



SF·MARIN
FOOD BANK

2020 - 2021

Annual Report



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 [!\[\]\(0f848bbd71cef6b345273b16f905912a_img.jpg\)](#)









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

77,000,000

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

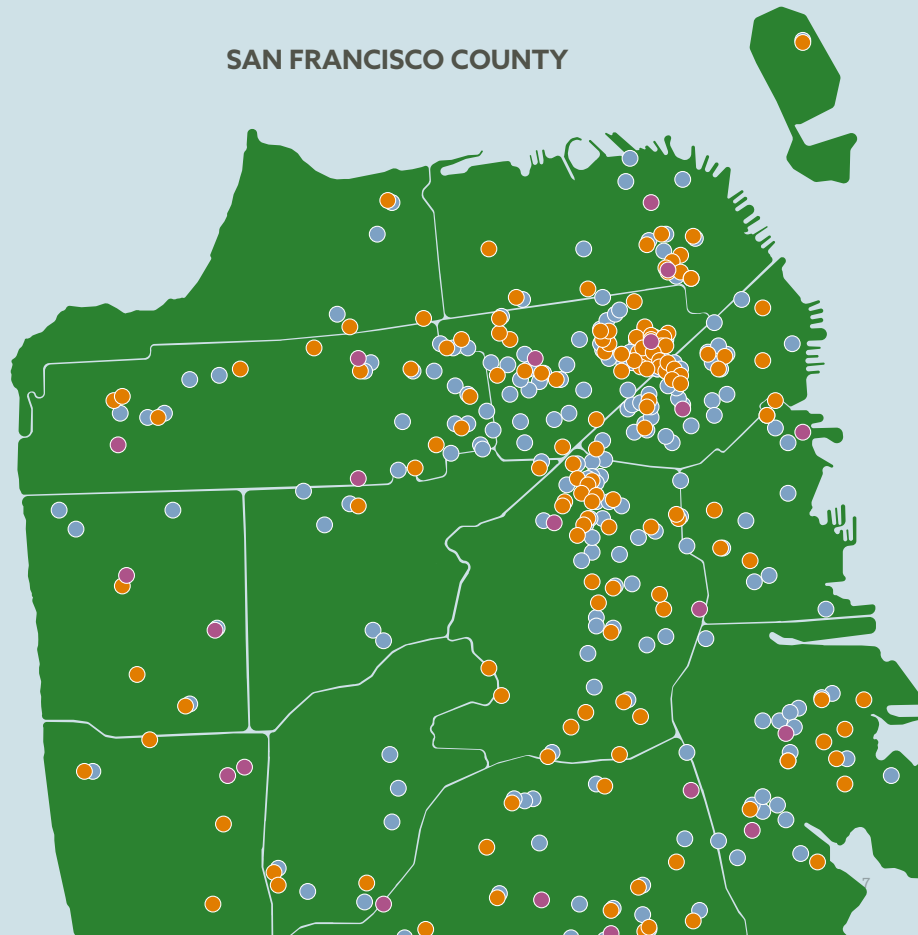
- **OTHER FOOD PROGRAMS**

Run by partners providing, for example, meal programs and CalFresh outreach

MARIN COUNTY



SAN FRANCISCO COUNTY



350+

partnerships built
& strengthened

In Partnership

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.

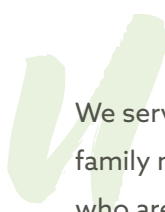
PARTNERS



PANTRY NETWORK

Partnering to Better Support the Community

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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

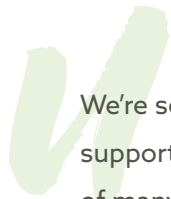
Pantry Coordinator, Canal Alliance, Marin



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

HOME-DELIVERED GROCERIES

Making a Healthy Difference Door-to-Door

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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."

— Jane

Home-Delivered Groceries Participant



Home-delivered

8,000 BAGS

of groceries every week to
people with disabilities, seniors,
& families with young children

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



ELIGIBILITY EXPANDED

to include families with
children aged 3 & younger



PANTRY NETWORK

Fueling Student Learning

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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

PANTRY NETWORK

Building a Wider, Stronger Safety Net

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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



POLICY & ADVOCACY

Winning Big: Universal School Meals

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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

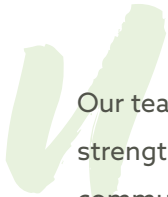


Over

40 HOURS

of virtual lobbying





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



CALFRESH ASSISTANCE

Facilitating More Access for Neighbors

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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

VOLUNTEERS & OPERATIONS

Continuing Onward, Thanks to Community

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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



REFLECTING ON THE PAST YEAR

The First Word that Comes to Mind is Community

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

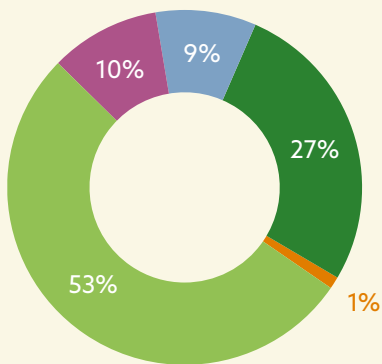


Executive Director



Financial Statement

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
- Foundations
- Corporations
- Government
- Misc.

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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Uma Sinha
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Jennifer Chang
Senior Director of Program
Management, Zendesk





Thanks for an unforgettable year!

ONTO

2022



SF·MARIN
FOOD BANK

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sfmfoodbank.org

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