed or altogether mitigated through healthy diet and exercise. Programs staff have promoted food distributions in zip codes with high minority presence, and low food security. Pop Up Markets provide a diverse assortment of foods to assuage the effects of nutrition related diseases and offset economic challenges faced by those experiencing a setback. By providing an emphasis on healthy food and remaining conscious of the populations being served, the Food Bank is able to provide culturally relevant foods and recipes into appropriate areas.

The Food Bank also supports the senior population through initiatives that include healthy food distributions, nutrition education for seniors, and partnerships with senior serving agencies. As well, the Food Bank has initiated a Client Services outreach initiative that is specific to seniors. This outreach initiative seeks to locate underserved areas to promote and provide application aid for SNAP as well as additional federal programs for seniors. This initiative has also incorporated the use of social media to communicate with and educate seniors, utilization of QR codes that connect users to federal program application or information sites, and an enhanced phone system with callback and queue features to reduce phone time for seniors. Children's initiatives are also a core program of the Food Bank providing support through various initiatives which seek to quell child hunger. These initiatives include weekend food support, summer meals programs, after school meals and tutoring service, and emergency food support with an emphasis on child hunger. These efforts serve to support children throughout the school year and into the summer to ensure that they are provided the nutrition necessary

to lead a healthy, active childhood. The Food Bank serves all of these groups and more through Pop Up Market food distributions as they support the working poor who are unable to earn a living wage, homeless or transitional households, single parent households, and college students. Finally, San Antonio Food Bank works with the Migrant Resource Center to serve refugees weekly. The Food Bank is strategically located geographically to effectively serve migrants from Mexico and Central/South America. From unhoused neighbors to veterans, this grant would improve nutritional sustenance for a large swath of Southwest Texas communities.

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

Through this grant Inland Empire Community Foundation will enhance distributions during calendar year 2025, positively impacting an estimated 1.2 million neighbors. Those impacted will be made up of 300,000 children, 516,000 adults, and 384,000 (20%) seniors.

F) Community Partners

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

Collaboration is integral to reaching metropolitan and rural communities where access to food assistance can be limited. Urban areas face the challenge of population density which may overwhelm community partner agencies, while rural areas are faced with a lack of agency presence and prohibitive access as travel distance is often great. Through a network of 800 partner agencies, clients are informed and connected with Pop Up Market opportunities. Community partners include but are not limited to faith-based organizations, hospitals, healthcare organizations like American Diabetes Association and WellMed clinics, veteran serving organizations like the VFW and Vogel Resiliency Center, and government agencies which include city, county, state, and federal government organizations. Regular Pop Up Markets are scaled to 100-200 households per distribution, with some larger distributions intended for groups that can exceed 1,000 households. These large distributions require a large facility, and hundreds of volunteers to execute. No other organization in the 29-County service area provides this type of support. Since Pop Ups take place out in the community, where participants reside, the program is an effective method to provide support, and offer supplemental information and referral to other comprehensive programs of the Food Bank and partnering organizations.

San Antonio Food Bank partners with county leadership and grass roots agencies throughout the service area to ensure distribution of food even in communities that are either remote or difficult to access. For the purpose of Pop Up Market distributions, partner agencies help inform the community of food distribution opportunities, provide volunteer support, and connect potential clients to the Food Bank for program resources and supplemental services.

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 800 agencies throughout the 29-county service area to ensure distribution of food in rural and metropolitan communities. 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, faith based organizations, day care centers, senior centers, military installations, emergency shelter, food pantries, civic organizations, and healthcare organizations. In order to accommodate large distributions, Pop Up Markets even involve collaboration with movie theaters, outdoor malls, retail centers, and flea markets.

3. How are you utilizing volunteers?

The Food Bank volunteer management system allows both individuals and groups the ability to sign up for volunteer opportunities. This system is continually updated to provide information of upcoming volunteer events, description of the event (time, date, volunteers needed, restrictions and requirements) thus ensuring that volunteers are well informed and reducing the likelihood of cancellations and that volunteers arrive with appropriate tools and attire. Volunteers register for the event of their choosing through the online system. The software improves efficiency as registration can be completed online. This avoids calls between volunteers and Food Bank staff to discuss volunteer opportunities or to register individuals or groups over the phone. The updated system is also beneficial to volunteer staff as they are able to assess events and act to fill volunteer opportunities not yet fully staffed, ensuring a well-attended and successful volunteer shift. Dozens to hundreds of volunteers are needed for each Pop Up Market, and volunteers play a significant role from the inception to the conclusion of the Pop Up process. The process is overseen by Food Bank Volunteer staff and after an introduction and 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 items pertaining to their station into the back of the 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. Volunteers are comprised of individuals, families, seniors, military staff, and corporate groups.

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

Through the support of Inland Empire Community Foundation, the Food Bank seeks to close the meal gap by supplementing distributions with a healthy blend of perishable and nonperishable food. Focus will be on purchasing hard to source protein, and shelf stable items for distribution across the 29-county service area for the 2025 calendar year. Through this effort the Food Bank expects to provide approximately 31.7 million meals to an estimated 1.2 million individuals experiencing food insecurity. By emphasizing Foods to Encourage the Food Bank will positively impact the health and well-being of 100,000 distribution participants each month. Food distributions will be promoted online and through community partners in both rural and metropolitan areas with qualitative and quantitative data tracked through PantryTrak and Ceres software, participants surveys, and agency feedback. The Food Bank expects to distribute over 38 million pounds of food of which 30.4 million will consist of a healthy blend of F2E.

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.

San Antonio Food Bank seeks to continue support for Pop Up Market distributions through a multi-faceted funding approach that includes purposeful solicitation from a diverse group of donors. This funding strategy includes support from social enterprises, grants, individual and corporate donations, and in-kind donations. Also, the Food Bank's Philanthropy team raises awareness and funds through special events that engage the community. Historically, individuals provide a great deal of support, as do local organizations and private foundations. The Food Bank would be proud to continue its collaboration with Inland Empire Community Foundation as a devoted partner in fighting hunger throughout the Food Bank's service area.

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 26 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 Food for Today Director oversees the ongoing development and growth of the Food Bank's distribution outlets and ensures fair and equitable distribution to meet client needs throughout the 29-county service area. Under supervision of the Chief Programs Officer, the Food for Today Director oversees partner and client support activities, including ordering, monitoring, correspondence, survey implementation and review, capacity building, and innovation. All of this in an effort to meet client needs across the service area.

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.

All of these positions work with grants staff, procurement staff, distribution staff, logistics, warehouse staff, volunteer support staff, and programs staff to ensure that the right food, in the right amount, and at the right time is provided to communities in need. Every component is vital to the success of the program as each individual provides a specific service that ultimately puts food on the table for households experiencing hunger.

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

\$382,164

2024 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 \$5,000,000. This is a one time grant opportunity by invitation only.** Delineate your line items requests per example below:

- 90% of total request for the purchase of food items only. (Ex. Total request of \$5,000,000; 90% is \$4,500,000 for food)
- 10% of total request for **transportation** **OR** for **coordination** (Ex. Total request of \$1,000,000; 10% is \$500,000 for transportation or coordination)
- No Canned tuna line item; it 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
Creamy USA Peanut Butter	12/case, \$20.45/case, 2,835 cases			57,976	57,976
Sliced Pears in Natural Juice	24/case, \$26.35/case, 1,615 cases			42,555	42,555
Sliced Peaches in Natural Juice	12/case, \$21.14/case, 1,615 cases			34,141	34,141
Chunk Chicken Breast Canned	24/case, \$17.04/case, 4,114 cases			70,103	70,103
Long Grain Rice	20/case, \$11.20/case, 2,100 cases			23,520	23,520
Brown Rice	20/case, \$11.20/case, 1,680 cases			18,816	18,816
Pinto Beans	20/case, \$14/case, 1,764 cases			24,696	24,696
Mixed Fruit in Natural Juice	24/case, \$20.50/case, 1,615 cases			33,108	33,108
Mac & Cheese	24/case, \$10.08/case, 3,276 cases			33,022	33,022

Canned Luncheon Loaf	12/case, \$19.65/case, 4,116 cases			80,879	80,879
Shelf Stable Milk	27/case, \$12.69/case, 2,640 cases			33,502	33,502
Low Sodium Green Sweet Peas -	24/case, \$18.48/case, 1,615 cases			29,845	29,845
Low Sodium Mixed Vegetables	24/case, \$20.90/case, 1,615 cases			33,754	33,754
Low Sodium whole kernel corn -	24/case, \$16.98/case, 1,615 cases			27,423	27,423
Low sodium diced carrots	24/case, \$18.40/case, 1,615 cases			29,716	29,716
No Salt Added Green Beans	24/case, \$15.20/case, 1,445 cases			21,964	21,964
Spaghetti Pasta	20/case, \$11.90/case, 2,040 cases			24,276	24,276
Pet Food (Fancy Feast Cat Food)	24/case, \$16.32/case, 5,940 cases			96,941	96,941
Pet Food Dog Food	12/case, \$5.40/case, 7,200 cases			38,880	38,880
Pop top pasta os w/beef	24/case, \$21.36/case, 3,000 cases			64,080	64,080
pop top beef lasagna	24/case, \$21.96/case, 3,000 cases			65,880	65,880
pop top low sodium chicken noodle soup	24/case, \$21.36/case, 3,000 cases			64,080	64,080
pop top mac and cheese	24/case, \$24.48/case, 3,000 cases			73,440	73,440
Corn Flakes	10/case, \$13.38/case, 2,160 cases			28,901	28,901

Multigrain O's	10/case, \$14.30/case, 2,160 cases			30,888	30,888
Rice Crispies	10/case, \$13.50/case, 2,160 cases			29,160	29,160
Fruit Rings	10/case, \$14.33/case, 2,160 cases			30,953	30,953
Creamy Peanut Butter	12/case, \$18.45/case, 2,835 cases			52,306	52,306
Peaches in Juice	24/case, \$25.58/case, 1,615 cases			41,312	41,312
canned chunk chicken	24/case, \$18.99/case, 1,615 cases			30,669	30,669
Fruit Mix- 2 Fruit in Juice	24/case, \$17.52/case, 1,615 cases			28,295	28,295
Unsweetened Applesauce	24/case, \$16.80/case, 1,615 cases			27,132	27,132
Pouch White Chicken in Water	45/case, \$36.96/case, 2,688 cases			99,348	99,348
Bag Brown Rice	24/case, \$12.75/case, 1,764 cases			22,491	22,491
Bag Pinto Beans	24/case, \$18.75/case, 1,638 cases			30,713	30,713
Pork Luncheon Meat	12/case, \$18.60/case, 4,224 cases			78,566	78,566
Shelf Stable Milk- 1% White	27/case, \$11.02/case, 2,700 cases			29,754	29,754
Mixed Vegetables NSA	24/case, \$16.47/case, 1,530 cases			25,199	25,199

Whole Kernel Corn NSA	24/case, \$14.40/case, 1,530 cases			22,032	22,032
Cut Green Beans	24/case, \$18.75/case, 1,615 cases			30,281	30,281
Pear Dices	24/case, \$16.08/case, 1,615 cases			25,969	25,969
Mac and Cheese	24/case, \$9.84/case, 3,276 cases			32,236	32,236
Pasta sauce (low sodium)	24/case, \$17.50/case, 1,620 cases			28,350	28,350
Pop top pasta os w/beef	12/case, \$11.36/case, 5,582 cases			63,412	63,412
Cat Food (Tuna,chicken and salmon)	24/case,\$7.68/case, 3,971 cases			30,497	30,497
Corn Flakes	10/case, \$13.31/case, 2,160 cases			28,750	28,750
Rice Crispies	10/case, \$13.50/case, 2,160 cases			29,160	29,160
Fruit Rings	10/case, \$13.90/case, 2,160 cases			30,024	30,024
Frosted Flakes	10/case, \$13.90/case, 2,160 cases			30,024	30,024
Creamy Peanut Butter	12/case, \$19.44/case, 2,835 cases			55,112	55,112
Peaches in Juice	24/case, \$25.58/case, 1,615 cases			41,312	41,312
Fruit Mix- 2 Fruit in Juice	24/case, \$17.52/case, 1,615 cases			28,295	28,295
Unsweetened Applesauce	24/case, \$16.80/case, 1,615 cases			27,132	27,132

Pouch White Chicken in Water	18/case, \$36.96/case, 2,688 cases			99,348	99,348
Bag White Rice	24/case, \$11.56/case, 1,764 cases			20,392	20,392
Bag Brown Rice	24/case, \$12.96/case, 1,764 cases			22,861	22,861
Bag Pinto Beans	24/case, \$16.32/case, 1,638 cases			26,732	26,732
Pork Luncheon Meat	12/case, \$18.60/case, 4,224 cases			78,566	78,566
Shelf Stable Milk- 1% White	27/case, \$9.72/case, 2,700 cases			26,244	26,244
Diced Carrots NSA	24/case, \$14.16/case, 1,615 cases			22,868	22,868
Mixed Vegetables NSA	24/case, \$15.84/case, 1,530 cases			24,235	24,235
Whole Kernel Corn NSA	24/case, \$14.40/case, 1,530 cases			22,032	22,032
Cut Green Beans	24/case, \$18.75/case, 1,615 cases			30,281	30,281
Pear Dices	24/case, \$16.08/case, 1,615 cases			25,969	25,969
Mac and Cheese	24/case, \$9.84/case, 3,276 cases			32,236	32,236
Pasta sauce (low sodium)	24/case, \$18.72/case, 1,615 cases			30,233	30,233
pop top beef lasagna	24/case, \$21.12/case, 3,000 cases			63,360	63,360
pop top vegetable soup	24/case, \$18.48/case, 3,000 cases			55,440	55,440

pop top pastas o	24/case, \$19.20/case, 3,000 case			57,600	57,600
pop top beef stew	24/case, \$20.64/case, 3,000 cases			61,920	61,920
pop top chili w/beans	24/case, \$20.40/case, 3,000 cases			61,200	61,200
Cereal	10/case, \$13.70/case, 2,160 cases			29,592	29,592
Peanut Butter	12/case, \$19.05/case, 2,856 cases			54,407	54,407
Chicken Chunk Canned	24/case, \$20.17/case, 3,960 cases			79,873	79,873
Brown Rice	20/case, \$11.07/case, 2,100 cases			23,247	23,247
Pinto Beans	20/case, \$13.86/case, 2,100 cases			29,106	29,106
Mixed Fruit peaches and pears	24/case, \$19.37/case, 1,615 cases			31,283	31,283
Spaghetti Sauce	12/case, \$9.03/case, 3,230 cases			29,167	29,167
Canned Beef Ravioli/spaghetti	12/case, \$11.81/case, xxxx case			38,548	38,548
Luncheon Meat, Canned	24/case, \$27.75/case, 3,040 cases			84,360	84,360
Pasta/bag	20/case, \$14.56/case, 2,890 cases			42,078	42,078
Canned poptop lasagna	24/case, \$21.23/case, 3,000 cases			63,690	63,690
Canned poptop chili w/beans	24/case, \$20.52/case, 3,000 cases			61,560	61,560

canned pop top sketti o in tomoato sauce w/beef	24/case, \$20.52/case, 3,000 cases			61,560	61,560
canned pop top pork n beans	24/case, \$17.70/case, 3,000 cases			53,100	53,100
canned carrot slices NSA	24/case, \$16.89/case, 1,620 cases			27,362	27,362
canned sweet corn NSA	24/case, \$17.71/case, 1,620 cases			28,690	28,690
canned green peas NSA	24/case, \$16.40/case, 1,620 cases			26,568	26,568
canned mixed vegetables NSA	24/case, \$17.43/case, 1,620 cases			28,237	28,237
canned Green Beans NSA	24/case, \$15.44/case, 1,620 cases			25,013	25,013
Cereal- (Corn Flakes, Frosted Flakes, Fruit Rings, Multigrain Rings, Rice Crispies, Bran Flakes)	10/case, \$13.81/case, 2,160 cases			29,830	29,830
Peanut Butter	12/case, \$19.85/case, 2,772 cases			55,024	55,024
Canned Chunk Chicken	24/case, \$20.97/case, 3,927 cases			82,349	82,349
Pouched Chicken	48/case, \$37.04/case, 2,700 cases			100,008	100,008
Brown Rice	24/case, \$11.62/case, 1,734 cases			20,149	20,149
Pinto Beans	24/case, \$16.63/case, 1,734 cases			28,836	28,836

Mixed Fruit in Juice	24/case, \$20.50/case, 1,615 cases			33,108	33,108
Mac and Cheese	24/case, \$9.72/case, 3,276 cases			31,843	31,843
Shelf Stable Milk	27/case, \$14.16/case, 2,640 cases			37,382	37,382
Spaghetti Pasta	20/case, \$9.82/case, 2,160 cases			21,211	21,211
Spaghetti Sauce LS	24/case, \$14.81/case, 1,615 cases			23,918	23,918
Canned Luncheon Meat	12/case, \$20.00/case, 4,116 cases			82,320	82,320
Canned Pastas- Macaroni w/ Beef, Mini Ravioli, Spaghetti & Meatballs, Rings	12/case, \$11.72/case, 3,230 cases			37,856	37,856
Pop-top canned pasta (beef and non beef)- Mac & Beef EZO, Rings EZO	12/case, \$10.34/case, 6,160 cases			63,694	63,694
Canned veggies NSA- Green Beans	24/case, \$13.32/case, 1,632 cases			21,738	21,738
Canned Fruit in Juice- Peaches, pears, applesauce	24/case, \$19.96/case, 1,615 cases			32,235	32,235
Coordination: Key Program staff	10% of total request			439,324	439,324
Supplies	Pop Up Market supplies		23,595		23,595
Printing	Nutrition Ed, Recipes, Benefits Information		278,625		278,625

Truck Expense	Mileage, Maintenance, Fuel & Depreciation		89,822		89,822
Additional Pop Up Market food Purchases	Food items purchased or procured via other funding support		7,287,996		7,287,996
TOTALS:			7,680,038	4,830,653	12,510,691

Provide additional narrative for food line items (as needed) AND the line item Transportation OR Coordination.

Inland Empire support:

Food Purchases are intended for express use through Pop Up Market food distributions in metro and rural areas throughout 29 counties of Southwest Texas-\$4,391,329

Direct Personnel: This includes salaries/benefits for staff directly affiliated with Pop Up Market Food distributions (driver, distribution manager, distribution lead)-\$195,765

Indirect Personnel: This includes salaries/benefits of support staff that provide food purchases, food procurement, logistics (receiving/storage/order selection), 1 grant support staff, and an additional driver-\$243,559

Other funder support:

Food Purchase/procurement for Pop Up Markets includes purchased food and food procured via donation at cost of transportation alone or at a reduced per unit/lbs. cost- \$7,287,996

Printing is cost of printed materials that includes referral information for federal benefits assistance, program opportunities, Workforce job training highlights, nutrition education key information, culturally relevant recipes, rental/utility assistance information. This information accompanies each individual distribution-\$278,625

Truck expenses include insurance, preventive maintenance, repairs, registration, fuel, and depreciation for trucks serving Pop Up Markets-\$89,822

Supplies includes materials needed for Pop Up distributions including tents, refrigerated blankets (maintain food temperature), coolers, signage, packaging materials-\$23,595

2024 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	
United Way Bexar County	\$601,254
Tres Grace Foundation	\$150,000
Shield Ayres Foundation	\$20,000

Pending

Name of Funder: Foundation, Corporation, Government, Individual donors, Other (specify)	Amount	Decision Date
Pop Up Market Program		
Stevens Foundation	\$120,000	Pending
Wheeler Foundation	\$50,000	Pending
WellMed	\$25,000	Pending
Peterson Foundation	\$25,000	Pending
Valero	\$25,000	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	\$18,056,343	43%	Program Revenue	\$1,190,230	3%
Fundraising/Special Events	\$865,631	2%	United Way	\$585,400	1%
Corp/Foundation Grants	\$3,939,738	10%	Other Revenue	\$1,621,591	4%
Government Grants	\$10,151,694	24%	Private Contracts	\$5,223,865	13%

Notes:

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: San Antonio Food Bank

Most Current Fiscal Year (Dates): **From** July 1, 2022 **To:** June 30, 2023

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
179,644,960	175,046,614	2,340,946	2,257,400

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 2.1%	Column C, Management & general expenses per 990 above 1.3%	Differential +0.8%
---	--	----------------------------------

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

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
\$28,427,985	\$20,858,065	\$31,114,108	1.58

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$740,703	(\$3,420,295)

Notes:

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

A. One PDF file of the following, #1 to #5

B. Second PDF file of the following, #6 & #7

#1	Completed Grant Application Form (cover sheet, narrative), budget page and budget narrative (see sample) and sources of funding, financial analysis page	#6	A copy of your most recent year-end financial statements (audited)
#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 <u>only</u> 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	½ gallon 1%, \$2/unit , 196,000 units delivered			\$392,000	\$392,000
Cooking Oil	12 32 oz case, \$23/case , 4,000 cases			\$92,000	\$92,000
Frozen Chicken Breash	75 ind. wrapped breasts/case, \$115/case , 3,200 cases			\$368,000	\$368,000
Coordination	10% of \$1,000,000 total request			\$100,000	\$100,000
TOTALS:				\$1,000,000	\$1,000,000

Operating Budget & Previous Years Actual Expense

San Antonio Food Bank
Fiscal Year 2024

REVENUE	
SHARED MAINT	700,000
PURCHASED FOOD	500,000
GOVERNMENT	11,300,000
CONTRIBUTIONS	18,352,180
SPECIAL EVENTS	900,000
UNITED WAY	585,400
OTHER REVENUE	4,000,000
APPLE ORCHARD FUNDING	1,355,038
TOTAL REVENUE	37,692,618

EXPENSES	
SALARIES & BENEFITS	18,763,318
TRAVEL & TRAINING	200,000
SUPPLIES	275,000
PRINTING & PUBLICATIONS	775,000
EQUIPMENT/EQUIP MAINT	1,300,000
OCCUPANCY	1,500,000
PROF FEES	250,000
FOOD ITEMS	12,000,000
INSURANCE	575,000
OTHER EXPENSES	2,054,300
TOTAL EXPENSES	37,692,618
NET REVENUE	-

SAN ANTONIO FOOD BANK

Summarized Income Statement
for the fiscal period ended June 30, 2023

	Actual June 2023	Budget June 2023	Variance	Actual YTD	Budget YTD	Variance	Annual Budget
Revenues							
Shared Maint	50,696	\$ 58,333	\$ (7,638)	\$ 670,760	\$ 700,000	\$ (29,240)	\$ 700,000
Purchased Food	17,848	16,667	1,181	596,550	200,000	396,550	200,000
Government	1,584,080	959,437	624,643	12,186,773	11,250,000	936,773	11,250,000
Contributions	1,653,219	630,338	1,022,881	22,403,960	16,274,721	6,129,239	16,274,721
Special Events	12,359	16,299	(3,940)	973,607	809,156	164,451	809,156
United Way	49,533	48,315	1,218	593,680	585,400	8,280	585,400
Other Revenue	146,014	286,369	(140,355)	3,912,124	3,883,957	28,167	3,883,957
Apple Orchard	0	1,355,038	(1,355,038)	0	1,355,038	(1,355,038)	1,355,038
Total Revenue	\$ 3,513,749	\$ 2,015,758	\$ 1,497,991	\$ 41,337,454	\$ 35,058,272	\$ 6,279,182	\$ 35,058,272
Expenses							
Salaries & Benefits	\$ 3,542,188	\$ 2,294,016	\$ (1,248,172)	\$ 17,524,703	\$ 17,822,208	\$ 297,505	17,822,208
Travel & Training	22,051	14,583	(7,468)	194,708	175,000	(19,708)	175,000
Supplies	3,007	10,225	7,218	200,594	307,077	106,483	307,077
Printing & Publications	29,714	47,258	17,543	683,362	567,092	(116,270)	567,092
Equipment/ Equip Maint	102,541	81,054	(21,487)	1,263,514	972,645	(290,869)	972,645
Occupancy	150,724	115,251	(35,473)	1,528,086	1,383,013	(145,073)	1,383,013
Prof Fees	7,248	27,408	20,160	172,811	328,894	156,083	328,894
Food Items	1,596,031	710,989	(885,042)	11,606,365	10,500,000	(1,106,365)	10,500,000
Insurance	13,442	41,600	28,158	479,977	520,000	40,023	520,000
Other Expenses	262,334	257,347	(4,987)	2,088,675	2,482,343	393,668	2,482,343
Total Expenses	\$ 5,729,281	\$ 3,599,730	\$ (2,129,550)	\$ 35,742,796	\$ 35,058,271	\$ (684,525)	\$ 35,058,272
Surplus(Deficit)	\$ (2,215,532)	\$ (1,583,972)	\$ (631,560)	\$ 5,594,658	\$ 0	\$ 5,594,657	\$ -

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	87,558,753.	87,558,753.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	60,501,036.	60,501,036.		
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	1,603,732.	1,287,596.	164,783.	151,353.
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	12,548,262.	10,039,190.	1,292,200.	1,216,872.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	410,463.	337,351.	41,544.	31,568.
9 Other employee benefits	1,565,103.	1,286,325.	158,407.	120,371.
10 Payroll taxes	1,075,682.	881,209.	96,580.	97,893.
11 Fees for services (nonemployees):				
a Management				
b Legal	15,286.	11,310.	2,753.	1,223.
c Accounting	84,210.	62,305.	15,167.	6,738.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
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.)	152,870.	113,105.	27,534.	12,231.
12 Advertising and promotion				
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy	2,786,358.	2,670,131.	54,837.	61,390.
17 Travel	211,307.	172,888.	16,008.	22,411.
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	1,582,652.	1,124,876.	189,473.	268,303.
23 Insurance	606,259.	496,030.	45,929.	64,300.
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 AND FOOD ITEMS	3,279,389.	3,260,407.	3,160.	15,822.
b OTHER EXPENSES	1,533,873.	1,421,360.	112,513.	
c BAD DEBT	1,489,439.	1,489,439.		
d MAINTENANCE OF EQUIPMEN	1,061,415.	1,019,077.	20,425.	21,913.
e All other expenses	1,578,871.	1,314,226.	99,633.	165,012.
25 Total functional expenses. Add lines 1 through 24e	179,644,960.	175,046,614.	2,340,946.	2,257,400.
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 #

29224

3. Grant Amount:

\$1,000,000

4. Date Awarded (date on award letter)

06/26/2023 Per Celia Cudiamat E-mail

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

06/26/23 to 06/25/24

6. Location of your Organization (City, State)

San Antonio, Texas

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:

- 220,500 individuals over the grant period

B) Actual number served:

- 256,962 individuals served through 482 distributions

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:

The goal of the Pop Up Market distribution project was to close the meal gap for individuals and households contending with the pitfalls of food insecurity in the greater San Antonio area and throughout the Food Bank's 29-county service area. Emphasis was placed on procuring protein and shelf stable items to incorporate into distributions throughout the grant term. Inland Empire support substantially amplified distribution of produce, and proteins to households at each event.

- Last year, Inland Empire Community Foundation supported 482 Pop Up Market and Curbside distributions throughout the Food Bank's service area. These distributions averaged 17,130 pounds of healthy food per event and have provided over 6.8 million meals for 64,347 households (256,962 individuals). IECF enabled the Food Bank to focus on the acquisition of shelf stable proteins, providing households and individuals with essential nutrients to positively impact their health now and in the future.
- For the same period, the Food Bank overall conducted 1,970 distributions, providing 31,391,647 million pounds of nutritious food for 1,152,887 individuals.

Activities:

- Establish support for monthly Pop Up Markets, providing distributions in areas of high food insecurity.
- Provide participating households approximately 128 pounds of food at each Pop Up Market.
- 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.
- 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. Staff report review to evaluate data integrity and streamline procedures. Collected data to be further reviewed by Data Insights (staff performing critical analysis of all Food Bank metrics), community information is cross referenced by geography to ensure focus on areas of greatest need.

With the support of Inland Empire Community Foundation, the Food Bank conducted 482 Pop Up and curbside distributions, providing 128 pounds of food for each family served. Additionally, Client Services participated in most distributions to ensure that participants were appropriately screened for federal benefits, including SNAP, WIC, and Medicaid. In some instances, as space and time constraints allowed distribution participants were provided benefits assistance at the distribution, either filling out paper applications or utilizing wi-fi hotspots to fill out applications with client consent. In addition to providing food support, the Food Bank has promoted healthy eating through CHEF (previously Nutrition, Health, and Wellness department), the Food Bank's nutrition newly updated culinary education program. CHEF continues to provide culturally relevant recipes and educational material providing tips on reading product labels, proper food storage, eating on a budget, recipes to prepare with children, and food safety to avoid food contamination.

The Food Bank utilizes several methods to assess qualitative and quantitative results of Pop Up distributions. Prior to participating in a distribution, each household must register, selecting a place and date conducive to their schedule. This ensures adequate information is collected leading to program assessment and improvement. It also ensures a smooth logistical process for distribution, such as adequate food commensurate to distribution size, and sufficient volunteer support. The intent is to efficiently serve participants, so they experience service and support without inconvenience. The Food Bank also conducts client surveys at distributions, to confirm how many participants are being served, economic conditions, household size, composition, and higher than average use by specific segments of the population such as seniors or veterans. Surveys also provided geographic information such as zip codes, and specifics noted by participants (accessibility, convenience, traffic impediments). Information is captured and recorded in PantryTrak, a client database that allows for individual client assessment, community results, and data results monthly, quarterly, bi-annually, and annually. This provides useful information such as what zip codes are reporting most need, types of assistance most requested, and where gaps in support exist. Data pertaining to the food distributed is measured via CERES inventory software. Similar to retail inventory software, this can be used to categorize food, including nutritional content. The Food Bank uses these software to assess program outputs, such as number of participants served, household composition, additional services needed, and quality/quantity of food provided, with an emphasis on Foods 2 Encourage (healthiest available perishable and nonperishable food including dairy, grains, proteins and produce).

Ultimately, the most important aspect of food distributions are the number of individuals and households served and the nutritional variety and quantity of food provided.

Objective: In terms of specific quantifiable criteria:

A) Per original grant application:

- Improve the quality of 8,100,000 pounds of food for approximately 220,500 individuals through Pop Up Market Distributions through Pop Up and Curbside distributions during the grant term June 26, 2023 to June 25, 2024.

B) Actual grant outcome, results, accomplishments:

- With IECF support the Food Bank conducted 482 Pop Up Market and Curbside distributions, dispersing 8,256,718 pounds of food to 256,962 individuals, providing approximately 128 pounds of healthy food for each household participating in the distribution.

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

- In Texas, groceries have increased in price 36% over the last 2 years. Food demand has remained elevated due to this sustained price increase.
- On average, more than 60 individuals move to San Antonio each day. Many of these individuals are ill prepared for the move and often rely on the Food Bank for support and as they are unable to find employment.
- As San Antonio is a city supported by tourism, many available jobs are within the service industry. As these are often not high paying jobs many of the individuals finding themselves in this industry become a part of the trend of first time Food Bank distribution participants.
- The average number of families seeking food aid spikes during summer months. This is attributed to loss of free and reduced meals for children in school.
- Summer Meals for Kids which provides no cost, healthy meals and snacks during summer months is not accessible to all families during the break. This is attributed to distance, location, or lack of knowledge.
- Perishable food, which is some of the most nutritious food available was scarce as drought decreased availability of fresh produce and diminished the Food Bank's ability to procure a previously reliable asset.
- Produce sometimes became available as it was turned away due to aesthetic condition by the retailer. This often became challenging to distribute as sorting diminished the amount of useable produce and time to distribute to those in need was limited.
- Households struggling with food insecurity often faced challenges on multiple fronts (housing instability, financial security, medical bills).
- Road construction within the city affected accessibility for families in need which further exacerbated fuel costs, created logistical inefficiencies, and created delays in setup for the Food Bank and access for distribution participants.

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

- In an effort to establish a more holistic approach to community support. The Food Bank has continued efforts to develop relationships with partners serving those in need. These partnerships include veteran and military service member organizations, healthcare services, schools, senior centers, city and county governments, and faith-based organizations.
- In order to reduce the negative impact of drought, the Food Bank has continued to seek new agricultural partnerships in and out of state to supplement fresh produce to those in need. This remains a priority as less local produce availability increases cost for the consumer and Food Bank.
- Client Staff has expanded outreach services to rural areas where distance to distributions is often a factor for individuals and households. The goal is to provide accessible food distributions and screen for additional services in order to overcome need and isolation.
- The Food Bank continues to address community needs through vigilance and client interaction. Partner agency involvement and training remains a priority to ensure that the community is supported in metropolitan and rural areas. As well, the Food Bank continually reviews processes and procedures in order to remain responsive to community needs.

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

- Online registration continues to provide beneficial program information and data for Pop Up Market participants.
- Decreased isolation for seniors as families moved in together to pool resources and counteract rising prices.
- Client Services staff screened distribution participants for additional programs.
- Nutrition and Wellness staff were able to provide participants with information intended to stretch their income, increase healthy cooking, and produce better health outcomes.
- Pop Up Markets are conducted in areas of high need. Clients did not have to travel as far to obtain nourishing food, which saved time and avoided the extra expense of additional fuel.
- Distribution participants became Food Bank ambassadors as they provided distribution information to their neighbors. As well, participants informed neighbors of additional services, and encouraged them to seek Food Bank support through client Services.
- Community partner interaction resulted in invitations to city and county events as well as events sponsored through faith-based organizations, veteran and military organizations, healthcare organizations, and city and county governments. These exchanges served to expand the Food Bank footprint and provide support beyond food distributions.

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% 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 are specifically 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 Southwest Texas. Through careful evaluation of data obtained through participant registrations, community partnership feedback, and data collected through various sources such as Public Education Information Management System (PEIMS) which include student demographics. Information reviewed through available resources included food insecurity rates, WIC eligible kids, percentage of population by race, age demographics, poverty data, and uninsured population percentage.

Many zip codes represent a high minority presence with a Hispanic population as high as 94.9% and an African American population as high as 33.3%. As an example, this information includes San Antonio's Eastside Promise Zone which provided "ladders of opportunity" and resources to the African American community. Much like the San Antonio Food Bank the ultimate goal of this endeavor is to improve the quality of life for individuals, families, neighborhoods and businesses in San Antonio's Eastside. In order to serve these and other groups, Programs staff 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 mindful 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 inflation and drought. 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 recipes.

The ultimate goal of this endeavor is to improve the health and quality of life for individuals, families, neighborhoods, and communities served by the Food Bank. 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**. The **Awarded Amount** column from Gimbel should match the **Actual Line item expense column**. Use the form below and expand as needed:

Line Item	Line Item Explanation	Support from your Agency	Support From Other Funders	Awarded Amount from Gimbel	Line Item Total of Project	Actual Line Item Expense
Pasta O's w/ Beef	12/case, \$13.84/case, 2,880 cases			\$39,110	39,859	\$39,859
Pasta O's w/ Beef	12/case, \$13.84/case, 3,264 cases			\$44,326	45,174	\$45,174
Spaghetti w/ Meat Sauce	12/case, \$15.22/case, 2,880 cases			\$43,718	43,834	\$43,834
Carrots/Diced NSA	24/case, \$15.85/case, 1,615 cases			\$26,325	25,598	\$25,598
Mixed Vegetables/NSA , 2 way pack	24/case, \$16.10/case, 1,615 cases			\$26,551	26,002	\$26,002
Mixed Vegetables/NSA , 2 way pack	24/case, \$16.10/case, 510 cases			\$8,384	8,211	\$8,211
Green Beans/NSA	24/case, \$15.70/case, 1,615 cases			\$25,759	25,356	\$25,356
Premium White Chicken	48/case, \$35.89/case, 2,340 cases			\$99,424	83,983	\$83,983
Premium White Chicken	48/case, \$35.89/case, 2,340 cases			\$99,424	83,983	\$83,983
Green Beans/Mixed Short/NSA	24/case, \$13.17/case, 1,632 cases			\$22,065	21,493	\$21,493
Green Beans/Mixed Short/NSA	24/case, \$13.17/case, 1,632 cases			\$22,065	21,493	\$21,493

Green Beans/Mixed Short/NSA	24/case, \$13.17/case, 1,632 cases			\$22,064	21,493	\$21,493
Sliced Carrots/NSA	24/case, \$15.87/case, 1,615 cases			\$26,890	25,630	\$25,630
Mixed Vegetables/NSA	24/case, \$16.98/case, 1,615 cases			\$26,890	27,423	\$27,423
Mixed Vegetables/NSA	24/case, \$16.20/case, 1,620 cases			\$27,497	26,244	\$26,244
Mixed Vegetables/NSA	24/case, \$16.20/case, 1,620 cases			\$27,497	26,244	\$26,244
Canned Chicken	24/case, \$21.10/case, 3,740 cases			\$79,550	78,914	\$78,914
Pork Luncheon Loaf	24/case, \$26.05/case, 3,040 cases			\$69,392	79,192	\$79,192
Pork Luncheon Loaf	24/case, \$26.05/case, 1,600 cases			\$36,522	41,680	\$41,680
Carrot Slices/NSA	24/case, \$17.10/case, 1,620 cases			\$30,240	27,702	\$27,702
Pasta O's with Beef/EZO Tops	12/case, \$13.62/case, 3,264 cases			\$48,153	44,456	\$44,456
Pasta O's with Beef/EZO Tops	12/case, \$13.62/case, 3,264 cases			\$48,154	44,456	\$44,456
Coordination: Key Pop Up distribution staff	Coordination = 10% of 1,000,000 total request from IECF	\$65,611		\$100,000	165,611	\$100,000
SW Style Chicken w/ Rice & Beans	48/case, \$43.79/case, 768 cases		\$2,049		33,631	\$31,582
Supplies	Warehouse and Pop Up site equipment & supplies		\$20,064		20,064	
Printing	Published Materials - Nutrition & Benefits Education		\$247,447		247,447	

Truck Expense	Mileage, Maintenance, Fuel & Depreciation		\$85,545		85,545	
Additional Pop Up distribution food purchases	Food Items purchased by Food Bank or through other support		\$8,845,765		8,845,765	
TOTALS:		\$65,611	\$9,200,870	\$1,000,000	10,266,481	\$1,000,000

SUCCESS STORIES

17. Please tell us ONE success story.





Mary Jane Navarez lived a life dedicated to her family. A grandmother with a big heart, she found purpose and joy in caring for her 2 grandchildren. When summer rolled around, her cozy home welcomed

not just her grandkids, but also her niece and nephew, turning the household into a bustling hub of laughter and love.

Mary Jane's days were a whirlwind of activity. As a substitute teacher, she imparted knowledge and wisdom to eager young minds. But her most cherished role was that of a caregiver to her beloved grandchildren, niece and nephew. From helping with homework to preparing delicious meals, Mary Jane poured her heart into every moment spent with her little ones.

Every month, Mary Jane loaded up her minivan with her enthusiastic family and made the journey to the San Antonio Food Bank. She was grateful for every distribution. Mary Jane states, "These food distributions are life savers, providing essential nourishment to families and individuals who need it most. They ensure that everyone, regardless of their circumstances, has access to nutritious food, helping to combat food insecurity and promote overall health and well-being in the community."

Mary Jane counted her blessings. She was grateful for the love that surrounded her, for the laughter that filled her home, and for the simple joys of family. With a heart full of gratitude, she embraced each day with a smile, knowing that as long as she had her family by her side, she had everything she needed to thrive as a grandmother.

Mary Jane Navarez

Neighbor Story

501 (c)(3)

AUG 0 2 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.

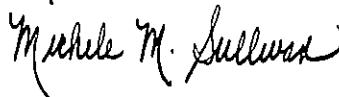
In October 1980 we issued a determination letter that recognized your organization as exempt from federal income tax. Our records indicate that your organization is currently exempt under section 501(c)(3) of the Internal Revenue Code.

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