

Regional Funding

Fiscal Year 2021 - Partner Funding Application

Fredericksburg Regional Food Bank

Agency Information

General Information

Agency Name Fredericksburg Regional Food Bank
Physical Address 3631 Lee Hill Drive, Fredericksburg, VA, 22408, U.S.A.
Mailing Address PO Box 1006, Fredericksburg, VA 22402
Agency Phone Number (540) 371-7666
Federal Tax ID # 541255013
Web Address www.fredfood.org
Agency Email Address info@fredfood.org

Agency Mission Statement

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 in Operation 36

Main Contact

Main Contact Elizabeth A. Gilkey, phone: (540) 371-7666 x145, email: egilkey@fredfood.org
Job Title Grants & Communications Manager

Localities Served

Please select any/all localities your agency serves.

Caroline
Fredericksburg
King George
Spotsylvania
Stafford

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

The Fredericksburg Regional Food Bank (FRFB) is the only food bank that serves PD16 and provides emergency food resources for over 160 community partners in the district that run more than 250 hunger relief programs. The FRFB is maintained through a collaborative effort between Feeding America, local farmers, retail donors, volunteers, and our community partners to end hunger in our community. Currently, 31,520, or 1 in 12 people in PD16 suffer from food insecurity. This number includes nearly 11,500, or 1 in 9 children. Each week partner agency food pantries from Spotsylvania, Caroline, King George, Stafford, and the City of Fredericksburg come to the food bank to our warehouse to obtain the food and grocery items they need to stock their pantry shelves. If the food bank doors were to close, our partner agency pantries would not be able to purchase enough food or receive enough in donations to ensure food resources are readily available for distribution to the hungry of their neighborhood. People who need the food resources the FRFB provides to the pantries would either receive fewer supplemental meals from the pantries or would go without and continue to struggle with hunger. To shut down the FRFB or combine it would reduce the effectiveness of our programs and be catastrophic to the men, women, children, seniors, disabled, and veterans, who depend on the FRFB to have enough food to help maintain their basic needs.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

After working in construction since he was 18, Derek found himself out of work following a back injury. His wife only works part time and has not had any luck finding a full time job that would justify the cost of daycare. Meanwhile the mortgage still comes every month and the medical bills are piling up. A neighbor told Derek about the FRFB and he was able to go online and find a partner agency pantry near him in Spotsylvania. "The food pantry has been a huge blessing. And I do hope that someday I won't have to use it anymore. But in the meantime, I am so fortunate that it is there to help. Thanks to you, food is one thing I don't have to worry about right now. I don't know what I'd do without the food we receive. It would be very, very hard. To everyone that makes the food bank possible, I am truly thankful to you."

Example 2

Mr. Smith is a single father of five and is also blind. His children attend school in Spotsylvania and he is very grateful for the Food 4 Families program because nutrition is important to him. He wants his children to not just eat, but eat healthy, including fresh produce. Though his family struggles financially, he is a proud man who wants his children to have the best options possible. He and his family walk everywhere, including to one of our produce days at Spotswood Elementary School, where he was so pleased to receive nutritious, fresh produce to feed to his young family.

Example 3 (Optional)

Two letters of reference from community partners:

#1

Eastland United Methodist Church has been an agency partner with the Fredericksburg Regional Food Bank for six years. Eastland UMC's budget for supplemental food is limited (less than \$500.00 per year). Because of the Fredericksburg Regional Food Bank we are able to supplement the food we distribute with other commodities we would otherwise be unable to purchase on the open market.

Our partnership with the FRFB has also allowed us to participate in The Heartwood Ministry which has served children in public school free or reduced lunch programs in Spotsylvania Co., Stafford Co., Caroline Co., and the City of Fredericksburg. We have participated in this program for 6 years allowing this program to provide 89,488 meals.

Sincerely,

Frances Vaughn
Mission Coordinator
Eastland United Methodist Church

#2

The Fredericksburg Regional Foodbank (FRFB) is an irreplaceable partner for the Community Ministry Center (CMC). The CMC opened its doors in January 2018. It serves 150 to 200 people a week. In September 2019 we served our 13,000th client. Conservatively each client has three to five family members, which means between 39,000 and 65,000 people have benefited from the more than 160,000 pounds of food we have received from the FRFB. Additionally, through the FRFB we received a grant for refrigerators and freezers along with a display refrigerator and 99 half gallons of milk weekly. When the milk grant ran out the FRFB offered to continue to supply the milk which our clients greatly appreciate. The CMC would have to change its whole operating concept if we did not have the FRFB to partner with. Our clients would not be able to receive the quantity or quality of the food which is provided four times a week. The Fredericksburg Regional Food Bank does an outstanding job and the CMC is proud and blessed to be partnered with them.
Matt Mestemaker Executive Director CMC

Fredericksburg Regional Food Bank

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

The FRFB is not requesting administrative funding.

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

Salary: Includes the salaries of eight fundraising/administrative staff.

Benefits: Seventeen out of 25 employees do not enroll in health insurance.

Operating Expenses: These include fees, dues, accounting/audit fees, fundraising costs, and printing.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

n/a

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

The FRFB is not requesting administrative funding.

Capital Expenses

Please provide an overview of the capital costs for your agency.

The following is an overview of the capital costs for the food bank:

1. Purchase of a refrigerated box truck for food transport.
2. Repair of existing loading dock, and expansion to create a second loading dock.
3. Expansion of the FRFB kitchen.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

n/a

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

Three full time positions were added and two full time positions were eliminated in FY19.

Please provide a description of any changes to agency benefits structure or cost.

The FRFB Board of Directors has included a provision for COLA in the FY20 budget not to exceed 3%. Health and Dental insurance coverage are projected to increase on average 12%. There is no change to the agency benefits structure.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

- TANIF funding reauthorization through the Commonwealth of Virginia
- Reduction of funds to those in need through SNAP and the Farm Bill

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.

There are no outside funding sources that will expire.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

The inkind value of donated food, as determined by Feeding America is \$1.62 per pound.

Fredericksburg Regional Food Bank

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Salary | | | 1,143,529.00 | 1,245,057.00 | 1,245,100.00 |
| Benefits | | | 235,827.00 | 228,486.00 | 250,000.00 |
| Operating Expenses | | | 592,380.00 | 610,000.00 | 622,000.00 |
| Capital Expenses | | | 27,200.00 | 312,000.00 | 0.00 |
| Other Expenses | | | 94,858.00 | 437,423.00 | 261,816.00 |
| Total | 0.00 | 0.00 | 2,093,794.00 | 2,832,966.00 | 2,378,916.00 |

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Caroline | | | 6,000.00 | 6,000.00 | 6,300.00 |
| Fredericksburg | | | 5,000.00 | 5,000.00 | 5,150.00 |
| King George | | | 0.00 | 0.00 | 5,000.00 |
| Spotsylvania | | | 0.00 | 0.00 | 12,000.00 |
| Stafford | | | 11,641.00 | 11,975.00 | 12,250.00 |
| United Way | | | 0.00 | 0.00 | 25,000.00 |
| Grants | | | 283,471.00 | 350,500.00 | 300,500.00 |
| Client Fees | | | 0.00 | 0.00 | 0.00 |
| Fundraising | | | 1,235,915.00 | 1,874,491.00 | 1,420,716.00 |
| Other (Click to itemize) | 0.00 | 0.00 | 551,767.00 | 585,000.00 | 592,000.00 |
| Total | 0.00 | 0.00 | 2,093,794.00 | 2,832,966.00 | 2,378,916.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Surplus or Deficit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fredericksburg Regional Food Bank

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

In FY19, the FRFB provided hunger-relief to 3,151 unduplicated food-insecure Caroline County residents.

The total amount of pounds distributed across all programs was 353,557 pounds, or 10% of the total distributed by the FRFB network. The equivalent of 294,631 meals were distributed to the hungry of Caroline County at a value of \$572,762.

Broken down, Caroline County residents benefitted as follows:

\$218,705 worth of food through Pantry Distribution

\$142,340 worth of food through Mobile Pantry

\$12,145 worth of food through Food 4 Families

In order to ensure continued support to Caroline residents in need, the FRFB requests \$6,300 or 1% of the cost to provide food to Caroline County, which will aid program development and provide the equivalent of 12,600 meals to food insecure residents next year.

City of Fredericksburg

In FY19, the FRFB provided hunger-relief to 3,887 unduplicated food-insecure Fredericksburg residents.

The total amount of pounds distributed across all programs was 602,218 pounds, or 16% of the total distributed by the FRFB network. The equivalent of 501,848 meals were distributed to the hungry of the City of Fredericksburg at a value of \$975,593.

Broken down, Fredericksburg residents benefitted as follows:

\$624,617 worth of food through Pantry Distribution

\$3,979 worth of food through Food 4 Families

In order to ensure continued support to Fredericksburg residents in need, the FRFB requests \$5,150 or .5% of the cost to provide food to the City of Fredericksburg, which will aid program development and provide the equivalent of 10,300 meals to food insecure residents next year.

King George County

In FY19, the FRFB provided hunger-relief to 1,483 unduplicated food-insecure King George County residents.

The total amount of pounds distributed across all programs was 115,891 pounds, or 4% of the total distributed by the FRFB network. The equivalent of 115,891 meals were distributed to the hungry of King George County at a value of \$187,743.

Broken down, King George County residents benefitted as follows:

\$124,351 worth of food through Pantry Distribution

\$54,500 worth of food through Mobile Pantry

In order to ensure continued support to King George residents in need, the FRFB requests \$5,000 or 2.6% of the cost to provide food to King George County, which will aid program development and provide the equivalent of 10,000 meals to food insecure residents next year.

Spotsylvania County

In FY19, the FRFB provided hunger-relief to 11,360 unduplicated food-insecure Spotsylvania County residents.

The total amount of pounds distributed across all programs was 1,411,703 pounds, or 46% of the total distributed by the FRFB network. The equivalent of 1,102,416 meals were distributed to the hungry of Spotsylvania at a value of \$2,286,959.

Broken down, Spotsylvania County residents benefitted as follows:

\$1,921,375 worth of food through Pantry Distribution

\$141,797 worth of food through Mobile Pantry

\$45,684 worth of food through Food 4 Families

In order to ensure continued support to Spotsylvania residents in need, the FRFB requests \$12,000 or .5% of the cost to provide food to Spotsylvania County, which will aid program development and provide the equivalent of 24,000 meals to food insecure residents next year.

Stafford County

In FY19, the FRFB provided hunger-relief to 5,332 unduplicated food-insecure Stafford County residents.

The total amount of pounds distributed across all programs was 633,131 pounds, or 18% of the total distributed by the FRFB network. The equivalent of 544,275 meals were distributed to the hungry of Stafford at a value of \$816,739.

Broken down, Stafford County residents benefitted as follows:

\$799,516 worth of food through Pantry Distribution

\$58,887 worth of food through Mobile Pantry

\$9,805 worth of food through Food 4 Families

In order to ensure continued support to Stafford residents in need, the FRFB requests \$12,250 or 1.4% of the cost to provide food to Stafford County, which will aid program development and provide the equivalent of 24,500 meals to food insecure residents next year.

Fredericksburg Regional Food Bank - Pantry Distribution

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Pantry Distribution

Is this a new program? No

Program Contact

Name Mishelle A. Krogstad

Title Agency & Programs Director

Email mkrogstad@fredfood.org

Phone (540) 371-7666 x134

Program Purpose / Description

Provide an overview of this program

The Pantry Distribution Program has been the heart of the Fredericksburg Regional Food Bank (FRFB) since our original inception 36 years ago. The FRFB functions as the only food hub in our community. Our Pantry Distribution Program distributes millions of pounds of food to the hungry and working poor through 70 partner agency food pantries in our district. The FRFB fed over 28,000 people the equivalent of over 3 million meals through our partner agency pantries last year. As the food hub for PD16, we provide our partner faith-based and member non-profit organizations with the food and other grocery resources needed to stock their pantries. Each week, the FRFB receives shipments of donated and purchased grocery items, including fresh produce, non-perishable food, and other grocery items. Partner agency pantries come to the FRFB to select items that will best meet the needs of those they serve through their pantries in their local communities.

Client Fees

Please describe the fees clients must pay for the services by this program.

There are no fees for clients.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

The Pantry Distribution Program is necessary because it provides food resources and USDA commodity distribution to pantries who can then distribute them in their local communities. According to current research from Map the Meal Gap data (what an individual is able to obtain, based on income, transportation and health challenges, and what is needed to eliminate food insecurity). In PD16, there are approximately 31,520 people struggling with food insecurity. This includes 11,460 children who do not know where their next meal is coming from.

If this is a new program, be sure to include the benefits to the region for funding a new request.

n/a

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

The client base for this program is food insecure individuals at or below 200% of the federal poverty level. As the food hub for PD16, we currently supply food and grocery items for our 140 partner agencies in Caroline, King George, Spotsylvania, and Stafford Counties, the City of Fredericksburg and the community of Locust Grove. Our agencies are operated by nonprofit and faith-based organizations that are open with a variety of schedules during weekdays, evenings and weekends to provide consistent access to food.

Each partner agency applies to become a part of the program. Once a site is approved, the agency is trained on food safety, civil rights and how to utilize our client intake software to track services provided. Partner agencies agree to be monitored and share in the maintenance of the program.

If your program has specific entry or application criteria, please describe it here.

n/a

Fredericksburg Regional Food Bank - Pantry Distribution

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

The FRFB is asking for an increased amount this year, based on the need as well as service provided to each county served by community partners whose 70 pantries are stocked by the FRFB Pantry Distribution program. It is our hope that county governments support the work of the FRFB at a fraction of the cost it takes to feed the hungry of their communities.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

Without full funding, the Pantry Distribution will be limited in both the quality and quantity of food provided through our pantries. For example, more nutritious and costly items such as fresh produce, dairy, and meat will be limited. It is difficult for families struggling to eat healthy foods due to the high costs of these food, particularly when considered against the option of "value meals" at fast food restaurants. It is important not just to feed those in need but to provide nutrient dense foods. The impact is that children are healthier, do better in school, adults minimize the risk of heart disease and diabetes, and have an improved opportunity to work. Cutting off healthy foods to those in need have a ripple effect on the community where the long term results far outweigh any cost-cutting measures in the short term.

In particular, please describe in detail if any increase is sought for new positions or personnel.

n/a

Fredericksburg Regional Food Bank - Pantry Distribution

Program Specific Budget

Please provide your program specific budget below.

Expenses

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Personnel | 487,613.00 | 389,164.10 | 559,000.00 | 936,000.00 | 896,472.00 |
| Benefits | 129,410.00 | 56,352.11 | 184,437.00 | 141,120.00 | 180,000.00 |
| Operating Expenses | 6,776,832.00 | 5,016,381.00 | 8,750,954.00 | 492,820.00 | 422,840.00 |
| Capital Expenses | 90,561.00 | 136,924.00 | 160,000.00 | 140,000.00 | 150,000.00 |
| Total | 7,484,416.00 | 5,598,821.21 | 9,654,391.00 | 1,709,940.00 | 1,649,312.00 |

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|-----------------------------------------------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Caroline | 0.00 | 0.00 | 5,909.00 | 3,000.00 | 6,000.00 |
| Fredericksburg | 5,000.00 | 5,000.00 | 12,779.00 | 2,500.00 | 5,000.00 |
| King George | 2,698.00 | 5,432.00 | 2,678.00 | 0.00 | 3,000.00 |
| Spotsylvania | 0.00 | 0.00 | 35,900.00 | 0.00 | 12,000.00 |
| Stafford | 12,625.00 | 14,460.00 | 17,920.00 | 6,000.00 | 12,500.00 |
| United Way | 0.00 | 0.00 | 20,000.00 | 0.00 | 12,500.00 |
| Grants | 282,069.00 | 222,563.00 | 230,000.00 | 230,000.00 | 350,000.00 |
| Client Fees | 237,870.00 | 270,119.00 | 289,800.00 | 0.00 | 0.00 |
| Fundraising | 1,377,347.00 | 582,440.00 | 424,247.00 | 942,440.00 | 713,312.00 |
| Other (Click to itemize) | 5,566,807.00 | 4,498,807.00 | 8,615,158.00 | 526,000.00 | 535,000.00 |
| Govt Reimbursables (CSFP, CACFP, TEFAP, SFSP, SNAP) | | | | 186,000.00 | 195,000.00 |
| Employee Giving Campaign | | | | 145,000.00 | 145,000.00 |
| Shared Maintenance | | | | 195,000.00 | 195,000.00 |
| Total | 7,484,416.00 | 5,598,821.00 | 9,654,391.00 | 1,709,940.00 | 1,649,312.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Surplus or Deficit | 0.00 | -0.21 | 0.00 | 0.00 | 0.00 |

Fredericksburg Regional Food Bank - Pantry Distribution

[View Diagram](#) Goals and Objectives

Goals

Goal:

As the food hub for PD16, the FRFB will engage partner agency pantries in the fight to end hunger.

Objectives

| Objectives | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|---------------------------------------------------------------------------------------------------------------------------|-------------------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| Add five new agency pantries to provide additional support to the hungry of PD16. | Total # Clients Served | 33,064 | | 33,064 | 33,500 | | 34,000 |
| | Total # Clients Achieved/Successful | 33,064 | | 33,064 | 33,500 | | 34,000 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |
| Ensure that 95% of partner agencies are trained and reporting service insights through Link2Feed software in FY21. | Total # Clients Served | 33,064 | 31,605 | 33,064 | 33,500 | | 34,000 |
| | Total # Clients Achieved/Successful | 33,064 | 26,864 | 33,064 | 33,500 | | 34,000 |
| | % Achieved / Successful | 100 | 85 | 100 | 100 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Goal:

Serving as the food hub for PD16, provide access to food for hungry individuals and families.

Objectives

| | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|--------------------------------------------------------------------------------------------------------------|-------------------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| 1. Hold quarterly site workshops to maintain quality and service standards. | Total # Clients Served | 33,064 | | 33,064 | 34,000 | | 34,000 |
| | Total # Clients Achieved/Successful | 33,064 | | 33,064 | 34,000 | | 34,000 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |
| 2. Purchase a refrigerated vehicle to increase overall fresh produce capacity and reduce spoilage. | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| Increase the percentage of produce in FY21 to 25% of total food distributed through partner agencies. | Total # Clients Served | 33,064 | 31,605 | 33,064 | 34,000 | | 34,000 |
| | Total # Clients Achieved/Successful | 33,064 | 31,605 | 33,064 | 34,000 | | 34,000 |
| | % Achieved / Successful | 100 | 100 | 100 | 100 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Fredericksburg Regional Food Bank - Pantry Distribution

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017, FY2018, and FY 2019, the estimated numbers of individuals served in FY2020 and the projected numbers of individuals served in FY2021.

| Locality | FY2017 (Actual) | FY2018 (Actual) | FY 2019 (Actual) | FY 2020 Estimate | FY 2021 Projected |
|---------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|------------------------------|
| Fredericksburg City | 4,302 | 3,481 | 3,887 | 4,042 | 4,204 |
| Caroline County | 3,547 | 3,066 | 3,151 | 3,277 | 3,408 |
| King George County | 1,625 | 1,413 | 1,483 | 1,542 | 1,604 |
| Spotsylvania County | 12,347 | 9,974 | 11,360 | 11,814 | 12,287 |
| Stafford County | 6,038 | 5,326 | 5,332 | 5,545 | 5,767 |
| Other Localities | 3,126 | 3,136 | 2,868 | 2,981 | 3,100 |
| Total | 30,985 | 26,396 | 28,081 | 29,201 | 30,370 |

Fredericksburg Regional Food Bank - Pantry Distribution

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

The Fredericksburg Regional Food Bank is the only food bank in PD16 and stocks food pantries throughout the region with food and grocery items in order for the hunger in their local communities to have convenient access to food. There are no county food banks, only pantries which the FRFB stocks. Following is the number of food pantries the FRFB stocks by county:

Caroline County - 7 (including Caroline DSS)
City of Fredericksburg - 12 (including St. George's)
King George - 4 (including King George DSS)
Spotsylvania County - 19 (including SECA)
Stafford County - 15 (including SERVE)
Orange County - 2
Prince William County - 1
Westmoreland County - 1

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

The FRFB is the food hub for Planning District 16, feeding the hungry by working with partner agency pantries throughout the counties and cities in the district. If our doors were closed, our partner agency pantries would not have the resources to feed the hungry of their community and would close their doors or greatly diminish the amount and quality of food distributed. As a food hub, the FRFB is the primary resource for fresh produce and other nutrient-rich foods for our partner faith-based and member non-profit organizations, performing quality control, sourcing and stocking food resources. The partner agencies come to the FRFB to stock their shelves with seasonal produce, bakery items, canned goods and other grocery items that are most needed for the people they serve. In short, the FRFB acts as the nerve center of PD16 for resources and our partner agency pantries distribute the resources in their neighborhoods.

Regional Funding

Fiscal Year 2021 - Partner Funding Application

Fredericksburg Regional Food Bank

Agency Information

General Information

| | |
|-----------------------------|--------------------------------------------------------|
| Agency Name | Fredericksburg Regional Food Bank |
| Physical Address | 3631 Lee Hill Drive, Fredericksburg, VA, 22408, U.S.A. |
| Mailing Address | PO Box 1006, Fredericksburg, VA 22402 |
| Agency Phone Number | (540) 371-7666 |
| Federal Tax ID # | 541255013 |
| Web Address | www.fredfood.org |
| Agency Email Address | info@fredfood.org |

Agency Mission Statement

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 in Operation | 36 |
|-------------------------------------|----|

Main Contact

| | |
|---------------------|------------------------------------------------------------------------------|
| Main Contact | Elizabeth A. Gilkey, phone: (540) 371-7666 x145, email: egilkey@fredfood.org |
| Job Title | Grants & Communications Manager |

Localities Served

Please select any/all localities your agency serves.

| | |
|-----------------------|-------------------------------------|
| Caroline | <input checked="" type="checkbox"/> |
| Fredericksburg | <input checked="" type="checkbox"/> |
| King George | <input checked="" type="checkbox"/> |
| Spotsylvania | <input checked="" type="checkbox"/> |
| Stafford | <input checked="" type="checkbox"/> |

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

The Fredericksburg Regional Food Bank (FRFB) is the only food bank that serves PD16 and provides emergency food resources for over 160 community partners in the district that run more than 250 hunger relief programs. The FRFB is maintained through a collaborative effort between Feeding America, local farmers, retail donors, volunteers, and our community partners to end hunger in our community. Currently, 31,520, or 1 in 12 people in PD16 suffer from food insecurity. This number includes nearly 11,500, or 1 in 9 children. Each week partner agency food pantries from Spotsylvania, Caroline, King George, Stafford, and the City of Fredericksburg come to the food bank to our warehouse to obtain the food and grocery items they need to stock their pantry shelves. If the food bank doors were to close, our partner agency pantries would not be able to purchase enough food or receive enough in donations to ensure food resources are readily available for distribution to the hungry of their neighborhood. People who need the food resources the FRFB provides to the pantries would either receive fewer supplemental meals from the pantries or would go without and continue to struggle with hunger. To shut down the FRFB or combine it would reduce the effectiveness of our programs and be catastrophic to the men, women, children, seniors, disabled, and veterans, who depend on the FRFB to have enough food to help maintain their basic needs.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

After working in construction since he was 18, Derek found himself out of work following a back injury. His wife only works part time and has not had any luck finding a full time job that would justify the cost of daycare. Meanwhile the mortgage still comes every month and the medical bills are piling up. A neighbor told Derek about the FRFB and he was able to go online and find a partner agency pantry near him in Spotsylvania. "The food pantry has been a huge blessing. And I do hope that someday I won't have to use it anymore. But in the meantime, I am so fortunate that it is there to help. Thanks to you, food is one thing I don't have to worry about right now. I don't know what I'd do without the food we receive. It would be very, very hard. To everyone that makes the food bank possible, I am truly thankful to you."

Example 2

Mr. Smith is a single father of five and is also blind. His children attend school in Spotsylvania and he is very grateful for the Food 4 Families program because nutrition is important to him. He wants his children to not just eat, but eat healthy, including fresh produce. Though his family struggles financially, he is a proud man who wants his children to have the best options possible. He and his family walk everywhere, including to one of our produce days at Spotswood Elementary School, where he was so pleased to receive nutritious, fresh produce to feed to his young family.

Example 3 (Optional)

Two letters of reference from community partners:

#1

Eastland United Methodist Church has been an agency partner with the Fredericksburg Regional Food Bank for six years. Eastland UMC's budget for supplemental food is limited (less than \$500.00 per year). Because of the Fredericksburg Regional Food Bank we are able to supplement the food we distribute with other commodities we would otherwise be unable to purchase on the open market.

Our partnership with the FRFB has also allowed us to participate in The Heartwood Ministry which has served children in public school free or reduced lunch programs in Spotsylvania Co., Stafford Co., Caroline Co., and the City of Fredericksburg. We have participated in this program for 6 years allowing this program to provide 89,488 meals.

Sincerely,

Frances Vaughn
Mission Coordinator
Eastland United Methodist Church

#2

The Fredericksburg Regional Foodbank (FRFB) is an irreplaceable partner for the Community Ministry Center (CMC). The CMC opened its doors in January 2018. It serves 150 to 200 people a week. In September 2019 we served our 13,000th client. Conservatively each client has three to five family members, which means between 39,000 and 65,000 people have benefited from the more than 160,000 pounds of food we have received from the FRFB. Additionally, through the FRFB we received a grant for refrigerators and freezers along with a display refrigerator and 99 half gallons of milk weekly. When the milk grant ran out the FRFB offered to continue to supply the milk which our clients greatly appreciate. The CMC would have to change its whole operating concept if we did not have the FRFB to partner with. Our clients would not be able to receive the quantity or quality of the food which is provided four times a week. The Fredericksburg Regional Food Bank does an outstanding job and the CMC is proud and blessed to be partnered with them.
Matt Mestemaker Executive Director CMC

Fredericksburg Regional Food Bank

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

The FRFB is not requesting administrative funding.

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

Salary: Includes the salaries of eight fundraising/administrative staff.

Benefits: Seventeen out of 25 employees do not enroll in health insurance.

Operating Expenses: These include fees, dues, accounting/audit fees, fundraising costs, and printing.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

n/a

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

The FRFB is not requesting administrative funding.

Capital Expenses

Please provide an overview of the capital costs for your agency.

The following is an overview of the capital costs for the food bank:

1. Purchase of a refrigerated box truck for food transport.
2. Repair of existing loading dock, and expansion to create a second loading dock.
3. Expansion of the FRFB kitchen.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

n/a

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

Three full time positions were added and two full time positions were eliminated in FY19.

Please provide a description of any changes to agency benefits structure or cost.

The FRFB Board of Directors has included a provision for COLA in the FY20 budget not to exceed 3%. Health and Dental insurance coverage are projected to increase on average 12%. There is no change to the agency benefits structure.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

- TANIF funding reauthorization through the Commonwealth of Virginia
- Reduction of funds to those in need through SNAP and the Farm Bill

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.

There are no outside funding sources that will expire.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

The inkind value of donated food, as determined by Feeding America is \$1.62 per pound.

Fredericksburg Regional Food Bank

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Salary | | | 1,143,529.00 | 1,245,057.00 | 1,245,100.00 |
| Benefits | | | 235,827.00 | 228,486.00 | 250,000.00 |
| Operating Expenses | | | 592,380.00 | 610,000.00 | 622,000.00 |
| Capital Expenses | | | 27,200.00 | 312,000.00 | 0.00 |
| Other Expenses | | | 94,858.00 | 437,423.00 | 261,816.00 |
| Total | 0.00 | 0.00 | 2,093,794.00 | 2,832,966.00 | 2,378,916.00 |

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Caroline | | | 6,000.00 | 6,000.00 | 6,300.00 |
| Fredericksburg | | | 5,000.00 | 5,000.00 | 5,150.00 |
| King George | | | 0.00 | 0.00 | 5,000.00 |
| Spotsylvania | | | 0.00 | 0.00 | 12,000.00 |
| Stafford | | | 11,641.00 | 11,975.00 | 12,250.00 |
| United Way | | | 0.00 | 0.00 | 25,000.00 |
| Grants | | | 283,471.00 | 350,500.00 | 300,500.00 |
| Client Fees | | | 0.00 | 0.00 | 0.00 |
| Fundraising | | | 1,235,915.00 | 1,874,491.00 | 1,420,716.00 |
| Other (Click to itemize) | 0.00 | 0.00 | 551,767.00 | 585,000.00 | 592,000.00 |
| Total | 0.00 | 0.00 | 2,093,794.00 | 2,832,966.00 | 2,378,916.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Surplus or Deficit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fredericksburg Regional Food Bank

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

In FY19, the FRFB provided hunger-relief to 3,151 unduplicated food-insecure Caroline County residents.

The total amount of pounds distributed across all programs was 353,557 pounds, or 10% of the total distributed by the FRFB network. The equivalent of 294,631 meals were distributed to the hungry of Caroline County at a value of \$572,762.

Broken down, Caroline County residents benefitted as follows:

\$218,705 worth of food through Pantry Distribution

\$142,340 worth of food through Mobile Pantry

\$12,145 worth of food through Food 4 Families

In order to ensure continued support to Caroline residents in need, the FRFB requests \$6,300 or 1% of the cost to provide food to Caroline County, which will aid program development and provide the equivalent of 12,600 meals to food insecure residents next year.

City of Fredericksburg

In FY19, the FRFB provided hunger-relief to 3,887 unduplicated food-insecure Fredericksburg residents.

The total amount of pounds distributed across all programs was 602,218 pounds, or 16% of the total distributed by the FRFB network. The equivalent of 501,848 meals were distributed to the hungry of the City of Fredericksburg at a value of \$975,593.

Broken down, Fredericksburg residents benefitted as follows:

\$624,617 worth of food through Pantry Distribution

\$3,979 worth of food through Food 4 Families

In order to ensure continued support to Fredericksburg residents in need, the FRFB requests \$5,150 or .5% of the cost to provide food to the City of Fredericksburg, which will aid program development and provide the equivalent of 10,300 meals to food insecure residents next year.

King George County

In FY19, the FRFB provided hunger-relief to 1,483 unduplicated food-insecure King George County residents.

The total amount of pounds distributed across all programs was 115,891 pounds, or 4% of the total distributed by the FRFB network. The equivalent of 115,891 meals were distributed to the hungry of King George County at a value of \$187,743.

Broken down, King George County residents benefitted as follows:

\$124,351 worth of food through Pantry Distribution

\$54,500 worth of food through Mobile Pantry

In order to ensure continued support to King George residents in need, the FRFB requests \$5,000 or 2.6% of the cost to provide food to King George County, which will aid program development and provide the equivalent of 10,000 meals to food insecure residents next year.

Spotsylvania County

In FY19, the FRFB provided hunger-relief to 11,360 unduplicated food-insecure Spotsylvania County residents.

The total amount of pounds distributed across all programs was 1,411,703 pounds, or 46% of the total distributed by the FRFB network. The equivalent of 1,102,416 meals were distributed to the hungry of Spotsylvania at a value of \$2,286,959.

Broken down, Spotsylvania County residents benefitted as follows:

\$1,921,375 worth of food through Pantry Distribution

\$141,797 worth of food through Mobile Pantry

\$45,684 worth of food through Food 4 Families

In order to ensure continued support to Spotsylvania residents in need, the FRFB requests \$12,000 or .5% of the cost to provide food to Spotsylvania County, which will aid program development and provide the equivalent of 24,000 meals to food insecure residents next year.

Stafford County

In FY19, the FRFB provided hunger-relief to 5,332 unduplicated food-insecure Stafford County residents.

The total amount of pounds distributed across all programs was 633,131 pounds, or 18% of the total distributed by the FRFB network. The equivalent of 544,275 meals were distributed to the hungry of Stafford at a value of \$816,739.

Broken down, Stafford County residents benefitted as follows:

\$799,516 worth of food through Pantry Distribution

\$58,887 worth of food through Mobile Pantry

\$9,805 worth of food through Food 4 Families

In order to ensure continued support to Stafford residents in need, the FRFB requests \$12,250 or 1.4% of the cost to provide food to Stafford County, which will aid program development and provide the equivalent of 24,500 meals to food insecure residents next year.

Fredericksburg Regional Food Bank - Food 4 Families

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Food 4 Families

Is this a new program? No

Program Contact

Name Mishelle A. Krogstad

Title Agency & Programs Director

Email mkrogstad@fredfood.org

Phone (540) 371-7666 x134

Program Purpose / Description

Provide an overview of this program

The FRFB's program Food 4 Families has school pantries in Spotsylvania, Caroline, and Stafford Counties, and the City of Fredericksburg. The objective is to provide a readily accessible source of emergency food assistance to students and their families. The family is provided with a 2-3 day supply of food along with a community pantry reference list and SNAP information. Distribution varies by site, but schools are encouraged to distribute food at least once per month. Produce Distribution Days are one or two days each month. This program is run during the months school is in session. Last school year, Food 4 Families distributed over 44,206 pounds of food (the equivalent of nearly 34,365 meals) to approximately 8,614 people.

Client Fees

Please describe the fees clients must pay for the services by this program.

There are no fees clients must pay in order to receive services provided by this program.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

Feeding America's Map the Meal Gap data shows that there is a child food insecurity rate of 1 in 9 children in our community (PD16)-- almost 11,500 children are hungry and of those, an average of 40% do not qualify for federal income assistance. According to research by Feeding America, hungry children are more often absent from school, due to illness or truancy, are more likely to have behavioral issues, and do not perform as well in school. Schools are selected based on demonstrated need such as the percentage of students eligible for free/reduced priced lunch and census data. The school food pantries complement school breakfast and lunch programs, providing access to food for children and their families after the school day has ended. Needy families are identified by school staff, such as school counselors, principals, or school food pantry coordinators. They are the front line to addressing food insecurity in school.

If this is a new program, be sure to include the benefits to the region for funding a new request.

By providing hunger assistance directly through schools, children are being set up for success--not just in school, but as they grow, and enter college or the workforce. By partnering with schools, children and families in need are identified and are able to conveniently receive food assistance. By having an intervention at school, families are receiving assistance more quickly and efficiently. Schools are a natural fit for food pantries – they provide an easy-to-access location that parents and students feel comfortable in and visit regularly. While some parents might not be able to visit traditional food pantries because of distribution times or location, in most cases school pantries distribute food at the end of the day when parents are already at the school to pick up their children. Locating food pantries in schools means the program is able to connect kids and their families with the healthy food they need during the weekend.

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

Food 4 Families targets food insecure school-aged children and their families. Schools may elect one of two distribution styles:

Client Choice is a model of emergency food distribution that enables clients to select their own food, much like a grocery store. This style of distribution allows clients to meet their own personal dietary needs, maintain their dignity in light of seeking assistance and reduces waste of unwanted items. FRFB gives schools access to food purchased specifically for F4F and other donated items to help stock their pantries.

Pre-packed Box: The FRFB pre-packs emergency boxes of food to be made available for participating schools to distribute to needy families identified by school staff. The boxes consist of TEFAP products and food purchased specifically for the F4F program.

Schools may combine the distribution styles to fit the needs of the families they serve. All food is provided at NO COST to participating schools.

If your program has specific entry or application criteria, please describe it here.

n/a

Fredericksburg Regional Food Bank - Food 4 Families

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

This is the first year we have asked for funding for Food 4 Families.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

n/a

In particular, please describe in detail if any increase is sought for new positions or personnel.

n/a

Fredericksburg Regional Food Bank - Food 4 Families

Program Specific Budget

Please provide your program specific budget below.

Expenses

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|------------------|
| Personnel | | | | 23,500.00 | 28,500.00 |
| Benefits | | | | 2,700.00 | 3,150.00 |
| Operating Expenses | | | | 44,000.00 | 53,500.00 |
| Capital Expenses | | | | 0.00 | 0.00 |
| Total | 0.00 | 0.00 | 0.00 | 70,200.00 | 85,150.00 |

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|-----------------------------------------------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|------------------|
| Caroline | | | | 0.00 | 5,000.00 |
| Fredericksburg | | | | 0.00 | 2,500.00 |
| King George | | | | 0.00 | 0.00 |
| Spotsylvania | | | | 0.00 | 10,000.00 |
| Stafford | | | | 0.00 | 2,500.00 |
| United Way | | | | 0.00 | 10,000.00 |
| Grants | | | | 2,000.00 | 10,000.00 |
| Client Fees | | | | 0.00 | 0.00 |
| Fundraising | | | | 68,200.00 | 25,150.00 |
| Other (Click to itemize) | 0.00 | 0.00 | 0.00 | 0.00 | 20,000.00 |
| Govt Reimbursables (CSFP, CACFP, TEFAP, SFSP, SNAP) | | | | 0.00 | 20,000.00 |
| Total | 0.00 | 0.00 | 0.00 | 70,200.00 | 85,150.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Surplus or Deficit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fredericksburg Regional Food Bank - Food 4 Families

[View Diagram](#) Goals and Objectives

Goals

Goal: Increase the amount total poundage of food distributed through Food 4 Families.

| Objectives | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|--------------------------------------------------------------------------------------------------------|-------------------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| Increase the number of F4F sites by 3 for a total of 30. | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |
| Encourage each site to order and distribute food every month with the addition of TEFAP product | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |
| Increase the total food distribution by 5%. | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Goal: Increase the amount of fresh produce distributed through F4F.

| Objectives | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|---------------------------------------------------------------------|-------------------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| Increase the number of F4F sites by 3 for a total of 30 | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |
| Increase produce distributions from 1 monthly to 3 monthly | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |
| At least 25% of total food distributed will be fresh produce | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Goal:

Ensure that all schools in our service area with 40% or more free or reduced lunch rate has a F4F program

| Objectives | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|----------------------------------------------------------------------------------------------------------|-------------------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| Contact non-participating schools in our service area with 40% or more free or reduced lunch rate | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |
| Implement F4F programs in the identified schools | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |
| Provide support in establishing safe distribution of shelf stable grocery items and fresh produce | Total # Clients Served | | | 10,084 | | | 10,100 |
| | Total # Clients Achieved/Successful | | | 10,084 | | | 10,100 |
| | % Achieved / Successful | 0 | 0 | 100 | 0 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Fredericksburg Regional Food Bank - Food 4 Families

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017, FY2018, and FY 2019, the estimated numbers of individuals served in FY2020 and the projected numbers of individuals served in FY2021.

| Locality | FY2017 (Actual) | FY2018 (Actual) | FY 2019 (Actual) | FY 2020 Estimate | FY 2021 Projected |
|---------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|------------------------------|
| Fredericksburg City | 3 | 636 | 1,108 | 637 | 669 |
| Caroline County | 80 | 477 | 1,664 | 478 | 502 |
| King George County | 0 | 10 | 0 | 11 | 12 |
| Spotsylvania County | 312 | 7,539 | 4,307 | 7,550 | 7,927 |
| Stafford County | 183 | 802 | 1,535 | 804 | 844 |
| Other Localities | 4 | 325 | 0 | 620 | 651 |
| Total | 582 | 9,789 | 8,614 | 10,100 | 10,605 |

Fredericksburg Regional Food Bank - Food 4 Families

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

Key partnerships are the public schools where school pantries are located. Last school year (2018-2019) that included 5 in Caroline County, 24 in Spotsylvania County, 15 in Stafford County, 3 in the City of Fredericksburg (including Employee Resources, Inc.), and 1 in King George County.

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

Without the FRFB, the school pantries would close or greatly diminish the number of children and families who receive services. Some of the pantries are sponsored by our community partners, for example the Belmont Foundation and Fairview Baptist Church. As partner agency pantries, these organizations receive the majority of food from the FRFB. These schools would be impacted negatively as well, relying on whatever resources these organizations could provide without partnership with the FRFB.

Regional Funding

Fiscal Year 2021 - Partner Funding Application

Fredericksburg Regional Food Bank

Agency Information

General Information

Agency Name Fredericksburg Regional Food Bank
Physical Address 3631 Lee Hill Drive, Fredericksburg, VA, 22408, U.S.A.
Mailing Address PO Box 1006, Fredericksburg, VA 22402
Agency Phone Number (540) 371-7666
Federal Tax ID # 541255013
Web Address www.fredfood.org
Agency Email Address info@fredfood.org

Agency Mission Statement

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 in Operation 36

Main Contact

Main Contact Elizabeth A. Gilkey, phone: (540) 371-7666 x145, email: egilkey@fredfood.org
Job Title Grants & Communications Manager

Localities Served

Please select any/all localities your agency serves.

Caroline
Fredericksburg
King George
Spotsylvania
Stafford

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

The Fredericksburg Regional Food Bank (FRFB) is the only food bank that serves PD16 and provides emergency food resources for over 160 community partners in the district that run more than 250 hunger relief programs. The FRFB is maintained through a collaborative effort between Feeding America, local farmers, retail donors, volunteers, and our community partners to end hunger in our community. Currently, 31,520, or 1 in 12 people in PD16 suffer from food insecurity. This number includes nearly 11,500, or 1 in 9 children. Each week partner agency food pantries from Spotsylvania, Caroline, King George, Stafford, and the City of Fredericksburg come to the food bank to our warehouse to obtain the food and grocery items they need to stock their pantry shelves. If the food bank doors were to close, our partner agency pantries would not be able to purchase enough food or receive enough in donations to ensure food resources are readily available for distribution to the hungry of their neighborhood. People who need the food resources the FRFB provides to the pantries would either receive fewer supplemental meals from the pantries or would go without and continue to struggle with hunger. To shut down the FRFB or combine it would reduce the effectiveness of our programs and be catastrophic to the men, women, children, seniors, disabled, and veterans, who depend on the FRFB to have enough food to help maintain their basic needs.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

After working in construction since he was 18, Derek found himself out of work following a back injury. His wife only works part time and has not had any luck finding a full time job that would justify the cost of daycare. Meanwhile the mortgage still comes every month and the medical bills are piling up. A neighbor told Derek about the FRFB and he was able to go online and find a partner agency pantry near him in Spotsylvania. "The food pantry has been a huge blessing. And I do hope that someday I won't have to use it anymore. But in the meantime, I am so fortunate that it is there to help. Thanks to you, food is one thing I don't have to worry about right now. I don't know what I'd do without the food we receive. It would be very, very hard. To everyone that makes the food bank possible, I am truly thankful to you."

Example 2

Mr. Smith is a single father of five and is also blind. His children attend school in Spotsylvania and he is very grateful for the Food 4 Families program because nutrition is important to him. He wants his children to not just eat, but eat healthy, including fresh produce. Though his family struggles financially, he is a proud man who wants his children to have the best options possible. He and his family walk everywhere, including to one of our produce days at Spotswood Elementary School, where he was so pleased to receive nutritious, fresh produce to feed to his young family.

Example 3 (Optional)

Two letters of reference from community partners:

#1

Eastland United Methodist Church has been an agency partner with the Fredericksburg Regional Food Bank for six years. Eastland UMC's budget for supplemental food is limited (less than \$500.00 per year). Because of the Fredericksburg Regional Food Bank we are able to supplement the food we distribute with other commodities we would otherwise be unable to purchase on the open market.

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Sincerely,

Frances Vaughn
Mission Coordinator
Eastland United Methodist Church

#2

The Fredericksburg Regional Foodbank (FRFB) is an irreplaceable partner for the Community Ministry Center (CMC). The CMC opened its doors in January 2018. It serves 150 to 200 people a week. In September 2019 we served our 13,000th client. Conservatively each client has three to five family members, which means between 39,000 and 65,000 people have benefited from the more than 160,000 pounds of food we have received from the FRFB. Additionally, through the FRFB we received a grant for refrigerators and freezers along with a display refrigerator and 99 half gallons of milk weekly. When the milk grant ran out the FRFB offered to continue to supply the milk which our clients greatly appreciate. The CMC would have to change its whole operating concept if we did not have the FRFB to partner with. Our clients would not be able to receive the quantity or quality of the food which is provided four times a week. The Fredericksburg Regional Food Bank does an outstanding job and the CMC is proud and blessed to be partnered with them.
Matt Mestemaker Executive Director CMC

Fredericksburg Regional Food Bank

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

The FRFB is not requesting administrative funding.

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

Salary: Includes the salaries of eight fundraising/administrative staff.

Benefits: Seventeen out of 25 employees do not enroll in health insurance.

Operating Expenses: These include fees, dues, accounting/audit fees, fundraising costs, and printing.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

n/a

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

The FRFB is not requesting administrative funding.

Capital Expenses

Please provide an overview of the capital costs for your agency.

The following is an overview of the capital costs for the food bank:

1. Purchase of a refrigerated box truck for food transport.
2. Repair of existing loading dock, and expansion to create a second loading dock.
3. Expansion of the FRFB kitchen.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

n/a

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

Three full time positions were added and two full time positions were eliminated in FY19.

Please provide a description of any changes to agency benefits structure or cost.

The FRFB Board of Directors has included a provision for COLA in the FY20 budget not to exceed 3%. Health and Dental insurance coverage are projected to increase on average 12%. There is no change to the agency benefits structure.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

- TANIF funding reauthorization through the Commonwealth of Virginia
- Reduction of funds to those in need through SNAP and the Farm Bill

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.

There are no outside funding sources that will expire.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

The inkind value of donated food, as determined by Feeding America is \$1.62 per pound.

Fredericksburg Regional Food Bank

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Salary | | | 1,143,529.00 | 1,245,057.00 | 1,245,100.00 |
| Benefits | | | 235,827.00 | 228,486.00 | 250,000.00 |
| Operating Expenses | | | 592,380.00 | 610,000.00 | 622,000.00 |
| Capital Expenses | | | 27,200.00 | 312,000.00 | 0.00 |
| Other Expenses | | | 94,858.00 | 437,423.00 | 261,816.00 |
| Total | 0.00 | 0.00 | 2,093,794.00 | 2,832,966.00 | 2,378,916.00 |

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|
| Caroline | | | 6,000.00 | 6,000.00 | 6,300.00 |
| Fredericksburg | | | 5,000.00 | 5,000.00 | 5,150.00 |
| King George | | | 0.00 | 0.00 | 5,000.00 |
| Spotsylvania | | | 0.00 | 0.00 | 12,000.00 |
| Stafford | | | 11,641.00 | 11,975.00 | 12,250.00 |
| United Way | | | 0.00 | 0.00 | 25,000.00 |
| Grants | | | 283,471.00 | 350,500.00 | 300,500.00 |
| Client Fees | | | 0.00 | 0.00 | 0.00 |
| Fundraising | | | 1,235,915.00 | 1,874,491.00 | 1,420,716.00 |
| Other (Click to itemize) | 0.00 | 0.00 | 551,767.00 | 585,000.00 | 592,000.00 |
| Total | 0.00 | 0.00 | 2,093,794.00 | 2,832,966.00 | 2,378,916.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Surplus or Deficit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fredericksburg Regional Food Bank

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

In FY19, the FRFB provided hunger-relief to 3,151 unduplicated food-insecure Caroline County residents.

The total amount of pounds distributed across all programs was 353,557 pounds, or 10% of the total distributed by the FRFB network. The equivalent of 294,631 meals were distributed to the hungry of Caroline County at a value of \$572,762.

Broken down, Caroline County residents benefitted as follows:

\$218,705 worth of food through Pantry Distribution

\$142,340 worth of food through Mobile Pantry

\$12,145 worth of food through Food 4 Families

In order to ensure continued support to Caroline residents in need, the FRFB requests \$6,300 or 1% of the cost to provide food to Caroline County, which will aid program development and provide the equivalent of 12,600 meals to food insecure residents next year.

City of Fredericksburg

In FY19, the FRFB provided hunger-relief to 3,887 unduplicated food-insecure Fredericksburg residents.

The total amount of pounds distributed across all programs was 602,218 pounds, or 16% of the total distributed by the FRFB network. The equivalent of 501,848 meals were distributed to the hungry of the City of Fredericksburg at a value of \$975,593.

Broken down, Fredericksburg residents benefitted as follows:

\$624,617 worth of food through Pantry Distribution

\$3,979 worth of food through Food 4 Families

In order to ensure continued support to Fredericksburg residents in need, the FRFB requests \$5,150 or .5% of the cost to provide food to the City of Fredericksburg, which will aid program development and provide the equivalent of 10,300 meals to food insecure residents next year.

King George County

In FY19, the FRFB provided hunger-relief to 1,483 unduplicated food-insecure King George County residents.

The total amount of pounds distributed across all programs was 115,891 pounds, or 4% of the total distributed by the FRFB network. The equivalent of 115,891 meals were distributed to the hungry of King George County at a value of \$187,743.

Broken down, King George County residents benefitted as follows:

\$124,351 worth of food through Pantry Distribution

\$54,500 worth of food through Mobile Pantry

In order to ensure continued support to King George residents in need, the FRFB requests \$5,000 or 2.6% of the cost to provide food to King George County, which will aid program development and provide the equivalent of 10,000 meals to food insecure residents next year.

Spotsylvania County

In FY19, the FRFB provided hunger-relief to 11,360 unduplicated food-insecure Spotsylvania County residents.

The total amount of pounds distributed across all programs was 1,411,703 pounds, or 46% of the total distributed by the FRFB network. The equivalent of 1,102,416 meals were distributed to the hungry of Spotsylvania at a value of \$2,286,959.

Broken down, Spotsylvania County residents benefitted as follows:

\$1,921,375 worth of food through Pantry Distribution

\$141,797 worth of food through Mobile Pantry

\$45,684 worth of food through Food 4 Families

In order to ensure continued support to Spotsylvania residents in need, the FRFB requests \$12,000 or .5% of the cost to provide food to Spotsylvania County, which will aid program development and provide the equivalent of 24,000 meals to food insecure residents next year.

Stafford County

In FY19, the FRFB provided hunger-relief to 5,332 unduplicated food-insecure Stafford County residents.

The total amount of pounds distributed across all programs was 633,131 pounds, or 18% of the total distributed by the FRFB network. The equivalent of 544,275 meals were distributed to the hungry of Stafford at a value of \$816,739.

Broken down, Stafford County residents benefitted as follows:

\$799,516 worth of food through Pantry Distribution

\$58,887 worth of food through Mobile Pantry

\$9,805 worth of food through Food 4 Families

In order to ensure continued support to Stafford residents in need, the FRFB requests \$12,250 or 1.4% of the cost to provide food to Stafford County, which will aid program development and provide the equivalent of 24,500 meals to food insecure residents next year.

Fredericksburg Regional Food Bank - Mobile Pantry

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Mobile Pantry

Is this a new program? No

Program Contact

Name Mishelle A. Krogstad

Title Agency & Programs Director

Email mkrogstad@fredfood.org

Phone (540) 371-7666 x134

Program Purpose / Description

Provide an overview of this program

The Mobile Pantry program reaches families living in remote or underserved areas of our district, providing direct distribution of fresh and non-perishable food items to those in need. Many of the rural areas in PD16 have food insecurity rates well above 11%. This high rate of food insecurity is partially caused by limited access to healthy food. These sites receive deliveries from our Mobile Pantry truck on a rotating schedule monthly. Over 4,840 people received assistance last year, and the program is steadily growing with new sites being added to meet the needs of our community.

Client Fees

Please describe the fees clients must pay for the services by this program.

There are no fees clients must pay in order to receive the services provided by this program.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

Communities served by the Mobile Pantry face physical and economic barriers that make it difficult to secure enough food to meet their nutritional needs. Data from our 14 sites shows 40% of the people receiving assistance in FY19 earned less than \$1,000 per month, and 37% had an income range of \$1,001 and \$2,000 per month. This means that the majority of Mobile Pantry clients are at 100% of the government defined income guidelines for poverty and struggle with hunger and food insecurity.

Regional funding is absolutely crucial to meet the needs of the hungry in PD16. Factoring in the costs associated with living in PD16, the MIT Living Wage Calculator determined the hourly rate one must earn to support themselves requires hourly earnings ranging from \$11.23 in Caroline to \$14.35 in Stafford, Spotsylvania, and Fredericksburg. With the minimum wage rate at \$7.25, our clients rely on the Mobile Pantry to help bridge the gap between what they earn and what they need to survive.

If this is a new program, be sure to include the benefits to the region for funding a new request.

n/a

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

The client base for the Mobile Pantry program is food insecure individuals and families at or below 200% of the federal poverty level, that live in areas with limited access to healthy food or transportation. Currently, 100% of our clients qualify as low-income (100-130% below the poverty level). These individuals are served through 14 established sites, including three in Stafford, five in Spotsylvania, four in Caroline, and two in King George.

If your program has specific entry or application criteria, please describe it here.

n/a

Fredericksburg Regional Food Bank - Mobile Pantry

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

The FRFB is asking for an increased amount this year, based on the need as well as service provided to each county served by the Mobile Pantry. The hope of the FRFB is that county governments will support the work of the FRFB at a fraction of the cost it takes to feed the hungry of their communities.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

Without full funding, the Mobile Pantry will be limited in both the quality and quantity of food provided through our pantries. For example, more nutritious and costly items such as fresh produce, dairy, and meat will be limited. It is difficult for families struggling to eat healthy foods due to the high costs of these food, particularly when considered against the option of "value meals" at fast food restaurants. It is important not just to feed those in need but to provide nutrient dense foods. The impact is that children are healthier, do better in school, adults minimize the risk of heart disease and diabetes, and have an improved opportunity to work. Cutting off healthy foods to those in need have a ripple effect on the community where the long term results far outweigh any cost-cutting measures in the short term.

In particular, please describe in detail if any increase is sought for new positions or personnel.

n/a

Fredericksburg Regional Food Bank - Mobile Pantry

Program Specific Budget

Please provide your program specific budget below.

Expenses

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Personnel | 24,919.00 | 28,003.13 | 29,000.00 | 29,870.00 | 34,600.00 |
| Benefits | 6,270.66 | 2,491.57 | 7,981.00 | 2,740.00 | 11,800.00 |
| Operating Expenses | 55,910.44 | 41,745.00 | 68,492.00 | 43,832.00 | 93,737.00 |
| Capital Expenses | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 87,100.10 | 72,239.70 | 105,473.00 | 76,442.00 | 140,137.00 |

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|-----------------------------------------------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Caroline | 4,834.00 | 5,500.00 | 4,834.00 | 5,500.00 | 6,000.00 |
| Fredericksburg | 0.00 | 0.00 | 354.00 | 0.00 | 0.00 |
| King George | 0.00 | 2,697.00 | 4,048.00 | 5,000.00 | 5,000.00 |
| Spotsylvania | 0.00 | 0.00 | 6,982.00 | 5,000.00 | 5,000.00 |
| Stafford | 0.00 | 0.00 | 4,802.00 | 5,000.00 | 12,000.00 |
| United Way | 15,000.00 | 0.00 | 16,500.00 | 10,000.00 | 25,000.00 |
| Grants | 25,000.00 | 12,000.00 | 26,250.00 | 12,000.00 | 2,500.00 |
| Client Fees | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Fundraising | 42,266.10 | 52,051.00 | 41,703.00 | 33,942.00 | 8,637.00 |
| Other (Click to itemize) | 0.00 | 0.00 | 0.00 | 0.00 | 76,000.00 |
| Govt Reimbursables (CFSP, CACFP, TEFAP, SFSP, SNAP) | | | | 0.00 | 76,000.00 |
| Total | 87,100.10 | 72,248.00 | 105,473.00 | 76,442.00 | 140,137.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Actual | FY 2019 Budgeted | FY 2020 Budgeted | FY 2021 |
|--------------------|---------------------------|---------------------------|-----------------------------|-----------------------------|----------------|
| Surplus or Deficit | 0.00 | 8.30 | 0.00 | 0.00 | 0.00 |

Fredericksburg Regional Food Bank - Mobile Pantry

[View Diagram](#) Goals and Objectives

Goals

Goal: Increase the amount of food including fresh produce distributed through Mobile Pantry.

| Objectives | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|--------------------------------------------------------------------------------------------------|-------------------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| To increase the number of Mobile Pantries 16 | Total # Clients Served | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | Total # Clients Achieved/Successful | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |
| Increase percentage of fresh produce in FY21 to 20% of total food distributed per person. | Total # Clients Served | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | Total # Clients Achieved/Successful | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Goal:

Efficiently identify and provide Mobile Pantry service to areas in PD16 with the highest need.

| Objectives | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|------------------------------------------------------------------------------------|-------------------------------------|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|--------------------------|
| 1. Increase the number of Mobile Pantry sites by 2 for a total of 16 sites. | Total # Clients Served | 4,000 | | 5,670 | 4,250 | | 5,700 |
| | Total # Clients Achieved/Successful | 4,000 | | 5,670 | 4,250 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |
| 2. Increase total food distribution by 7%. | Total # Clients Served | 4,000 | | 5,670 | 4,250 | | 5,700 |
| | Total # Clients Achieved/Successful | 4,000 | | 5,670 | 4,250 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |
| 3. At least 25% of food distributed will be fresh produce. | Total # Clients Served | 4,000 | | 5,670 | 4,250 | | 5,700 |
| | Total # Clients Achieved/Successful | 4,000 | | 5,670 | 4,250 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

n/a

If you are restating the goals or objectives for the prior calendar year, please include those here

n/a

Goal:

Distribute fresh produce and nutritious, shelf stable foods for hungry individuals and families in low income and low access communities within PD16.

| Objectives | | 2017 Year End | 2018 Baseline | 2018 Year End | 2019 Baseline | 2019 Year End | 2020 Baseline |
|----------------------------------------------------------------|-------------------------------------|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|--------------------------|
| Increase total food distribution by 7%. | Total # Clients Served | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | Total # Clients Achieved/Successful | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |
| At least 25% of food distributed will be fresh produce. | Total # Clients Served | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | Total # Clients Achieved/Successful | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |
| To increase the number of Mobile Pantries 16. | Total # Clients Served | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | Total # Clients Achieved/Successful | 5,670 | | 5,670 | 5,700 | | 5,700 |
| | % Achieved / Successful | 100 | 0 | 100 | 100 | 0 | 100 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

n/a

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

The goal of the Mobile Pantry is for 25% of distribution to be produce. There is a focus on grant funding as part of our healthy food initiative in line with our strategic plan.

If you are restating the goals or objectives for the prior calendar year, please include those here

Fredericksburg Regional Food Bank - Mobile Pantry

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017, FY2018, and FY 2019, the estimated numbers of individuals served in FY2020 and the projected numbers of individuals served in FY2021.

| Locality | FY2017 (Actual) | FY2018 (Actual) | FY 2019 (Actual) | FY 2020 Estimate | FY 2021 Projected |
|---------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|------------------------------|
| Fredericksburg City | 0 | 0 | 142 | 148 | 154 |
| Caroline County | 856 | 1,407 | 898 | 934 | 971 |
| King George County | 554 | 745 | 722 | 751 | 781 |
| Spotsylvania County | 660 | 1,515 | 1,596 | 1,660 | 1,726 |
| Stafford County | 1,036 | 1,226 | 904 | 940 | 978 |
| Other Localities | 581 | 629 | 581 | 604 | 628 |
| Total | 3,687 | 5,522 | 4,843 | 5,037 | 5,238 |

Fredericksburg Regional Food Bank - Mobile Pantry

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

The Mobile Pantry collaborates with a network of 14 program partners that provide a safe, convenient location for food distribution.

The FRFB partners with local farmers and nonretail wholesale distributors to purchase produce through grants and other sources of funding to distribute through the Mobile Pantry. These partnerships are key to connecting local agriculture with food insecure individuals and families, who might not have access to fresh produce otherwise.

Mobile Pantry sites are as follows by county:

Spotsylvania (5) - Garden Inn, Massaponax High School, Livingston Elementary, Partlow Ruritan Building, Spotswood Elementary

King George (2) - King George Dept. of Social Services, Dahlgreen Harbor Apartments

Stafford (3) - Stafford Junction, North Stafford Church of Christ, Widewater Elementary

Caroline (4) - R-D Campground, Port Royal Ruritan Building, Bowling Green Baptist, Meadow Event Park

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

If the FRFB were to close its doors, the Mobile Pantry program would not continue. Families in PD16 would not only continue to struggle with hunger but would most likely suffer due to the limited and poor quality of food accessible to them. This could result in increased health issues for the already struggling, food insecure of our community. A sufficiently funded Mobile Pantry, by contrast, will overcome geographic barriers within our district to fight hunger, by providing food to multiple low income/low access areas each month throughout the year. In FY19 the Mobile Pantry distributed 284,573 pounds or the equivalent of 227,659 meals to the hungry of PD16. This program is essential to the food insecure residents of low income/low access areas to bridge the meal gap by putting nutritious food directly into their hands.