



Ending Hunger Together

ANNUAL REPORT 2018-2019





Changing the Face of Food Banking

Imagine 1,600 tractor-trailers filled with food parked end to end—a line of trucks extending 23 miles, from South San Francisco almost to Sausalito. That's the equivalent of the 48 million pounds of fresh produce, rice and pasta, chicken and fish, dairy and eggs your generous support helped us provide last year.

Over time, we've continued to increase the amount of food we distribute to meet the growing need. Throughout the years, we've pioneered programs that have been adopted as models for food banks nationwide. To name a few: our Farm to Family initiative rescues fresh produce that would otherwise go to waste, and our extensive pantry network makes it easy for people to access healthy groceries in a farmers market-style setting close to home. By reimagining how to get more nutritious food to more people who need it, our innovations have changed the way food banking is done. Read more on page 6.

The Year's Milestones

Last year, for the first time, Supplemental Security Income (SSI) recipients were also eligible to apply for CalFresh (food stamps)—a substantial legislative win for those in need. You can learn more on page 13. Last December, our Home-Delivered Groceries program distributed their 250,000th bag of groceries to community members who are housebound, and our expanded College Pantry program came close to



delivering its one-millionth pound of food. We continue to build partnerships with retailers to rescue food. Seven days a week, our trucks pick up unsold, ready-to-eat meals from both Starbucks and our newest partner, Amazon Go.

This spring, we will open the doors to our newly renovated Marin Warehouse in San Rafael. We walk you through our new facility on pages 9-11.

Still Missing Meals

Today, the Food Bank meets more of our community's need than any other metropolitan food bank in the United States. But we still have more work to do. Our latest research, the Missing Meals report, shows that for 21% of our neighbors—240,000 people—food insecurity is a daily reality. In fact, 1 out of 7 meals is still unaccounted for in San Francisco and Marin.

Thanks to your support, I feel confident we'll be able to provide food for all. Changing the face of food banking means improving and expanding the way we support our neighbors facing hunger—a challenge we wouldn't be able to tackle without your ongoing generosity.

With gratitude,

Paul Ash,
Executive Director

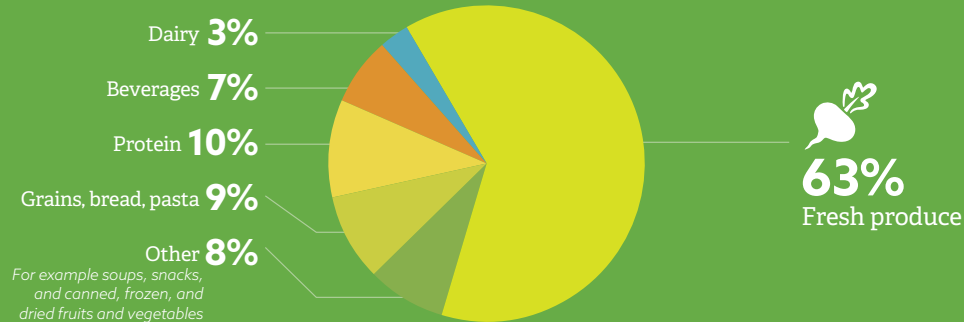


BY THE NUMBERS

FISCAL YEAR 2018-2019

WITH YOUR GENEROUS SUPPORT THIS PAST YEAR

WE PROVIDED **48 MILLION** POUNDS OF FOOD



WE PROVIDED
141,000+
NEIGHBORS IN NEED WITH
NUTRITIOUS FOOD EVERY WEEK.



WE TAUGHT
160
CLASSES TO EMPOWER NEIGHBORS TO
PREPARE AND EAT HEALTHY MEALS AND SNACKS.



OUR NETWORK HELPED
5,271
HOUSEHOLDS APPLY FOR CALFRESH (FOOD
STAMPS), PROVIDING OVER **\$10M** IN BENEFITS.



WE ENGAGED
41,000
VOLUNTEERS WHO HELPED SORT
AND PACK **28M POUNDS** OF FRESH
FRUITS AND VEGETABLES.



WE PARTNERED WITH
387
COMMUNITY ORGANIZATIONS INCLUDING SOUP
KITCHENS, SCHOOLS AND HOUSES OF WORSHIP
TO NOURISH OUR COMMUNITY.



“ I’m grateful to donors at the Food Bank. What you are giving is helping out a lot of families like mine who wouldn’t make it in this city. ”

— Sinat, participant at our Healthy Children pantry





Sinat's Story:

Food Helps Family Stay Healthy

When Sinat gave birth five years ago, her doctors discovered she had an inoperable benign brain tumor. Since then, she has not been able to work full-time. Between parenting her three young daughters, her chemo treatments, and her debilitating headaches, finding a job that would accommodate her challenges has been next to impossible, so Sinat temps part-time. Her paycheck isn't enough to cover all of her expenses, so she and her family depend on the food they receive at the Tenderloin Community School pantry to make ends meet.

"With everything going on, healthy food is really important," said Sinat. "We stay away from junk food, and vegetables are so necessary for the kids, so they stay healthy and energetic."

Food That Benefits Three Generations

Sinat's mother also goes to a San Francisco-Marin Food Bank pantry nearby. Her parents emigrated with their daughter as refugees from war-torn Cambodia. When Sinat is working, her parents watch her daughters and help out by making Cambodian food. "They love the vegetables and rice," Sinat said. "And because of the help we get at the pantry, we can afford meat at the grocery store."

Sinat's parents have their own health challenges, including injuries and PTSD from the war. Sinat struggles to take care of them while she also manages her tumor and the constant headaches and

double vision it causes. She has considered leaving San Francisco to lower her housing costs, but giving up her ties to the city would prove difficult.

Helping Families Stay Together

"My parents are here, and they help us save money on childcare," she explained. "We also have roots in San Francisco now. I grew up here, and I see so many families I know at the food pantry. At the Food Bank, it doesn't matter where you come from; we are all in the same boat and just need food for our kids."

Sinat is thankful for the meaningful impact the Food Bank makes on her family's life. "I'm grateful to donors at the Food Bank for helping families like mine who wouldn't make it in this city otherwise. You're helping my daughters to grow up to be happy and do what they want in the future. I do not want them to struggle like I do. Thank you."



————— *Thanks to you* —————
EVERY WEEK, WE NOURISHED
32,000 FAMILIES
————— *and* —————
SERVED DAILY MORNING SNACKS TO
4,860 STUDENTS
AT HIGH-NEEDS SCHOOLS



Reshaping the Way Food Banks Work

One of the qualities the Bay Area is known for — innovation — has been in our DNA from the beginning. To meet the growing need in our community, we have had to rethink the way we distribute food. The result is a new form of food banking, not only here in San Francisco and Marin, but also on a national level.



— You helped provide food through —

275+ WEEKLY PANTRIES

ACROSS SAN FRANCISCO AND MARIN





There was a time when food banks only distributed food in cans and boxes, and people had to travel to a human service agency to get it. Early on, we realized we would have a greater impact by ensuring food was available nearby, in neighborhoods where people needed it most.

The San Francisco Food Bank was the first to launch a pantry network fighting hunger on a grassroots level. Fifty-two weeks a year, our trucks set out in the early morning hours to deliver protein, dairy, grains, fruits, and vegetables to more than 275 neighborhood pantries across San Francisco and Marin.

Healthy Children's Pantries

Our neighborhood pantries are effective. But we haven't stopped there. We knew we had to get food directly into the hands of more families since the number of them living at or below the poverty line was increasing — a problem our community continues to face. We came up with a solution to meet the need: provide parents and guardians access to fresh food in a location they visit daily — their kids' school. The program, Healthy Children's Pantries, helps alleviate parents' worries about affording enough food to feed their children. Making food available to families in such a direct fashion had never been tried before. The success of our groundbreaking initiative has evolved into a national food bank model.

We set up all of our pantries farmers market-style so people can select what they want. Our goal is to provide food that's culturally appropriate and accessible in a dignified manner. The participants pick and choose and take home bags of nutritious groceries. Thanks to another Food Bank innovation, 60% is fresh produce.

Farm to Family

Gary Maxworthy, who first walked through the Food Bank's doors in 1994, realized that we were missing out on a huge opportunity—the abundance of produce grown right in our state. After a career in the food distribution industry, he believed there had to be a way to get excess produce to hungry families. He started by approaching farmers and growers to convince them of the merits of donating their extra produce.

The program proved so successful that we handed it over to the California Association of Food Banks. More than twenty years in, Farm to Family is now the nation's most extensive food recovery program.

Because of the energy and dedication of our Food Bank staff and our push to continue to innovate, we've gone way beyond old school food banking. Our goal to get healthy food as close to those in need as we can is working. Of course, there's still more to do to meet the growing demand, and we'll keep reshaping food banking to meet it.



Food is *Medicine*



Our Food Pharmacy program is growing. Last year, we collaborated with local physicians and health clinics at seven sites in San Francisco and one in Marin. This program launched to address hunger among patients living with chronic illness. Our Food Pharmacies break down barriers to getting healthy food and help empower patients to manage illnesses better and lead healthier lives. When battling many health issues, nutritious food is as important as medication. Early on, we saw an opportunity to serve African American neighbors who have disproportionate rates of hypertension, which is complicated by food insecurity.

Oasis In a Food Desert

Community Liason Tracy Shaw-Senigar explained, "It's not like people don't want to eat healthily, it's just that they don't have access to healthy food. Bayview is what we call a food desert; there are no grocery stores around here. That's why this partnership with the San Francisco-Marin Food Bank is important. Our patients can pick up healthy food right here at the clinic."

The Food Pharmacy not only helps connect patients going to see their doctors with free groceries, but it also gives them access to nutrition education, CalFresh (food stamps) enrollment, and healthy food preparation classes. We've been hugely successful in bridging the gap between health care and food assistance.

Linda is one patient whose health improved significantly since she linked up with a San Francisco-Marin Food

Pharmacy. Fifteen years ago, a car crash changed Linda's life forever when both of her ankles shattered, and her wrist fractured. Even after months of physical therapy, her injury forced her to retire early from her job at a local bank. The damage to her ankles meant she could no longer walk long distances or stand on her feet for even a few minutes at a time. Without income from her job, Linda had to eke out an existence on only a few hundred dollars from Supplemental Security Income funds every month.

Healthy Food Helps Fight Disease

Now 65, Linda is battling diabetes and hypertension. Still, her food pharmacy participation has resulted in weight loss and lower blood pressure and taught her new ways to prepare certain foods — such as steamed carrots and broccoli to keep more of the vitamins intact.

"My health hasn't been this good in years," she said, "and I owe it to those at Southeast Clinic, and the good people at the Food Bank."



— Thanks to you, we offered —

7 FOOD PHARMACIES
PROVIDING HEALTHY FOOD TO
180 PATIENTS



Marin Warehouse Up and Running

Finally, all the renovations to maximize the San Rafael warehouse capacity are done!

This new space radically transforms our ability to serve the more than 1 in 5
Marin and San Francisco residents who are food insecure.

The San Francisco-Marin Food Bank has constantly been on the lookout for new ways to expand to feed more of our neighbors in need. We took a giant step in that direction with the purchase of a large warehouse in San Rafael in January 2018. We knew it would take some work to turn the warehouse into a working food bank, but a year later we're there. With 38,000 square feet, nearly double the size of our old Marin warehouse, we've now got ample room for food storage, our growing team of staff and volunteers, a visitor's center, and a space for community events.







Increasing the Food Distributed

We're dedicating the majority of the building's ground floor to food storage and distribution with a new permanent cooler and freezer that will hold seven times the amount of perishable food we could previously. "The expansion here in Marin is a game-changer," said Ryan Russo, Marin Operations Manager, "especially in terms of how much fresh food we can store. We've got 82 more freezer pallets of food than we did in our old warehouse." Since more than half of the food bank's distribution is fresh produce, the additional space means a lot more fruits and vegetables for neighbors facing hunger.

Doubling the Agency Shop Floor

Now we also have space for more than food! Our first floor in Marin also houses a visitor center. Here, our volunteers and visitors will be able to learn about the need in the community, how we try to meet that need, and ways to take action to end hunger.

We're doubling what's available in our agency shop where we stock items from food drives, grocery rescue, as well as thousands of pounds of freshly prepared, unsold food from grocery stores. The shop is where Marin community partners come to pick up ingredients to cook large-scale meals.

Plans for San Francisco

Next fiscal year, we'll be gearing up for the expansion of our San Francisco facility. Expanding 900 Pennsylvania Avenue means we can help tens of thousands more neighbors who are struggling to afford food.

We welcome visitors to come see our operations and volunteer, so please stop by to see what we're up to!



— Our warehouse expansion in Marin provides a —

50% LARGER OVERALL FOOTPRINT

— which allows us —

50% MORE LOADING DOCKS

OVER 60% MORE DRY FOOD STORAGE

250% MORE REFRIGERATOR SPACE



Food For All

Food has the power to transform lives. Thanks to you, many people are better able to face life's challenges because they can count on healthy, fresh food from the Food Bank.

To see these stories, point your phone's camera at the code.



MIKE

“After falling on some hard times, I suddenly found myself living on the streets. But thanks to the Food Bank, I got my life back on track.”



See
Mike's story



SUSAN

“I need you guys in my life. I can't thank you enough for the fresh groceries and produce.”



Watch the
Home-Delivered
Groceries program



NORMA

“It costs a lot just to get to the closest store. It's amazing that the Food Bank comes all the way out here to deliver healthy food to my family.”



Ride along
with the
Mobile Pantry



Policy and Advocacy

Sourcing and distributing food is only part of what we do.

Policy research, grassroots outreach, and advocacy are also central to fulfilling our mission of Food for All.

Along with our partners in this effort, we are celebrating some important legislative successes.

CalFresh Program Expands to SSI Recipients

After a hard-won advocacy effort by the Food Bank and our coalition partners last year, in June 2019 CalFresh eligibility was extended to Supplemental Security Income (SSI) recipients. This incredibly vulnerable population had been denied access to the program for decades, often surviving on an income of less than \$1,000 a month and skipping meals to pay for other living expenses. Our Policy and Advocacy and multi-language CalFresh teams collaborated to bring together a diverse group of community stakeholders. To ensure a successful roll-out, we coordinated our outreach efforts to engage local government agencies, and leveraged our long-standing relationships with other non-profit partners.

Our efforts have paid off! Since June, nearly 20,000 San Franciscans have applied to receive food benefits, nearly doubling the existing number of recipients. In Marin, over 800 of the estimated 3,000 eligible residents have already applied. In the first two months alone, our CalFresh outreach team exceeded our annual goal for new applications by 2.5 times! This is a tremendous win for our neighbors at the greatest risk of hunger, and a fantastic example of how our advocacy has a direct impact on ending hunger in our community.

Federal Attacks on Social Safety Net

We raised our voice publicly in opposition to three separate attacks from the Administration on the CalFresh (food stamps) program this year. We knew the stakes were high — if enacted, the three rule changes proposed in 2019 would increase hunger for over a million Californians. We have seen how changes made in Washington DC will impact our communities here in San Francisco and Marin and are committed to speaking up to protect the vital programs that keep our neighbors healthy and nourished.

2019 Legislative Victories

- **Assembly Bill 614** expands the Farm to Food Bank Tax Credit to broaden the list of CA-grown foods that can be donated to food banks to include nutritious items like eggs and grains.
- **Assembly Bill 494** simplifies CalFresh applications for people with high housing costs.
- **Assembly Bill 942** expands the CalFresh Restaurant Meals program across the state, helping people unable to cook meals at home gain access to prepared food.
- **Assembly Bill 1377** connects children and their families participating in free or reduced-price meals at schools to CalFresh.



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Fiscal Year 2018-19

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Planned Giving

Join our Food For Life Circle, and include the San Francisco-Marin Food Bank in your will or estate plans. Your legacy gift helps ensure that we will always be here to help nourish our neighbors in need.

To find out more information on how to make a planned gift, please visit us at sfmfoodbank.org/planned-giving.





Financial Statement

Thanks to generous donor support, the Food Bank was able to provide enough food for **110,000 healthy meals** each day last year.

Revenue

Donated Food and In-kind Contributions	\$ 53,828,175
Government Food Commodities	\$ 19,706,081
Government Grants	\$ 5,229,661
Private Contributions Including Events	\$ 26,139,811
Other Revenue	\$ 687,384
Total Revenue	\$ 105,591,112

Expenses

Program Services	\$ 90,764,761
Management and General	\$ 1,913,050
Fundraising*	\$ 3,901,609
Total Expenses	\$ 96,579,420

* includes building expansion

Total Net Assets[†] \$ 33,623,019

[†] This figure includes the value of food on hand as of June 30, 2019.

The Food Bank ended the 2018–2019 fiscal year with an annual operating budget of \$23.4 million.

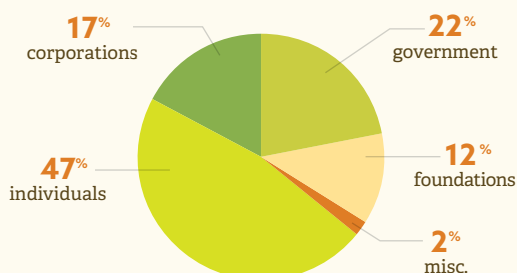
Complete audited financial statements are online at sfmfoodbank.org/financials or by request.

We welcome your questions, contact CFO Michael Braude,
415-282-1900, ext 242, or mbraude@sfmfoodbank.org

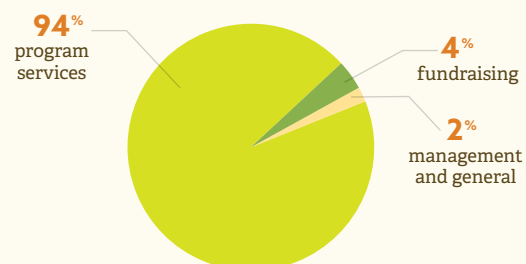
For every \$1 donated, we can distribute \$4 worth of food.

We are able to accomplish this remarkable feat thanks to the tremendous amount of food donated to us, the 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





SF-MARIN FOOD BANK

900 Pennsylvania Avenue | San Francisco, CA 94107

2550 Kerner Boulevard | San Rafael, CA 94901

415-282-1900

sfmfoodbank.org

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