



SF-MARIN
FOOD BANK

Together, We Can End Hunger

Your Investments at Work

DONOR IMPACT REPORT

Annual Report Issue, 2016-17

SPRING 2018





Rescuing Food, Feeding People



If you're like me, you don't like to waste food.

But every now and then, there's an ambitious recipe that requires a bunch of ingredients. As the busy week progresses, it becomes clear that we won't use up the extras. Greens wilt, fruit browns, and in the end, we throw it away. It's a terrible feeling.

As a Food Bank supporter, you probably feel the same way about food waste, and maybe you've wondered how more food can be rescued to help our neighbors in need. Our Farm to Family program does just that.

Nature is unpredictable, and farmers plant with the assumption that drought, rain, or wind might ruin part of their crop. There's often excess food — in a good growing season, it's often much more than the market demands.

Then, there's all the produce that's not up to spec. When you go to the grocery store, have you ever noticed that the tidy display of oranges looks manufactured because they are all perfectly shaped?

Well, if you go to the groves, many people are surprised to see so many oddly shaped oranges on the trees. What happens to them? We take them at the Food Bank and get them to our neighbors in need.

Whether it's excess or oddly shaped, we rescued more than 25 million pounds of fresh fruits and vegetables last year through Farm to Family — food that would otherwise go to waste.

We give food a second chance. For families, seniors, and people with disabilities struggling with hunger, much of the fresh produce we rescue is food that they are not able to afford otherwise.

As a Food Bank supporter, you are not only helping to feed our neighbors in need, but you are helping to reduce food waste to help make California more sustainable.

With gratitude,

Paul Ash

Executive Director

On the cover: "I'm a single dad with three kids, and I work long hours as a journeyman painter. It's nice to know that at the end of the month — when I'm tight on funds — the Food Bank will be there to get me over the hump. Enough to feed my kids." — Tyrese, participant at our Treasure Island pantry

FIGHTING HUNGER *through* FOOD RESCUE

- 2000 ● Farm to Family — our fresh produce rescue program — was founded at the San Francisco Food Bank
- 2005 ● Farm to Family spun off to become a statewide program
- 2016 ● Farm to Family shipped its **one billionth pound** of produce
- TODAY** ● Farm to Family serves **43 food banks** statewide and partners with more than **135 farmers** to access more than **50 different crops**



AT SF-MARIN BANK

60 % OF THE
FOOD WE
DISTRIBUTE
IS

**FRESH
PRODUCE**

THIS YEAR, THAT'S
24 MILLION LBS



WE RESCUED AN ADDITIONAL
4 MILLION POUNDS
OF FOOD FROM
GROCERY STORES, PRODUCE TERMINALS
AND OTHER LOCAL SOURCES



86% OF UN-USABLE FOOD AT OUR
WAREHOUSES IS COMPOSTED OR
TURNED INTO ANIMAL FEED.

FOOD WASTE OCCURS WHEN FOOD RECEIVED IS DEEMED BELOW OUR QUALITY STANDARDS.



Mike's Story: Drawing Strength from Community

The wind was really picking up on Treasure Island, mischievously blowing big gusts at Mike Bartell as he wrestled with a bundle of empty cardboard boxes at our Treasure Island food pantry.

"Life can't throw anything at me that I can't handle," Mike said. But he wasn't just talking about the wind.

Mike has handled a lot over the years. He was in the Marine Corps and spent four years in Vietnam where he saw a majority of his fellow marines die in combat. Returning stateside was a tough transition. He has four children from two marriages that both ended in divorce.

Homeless but Hopeful

Tough times forced Mike to live on the streets, and during one four-year stretch, he says he struggled to simply survive. He admits that he doesn't read so well and filling out forms for social services was nearly impossible. Pride wouldn't let him ask for help.

But Mike is resilient. A chance meeting with a military liaison enabled him to connect with housing and other community resources. He now lives at Treasure Island Homeless Development Initiative (TIHDI),



Every week, 144,000 people rely on the support of the Food Bank and you.



a supportive-housing center for veterans. He can tap into his military pension to cover most living expenses, and does odd jobs around the Island to make ends meet. His biggest passion is volunteering every week at the TIHDI food pantry.

"Life is too short to be miserable," he said, "And I like to bring joy to everyone around me. No one passes through my food line without a smile. That's my goal."

Food Nourishes Body and Soul

Mike marvels at all the food that's provided. "There's so much variety, it's like Christmastime," he said, "We get fruits and vegetables which most folks here could never buy because they are too expensive."

Just this past year, Mike was struck by a double tragedy. Both of his ex-wives died. Still on friendly terms with them, he almost toppled back into the abyss.

Mike credits his friendships on Treasure Island and the pantry with helping him to find balance in his life, especially after this tragedy.

"The Food Bank does a marvelous job making people like me feel good and healthy. I don't know if the Food Bank supporters know how much you are helping people. I'm the perfect example."



“The Food Bank does a marvelous job making people like me feel good and healthy.”

— Mike, pantry volunteer and participant





Leading the Charge Against Food Waste

Preventing food waste has become a hot topic lately, but the SF-Marin Food Bank started reducing food waste before it was cool. In fact, we've been recovering and redistributing surplus foods for nearly 30 years.

Our motivation was to source large amounts of healthy fruits and vegetables for our participants in the most efficient way possible; and as a natural byproduct, about 60% of all the food we provide is considered rescued.

California is home to an enormous bounty of surplus produce. Before we came along in the 1990s, that perfectly nutritious produce was left in the field to rot or be plowed under. We recognized an opportunity — a lot of that wasted food could be used to feed hungry people.

"Farm to Family" is Born

In response, we developed a program that is now called Farm to Family, spearheaded by Food Bank Board Member Gary Maxworthy. Through the program, farmers donated truckloads of fresh fruits and vegetables to the Food Bank. Gary said, "I had a seedling of an idea to ask farmers to donate their excess food. So I drove up and down the Central Valley and throughout California talking to growers. I got a lot of no's...but no's were part of the job. So I kept at it."

After many miles and many asks, Gary secured a few 'yeses'. In time, the program grew to be overwhelmingly successful and generated enough produce to share

with food banks across the state. Due to the program's growth, administration was transferred to the California Association of Food Banks in 2005.

One Billion Pounds of Produce

Farm to Family now serves a statewide network of 43 food banks, providing 180 million pounds of produce every year. In April 2016, Farm to Family shipped its one billionth pound of produce! Yes, you read that right — one billion!

In addition to providing millions of people with healthy food, we've diverted millions of pounds of waste from landfills. Producing food that no one eats wastes water, fertilizer, seeds, fuel, and land — and we've disrupted that process.

We also help our pantry participants make the most out of the food they receive by educating them about how to preserve and prepare the food — ensuring that every ounce of nutrition goes as far as possible.

We started our Farm to Family program with our hearts set on providing more healthy fruits and vegetables to people in need. And we're thrilled that we've been able to not only help the people we serve, but also be a leader in the food waste movement.



Plant a Seed, Grow a Legacy

Radha Stern & Gary Maxworthy



When you enter Gary Maxworthy and Radha Stern's home, the scent of Radha's homemade oatmeal-chocolate-chip cookies wafts through the air. If you catch them around mealtime, Radha is likely to offer you lunch.

Food is family, friendship, and community to the couple. They've made feeding struggling neighbors their personal mission. Their connection to the Food Bank is so strong that when they got married in 2000, they tied the knot at our San Francisco warehouse.

Food Connects Us

"Food is nurturing," said Radha, who has been a volunteer fundraiser for the Food Bank for many years. "Whether it's a hot dog or a gourmet meal, food

connects us. It's the time when people come together. But if you're hungry, you can't think, and you can't succeed."

Both Gary and Radha have experienced scarcity in their lives. Gary grew up post World War II in England where there were often shortages. Radha grew up in a working class American family, and she was a single mom in her 20's, struggling to put food on the table.

The couple met later in life in the food brokerage business. After a successful career, Gary decided to retire in his mid-50's and devote his life to service. He ended up working at the Food Bank and creating the Farm to Family program.

A Food Revolution

Farm to Family radically changed food banking in the Bay Area, and across the country. Before the program, people received mostly canned and boxed food, but Gary convinced farmers to donate their extra produce. Today, the majority of what the SF-Marin Food Bank distributes is fresh fruits and vegetables.

"I'm so proud of the fact that we are able to provide people with healthy, nutritious food both with Farm to Family and the work Radha has done," said Gary. "Our small ideas have turned into something."



Your Investments at Work: We Rise to the Occasion

We at the SF-Marin Food Bank pride ourselves on helping out in good times and bad. When called, we rise to the occasion. Last fall, our mettle was tested by multiple disasters in a matter of weeks. Thanks to your support, we joined relief efforts in hurricane-battered Texas and in the North Bay after the fires.

Rebuilding in Houston

Our program manager, Berkeley Adams, spent two weeks with the Houston Food Bank, where she put her knowledge of establishing new pantries to work.

"Their food distribution network suffered a huge blow from Harvey," she said. "I helped their team build new partnerships and establish pantries in neighborhoods most affected by the storm. We spent a lot of time identifying locations; after that, we went door-to-door, calling and visiting churches and nonprofits."

Giving a Lift to the North Bay

Rich Faafiu is one of several Food Bank staff who pulled long shifts driving forklifts and managing logistics for thousands of pounds of food at the Redwood Empire Food Bank after wildfires leveled entire neighborhoods in Sonoma.

"I met a woman who relocated to Ohio after living in Santa Rosa for many years," Rich said. "When she heard about the fires, she drove all the way here, bought a pallet of water from Costco, and delivered it to the warehouse. That kind of response gives me chills."

Helping Fire Victims Access CalFresh

In late October, several members of our CalFresh Team travelled north to help fire victims enroll in Disaster-CalFresh. The program provides a month's worth of food stamps to people impacted by the fire. The team visited many evacuation shelters, churches, and community centers to connect with dozens of survivors. Thanks to the collective efforts of our team and partners, about 1,700 households were able to get D-CalFresh across the seven counties affected by the North Bay fires.



Policy & Advocacy Highlights

Our Policy & Advocacy Team is hard at work, advocating for increased funding for anti-hunger programs. Through their research, strategic collaboration with community partners, and relationships with elected officials, they are advancing legislation and policies that improve food assistance.

2017 State Legislative Victories

In the beginning of 2017, we set an ambitious goal to support eleven state bills that would improve food security for Californians. Of those, seven passed, and four will be taken up again in 2018. Highlights of the bills passed include:

- SB 61, which renews the Emergency Food For Families Voluntary Tax Contribution Fund. These funds will be driven to the CalFood program.
- SB 138, which will ensure that all school children receiving Medi-Cal will be automatically enrolled in free school meals.
- AB 214, which will improve access to CalFresh for college students.
- AB 607, which will improve the administration of Disaster-CalFresh in the case of a natural disaster.

Connecting Local and State Legislators

With encouragement from the Food Bank and our partners, the Marin County Board of Supervisors sent a joint letter in July to the four California Congress Members on the House Agriculture Committee. They expressed strong support for SNAP (called CalFresh in California). Currently, there are over 60,000 people in SF and Marin Counties who rely on this program to supplement their limited food budgets each month.

With the Farm Bill coming up for vote in 2018, conversations around SNAP are intensifying. The letter was the perfect opportunity for local elected officials to express public support for this essential hunger-fighting benefit.

EXECUTIVE DIRECTOR PAUL ASH AND MAYOR LEE SHARE A MOMENT OF LEVITY ON GIVING TUESDAY, NOV. 28, 2017

Remembering Mayor Ed Lee

We are deeply saddened by the sudden passing of Mayor Ed Lee. With his leadership and commitment to end hunger in San Francisco, we saw tremendous policy and budget enhancements for nutrition services. During his tenure, funding for food programs serving seniors and adults with disabilities doubled. We will remember Mayor Ed Lee as a true believer in our mission to achieve food security for all.





Financial Statement

Revenue

Donated Food and In-kind Contributions	\$ 63,151,975
Government Food Commodities	\$ 11,319,141
Government Grants	\$ 3,795,464
Private Contributions Including Events	\$ 17,944,244
Other Revenue	\$ 703,080
Total Revenue	\$ 96,913,904

Expenses

Program Services	\$ 91,732,289
Management and General	\$ 1,171,206
Fundraising	\$ 3,280,931
Total Expenses	\$ 96,184,426

Total Net Assets* \$ 21,860,657

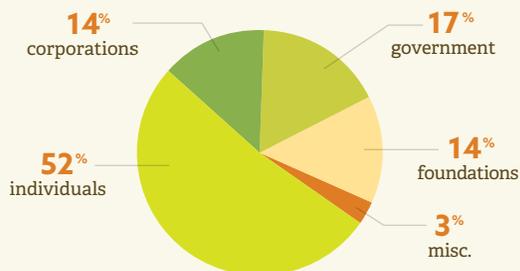
** This figure includes the value of food on hand as of June 30, 2017.*

The Food Bank ended the 2016-17 fiscal year with an annual operating budget of \$21.0 million. Complete audited financial statements are online at sfmfoodbank.org/financials or by request.

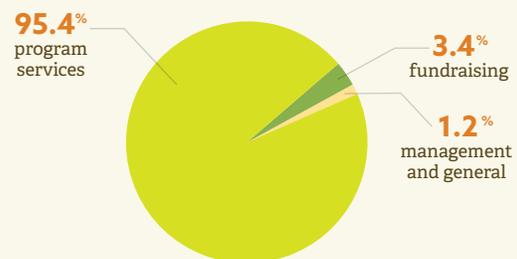
For every \$1 donated, we can distribute \$5 worth of food.

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



Save the date to
celebrate!



Please join the SF-Marin Food Bank for our

Breadwinners Reception

to thank our most
generous supporters from 2017.

Thursday, April 19 2018, 5:00 – 7:00 PM

INVITATIONS WILL BE MAILED SOON



SF·MARIN
FOOD BANK

900 Pennsylvania Avenue | San Francisco, CA 94107 | 415-282-1900

75 Digital Drive | Novato, CA 94949 | 415-883-1302

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