

2018 Community Report

Growth & Gratitude

Thankful to be growing so our kids and communities can grow



Meet Tim



**Humbled
by hunger,
overcome by
gratitude**

You would never guess by looking at him in his buttoned-down shirt and jeans that Tim used to sleep under a park bench. You'd never guess because Tim is a very different man today than he was just eight years ago.

Eager to serve his country, Tim Moore joined the Army National Guard in 2004. After a deployment to Iraq, he returned home injured, in pain and battling PTSD. Reintegrating into his old life wasn't easy and things took a turn for the worse for Moore.

"An outreach worker found me under a park bench," Tim said. "I didn't want to go with him. I didn't think I needed help. But I was hungry. Hunger can humble and motivate you."

After spending time in a treatment facility, Tim found an apartment at Veterans & Community Housing, an alcohol-free, drug-free housing environment located on the Minneapolis VA Health Care System campus, where he began participating in the Commodity Supplemental Food Program. The program delivers a box of healthy food each month to eligible low-income seniors 60 years and over through the Nutrition Assistance Program for Seniors.

"The food that's delivered is good and nutritious, Tim said. "For those of us who have mobility issues, we don't have to worry about how we're going to get to the store. Everyone who participates in it says the same thing: it really helps."



Because of you...

we can see a future when everyone is fed. You've powered our growth, so all our kids can be fed and grow. You stood behind our innovative food prescriptions so chronic conditions don't hold us back. You've filled more tables by helping us rescue good food from retailers that would otherwise be wasted.



2018: By the numbers



532,000

people served



89 MILLION

meals distributed



33%

of the people we served are children



61%

of the food we distributed was fresh



58

full-time employees

Our volunteers did the work of



Rob Zeaske, CEO

We're going to need a bigger table:

A word from our departing CEO

Every time I ask one of my kids to set the table, I smile at how nicely the work of Second Harvest Heartland is contained in this simple, daily act. As I see it, our supporters and teams work tirelessly to set, fill and expand the community's table. We sit down with the right partners to gather and pass around the abundance our region is famous for. We connect the growers and grocers that sustain us with the volunteers, food rescue drivers and food shelf teams who get plentiful, healthy food to people who need it.

Last year, you helped us distribute more than 103 million pounds of needed food to nonprofits and food shelves across Minnesota and into Wisconsin. More than a third of these meals fed hungry kids. We filled more than 7,000 food prescriptions and rescued 38.8 million pounds of good food from retail partners that would otherwise have been tossed into landfills.

While we are immensely proud of this work, we also recognize we are not reaching every family

experiencing hunger. Even operating at full capacity and with food up to the rafters in our current warehouse space, we are not able to distribute all the food the community needs. Once again, you stepped up to back us and Fueling the Future, our capital campaign to support our new and improved facility. We have covered a lot of ground together; we have \$3 million left to raise for our capital campaign; we break ground on our new home in Brooklyn Park this spring; and we are already making use of the larger warehouse and volunteer space ahead of the full remodel.

I won't be here to see this important work unfold, but it's in good hands. As I move with my family to Boston, I am thrilled to welcome my exceptional successor, Allison O'Toole, to the table.

With her passion for creating positive change for Minnesotans she's the right addition to this potluck and she's poised to pass our abundance far and wide, until it reaches the need. | *Rob Zeaske, CEO*

Places and plates for everyone:

A word from our new CEO

Walk into our Brooklyn Park facility and you can feel the energy in the air. It's palpable—and contagious. And it comes from knowing that when we open the doors of our new hunger-relief campus in 2020, we will be welcoming a stronger, healthier future for everyone. We will be ready to host a volunteer workforce that is double the size our current space can accommodate. These teams will help us fill new, larger coolers with more precious produce and protein. We'll load our cargo in a larger, better fleet of trucks that will allow us to more reliably reach local food shelves and meal programs in Minnesota's smallest towns and largest cities. I have no doubt that these hunger-relief agencies are ready and eager to deliver more healthy breakfasts full of protein, hearty lunches, and dinners that honor the history and heritage all Minnesotans.

I am thrilled to be joining the Second Harvest Heartland family at such an exciting time. I hope you will join our efforts to ensure every Minnesotan has a place at the table. Because folks, we can't do this alone. Start with a few dollars, a few pounds of food or a few hours volunteering. That's all it takes to put your desire to make a difference to work. Let's work together and share the abundance until every individual, family, and child is fed. | *Allison O'Toole, CEO*



Allison O'Toole, CEO



Growing so they can grow

Fighting child hunger



Jessica, Trinity and Logan

Pancakes for dinner is a tradition in Jessica's family. The small dignity of choosing what to have for dinner, or to have dinner at all, was out of reach for Jessica and her two children, Trinity and Logan, for too many meals. Now, Jessica doesn't have to worry about being able to provide dinner. She gets about 25 percent of her monthly groceries from the food distribution at Lincoln Center Elementary, where her kids go to school and one of 16 schools participating in Food + You, a Second Harvest Heartland school-based program.

When Trinity and Logan have full bellies, they can focus and learn at school. When Jessica isn't hungry, she's able to focus on taking care of her children and pursuing her nursing degree. They're all able to sleep better at night, knowing that they'll have breakfast in the morning and the fuel they need to learn, grow and be their best selves.

Just over 655,000 meals were distributed to local schools during the 2017-2018 school year. In 2019, we'll continue to focus on increasing access to sustainable federally funded food sources, such as SNAP and school meal programs. We're excited to support our school and district partners in implementing innovative school meal service models, such as Breakfast in the Classroom, that increase student participation and decrease stigma by making breakfast a regular part of the school day.



Growing wellness

Filling food prescriptions



10 of 10
chronic health
conditions linked
to hunger¹



368,000
meals delivered through
FOODRx food
prescriptions in 2018



1,600
patients served
by FOODRx
in 2018



1
year-long study showed that
FOODRx improves diabetes
symptoms and reduces
emergency room visits²

**It's not just a meal,
it's a full plate of potential.**



When illness changes our bodies, it also changes our lives. We may find ourselves hungry for the strength and wellness to play with our kids, return to work, pay the bills and make our mark in the world. FOODRx delivers tailored food prescriptions and education so people get fed, get well and get back to living. The price tag is closer to what you'd see at your local market than your local pharmacy. Side effects may include increased drive, improved rest, better living and a healthier community.

“ SOME MINNESOTA MEDICAL PROVIDERS ARE WRITING NEW KINDS OF PRESCRIPTIONS FOR PATIENTS BATTLING CHRONIC HEALTH CONDITIONS SUCH AS HEART DISEASE AND DIABETES. IN AN INNOVATIVE TWIST, THE STATE'S LARGEST FOOD BANK, SECOND HARVEST HEARTLAND, IS FILLING THEM.”

—Star Tribune



¹US Department of Agriculture

²2018 FOODRx outcomes, CentraCare Family Health Center, St. Cloud, preliminary results



Growth & Gratitude from a donor perspective

Heidi and Nathan

Donor. Volunteer. Food assistance recipient. Heidi has been all three.

She has known hungry times and times when she's had more than enough. As a kid Heidi was part of a close-knit, hardworking family that occasionally relied on food assistance to fill their empty fridge. Heidi promised herself then that she would always do what she could for families—like hers—who needed help finding their next meal. Making good on that promise, Heidi and her husband, Nathan, volunteer and make a monthly donation to Second Harvest Heartland.

“Having gratitude and giving back are important values that Nathan and I share,” she said. “We toured your new facility in Brooklyn Park and we were so impressed. It’s exciting to see where our money is going and how it’s helping feed more people in need. Hearing about Food Rescue and everything you’re doing just makes us want to do more.”

In 2019, Second Harvest Heartland hopes to recruit 200 new monthly donors—bringing us to 2,900 total—to join our community and fuel our mission.



2018 Financial Statement

In thousands

REVENUE	FY2018	FY2017	% Change 18-17
Food Donations, In Kind	\$116,328	\$109,269	6.5%
Contributions	\$22,143	\$19,870	11.4%
Program Services	\$12,152	\$10,688	13.7%
Government Contracts	\$3,128	\$2,629	18.9%
TOTAL REVENUE	\$153,750	\$142,457*	7.9%

PROGRAM EXPENSES			
Food Distributed, In Kind	\$115,523	\$109,718	5.3%
Programs	\$24,403	\$21,301	14.6%
Fundraising Expenses	\$5,009	\$4,272	17.3%**
Administrative Expenses	\$3,527	\$3,647	-3.3%
Total Functional Expense	\$148,462	\$138,938	6.9%
NET EXCESS (OR DEFICIT)	\$5,289	\$3,519	

ASSETS			
Current Assets			
Cash and Cash Equivalents	\$8,933	\$9,264	-3.6%
Accounts Receivable:	\$1,823	\$2,570	-29.1%
Inventory	\$5,341	\$4,443	20.2%
Total Current Assets	\$16,097	\$16,277	-1.1%
Property	\$20,056	\$17,923	11.9%
Other Assets	\$6,450	\$2,536	154.4%
TOTAL ASSETS	\$42,604	\$36,736	16.0%

*Food donation value, not monetary

**Increase due to Capital Campaign expenses

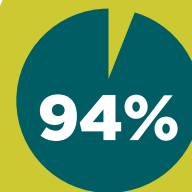
We're pleased to report that this year's financial statement shows we're in solid financial shape and, with your help, continue to make modest gains.

In thousands

LIABILITIES AND NET ASSETS	FY2018	FY2017	% Change 18-17
Current Liabilities			
Accounts Payable	\$1,631	\$1,414	15.3%
Current Debt	\$321	\$269	19.2%
Accrued Liabilities	\$1,066	\$820	30.1%
Total Current Liabilities	\$3,018	\$2,503	20.6%
Long Term Debt, Net	\$14,648	\$14,584	0.4%
TOTAL LIABILITIES	\$17,665	\$17,086	3.4%

Net Assets			
Unrestricted	\$17,122	\$13,933	22.9%
Temporarily Restricted	\$7,816	\$5,716	36.7%
Total Net Assets	\$24,938	\$19,650	26.9%
TOTAL LIABILITIES AND NET ASSETS	\$42,604	\$36,736	16.0%

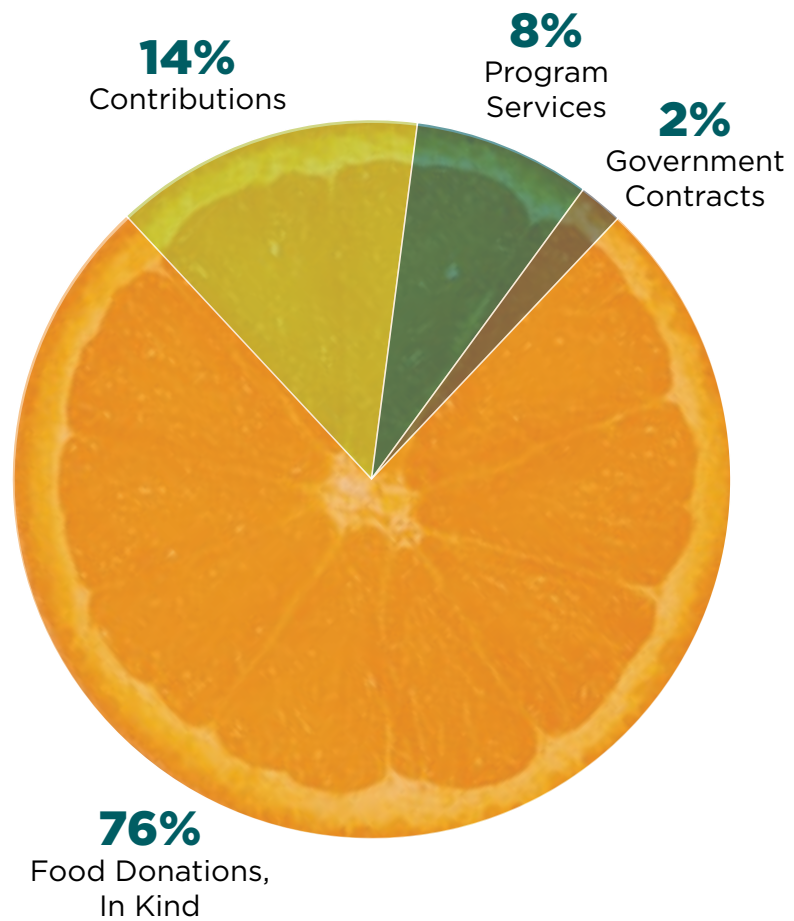
Program Expense:	94.3%	94.3%
General & Administration Expense:	2.4%	2.6%
Fundraising Expense:	3.4%	3.1%



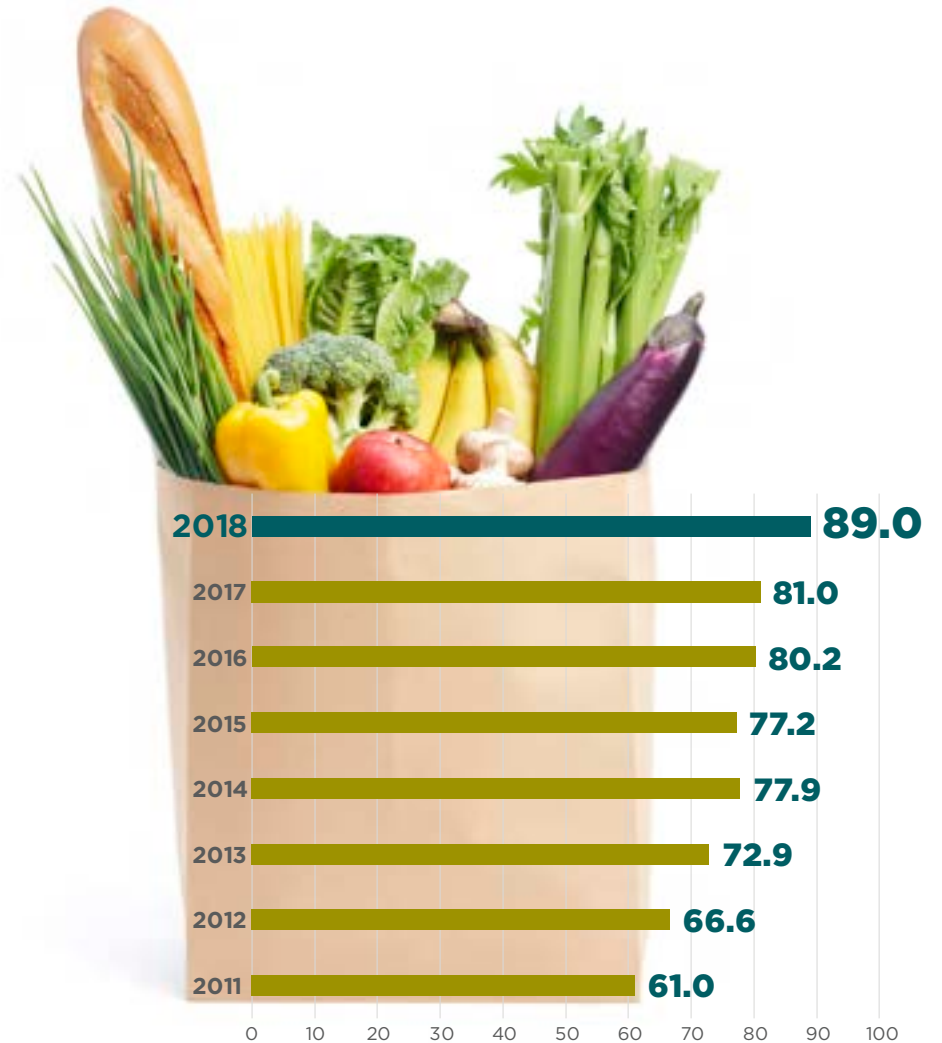
Second Harvest Heartland is committed to being a good steward of your gift, with 94 percent of our expenses going directly to the programs and services we deliver to end hunger.

(Calculation of 94 percent includes the combined value of cash and in-kind—food and services—expenses.)

Revenue Sources



Meals Provided (in millions)



Grateful to pass the plenty

Rescuing and sharing food

Last February, the Twin Cities was in the national spotlight as the host of one of the year's most-watched televised events, the Super Bowl. Second Harvest Heartland was proud to be part of the festivities, allowing the community to come together to help end hunger.

Volunteers, local meal program partners and our Food Rescue team were at the forefront of these exciting efforts and helped facilitate the recovery of 152,824 pounds of food from Super Bowl and NFL-related events within a two-week period around the big game.

The food collected included an overflow of food prepared or purchased for game-related events, all quickly turned into meals for some of the 1 in 11 hungry Minnesotans reached by our agency partners.

Next year, we aim to rescue more than 40 million pounds of food from retail and food service partners through our Food Rescue program. Food Rescue allows us to connect local, high-value, delicious food resources from donors in our community to the programs that can get them to clients the same day. In the future, our new, bigger facility will make it possible for us to safely receive, store and distribute even more quantities of produce, lean proteins and other fresh foods from multiple sources.



FEED HUNGRY NEIGHBORS GIVE TODAY

Every \$1 donated provides 3 meals!

Please mail your donation to:

Second Harvest Heartland

P.O. Box 64051

St. Paul, MN 55164-0051

Call (651) 209-7950

Or give online at 2harvest.org/impact

FY19231

YES! I want to provide food for local families who don't have enough to eat.

Enclosed is my tax-deductible contribution of:

☐\$25 ☐\$50 ☐\$100 ☐\$200 ☐Other

☐Check to 'Second Harvest Heartland' enclosed

☐Visa ☐MasterCard ☐American Express ☐Discover

Account # _____ Exp Date ____ / ____

Signature (Required) _____

Name _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____ - _____ Email _____



**Thank
You!**



We couldn't do this work without the generous contributions from our donors.
See a full list of donors at communityreport.2harvest.org.



2harvest.org

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*A national accreditation recognizing that we leverage volunteers and their skills across all levels of the organization.