
ANNUAL REPORT

to the community 2022



second harvest
HEARTLAND[®]

FROM OUR CEO

We have been through a lot together this past year. We stood up to hunger and simply said “no” to empty plates. We did so much good work, and yet hunger in the heartland is growing and changing. **It’s becoming clear that it’s time to think and work differently to fight hunger. Our team is ready, but we need you with us.**

Last year, you helped us mobilize a powerful community of neighbors to deliver more nutritious food in every neighborhood and zip code. Together, we helped a record 813,000 people stay fed. That’s over 800,000 parents, kids and seniors in our community who asked for and received milk, eggs, veggies and other staples.

Last July—during the hungriest summer in memory—Second Harvest Heartland set another record: We distributed more food in a single day than any other in our 30-year history. While these milestones speak to the incredible strength and capacity of our organization, they also speak to a deepening crisis in our communities. The situation is especially difficult for communities of color, who face at least twice the rates of hunger as their white counterparts.*

The hunger-relief network is meant to provide a safety net, but inflation, pandemic-era income loss, and slow-growing wages are increasing the problem of hunger in our communities. We can’t sit back and hope that complex times solve themselves; it’s our responsibility to support our neighbors, whatever comes next.

We know there’s not just one fix to hunger. We need bold new solutions, more partners, and a way to clearly measure our progress so we can understand what’s working. We need more SNAP meals, stronger-than-ever food banks and food shelves, universal school meals and a community ready to stand behind it all. We need to closely monitor results so we can do more of what’s working—and less of what isn’t. We need the business community, policymakers and all Minnesotans to build and sustain shared solutions. It’s time to do better. We can do better, and we must.

You have made Second Harvest Heartland a powerful force for good in Minnesota. How do you envision your role in the work ahead? **Please email me at allisonotoole@2harvest.org if you’ve got solutions to contribute to this important effort. Thank you again for your partnership!**

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.

*USDA, Economic Research Service. September 2022. Household Food Security in the United States in 2021, ERR-2309.

YOUR RECORD-SETTING 2022 IMPACT

113 MILLION
TOTAL MEALS PROVIDED

Despite the pandemic waning, we delivered a record number of meals to more than 1,000 local food shelves and nonprofits; 94% of the food they distributed to community members came from our food bank.

39.4 MILLION

POUNDS OF FOOD RESCUED FROM PARTNERING GROCERS AND RESTAURANTS

Our largest source of food donations is unsold food rescued from grocery stores—wholesome and nutritious produce, meat, bakery, dairy and other foods, feeding Minnesotans instead of filling landfills.

813,130
PEOPLE SERVED BY SECOND HARVEST HEARTLAND AND OUR NETWORK OF PARTNERS*

Our network of partners extends across 59 counties in Minnesota and western Wisconsin.

1.3 MILLION
FRESHLY PREPARED MEALS

In 2022, we partnered with more than 75 nonprofits and employed the equivalent of 80 full-time culinary workers to deliver prepared meals to people experiencing hunger. Meals are culturally connected so they taste like home to the diverse communities we serve.

70
FARM PARTNERS

We sourced 9.8 million pounds of fresh produce from 70 Minnesota farms in 2022, much of which would have otherwise gone to waste. Instead, it was redirected to hungry Minnesotans, reducing food waste and supporting local farmers.



THANK YOU FOR YOUR PARTNERSHIP!

*ACET, Inc. May 2022. Food Supports: Conversations with Neighbors. Conducted on behalf of Second Harvest Heartland.

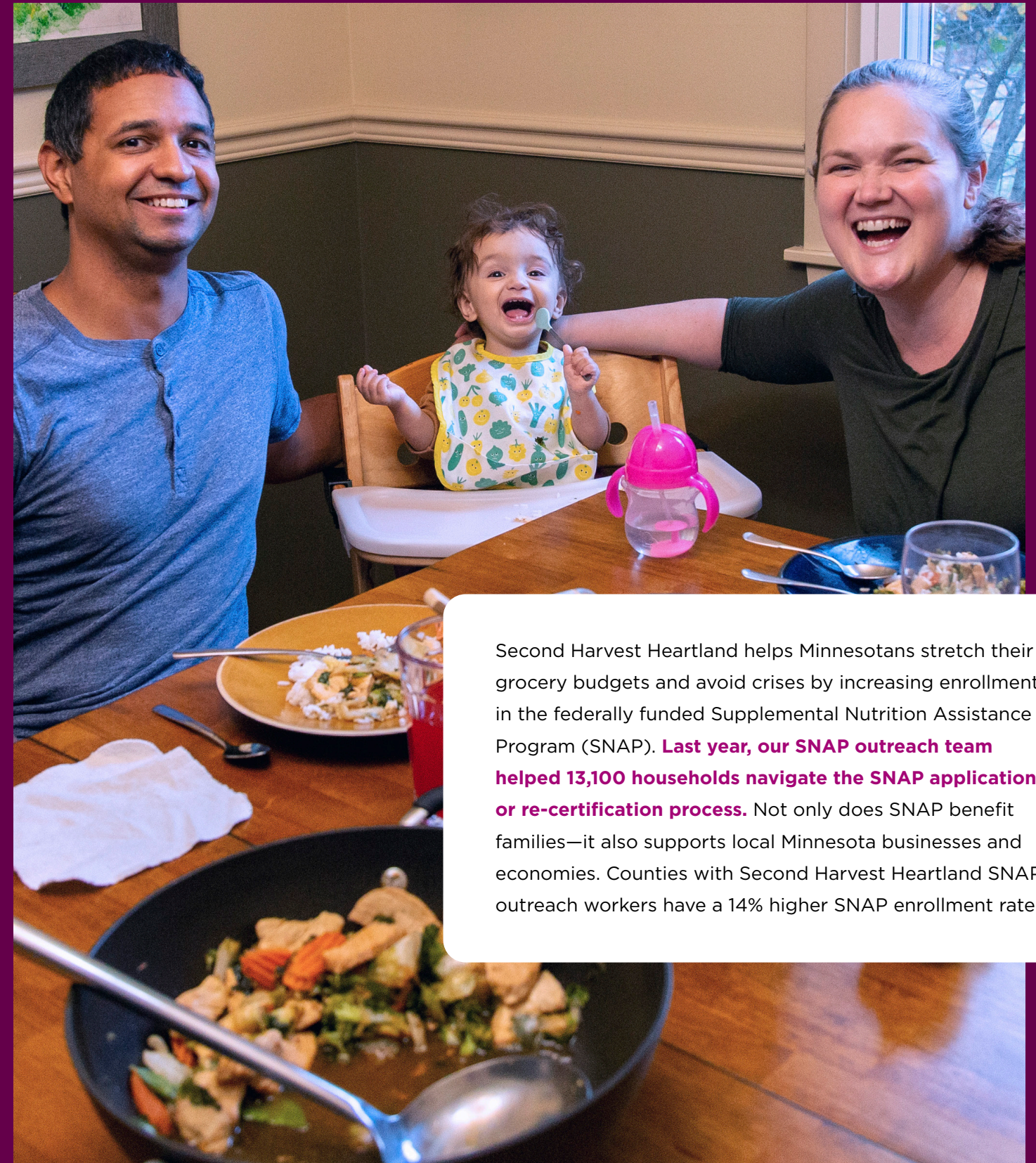
It helps tide me over.

— Liz Windorski

After working for 30 years in housekeeping at a retirement home, Liz Windorski now lives in a high rise in St. Paul on Social Security income. The cost of her medicine makes it hard to pay other expenses, so she's glad to receive dairy, meat, produce and other foods from Keystone Community Services, one of our agency partners. Inflation and income loss have triggered a surge in community members turning to food shelves—and these food shelves turning to Second Harvest Heartland's food bank.



RELIABLE GROCERY MONEY IS HUNGER PREVENTION



Second Harvest Heartland helps Minnesotans stretch their grocery budgets and avoid crises by increasing enrollment in the federally funded Supplemental Nutrition Assistance Program (SNAP). **Last year, our SNAP outreach team helped 13,100 households navigate the SNAP application or re-certification process.** Not only does SNAP benefit families—it also supports local Minnesota businesses and economies. Counties with Second Harvest Heartland SNAP outreach workers have a 14% higher SNAP enrollment rate.*

*Based on a 2021 study conducted by Boston Consulting Group on behalf of Second Harvest Heartland.

The Covid era has shown us that we can move the needle on hunger if we do it together. This community's commitment to ending hunger has made us brave enough to ask how soon we can end hunger in Minnesota. We invite you to become part of this conversation. In fact, we need you at the table. Please join us in the coming months as we launch bold new measures to end hunger together.

food shelf near me 🔍
was in the top 10 Twin Cities Google searches of 2022

Equity must be front and center to address racial differences in food insecurity.*



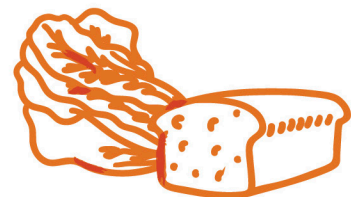
END HUNGER together



Measuring & tracking

- where we are
- where we're going
- what's working
- what's not
- ✓ will be key

What would it take to get this done by 2040?



Part of ending hunger is getting ahead of it - before families need emergency groceries.

Minnesota is truly a land of plenty -
no one should go hungry in our state.

MORE groceries and prepared meals will be critical - but they must be culturally connected.

We will need EVERYONE to make this happen.

- * Business community
- * Policymakers
- * Every Minnesotan



There's just so much struggle out there that people don't know about.

— Kendall Smith

Kendall Smith, a U.S. army veteran on a fixed income, says he's treated like family when he visits the Southern Anoka Community Assistance food pantry, a Second Harvest Heartland partner. He likes to pick up freeze-dried cherries and walnuts for his oatmeal, which he calls his "go-to for health." He always shares what he brings home with his neighbors, who are hesitant to visit a food shelf despite their need. Our emergency food system became a lifeline for many of our neighbors, as visits to food shelves in Minnesota jumped 53.5% over the previous year.*

*Hunger Solutions. 2022 Food Shelf Visits Statistics report.



2022 FINANCIAL STATEMENT

10/1/2021 - 9/30/2022

In thousands

Revenue	FY2022	FY2021	% Change
Food Donations, In Kind	\$153,886	\$150,625	2.2%
Contributions	\$44,622	\$54,532	-18.2%
Program Services	\$10,663	\$10,643	0.2%
Government Contracts	\$7,735	\$7,259	6.6%
Total Revenue	\$216,907	\$223,059	-2.8%

Program Expenses

Food Distributed, In Kind	\$157,769	\$152,524	3.4%
Programs	\$53,863	\$39,615	36.2%
Fundraising Expenses	\$8,091	\$6,653	21.6%
Administrative Expenses	\$9,026	\$5,250	71.9%
Total Functional Expenses	\$228,748	\$204,041	12.1%

Net Excess (or Deficit) (\$11,841) \$19,017

Assets

Current Assets			
Cash and Cash Equivalents	\$26,651	\$33,530	-20.5%
Accounts Receivable	\$4,939	\$2,249	119.6%
Inventory	\$7,163	\$9,232	-22.4%
Total Current Assets	\$38,753	\$45,010	-13.9%
Property	\$36,919	\$38,245	-3.5%
Endowment	\$18,983	\$22,197	-14.5%
Investments/Other Assets	\$5,997	\$10,327	-41.9%
Total Assets	\$100,652	\$115,779	-13.1%

In thousands

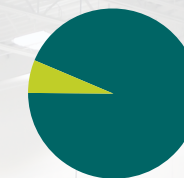
Liabilities and Net Assets	FY2022	FY2021	% Change
Current Liabilities			
Accounts Payable	\$2,500	\$1,669	49.8%
Current Debt	\$559	\$4,892	-88.6%
Accrued Liabilities	\$2,678	\$1,879	42.5%
Total Current Liabilities	\$5,737	\$8,440	-32.0%
Long Term Debt, Net	\$4,863	\$5,446	-10.7%
Total Liabilities	\$10,600	\$13,886	-23.7%

Net Assets

Unrestricted	\$87,258	\$97,692	-10.7%
Temporarily Restricted	\$2,794	\$4,201	-33.5%
Total Net Assets	\$90,052	\$101,893	-11.6%
Total Liabilities and Net Assets	\$100,652	\$115,779	-13.1%

Program Expense:	92.5%	94.2%
General & Administration Expense:	3.9%	2.6%
Fundraising Expense:	3.5%	3.3%

EXPENSES TOWARD PROGRAMS



92.5% OF EXPENSES GO TO PROGRAMS

Calculation includes combined value of cash and in-kind expenses.

SOURCES OF REVENUE

71% Food Donations (in-kind)
21% Contributions
5% Program Services
3% Government Contracts



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

THANK YOU, SUPPORTERS AND VOLUNTEERS!



Food is what brings us together. As a new member of Second Harvest's Board of Directors, I'm honored to help make sure Minnesotans have the food they need to feed their families well.

— Mike Stigers
Chief Executive Officer
Cub Foods

“While I didn’t grow up hungry, both of my parents did,” said Second Harvest Heartland board member Suzi Kim Scott. “That’s why the mission of Second Harvest Heartland speaks so strongly to me.”

Suzi’s parents grew up during the Korean war—her mother in North Korea and father in South Korea—where they endured poverty and hunger.

Suzi says her parents’ experience was formative for her and her sister, Ann Kim, a noted Twin Cities chef and restaurant owner. **“My parents’ lived experience of hunger impacted the way I wanted to invest my time, my talents, and my money,”** Suzi said.

Suzi learned about Second Harvest Heartland through volunteer packing shifts and the organization’s partnership with Minnesota Public Radio, where she serves as American Public Media communications director.

“I like the fact that Second Harvest knows how to partner with people,” she said. **“They are willing to ask, ‘Where do we need help, and where can we pool our resources together?’ They are leading with humility and confidence.”**

Suzi says she and her sister grew up learning that food was to be valued and appreciated. “We don’t waste. We understand the value of a dollar and we understand what it means to have food.”

“If you want to give to hunger relief, there’s no better place than Second Harvest Heartland. There are a number of wonderful organizations working on combatting food scarcity, but Second Harvest is really the gold standard.”



Suzi Kim Scott, Second Harvest Heartland Board Member

Mark remembers visiting Second Harvest Heartland for food repacking shifts with his coworkers from Cummins, where he worked as an engineer for 40 years.

When he retired in 2020, he decided to return to Second Harvest Heartland twice a week to volunteer.

“It’s fun—it keeps you busy, and there’s a lot of variety,” he said. “You might be repacking onions or apples or cabbage. On Tuesdays, we’ll sort a lot of bread.”

Mark said he also enjoys the company. “It’s fun with the regulars and the staff. You’re with like-minded people who know there’s a need out there.”



Mark Weber, Second Harvest Heartland Volunteer

Mark says **hunger relief is important to him because food is a basic necessity.** He appreciates learning how many meals he’s packed at the end of every shift.

Mark and his wife, Sandy, have also made monthly financial contributions to Second Harvest Heartland for more than a decade.

“Second Harvest Heartland can do so much with people’s volunteer time and contributions. They’re efficient at getting food and getting it out to all the different food shelves. **Whatever you give they turn into even more.”**

In 2022, more than
9,348 VOLUNTEERS
contributed **57,293 HOURS.**

CARGILL CARES ALUMNI

Cargill Cares Alumni (CCA) is a group of retired Cargill employees who volunteer three times a month, helping to repack food for delivery to our network of 423 food shelves and nonprofits. The group has been volunteering at Second Harvest Heartland for nearly 20 years. “It feels good to be helping with such an important cause,” said CCA project lead Julie Rothstein. “The packing shifts are well-organized, and the staff is great. Our members also enjoy the social aspect and connecting with old friends.”



Learn about volunteering with us at 2harvest.org/volunteer

THE DISH GALA IS BACK!

After two years of gathering virtually, we were thrilled to welcome the community back in person at the Depot in Minneapolis on October 15, 2022. Presenting sponsor Cub Foods set the table for an evening of impact that included a silent and live auction, inspiring program, dinner, entertainment by Kat Perkins (left), and more. More than \$1.2 million was raised to provide meals and groceries to Minnesotans facing hunger, surpassing our \$1 million goal! Thank you to everyone who made Dish a success!

Support our fight to end hunger at 2harvest.org/giving



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