This Past Year

The Food Bank grew exponentially in learned experience, meals distributed, staff employed, community partnerships started and strengthened, challenges overcome and much, much more.

Our mission – to end hunger in San Francisco and Marin - remains. However, with this growth, during the spring and summer of 2021, the Food Bank staff and board came together to define our vision for creating a San Francisco and Marin without hunger that will guide us through continued pandemic response, recovery, and into the future.

This vision captures a place that both recognizes the journey the organization has been on for a while and where we hope to elevate the work. The Food Bank is a place where the solutions to end hunger center on partnerships with communities, partners, participants, and supporters like you.

LEARN MORE
We believe that...

**Food is a basic human right.**

Hunger does not affect us all equally – not having enough to eat is the result of systemic racism and oppression, insufficient social safety nets, and structural inequities.

**Access to nourishing food will ensure that our communities thrive.**

Therefore, we must focus on community-driven solutions in the communities that are the most impacted: we’ll deepen our relationships with existing partners and form new ones.

**Food insecurity is solvable.**

We must address both the consequences and causes of food insecurity. This means confronting its root causes and working to increase access to food by pushing for policy changes at the local, state, and federal levels to shore up safety nets.
Working Together to End Hunger

80,000,000 pounds of food distributed

$9,000,000+ secured in CalFresh Benefits

67,000,000 meals provided

5,000 neighbors assisted with CalFresh applications

50,000+ households served every week
Our Partner Network

- POP UP PANTRIES
  Run by San Francisco-Marin Food Bank

- NEIGHBORHOOD PANTRIES
  Run by partners

- OTHER FOOD PROGRAMS
  Run by partners providing, for example, meal programs and CalFresh outreach

350+ partnerships built & strengthened
Our partners and supporters are the backbone of the Food Bank’s work. Together, we increase access to food. Together, we advocate for policy change. Together, we are ending food insecurity. Together, we provided food for over 50,000 households every week this past year.

Our partnerships are instrumental to the work we are doing, so we have invited both partners and Food Bankers to share, in their own words, what happened this past year and what’s next in the coming year.
We serve 300 neighbors every week, each of whom often has four to five family members per household - that's over 1,200 people in our community who are receiving food. *The hardest thing is keeping up with the demand for fruit and vegetables, but thanks to the dedicated team at the Food Bank, we can ensure access to fresh produce.* We also have a fantastic group of longtime volunteers who show up rain or shine to support our community; they are the ones who keep the wheels turning."

——— Gloria
Pantry Coordinator, Canal Alliance, Marin

There are 240+ PANTRIES in our network
We’re so grateful to Canal Alliance, one of our amazing Marin partners that supports our Latinx immigrant community. The food pantry is just one of many services they provide and this upcoming year, our partnership is focused on the food needs of the community, getting back to farmers’ market-style, and minimizing food waste. Canal Alliance has deep roots in the community, making them a trusted and valued resource.”

— Patricia
Community Coordinator, Food Bank

26 POP-UP
pantries were open, with 4 in Marin and 22 in SF
I love this service. During the pandemic, I lost 91 pounds because of all the fresh fruits and vegetables I got in my box. *This past week, we got some beautiful string beans, so I looked up a recipe to roast them with fresh garlic, olive oil and balsamic vinegar.* I’m low-income and food costs a lot of money, especially really good food. Thank you for having the Food Bank for us. A lot of people I know rely on the Food Bank for most of their food and it really makes a huge difference.”

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**Jane**

Home-Delivered Groceries Participant
The generosity and strength of our partners, donors, and volunteers made it possible to scale Home-Delivered Groceries so quickly to meet the new demand stemming from COVID-19. Now that we’ve expanded eligibility to receive Home-Delivered Groceries to include families with children aged 3 and younger, we are focused on getting the word out to the community. *In the coming year, we want to further equity and agency by working to reach more neighbors, increase food choice, and stay in open communication* with participants like Jane through surveys and feedback."

——— Seth  
Program Manager, Home-Delivered Groceries,  
Food Bank
We started with a farmers’ market at SFSU about 15 years ago and quickly realized that there was a greater need so we created the Gator Groceries, a pop-up food pantry. It has been a wild success and now serves about 700 students every week.

When the pandemic hit, me, my wife, and my teenage sons ran the pantry ourselves. Our pantry never closed. We just adjusted and started making pick-up boxes for students. Now that students are getting new foods in their box that they may not have chosen before, we’ve created cooking demos and videos that can help students navigate what to do with butternut squash, for instance.
Having folks at the Food Bank who feel the same way we do about trying to do the best we can to get food to our students is so important. You can’t learn when you’re hungry.”

—— Horace
Pantry Coordinator, SFSU Gator Groceries

We partner with 4 COLLEGE PANTRIES

We provide 6-10 different types of FRUITS & VEGETABLES weekly
Last year we spent time making sure we were in each neighborhood that needed food in SF and Marin. The food insecurity and trauma that people experience, especially in immigrant communities, is really hard. We want to provide the best experience we can and minimize that anxiety, so we started enrolling participants to come at a specific time and the lines weren't as long.

Our Call Center Hotline helped more than 22,000 CALLERS find the food assistance right for them

We distribute about 184,000 MEALS every day
Our pantry partners who have remained open have been through a lot too, handling the collective pain and anxiety of the community. In our partner meetings, we make sure to emphasize the importance of taking time for yourself and share self-care strategies. SFSU Gator Groceries was one of the pantries that stayed open, thanks to Horace. Nothing stops him from getting food to the students that need it.

This year, we want to try to reach those we’re not reaching. **Part of that effort will be creating more partnerships with Food Hubs that have the space to give more food choice, have extended hours and be more culturally responsive to the neighborhoods they’re in.** We are excited to learn and grow with more partnerships.”

—— Tina

Director of Community Partnerships, Food Bank
Universal School Meals was a big accomplishment this year. The program ensures two free meals are available and destigmatized for all public school students. When this program is run and funded correctly, it can be an example for the rest of the food system.

Let’s get kids the meals they need so that they can be healthy and ready to learn. Let’s not waste this as an opportunity for us all to learn and to move forward.”

Jennifer
Executive Director for Student Nutrition Services,
San Francisco Unified School District
Our team focuses on policy that is equitable, responds to the community, strengthens safety nets, and builds change and empowerment within the community. This year, we were able to simplify the CalFresh application process for seniors and people with disabilities, get folks with Supplemental Security Income included in the Golden State Stimulus, and reinstate the Great Recession cuts to SSI/SSP benefits. Universal School Meals is a huge victory for the community and a great model nationwide. Jennifer's coalition building ability was critical to this success. Partnership and collaboration – that's what it's all about.”

——— Marchon
Government Affairs Manager, Food Bank

6 ACTION ALERTS
sent to our community
We provide resources and support services to families. The majority of our families are low-income, monolingual, Chinese-speaking families with children aged zero to five. Over the past year, the most important thing was finding creative ways to assist participants virtually. *The Food Bank has been a great liaison between us and the city and county, helping to get us the resources we need to provide these services.* In the coming year, we are hoping this partnership can help to keep CalFresh application information from the city and county open and available, so that we can continue to answer questions and get more community members signed up.”

—— Candy & Lena
Wu Yee Children’s Services/Joy Lok Family Resource Center

Helped over 5,000 NEIGHBORS apply for benefits
CalFresh (food stamps) is one of the best tools available to end food insecurity. Participants receive money for food that gives them choice and provides economic benefits. *This past year, we worked hard to educate the community about CalFresh assistance, knowing that many eligible households are not yet connected to this valuable service.* Through virtual outreach, we're helping a lot of people apply, maintain their benefits, and get answers. Our partners, including Joy Lok Family Resource Center, are really community-focused and community-driven. In the coming year, I’m excited to strengthen these partnerships and find more equitable ways to get folks what they want and need.”

——— **Liliana**

Associate Director of Programs Outreach,
Food Bank

Secured over **$9 MILLION**
in CalFresh (food stamps) benefits for participants
When we take a step back, we’re just in awe of how much our volunteers have done this past year. While we are still in need of more volunteer support going into this next year, it’s important to acknowledge that the work has more than doubled since pre-pandemic times and our volunteer community has grown to support this need. *In the coming year, we hope to grow our participant volunteer program and see more supporters ‘adopt’ specific pantries and routes. What we’ve done would be impossible without volunteer support.*

Cody
Associate Director of Community Engagement,
Food Bank

62,000 VOLUNTEERS
put in over 160,000 hours of work, equivalent to 76 full-time staff
The truly amazing thing about this past year is that despite supply chain and food sourcing issues, physical space limitations in our current warehouse, driver scarcity, and need almost doubling, *we were able to continue with very little disruption to our service. That is a testament to the community rallying around us.*

This year, with our warehouse expansion set to debut, we hope to strengthen and smooth our operations further and give even more back to this community.”

——— Angela
Director of Food Sourcing and Allocation, Food Bank

We distributed food for **67M MEALS**, almost 60% was fresh produce
It is only through the strength, partnership and generosity of this community that we were able to meet the extensive sustained need from the pandemic. Many families in our community lost jobs, incomes, and life savings. When we surveyed our participants, 81% of respondents said they have not yet recovered financially from the pandemic. We are serving nearly double the families we were serving pre-pandemic and food costs remain higher than ever due to supply chain issues. With the expected long-term impact that will result from the pandemic, we anticipate seeing this sustained level of food insecurity for the foreseeable future.

To meet this need, we have grown our operations by hiring more staff, renting additional warehouse space, and most importantly, purchasing more food. This also means an increase in ongoing expenses. While donors rose to the occasion with a tremendous outpouring of support, it will take considerable time for the fundraising to sustainably grow to support this dramatic increase in our expenses.

The community’s generous reaction to our pandemic response efforts will allow us to support current and future efforts to serve our community in times of unexpected and significant need. As highlighted by recent events, these reserves will be critical. As the largest nonprofit food provider in San Francisco and Marin, the Food Bank is an essential food safety net. We must be prepared to continue supporting the ongoing needs of our community.

It is a powerful thing when our community comes together. I am in constant awe of the engagement, commitment, and dedication of our participants, our partners, our volunteers, and our donors. We need your continued support to meet this need - to dig deeper and reach wider to serve more people in our community and address the root causes of food insecurity through a focus on policy change and community-driven solutions. Hunger does not affect us all equally. It is the result of systemic racism and oppression, insufficient social safety nets, and structural inequities. Ending food insecurity in San Francisco and Marin means a comprehensive approach with solutions in mind - one squarely focused on putting the people we serve at the center. With your support, we are steadfast. We will and must work towards ending food insecurity for our community.

We can make real change with your support. It takes a community - thank you for being part of this one. Let’s end hunger together.

Tanis Crosby
Executive Director
Thanks to generous support like yours, the Food Bank was able to provide enough food for 184,000 healthy meals on average each day last year. For every $1 donated, we can distribute two meals.

### Funding Breakdown
- **Individuals**: 27%
- **Foundations**: 9%
- **Corporations**: 10%
- **Government**: 53%
- **Misc.**: 1%

### Revenue
- **Donated Food and In-Kind Contributions**: $66,066,392
- **Government Food Commodities**: $55,962,725
- **Government Grants**: $19,580,840
- **Private Contributions Including Events**: $58,626,081
- **Other Revenue**: $1,307,714

**Total Revenue**: $201,543,752

### Expenses
- **Program Services**: $155,594,742
- **Management and General**: $2,898,561
- **Fundraising**: $5,668,780

**Total Expenses**: $164,162,083

**Total Net Assets**: $111,426,008

*This figure includes $24 million of restricted net assets related to the Food Bank’s expansion as well as food on hand as of June 30, 2021*
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Chief Scientific Officer,
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Jennifer Chang
Senior Director of Program
Management, Zendesk
Thanks for an unforgettable year!

ONTO

2022