

2019-2020 COMMUNITY HEALTH CONTRACT
345 Alleviating Hunger in the Greater Fallbrook Area

Quarter 2 (October-December) Reporting Form

Goal 2

Alleviate Hunger in the Greater Fallbrook Area

S.M.A.R.T. Objective 2a

We will provide a weekly menu of supplemental nutritious food to everyone who demonstrates they need assistance.

Projected Cost:

\$79,500

Contract Dollars Expended to Date:

\$65,000.00

Progress/Accomplishment of Goals & Objectives

Please see attached document



January 8, 2020

2019-2020 Community Health Contract 2nd Quarter Reporting

PROGRESS OF GOALS & OBJECTIVES: This quarter was a busy one for us! Once opening our new doors to the community on Monday, September 23, 2019 we still had to get the facility fully operational—which took the rest of the year to complete. During these three months, we found a few interesting challenges that regularly presented themselves; one was sorting out the massive volume of additional food donations we have been consistently receiving. Luckily, we have the space—we just needed to purchase additional shelving, carts and distribution materials to store all the non-perishable food donations. The other challenge was recruiting additional volunteers. With a much larger facility—requires many more people to help facilitate our mission each and every day. This is an on-going process.

Although we did anticipate additional expenses in order to get organized and maintain standard operating procedures, we didn't realize just how much time it would take to get it all done. This additional consumption of time played a big role in our fundraising efforts for the 4th quarter of the year. Our goal was to raise, over and above grants, \$100,000. Unfortunately, this did not happen. We were only successful in bringing in \$60,000 during the 4th quarter of 2019. Our objective, as we enter a new year and a new quarter—is to have our development team diligently pursue and raise \$150,000 over the next three to four months. With some creative campaigning we believe this is possible.

Our excitement is elevating as we prepare for the build out of our Learning Center. Our goal is to have it completed by the end of April making it possible to expand our educational programming, introducing cooking demonstrations and classes, along with nutrition education and health and wellness seminars. This is where we move from being a food resource, solely, to becoming educators.

CONTRACT DOLLARS EXPENDED TO DATE: This quarters disbursement was expended 100%. As mentioned above, we anticipated additional expenses with our move and getting organized so aside from standardize personnel, utilities, special event marketing and new equipment and materials—we have utilized our awarded \$32,500 this quarter, fully.

DISTRICT RECOGNITION: This quarter we did not generate any new promotional pieces that would have included FRHD recognition. Our continuous piece (The Pantry Project) is our main annual promotional tool, where FRHD is showcased, but for the 3rd quarter disbursement, FRHD is recognized through our expanded fundraising campaign promotions.

“When you are hungry, nothing else matters.”

1042 S. Mission Road Fallbrook CA 92028 760.728.7608 www.fallbrookfoodpantry.org



IMPACT NARRATIVE

Jason is a single dad, raising his six-year old son in Fallbrook. Two years ago, hardship and unfortunate circumstances put them both on the streets. They are a homeless family of two, living out of their broken-down car, sustaining themselves one day at a time. Jason came to the pantry last year with nothing but the clothes on his back and old wore-out shoes on his feet, holding his boys' hand—a sweet little face—with eyes as big as saucers filled with wonderment. Jason had asked if we could please help them. He said they had been getting food from the pantry for several months, but they have no means of keeping food cold because they were homeless and needed items they didn't have to keep refrigerated. *"With a young growing boy, they need more than just canned processed food and peanut butter and jelly sandwiches to eat."*, said Shae Gawlak, Executive Director of the Fallbrook Food Pantry.



After learning more about their personal story and hearing that they had just walked four miles to get to the pantry, our wrap around team embraced them and began working to help improve their situation. Jason had told us that his car was broken down, they had no food, no clean clothes and they needed to find some shelter before the cold winter months approached.

It is because of the funds provided by the Fallbrook Regional Health District, that we were able to assist them with food, a cooler to keep refrigerator items cold, clothing and bed linens. We were also able to connect Jason to a mechanic who was willing to help get his truck back on the road so he could find a job. Today, Jason is a part time employee. They still need food assistance, but they now have a reliable car to get them back and forth to the pantry, avoiding an eight-mile round trip walk while carrying bags of food back to their car. They have found temporary shelter and hopefully this year they will qualify for transitional housing nearby.



|| SERVING THE COMMUNITY SINCE 1991 ||
Fallbrook
FOOD PANTRY

"When you are hungry...nothing else matters."

Our Mission & Vision

The Fallbrook Food Pantry is a nonprofit organization primarily staffed by volunteers. Our mission is to provide an adequate and nutritious supply of food to individuals in our community who are in-need. We envision a community where the pain and suffering caused by hunger do not exist.

“The Pantry Project” is a campaign developed specifically to assist with the transitional journey from being renters, for the past twenty-eight years, to now becoming owners of a building. These are very exciting times for the Fallbrook Food Pantry and because of the support of our community, we have been able to



make this dream a reality...but there is still much work to get done and we are hopeful that you will consider helping us fulfill this obligation.

Let us share with you, some facts about our purchase:

The Advantages of Ownership

1. We will no longer be subjected to the uncertainties being a tenant
2. Our monthly costs as owners will be nearly identical to our costs as tenants

3. Our monthly loan payments will now be to build equity into our building

4. The building we purchased has some incredible features, including:

- * Roof is only 5-years old with paid-in-full solar panels
- * Low maintenance brick siding
- * Upgraded electrical (phase 3) for our refrigeration
- * Loading Dock & a Semi-Truck driveway
- * Centrally located
- * Double the square footage

NEXT STEPS During the next 3-years we will be asking our supporters for gifts totaling \$300,000. This will allow FFP to pay-off the 5-yr personal loan, as well as the accumulated interest.

The Purchase Details		
Total Cost	\$1,090,000	GOAL: 2025 DEBT FREE
Down Pymt	\$ 500,000	
*FFP Savings	\$ 225,000	
*5-yr personal loan	\$ 275,000	
Mortgage at 6%	\$ 590,000	

HOW CAN YOU HELP? Please consider what you might do to help us achieve our goal. Any amount is greatly appreciated.



"The Pantry Project"

Our new facility, located at 140 N. Brandon Road, Fallbrook CA 92028, will allow us to expand programming, enhance operations and provide more services to our community. We are moving from 3,300 square feet to just over a 6,800 square foot free-standing building. Our warehouse will double, our market-place will double and we will now be able to offer nutrition education classes, cooking demonstrations and health and wellness seminars, under our own roof, in our new learning center.

With your help, we will improve the overall health and well-being of our entire community and set a new normal, for what once felt like an endless road to alleviating hunger, to now providing healthy life-style opportunities to individuals who need it the most.

"In this country that grows more food than any other nation on this earth, it is unthinkable that any child should go hungry."—Sela Ward, Actress



Sponsorships



	PLATINUM \$500K +	GOLD \$100,000	SILVER \$25,000	BRONZE \$10,000
*Naming Rights & Recognition (must meet FFP requirements)				
A. Building	✓			
B. Programs		✓		
C. Structures or Area			✓	
D. Equipment or Room				✓
Logo Displayed on:				
A. All media (literature, website, social, flyers, etc.)	LARGE Full-Color	MEDIUM Full-Color	SMALL Full-Color	SMALL Black/White
B. Special Event Banners (Race to End Hunger, Murphy & Murphy Charity Dinner/Golf, etc.)	LARGE Full-Color	MEDIUM Full-Color	SMALL Full-Color	SMALL Black/White
C. Special Event T-shirts & Swag	LARGE Full-Color	MEDIUM Full-Color	SMALL Full-Color	SMALL Black/White
Publicity				
A. Article: The Village News	YES	YES	YES	YES
B. Article: San Diego Tribune/North County Edition	YES	YES	YES	
C. Press Release (VN/SD)	TVN & SDT	TVN		
Complimentary Seats				
A. Annual M&M Charity Event	10-seats (1-table: includes golf for up to 10)	10-seats (1-table: no golf)	6-seats (no golf)	4-seats (no golf)
B. Race to End Hunger	10 VIP's Front Row	6 VIP's Front Row	Admission for 6	Admission for 4

*Please email Shae Gawlak, Executive Director, director@fallbrookfoodpantry.org regarding any questions or inquiries pertaining to sponsorships. We welcome discussions and are grateful for your consideration. All donations are tax-deductible.

Best Practices

The Fallbrook Food Pantry takes great pride in the processes, in which we conduct, to ensure that every family receiving support from us, meet our guidelines, as well as those set in place by the federal government. A formal interview is required, first, before receiving weekly supplemental food from FFP.

<i>2018 income guidelines by family size</i>	
1 person family	\$1,517 per month
2 person family	\$2,057 per month
4 person family	\$3,137 per month
6 person family	\$4,217 per month



Food 1x Week

Our 3,000+ registered clients may come in once per week to receive food.



8 lbs. Per Person

The amount of nutritious food distributed averages about eight pounds of food per person



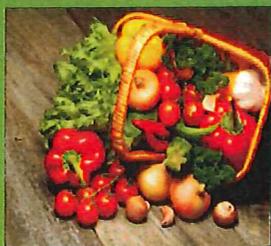
500 Families Per Week

We serve an average of 500 families per week through our programs, with a sharp increase dur-

500,000 San Diegans face hunger every day and children suffer the most... but hunger can affect anyone.

Working families, seniors on a fixed income, active duty military, veterans, college students, but growing children are the most affected. One in five who are considered "food insecure" are children.

The Results of our Committed Community



Over 1-million pounds of food distributed



25 thousand annual households served



40% of recipients served are children



20%+ of recipients served are seniors



52% of all foods distributed is fresh produce

Thank You

to our dedicated sponsors!

Fallbrook Regional
HEALTH  DISTRICT



GROCERY OUTLET
bargain market



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FINANCIAL®
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