



Together, We Can  
End Hunger  
Your Investments at Work

DONOR IMPACT REPORT | MARCH 2017



## As Times Change, Our Commitment Endures



When I think back 28 years ago to when I was a newcomer at the Food Bank, many of the meals I prepared for myself came from a can or a box. As the fresh food movement emerged, I started taking more note of where my food came from, buying fewer processed products and eating a lot more fresh fruits and vegetables. When my wife and I had kids, we took great care to prepare nutritious meals. Dinner became the center of our family's busy days.

We've made that same shift to fresh produce and good nutrition here at the Food Bank. When our organization started out 30 years ago, we had just seven staff members, and we distributed roughly 1.5 million pounds of food in a year, most of it canned and processed. This year, our team of 145 staff and 30,000 volunteers will distribute 49 million pounds of food — 60% of which is fresh fruits and vegetables.

Throughout our 30 years, we've weathered recessions, political strife, and even earthquakes. Regardless of what's going on in the world, the Food Bank is committed to ensuring our neighbors have enough to eat, while keeping food security top of mind for both Democratic and Republican lawmakers.

Food is something we all care deeply about. We all know what it feels like to enjoy a nourishing meal with loved ones. And we all know what it feels like to skip even one meal. That feeling of hunger is what drives us all to give to our neighbors in need.

As income inequality in the Bay Area grows, and more of our fellow community members turn to us for help, the Food Bank continues to answer the call. Thirty years ago, we served 8,300 participants, and today we serve over 225,000 individuals a year in San Francisco and Marin. The Food Bank continues to grow and bring people together, thanks to the unwavering commitment of donors like you.

Thank you for your generous support over the last 30 years. I look forward to innovating, growing, and continuing to serve our community in the times ahead.

With Gratitude,

Paul Ash

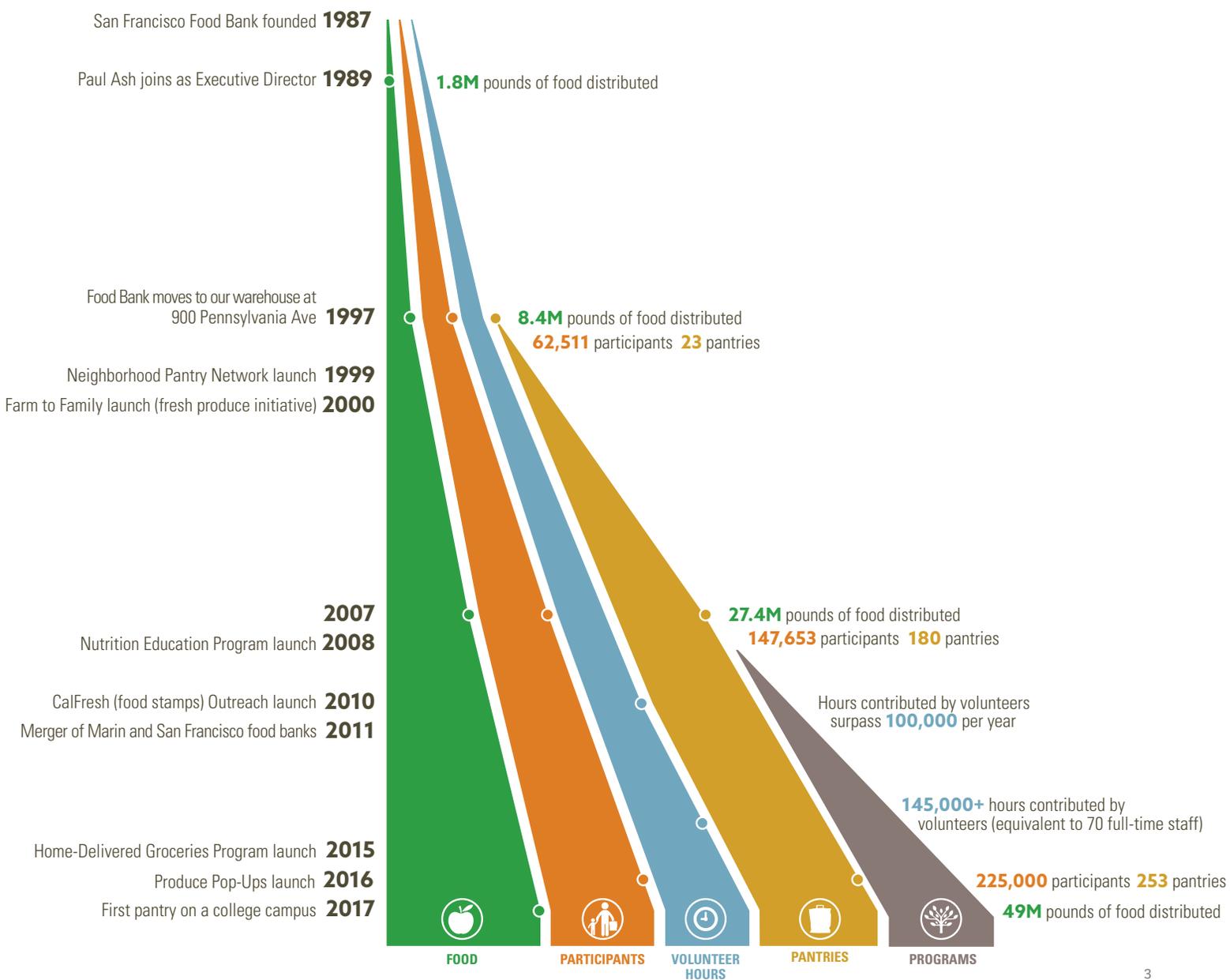
Executive Director

**On the cover:** Rosetta, a mother of three and San Francisco resident. Years ago, Rosetta's mother helped start a food pantry in the city.



— Celebrating —  
**30 YEARS**  
 — of Growth —

The SF-Marin Food Bank is proud to have pioneered many successful models over the last 30 years that are aimed at ending hunger. With your support, we continue to innovate and expand our reach to more people who need food assistance in San Francisco and Marin.





## Remedios' Story: A Little Help Goes a Long Way

When Remedios Bituen's daughter died unexpectedly three years ago, the first few months after her passing were a blur. Her daughter's husband and children did their best to get up in the morning, get dressed, and keep going, but they were struggling to stay afloat.

With her grandchildren's well-being at stake, Remedios did the only thing she could think of: she made room in her modest home for her grandchildren and her son in law. And she said a prayer.

Every week, more than 30,000 families receive fresh groceries at our neighborhood pantries throughout San Francisco and Marin.





"I have to be positive. It's hard, but I know I have to take it one day at a time," she said. "My daughter left us, and we have to deal with that, but thankfully, God is on our side, and so is the Food Bank."

Remedios' weekly routine of visiting the food pantry at the Ingleside Community Center is one way the family is moving forward after their loss. Picking up fresh groceries and visiting with neighbors at the food pantry every Thursday has helped rebuild a sense of safety and security for her grandchildren, who range in age from six to 18.

Since Remedios and her husband are in their 80s and live on a fixed income, getting supplemental food from the pantry is essential for nourishing their fast-growing grandchildren. Like most kids, they have big appetites.

"Oh my goodness, they are unbelievable," Remedios said. "Twenty-four hours a day, the kids are always in the kitchen! Especially during the rainy season...oh, they want to eat again and again and again!"

Remedios especially appreciates all of the fresh produce she receives at the pantry because getting the kids to eat healthy is very important to her. She said, "I am very thankful for the food, and I make extra sure that it goes a long way."



“Twenty-four hours a day, the kids are always in the kitchen! Oh, they want to eat again and again and again.”

— Remedios Bituen





## Celebrating Our Success

### Produce Pop-Ups Invite a Fresh Look at Food Assistance

Last summer and fall, the Food Bank team hosted more than a dozen "Produce Pop-Ups" throughout San Francisco. The Pop-Ups are a new initiative that aims to reach people who might not consider themselves eligible for food assistance or who are simply unaware that food help is readily available.

"Produce Pop-Ups showcase the fabulous, seasonal produce that we distribute every day," said Nutrition Education Program Manager Molly Burke. "We are attracting new participants by dispelling misconceptions that the Food Bank distributes dented cans and bruised fruit."

**Nearly 1,700 people received free produce at our Pop-Ups in 2016, and more than 200 people were referred directly to our pantry network.** Pleased by the pilot's success, we plan to restart them this spring and expand into Marin.

“The economy here is tough, and students like me often-times compromise on food. This is a really great option for us.”

— Paul, a junior at San Francisco State who visited a Produce Pop-Up last summer



### Home-Delivered Groceries Program Flourishes



Our Home-delivered Groceries Program is growing rapidly. In 2016, the program nearly doubled its reach as the Food Bank boosted support to our network of delivery partners, providing more healthy food, outreach materials, and translation services.



## Celebrating Our Success

### New Pantry at Novato High School

Launched in fall 2016, the pantry at Novato High School in Marin County is one of the Food Bank's 40 Healthy Children's Pantries and the second one established at a high school.

The pantry is off to a strong start--within a few weeks of opening, it was serving about 50 families. The goal is to grow to reach 75 families this year, including some from nearby San Jose Middle School and Rancho Elementary School.

The reason we provide food at schools is simple: "We want to make it as easy as possible for families with children to access healthy food," said Food Bank Director of Programs Sheila Kopf. "Having a pantry where students are already coming every day to learn reduces barriers to access."

But it's more than just making sure kids have enough to eat, it's an investment in their future. "We know that kids learn better, have fewer behavioral issues, and are

more equipped to successfully handle the demands of school when they fuel their growing bodies with healthy food each and every day," said Kopf.

"Oh man, my mom's a pretty good cook, so she's going to love this. This bag will probably save my mom 50 bucks at the grocery store. I know plenty more people who could use the food, so I'm definitely telling them about this pantry."

— Jose, senior at Novato High School



**Every week, more than 1,200 homebound seniors and neighbors with disabilities are visited by friendly volunteers and caregivers who bring nutritious groceries to their homes.**

Unable to visit our pantries because of low mobility, participants still have the desire and ability to prepare

meals at home. With each weekly delivery, volunteers bring warm smiles and kind words, along with a balance of nutritious foods, such as fresh fruits and vegetables, low-fat dairy, beans, lean proteins, and whole grains. Participants benefit greatly from the autonomy that comes with cooking and preparing their own meals with fresh groceries from the Food Bank.



# Financial Statement

## Revenue

Donated Food and In-kind Contributions	\$ 61,182,991
Government Food Commodities	\$ 12,377,724
Government Grants	\$ 3,114,091
Private Contributions Including Events	\$ 16,219,535
Shared Maintenance	\$ 228,962
Other Revenue	\$ 131,962
<b>Total Revenue</b>	<b>\$ 93,255,265</b>

## Expenses

Program Services	\$ 90,647,261
Management and General	\$ 1,224,273
Fundraising	\$ 2,888,482
<b>Total Expenses</b>	<b>\$ 94,760,016</b>
<b>Total Net Assets*</b>	<b>\$ 21,131,179</b>

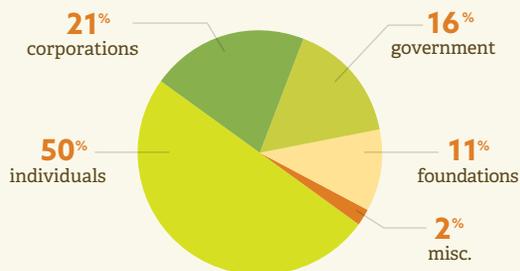
\* This figure includes the value of food on hand as of June 30, 2016.

The Food Bank ended the 2015-16 fiscal year with an annual operating budget of \$20.3 million. Complete audited financial statements are online at [sfmfoodbank.org/financials](http://sfmfoodbank.org/financials) or by request.

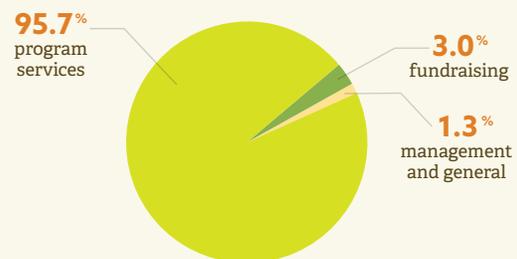
For every \$1 donated, we can distribute \$5 worth of food.

We are able to accomplish this remarkable feat thanks to the tremendous amount of food that is donated to us, the incredible support of volunteer time, and our ability to purchase food in bulk for a fraction of the cost that one would pay at the grocery store.

### Funding Breakdown



### Expenditures



together **WE CAN** END HUNGER  
IN SF AND MARIN

YOUR SUPPORT PROVIDES  
**REAL IMPACT**



..... EVERY WEEK .....

**30,000  
FAMILIES**

— RECEIVE —  
FRESH GROCERIES  
AT OUR FARMERS'  
MARKET STYLE  
PANTRIES



..... EVERY YEAR .....

**49m**

POUNDS ARE  
DISTRIBUTED  
— OF WHICH —

**60%**

IS PRODUCE  
PROVIDING MORE THAN

**100,000  
MEALS**

..... EVERYDAY .....



..... EVERY MONTH .....

**28,000  
SENIORS**

— RECEIVE —  
FOOD THROUGH  
FOOD BANK  
PROGRAMS



..... EVERY YEAR .....

**44,000  
CHILDREN**

— RECEIVE —  
**FOOD**  
FROM OUR  
PROGRAMS



..... EVERY YEAR .....

**419**

NON-PROFIT  
PARTNERS  
— RELY —

ON US TO SUPPLY  
FOOD FOR THEIR  
PROGRAMS



#FoodForAll  
#EndHungerTogether



..... EVERY YEAR .....

**225,000 PEOPLE**

RELY ON THE HELP OF THE SF-MARIN FOODBANK AND YOU



## Meet David and Susanna Singer

### Members of the Food for Life Circle

Mr. David and the Reverend Dr. Susanna Singer have been Bay Area residents for 35 years, and advocates for its most vulnerable residents from the start.

Born and raised in London, Susanna recalls that while her family led a modest life, they always helped others and taught their children to have the same mindset.

"It was an absolute given that we should give back; it's kind of bred in the bone," said Susanna. "Our mother in some way was always organized in service outside of the home. It was just normal for her to do that; she has always done it. It was a value we grew up with."

When they moved to the Bay Area in 1981, David started work in Silicon Valley and Susanna began community volunteer work, which eventually led to her training to become a priest.

It was in 2001, around the time of the first recession, that Susanna and David began giving to what was then known as the San Francisco Food Bank. Susanna recalls that she and David read an article in the San Francisco Chronicle on food insecurity, and they knew they wanted to join the Food Bank in becoming part of the solution.

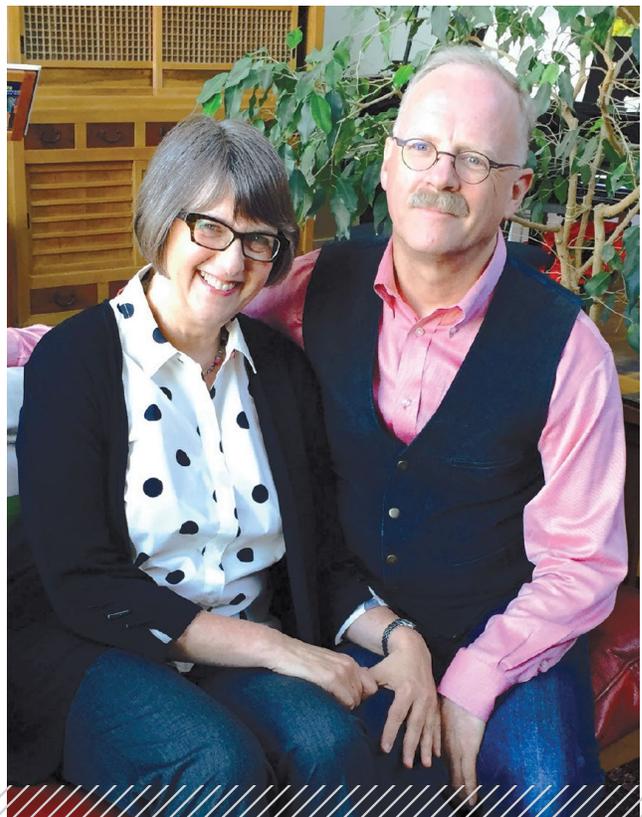
Their first visit to a pantry and the San Francisco warehouse — where they witnessed the amount of fresh produce distributed, the quality of the food and

the efficiency of the regional operation — made a lasting impression on them.

"That visit sealed the deal in terms of making it a regular part of our local giving," said Susanna.

In addition to their annual giving, Susanna and David recently incorporated charitable provisions for the SF-Marin Food Bank into their estate plan, helping to ensure the future of the organization.

"We thought, the Food Bank isn't going anywhere; there is longevity to it. And the need is going to be there too," explains Susanna. "It's really very simple. The Food Bank is the best way we've seen to get food to people who need it."



# Create Your Legacy

— SF-Marín Food Bank —



SF-MARIN FOOD BANK

Whether you are considering a simple bequest, designating a beneficiary for retirement assets, or setting up a trust, we can help you explore options to include the SF-Marín Food Bank in your plans.

To learn more about planned giving options contact Bonnie Feinberg at

**415-282-1900, ext. 273** or [bfeinberg@sfmfoodbank.org](mailto:bfeinberg@sfmfoodbank.org)



**SF-MARIN**  
FOOD BANK

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