

|                        |  |        |                 |      |       |
|------------------------|--|--------|-----------------|------|-------|
| <b>Agency Name:</b>    | <b>Fredericksburg Regional Food Bank</b> |        |                 |      |       |
| Physical Address:      | 3631 Lee Hill Drive                      |        |                 |      |       |
| Mailing Address:       |  |        |                 |      |       |
| City:                  | Fredericksburg                           | State: | Virginia        | Zip: | 22408 |
| Telephone Number:      | 540-371-7666                             | Fax:   | 540-371-2968    |      |       |
| Federal Tax ID #:      | 54-1255013                               |        |                 |      |       |
| Web Address:           | www.fredfood.org                         |        |                 |      |       |
| General Email Address: | info@fredfood.org                        |        |                 |      |       |
| Agency Main Contact:   | Oya Oliver                               | Title: | President & CEO |      |       |
| Telephone Number:      | 540-371-7666 Ext. 139                    |        |                 |      |       |
| E-Mail Address:        | ooliver@fredfood.org                     |        |                 |      |       |

**Agency Mission:**

To feed the hungry through a community-wide network of partner agencies and engage our community in the fight to end hunger.

Number of years agency has been in operation: 33

*Localities Served:*

Stafford, Spotsylvania, Caroline, King George, the city of Fredericksburg, and the community of Locust Grove

**Total Projected Agency Expenses for FY2017**

| List Program Title/Name        |                     | Salary        | Benefits      | Operating Expenses | Capital Expenses | Total           |
|--------------------------------|---------------------|---------------|---------------|--------------------|------------------|-----------------|
| Program 1                      | Pantry Distribution | \$ 306,209.00 | \$ 89,181.00  | \$ 978,601.00      | \$ -             | \$ 1,373,991.00 |
| Program 2                      | Mobile Pantry       | \$ 19,405.00  | \$ 5,821.00   | \$ 141,836.00      | \$ -             | \$ 167,062.00   |
| Program 3                      | Food for Life       | \$ 18,497.00  | \$ 5,550.00   | \$ 85,000.00       | \$ -             | \$ 109,047.00   |
| Program 4                      |                     | \$ -          | \$ -          | \$ -               | \$ -             | \$ -            |
| Program 5                      |                     | \$ -          | \$ -          | \$ -               | \$ -             | \$ -            |
| Total Program Budgets          |                     | \$ 344,111.00 | \$ 100,552.00 | \$ 1,205,437.00    | \$ -             | \$ 1,650,100.00 |
| Agency Administrative Expenses |                     | \$ 310,904.00 | \$ 43,512.00  | \$ 194,145.00      | \$ -             | \$ 548,561.00   |
| Total Agency Expenses          |                     | \$ 655,015.00 | \$ 144,064.00 | \$ 1,399,582.00    | \$ -             | \$ 2,198,661.00 |

**Total Agency Revenues**

|                              | FY 2015 Actual  | FY 2016 Budgeted | FY 2017 Projected |
|------------------------------|-----------------|------------------|-------------------|
| <b>Caroline</b>              | \$ -            | \$ -             | \$ 14,984.00      |
| <b>Fredericksburg</b>        | \$ 5,000.00     | \$ 5,000.00      | \$ 16,439.00      |
| <b>King George</b>           | \$ 2,678.00     | \$ 2,678.00      | \$ 7,923.00       |
| <b>Spotsylvania</b>          | \$ -            | \$ -             | \$ 49,632.00      |
| <b>Stafford</b>              | \$ 12,165.00    | \$ 12,665.00     | \$ 25,333.00      |
| <b>United Way</b>            | \$ 135,206.00   | \$ 140,000.00    | \$ 93,000.00      |
| <b>Grants</b>                | \$ 158,918.00   | \$ 223,000.00    | \$ 220,000.00     |
| <b>Client Fees</b>           | \$ 299,199.00   | \$ 295,669.00    | \$ 300,000.00     |
| <b>Fundraising</b>           | \$ 133,800.00   | \$ 114,452.00    | \$ 142,000.00     |
| <b>Other*</b>                | \$ 1,200,920.00 | \$ 1,210,800.00  | \$ 1,323,350.00   |
| <b>Total Agency Revenues</b> | \$ 1,947,886.00 | \$ 2,004,264.00  | \$ 2,192,661.00   |

*\*Detail below what revenues are included under "Other", in the table above:*

In FY15, the "other" category includes \$1,037,233 from undesignated gifts, \$69,760 from corporate contributions, \$50,369 from planned gifts, \$41,283 from cause marketing, and \$2,275 from direct mail. The increases in the budgeted amount for FY16 and projected amount for FY17 are explained in the following programs tabs.

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| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |
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**Agency Administrative Expenses Overview**

In the box below, provide an overview of the administrative costs detailed on the Agency Overview Tab, in the Total Projected Agency Expenses table for the agency as a whole. If your agency is requesting an increase or decrease in administrative funding, please describe, in detail, the reasons for these changes. Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds (as detailed in the chart below). (Do not exceed 15 lines of text.)

The food bank is not requesting administrative funding.

The following is an overview of the food bank's administrative costs:

- Salary - Includes the salaries of six fundraising/administrative staff
- Benefits - Five out of six staff members do not enroll in health insurance
- Operating Expenses - Includes fees, dues, accounting/audit fees, fundraising costs, and printing

**Administrative Revenue**

|                              | FY 2015 Actual       | FY 2016 Budgeted     | FY 2017 Projected    |
|------------------------------|----------------------|----------------------|----------------------|
| Caroline                     |                      |                      |                      |
| Fredericksburg               |                      |                      |                      |
| King George                  |                      |                      |                      |
| Spotsylvania                 |                      |                      |                      |
| Stafford                     |                      |                      |                      |
| United Way                   |                      |                      |                      |
| Grants                       |                      |                      |                      |
| Client Fees                  |                      |                      |                      |
| Fundraising                  |                      |                      |                      |
| Other*                       | \$ 540,950.00        | \$ 540,800.00        | \$ 548,561.00        |
| <b>Total Agency Revenues</b> | <b>\$ 540,950.00</b> | <b>\$ 540,800.00</b> | <b>\$ 548,561.00</b> |

*\*Detail below what revenues are included under "Other", in the table above:*

The "Other" category includes undesignated gifts, which is our sole source of administrative revenue. We have budgeted a decrease of \$150 for FY16, and project an increase of approximately 1% for FY17.

**Agency Capital Expenses Overview**

In the box below, provide an overview of the capital costs detailed on the Agency Overview Tab, in the Total Projected Agency Expenses table, for the agency as a whole. Please provide justification for and specific amounts of capital costs that are defrayed by locality funds. (The description should not exceed 15 lines of text.)

There are no capital expenses budgeted for FY16, and none projected for FY17 that are defrayed by locality funds.

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| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |
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**Salary & Benefit Expenses Overview**

In the box below, provide an overview of any increases or decreases in general personnel expenses for the agency. This would include any planned or projected merit or COLA increases, or new positions being requested. Also include a description of any changes to agency benefits structure or cost.  
(The description should not exceed 10 lines of text.)

The food bank's benefits structure is remaining the same.  
It is possible that a COLA of up to 3% could be given between FY16-17, but it has not yet been voted on by the food bank's board of directors.  
Four new positions were added in FY15, including two drivers, a grant writer, and a SNAP Outreach Coordinator. One additional food sourcing position is being requested to manage relations between the food bank and local/national retail donors, farmers, and other sources of donated food.

**Budget Issues**

Please detail below any legislative initiatives or issues that may impact the agency for the upcoming year. This could include new legislation that may increase or decrease projected funding at any level (Federal/State/Local), or could affect grants or designated funds as they are currently received. If you are aware of "outside" funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

The food bank does not receive any federal or state funding, but we do rely on grants, as well as CFC and CVC donations through the United Way.

Please detail below any identified agency needs or areas of concern that are currently not being addressed in your funding request. This could include training or technical assistance for specific areas, administrative support for a program or service, evaluation of current programs, or consultation for strategic planning, board support, or fundraising.

The food bank is currently undergoing a strategic planning period to reach our goal of providing enough food to feed everyone struggling with hunger in our community. Consultation would be ideal during this period, and would help us accelerate progress toward this ultimate goal.  
  
The food bank is always looking for passionate community members that are willing to be involved and share their expertise as an active member on our Board.

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| <b>Agency Name:</b>   | <b>Fredericksburg Regional Food Bank</b> |
| <b>Locality Notes</b>   |  |
| <i>Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.</i>   |  |
| <b>City of Fredericksburg</b>   |  |
| <p>The retail value of food provided through our Pantry Distribution program, Food for Life, and the Mobile Pantry was \$5,132,906 in FY15. The City of Fredericksburg's portion of that value was \$896,398.</p> <p>In FY15, the food bank provided hunger-relief to 4,409 unduplicated City of Fredericksburg residents through these programs.</p> <p>We request \$16,439 to partially cover the cost of providing food to the City of Fredericksburg. This funding will help grow our programs to serve nutritious food to approximately 4,629 Fredericksburg residents over the next year.</p> |  |
| <b>Caroline County</b>  |  |
| <p>The retail value of food provided through our Pantry Distribution program, Food for Life, and the Mobile Pantry was \$5,132,906 in FY15. Caroline County's portion of that value was \$582,951.</p> <p>In FY15, the food bank provided hunger-relief to 4,708 unduplicated Caroline County residents through these programs.</p> <p>We request \$14,984 to partially cover the cost of providing food to Caroline County. These funds will help grow our programs to serve nutritious food to approximately 4,944 Caroline County residents over the next year.</p>                              |  |
| <b>King George County</b>   |  |
| <p>The retail value of food provided through our Pantry Distribution program, Food for Life, and the Mobile Pantry was \$5,132,906 in FY15. King George County's portion of that value was \$147,986.33.</p> <p>In FY15, the food bank provided hunger-relief to 3,029 unduplicated King George County residents through these programs.</p> <p>We request \$7,923 to partially cover the cost of providing food to King George County. These funds will help grow our programs to serve nutritious food to approximately 3,181 King George County residents over the next year.</p>                |  |
| <b>Spotsylvania County</b>  |  |
| <p>The retail value of food provided through our Pantry Distribution program, Food for Life, and the Mobile Pantry was \$5,132,906 in FY15. Spotsylvania County's portion of that value was \$2,349,285.</p> <p>In FY15, the food bank provided hunger-relief to 11,468 unduplicated Spotsylvania County residents through these programs.</p> <p>We request \$49,632 to partially cover the cost of providing food to Spotsylvania County. These funds will help grow our programs to serve nutritious food to approximately 12,041 to Spotsylvania County residents over the next year.</p>       |  |
| <b>Stafford County</b>  |  |
| <p>The retail value of food provided through our Pantry Distribution program, Food for Life, and the Mobile Pantry was \$5,132,906 in FY15. Stafford County's portion of that value was \$1,156,285.</p> <p>In FY15, the food bank provided hunger-relief to 8,002 unduplicated Stafford County residents through these programs.</p> <p>We request \$25,333 to partially cover the cost of providing food to Stafford County. These funds will help grow our programs to serve nutritious food to approximately 8,402 Stafford County residents over the next year.</p>                            |  |

|                     |  |                        |                            |
|---------------------|--|------------------------|----------------------------|
| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |                        |                            |
| Program Name:       | Pantry Distribution                      | Is This a New Program? | No                         |
| Program Contact:    | Mishelle Krogstad                        | Title:                 | Agency & Programs Director |
| Telephone Number:   | 540-371-7666 ext. 134                    |                        |                            |
| E-Mail Address:     | mkrogstad@fredfood.org                   |                        |                            |

**Projected Program Expenses for FY2017**

| Program Name        | Salary        | Benefits     | Operating Expenses | Capital Expenses | Total           |
|---------------------|---------------|--------------|--------------------|------------------|-----------------|
| Pantry Distribution | \$ 306,209.00 | \$ 89,181.00 | \$ 978,601.00      | \$ -             | \$ 1,373,991.00 |

**Program Revenues**

|                              | FY 2015 Actual  | FY 2016 Budgeted | FY 2017 Projected |
|------------------------------|-----------------|------------------|-------------------|
| <b>Caroline</b>              | \$ -            | \$ -             | \$ 5,909.00       |
| <b>Fredericksburg</b>        | \$ 5,000.00     | \$ 5,000.00      | \$ 12,779.00      |
| <b>King George</b>           | \$ 2,678.00     | \$ 2,678.00      | \$ 2,678.00       |
| <b>Spotsylvania</b>          | \$ -            | \$ -             | \$ 35,900.00      |
| <b>Stafford</b>              | \$ 12,165.00    | \$ 12,665.00     | \$ 17,920.00      |
| <b>United Way</b>            | \$ 135,206.00   | \$ 140,000.00    | \$ 93,000.00      |
| <b>Grants</b>                | \$ 103,418.00   | \$ 123,000.00    | \$ 70,000.00      |
| <b>Client Fees</b>           | \$ 299,199.00   | \$ 295,669.00    | \$ 300,000.00     |
| <b>Fundraising</b>           | \$ 133,800.00   | \$ 114,452.00    | \$ 142,000.00     |
| <b>Other*</b>                | \$ 526,337.00   | \$ 575,000.00    | \$ 693,805.00     |
| <b>Total Agency Revenues</b> | \$ 1,217,803.00 | \$ 1,268,464.00  | \$ 1,373,991.00   |

**\*Detail below what revenues are included under "Other", in the table above:**

Feeding America engages in cause marketing campaigns with local and nationwide retailers to raise funds for their nationwide network of food banks. In FY15, the "other" category includes \$41,283 from cause marketing, \$364,925 from undesignated gifts, and \$69,760 from corporate contributions, \$50,369 from planned gifts. We increased the amounts budgeted for FY16 and projected for FY17 to account for incremental program growth.

In the box below, please indicate, in detail, reasons for increases or decreases in the amounts requested for FY 2017. Include whether these changes come from increases in personnel, benefits, or operating expenses. If an increase is being requested, please describe the impact not receiving an increase would have on the program. In particular, please describe in detail if any increase is sought for new positions or personnel.

The counties of Caroline and Spotsylvania currently do not contribute to providing hunger-relief to their localities through the food bank's pantry distribution program. King George, Fredericksburg, and Stafford contributed at an average 1.7% rate last year. We used this average to determine the above projections for each locality in FY17.

The food bank will continue to provide donated food and grocery items should we not receive the requested funds; however, decreased funding could limit the food bank's ability to purchase food. Our ability to purchase food ensures that fresh, nutrient-dense produce and other healthy meal components make it to pantries within each locality.

**Client Fees**

In the box below, please describe the fees clients must pay for the services provided by this program. Please also include how those fees are determined and if any scales are used, or if determinations are made on an ability to pay basis. This description should not exceed 10 lines of text.

Our partner agencies enter into agreements with the food bank to share in the maintenance of the food distribution program and to never charge the hungry for food. "Shared maintenance" is an IRS accepted term, denoting the fee charged on a per pound basis to recoup a portion of the food bank's cost of food industry donated food. This amounts to less than 5% of the cost to provide the food. Feeding America, which oversees the nationwide network of food banks, allows the Fredericksburg Regional Food Bank to assess our partner agencies a shared maintenance fee of no more than \$0.19 per pound for non-perishable product such as canned food, hygiene items, and paper goods. We do not charge a shared maintenance fee for perishable products such as meat, dairy or produce. The food bank does not receive state or federal funding; however, we do receive USDA commodities. There is never a shared maintenance fee for any USDA commodities distributed to our partner agency pantries.

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| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |
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**Program Purpose / Description**

In the box below, provide an overview of the program. The description should not exceed 10 lines of text.

The food bank serves as a distribution center for 73 partner agencies throughout Planning District 16(PD16) who, in turn, operate pantries that provide over 30,000 individuals - including over 7,000 elderly and 15,000 children - with the food and personal hygiene products they need to sustain healthy lifestyles. Each week, the FRFB receives shipments of donated and purchased grocery items including fresh produce, nonperishable food, and hygiene items. Agencies pick up these items throughout the week to stock the shelves of their pantries, thereby ensuring a readily available food resource for the hungry in our community.

**Justification of Need**

In the box below, please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request. If this is a new program, be sure to include the benefit to the region for funding a new request. The description should not exceed 10 lines of text.

According to Feeding America's 2015 Map the Meal Gap report, there are over 31,000 individuals struggling with food insecurity in PD16. Approximately 41% of these individuals earn less than the Supplemental Nutrition Assistance Program (SNAP) income guideline of 130% below the poverty level, and 59% struggle between 130-200% of the poverty level. This means that while 12,714 food insecure residents have access to federal assistance, there are still 18,296 individuals who experience food shortages throughout the year.

The food bank's pantry assistance program works as a safety net for low-income residents, as well as a supplemental food resource for the working-poor. For every dollar given to the food bank, we can provide two nutritious meals through our partner agency pantries. This model of distribution allows us to maximize the impact of donated food and funds to overcome geographic barriers and provide food access to all localities.

**Target Audience and Service Delivery**

In the box below, describe the program's intended audience or client base and how those clients are served. This should include the location of the service and what geographic areas are served or targeted for service. If your program has specific entry or application criteria, please describe it below. In the second box, list the actual numbers served, along with the projected numbers to be served during the upcoming fiscal year. The description should not exceed 10 lines of text.

The client base for this program is food insecure individuals at or below 200% of the federal poverty level. We currently supply food and hygiene items to 73 partner agency pantries through PD16, including four in King George, 17 in Fredericksburg, 11 in Caroline, 16 in Stafford, and 21 in Spotsylvania. Pantries are operated by non-profit and faith-based organizations who work different schedules during weekdays, evenings, and on weekends to provide consistent access to food. In this way, food insecure individuals and families in Stafford can receive assistance in Stafford, and so on throughout PD16.

All of the food bank's partner agencies apply to become a part of the program, agree to be monitored, agree to training, agree to share in the maintenance of the program, and utilize our online client intake software to track all services provided to each client to reduce duplicated services.

| <b>Number of Individuals Served</b> |                        |                           |
|-------------------------------------|------------------------|---------------------------|
| <i>Locality</i>                     | <i>FY2015 (Actual)</i> | <i>FY2017 (Projected)</i> |
| <i>Fredericksburg City</i>          | <i>3,995</i>           | <i>4,195</i>              |
| <i>Caroline County</i>              | <i>3,679</i>           | <i>3,863</i>              |
| <i>King George County</i>           | <i>2,392</i>           | <i>2,512</i>              |
| <i>Spotsylvania County</i>          | <i>9,946</i>           | <i>10,443</i>             |
| <i>Stafford County</i>              | <i>7,124</i>           | <i>7,480</i>              |
| <i>Other Localities</i>             | <i>4,655</i>           | <i>4,898</i>              |
| <b>Total Served</b>                 | <b>31,791</b>          | <b>33,391</b>             |

*Please use the columns to the left to provide the actual numbers of individuals served in this program during FY2015, and the projected numbers of individuals to be served in FY2017.*

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| <b>Agency Name:</b>  | <b>Fredericksburg Regional Food Bank</b> |
| <b>Program Collaboration</b>   |  |
| In the box below, describe, in detail, examples of collaborative efforts and key partnerships between your program and other programs or agencies in the area. The description should not exceed 10 lines of text.   |  |
| <p>We collaborate with 73 non-profit and faith-based organizations to provide food for the hungry in PD16. Please see the attached "Pantry Reference List" for the specific addresses and hours of operation for each partner agency.</p> <p>There are several food drives throughout the year -- including the National Letter Carriers Food Drive, Canstruction, and the Jingle Belly Fun Run -- to help neighbors feed their hungry neighbors through donations to our Pantry Distribution Program.</p> <p>Our Grow for your Neighbor program encourages individuals to donate fresh produce from their home gardens, community gardens, and through the local farmers' markets.</p> <p>Local Department of Social Services through PD16 distribute pantry reference information.</p>   |  |
| <b>Collaborative Impact</b>  |  |
| In the box below, describe, in detail, how the community would be impacted if your agency were dissolved or merged with another partner agency. The description should not exceed 10 lines of text.  |  |
| <p>The food bank exists as a collaborative effort between Feeding America, local farmers, retail merchants, individual donors and our 73 partner agencies to end hunger in our community. Feeding America brokers contracts on behalf of all food banks to encourage merchants to donate food that would otherwise be destroyed. This collaboration allows the food bank to be able to store and distribute large quantities of food to our partner agencies while helping merchants rotate stock and receive formal donation receipts to account for their loss of sale. If our doors were closed, many pantries would not have the capacity to gather and sort food, and would have to pay retail price for food to distribute to the hungry. This could potentially result in several organizations also closing their doors or drastically decreasing the amount of food they provide to those in need.</p>  |  |
| <b>Community Impact</b>  |  |
| In the box below, please provide at least two examples of how your services have impacted members of our community. This description should not exceed 20 lines of text.   |  |
| <p>We selected one of our partner agencies, The Hope Center, to receive a "makeover" and 10,000 pounds of food for their pantry in Stafford through a grant we received from the Food Lion FEEDS Foundation. The following quote is taken from Hope Center's Facebook page: "Sometimes the words 'thank you' just don't express the gratitude we feel over what someone does for us. I experienced that today, and at the end of the event found myself a little speechless at what FOOD LION did for the Hope Center. As the winner (1 of 36) [throughout the nation] of the 'Food Lion Great Pantry Makeover' Food Lion very graciously provided freezers, cabinets, and food totaling over \$10,600.00. This is a game changer for us as we can store and get more food into the community to the families that need it most. To FOOD LION, and the FREDERICKSBURG REGIONAL FOOD BANK, 'thank you' just scratches the surface of how appreciative we are!"</p> <p>Last year, we wrote for and received a grant from the BJ's Charitable Foundation to enhance the capacity of all 73 food bank partner agencies to safely pick up and transport fresh food. This grant allowed for such positive outcomes that BJ's invited us to apply for funding again this year. We have requested our partner agencies to provide an essay application to let us know what they need to distribute more fresh food to the community. The following is taken from Beauty for Ashes Women and Children's Home's essay: "[We have] been a Fredericksburg Regional Food Bank partner agency for two months; our mother program, Teen Challenge Fredericksburg, has been a partner agency for approximately six years...this grant funding positively impacts the community and the population of people we serve because it allows us to acquire the necessary food to serve well-balanced, nutritious meals. This population of individuals is in desperate need of help and providing the basic daily need of food is imperative."</p> |  |

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| <b>Agency Name:</b>   | <b>Fredericksburg Regional Food Bank</b>  |                      |
| <b>Goals &amp; Objectives</b>   |   |                      |
| Please provide the following information regarding the goals and objectives for your program. Space has been provided for two goals, with two objectives per goal, along with a space for the most recently collected data for that program objective. If your agency is funded by the United Way, please include a copy of your Logic Model for this program as a supplemental attachment. Please note the data collection period for each objective's outcome data. |   |                      |
| <b>Program Goal 1</b>   |   |                      |
| Feed the hungry through a community-wide network of partner agencies  |   |                      |
| <b>Objective 1a:</b>  | <b>Most Recent Outcome Data for Objective 1a:</b>   |                      |
| Increase the amount of food distributed through partner agency pantries by 5% from the previous year  | The food bank has provided partner agency pantries with 401,867 pounds of food since July 1, 2015.  |                      |
|   | <i>Data Collection Period for 1a:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Objective 1b:</b>  | <b>Most Recent Outcome Data for Objective 1b:</b>   |                      |
| Increase the amount of produce distributed through partner agency pantries to 20% of total distribution   | The food bank has provided partner agency pantries with 78,132 pounds of produce since July 1, 2015, approximately 19% of distribution total.   |                      |
|   | <i>Data Collection Period for 1b:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Program Goal 2</b>   |   |                      |
| Engage partner agency pantries in the fight to end hunger   |   |                      |
| <b>Objective 2a:</b>  | <b>Most Recent Outcome Data for Objective 2a:</b>   |                      |
| Provide 100% of food bank partner agencies with equipment needed to safely pick up, transport, store and engage their staff/volunteers in effeciently carrying out food distribution  | All 73 partner agencies have received 5-day coolers and a cooling transport blanket to safely pick up and transport perishable and frozen food. Certain agencies have received refrigerators, freezers, shelving, and carts. New equipment, including laptops, printers, and additional refigerators has been ordered for 20 of our partner agencies. |                      |
|   | <i>Data Collection Period for 2a:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Objective 2b:</b>  | <b>Most Recent Outcome Data for Objective 2b:</b>   |                      |
| Provide 100% of food bank partner agencies with trainings in reporting client data through Link2Feed software   | 0 trainings have been provided to partner agencies in reporting client data through Link2Feed software  |                      |
|   | <i>Data Collection Period for 2b:</i>   | 7/1/2015 - 6/30/2016 |

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| <b>Agency Name:</b>  | <b>Fredericksburg Regional Food Bank</b> |   |  |
| <b>Outcomes Explanation &amp; Goal Updates for FY2017</b>  |  |   |  |
| <p><i>Please note below if you feel you have met your goals and objectives for the data reported above. If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case. Also, please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported above. If you are restating the goals or objectives for FY2017, please include those below.</i></p> |  |   |  |
| <b>Explanation &amp; Overview</b>  |  |   |  |
| <b>Goal 1</b>  |  | <b>Goal 2</b>   |  |
| Objective 1a   |  | Objective 2a  |  |
| <p>Total pounds are recorded by food bank staff on a daily basis through an online tracking tool. Outcome 1a reflects the total pounds distributed so far in FY16 (July 1 - October 29). Objective 1a is accomplished by distributing 2,185,941 pounds of food by 6/30/2016. The food bank is restating this objective for FY17.</p>   |  | <p>The food bank wrote for and received a grant to accomplish Outcome 2a with funds to purchase equipment. Partner agencies will receive their equipment on November 12, 2015. We are setting the following objective to replace this completed objective for FY17: increase the number of partner agencies picking up food donations at retail stores from 19 to 21.</p> |  |
| Objective 1b   |  | Objective 2b  |  |
| <p>Produce pounds recorded by food bank staff with other food categories on a daily basis through an online tracking tool. Outcome 1b reflects the total pounds distributed so far in FY16 (July 1 - October 29). Objective 1b is accomplished by distributing 437,188 pounds of produce by 6/30/2016. The food bank is restating this objective for FY17.</p>   |  | <p>19 partner agencies are scheduled for trainings in January, 2016. The remaining 54 agencies are projected to receive trainings at our annual agency seminar in May to accomplish Objective 2b. We are setting the following objective for FY17 to achieve program goal 2: Create SNAP access points at 19 partner agency pantries.</p>                                 |  |
| <b>Updates for FY2017</b>  |  |   |  |
| <b>Goal 1</b>  |  | <b>Goal 2</b>   |  |
| <p>Feed the hungry through a community-wide network of partner agencies</p>  |  | <p>Engage our community in the fight to end hunger</p>  |  |
| Objective 1a   |  | Objective 2a  |  |
| <p>Increase the amount of food distributed through partner agency pantries by 5%</p>   |  | <p>Increase the number of partner agencies picking up food donations at retail stores from 19 to 21.</p>  |  |
| Objective 1b   |  | Objective 2b  |  |
| <p>Increase the amount of produce distributed through partner agency pantries to 20% of total distribution</p>   |  | <p>Create SNAP access points, defined as places where low-income food insecure residents can receive benefits information resources and application assistance, at 19 partner agencies.</p>   |  |

|                     |  |                               |                            |
|---------------------|--|-------------------------------|----------------------------|
| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |                               |                            |
| Program Name:       | Mobile Pantry                            | <i>Is This a New Program?</i> | No                         |
| Program Contact:    | Mishelle Krogstad                        | Title:                        | Agency & Programs Director |
| Telephone Number:   | 540-371-7666 ext. 134                    |                               |                            |
| E-Mail Address:     | mkrogstad@fredfood.org                   |                               |                            |

**Projected Program Expenses for FY2017**

| Program Name  | Salary       | Benefits    | Operating Expenses | Capital Expenses | Total         |
|---------------|--------------|-------------|--------------------|------------------|---------------|
| Mobile Pantry | \$ 19,405.00 | \$ 5,821.00 | \$ 141,836.00      | \$ -             | \$ 167,062.00 |

**Program Revenues**

|                              | FY 2015 Actual | FY 2016 Budgeted | FY 2017 Projected |
|------------------------------|----------------|------------------|-------------------|
| <b>Caroline</b>              | \$ -           | \$ -             | \$ 4,834.00       |
| <b>Fredericksburg</b>        | \$ -           | \$ -             | \$ 354.00         |
| <b>King George</b>           | \$ -           | \$ -             | \$ 4,048.00       |
| <b>Spotsylvania</b>          | \$ -           | \$ -             | \$ 6,982.00       |
| <b>Stafford</b>              | \$ -           | \$ -             | \$ 4,802.00       |
| <b>United Way</b>            | \$ -           | \$ -             | \$ -              |
| <b>Grants</b>                | \$ 50,000.00   | \$ 50,000.00     | \$ 100,000.00     |
| <b>Client Fees</b>           | \$ -           | \$ -             | \$ -              |
| <b>Fundraising</b>           | \$ -           | \$ -             | \$ -              |
| <b>Other*</b>                | \$ 53,408.00   | \$ 50,000.00     | \$ 40,042.00      |
| <b>Total Agency Revenues</b> | \$ 103,408.00  | \$ 100,000.00    | \$ 161,062.00     |

**\*Detail below what revenues are included under "Other", in the table above:**

In FY15, the "other" category includes \$2,275 from direct mail, and \$51,133 from undesignated gifts. We decreased the amounts budgeted for FY16 and projected for FY17 to account for the loss of direct mail revenue, anticipated increase in grant funding, as well as locality funding through this application

In the box below, please indicate, in detail, reasons for increases or decreases in the amounts requested for FY 2017. Include whether these changes come from increases in personnel, benefits, or operating expenses. If an increase is being requested, please describe the impact not receiving an increase would have on the program. In particular, please describe in detail if any increase is sought for new positions or personnel.

The above requests represent 20% of the food costs per person we project to serve in FY17 within each locality (20% x \$37.70 CPP x number served).

This is the first application the food bank has submitted for locality funding of the Mobile Pantry Program. This program grew to serve 3,583 individuals in FY15 -- an increase of 814 from the previous year -- and we project to serve 3,673 by the end of FY16. We request funding towards the cost of food from each locality in order to accomodate for this growth in the number of individuals served throughout the year. If we do not recieve the above requests, the food bank will use operating funds and donated food to sustain the program; however, decreased funding could affect the food bank's ability to purchase nutritous fresh food for the program's clients.

**Client Fees**

In the box below, please describe the fees clients must pay for the services provided by this program. Please also include how those fees are determined and if any scales are used, or if determinations are made on an ability to pay basis. This description should not exceed 10 lines of text.

The Mobile Pantry provides free food and hygiene items to low-income, food insecure individuals. There are no fees clients must pay in order to receive the services provided by this program.

|                     |  |
|---------------------|--|
| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |
|---------------------|--|

**Program Purpose / Description**

In the box below, provide an overview of the program. The description should not exceed 10 lines of text.

The Mobile Pantry delivers nutritious perishable and non-perishable food, including locally sourced produce, to low-income/food insecure individuals and families at 10 sites throughout PD16. These sites receive deliveries on a rotating schedule so that each site is served once a month. Food bank staff and volunteers load food on to the mobile pantry truck each week to be distributed directly to food insecure individuals and families in areas with limited food access. In this way, we are able to provide hunger-relief to a range of communities throughout PD16 each month.

**Justification of Need**

In the box below, please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request. If this is a new program, be sure to include the benefit to the region for funding a new request. The description should not exceed 10 lines of text.

Each Mobile Pantry site is located within or close to a low-income community with little to no access to nutritious food. These communities face numerous geographic and/or economic barriers that make it difficult to secure food for their families including, but not limited to: low supermarket and vehicle access, the average income is approximately 85% less than the median income, and only 22% of eligible recipients receive SNAP benefits. These factors lead many individuals and families to opt for more accessible, low-quality foods from convenience stores, which can lower their intake of vital nutrients thereby increasing their risk of poor health. Regional funding will help address this need by allowing us to provide resources to manage food insecurity as a risk factor associated with chronic disease and poverty through the distribution of fresh produce and other healthy meal components. These items will be distributed through all 10 mobile pantry sites to provide our clients with nutritious food resources, helping foster hope and wellness for the communities we serve and the region at large.

**Target Audience and Service Delivery**

In the box below, describe the program's intended audience or client base and how those clients are served. This should include the location of the service and what geographic areas are served or targeted for service. If your program has specific entry or application criteria, please describe it below. In the second box, list the actual numbers served, along with the projected numbers to be served during the upcoming fiscal year. The description should not exceed 10 lines of text.

The client base for the Mobile Pantry program is food insecure individuals and families at or below 200% of the federal poverty level who live in areas with limited access to healthy food or transportation. Currently, 87% of our clients qualify as low-income (100-130%), 3% qualify as moderate-income (185-200%), and 10% have not specified their income. These individuals are served through 10 established sites, including 3 in Stafford, 3 in Spotsylvania, 2 in Caroline, and 2 in King George. Please see the attached "Pantry Reference Sheet" for the specific addresses for each site.

| <b>Number of Individuals Served</b> |                        |                           |
|-------------------------------------|------------------------|---------------------------|
| <i>Locality</i>                     | <i>FY2015 (Actual)</i> | <i>FY2017 (Projected)</i> |
| <i>Fredericksburg City</i>          | <i>45</i>              | <i>47</i>                 |
| <i>Caroline County</i>              | <i>610</i>             | <i>641</i>                |
| <i>King George County</i>           | <i>511</i>             | <i>537</i>                |
| <i>Spotsylvania County</i>          | <i>882</i>             | <i>926</i>                |
| <i>Stafford County</i>              | <i>607</i>             | <i>637</i>                |
| <i>Other Localities</i>             | <i>928</i>             | <i>974</i>                |
| <b>Total Served</b>                 | <b>3,583</b>           | <b>3,762</b>              |

*Please use the columns to the left to provide the actual numbers of individuals served in this program during FY2015, and the projected numbers of individuals to be served in FY2017.*

|  |  |
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| <b>Agency Name:</b>  | <b>Fredericksburg Regional Food Bank</b> |
| <b>Program Collaboration</b>   |  |
| In the box below, describe, in detail, examples of collaborative efforts and key partnerships between your program and other programs or agencies in the area. The description should not exceed 10 lines of text.   |  |
| <p>The mobile pantry works through a network of 10 program partners who provide a safe location for food distribution.</p> <p>The food bank partners with local farmers to purchase produce through grants and other sources of funding to distribute through the mobile pantry. This partnership is key to connecting local agriculture with food insecure individuals and families who might not have access to fresh produce otherwise. Our retail partners make regular donations of food and grocery products to support our mission to feed the hungry. Retail donations comprise approximately 50% of the food distributed through the mobile pantry. The food bank is always looking for more partners to help us provide food insecure individuals and families with not just food, but rich, nutrient-dense fresh foods to promote a balanced diet and support a healthy, hunger-free community.</p>   |  |
| <b>Collaborative Impact</b>  |  |
| In the box below, describe, in detail, how the community would be impacted if your agency were dissolved or merged with another partner agency. The description should not exceed 10 lines of text.  |  |
| <p>In FY15, the mobile pantry distributed 236,926 pounds of food and hygiene items to provide individuals and families in low-income communities with their critical needs. This program offers a way for food insecure residents in low-income/low-access areas to bridge the meal gap and stretch the household budget by putting nutritious food directly in their hands. If the food bank were to close its doors, many of our clients would be forced into ultimatums: groceries or rent, electricity, gas, etc. A sufficiently funded mobile pantry, by contrast, can overcome geographic barriers within our region to efficiently tackle hunger by providing food to multiple low-income/low-access areas every month throughout the year.</p>   |  |
| <b>Community Impact</b>  |  |
| In the box below, please provide at least two examples of how your services have impacted members of our community. This description should not exceed 20 lines of text.   |  |
| <p>The following quotes were taken from an article about the FRFB's mobile pantry on <a href="http://www.patch.com">www.patch.com</a>:</p> <p>"Teresa Parker stands at the end of a line about 60 people deep in 30 degree temperatures as she waits to receive food from the Mobile Food Pantry. Parker, a lifelong resident of Colonial Beach, says she has been relying on food banks and other charities to make ends meet for two years. She works at a local fast food restaurant, and says her paycheck cannot cover the costs necessary to feed her family of five. Lacking reliable transportation, Parker says that without the Mobile Pantry, she would have a hard time finding a regular source of food assistance to make it through the week. 'I don't know where we'd be without it,' says Parker. 'It's a very good service, especially for everyone here on a fixed income.'"</p> <p>"Tina Long was working as a nurse in D.C in 2008 when she suffered her first heart attack. 'I was only 38 at the time I didn't have medical insurance and I couldn't work.' Tina receives a small amount of food stamps but in 2010 when she suffered her second heart attack she tried to get disability to help make ends meet. Tina says she lives alone and the food she receives from the mobile pantry can help feed her for an entire week."</p> |  |

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| <b>Agency Name:</b>   |  | <b>Fredericksburg Regional Food Bank</b>  |                      |
| <b>Goals &amp; Objectives</b>   |  |   |                      |
| Please provide the following information regarding the goals and objectives for your program. Space has been provided for two goals, with two objectives per goal, along with a space for the most recently collected data for that program objective. If your agency is funded by the United Way, please include a copy of your Logic Model for this program as a supplemental attachment. Please note the data collection period for each objective's outcome data. |  |   |                      |
| <b>Program Goal 1</b>   |  |   |                      |
| Provide access to nutritious food and resources to help improve nutrition for food insecure individuals and families in low-income and low-access communities.  |  |   |                      |
| <b>Objective 1a:</b>  |  | <b>Most Recent Outcome Data for Objective 1a:</b>                                       |                      |
| Increase the total pounds of food and hygiene items distributed through mobile pantry by 5%   |  | 55,315 pounds of food and hygiene items have been distributed through the mobile pantry |                      |
|   |  | <i>Data Collection Period for 1a:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Objective 1b:</b>  |  | <b>Most Recent Outcome Data for Objective 1b:</b>                                       |                      |
| Increase the amount of produce distributed through the mobile pantry to 10% of distribution total   |  | 0 pounds of produce have been distributed through the mobile pantry so far in FY16      |                      |
|   |  | <i>Data Collection Period for 1b:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Program Goal 2</b>   |  |   |                      |
| Efficiently identify and provide service to areas with the highest need   |  |   |                      |
| <b>Objective 2a:</b>  |  | <b>Most Recent Outcome Data for Objective 2a:</b>                                       |                      |
| Implement Link2Feed client intake software to more efficiently identify high need areas   |  | Link2Feed software has been purchased   |                      |
|   |  | <i>Data Collection Period for 2a:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Objective 2b:</b>  |  | <b>Most Recent Outcome Data for Objective 2b:</b>                                       |                      |
| Relocate one or more mobile pantry site to provide a more accessible distribution point for low-income individuals and families   |  | A new mobile pantry site has been established at Widewater Elementary School.           |                      |
|   |  | <i>Data Collection Period for 2b:</i>   | 7/1/2015 - 6/30/2016 |

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| <b>Agency Name:</b>  | <b>Fredericksburg Regional Food Bank</b>   |  |
| <b>Outcomes Explanation &amp; Goal Updates for FY2017</b>  |  |  |
| <p><i>Please note below if you feel you have met your goals and objectives for the data reported above. If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case. Also, please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported above. If you are restating the goals or objectives for FY2017, please include those below.</i></p> |  |  |
| <b>Explanation &amp; Overview</b>  |  |  |
| <b>Goal 1</b>  | <b>Goal 2</b>  |  |
| Objective 1a   | Objective 2a   |  |
| Total pounds are recorded by food bank staff on a daily basis through an online tracking tool. Outcome 1a reflects the total pounds distributed so far in FY16 (July 1 - October 29). Objective 1a is accomplished by distributing 248,772 pounds of food and hygiene items by 6/30/2016. The food bank is restating this objective for FY17.  | Outcome 2a reflects what has been accomplished on Objective 2a so far in FY16 (July 1 - October 29). We are currently transferring data from prior software to Link2Feed. This process is projected to be completed by January, 2016. Objective 2a will be accomplished when all data has been transferred, and our staff and volunteers have been trained to use this software. |  |
| Objective 1b   | Objective 2b   |  |
| Produce pounds recorded by food bank staff with other food categories on a daily basis through an online tracking tool. Outcome 1b reflects the total pounds distributed so far in FY16 (July 1 - October 29). Objective 1b is accomplished by distributing 49,754 pounds of produce by 6/30/2016. The food bank is increasing this objective by 5% for FY17.  | Outcome 2b was accomplished by relocating the Colonial Beach mobile pantry site to Widewater to more efficiently distribute food to the hungry in PD16. This change was made effective as of October, 2015, and the first mobile pantry distribution is scheduled for November, 18, 2015. The food bank is restating this objective for FY17.                                    |  |
| <b>Updates for FY2017</b>  |  |  |
| <b>Goal 1</b>  | <b>Goal 2</b>  |  |
| Provide access to nutritious food and resources to help improve nutrition for food insecure individuals and families in low-income and low-access communities.   | Efficiently identify and provide service to areas with the highest need  |  |
| Objective 1a   | Objective 2a   |  |
| Increase the total pounds distributed through the mobile pantry by 5%  | Utilize Link2Feed software to better identify new mobile pantry sites by creating "heat maps" to show areas with high client density and low pantry access.  |  |
| Objective 1b   | Objective 2b   |  |
| Increase the amount of produce distributed through the mobile pantry to 15% of distribution total  | Establish new sites or relocate existing sites to make the mobile pantry more accessible to food insecure individuals and families   |  |

|                     |  |                        |                            |
|---------------------|--|------------------------|----------------------------|
| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |                        |                            |
| Program Name:       | Food for Life                            | Is This a New Program? | No                         |
| Program Contact:    | Mishelle Krogstad                        | Title:                 | Agency & Programs Director |
| Telephone Number:   | 540-371-7666 ext. 134                    |                        |                            |
| E-Mail Address:     | mkrogstad@fredfood.org                   |                        |                            |

**Projected Program Expenses for FY2017**

| Program Name  | Salary       | Benefits    | Operating Expenses | Capital Expenses | Total         |
|---------------|--------------|-------------|--------------------|------------------|---------------|
| Food for Life | \$ 18,497.00 | \$ 5,550.00 | \$ 85,000.00       | \$ -             | \$ 109,047.00 |

**Program Revenues**

|                              | FY 2015 Actual | FY 2016 Budgeted | FY 2017 Projected |
|------------------------------|----------------|------------------|-------------------|
| <b>Caroline</b>              | \$ -           | \$ -             | \$ 4,241.00       |
| <b>Fredericksburg</b>        | \$ -           | \$ -             | \$ 3,306.00       |
| <b>King George</b>           | \$ -           | \$ -             | \$ 1,197.00       |
| <b>Spotsylvania</b>          | \$ -           | \$ -             | \$ 6,750.00       |
| <b>Stafford</b>              | \$ -           | \$ -             | \$ 2,611.00       |
| <b>United Way</b>            | \$ -           | \$ -             | \$ -              |
| <b>Grants</b>                | \$ 5,500.00    | \$ 50,000.00     | \$ 50,000.00      |
| <b>Client Fees</b>           | \$ -           | \$ -             | \$ -              |
| <b>Fundraising</b>           | \$ -           | \$ -             | \$ -              |
| <b>Other*</b>                | \$ 80,225.00   | \$ 45,000.00     | \$ 40,942.00      |
| <b>Total Agency Revenues</b> | \$ 85,725.00   | \$ 95,000.00     | \$ 109,047.00     |

**\*Detail below what revenues are included under "Other", in the table above:**

In FY15, the "other" category is comprised solely of undesignated gifts. We decreased the amounts budgeted for FY16 and projected for FY17 to account for the projected increase in funding from grants and locality funding through this application.

In the box below, please indicate, in detail, reasons for increases or decreases in the amounts requested for FY 2017. Include whether these changes come from increases in personnel, benefits, or operating expenses. If an increase is being requested, please describe the impact not receiving an increase would have on the program. In particular, please describe in detail if any increase is sought for new positions or personnel.

The above requests represent 20% of the food costs per person we project to serve in FY17 within each locality (20% x \$57 CPP x number served).

This is the first application the food bank has submitted for locality funding of the Food for Life Program. This program has grown to serve 2,213 elderly and disabled residents. We request funds to purchase food to accomodate this growth in the number of individuals served through this program. If we do not recieve the above requests, the food bank will use operating funds and donated food to sustain the program; however, decreased funding could affect the food bank's ability to purchase nutritious fresh food for the program's clients.

**Client Fees**

In the box below, please describe the fees clients must pay for the services provided by this program. Please also include how those fees are determined and if any scales are used, or if determinations are made on an ability to pay basis. This description should not exceed 10 lines of text.

Food for Life provides free food and hygiene items to low-income, food insecure elderly and disabled residents. There are no fees clients must pay in order to receive the services provided by this program.

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| <b>Agency Name:</b> | <b>Fredericksburg Regional Food Bank</b> |
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**Program Purpose / Description**

In the box below, provide an overview of the program. The description should not exceed 10 lines of text.

The Food for Life program works to alleviate hunger for the elderly and disabled by delivering a box of nutritious food, along with fresh produce, hygiene items, and SNAP information each month throughout the year. Food and hygiene items are packed by volunteers at the beginning of each month and distributed by volunteer sponsors and partner organizations who work directly with seniors and the disabled.

**Justification of Need**

In the box below, please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request. If this is a new program, be sure to include the benefit to the region for funding a new request. The description should not exceed 10 lines of text.

Food insecure elderly and disabled persons often face increased financial constraints due to such things as higher medical bills, perscription costs, and the inability to work. Reduced mobility and/or the inability to find adequate transportation hinders many clients from accessing nutritious food from their local pantry or supermarket. While government programs like SNAP are designed to help food insecure individuals and families purchase food, many clients lack a community connection to recieve information on these resources. Even in cases where SNAP benefits are recieved in full, they do not cover the cost of personal hygeine products, which can dramatically impact their health if they are unable to afford these everyday essentials. Food for Life helps to meet this need by hand-delivering nutritious food, along with fresh produce, hygiene items, SNAP information, and providing a community connection through the volunteer sponsor.

**Target Audience and Service Delivery**

In the box below, describe the program's intended audience or client base and how those clients are served. This should include the location of the service and what geographic areas are served or targeted for service. If your program has specific entry or application criteria, please describe it below. In the second box, list the actual numbers served, along with the projected numbers to be served during the upcoming fiscal year. The description should not exceed 10 lines of text.

The client base for this program is the elderly, age 60 and up, and persons with physical and/or mental disabilities, age 59 and younger, who are 200% below the federal poverty level and receive Supplemental Security Income or Social Security Disability Insurance. Food for Life deliveries are made directly to client's homes, care centers, and other facilities that provide service to the elderly and disabled in PD16. Please see the attached "Pantry Reference Sheet" for the specific names and addresses of our Food for Life program partners.

| <b>Number of Individuals Served</b> |                        |                           | <i>Please use the columns to the left to provide the actual numbers of individuals served in this program during FY2015, and the projected numbers of individuals to be served in FY2017.</i> |
|-------------------------------------|------------------------|---------------------------|---|
| <i>Locality</i>                     | <i>FY2015 (Actual)</i> | <i>FY2017 (Projected)</i> |   |
| <i>Fredericksburg City</i>          | <i>369</i>             | <i>387</i>                |   |
| <i>Caroline County</i>              | <i>419</i>             | <i>440</i>                |   |
| <i>King George County</i>           | <i>126</i>             | <i>132</i>                |   |
| <i>Spotsylvania County</i>          | <i>640</i>             | <i>672</i>                |   |
| <i>Stafford County</i>              | <i>271</i>             | <i>285</i>                |   |
| <i>Other Localities</i>             | <i>388</i>             | <i>407</i>                |   |
| <b>Total Served</b>                 | <b>2,213</b>           | <b>2,323</b>              |   |

|  |  |
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| <b>Agency Name:</b>  | <b>Fredericksburg Regional Food Bank</b> |
| <b>Program Collaboration</b>   |  |
| In the box below, describe, in detail, examples of collaborative efforts and key partnerships between your program and other programs or agencies in the area. The description should not exceed 10 lines of text.   |  |
| <p>The Food for Life program is operated through a network of 20 individual volunteer sponsors and 43 program partners. Volunteer sponsors hand-deliver food to the elderly and disabled, and help them select produce and other perishable items to be included in their monthly deliveries. Please see the attached "Pantry Reference Sheet" for the specific names and addresses of our Food for Life program partners.</p>   |  |
| <b>Collaborative Impact</b>  |  |
| In the box below, describe, in detail, how the community would be impacted if your agency were dissolved or merged with another partner agency. The description should not exceed 10 lines of text.  |  |
| <p>2,213 elderly and disabled residents rely on the Food for Life program to provide them with supplemental food and hygiene items they need to make it through the month. If this program were dissolved, our clients would not only suffer from the loss of this supplemental food resource, but added strain on their finances as well from having to purchase additional food and hygiene items. Food for Life clients would also lose their volunteer sponsor as a community connection to help inform them of resources they might not know of otherwise.</p>  |  |
| <b>Community Impact</b>  |  |
| In the box below, please provide at least two examples of how your services have impacted members of our community. This description should not exceed 20 lines of text.   |  |
| <p>This program enriches the quality of life for thousands of elderly and disabled residents by providing two of the most essential human needs: food and friends. Volunteer sponsors deliver food to program clients once a month, on pre-arranged days, as well as engage in a few minutes of conversation to help connect with the client and better tailor service to their needs. This personal one-on-one contact is very beneficial as emotional support and a positive connection to the community at large for all program participants.</p> <p>We collected client surveys in May of 2015, which demonstrated this positive impact. "Your help with the food is greatly appreciated," said one client, "this is so important because it helps us through many past, present, and future issues! Thank you so much for all that you do."</p> <p>Another client responded with: "I get paid and buy groceries but social security only goes so far. I get \$16.00 in food stamps every month. If I didn't have Food for Life, I'd never make it to the end of the month. Thank you for helping me." These responses demonstrate the community impact of the Food for Life program; however, they also indicate that we can do much, much more for our elderly and disabled residents. Funding of the Food for Life program will help us provide critical needs for these individuals every month, throughout the year.</p> |  |

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| <b>Agency Name:</b>   | <b>Fredericksburg Regional Food Bank</b>  |                      |
| <b>Goals &amp; Objectives</b>   |   |                      |
| Please provide the following information regarding the goals and objectives for your program. Space has been provided for two goals, with two objectives per goal, along with a space for the most recently collected data for that program objective. If your agency is funded by the United Way, please include a copy of your Logic Model for this program as a supplemental attachment. Please note the data collection period for each objective's outcome data. |   |                      |
| <b>Program Goal 1</b>   |   |                      |
| Low-income elderly and disabled residents can stretch their monthly food budget through a structured routine delivery service   |   |                      |
| <b>Objective 1a:</b>  | <b>Most Recent Outcome Data for Objective 1a:</b>   |                      |
| 99% of 2015 client surveys report that the program has helped stretch their monthly food budget   | 95% of clients reported that the program has helped stretch their monthly food budget   |                      |
|   | <i>Data Collection Period for 1a:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Objective 1b:</b>  | <b>Most Recent Outcome Data for Objective 1b:</b>   |                      |
| 60% or more of Food for Life clients report that they "really like" the items they receive each month on 2015 client surveys  | 56% of our Food for Life clients reported that they "really like" the items they received.<br>10% reported that they "like" the items they received<br>15% reported that they "somewhat like" the items they received and only 18% reported that they "do not like" or "really do not like" the items they received |                      |
|   | <i>Data Collection Period for 1b:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Program Goal 2</b>   |   |                      |
| Low-income elderly and disabled residents have consistent access to fresh produce, hygiene products, and other items needed to promote a healthy, hunger-free lifestyle   |   |                      |
| <b>Objective 2a:</b>  | <b>Most Recent Outcome Data for Objective 2a:</b>   |                      |
| Provide each client with two pounds of hygiene items in every delivery  | 743 pounds of hygiene items have been distributed through Food for Life   |                      |
|   | <i>Data Collection Period for 2a:</i>   | 7/1/2015 - 6/30/2016 |
| <b>Objective 2b:</b>  | <b>Most Recent Outcome Data for Objective 2b:</b>   |                      |
| Increase the amount of produce distributed through Food for Life by 5%  | 4,015 pounds of produce has been distributed through Food for Life  |                      |
|   | <i>Data Collection Period for 2b:</i>   | 7/1/2015 - 6/30/2016 |

|  |   |  |
|--|---|--|
| <b>Agency Name:</b>  | <b>Fredericksburg Regional Food Bank</b>  |  |
| <b>Outcomes Explanation &amp; Goal Updates for FY2017</b>  |   |  |
| <p><i>Please note below if you feel you have met your goals and objectives for the data reported above. If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case. Also, please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported above. If you are restating the goals or objectives for FY2017, please include those below.</i></p> |   |  |
| <b>Explanation &amp; Overview</b>  |   |  |
| <b>Goal 1</b>  | <b>Goal 2</b>   |  |
| Objective 1a   | Objective 2a  |  |
| The food bank collects annual surveys from Food for Life clients to measure Objective 1a. Outcome 1a was recorded from our 2015 Food for Life surveys collected between August and July, 2015. We have restated this objective for FY17.   | The food bank records the total pounds and category of food distributed through the Food for Life program each month throughout the year. Outcome 2a reflects the amount of hygiene items distributed between July 1 - October 29, 2016. Objective 2a is completed by distributing approximately 53,000 pounds of hygiene items in FY16. This objective has been restated for FY17. |  |
| Objective 1b   | Objective 2b  |  |
| The food bank collects annual surveys from Food for Life clients to measure Objective 1b. Outcome 1b was recorded from our 2015 Food for Life surveys collected between August and July, 2015. We have restated this objective for FY17.   | The food bank records the total pounds and category of food distributed through the Food for Life program each month throughout the year. Outcome 2b reflects the amount of produce distributed between July 1 - October 29, 2016. Objective 2b is completed by distributing 443,364 pounds of produce in FY16. This objective has been restated for FY17.                          |  |
| <b>Updates for FY2017</b>  |   |  |
| <b>Goal 1</b>  | <b>Goal 2</b>   |  |
| Low-income elderly and disabled residents can stretch their monthly food budget through a structured routine delivery service  | Low-income elderly and disabled residents have consistent access to fresh produce, hygiene products, and other items needed to promote a healthy, hunger-free lifestyle   |  |
| Objective 1a   | Objective 2a  |  |
| 99% of client surveys state that their deliveries have helped stretch their monthly food budget  | Provide each client with two pounds of hygiene items in every delivery  |  |
| Objective 1b   | Objective 2b  |  |
| 70% of clients report that they "really like" the items they receive each month  | Increase the amount of produce distributed through Food for Life by 5%  |  |