

Hope in the Heartland

ENDING TODAY'S HUNGER TOGETHER



second harvest
HEARTLAND

MEMBER OF
**FEEDING
AMERICA**

ANNUAL REPORT TO THE COMMUNITY 2021

YOU MADE ALL THE DIFFERENCE

Looking back on this past year, I find myself emboldened by a tough reality—more people than ever before are paying attention to hunger. I'm also hopeful.

Here's the tough part: With more families than ever needing help, the pervasiveness of hunger has become undeniable. Here's the hope-filled part: This heightened awareness and our stepped-up efforts have made it easier for our neighbors to reach out for help when they need it. I feel more hopeful than ever that we're on a path toward real change as we scrutinize and tackle stigma and ask ourselves why there should be any shame in dealing with tough times with one another's help, rather than on our own.

We wouldn't be hopeful without you. Without your willingness to stick with us or join us when we've needed you most, we could never have provided more than 107 million meals to our community last year. On behalf of our team, our partners and this network, thank you.

This year's annual report is all about the mighty force of community members who have given help when they could and reached out for help when they needed it. You'll read about people who raised their hands for back up and were greeted with the compassion and meals they needed to keep on going. You'll read about new groups of folks working together—from school districts to policymakers to culinary teams—to ensure we're building stability in place of hardship.

The team at Second Harvest Heartland has risen to every challenge with unparalleled commitment and compassion. A special thanks to our warehouse, operations and transportation teams for never missing a beat. Our community can always rely on this team!

The year ahead will see us launch a team of hunger navigators to support our neighbors' progress back to stability. It means an expansion of Minnesota Central Kitchen to bring prepared meals to the tables of more families. It means more deeply and intentionally supporting our partners—existing and new—so we continue to adapt to effectively fight today's hunger.

With your continued support, we can remain that reliable resource far too many of our neighbors rely upon.

In gratitude,



Allison O'Toole, CEO
Second Harvest Heartland



SUPPORT THE WORK AHEAD

We can't fully address and end hunger without your support. Visit 2harvest.org/giving or scan this QR code to go directly to our online donation form. Thank you.



RESPONDING TO COMMUNITY NEED

At Second Harvest Heartland, we fight to end hunger every day. We do that by working within a network of 388 food shelves and nearly 1,000 partner programs throughout Minnesota and western Wisconsin that provide food directly to families who need it. We listen closely to our trusted partners and collaborate with them because they know how best to support their neighbors facing hunger.

Listening and collaboration have been more important than ever this past year. From supply chain backups to staffing shortages, food shelves and meal programs faced consistent and unpredictable challenges, all while working tirelessly to serve new and increased numbers of neighbors. With your support, we brought stability to the hunger-relief network during a year rife with challenges by:

Waiving storage and transportation fees so food shelves could meet the increased need.

Awarding capacity-building grants to 40 food shelves and meal programs to increase or improve food access in specific communities we haven't served well enough.

Providing technical and financial assistance to our school and agency partners so they could continue to adapt to the changes brought on by the pandemic.

Hosting vaccination clinics in our Brooklyn Park headquarters for staff, volunteers and partners, and making personal protective equipment (PPE) available to food shelves and their clients.

Keeping a close eye on legislation so network needs were always top of mind, including working with the state legislature to save emergency SNAP allotments, which brought over \$45 million in additional benefits each month to Minnesota families.



“Throughout the pandemic, Second Harvest Heartland has been a phenomenal partner to us.”

— Katie Wahl,
Director of Nutrition Services,
Robbinsdale Area Schools



Read more about the community solutions you helped create at 2harvest.org/partnership



A DOOR OPENED FOR THE LITTLEFIELDS

The Full Hunger-Relief Network in Action

For far too many, food insecurity is one medical bill, one fender bender, one COVID exposure away. For Bridget and Kevin Littlefield, it wasn't just one life event, but rather an onslaught of small setbacks that pinched their budget and presented impossible choices.

First, it was the grief and expense that came with the funeral of Kevin's father after a battle with dementia, during which time Kevin was primary caregiver. Then, on the way home from the funeral, their car engine blew. Soon, a niece moved in for some stability during a tough transition.

"It never seems to be just one thing," Bridget explained. "It's just all of it coming together at once. And at the same time, overnight a bag of groceries was now costing \$50. Things just got real tough."

Bridget's job as a manager-in-training at a fast casual restaurant brought hope, but not a high enough wage to keep up with rising grocery prices. Still, that wage was just too high for the family to qualify for help from the Supplemental Nutrition Assistance Program, or SNAP.

"Even though I have a full-time job, sometimes you just need a little help to get through to the next payday."

— Bridget Littlefield

With two teenagers at home, the Littlefield household of five needed help keeping the fridge full between paychecks. That's where the Open Door Pantry in Eagan came in. One of Second Harvest Heartland's agency partners, this suburban food shelf serves 14,000 folks like the Littlefields each month. Of the food they distribute, upwards of 80 percent is provided by Second Harvest Heartland through custom orders from our warehouse and rescued food direct from neighborhood grocery stores.

"We shop here once or twice a month, during the times we need it," explained Kevin Littlefield. "Cereal is always nice. Fresh bread and bagels. I like getting a beef or pork roast. You add some carrots or onions to it, make it a full meal."

The efficiency and reliability of this hunger-relief network—our food bank supporting community food shelves who are there for their neighbors—helped the Littlefields avoid making impossible choices. And today, Bridget is beginning a new, much better-paying job. One with benefits and the promise of greater stability.

"Soon, I'll be able to give back to the Open Door and Second Harvest Heartland. We always give back when we're able. Because that's how life works," Bridget said. "Sometimes you need a hand. And sometimes you can offer one."

We work with **388** agency partners & nearly **1,000** programs across our service area.

We provide **86%** of the food distributed by our partners into the community.

From Relief to Stability

For the Littlefields and hundreds of thousands of Minnesotans like them, a visit to their local food shelf or distribution brings immediate relief, and a healthy serving of some peace of mind. But what's often out of reach is the stability that comes from knowing your family won't be hungry again next week or next month.

That's where Second Harvest Heartland's commitment to strengthening hunger-fighting policies and programs comes in. Over the past year, we've worked with state officials, federal policymakers and partner hunger-relief organizations to make safety net programs like Pandemic EBT, school meals and SNAP more equitable and accessible. **The good news is that these efforts kept folks safe and fed during an uncertain time.**

Looking ahead, we'll advocate for expanded free school meals for kids, improved SNAP eligibility guidelines so more families and seniors can afford the nutritious food they love, and increased access to locally produced protein, produce and dairy, the most in-demand items at food shelves.



Learn more about our advocacy efforts at 2harvest.org/advocacy

THE POWER OF A PREPARED MEAL

Removing Barriers to Meals through Minnesota Central Kitchen



Between wrangling her three young kids, studying full-time to become a registered nurse, and working as a certified nursing assistant, the last thing Nansi has much time or energy for is getting dinner ready.

At least on Tuesdays, that's not something she needs to worry

about because thanks to Minnesota Central Kitchen, dinner's ready. Each week, meals prepared by Café Relish are delivered just across the street to the Jeremiah Program, a residential program that works to disrupt generational poverty for single moms and their children, including Nansi.

"I feel very blessed and grateful because there's already not enough time to have with my kids," she explains. "But having the meals already ready for you, hot and healthy for your kids, and they love it...it helps us a lot, we're having more family time and bonding more."

Nansi's Tuesday night dinner is just one of the more than two million meals that have been prepared for and distributed to our neighbors since March 2020 when Second Harvest Heartland launched Minnesota Central Kitchen. What started as a COVID-response initiative has become a permanent part of our hunger-relief efforts.

That's important, because for far too many people facing hunger, receiving raw or shelf-stable ingredients might only get them partway to fed. Prepared meals make dinner possible for folks who might not have the time, kitchen or ability to cook, for working families living paycheck-to-paycheck, for neighbors experiencing homelessness, and for seniors and people living with illness or mobility barriers.

The Minnesota Central Kitchen model works by listening for and responding to community need, through skilled local kitchen teams and trusted community partners, bringing meals where they're needed most. In the coming year, we plan to prepare and provide another one million meals!

When help comes in the form of a prepared meal, it delivers more than hunger relief; it sets a mom and her family up for more quality time together, with less stress, and a bit more budget freed up for other important things.



"Tuesdays are my best days because food is ready."

– Nansi

Discover the power of a prepared Minnesota Central Kitchen meal at 2harvest.org/mck



Minnesota Central Kitchen partner Cafe Relish in Rochester, Minnesota.

FUELED BY FOLKS LIKE ANNE & STEVE DIFIORE

We're able to power the hunger-relief network and innovate to break down hunger barriers because of the trust and responsibility placed in us by our supporters. It's the donors, volunteers, advocates, partners and supporters who fuel our essential work.

For Anne and Steve, they support the work of Second Harvest Heartland financially because, beginning early in the pandemic, they felt called to help others. After making their first contribution, they continued giving because they saw how our efforts continued to engage and respond to the community.

"Second Harvest Heartland participated so thoughtfully, earnestly and successfully in so many different programs," said Anne.

"They also want to engage, learn, and partner to ensure success in what they do."



Discover more donor impact at 2harvest.org/donor

FINDING FAMILY STABILITY WITH SNAP

Elizabeth was having trouble making ends meet. She worked full-time, but with two growing kids, the budget math never seemed to work out in her favor. She wondered if the Supplemental Nutrition Assistance Program, or SNAP, might be the solution, but she wasn't sure if her family would qualify for the government program.

Only three-quarters of Minnesotans who are eligible for SNAP participate. That means thousands of our neighbors qualify for grocery help they aren't receiving.

Enter Second Harvest Heartland's SNAP Outreach Specialists, who reach out and respond to folks like Elizabeth, helping screen for eligibility and assist with applications.

"It was better to have someone who knows this process and could tell me if she thinks I could qualify or not," said Elizabeth. Elizabeth's family did qualify for SNAP, and the monthly supplement to her grocery budget meant she could pay off some nagging bills and establish financial independence from her extended family. With her children's needs met, Elizabeth was able to focus on finding a job offering better pay.

"On the other side of the process, this was so much easier than I thought it would be," said Elizabeth. "That's thanks to Second Harvest Heartland."

Last year, our SNAP Outreach team helped more than 13,200 households navigate the hunger-relief system and assisted over 8,800 households like Elizabeth's with their SNAP applications or re-certifications, helping families access more than 6 million meals.

We've assisted **137%** more households with SNAP applications & re-certifications compared to 2019 pre-pandemic rates of assistance.



Victoria, SNAP Outreach Volunteer

"Having food support was a huge blessing at a difficult time."

– Elizabeth



To see if you're eligible for SNAP visit 2harvest.org/snap



Pham's Rice Bowl



Hope Youth Center



Dawn2Dusk Farms

CLOSING THE HUNGER DIVIDE

When there is crisis or hardship, hunger follows. While some families might be finding it easier to fill their fridges as the pandemic wanes, this has not been the case for too many of our neighbors.

The startling truth is that communities of color experience food insecurity at twice the rate of their White neighbors. Racial disparities like these are what we refer to as the hunger divide. The scale of the problem in the Midwest is truly staggering because our region lives with wide racial gaps in home ownership, unemployment and poverty, all of which can all lead to hunger.

At Second Harvest Heartland, we have spent the last year listening, learning and acting. We've learned that where, how and what food is distributed by food banks can leave people out, and those left out are too often people of color. We are working with our partners to deliver more food directly to communities of color, connecting more people with SNAP benefits through a more representative team of specialists, offering a more diverse variety of foods, and supporting farms owned and run by people of color.

You can see this work in action through a collaboration with Hope Youth Center, an equitable learning pod for school-aged kids in the Midtown Exchange building in Minneapolis. Originally, the center relied on students bringing

their lunches from home, but when the staff realized students weren't consistently bringing food, they knew they needed a solution. That's where Minnesota Central Kitchen and Midtown Exchange neighbor Pham's Rice Bowl partnered up to provide Hope Youth Center students with balanced, hot, fresh lunches every day.

Hope Youth Center co-founder Valerie Quintana calls the partnership with Pham's "an incredibly positive experience." For a grassroots nonprofit, it's powerful beyond measure to have high-quality meals freshly made and served within walking distance of their space.

"BIPOC business owners helping BIPOC business owners is true community connection," Valerie explained. (BIPOC stands for Black, Indigenous, People of Color.)

Closing the hunger divide requires authentic community connection, and Second Harvest Heartland's brokering of the Hope Youth Center and Pham's Rice Bowl partnership is the true embodiment of that.



Learn more about our work to close the hunger divide—including a strategic equity investment we announced last fall—at 2harvest.org/hungerdivide

2021 FINANCIAL STATEMENT

10/1/2020 – 9/30/2021



Learn more about our long-term commitment to the hunger fight at 2harvest.org/endowment

In thousands

Revenue	FY2021	FY2020	% Change
Food Donations, In Kind	\$150,625	\$148,972	1.1%
Contributions	\$54,532	\$67,745	-19.5%
Program Services	\$10,643	\$13,279	-19.8%
Government Contracts	\$7,259	\$7,926	-8.4%
Total Revenue	\$223,059	\$237,922	-6.2%

Program Expenses

Food Distributed, In Kind	\$152,524	\$144,125	5.8%
Programs	\$39,615	\$31,396	26.2%
Fundraising Expenses	\$6,653	\$5,166	28.8%
Administrative Expenses	\$5,250	\$4,250	23.5%
Total Functional Expenses	\$204,041	\$184,938	10.3%
Net Excess (or Deficit)	\$19,017	\$52,984	

Assets

Current Assets			
Cash and Cash Equivalents	\$33,530	\$42,883	-21.8%
Accounts Receivable	\$2,249	\$3,582	-37.2%
Inventory	\$9,232	\$13,679	-32.5%
Total Current Assets	\$45,010	\$60,144	-25.2%
Property	\$38,245	\$39,702	-3.7%
Investments/Other Assets	\$32,524	\$2,417	1,245.5%
Total Assets	\$115,779	\$102,263	13.2%

In thousands

Liabilities and Net Assets	FY2021	FY2020	% Change
Current Liabilities			
Accounts Payable	\$1,669	\$2,968	-43.8%
Current Debt	\$4,892	\$4,041	21.1%
Accrued Liabilities	\$1,879	\$2,053	-8.5%
Total Current Liabilities	\$8,440	\$9,062	-6.9%
Long Term Debt, Net	\$5,446	\$10,324	-47.2%
Total Liabilities	\$13,886	\$19,387	-28.4%

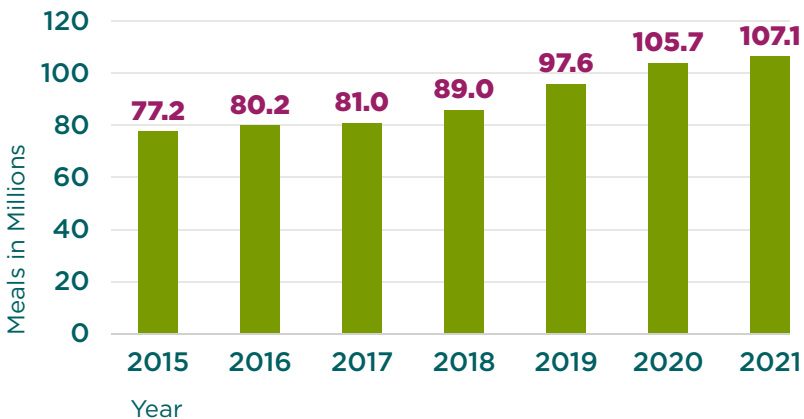
Net Assets

Unrestricted	\$97,692	\$78,189	24.9%
Temporarily Restricted	\$4,201	\$4,688	-10.4%
Total Net Assets	\$101,893	\$82,876	22.9%
Total Liabilities and Net Assets	\$115,779	\$102,263	13.2%

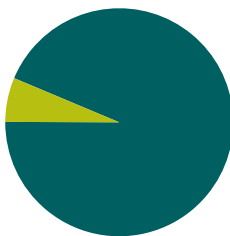
Program Expense:	94.2%	94.9%
General & Administration Expense:	2.6%	2.3%
Fundraising Expense:	3.3%	2.8%

This past year, nearly a half a million Minnesotans faced food insecurity. Some good news is that this community stepped up to respond. And just in time, as supply chain disruptions and inflation made it harder and more expensive for us to get meals where they were needed most. **The generosity of this community reminds us that there's hope in the heartland.**

MEALS PROVIDED (IN MILLIONS)



EXPENSES TOWARD PROGRAMS

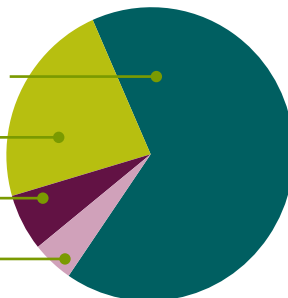


94% OF EXPENSES GO TO PROGRAMS

Calculation of 94% includes combined value of cash and in-kind expenses

SOURCES OF REVENUE

68% Food Donations (in-kind)
24% Contributions
5% Program Services
3% Government Contracts



VOLUNTEER LED, VOLUNTEER FED

5,315 volunteers contributed **52,405** hours to our hunger-relief efforts last year.

We distributed **107** million meals in 2021.

“Very simply, to me volunteering means helping others. There may come a day when I am on the receiving end, so I want to make sure I am doing my part by giving now.”

– Ruth Bueckers, a regular sorting & packing volunteer



Second Harvest Heartland facility in Brooklyn Park, Minnesota.

We couldn't do this work without the
generous contributions from our donors.
THANK YOU.

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Photo: Second Harvest Heartland partner Dawn2Dusk Farms in Cambridge, Minnesota.



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

