2014 ANNUAL REPORT

LEADING:
40 Years Strong
Scaling Up
The Fight Against Local Hunger

Over the past 40 years of serving the community, we’ve seen hunger chip away at opportunity. Nearly half of our clients must choose between buying food or continuing their education. Hunger prevents children, families, and local communities from reaching their full potential. As they struggle to pay rising rents and put food on the table, one in three of our neighbors turns to Second Harvest for help. In fact, our clients seek food assistance 13 times a year, compared to the national food bank average of eight times—a reflection of the high cost of living in the Bay Area.

Forty years ago, dented cans and miscellaneous donated items filled the shelves of our humble, 1,200-square-foot facility in East San Jose. Today, providing access to healthy food is central to what we do. Notwithstanding a crippling California drought this past year, Second Harvest proudly distributed more fresh fruits and vegetables than any other food bank in the United States.

By necessity, we are a big business. No other single nonprofit organization in San Mateo or Santa Clara counties touches more lives than Second Harvest does every month. To efficiently provide the equivalent of nearly one million meals every week of the year, we have scaled our operations and squeezed every dollar. Knowing that one in three kids in our community is at risk for hunger, we continue to stock families’ shelves with the protein and dairy kids need to grow strong.

But hunger isn’t a supply chain problem. Hunger is personal. And scary. Hunger is a child confronted by an empty refrigerator after school. A mom who waters down milk to make it last longer. That’s the reason we are in nearly every neighborhood, complementing our broad scale by deepening our community roots and using surgical precision to fight hunger block by block. When we’ve found gaps or redundancies in service, we’ve strategized with local partners—both new and old—to solve hunger in creative ways.

Access to nutritious food paves the way for healthier kids with brighter futures and is a cornerstone of a healthy community. Food is hope. Thank you for helping us to ensure that anyone who needs a meal can get one.

Kathy Jackson
CEO, Second Harvest Food Bank

“In 3 local kids is at risk for hunger. For them, food is hope.”

Kathy Jackson
Building a Model Food Bank

In 2014, Feeding America, the nation’s largest domestic hunger relief charity, named Second Harvest CEO, Kathy Jackson, Network Leader of the Year. Kathy Jackson is a true leader in the Feeding America Network—a leader who inspires both locally and nationally. She has proven to be an inspiration to her staff and to many of our food bankers across the country. The fact that she won was no surprise—I’ve seen her dedication and commitment to the community and to our national food banking network over the time that I have known her.

Through Kathy’s vision and leadership, Second Harvest Food Bank of Santa Clara and San Mateo Counties has become an example for others to follow. She has used her tremendous skills to corral the energy of her staff and neighbors. She has developed a “learning culture” at Second Harvest that runs from her top managers to the frontline staff.

Kathy Jackson has been at the forefront of the movement to ensure that food banks are providing healthy, fresh foods to the hungry people they serve. In particular, she has been instrumental in making sure that the community she is serving has access to more fruits and vegetables.

“Kathy Jackson is a true leader in the Feeding America Network—a leader who inspires both locally and nationally.”

Bob Aiken
President and CEO, Feeding America

Rescuing More Food

Food Banking at our scale is not unlike any medium-size food business, with one critical exception: 80% of the time, we never know exactly what or how much food we are going to get and in what condition it will arrive. This is the 80/20 rule flipped up on its head, and our organization must operate with great nimbleness to make the most of what we get to serve people in need effectively.

When I worked at Driscoll’s, we prided ourselves in learning how to effectively and efficiently ship strawberries within four days of picking, even as volumes were increasing 10-20% per year. At Second Harvest, we pride ourselves on being “faster than strawberries” since by the time they arrive, the “straws” are near the end of their shelf life. Most need to be re-shipped within two days of arrival.

That said, we still have a lot to learn. From my perspective, creating and sustaining a culture of continuous improvement is the best thing we’ve accomplished. We discuss, encourage, support, and test new ideas, and when they prove successful, we deploy them.

“Thanks to our staff and volunteers, Second Harvest distributed nearly 30 million pounds of fresh produce last year.”

Ralph Maltese
Vice President of Operations
Second Harvest Food Bank

We are also adept at providing an environment for “intellectual volunteers” to make a contribution. Whether they help us prepare monthly reports, envision a new warehouse layout, write code to help us schedule, pack and trace repacked produce, or install GPS software to help track our 15 tractor trailers and eight holiday food drive trucks, all of these volunteers help us deliver on our mission. Their selfless actions make Second Harvest more than just a food bank. Volunteers make us a community asset for the benefit of all.

I am honored to be part of the Second Harvest team, which is part of a larger network of food banks throughout the United States. Each and every morning, I’m delighted to make a difference in our local community.

Ralph Maltese

LEADING NATIONALLY

LEADING IN EFFICIENCY
Providing More and Better Food

Early in our history, we recognized that providing people with more food wasn’t sufficient. We are committed to contributing to the health of our community by distributing nutritious foods. That guiding principle led us to be the first food bank in the country to hire a nutritionist. Decades later, we provide more fresh fruits and vegetables than any other food bank in the nation.

SECOND HARVEST PROVIDES THE EQUIVALENT OF 1 million meals every week of the year.

MORE THAN 90% OF THE FOOD WE DISTRIBUTE IS HIGHLY NUTRITIOUS.

MORE THAN HALF OF THE FOOD WE DISTRIBUTE IS FRESH PRODUCE.

80% of Second Harvest's Food is Donated

Last fiscal year, local partner Pulmuone Foods donated 111,384 pounds of food.

"We are very proud to partner with Second Harvest Food Bank to provide naturally delicious, nutritious food for local families. Rooted in this community for over 20 years, in Salinas and then Gilroy, this community is especially dear to us because this is where most of us at Pulmuone live! We are proud and humbled to serve our community and the families that are our neighbors, and we are appreciative to Second Harvest Food Bank for bringing healthy and fresh food to individuals and families.”

Lourdes Ahn
Human Resources and Legal, Pulmuone Foods USA

"There’s no food shortage in America. In fact, the USDA estimates that 1,249 calories per capita goes to waste, every single day. At Second Harvest, we believe good food should never be wasted, especially when there are so many people in need.”

Barbara Gehlen,
Director of Food Resources and Inventory, Second Harvest Food Bank
Promoting CalFresh Participation

We’re constantly exploring more ways to connect people to food. CalFresh, or food stamps, helps low-income families and individuals purchase groceries at local stores. Yet only about half of those who are CalFresh-eligible in Santa Clara and San Mateo counties are enrolled in the program.

Last fiscal year, our staff prescreened nearly 34,700 households for CalFresh. Submitted more than 7,300 applications. And connected nearly 4,100 households to the program.

Like 28% percent of Second Harvest’s clients, Patrick, Joy, and their daughter Angelica receive groceries directly from Second Harvest and they are enrolled in the CalFresh (food stamp) program. They’ve relied on Joy’s teacher’s salary, but living in Colma, her paycheck only stretches so far.

Last summer, on Joy and Patrick’s wedding anniversary, Joy was diagnosed with breast cancer. Healthy food from CalFresh and our food programs helped the family weather the difficult months that followed. Thankfully, Joy recently completed chemotherapy and Patrick’s job prospects look bright.

We know reliable access to food has a tremendous impact on children. Kids who benefit from food stamps graduate from high school 18% more often than children in similar economic circumstances who did not benefit from food stamps.

Knowing that many of our clients could profoundly benefit from this additional source of food, and determined to leverage all food resources, Second Harvest continues to expand upon our robust, multilingual CalFresh (food stamp) outreach program.

“With Second Harvest, you know there’s hope—something you can look up for. You don’t feel like you’re left alone.”

Patrick, client
Mobilizing Powerful Partnerships

“\"I know how hard it can be to put food on the table, particularly with the high cost of living here in the Bay Area. That’s why we’re partnering with Second Harvest Food Bank of Santa Clara and San Mateo Counties to connect people to CalFresh—a critical source of food.\""

Beto Chavez, General Manager, Chavez Supermarkets

Chavez Supermarkets host Second Harvest’s CalFresh Outreach Specialists, who help eligible shoppers sign up for CalFresh benefits and other food bank programs.

Second Harvest is among the few food banks in the nation that provides food to our local partners, completely free of charge. This allows our partners to focus their resources on what they do best—sheltering domestic violence survivors, housing the homeless, offering job training, and educating the next generation. A gift to us is a gift to them.
Second Harvest Food Bank provided 62 million pounds of food in fiscal year 2014

- Boys & Girls Club of Silicon Valley
- C.O.M.E.
- California Community Partners for Youth
- California Youth Outreach
- Californians for Justice
- Cambrian Center
- Campbell Library
- Cathedral Basilica of St. Joseph
- Cathedral of Faith Reaching Out
- Catholic Charities
- Catholic Charities – John XXIII Senior Center
- Center for Employment Training
- Chavez Markets
- Chavez School
- Christopher Elementary School
- Church of the Chimes
- City of San Jose Parks Recreation and Neighborhood Services
- City Year
- Citybarn International
- Community United San Jose
- Committee/City San Jose
- Crossroads Community Service
- Crossroads Bible Church
- Cry Out Christian Church
- Curryton Elementary School
- Cypress Community and Senior Center
- Dalton Larion Elementary School
- Davis Elementary School
- Donald J. Meyer Elementary School
- Dora Elementary School
- EAH Housing
- East Side Adult Education
- East Valley Pentecostal Church
- Eastside Church of God in Christ
- Eastside Fish
- Eastside Neighborhood Center
- Edenvale Elementary School
- Edenvale Library
- Educational Park Library
- El Buen Pastor
- Empire Gardens Elementary School
- Ephesus
- Escuela Popular
- Estrella/Gardner Centers
- Evergreen Library
- Evergreen Valley College
- Family and Children Services
- Fichser Middle School
- Firehouse Community Development Corporation
- First Christian Church
- First Emmanuel Baptist Church
- First Immanuel Lutheran Church
- First Presbyterian Church of San Jose
- Fish/Southside Transfiguration Church
- FootHill Community Health Center
- Franklin-McKinley School District
- Friends of Farm Drive
- Friendship Church of God in Christ
- George Miner Elementary School
- Gisialo Apartments
- Girl Scouts of Northern California
- Gloria Dei Lutheran Church
- Goodwill of Silicon Valley
- Goss Elementary School
- Grace Community Center
- Grant Elementary School
- Hank Lopez Community Center
- Health Trust Food Basket
- Health Trust Dental Clinic Produce Mobile
- Healthy Start Early Learning Center
- Hildesheim Evangelical Free Church
- Hillview Library
- HomesFirst
- Homless Veterans Emergency Housing
- Horace Mann Elementary School
- Horizon Services, Inc.
- Housing Authority
- Hubbard School
- Indian Health Center
- InVision Shelter Network
- J. R. Meadows Elementary School
- Joyce Ellington Library
- Katharine R. Smith Elementary School
- Lainai Cunningham Neighborhood Association
- Latino College Prep Academy
- Life Enrichment Services
- Life Choices Treatment Services
- Live Oak Adult Day Services
- Lowell Elementary School
- Luther Burbank Elementary School
- Maranatha Outreach Center
- Marmont Clinic
- Martha’s Kitchen
- Mathson Middle School
- Mayfair Community Center
- Mayfair Golden Manor
- Mekong Community Center
- Mexican American Community Services Agency
- Mexican Consulate
- Mid-Pan Housing
- Momentum for Mental Health
- Monrovia Middle School
- Most Holy Trinity Catholic Church
- New Beginnings Pentecostal Church of God
- Next Door Solutions to Domestic Violence
- Oak Grove Union School District
- O’Connor Hospital Health Benefits Resource Center
- Olinna Chynoweth Commons
- Operation Share
- Our Lady Of Guadalupe Catholic Church
- Our Lady of Refuge Catholic Church
- PAL Stadium
- Parish House on the Hill
- Parkview Place
- Passo Senter at Coyote Creek
- Pathway Society Inc.
- Pearl Library
- Portuguese Organization for Social Services and Opportunities
- Project Access
- Project Homeless Connect
- Project NineTy, Inc.
- Rehmi Foundation
- Rainbow Recovery
- Robert Sanders Elementary School
- S.T.R. Programs
- Sacred Heart Church
- Sacred Heart Community Services
- San Antonio Elementary School
- San Jose Alano Club
- San Jose City College
- San Jose Conservation Corps
- San Jose Day Nursery
- San Jose Family Shelter
- San Jose Faith Family Services
- San Jose Job Corps
- San Jose Public Library, Bascom branch
- San Jose Public Library, Biblioteca Latinoamericana branch
- San Jose Public Library, Dr. Roberto Cruz-Alum Rock branch
- San Jose Public Library, Tally branch
- San Jose Seventh Day Adventist Church
- Santa Clara County Senior Nutrition Program
- Santa Clara County Social Service Agency
- Santa Maria Urban Ministry of San Jose
- Scott Lane Elementary School
- Senior Nutrition Meals on Wheels
- Seven Trees Community Center
- Seven Trees Library
- Sherman Oaks Community Center
- Sherman Oaks School
- Sienna Senior Apartments
- Silicon Valley Independent Living Center
- SJBJ Child Development Centers
- Somos Mayfair
- South Bay Teen Challenge
- Southside Senior Center
- St. James Emergency Food Pantry
- St. Julie’s Food Pantry
- St. Maria Goretti Catholic Church
- St. Martin’s Tours Church
- Stipa Elementary School
- Sunday Friends
- Sylvandale Middle School
- The Salvation Army San Jose Corps
- TOOKNA Neighborhood Association
- Trace Elementary School
- Trinity Episcopal Cathedral
- Trinity Presbyterian Church
- True Vine Pantry
- Union Community Resources
- Union City Church
- United Way Silicon Valley
- Unity Care Group Homes
- Valley Medical Center Clinics
- Valley Medical Center Farmer’s Market
- Vida Nueva
- Vietnamese Voluntary Foundation
- Voices United
- Washington United Youth Center
- Westgate Church at the South Hills Campus
- Westminster Presbyterian Church
- William Shepard Middle School
- Willow Glen United Methodist Church
- Women, Infants, and Children (WIC)
- Work2Future
- Year Up
- YMCA
- Yu-Ai Kai Japanese American Community Senior Service
- San Martin
- Boccardo Family Living Center
- Santa Clara
- Alive
- Bill Wilson Runaway and Youth Shelter
- Girls For A Change
- Mid-Pan Housing
- Pathway Society Inc.
- River of Life Foundation
- Senior Council Foster Grandparent Program
- Solidarity Fellowship, Inc.
- St. Clare Parish
- St. Justin Community Ministry
- The Salvation Army
- YMCA
- Sunnyvale
- Chavez Market
- Columbia Neighborhood Center
- Mid-Pan Housing
- NOVA Works
- Our Daily Bread
- Sunnyvale Community Services
- The Salvation Army
- Trinity Church of Sunnyvale
- SAN MATEO COUNTY
- Atherton
- Menlo Atherton High School
- Packard-Gardner Children’s Clinic
- Belmont
- Mental Health Association
- Parca
- Society of St. Vincent De Paul
- Yassen Foundation
- Brisbane
- Jahrchi Project
- Burlingame
- APL-OJ Community Services
- CALL Primrose UPUSA
- El Concilio of San Mateo County
- Parca
- Women’s Recovery Association
A POWERFUL LOCAL NETWORK OF PARTNERS

Colma
- Society of St. Vincent De Paul
- Trestle Glen

Daly City
- Camino Eucalyptus House
- Crossroads Christian Center
- Daly City Community Service Center
- Daly City Fun, Health, and Safety Fair
- Daly City Peninsula Partnership: Collaborative
- Daly City Youth Health Center
- Don Qelar Community Center
- General Parshing Preschool
- Holy Child & St. Martin’s Episcopal Church
- InVision Shelter Network Family Crossroads
- Lawson Hall Community Center
- Lincoln Community Centers
- Mercy Services
- Mid-Peninsula Boys & Girls Club
- North Peninsula Food Pantry and Dining Center
- Our Second Home
- Peninsula Family Services
- San Francisco Host Lion’s Club
- San Mateo County Behavioral Health Services Project
- San Mateo Medical Center, Daly City Clinic
- Serramonte Del Rey
- Society of St. Vincent De Paul
- Taglia Community Center
- United Methodist Church of Daly City
- Women, Infants, and Children (WIC)

East Palo Alto
- Aspire Public School
- Bayshore Christian Ministries
- Boys & Girls Club of the Peninsula
- Building Futures NOW
- Church of Christ
- College Track
- East Palo Alto Boxing Club
- East Palo Alto Senior Center
- East Palo Alto Teen Home
- Ecumenical Hunger Program
- El Conocedor San Mateo County
- Family Connections
- Foundation For A College Education
- Free At Last
- Girls To Women
- InVision Shelter Network H ospital
- Mural Music and Arts Project
- Nuestra Casa
- One East Palo Alto
- Our Common Ground
- Project K.E.V.S. Inc.
- Project WeHope
- Ravenswood Health and Dental Clinics
- Runnymede Gardens
- San Mateo County Behavioral Health Services, Parent Project
- Society of St. Vincent De Paul
- Women, Infants, and Children (WIC)
- YMCA
- Youth Community Service
- Youth United for Community Action

El Granada
- Coastside Hope
- El Granada Elementary School

Foster City
- AFL-CIO Community Services
- MidPen Housing

Half Moon Bay
- Boys & Girls Club of the Coastside
- Coastside Adult Day Health Center
- Coastside Children’s Programs
- Half Moon Bay Library
- Senior Coastsiders
- Society of St. Vincent De Paul

Menlo Park
- Apostolic Original Holy Church of God, Inc.
- Boys & Girls Club of the Peninsula
- Chavez Market
- Family Connections
- Garfield Elementary School
- H.S.D. - Head Start
- InVision Shelter Network Haven Family House
- Job Train
- Menlo Park Senior Center
- Mid-Pen Gateway Apartments
- Onetta Harris Community Center
- Peninsula Conflict Resolution Center
- Peninsula Volunteers
- Society of St. Vincent De Paul
- St. Anthony’s Padua Dining Room
- There With Care
- Willow Clinic
- Willow Oaks Elementary School

Millbrae
- Milbrae Senior Center
- Society of St. Vincent De Paul

Moss Beach
- Pillar Ridge Mobile Home Park

Pacific
- Holy Cross Lutheran Church
- Ocean View Apartments
- Oceana Apartments
- Pacifica Parks, Beaches, and Recreation Department
- Pacifica Resource Center
- Pacifica Senior Center
- Society of St. Vincent De Paul

Pescadero
- Puentes de la Costa Sur
- Society of St. Vincent De Paul

Pescadero/La Honda
- San Mateo County Library Bookmobile

Redwood City
- ACS Redwood High School
- AIDS Community Resource Consortium
- Bay Area Local Aid
- Boys & Girls Club of the Peninsula
- BUILD Peninsula
- Carinar
- Chavez Market
- El Centro de Libertad
- Fair Oaks Adult Activity Center
- Fair Oaks Community Center
- Hawes Elementary School
- Hoover Elementary School
- InVision Shelter Network Redwood Family House/Maple Street Shelter
- J.F. Kennedy Middle School
- Kainos Home and Training Center
- Mateo Lodge
- Mental Health Association
- MidPen Housing
- Multicultural Institute
- Mt. Shasta Transitional Center
- Our Common Ground
- Pan de vida
- Project Access
- Project Road
- Redwood City Child Development Centers
- Redwood City Education Foundation
- Redwood City Library, Downtown branch
- Redwood City Police Activities League
- San Mateo County Service League
- San Mateo County Sheriff’s Activities League
- San Mateo Medical Center, Fair Oaks Clinic
- Sandwiches On Sunday
- Society of St. Vincent De Paul
- St. Francis Center
- StarVista
- Tallent Elementary School
- The Salvation Army
- Verbo Family Services
- Women, Infants, and Children (WIC)

San Bruno
- 3rd Tongan United Methodist Church
- Belle Ar Elementary School
- Parca
- San Bruno Senior Center
- San Mateo County Behavioral Health Services, Parent Project
- Society of St. Vincent De Paul
- Sparkpoint San Mateo Center at Skyline College
- Village At The Crossing

San Carlos
- Catholic Charities CYO
- Edgewood Center for Children and Families
- Family Connections
- Parca
- Peninsula Works
- San Carlos Service Club for Seniors
- Society of St. Vincent De Paul

San Mateo
- Community Overcoming Relationship Abuse
- Family Housing and Adult Resources, Inc.
- First Presbyterian Church
- Heart and Soul, Inc.
- Hillsdale United Methodist Church
- Horizon Services, Inc.
- InVision Shelter Network First Step for Families/Vendom Hotel
- MacDonald Church of God in Christ
- Martin Luther King Center
- Mid-Peninsula Boys & Girls Club
- Mid Peninsula Hispanic Outreach Ministry
- United Presbyterian Church USA
- Peninsula Conflict Resolution Center
- Peninsula Temple Beth El
- Project Ninety, Inc.
- Samaritan House
- San Mateo County Behavioral Health Services, Parent Project
- San Mateo Medical Center, Main Campus
- San Mateo Police Activities League
- Self Help for the Elderly
- Society of St. Vincent De Paul
- Solidarity Fellowship, Inc.
- St. Bartholomew’s Catholic Church
- St. Matthew’s Church
- StarVista
- Women, Infants, and Children (WIC)

San Francisco
- Boys & Girls Club of Northern San Mateo County
- Community Services of Northern San Mateo County
- Embassy Christian Center
- Grace Covenant Abundant Harvest Food Pantry
- Hillsdale Church of God
- I.H.S.D. – Head Start
- Latin American 7th Day Adventist Church
- Mater Dolores Catholic Church
- Message of Peace Church
- North Peninsula Neighborhood Service Center
- North Peninsula Pantry and Dining Center
- Primary Iglesia Bautista de South San Francisco
- San Mateo Medical Center, South San Francisco
- San Francisco County
- San Francisco County
- San Francisco County
- Social Vocational Services
- Society of St. Vincent De Paul
- South San Francisco Food Pantry
- The Latino Commission
- The Salvation Army
- YMCA Community Resource Center

Woodside
- ACS Woodside High School

“...Second Harvest will provide more efficiency and allow us to distribute more food to people who truly need it.”

David Cox
Executive Director, St. Joseph’s Family Center
This past year, we mobilized donors, volunteers, and community partners and took our child hunger agenda up a notch: doubling our fundraising goal and connecting 100,000 kids to more food—and healthier food—so they can realize their potential.

Now kids can come home to a jar of peanut butter, a gallon of milk, and proteins like ground turkey every single month. Many think these foods are very basic, but for kids who grew up with bare shelves and empty refrigerators, they are luxuries.

It’s not just kids who need help. We know that the whole family is at risk for hunger. To make sure families have enough food to eat, we’ve set up pantries at 36 local schools.

NEARLY 40% OF SECOND HARVEST CLIENTS ARE CHILDREN

“It’s our responsibility to make sure you don’t have to concentrate. When my mom came home with those fresh fruits and vegetables, it was so awesome.”

Francene, client

“It’s hard when you don’t have food. You don’t have the energy or power to concentrate. When my mom came home with those fresh fruits and vegetables, it was so awesome.”

Francene, client

LEADING FOR KIDS

Stand Up for Kids campaign co-chairs Sheryl Sandberg, COO, Facebook and founder, LeanIn.Org, and John Donahoe, President and CEO, eBay, at a food distribution site.
Healthy food can nourish and uplift entire neighborhoods. That’s why last year, Second Harvest invested $300,000 to increase the capacity of 19 local agencies, so they can provide fresher food to our hungry neighbors.

One such community partner is Mount Olive Apostolic Original Holy Church of God. Second Harvest supported the installation of a commercial-grade freezer and refrigerator, and connected the church to a kitchen design expert, who created a plan to make Apostolic’s kitchen more efficient. The upcoming installation of a dishwasher will free up valuable staff and volunteer time.

Thanks to the Food Bank’s infrastructure investment, Apostolic’s kitchen can now serve food two days a week, instead of just one. Moving forward, the church hopes to open its doors to provide food five days a week.

“My mother was a founding pastor here. She used to take a camper, almost every day, to give out soup and corn bread in East Palo Alto and Menlo Park. Now, every Tuesday and Thursday, we can serve people home-cooked meals here at the church. Our volunteers start cooking at nine in the morning to serve dinner at five. We’ve just seen more of everybody—more people who are homeless, and more people who can pay their rent and bills, but don’t have enough money left over to buy food. We’re just glad the doors are open and that we can help.”

Bishop Teman L. Bostic Sr., Pastor, Mount Olive Apostolic Original Holy Church of God

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On Halloween morning in 2013, a small group of Second Harvest staff, board, and donors gathered together to explore “disruptive innovations” that could help Second Harvest shift the landscape and truly solve local hunger. Renowned author and advisor Geoffrey Moore led this special session, exploring whether we could leverage the same techniques that groundbreaking Silicon Valley companies use to achieve our vision of ending hunger.

Two particular themes rose to the top of our priority list:

1) Learning more about the hungry people we serve, and
2) Empowering our clients to be a bigger part of a solution.

As a result, we developed a disruptive pilot program focused on kids and families. We have gained extensive knowledge about 120 families attending a low-income school in San Jose—getting to know them one-on-one. Using these new insights—and working closely with the school, a nearby soup kitchen, and the parents themselves—we will begin testing new and better ways to address the families’ nutrition needs.
Volunteers Make it Possible

A Silicon Valley executive meticulously weighing acorn squash, a retired grandmother directing a strawberry sort, a Boy Scout enthusiastically soliciting peanut butter donations: From every walk of life, volunteers selflessly give their time to Second Harvest. Many of our most dedicated volunteers are also clients, and after handing out ripe tomatoes or fresh milk, they take home a bag of groceries for their own families.

316,000 volunteer hours, that’s the equivalent of

$6.6 million annually or

152 full-time staff

“Volunteering is a blessing. It helps me to get out of my home, to exercise, to boost my memory and to meet new families and their children. When I’m working with them, they become my family, not only the families who show up, but also the other volunteers and the people who manage the food distribution. I always learn something new.”

Tammy
Volunteer for 10 years and counting, Fair Oaks Community Center

“My son, my grandson, and I didn’t know what we were going to do about food. But then Second Harvest helped us. I was a crusty old seed that grew into a garden, because I’ve been able to pay it ahead to others. A deacon at another church tells me, ‘You can’t hardly walk.’ But I can always walk to deliver food to somebody.”

Stan
Pastor, client, and volunteer

“My family and I were very thankful for the help we received when I was young. From then on, I made a promise to myself that I would give back when I have the opportunity.”

Bao-Chau Le
Volunteer Health Ambassador

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Bao-Chau Le
Volunteer Health Ambassador
We honored the following companies, community-based organizations, and individuals for their extraordinary dedication to ending local hunger at our annual Make Hunger History Awards.

Leadership Cup
Appreciation for the commitment and efforts made by the 2013 Co-Chairs
B.J. Jenkins, Barracuda Networks
Guy Churchward, EMC

Outstanding Youth
Recognition given to exemplary student supporters
Monta Vista High School

Outside the Barrel
Honor for outstanding innovation and creativity in drive efforts
Zynga

Brass Ring
Any company or organization that earned 100,000 points or more in a single year
2013 Applied Materials Silicon Valley Turkey Trot
Apple
Applied Materials
Cisco
Cypress Semiconductor
Genentech
Google
Hewlett-Packard
NetApp
SanDisk

Corporate Food Bowl
The company with the highest per capita points and more than 50,000 total points in a single year
Cypress Semiconductor

Employee Food Bowl
The company with the highest per capita employee points (corporate gifts not included) and more than 50,000 points in a single year
Cypress Semiconductor

Million Pounds Club
Any company or organization that accumulates the equivalent of one million pounds of food. Totals will accrue and be recognized in increments of 5 million pounds.
52 Million: Cisco
10 Million: Google
5 Million: SanDisk
2 Million: Apple

Corporate Champion
Non-corporate groups with the highest total points in each of the three size categories
Fewer than 250 Participants:
Dave Severns Memorial Golf Tournament
250-1,000 Participants:
Woodside Priory
More than 1,000 Participants:
Menlo Atherton High School

Golden Apple
School group showing extraordinary effort
Dartmouth Middle School

Spirit Award
Outstanding faith-based Food and Fund Drive Congregation Kol Emeth Synagogue

Stand Up for Kids Outstanding Achievement Award
The company or organization demonstrating the most excitement for the Stand Up for Kids campaign
Coheren

Hunger Hero
Individual who demonstrates exceptional level of commitment to hunger relief
Shannon Hunt-Scott
In this expensive region, people from every background and walk of life are finding themselves unable to make ends meet—unable to focus on strategies that will lift them out of their circumstances because they simply can’t afford to purchase the food they need. Through their strong partnerships, sound operations, and immeasurably devoted staff and volunteers, Second Harvest is serving this growing number of hungry families in our community in deeply impactful ways. The Sobrato Family Foundation is a proud supporter—confident that our grant money is used wisely, furthering efforts to reduce hunger, and allowing low-income individuals and families to focus on accessing the economic opportunities that will allow them and our entire Valley to thrive.

Kavitha Sreeharsha
Program Officer, The Sobrato Family Foundation

“We believe our local region should be a place where all families are able to meet their basic daily needs, as well as have opportunities that enable them to explore and grow. San Mateo and Santa Clara County families rely on Second Harvest to provide accessible, healthy food—the cornerstone of daily basics they need to thrive. We rely on Second Harvest and its network of community-based organizations to work together to make the vision of a vibrant and healthy community a reality.”

Irene Wong, Local Grantmaking Program Director, The David and Lucile Packard Foundation

Inspiring Others to Fight Local Hunger
Ensuring Everyone Has a Place at the Table

“As a family, our meal times are important to us; they give us an opportunity to relax, focus on each other, and share stories about our day. We especially look forward to dinner together and the simple act of sharing a meal. We want every family to be able to enjoy meals together—especially dinner at the end of the day. Second Harvest makes it possible for so many to share healthy, nutritious meals, and by making food available year-round, Second Harvest alleviates the worry of not knowing where the food might come from.”

Christy Goralnik and Kevin Spain, donors

“For many, this is an era of prosperity in Silicon Valley, which makes it incumbent upon us to take action to help our neighbors who are struggling with hunger. We know Second Harvest is the single best way to address this issue—our donation will be used efficiently to buy fresh, nutritious food for the people who need it. There are many great efforts to help families in our area, but food security is a prerequisite to the success of them all. So for our family, Second Harvest is ground zero for our philanthropic efforts.”

Adam Weiss and Lydia Callaghan, donors
W e are grateful for every gift that our kind-hearted community members entrusted to us. Thanks to the generosity of our donors, last year we invested three times more than we spent over the previous four years combined on cold storage, shelving units, warehouse equipment and capital improvements that our key partners desperately needed to continue feeding our most vulnerable neighbors. If the pantries, soup kitchens, shelters and community service organizations that we distribute to aren’t able to accept and provide that food efficiently, then we are nothing but a warehouse full of food. We must work together to fight local hunger.

Sally Petersen
CFO, Second Harvest Food Bank

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<tr>
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</thead>
<tbody>
<tr>
<td>Pounds Provided</td>
<td>49,000,000</td>
<td>57,000,000</td>
<td>62,000,000</td>
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<tr>
<td>Cost Per Pound</td>
<td>49¢</td>
<td>46¢</td>
<td>45¢</td>
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Statement Of Financial Position

**ASSETS**
- Cash and Investments: $34,159,115
- Accounts Receivable: $2,723,285
- Food Inventory: $2,543,516
- Prepaid Expenses: $714,048
- Land, Building, and Equipment: $23,450,917

Total Assets: $63,390,881

**LIABILITIES & NET ASSETS**
- Accounts Payable and Accrued Expenses: $2,897,867
- Loan Payable: $991,256

Total Liabilities: $3,889,123

**NET ASSETS**
- Undesignated: $500,000
- Designated for Operating Reserves: $16,094,940
- Urgent Food and Infrastructure Fund: $1,500,000
- Designated for Inventory: $2,343,516
- Designated for Capital Replacement: $7,221,544
- Land, Building, and Equipment Fund: $22,459,661
- Board Designated Endowment Fund: $4,494,845

Total Net Assets: $59,501,758

Total Liabilities and Net Assets: $63,390,881

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**Annual Operating Revenue**

July 1, 2013 - June 30, 2014

<table>
<thead>
<tr>
<th>Source</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$17,562,461</td>
</tr>
<tr>
<td>Foundations</td>
<td>$5,945,122</td>
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<tr>
<td>Corporations</td>
<td>$5,955,959</td>
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<tr>
<td>Government</td>
<td>$2,069,072</td>
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<tr>
<td>Organizations, Special Events</td>
<td>$1,343,770</td>
</tr>
</tbody>
</table>

Total: $32,515,484

*Note: This revenue does not include the following: a) $80,000 of Capital Campaign donations; b) $7 million Board Designated Endowment Fund; c) $7 million for valuation of donated food and supplies collected; d) $2.4 million investment gains.

**Annual Operating Expenses**

July 1, 2013 - June 30, 2014

<table>
<thead>
<tr>
<th>Source</th>
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Total: $32,515,484

**Programs/Food Distribution**

96%

**Management**

2%

**Fundraising**

2%

Individuals 54%

Programs/Food Distribution 96%
One of our partner nonprofit agencies shared this letter. No child should have to worry that misbehaving will lead to his or her family going hungry.

I been working so hard but yesterday my behavior was kind of bad but my mom always needs food because my mom is kind of poor so I was gonna say that I’m sorry for my behavior yesterday and if I can please get food I really need it for my house I feel so bad about yesterday but I really want to apologize we really need the food please then I’ll come back on Monday with the best behavior if that’s okay with you guys but can I still get food for my parents please may I please I will not get another writing but really I’m not kidding around please do sorry but I’m asking for food for my gigt friend!!! Please!!!!!
This report was sponsored by Accenture. Accenture and its employees believe in a community without hunger and are committed to being part of the solution by supporting Second Harvest Food Bank.