Providing Food For People In Need in Our Community

Annual Report | Fiscal Year 2010
July 2009 - June 2010
Throughout this look back on Fiscal Year 2010, please note that all information presented is based on data from July 2009 through June 2010.
LEADERSHIP IS...  
AT THE HEART OF OUR STORY

I want to tell you a story...
A story about the people of Second Harvest Food Bank. In this year’s Annual Report, you will hear the many different voices of Second Harvest — the people that we serve; the generous, big-hearted, and creative financial and food donors that make it possible; the volunteers whose efforts both build our engagement with the community and allow us to efficiently distribute the food; the Emerson Hunger Fellow and Food Connection Hotline workers who have helped us link hungry people with programs like food stamps; and the 326 partner agencies up and down the Peninsula who operate the countless pantries, soup kitchens, and other programs that deliver the food we provide. All of these voices harmonize at Second Harvest, much like a symphony, enabling us to accomplish our mission of feeding hungry people.

A story of impact...
Along the way you’ll also learn — through some fascinating local academic research — why we truly believe that the fight against local hunger is a battle we can win. Despite the economic challenges that gripped the nation and our two counties in fiscal year 2010, by working together we made progress in fighting local hunger. We have literally quantified the annual number of “missing meals” that keep us from having a well-fed local population where no child, senior, or family would face a nutritional shortfall. See how we’re doing on page 4.

A story of efficiency...
Our strong financial results underscore the care that we take with every dollar that you entrust to us. In stewarding those dollars and utilizing them in a highly efficient way, we strive to leverage our resources for the benefit of the community. Charity Navigator has recognized our financial stability, operational efficiency, and impact by awarding Second Harvest Food Bank a four-star rating for the fourth year in a row, a feat attained by only 8% of charities nationally. We discuss several of the efficiency measures we track on page 20.

A story of success...
We close with a story about a young man who grew up nourished at critical junctures with food provided by Second Harvest.

Now a young adult, he has not only excelled academically but also works at a partner agency that provides food to the hungry in our community. That food is provided by Second Harvest Food Bank.

Thank you for all that you do to help us breathe life into our mission. This is a story about people... people like you, who transform our vision of a hunger-free community into a meal, one person and one day at a time.

In partnership,

Kathryn Jackson
CEO
GLOSSARY OF TERMS

PARTNER AGENCY A charitable organization that provides food from Second Harvest to clients in need through various types of programs.

FOOD ASSISTANCE PROGRAM Second Harvest Food Bank’s programs for clients who are in need of food assistance. Food is distributed via food pantries, soup kitchens, after-school programs, and shelters.

KITCHEN (SOUP KITCHEN, COMMUNITY DINING ROOM) A program that provides prepared meals, served on-site, to clients in need.

PANTRY An agency that provides clients with food and grocery products for home preparation and consumption.

SHELTER (EMERGENCY SHELTER, HOMELESS SHELTER) A program that provides clients with shelter or housing on a short-term or temporary basis and typically serves one or more meals a day.

FOOD BANK DIRECT-SERVICE PROGRAMS

FAMILY HARVEST provides monthly food assistance to low-income families with children.
“I am 79 years old raising grandchildren; [this food] is a blessing.”

BROWN BAG provides weekly food assistance to low-income seniors.
“This program taught me to find ways to vary recipes in order to maximize my use of veggies and fruits.”

KIDS NOW (Nutrition on Weekends) provides children ages 6-18 with an assortment of food items to take home every Friday.
“I love the bags. Best thing ever!”

PARTNERS IN NEED (PIN) provides weekly food assistance to low-income Food Bank volunteers.
 “[Through this program] I feel like I am helping others.”

PRODUCE MOBILE delivers fresh fruits and vegetables to low-income households each month.
 “[Fresh fruits and vegetables] are good for the children and for our health.”

MOBILE PANTRY delivers food to geographically-isolated communities and those with limited services.
“It’s very difficult to locate resources—especially food for families. So the uniqueness of this program was that it came out into [our] neighborhood. That’s what made it so impactful.”
Stuff happens in life that you don’t plan. I was working as a special education teacher’s aide for challenged children. Recently I had to demonstrate how to play ‘Capture the Flag’ during a sports lesson, and I ended up tearing my lateral meniscus.

My insurance claim has been delayed, so for now, I have no source of income to pay the rent and support my family.

I have a daughter who is in high school, and a son who has a chronic knee injury. If it wasn’t for Second Harvest Food Bank, my kids wouldn’t be eating.

Ironically, I knew about the Food Bank’s Family Harvest program because I used to volunteer at the churches that served the food from them, and thank God I am now able to go to the distribution site myself. We would have been homeless without the help we’ve received from this program and Second Harvest.

I don’t know if I’ll be able to get my job back in the new school year. In the meantime, I am extremely grateful.

Pat

Hunger is... at its worst when it affects families with children, like mine

Pat is one of the 231,311 people the Food Bank served on average each month. This is an 11% increase over last year.
The Food Bank estimates that 1 in 4 individuals in both counties is at risk for hunger (this is higher than the national average of 1 in 6). The Bay Area is California’s second-largest and the nation’s fourth-largest metropolitan region.

Why should anyone go hungry in a place of such prosperity?

My 20 years of involvement with Second Harvest Food Bank has taught me that fighting hunger in our communities is a tremendously complex and difficult mission. Providing food assistance for those in need in the two counties requires collaboration, creativity, ingenuity, dedication, and most of all, resources.

**The State of Local Hunger: 2009 Hunger Index**

Developed by a team of researchers from Santa Clara University’s Leavey School of Business and executives from Second Harvest Food Bank, the Hunger Index determines the amount of food needed by vulnerable people in our region using this calculation:

- **Meals Required for All Low-Income Residents of both Counties for One Year**
- **Number of Meals Provided by Low-Income People for Their Families**
- **Number of Meals Provided by Public Nutrition Programs and Non-Profit Organizations**
- **Total Number of Meals Required to End Hunger (Missing Meals)**

### Total Need for Food Assistance Has Increased

Fueled by the economic downturn in 2009, more people turned to local food assistance programs than ever before.

Data from 2002-2006 based on comparable methodology from the Hunger Analysis Study of 2005.
One of the most successful collaborations in this effort is the partnership between Santa Clara University and Second Harvest Food Bank. Through the Leavey School of Business and the Food & Agribusiness Institute, the Food Bank and University compute and publish the Hunger Index, a measure of the unmet need for food by the most vulnerable members of our community. You can see the latest results below.

Some of the most moving experiences of my life have been working directly with the people who are in need in our community.

I’ve visited the Food Bank’s Family Harvest sites, the Brown Bag sites, and I worked serving food at soup kitchens.

If I were a poet instead of a statistician, I would be able to find the words that describe the look on people’s faces when they no longer have to worry about where their next meal is coming from. That’s why I continue working with the Food Bank. Together, we all can work towards an end to hunger right here in our own backyard.

Drew Starbird, Ph.D.
Dean, Leavey School of Business
Santa Clara University

Hunger levels dropped 4% because the Food Bank and other food assistance programs stepped up their output to meet the rising need.

We’re Meeting More of the Growing Need

Food Stamps and Second Harvest Are Leading the Way

To help increase Food Stamp participation, Second Harvest conducts outreach and application assistance. Our collective efforts made a difference in 2009. However, much remains to be done to close the Food Gap.
Whether the food comes from large corporations or individuals who bring in their bounty of backyard produce, we rely on everyone’s support to feed the increasing number of our neighbors in need.

Donated food comes to the Food Bank through many channels:

- We receive millions of pounds of food a year from local manufacturers, growers and retailers who have discovered the many benefits of donating.
- Our holiday and summer food drives bring in thousands of pounds of food, while providing the community with an opportunity to get involved.
- We receive truckloads of high-quality commodities from government programs such as USDA and FEMA.
- The California Association of Food Bank’s Farm to Family program provided over 18 million pounds of fresh produce to us last year, helping us provide the most nutritious foods possible.

Second Harvest employs a “nutrition rating system” to ensure that the majority of food distributed is of high nutritional value. After volunteers removed inedible items and food waste, 40% of the food we distributed last year was fresh produce.
Thanks to the high standards of Del Monaco Specialty Foods in Morgan Hill, Second Harvest Food Bank receives thousands of pounds of fresh and nutritious food every month. We caught up with Tony and Vic Del Monaco to discuss the partnership and learn more about what makes this family-owned and operated company so unique:

**What kinds of foods do you donate to Second Harvest?**

We donate overruns on everything we make. Oftentimes we have bags left over after production runs that cannot be fitted to an exact case weight so they are donated to Second Harvest - all kinds of soups, sauces, chili, stews, beans, mashed potatoes, pie fillings, puddings, filled pasta, pesto, compound butters, and so much more. We also will donate full production runs of products that may not meet exact customer specifications. We once donated a whole batch of mashed potatoes because it had the wrong mesh of pepper. The customer probably would never have known, but we knew.

**Why did you decide to partner with Second Harvest Food Bank?**

Community is important to us. We know that the Food Bank will handle our products safely and make sure that they are evenly distributed to as many soup kitchens, shelters, and food pantries as possible. It’s important to help feed our neighbors, and we’re proud to be a part of this community effort to end local hunger.

**In what ways do Del Monaco Foods and Second Harvest share the same values?**

We are both innovators and leaders in our respective industries, and we share a commitment to reducing our carbon footprint. We built our new 80,000-square-foot plant using responsible materials and state-of-the-art technology, and we understand that the Food Bank is using a hybrid Produce Mobile and solar panels at its San Jose Distribution Center. Most importantly, we both love feeding people!

Del Monaco Foods donated 65,020 pounds of delicious food to Second Harvest during the fiscal year. Thanks to their efforts, combined with the community at-large, the Food Bank provided 35 million meals for our neighbors in need.

Learn more about commercial food donations at www.SHFB.org/CommercialFood
At the Food Bank, we see hope, relief, and gratitude on the faces of people who come to us for food in quiet desperation.

And we have the privilege of seeing a little something else, too: the way that giving changes the lives of our donors.

Whether it’s a company realizing that their matching gift program can provide thousands of additional meals for hungry families, or a tireless advocate like Dave Severns (see next page) who uses his own ingenuity to make a difference, we love being agents of change.

You inspire and surprise us every day with your enthusiasm and tireless commitment to our mission. This partnership that we enjoy is truly a magical one.

Thank you...

• for coordinating fun, creative, and successful food and fund drives year after year
• for foregoing birthday and wedding gifts and asking your friends and family to donate to Second Harvest instead
• for mailing in monthly donations to help feed people all year long
• for teaching your children that giving back is a way of life

We are deeply humbled by all that we have accomplished together this past year. The needs in our community are great, but so are the people who support our work.
We feel privileged to help those that are less fortunate both financially and emotionally.

We did not have a master plan to become the ultimate Christmas display of the South Bay when we started this back in 1995. It all started innocently enough when we wrapped our two front magnolia trees in white lights. Every year following, the kids would ask: “What are we going to add this year?” And it just kept growing.

When we computerized the display in 2002, folks said to me that I should charge admission. That didn’t sound like the right thing to do, but taking donations for those in need did.

Collecting money for food when folks are standing there enjoying a beautiful Christmas display seemed like the most logical choice. I was already very familiar with Second Harvest Food Bank from supporting its work over the years during my career at Applied Materials.

Our first year, we raised $8,000. In 2009, we raised over $54,000.

Our Christmas display makes people happy. We create memories that last a lifetime. Then we get the double bonus of folks ’donating back’ with money that will go to feed those in need.

Anyone can do whatever makes them happy while helping others at the same time. This just happens to be the way our family does it.

Dave Severns

Because every $1 donated to the Food Bank generates 2 meals for the community, the 2009 Christmas display provided more than 100,000 meals to those in need.
Volunteering is an invaluable resource, helping us achieve our mission through a variety of ways:

- Food sorting, inventory, and agency relations assistance in our warehouses
- Education and outreach through our Nutrition Resource Center and Speaker’s Bureau
- Food distribution at our partner agency sites
- Administrative, professional, and technical support in our offices

The community food sort volunteers deserve special recognition for this year’s efforts. Record-breaking participation resulted in volunteers handling more than a third of all of the food distributed into the community. These dedicated individuals roll up their sleeves and sort through bins of produce, inspecting for freshness and quality before placing in packaging for immediate distribution.

Volunteering makes such a positive difference for people in every walk of life: the professional who just lost his job and has extra time on his hands, the widow who doesn’t want to be alone at home, the parents who have sent their last child off to college and are facing an “empty nest,” and the student who continues to volunteer well after completing her required hours for school.

It feels good to give back. Our volunteers come together to strengthen our community. Because of our shared dedication to feeding our neighbors in need, lives are being changed every day.

Learn more about volunteering at www.SHFB.org/Volunteer

A unique volunteer accomplishment during FY 2010 was the packaging of the federal stimulus food boxes. See page 12 to learn more.
In September 2009, Second Harvest hosted a Hunger Issues Forum at Santa Clara University. Dr. Dan Delgado, a pediatrician with Valley Medical Center in San Jose, spoke on the importance of child nutrition among the low-income families that he serves each day. When he learned of the Food Bank’s Produce Mobile program, he began to put the wheels into motion to bring the mobile ‘farmers’ market’ to his clinic. A key component to the success of implementing this program was the recruitment of reliable volunteers.

That’s where my fellow San Jose Presbyterian churchgoers and I came in, eager to help and to have our actions fulfill our personal calling.

When the Food Bank asked me to provide 15 volunteers, I was able to get 25 from five of our churches and could have easily enlisted two or three times more. We have lots of members who are concerned with hunger issues and are willing to volunteer for a project like this. Once people have experienced a good program in action, they’re hooked and tell their friends to join them as well.

I learned to volunteer by watching my parents help people in need. My husband Greg and I have been actively helping those in need for the past ten years.

I consider myself a ‘connector.’ I try to lead people to alleviate hunger and poverty. I’ve realized over the years that through genuine enthusiasm, hard work, and saying ‘thank you’ a lot, we can show each other that helping others feels good and pays off. There’s a lot of help that’s needed, so I ‘beat my drum’ hoping that others will listen and act.

Pat Plant
Throughout the fiscal year, Second Harvest Food Bank worked in partnership with both Santa Clara County Social Services Agency and San Mateo County Human Service Agency to locally implement the food portion of the American Recovery and Reinvestment Act (ARRA). We are very proud that in partnership with community-based organizations, over 80,000 food boxes were assembled by volunteers and distributed to families with children.

In order to efficiently distribute these pre-made boxes, a massive volunteer effort had to get underway. The community responded with a 51% increase in volunteering from October through December. “Competing” assembly lines like the one pictured above maximized everyone’s time, space, and teamwork.

Along the way, our internal “stimulus team” solved countless problems and involved nearly every department of the Food Bank: defining (and redefining) the paperwork process; working with partner agencies to figure out the practical aspects of distribution; and refining processes for food ordering, warehouse setup, invoicing, and oversight.

One agency in particular stepped up to make this program an even bigger success. Teri Chin and her colleagues at the Fair Oaks Community Center in Redwood City set up special distribution times for the boxes that included evening hours for working families plus making boxes available at community meetings and faith-based gatherings. They also used each distribution as an opportunity to make sure every eligible family received not only food but information about comprehensive local resources available to them.

In Spring 2010, Second Harvest Food Bank was selected as a recipient of the Victory Against Hunger Award by the Congressional Hunger Center, Victory Wholesale Group, and Feeding America. The selection committee felt that our nomination demonstrated innovative anti-hunger initiatives to assist families and children in our community. The nomination was accompanied by a letter of support from United States Congressman Mike Honda.
In September 2009, 2.9 million Californians paid part of their grocery bill via the Food Stamp Program (FSP). Between September 2008 and September 2009, as the recession led to skyrocketing unemployment, the number of participants in the FSP in California increased by 25%.

Second Harvest Food Bank was selected as one of a handful of organizations in the United States to receive an Emerson Hunger Fellow through the Congressional Hunger Center in Washington D.C. Hunger Fellow Etan Newman surveyed community-based agencies and individuals seeking food assistance in both counties to identify access barriers that contribute to low participation rates in food stamp utilization.

California ranks second-to-last among all states with a 48% participation rate for eligible households. This translates to a potential loss of $325 million in local economic benefit for both counties from this federally-funded program. Some of the barriers that Mr. Newman identified include confusion about eligibility, low literacy among potential applicants, complex and changing eligibility rules, under-staffed county offices, and lack of reliable transportation to get to appointments.

To help address these barriers, the Food Bank utilizes Public Allies (an AmeriCorps service program) to support our Food Stamp Outreach initiatives. These interns assist with outreach activities and provide pre-screening and application assistance at community-based agencies, food distribution sites, and over the phone through our Food Connection Hotline. Assistance is provided in English, Spanish, Vietnamese, Tagalog, and other languages by arrangement.

Food Bank staff and Public Ally interns increased food stamp participation outcomes through ongoing outreach and in-depth application assistance. As a result, Food Bank staff helped more than 2,200 households apply for food stamps. More than 3,000 households were pre-screened for eligibility.

To learn how to advocate for increasing food stamp participation, visit www.SHFB.org/Advocate
PARTNERSHIP IS... LIF-E-SUSTAINING

The story of our partner agencies is the story of our community. No challenge is too big or daunting to overcome whether it’s geographic isolation, state budget cuts, or infrastructure needs. Each site develops its own personality while respecting those served and is a place where social engagement allows folks to share the blessings and challenges of life. We often partner with agencies that have a holistic approach to serving the community so that food is one of many needs that can be met in one spot.

The Food Bank sees itself as a collaborator and helps the agencies connect to resources that would otherwise be unavailable to them. Having built trust with their neighbors over decades, the agencies are the unofficial leaders in their community. We defer to their insight as they have true ownership in determining how their communities are shaped and fed.

To ensure that decisions are not made in isolation, the Food Bank has a Services Advisory Committee to discuss needs, concerns, and opportunities on a regular basis. This helps us listen, to be a voice for our agency partners, and build strong relationships in which the support goes both ways. We are also one of a small number of food banks in the country that provide all services to our partner agencies for free.

We love helping our partners solve big challenges and relieve some of the pressures they face on a daily basis to keep their programs running smoothly. Thank you to all of our partners who are making our shared mission a reality each day.

For information on Food Bank programs focused specifically on children, families, and seniors, visit www.SHFB.org/WhitePapers
WE’RE ALL IN THIS TOGETHER

A GIFT TO US IS A GIFT TO THEM

On the following pages is a comprehensive listing of the sites and agencies that received food last year as a partner agency with Second Harvest Food Bank. These 326 agencies range from soup kitchens and shelters to food pantries and drop-in centers at more than 700 sites throughout both counties.

**SANTA CLARA COUNTY**

**Alviso**
- Star of the Sea Church

**Campbell**
- Campbell Community Center
- Campbell United Methodist Church
- Home Church

**Cupertino**
- Cupertino Union Church
- Organization of Special Needs Families
- West Valley Community Services
- West Valley Presbyterian Church

**Gilroy**
- CalWorks Gilroy
- Chamberlain’s Mental Health Services
- Center for Employment Training
- Gilroy Senior Center
- Live Oak - Gilroy
- MACSA/South County Programs
- Monterra Village
- Salvation Army - Gilroy
- Si Se Puede! Learning Center
- St. Joseph’s Family Center

**Los Gatos**
- Live Oak - Los Gatos
- Los Gatos Community House of Prayer
- Venture Christian Church

**Milpitas**
- After-School All-Stars
- Big Brothers Big Sisters of Santa Clara County
- Christian Worship Center
- Emergency Housing Consortium: Sobrato House
- Fresh Lifelines for Youth
- Milpitas Food Pantry
- Operation Share: Park Victoria Baptist Church
- Public Allies Silicon Valley
- Today’s Youth Matter
- Tzu-Chi Buddhist Foundation

**Morgan Hill**
- Advent Lutheran Church
- Community Solutions
- People That Care/Crossroads Christian Center
- St. Catherine’s Reachout

**Mountain View**
- CalWorks - Mountain View
- Community Services Agency
- Day Worker Center of Mountain View
- Mountain View Senior Center
- San Antonio Place Apartments
- Silicon Valley Community Foundation: Kickoff to Kindergarten
- St. Vincent de Paul: Saint Athanasius

**Palo Alto**
- Achievekids
- ACS Menlo Atherton & Redwood High Schools
- La Comida de California
- MayView Community Health Center
- Palo Alto Family YMCA
- PASHP: Stevenson House
- South Palo Alto Food Closet
- Ventura School
- Youth Community Service

**San Jose**
- 3rd Street Community Center
- ACT for Mental Health
- Advent Group Ministries
- African American Community Center: Children’s Program
- Alma Senior Center
- Alma Senior Nutrition
- Almaden Elementary School
- American Indian Education Center
- American Red Cross: Santa Clara Valley Chapter
- Aruckle Elementary School
- ARH Recovery Homes
- Asian American Recovery Services
- Asian Americans for Community Involvement
- AVANCE California
- Bible Way Christian Center
- Bill Wilson Teen Drop-In Center
- Boxer’s Mayfair Apartments
- Boys and Girls Club of Silicon Valley
- C.O.M.E. First Immanuel Lutheran
- CalWorks - Employment Connection and General Assistance
- Californians for Justice
- Cambrian Center
- Cathedral of Faith - Reaching Out
- Catholic Charities of San Jose: Eastside Nutrition
- Catholic Charities: Washington United Youth Center
- Center for Employment Training
- Christmas Dinner Fund
- Church of the Chimes
- City Team Ministries
- City Year San Jose/Silicon Valley
- CORAL/Catholic Charities
- Cross Cultural Community Services
- Crossroad Community Service Center for Training and Careers Day Worker Center
- Cypress Senior Center
- East Valley YMCA
- EAH-Markham Plaza Pantry
- East Side Community Center
- East Valley Pentecostal Church
- Eastside Center
- Eastside Fish
- Edenvale School
- Emergency Housing Consortium
- Ephesus
- Estrella Family Services
- Evergreen Senior Center
- Evergreen Valley College
- Family and Children Services: LGBTQ Youth Space
- First Christian Church
- First Immanuel Lutheran Church
- First Presbyterian Church
- Fish/Southside Transfiguration Church
- Friends of Farm Drive Children’s Program

The Food Bank has been an incredible supporter for our mission of trying to provide food security and advocacy for the families that need proper nutrition and balanced diets. We could not do what we do without Second Harvest Food Bank.

DAVID COX, ST. JOSEPH’S FAMILY CENTER IN GILROY
Working with Second Harvest is one of the greatest collaborations we have. The kids love the snacks and the staff love it, too.

JOE EGAN, BOYS AND GIRLS CLUB IN DALY CITY
PARTNER AGENCIES

Pacifica Senior Services
Pacifica Child Care Services
St. Vincent de Paul: Good Shepherd Conference

Pescadero
Puente de la Costa Sur
St. Vincent de Paul: St. Anthony’s Conference

Redwood City
ACRC: HIV Food Services
Bay Area Legal Aid
Boys and Girls Club of the Peninsula: Taft
Boys and Girls Club of the Peninsula: Redwood City
Caminar
Casa de Redwood
El Centro de Libertad
Fair Oaks Community Center
Fair Oaks Senior Center
Hawes Elementary School
Hoover Elementary School
J.F.K. Middle School
Kainos Home and Training Center
Matoe Lodge
Mental Health Association: Friendship Centers
Mental Health Association: Spring Street Shelter
Mid-Peninsula Housing: Snack Program
Multicultural Institute
Our Common Ground Adolescents
Project Read: Redwood City
Redwood Center CATS
Redwood City Church of God In Christ
Redwood City Education Foundation
Salvation Army - Redwood City
San Mateo County Service League
San Mateo County Sheriff’s Office
Sandwiches On Sunday
Shelter Network: Redwood Family House
St. Francis Center
St. Francis Center: Holy Family School
St. Vincent de Paul: Mount Carmel Conference
St. Vincent de Paul: Redwood Area Conference
St. Vincent de Paul: St. Matthias’ Conference
St. Vincent de Paul: St. Pius Conference
Taft Elementary School
Youth and Family Enrichment Services

San Bruno
Lomita Park School: Soroptimist International
PARCA: Reach
St. Vincent de Paul: St. Bruno’s Conference
St. Vincent de Paul: St. Robert’s Conference
North Peninsula Neighborhood Service Center

San Carlos
Catholic Charities CYO - San Carlos Adult Day Support Center
Community Action Agency
Edgewood Center
Edgewood Kinship Support
Family Connections
PARCA: Cedar Street
Peninsula Works
San Carlos Service Club for Seniors
St. Vincent de Paul: St. Charles Conference
Youth and Family Enrichment Services: Aftercare

San Mateo
Center for Independence of the Disabled
CORA: Community Overcoming Relationship Abuse
ELLIPSE
Family Housing & Adult Resources
First Presbyterian Church
Fresh Lifelines for Youth
Horizon Services
Macedonia Church of God in Christ
Martin Luther King Center
Mid-Peninsula Boys and Girls Club
Mid-Peninsula Hispanic Outreach Ministry UPCUSA
Peninsula Temple Beth El
Project Ninety: San Mateo County
Samaritan House
San Mateo Public Health, Food & Nutrition Services
Self Help for the Elderly
Shelter Network: First Step for Families
Solidarity Fellowship
St. Bartholomew’s Catholic Church
St. Vincent de Paul: San Mateo Area Conference
St. Vincent de Paul: St. Matthew’s Conference
St. Vincent de Paul: St. Timothy’s Conference
Youth and Family Enrichment Services: Fostering the Future

South San Francisco
Boys and Girls Club of North San Mateo County
Embassy Christian Center Outreach
Grace Covenant Church
Headstart/SSF Adult School
Hillside Church of God
Latino Commission
Mater Dolorosa Catholic Church
North Peninsula Neighborhood Service Center
Primera Iglesia Bautista de South San Francisco
Salvation Army Homeless Program
Samaritan House Safe Harbor Shelter
Social Vocational Services
South San Francisco Food Pantry
Hillside Church of God
South San Francisco Women’s Club
St. Vincent de Paul: All Souls Conference
St. Vincent de Paul: Catherine’s Center
St. Vincent de Paul: Mater Dolorosa Conference
St. Vincent de Paul: North County Homeless

El Granada
Coastside Hope COC

Foster City
AFL-CIO Community Services
Jewish Family & Children’s Services
Mid-Peninsula Housing Children’s Program

Half Moon Bay
Boys and Girls Club of the Coastside
Coastside Adult Day Health Center
Coastside Children’s Programs
Mid-Peninsula Housing: Main Street Park
Peninsula Family YMCA: Moonridge Senior Coastsiders
St. Vincent de Paul: Our Lady of the Pillar Conference

Menlo Park
Belle Haven Community School
Boys and Girls Club: Menlo Park
Boys and Girls Club of the Peninsula
Garfield Elementary School
Homeless Veterans Emergency Housing
ImmVision: Clara-Mateo Shelter
Job Train
Menlo Park Senior Center
Mt. Olive A.O.H. Church of God
Onetta Harris Community Center
Peninsula Volunteers
Shelter Network: Haven Family House
St. Anthony’s Padua Dining Room
St. Vincent de Paul: Nativity Conference
St. Vincent de Paul: St. Anthony’s Conference

Millbrae
Millbrae Senior Center
St. Vincent de Paul: St. Dunstan’s Conference

Moss Beach
Pillar Ridge Mobile Home Park

Pacifica
Holy Cross Catholic Church
Pacifica Baptist Church
Pacifica Resource Center
My name is Jesus. I’m a student at San Jose State University, and I work at InnVision [listed on page 16]. My work supports homeless individuals and families in need.

When I was little, my dad wasn’t making enough money to support our family even though he often worked 12 hours a day, so my mother had to go out and look for assistance. She came across Sacred Heart Community Service [another site listed on page 16] and through their food pantry, we were able to have food on our table.

In high school, I got a chance to ‘pay it forward’ by volunteering at Sacred Heart to fulfill service hours. Around that same time, I was approached by a mentor to consider working at InnVision. I leaped at the chance because I saw it as another opportunity to give back to the community on an even greater scale.

At the site where I work, the Food Bank provides produce once a week. I help put the bags together, which normally have vegetables, meat, and dairy products. We serve around 20,000 people each year at that location alone.

I feel so empowered knowing that I come from a place where everybody was helping us, but now I’m the one behind the desk helping other people. If it wasn’t for the food that Second Harvest provided our family, I might not be here today.

Thank you for helping to make my story possible.

Jesus Piceno

Watch a video of Jesus and other Food Bank stories of hope at www.SHFB.org/YouTube
**BOARD OF DIRECTORS**

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<th>Name</th>
<th>Company/Title</th>
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<td><strong>Linda Asbury</strong></td>
<td>President/CEO, San Mateo Area Chamber of Commerce</td>
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<td><strong>BOARD VICE PRESIDENT</strong></td>
<td><strong>Donna Morris</strong></td>
<td>Senior Vice President Human Resources, Adobe</td>
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<td><strong>BOARD SECRETARY/TREASURER</strong></td>
<td><strong>Barbara Avery</strong></td>
<td>Morgan Stanley (retired)</td>
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<td><strong>Andrea Boscoe</strong></td>
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<td>Manager, Wholesale Marketing, Wells Fargo Bank</td>
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<td><strong>Carl Cilker</strong></td>
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<td>Senior Vice President, Cilker Orchards</td>
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<tr>
<td><strong>Dan Cooperman</strong></td>
<td></td>
<td>Bingham McCutchen, LLP</td>
</tr>
<tr>
<td><strong>Van Dang</strong></td>
<td></td>
<td>Vice President, Law &amp; Deputy General Counsel, Cisco Systems</td>
</tr>
<tr>
<td><strong>Rob DiNapoli</strong></td>
<td></td>
<td>President &amp; CEO, DiNapoli Specialty Foods</td>
</tr>
<tr>
<td><strong>Kevin Ford</strong></td>
<td></td>
<td>CFO, Stellar Solutions, Inc.</td>
</tr>
<tr>
<td><strong>Carl Guardino</strong></td>
<td></td>
<td>President &amp; CEO, Silicon Valley Leadership Group</td>
</tr>
<tr>
<td><strong>Joe Hawayek</strong></td>
<td></td>
<td>President, International Venture Associates</td>
</tr>
<tr>
<td><strong>Mark Heyl</strong></td>
<td></td>
<td>Vice President &amp; Shareholder, Carley Law Corporation</td>
</tr>
<tr>
<td><strong>John Kelm</strong></td>
<td></td>
<td>Partner, Deloitte &amp; Touche, LLP</td>
</tr>
<tr>
<td><strong>Deborah Nelson</strong></td>
<td></td>
<td>Vice President Marketing, Technology Solutions Group, HP</td>
</tr>
<tr>
<td><strong>Joe Pert</strong></td>
<td></td>
<td>Senior Manager, Basic American Foods</td>
</tr>
<tr>
<td><strong>Archie Roboostoff</strong></td>
<td></td>
<td>Director of Product Management, Micro Focus</td>
</tr>
<tr>
<td><strong>Jon Silverman</strong></td>
<td></td>
<td>Principal, KPMG LLP</td>
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<tr>
<td><strong>Dr. Drew Starbird</strong></td>
<td></td>
<td>Dean, Leavey School of Business, Santa Clara University</td>
</tr>
<tr>
<td><strong>Jay Strauss</strong></td>
<td></td>
<td>Director, Business Development, Cisco Systems</td>
</tr>
<tr>
<td><strong>Norm Taffe</strong></td>
<td></td>
<td>Executive Vice President, Consumer &amp; Computation Division, Cypress Semiconductor</td>
</tr>
</tbody>
</table>

**CREDITS**

Design and production donated by Alexander Atkins Design, Inc.
With a double-digit increase in need for food assistance for the second year in a row, Second Harvest was only able to respond to the tremendous need because of the generosity of local donors. To stay fiscally responsible, we’re very focused on balancing the near-term needs of the community with our long-range sustainability. In addition to distributing 95,000 meals a day, we have carefully invested in critical capital improvements, including forklifts, trucks, and building repairs, that keep our operating costs low. We also set aside six months of operating reserves to ensure that our safety net is secure at all times.

One of our trademarks is our incredible efficiency of having 95% of donations go directly to programs that feed people in need. Last year, nearly 68% of the food we collected was donated. The value of donated food is integral to our effectiveness. Feeding America, the national food bank network, determines the value of donated food at the end of each fiscal year. In FY 2010, the value of donated food was $1.60 per pound. When we incorporate the $45.5 million value of the donated food into our financials, we’re proud to see 95% of our expenses going directly to programs for people in need. Our efficiency also compares favorably to other large food banks.

We also cannot function without our extensive volunteer base. Their gift of time this past year is valued at $5.6 million, the equivalent of 143 full-time employees. So whether you donated food, dollars, or time, thank you for your efforts.

Without neighbors helping neighbors, a community cannot sustain itself.

Sally Petersen
Chief Financial Officer
FINANCIAL SUMMARY

ANNUAL OPERATING REVENUE FISCAL YEAR 2010
(JULY 1, 2009 – JUNE 30, 2010)

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$13,357,965</td>
</tr>
<tr>
<td>Corporations</td>
<td>$5,846,358</td>
</tr>
<tr>
<td>Foundations</td>
<td>$1,670,880</td>
</tr>
<tr>
<td>United Way</td>
<td>$145,282</td>
</tr>
<tr>
<td>Special Events</td>
<td>$32,252</td>
</tr>
<tr>
<td>Organizations</td>
<td>$480,574</td>
</tr>
<tr>
<td>Government</td>
<td>$4,056,235</td>
</tr>
<tr>
<td>Other</td>
<td>$63,946</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$25,653,492</strong></td>
</tr>
</tbody>
</table>

Note: This revenue does not include the $45.5 million for valuation of donated food collected nor $841,558 for investment gain.

ANNUAL OPERATING EXPENSES FISCAL YEAR 2010
(JULY 1, 2009 – JUNE 30, 2010)

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs</td>
<td>$8,749,040</td>
</tr>
<tr>
<td>Food Purchasing</td>
<td>$9,910,147</td>
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<tr>
<td>Management and General</td>
<td>$1,280,271</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$2,211,017</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$22,150,477</strong></td>
</tr>
</tbody>
</table>

Note: These expenses do not include the $45.5 million for valuation of donated services and food distributed.