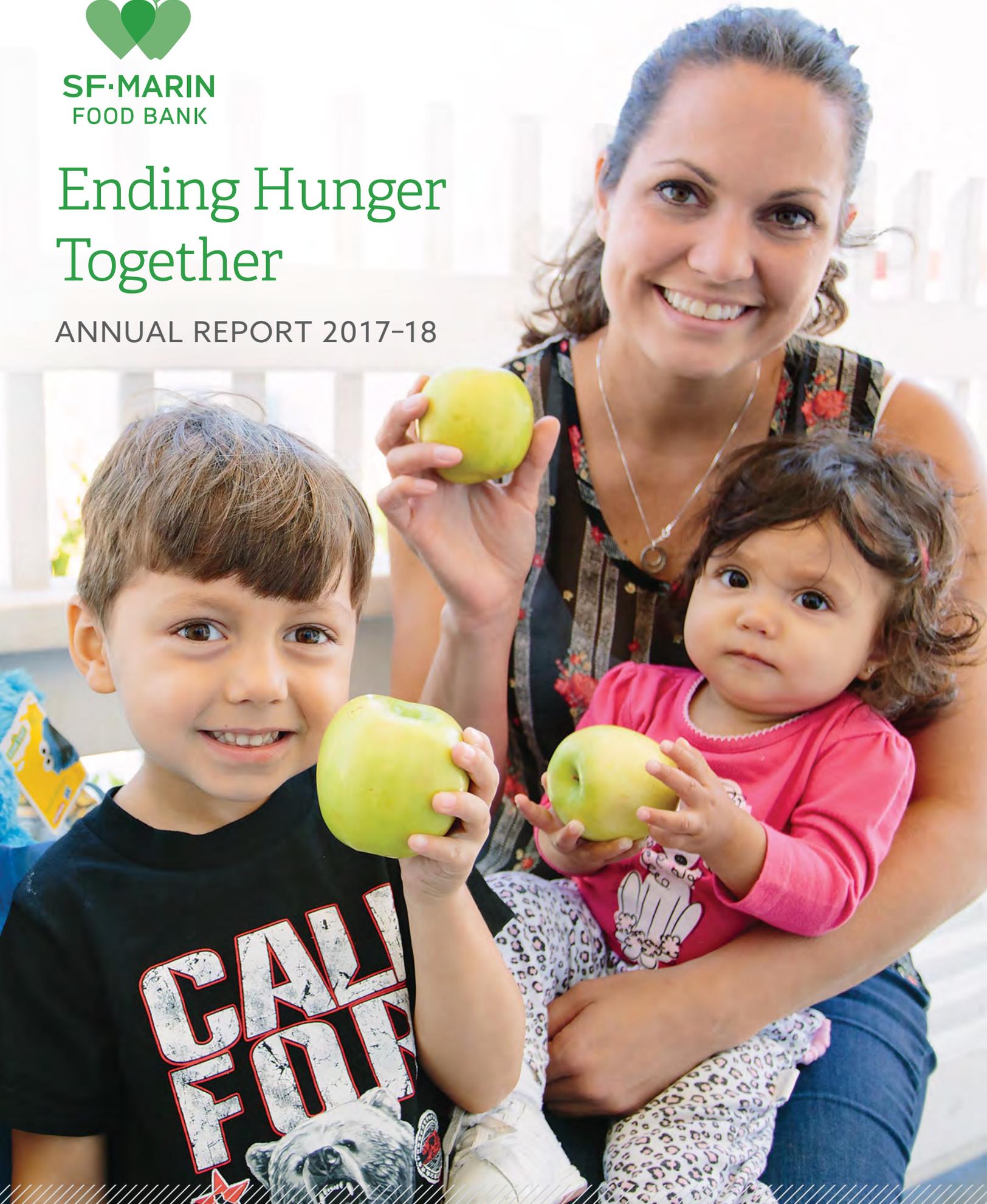




SF·MARIN
FOOD BANK

Ending Hunger Together

ANNUAL REPORT 2017-18





We never stop innovating



I'm an early riser and usually arrive at the Food Bank before 7:00 a.m. My stomach grumbles for breakfast on the drive in, and by the time I get to my desk, I'm famished. Like clockwork, I eat at 8 a.m., lunch at noon, have a piece of fruit mid-afternoon, and enjoy dinner with my family at about 6 p.m.

Hunger and food are part of the cycle of life. But for too many neighbors, hunger is a frequent visitor — a sensation that must sometimes be endured for days. With all of the strides the Food Bank has made over the years, we need to do more to provide Food For All.

New partnerships

It's an exciting time in the Bay Area and over the past year, we've adapted and changed along with the market. Food delivery services are revolutionizing the grocery industry, and with new business practices comes food waste. The Food Bank continues to build new partnerships with retailers to rescue food that no one wants to see in a landfill. You can read about our partnership with Starbucks' Food Share on page 8.

New warehouse in Marin

In Marin County, you've probably heard that we are in the midst of a major warehouse expansion. After some renovations this year, we'll be positioned to distribute much more food and engage more Marin volunteers

in our new space. Our new warehouse in San Rafael will also handle overflow from our San Francisco headquarters which is at capacity. On page 10, we provide updates about our new facility.

New ways to support the community

In order to meet growing need, we are changing the way we do business. With our San Francisco warehouse at capacity during daylight hours, we expanded our operating hours this year, adding a swing shift from 3 p.m. to 11 p.m. It means our warehouse is running 2 a.m. to 11 p.m. — 20+ hours a day, most days of the week — enabling our team to sort and pack more food for neighbors in need.

Thanks to your generous support, the Food Bank has achieved so much over this last year. As we look ahead, I am excited and energized. With supporters like you, the Food Bank team will continue to innovate and grow our programs to ensure that the children, families, seniors, and people with disabilities in our community get the nourishment they need.

With gratitude,

Paul Ash,
Executive Director

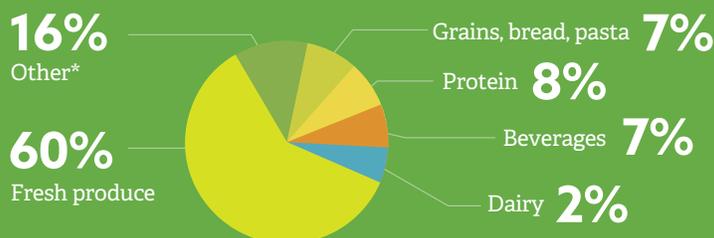
On the cover: "My fiancé and I work, but it's so expensive raising young kids in Marin. Sometimes we have just enough to pay the bills and keep a roof over our heads. With a little help from my neighborhood pantry, I can put together three meals a day." — Heather, participant at our pantry at Ritter Center, San Rafael

Fiscal Year 2017–18: By the Numbers



WITH YOUR GENEROUS SUPPORT THIS PAST YEAR

WE PROVIDED **48 MILLION** POUNDS OF FOOD



*For example soups, snacks, and canned, frozen, and dried fruits and vegetables.



EVERY WEEK, WE PROVIDED FOOD TO MORE THAN **140,000** NEIGHBORS IN NEED



OUR NUTRITION EDUCATION TEAM TAUGHT **2,524** PEOPLE ABOUT HEALTHY EATING



IN DECEMBER, THE **250,000TH** BAG OF HOME-DELIVERED GROCERIES WAS PROVIDED



OUR CALFRESH OUTREACH TEAM HELPED **2,161** HOUSEHOLDS TO APPLY FOR FOOD STAMP BENEFITS, SECURING AN ESTIMATED **\$4 MILLION IN BENEFITS** FOR FOOD PURCHASES THAT BOOST OUR LOCAL ECONOMY

WE ENGAGED

40,000 VOLUNTEERS

who

HELPED SORT AND PACK 28 MILLION POUNDS OF FRESH FRUITS AND VEGETABLES



WE NOURISHED

OUR COMMUNITY BY COLLABORATING WITH

400+ PARTNERS

including

SOUP KITCHENS, SHELTERS, CHURCHES, AND COMMUNITY ORGANIZATIONS



Princess and Dina's Story: Food Keeps Our Family Together

As a parent, Princess can think of nothing more important than giving her kids a healthy future. Thanks to your support, Princess and her family are able to access fresh, healthy food every week, right at their local school.

We met Princess recently at the Food Bank's Healthy Children pantry at Bessie Carmichael Elementary School in San Francisco's SOMA neighborhood. It's here where this dark-haired woman with the radiant smile shared her story of struggle, and how the Food Bank helped her family move forward.

Homeless and facing hunger

Princess' wife, Dina, is an army veteran who suffers from a host of injuries after serving in Iraq and Afghanistan. "We have very little income to speak of," said Princess. "We are depending on V.A. affordable

housing as well as the Food Bank to get by." She recounts the time, not too long ago, when the family was homeless and moving from shelter to shelter, sometimes spending nights in their car when shelter beds were full. Princess would hide her pain and tell their kids, "It's like camping. We are going to have fun."

While the family was grateful for shelter, Princess said the meals served at temporary housing facilities were often small and not very nutritious. Princess and Dina worried that their three young children weren't getting the food they needed to grow and thrive.

“The food from the Food Bank helps a lot. When your belly is full, you can better manage the troubles in life.”

— Dina, participant at our Healthy Children pantry

Healthy food at school

That changed when one of Princess' kids told her about the food pantry at school. She was delighted to discover she could get free, fresh vegetables and groceries every Thursday morning when she took the kids to school.

“It was a relief to be able to get good, healthy food for the kids,” said Princess. “The doctor said they need fruits and vegetables for their bodies, and now I can give that to them.”

Soon after joining the food pantry, Princess and Dina gained confidence to move forward. With perseverance and a little luck, they secured an affordable apartment on Treasure Island through the Veteran's Administration. In their new home, Princess can cook for her family. With groceries from the Food Bank, she prepares home-cooked meals including a family favorite — steamed vegetables with rice and chicken.

Food provides hope

Now the family is able to focus on the future. Dina has gone back to school, while Princess cares for their children and runs the household. They are hopeful that they will tackle their many struggles so their family can thrive in the long run. “The food from the Food Bank helps a lot,” said Dina. “When your belly is full, you can better manage the troubles in life. This food is helping to keep my family together.”



VOLUNTEERS AT OUR PANTRY AT BESSIE CARMICHAEL SCHOOL PROVIDE FOOD AND WELCOMING SMILES TO FAMILIES EVERY WEEK.

Princess and Dina are so grateful to the Food Bank donors. “We hope they never tire of giving because they are really making a difference for families in need,” said Dina. “It’s more than putting food in kids’ bellies. It helps us afford other things we need. It’s really a big help to families like ours. Thank you so much for making such a big difference in our lives.”



— With your help —
EVERY WEEK, WE NOURISHED
30,000 FAMILIES
— through —
278 PANTRIES
AND SERVED MORNING SNACK
— to —
5,000 STUDENTS
AT HIGH-NEEDS SCHOOLS



Your Investments at Work



Mobile Pantry On A Roll

For neighbors who live in remote West Marin County, healthy food is not only expensive, it is literally out of reach. It's especially problematic for low-wage workers, who lack both time and money to travel more than an hour for food. To meet this need, the Food Bank started a mobile pantry in 2017 to serve isolated, low-income residents of West Marin County.

Our mobile pantry has grown over the last year to serve about 30 families. This spring, we successfully transitioned operation of the mobile pantry from staff to volunteer drivers. (Special thanks to Igor Belogolovsky, Flora Sommers and Jeff Schoppert, who volunteer as our mobile pantry delivery team.)

Norma, whose husband works on one of the farms, says it was a struggle to feed her family every month before the mobile pantry started. "The closest grocery stores are miles away, and it costs extra money to just get there to buy food to feed my family. The food you are delivering is really healthy, and it is helping out this community."

College Pantries Grow

Thanks to your support, the Food Bank doubled the reach of our College Pantries program in Fiscal Year 2018. We launched pantries at Dominican University, University of California San Francisco, and City College, while expanding the number of students served at existing pantries at College of Marin and San Francisco State.

Our College Pantries serve more than 650 low-income students every week. By providing food right on campus, we make it easy for students to drop in, pick up food, and get back to the hard work of pursuing their education.

The Food Bank's CalFresh Outreach Team is also making vital connections with students at local colleges and universities. In total, our team helped 248 college students in Marin and San Francisco apply for CalFresh benefits through our college partnerships last year.



OUR MOBILE PANTRY TRAVELS
107 MILES
 EACH WEEK, MAKING
9 STOPS ALONG THE WAY

Food Pharmacies Boost Health Care

Launched in 2016, our Food Pharmacies integrate good nutrition with health care. They connect patients at the San Francisco Health Network’s community health clinics with free, nutritious groceries from the Food Bank. Patients also receive nutrition education, cooking demonstrations, health screenings, and assistance with other food resources such as CalFresh (food stamps) – all at the same clinics where they receive medical care. By working with both healthcare providers and patients, we are building knowledge and connections that can improve health for years to come.

Every week, our Food Pharmacies serve more than 130 patients who are battling chronic illnesses. Participants have reported they are able to better manage illness, adhere to medications, and achieve or maintain healthy weight since they started participating in the Food Pharmacies program.

“ I’m studying nursing full time, so I don’t have time to work much. I used to skip a lot of meals. Since the food pantry opened on campus, I can focus on my next exam rather than worry about my next meal.”
 — Ternell, College of Marin



We opened
4 FOOD PHARMACIES
 and enrolled
90 NEW PATIENTS
 LAST YEAR



Food Bank Innovations: Starbucks FoodShare

Thanks to Starbucks' FoodShare program, our Food Bank gathers and distributes food from Starbucks' high-quality, nutritious Mercato line, including salads, wraps and sandwiches.

This past year, we rescued more than 400,000 pounds of food through FoodShare.

It's 5 o'clock in the morning when Food Bank driver Manny deftly parks our van in front of a Starbucks store in San Francisco. In a couple of hours, this store will teem with customers. But for now, it's just Manny and his partner, Max, doing their nightly pick up of Starbucks' unsold food.

It's all part of FoodShare, Starbucks' growing, nationwide program that donates unsold food to Feeding America® member food banks, which is then distributed to neighbors in need.

High quality, nutritious food

On this day, Manny and Max transported the Starbucks bounty to our nonprofit partners at St. Anthony's Dining Room. On other days, the food is taken to Glide Memorial Church. Both organizations use

Starbucks' fresh, rescued food to nourish some of our community's most vulnerable residents.

A visionary approach

Food Bank Chief Operating Officer Meredith Nguyen applauds Starbucks' visionary approach: "Rescuing Starbucks' food is only possible because they also invested in our operations. They provided funds so we could hire drivers and contributed to the purchase of a new refrigerated van."

Starbucks Director of Global Social Impact Laura Olson said, "We take great pride in supporting the communities we serve in any way we can. Through FoodShare, our partners are able to give back to those in need and address one of the most serious issues we have today, hunger."

“The food from Starbucks is delicious, for sure. It's also one of the healthiest things I eat most days, because I don't have money to pay for something like this.”

— Tanya, participant at St. Anthony's Dining Room





Policy & Advocacy

Our Policy & Advocacy Team works to impact policy decisions that affect our neighbors in San Francisco and Marin who are struggling with hunger. They collaborate with lawmakers and strategic partners at the local, state, and federal level to promote policies that further our vision of a community where everyone has enough nutritious food to support the health and well-being of themselves and their families. Over the last year, we pushed for several policy changes to help improve food access for all.

Our big win: The end of SSI cash-out

Our biggest win of the year was an historic reversal of California’s Supplemental Security Income (SSI) policy known as CalFresh ‘cash-out.’ Thanks to nearly five years of advocacy from the Food Bank and our partners, SSI recipients will now be able to apply for CalFresh starting in the summer of 2019. Looking ahead, our Policy & Advocacy Team is spearheading a statewide task force to help ensure that as many seniors and adults with disabilities as possible can utilize and enroll in this important benefit.

Legislative victories this past year

Senate Bill 900 establishes the California Fruit and Vegetable EBT Pilot, which provides CalFresh (food stamp) recipients a dollar-for-dollar match when they purchase California-grown produce.

Assembly Bill 1894 helps address hunger among college students by enabling the California State University Chancellor to bring the CalFresh Restaurant Meal Program to all CSU campuses.

Assembly Bill 1957 will modernize state laws governing communication for public social services,

and direct counties to maximize electronic information verification. This will improve efficiency and increase access to critical programs like CalFresh.

The 2018 renewal of CalFood funding helps food banks purchase and distribute California-grown produce to communities in need. This year, it was funded at \$8 million, up from \$6 million last year, and it includes a one-time grant for infrastructure spending. This win was achieved in part due to our advocacy efforts with elected officials, including a postcard campaign. We’ll use the funds to purchase eggs for our pantries and for capital improvements.



OUR ADVOCACY TEAM HELPED SECURE

\$13.5 MILLION

in

CALFOOD FUNDING FOR CALIFORNIA-GROWN FOOD

and

INFRASTRUCTURE INVESTMENTS



Game-changing Expansion in Marin County

The San Francisco-Marín Food Bank is constantly on the lookout for new ways to expand in order 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.

For several years, we have been looking for additional warehouse space that would enable us to continue growing our operations and serve even more neighbors in need. This new facility will enable us to do just that – to increase our food distribution, add more services, and engage with more Marin residents who wish to volunteer their time in our warehouse.



Located at 2550 Kerner Boulevard in San Rafael, the new building is 38,000 square feet, about three times as large as the Food Bank's old warehouse in Novato. It includes a vast, wide-open warehouse, plus ample office space for the Food Bank's growing staff and programs.



Food distribution in Marin continued uninterrupted during our move to the new warehouse last summer. Our Operations team continued to build and deliver orders for the nearly 50 pantries operating in Marin, with the San Francisco team filling in when needed.

Our Marin Shop Floor is open and nonprofit agencies pick up food as they always have. This fall, we added temporary cooler space and expanded the driveway entries to make the warehouse more accessible to trailer trucks.





Financial Statement

Revenue

Donated Food and In-kind Contributions	\$ 63,778,227
Government Food Commodities	\$ 10,373,877
Government Grants	\$ 4,642,203
Private Contributions Including Events	\$ 20,626,311
Other Revenue	\$ 582,130
Total Revenue	\$100,002,748

Expenses

Program Services	\$ 92,460,248
Management and General	\$ 1,266,544
Fundraising*	\$ 3,525,286
Total Expenses	\$ 97,252,078

* includes building expansion

Total Net Assets[†] \$ 24,611,327

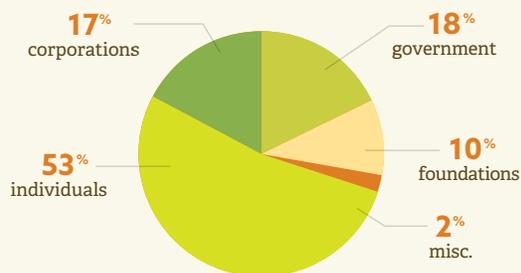
[†] This figure includes the value of food on hand as of June 30, 2018.

The Food Bank ended the 2017-18 fiscal year with an annual operating budget of \$22.4 million. Complete audited financial statements are online at sfmfoodbank.org/financials or by request. We welcome your questions. Contact Vice President of Development Judith Frankel, 415-282-1907, ext. 309; jfrankel@sfmfoodbank.org

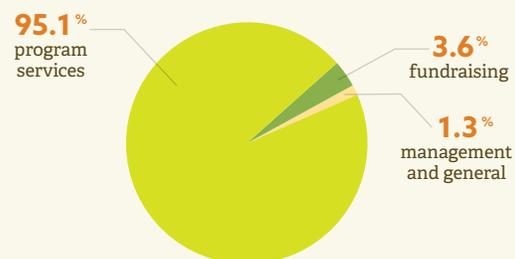
For every \$1 donated, we can distribute \$5 worth of food.

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





SF·MARIN FOOD BANK

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