



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

Internal Use Only:
Grant : _____

Organization / Agency Information

1) Organization/Agency Name: Second Harvest Food Bank of the Mahoning Valley		
2) Physical Address: 2805 Salt Springs Rd.		City/State/Zip Youngstown, OH 44509
3) Mailing Address: 2805 Salt Springs Rd.		City/State/Zip Youngstown, OH 44509
4) CEO or Director: Michael Iberis		Title: Executive Director
5) Phone: 330.792.5522	6) Fax: 330.792.9665	7) Email: miberis@shfbmv.org
8) Contact Person: Renee Fuller		Title: Director of Development
9) Phone: 330.792.5522 x 105	10) Fax: 330.792.9665	11) Email: rfuller@shfbmv.org
12) Web Site Address: www.mahoningvalleysecondharvest.org		13) Tax ID: 34-1380074

Program / Grant Information

Interest Area:

14) Program/Project Name: Food For Hungry Families			15) Amount of Grant Requested: \$250,000
16) Total Organization Budget: \$2,975,600	17) Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 96.2%	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 1.7%	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 3.8%
20) Purpose of Grant Request (one sentence): Second Harvest Food Bank is requesting funds to support its mission to make food accessible to all people so that no one goes hungry in our community.			
21) Program Start Date (Month and Year): June 2023		22) Program End Date (Month and Year): December 2023	
23) Gimbel Grants Received: List Year(s) and Award Amount(s) 2019: \$15,000 2020: \$15,000 2021: \$100,000			

Signatures

24) Board President / Chair (Print name and Title) KYAN PASTORE	Signature:	Date: 3-6-23
25) Executive Director/President: (Print name and Title) MICHAEL IBERIS-DIRECTOR	Signature:	Date: 3-6-23

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.

Second Harvest Food Bank of the Mahoning Valley's mission is to solicit, store and distribute food to hunger-relief organizations that feed hungry people in Columbiana, Mahoning and Trumbull counties in Northeast Ohio, and to provide education and advocacy. We believe that no one should go hungry and we are dedicated to building a community that makes food accessible to all people. Second Harvest Food Bank of the Mahoning Valley began in the early 1980s when a group of lay and religious community leaders realized that while people were going hungry, companies were throwing away unused but still nutritious edible food. The Food Assistance Warehouse was incorporated as a 501©3 charitable organization in December 1982 and began operating as a clearinghouse for large quantities of food. In 1994 the Food Bank became a certified member of Feeding America, the nation's largest domestic hunger-relief organization. The Food Bank provides food to over 160 hunger-relief organizations and programs in our tri-county service area, which includes church pantries, homeless shelters and meal sites, shelters for battered women, school pantries and after-school programs. All member agencies must hold a 501©3 designation from the IRS and have feeding hungry people as a major component of their program.

B) How long has the organization been providing programs and services to the community?
The organization has been in operation for over 40 years.

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

During 2020, the Food Bank was in the midst of the COVID-19 pandemic. Our member agencies and programs fulfilled over 20,000 requests for food assistance each week, which led to the Food Bank distributing nearly 16 million pounds of food, a new record. The Ohio National Guard was brought in to assist the Ohio Food Banks and a mass, no-contact way of distributing food, the Traveling Pantry Program was born. This program was able to take large quantities of food to easily accessible sites capable of accommodating 500 - 1,000 vehicles in Columbiana, Mahoning and Trumbull counties which quickly expanded access to food. In the first half of 2021 this unique program continued as did the pandemic. Second Harvest Food Bank's member agencies and programs received over 14,500 requests for food assistance each week, resulting in over 10.6 million pounds of food being distributed. More than half of those served during 2021 were either children or elderly residents. During the first half of 2022, Second Harvest's food supply was significantly impacted as a direct result of inflation and other factors that impacted the supply chain, including transportation costs. In July 2022, Second Harvest, which distributes about 50,000 pounds of food each day, had just over 459,000 pounds available for distribution – 10 days worth of food. Our normal amount on hand is 1.3 million pounds. USDA commodities were down almost 80%, coupled with a 27% decrease in donations from local and regional retailers and manufacturers. Also, there

was a 30% increase in the number of requests for food assistance. This could have created a 'perfect storm'. The Food Bank had to buy food to bridge the gap and spent over \$1 million, the most we have ever spent. We worked diligently to source and purchase food not only in Ohio, but throughout the country, using new vendors and farmers. Second Harvest continued to create new relationships and kept the food flowing in and out of the warehouse to our agencies to distribute to our hungry friends and neighbors. Our annual Feed Our Valley campaign in November and December with media partner, WFMJ 21 brought in more funds and food than ever before – proof of the awareness of hunger in our area and the belief in our Food Bank.

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.

While we had hoped the need for food assistance would slowly begin to decline, back to pre-Covid levels, it has remained high. In 2022, our pantries fulfilled an average of nearly 16,000 requests for food assistance each week. Inflation, steadily climbing food prices, utilities and other necessities continue to stretch household budgets beyond what many can handle. In 2022, the Food Bank distributed over 9.5 million pounds of food, including 2.8 million pounds of produce. Over 28% were new visitors to a food pantry, most of those were families and senior citizens feeling the hardest impact of rising costs. Of the people served by our food pantries in 2022, 26% were children and 27% were senior citizens. Our school pantries received over 25,000 visits by children needing food for after school and weekends. Nearly 60% of school age children in our area qualify for free or reduced-price school meals.

Our service area of Columbiana, Mahoning and Trumbull counties consists of urban, suburban and rural areas. We are part of Northeast Ohio's Appalachian country. Columbiana county has the most rural area of the three counties. According to the most recent figures from the 2021 U.S. Census, the median household income in Columbiana County is \$49,265; Mahoning County is \$49,520; and Trumbull County is \$51,057. Columbiana County's population data shows that 8% of residents are identified as Hispanic, Black or Mixed race; Mahoning County has 25% and Trumbull County has 15%.

B) Project Description

Describe your food distribution program.

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

Second Harvest Food Bank is a member of Feeding America, giving us access to national donors such as General Mills, Kellogg's, Kraft, Nabisco and retailers such as Aldi, Meijer, Target and Walmart. We also work with our local grocery stores: Giant Eagle, Marc's and Sparkle Market among others. The Food Bank receives donations of salvageable products that are near-date, past-date, not selling as expected, labels changed, or torn, damaged packaging. We also receive fresh produce, baked goods, meats, dairy, frozen and prepared foods. Many times we will receive paper products, detergents and hygiene products which are needed as well. Food drives by local businesses, schools and individuals also assist us by bringing in an assortment of items. We rely on our regular, weekly volunteers, trained in food safety, to sort through these received items and discard anything not safe to consume.

The Food Bank receives USDA Commodities through The Emergency Food Assistance Program (TEFAP) and participate in the Ohio Food Purchase Program (OFP) which works with retailers. We also purchase foods through a Best Buy Program that we cannot always rely on receiving through donations such as proteins – canned tuna, chicken, beef stew, peanut butter and fresh produce such

as a truckload of potatoes, onions, etc. Fresh produce is also procured through the Ohio Agricultural Clearance Program (OACP), which is a statewide effort for us to receive the surplus of agricultural products to ensure that Ohio residents have nutritious options at our food pantries and meal sites. This program works with more than 100 Ohio farmers, growers and producers.

We have one Mobile Pantry Program located in Goshen Township, Mahoning County. Their purpose is to feed hungry residents in this rural area without a brick and mortar pantry. We had two others in each of the counties, but now they both have a regular pantry site at each. This pantry served a total of 803 households in 2022.

Our School Pantry Program addresses child hunger in over 40 schools in our three counties we serve. School personnel, such as guidance counselors, teachers, nurses, etc. assist students needing food in the school pantry to select from shelf-stable items such as granola bars, pasta, soups, microwaveable meals, fruit cups, etc. to take home to consume after school and on weekends. Many school districts have a pantry in each building. Some also provide hygiene products and some perishable items at those pantries that have refrigerators/freezers. Our local United Ways in each county sponsor some of these school pantries.

The Commodity Supplemental Food Program (CSFP) through the USDA provides 750 very low-income seniors in our area much-needed food assistance. This special program is designed to improve the health of low-income senior citizens 60 years old and up whose household income is 130% or less than the federal poverty guidelines. These supplemental boxes of food are provided once a month at designated locations in each of our counties. Foods provided are a good source of nutrients that are often lacking in elderly diets since we know that diabetes and high blood pressure are the most common health concerns for them. The boxes contain USDA products such as cereal, juice, rice, pasta, nonfat shelf stable milk, peanut butter, dry beans, canned meats and fish, and canned fruits and vegetables.

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

The USDA guideline in order for people to qualify for food assistance is up to 200% above the poverty line. The 2022 Federal Poverty Guideline for a family of 4 is \$27,750. Our member agencies and programs must track the number of food recipients using USDA self-declaration of income forms. These forms track age groups. No one who comes to a pantry in need is turned away; they are given an emergency bag of food or a meal.

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

Our member agencies are required to distribute food at least once a month, but may do so more often. Some of our larger agencies such as the Salvation Army provide daily distributions of groceries. Some, such as the Warren Family Mission, provide daily meals.

During Covid our agencies had to use a drive-through, pre-boxed method of distribution. Currently, many of our pantries are back to using a choice pantry, where people may choose what they need verses receiving a box(es) of mixed products. Some agencies saw that the efficiency of a drive-through distribution worked best for them and still continue that today.

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?

Based upon our total amount of people served in 2022, nearly 790,000 (duplicate numbers), and possibly higher if our numbers continue to increase at the pantries.

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

Our member agencies and programs must track the number of food recipients using USDA self-declaration of income forms. The forms track groups of people only by age. They must submit these reports each month to our Director of Operations.

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: To secure 10,000,000 pounds of nutritious food in 2023 to ensure that Second Harvest Food Bank distributes enough food to supply our member agencies and meal programs. Anyone living in a food insecure household in Columbiana, Mahoning and Trumbull county in Northeast Ohio will have access to adequate amounts of food and will not go hungry.

OBJECTIVE: To solicit and store nutritious nonperishable and fresh foods to distribute to our 160 hunger-relief agencies and programs for their daily/monthly distributions which will provide 1,250,000 meals in 2023, based upon \$250,000.

ACTIVITIES: 1. Work with Feeding America, the Ohio Association of Food Banks/Ohio Food Purchasing Program, national and local food donors and local food producers and growers to secure truckloads of donated food products in addition to handling and distributing USDA food products.
2. Utilize monetary resources secured through foundations and individual donors to support the purchase and transport of shelf-stable staples such as beans and rice as well as fresh fruits and vegetables. **Feeding America's standard calculation for one meal is equal to 1.2 pounds of food. Based upon the food items we are planning to order as listed by line item, there are several different meal options available. Macaroni and cheese can be served alone or have a fresh vegetable provided in the Mixed Produce Box added along as a side item or even added into the macaroni. A serving of fruit either from the Peaches in Juice listed or a possible fresh fruit item from the Mixed Produce Box can help to make a balanced meal with milk as the beverage. The Vegetable Soup can also be another meal and could potentially have additional fresh produce added into it from the same Mixed Produce Box. Peanut Butter is a great protein to have as a meal component and is very popular with clients "shopping" at our food pantries.**
3. Work with community partners that have food drives and fundraisers to increase the amount of donated food to the Food Bank.

OUTCOME: An additional 1,250,000 meals to be provided through the daily/monthly food distributions at our 160 member agencies and programs to our hungry seniors, children and families in low-income households in Columbiana, Mahoning and Trumbull counties.

EVALUATION: Our Warehouse Manager and staff weigh and track the amount of food received and report the actual poundage coming into our facility as well as the number of pounds of food being sent out to our member agencies and programs. Our agencies and programs must track the number of people they serve through the USDA self-declaration of income forms and report the actual number of food recipients back to the Food Bank's Director of Operations each month. These forms track the number of people being served by age. The number of recipients may include duplicate visits as many often return for help as they need it. A good example of this is a seasonal worker or an individual or family that has an unexpected bill for their residence, car, or medical problems. We know nutritious food ensures the health of seniors, is essential for children to properly grow and develop cognitive and social skills, and helps families become more stable and secure. Stories showing how this food and our programs ensure that seniors, children and families don't go hungry and how the food provided helps them to stretch their food dollars so that they have the nutrition they need to lead healthy and productive lives.

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: June 6, 2023

The project end date is: December 31, 2023

Include timeframes for specific activities, as appropriate.

General Timeline would be order the products in June, expect arrival of products in September and have products available to our agencies within two weeks for their distributions.

E) Target Population

1. Who will this grant serve?

This grant will serve seniors, families and children in Columbiana, Mahoning and Trumbull counties.

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

These would include duplicate numbers based on our 2022 figures for an approximate number:

Children: 94,558

Adults: 169,535

Seniors: 99,124

F) Community Partners

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

Second Harvest Food Bank of the Mahoning Valley is the largest provider of hunger-relief in our community. The Food Bank has access to a large amount and variety of resources to do so. We have over 160 member agencies and programs that provide emergency food assistance throughout Columbiana, Mahoning and Trumbull counties. There are other food programs in the area, but their scope is smaller – in specific neighborhoods. We are always looking to add more programs along with agencies to continue to do our best to meet the needs of the people we serve.

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

Our key partners include over 160 member agencies and programs distributing the food Second Harvest solicits and stores for them. We collaborate with community organizations such as the Lions Club, Rotary, etc. as well as local businesses to support our member agencies. We also work with the other Ohio Food Banks to source and share additional truckloads of food. We work closely with our agencies to ensure food is distributed efficiently such as providing volunteers for the Warren Family Mission located in Trumbull County, which serves homeless and a large minority population. We collaborate with each county's United Way to support our Mobile Pantry and School Pantry Programs. Another local nonprofit, Making Kids Count, works with us during times of crisis, such as Covid to provide thousands of diapers and masks. We also share important information about our pantries and meal sites with the Help Network of Northeast Ohio which is a resource for residents looking for help, including a food distribution or meal.

3. How are you utilizing volunteers?

Our volunteers are the core of our food bank as we rely heavily on their support. The Food Bank's staff is small and our volunteers help us not only in the Repack Room to sort, bag and/or box donated and salvageable items, but they also help at the front desk, answering the phone, greeting visitors, proofreading thank you letters to donors, etc. We have also reimplemented hosting groups from businesses and schools to help in our Repack Room. In 2022, our volunteers gave over 9,300 hours, which is the equivalent of 9 part-time 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 funds will be used to purchase truckloads of shelf-stable and fresh food that are not often donated in sufficient quantities.

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.

Second Harvest Food Bank, which has been in operation more than 40 years, has ongoing, longtime community-wide support for our mission of feeding hungry people from local and national foundations, area United Ways, local businesses and civic organizations, local media, religious organizations and groups of regular, dedicated volunteers.

Fundraising is ongoing for our staff and Board of Directors. Fundraising events occur throughout the year as well as many Food Drives and Fund Drives. We have increased our numbers of monthly donors as well as new regular donors. We continue to share other ways donors can help on our new, easy to follow website, including ordering needed items on sites such as Amazon and Walmart which will ship them directly to us all while providing the donor a receipt for their donation.

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.

Second Harvest Food Bank's Board of Directors is a diverse group that meets six times a year. The dedicated individuals are: Chester Amedia, Jr. M.D., retired Nephrologist; Jess Briganti, Apostolakis Auto Group, Marketing Director; Chuck George, Hapco, Inc., Owner, (Board Treasurer); Bob Krohn, Pepsi Beverages Company, District Sales Manager; Dominic Mararri, Senior Care Insurance, President; Jeff Mitchell, Giant Eagle, Regional Manager; Anthony Modarelli, Sparkle Markets, Owner & Manager; Carl Nunziato, Attorney, (Board Secretary); Ryan Pastore, PNC Financial Services Group, Asst. Vice President (Board President); Lisa Taddei, FirstEnergy, Manager, External Affairs; Stewart (Joe) White, Dunkin', Franchise Owner & Operator; and Sidney Wylie, retired, GM Lordstown.

The Board of Directors are closely involved and consulted on all aspects of the Food Bank's operations. In addition to serving in an advisory role, the members serve on committees, help solicit donations and steward contacts throughout local government as well as the business community.

2. What committees exist within your board of directors?

Our committees are: Finance, Donor Relations & Fundraising, By-Laws, Nominating & Personnel, Operations, and Agency Relations.

3. How does the board of directors make decisions?

The Board meets six times per year (every other month) and maintains ongoing contact with the Executive Director (who is selected by the Board) for updates about the operations of the Food Bank. The Board serves in an advisory role and votes on motions put forward to it by the Executive Director and Board committees. Motions must be passed by a 2/3 majority.

B) Management

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

Michael Iberis, Executive Director, leader of the Food Bank for over 22 years. He previously worked for AT&T in public relations.

Kim Brock, Director of Operations, has overseen all member agencies and programs for over 13 years. Kim is also responsible for ordering and managing the flow of food in and out of the Food Bank. She was previously a program manager for Community Solutions.

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

Michael Iberis' salary is currently \$104,000 per year.

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
Macaroni & Cheese	24/7.25 oz; \$9.25/case 3,276 cases				\$30,303
White Milk UHT	32/12 oz; \$14.20/case 1575 cases				\$22,365
Peanut Butter	12/16 oz; \$16.75/case 2775 cases				\$46,481
Peaches in Juice	24/15 oz; \$33.00/case 1615 cases				\$53,295
Vegetable Soup (Vegetarian)	24/10.5 oz; \$21.75/case 2280 cases				\$49,590
Mixed Produce Box	Assorted Fresh Produce; \$33.00/case 1455 boxes				\$48,015
TOTALS:		\$49.00		\$250,000	\$250,049

Provide a narrative for the line item Transportation OR Coordination.

2023 S.L. Gimbel Foundation APPLICATION

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

Secured/Awarded Through 2022

Name of Funder: Foundation, Corporation, Government, Individual donors, In-Kind, Other (specify)	Amount
Arby's Foundation	\$13,250
The Buckeye Foundation	\$20,000
Chick-Fil-A	\$25,000
Citizens Bank	\$10,000
Enterprise Holdings Foundation	\$26,000
Finnegan Foundation	\$20,000
Giant Eagle Foundation	\$12,000
S.L. Gimbel Foundation	\$100,000
Huntington Foundation	\$15,000
Mahoning County Commissioners – ARPA Funds	\$300,000
Morgan Stanley Foundation	\$50,000
PNC Charitable Fund	\$30,000
Pollock Personal Foundation	\$25,000
Red Nose Day	\$10,000
Sheetz for the Kidz	\$10,000
Subaru Share the Love	\$19,025.36
Thomases Family Endowment	\$20,000
United Way of Columbiana County	\$5,100
United Way of Trumbull County	\$5,310
United Way of Youngstown & Mahoning Valley	\$130,000
Van Huffel Foundation	\$12,000

Pending 2023

Name of Funder: Foundation, Corporation, Government, Individual donors, Other (specify)	Amount	Decision Date
Citizens Bank	\$5,000	March 2023
CVS Foundation	\$30,000	March 2023
Trumbull County Commissioners – ARPA Funds	\$300,000	March 2023
United Way of Columbiana County	\$5,100	April 2023

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	2,467,118	52%	Shared Maint. Fee	754,157	16%
Fundraising/Special Events	257,554	6.5%	Other	265,372	6.4%

Corp/Foundation Grants	441,359	9.4%			
Government Grants	457,152	9.7%			

Notes: FY2022 Totals

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: Second Harvest Food Bank of the Mahoning Valley

Most Current Fiscal Year (Dates): From: Jan. 1, 2022 **To:** Dec. 31, 2022

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
19,457,691	18,716,046	332,440	409,205

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%	96.2%	1.7%	2.1%

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 Current Total Budget used for Administration 1.1%	Column C, Management & general expenses per 990 above 1.7%	Differential .6%
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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
6,144,371	18,046	74,581	82.63

Excess or Deficit for the Year:

Excess or (Deficit) 2022 Most recent fiscal year end	Excess or (Deficit) 2021 Prior fiscal year end
-314,214	4,075,009

Notes:

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

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

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

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

Budget Comparison

	Actuals Most Recently Completed Year	Budget Projections Current Year	Variance
	2022	2023	
Income			
Individual Contributions	1,255,727	900,000	355,727
Corporate Contributions	627,779	120,000	507,779
Foundation Grants	441,359	200,000	241,359
Government Contributions	457,152	287,300	169,852
Other Earned Income	1,011,711	1,028,500	-16,789
Other Unearned Income	9,549,665	418,000	9,131,665
Interest & Dividend Income	247,894	21,800	226,094
Total Income	13,591,287	2,975,600	10,615,687
Expenditures			
Personnel			
Salary CEO – Required	99,038	104,000	-4,962
Staff Salary (total)	640,492	631,800	8,692
Payroll Taxes	80,332	68,000	12,332
Insurance - Workers' Comp	14,498	10,000	4,498
Insurance - Health	85,125	90,000	-4,875
Payroll Services	16,830	18,000	-1,170
Retirement	57,091	54,000	3,091
Total Personnel	993,406	975,800	17,606
General Program/Administrative			
Food Purchase	849,573	677,900	171,673
Transportation	70,759	57,400	13,359
Warehouse Supplies, Equipment & Maint.	185,938	83,000	102,938
Value of Donated Food	8,898,407	0	8,898,407
Insurance Expense	35,846	32,000	3,846
Direct Mail, Publications, Printing	747,002	495,000	252,002
Postage & Delivery	18,195	34,500	-16,305
Audit & Accounting	47,300	70,000	-22,700
Office Supplies & Copying	52,932	58,500	-5,568
Telephone – Land Lines	7,137	7,500	-363
Utilities	52,892	55,000	-2,108
Depreciation	268,356	160,000	108,356
Bank/Investment Fees	46,811	20,000	26,811
Conferences & Meetings	10,506	8,000	2,506
Mileage	5,584	5,000	584
Miscellaneous	657,690	236,000	421,690
Total General Program/Administrative	11,954,928	1,999,800	9,955,128
Total Expenditures	12,948,334	2,975,600	9,972,734
Revenue Less Expense	642,953	0	642,953

**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

Second Harvest Food Bank
2023 General Operating Budget

REVENUE

<i>Government Support</i>	\$ 287,300.00
<i>Shared Maintenance Income</i>	\$ 700,500.00
Government Support/Shared Maintenance Subtotal	<u>\$ 987,800.00</u>
Donations	\$ 1,220,000.00
Fundraiser	\$ 298,000.00
Agency Membership Fees	\$ 5,800.00
Other Agency Fees	\$ 14,700.00
Interest & Investment Income	\$ 21,800.00
Donation Services (In-Kind)	\$ 418,000.00
Other Income	<u>\$ 9,500.00</u>
Other Revenue Subtotal	\$ 1,987,800.00
Total Revenue	<u>\$ 2,975,600.00</u>

EXPENSES

Salary & Wages	\$ 790,000.00
Contract Employees	\$ 9,800.00
Payroll Taxes	\$ 68,000.00
Employee Benefits	\$ 90,000.00
Professional Services	\$ 45,000.00
Banking Service Fees	\$ 20,000.00
Warehouse Supplies	\$ 38,000.00
Direct Appeals Expense	\$ 135,000.00
Donated Fundraising Exp.	\$ 50,000.00
Fundraising Expense	\$ 25,000.00
Postage & Shipping	\$ 34,500.00
Transportation	\$ 24,400.00
Donated Transportation	\$ 20,000.00
Occupancy	\$ 75,000.00
Insurance	\$ 32,000.00
Equipment & Maintenance	\$ 45,000.00
Donated PR/Advertising	\$ 350,000.00
Printing & Publications	\$ 10,000.00
Travel	\$ 5,000.00
Conference & Meetings	\$ 8,000.00
Office Expense	\$ 38,500.00
Depreciation	\$ 160,000.00
Food Acquisition Expense	\$ 677,900.00
Food Bank Fees	\$ 19,500.00
School Pantry Program	\$ 70,000.00
Mobile Pantry Program	\$ 60,000.00
Agencies Designated Gift	\$ 25,000.00
Misc.	<u>\$ 50,000.00</u>
Total Expenses	<u>\$ 2,975,600.00</u>

Income Statement SF w/ Budg Var

12:33 pm

For Period Ending December 31, 2022

	Current Period	2022 Year to Date	2022 Budget Year to Date	YTD/Budget Variance	2021 Year to Date
Foundation Donations	186,424.32	441,359.85	170,000.00	271,359.85	607,228.87
Donations	375,576.81	1,376,909.06	420,000.00	956,909.06	1,898,334.21
Direct Appeals	113,714.30	506,429.95	390,000.00	116,429.95	583,903.05
Fundraisers	8,140.52	257,554.52	268,000.00	(10,445.48)	276,449.49
Government Support	1,256.00	457,152.39	375,000.00	82,152.39	1,822,528.02
Shared Maintenance Fees	66,015.95	740,887.03	643,000.00	97,887.03	411,791.59
Agency Membership Fees	0.00	4,950.00	5,800.00	(850.00)	5,900.00
Other Agency Fees	720.00	8,320.00	15,800.00	(7,480.00)	17,610.00
Donated Services	54,602.00	633,780.00	418,000.00	215,780.00	651,558.29
Interest & Investments	43,991.26	247,894.36	15,000.00	232,894.36	101,968.38
Other Income	269.00	17,478.49	9,500.00	7,978.49	7,071.74
Total Income	850,874.15	4,692,879.64	2,730,100.00	1,962,779.64	6,384,343.64
Expense					
Salaries & Wages	125,580.14	813,217.13	750,000.00	63,217.13	758,260.07
Contract Employees	0.00	3,774.62	2,000.00	1,774.62	4,328.06
Payroll Taxes	11,741.59	80,332.22	68,000.00	12,332.22	61,743.76
Employee Benefits	7,109.05	85,125.06	120,000.00	(34,874.94)	112,849.16
Professional Services	5,820.83	86,961.32	45,000.00	41,961.32	37,046.75
Banking Services Fees	3,242.57	46,811.11	20,000.00	26,811.11	28,437.24
Warehouse Supplies	5,893.89	76,352.98	38,000.00	38,352.98	35,816.88
Fundraising Expenses	32,082.75	164,391.63	210,000.00	(45,608.37)	132,963.21
Postage & Shipping	0.00	18,195.31	34,500.00	(16,304.69)	14,050.04
Transportation	5,724.80	70,759.92	44,400.00	26,359.92	108,335.98
Occupancy	9,279.98	123,587.10	75,000.00	48,587.10	104,430.54
Insurance	0.00	35,846.00	32,000.00	3,846.00	40,303.85
Equipment & Maintenance	6,085.20	109,585.36	45,000.00	64,585.36	40,252.08
Printing & Publication	50,667.00	625,113.26	360,000.00	265,113.26	587,308.46
Travel	0.00	189.29	5,000.00	(4,810.71)	0.00
Conference & Meetings	312.59	10,505.89	8,000.00	2,505.89	2,357.92
Office Expense	7,120.83	52,931.89	38,500.00	14,431.89	53,207.88
Depreciation	20,302.80	268,356.40	160,000.00	108,356.40	243,633.60
Food Acquisition Expense	94,836.12	849,573.12	455,000.00	394,573.12	414,954.81
Food Bank Fees	3,241.21	23,218.05	19,500.00	3,718.05	14,390.10
Programs & Miscellaneous Expenses	29,702.57	494,142.55	205,000.00	289,142.55	399,599.96
Total Expense	418,743.92	4,038,970.21	2,734,900.00	1,304,070.21	3,194,270.35
Net Income (Expense)	432,130.23	653,909.43	(4,800.00)	658,709.43	3,190,073.29
Non-Cash Revenue / Expense ADJ:					
Net Inventory Adjustment	(68,050.26)	(968,724.17)	0.00	(968,724.17)	884,936.47
Adjusted Net Revenue (Expense)	364,079.97	(314,814.74)	(4,800.00)	(310,014.74)	4,075,009.76
Non-Cash Revenue / Expense ADJ:					
Unrealized Gains/Losses	(121,644.23)	(608,421.56)	4,800.00	(613,221.56)	151,536.26
Adjusted Net Revenue (Expense)	242,435.74	(923,236.30)	0.00	(923,236.30)	4,226,546.02

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

OMB No. 1545-0047

2021

Open to Public Inspection

Department of the Treasury
Internal Revenue ServiceDo not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2021 calendar year, or tax year beginning , and ending

B Check if applicable:

☐ Address change☐ Name change☐ Initial return☐ Final return/terminated☐ Amended return☐ Application pendingC Name of organization **SECOND HARVEST FOOD BANK OF THE MAHONING VALLEY**

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite

2805 SALT SPRINGS ROAD

City or town, state or province, country, and ZIP or foreign postal code

YOUNGSTOWN**OH 44509**

D Employer identification number

34-1380074E Telephone number
330-792-5522G Gross receipts **23,494,834**

F Name and address of principal officer:

MICHAEL IBERIS**2805 SALT SPRINGS ROAD****YOUNGSTOWN OH 44509**H(a) Is this a group return for subordinates? ☐ Yes ☒ NoH(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527J Website: **WWW.MAHONINGVALLEYSECONDHARVEST.ORG**

H(c) Group exemption number

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ OtherL Year of formation: **1982**M State of legal domicile: **OH**

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: TO SOLICIT, STORE, AND DISTRIBUTE FOOD FOR HUNGER RELIEF ORGANIZATIONS FEEDING HUNGRY PEOPLE IN COLUMBIANA, MAHONING, AND TRUMBULL COUNTIES, AND TO PROVIDE EDUCATION AND ADVOCACY.		
	2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	13
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	13
	5 Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	0
	6 Total number of volunteers (estimate if necessary)	6	670
	Revenue	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a
b Net unrelated business taxable income from Form 990-T, Part I, line 11		7b	0
Expenses	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	31,828,187	23,109,011
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	6,200	5,900
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	45,821	78,791
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	413,740	301,132
	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	32,293,948	23,494,834
	14 Benefits paid to or for members (Part IX, column (A), line 4)		0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		0
	16a Professional fundraising fees (Part IX, column (A), line 11e)	898,750	939,202
	b Total fundraising expenses (Part IX, column (D), line 25)	170,389	117,463
Net Assets or Fund Balances	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	24,532,680	18,401,026
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	25,601,819	19,457,691
	19 Revenue less expenses. Subtract line 18 from line 12	6,692,129	4,037,143
	20 Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26)	13,279,492	17,422,704
	22 Net assets or fund balances. Subtract line 21 from line 20	159,428	90,783
		13,120,064	17,331,921

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer	Date		
	MICHAEL IBERIS	12-15-22		
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☐ if PTIN
	JOSEPH KILGORE, CPA	JOSEPH KILGORE, CPA	11/15/22	P01271980
	Firm's name	Firm's EIN		
	H D DAVIS CPAS, LLC.	45-2908935		
	Firm's address	Phone no.		
	4308 BELMONT RD SUITE 1	330-759-8522		
	YOUNGSTOWN, OH 44505			

May the IRS discuss this return with the preparer shown above? See instructions

Yes No

For Paperwork Reduction Act Notice, see the separate instructions.

Form 990 (2021)

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐**Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.**

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	101,380	20,276	40,552	40,552
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	785,020	465,910	142,890	176,220
8 Pension plan accruals and contributions (Include section 401(k) and 403(b) employer contributions)	52,802	31,338	9,611	11,853
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	21,513		21,513	
d Lobbying				
e Professional fundraising services. See Part IV, line 7	117,463			117,463
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	5,813			5,813
12 Advertising and promotion	167,618	22,293	96,716	48,609
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy	176,061	170,568	3,846	1,647
17 Travel	19,062	19,062		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	350	175	175	
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	243,717	224,371	13,543	5,803
23 Insurance	39,261	36,002	2,356	903
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 DONATED FOOD - COST	10,177,576	10,177,576		
b GOVERNMENT COMMODITIES	5,962,353	5,962,353		
c DONATED SERVICES	651,558	651,558		
d SHARED MAINTENANCE	470,565	470,565		
e All other expenses	465,579	463,999	1,238	342
25 Total functional expenses. Add lines 1 through 24e	19,457,691	18,716,046	332,440	409,205
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)				

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: Second Harvest Food Bank of the Mahoning Valley
2. Grant #19293
3. Grant Amount: \$100,000
4. Date Awarded (date on award letter): 10/20/21
5. Grant Period (Indicate start date and end date per Grant Agreement):
Start Date: 11/1/21 End Date: 11/1/22
6. Location of your Organization (City, State): Youngstown, Ohio
7. Name and Title of person completing evaluation: Renee Fuller, Director of Development
8. Phone Number: 330-792-5522
9. Email Address: rfuller@shfbmv.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: 444,733
 - B) Actual number served: 470,404
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: In 2022, secure 12,000,000 pounds of nutritious food to ensure that the Food Bank distribute enough food to supply one-a-month agency food distributions and daily meal sites to ensure that all 80,000 people living in food insecure households in Columbiana, Mahoning and Trumbull counties in northeast Ohio have access to adequate amounts of food and do not go hungry.

Activities:

1. Work with Feeding America, the Ohio Association of Food Banks, national and local food donors, and local food producers and grocers to secure truckloads of donated food products, in addition to handling and distributing USDA food products.
2. Utilize monetary resources secured through foundations and individual donors to support the purchase and transport of shelf-stable staples (such as beans and rice) and fresh fruits and vegetables.
3. Work with community partners on food drives and fundraisers to increase the amount of donated food to the food bank.

Objective: In terms of specific quantifiable criteria:

A) Per original grant application: Solicit and store 648,000 pounds (grant portion of total pounds) of nutritious shelf-stable and fresh foods to distribute to 160 hunger-relief agencies and programs for monthly/daily distributions, which will provide 80,000 low-income seniors, children and families with an additional 540,000 meals in 2022.

B) Actual grant outcome, results, accomplishments: The funds awarded purchased 474 cases of cereal, 2,040 cases of canned vegetables, 639 cases of canned fruit, 1,508 boxes of assorted fresh produce (made up of sweet corn, potatoes, apples), and 1,584 cases of protein for distribution at our 160 member hunger-relief agencies and programs to 470,404 people, which includes seniors, children and families throughout Columbiana, Mahoning and Trumbull counties. Second Harvest Food Bank was able to provide a nutritious mix of food with the funds provided through this grant, which was a great help during a time of limited food resources and much higher costs from our budget.

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

Inflation, including rising food prices, gas costs, and supply chain issues affected the Food Bank greatly in 2022 and still continues. Many products were not easily obtained and many truckloads were cancelled.

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

We sourced other places to purchase food from and had to make substitutions with other products that were readily available to affect our pantry distributions as little as possible.

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

We now have some new food sources to purchase products from, including new farmers in our area. Our agencies were still able to operate and meet the increased demand for food assistance.

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

In the past year and currently, the Food Bank has had to spend more money than ever before on food purchases, an increase of at least 160%. This grant was a great help to keep food in our warehouse.

BUDGET

16. Please provide a budget expenditure report. Also, provide a budget narrative that explains how the funds were utilized, what was purchased, what were the expenses items based upon the original budget submitted and approved. Use the form below and expand as needed:

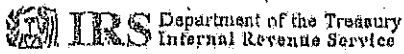
Line Item	Line item description	Approved amount from TCF (per the submitted budget)	Actual Expenditure
Cereal	10 17.63 oz Frosted Flakes, 378 cases	\$25,920	\$7,238.64
Canned Vegetables	12 15 oz Spaghetti Sauce, 1020 cases	\$26,010	\$29,250.20
Canned Fruit	24 15 oz Mixed Fruit in Juice, 255 cases	\$21,790	\$15,651.75
Mixed Fresh Produce	Sweet Corn, 1,008; Potatoes, 250; Apples, 200	\$16,820	\$20,138.00
Transportation		\$10,000	\$1,900.00
Proteins	24 1 lb Bar S Jumbo Franks, 1,584 cases	0	\$52,826.40
GRAND TOTAL		\$100,000	\$127,004.99

The Food Bank was able to purchase a variety of items listed in the proposed budget, but availability of some items caused us to make some adjustments. Several truckloads of items were cancelled due to not being available. Transportation costs were reduced by working with Feeding America food banks and partner companies. A large amount of protein was available, which we took advantage of based upon the cost and quantity.

SUCCESS STORIES

17. Please tell us ONE success story.

Rene Maurer has been a volunteer with the Salem Community Pantry in Columbiana for the past 7 years. She sees many families that mainly like the fresh fruits and vegetables **due to the cost of these items in a grocery store. "The people are so appreciative of what the pantry provides for them", said Rene.** Shopping at their pantry is a family event as everyone picks items out. **"They really like what they get", said Ms. Maurer.**



Department of the Treasury
Internal Revenue Service
P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248237276
Feb. 01, 2008 LTR 4168C EO
34-1380074 000000 00 000
00033281
BODC: TE

SECOND HARVEST FOODBANK OF THE
MAHONING VALLEY
2805 SALT SPRINGS RD
YOUNGSTOWN OH 44509-1037052

17547

Employer Identification Number: 34-1380074
Person to Contact: Mr. Morton
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your request of Jan. 23, 2008, regarding your tax-exempt status.

Our records indicate that a determination letter was issued in July 1988, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records also indicate you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

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

Sincerely yours,

Michele M. Sullivan

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