



Feeding Families, Fueling Hope for 30 Years



Interfaith Food Ministry

2022 Annual Meeting

January 31st, 2023



Feeding Families, Fueling Hope for 30 Years



Phil Alonso, IFM



Phil Alonso, IFM



Judi Wade



Joan Denzler



Karen Hoida



Carol Fegte



Deborah Wilder



iPad (2)



Christian Schweter



Amy



Shelby Interfaith Food Ministry



rickk



Jan



Jim & Jim



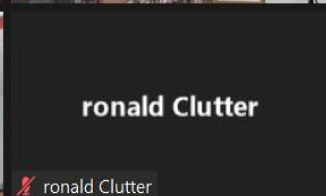
DianeChang2



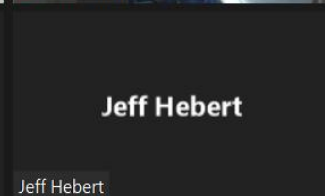
Gaye Rogers



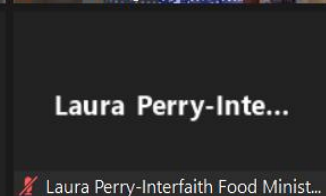
LYNN from CA 4:35



ronald Clutter



Jeff Hebert



Laura Perry-Interfaith Food Minist...



Venus Paxton

ronald Clutter

Jeff Hebert

Laura Perry-Inte...

Venus Paxton



Feeding Families, Fueling Hope for 30 Years



Agenda

- 8:30-8:45am Opening Remarks, Introductions, Prayer, Confirm Quorum
- 8:45-9:15am 2022 Year-end Review, The Story of 2022
- Challenges & Accomplishments
 - Distribution Facts
 - Final Unaudited P&L and Balance Sheet
- 9:15-9:30am Guest Speaker, Rick Hansen, Baird Financial
- 9:30-10:00am 2023 Plan and Budget
- Vision, Mission, Strategic Goals
 - Operating Plan Assumptions & Budget
 - Motion to Approve 2023 Budget
- 10:00-10:30am General Business
- IFM Board Officers – Motion to Approve
 - Volunteer Needs
 - Closing Remarks

IFM Vision and Mission

Vision

- A community where no one should feel the hurt of hunger.

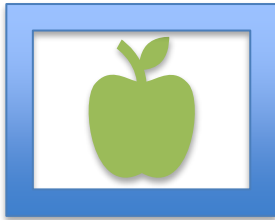
Mission

- Interfaith Food Ministry feeds the hungry and works to reduce food insecurity in Nevada County. We help to sustain health, human dignity, and the opportunity for individuals to realize their full potential.

2022 Strategic Goals



ZERO HUNGER



HUNGER TO HEALTH

20/25



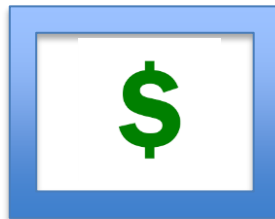
**PEOPLE &
ORGANIZATIONAL
DEVELOPMENT**



**EXTEND REACH -
PARTNERSHIPS &
COLLABORATION**



**STEWARDSHIP,
INTEGRITY AND
TRANSPARENCY**



**REVENUE AND
EXPENSE**



**OPERATIONAL
EFFICIENCY
& EFFECTIVENESS**



ZERO WASTE



2022 Review



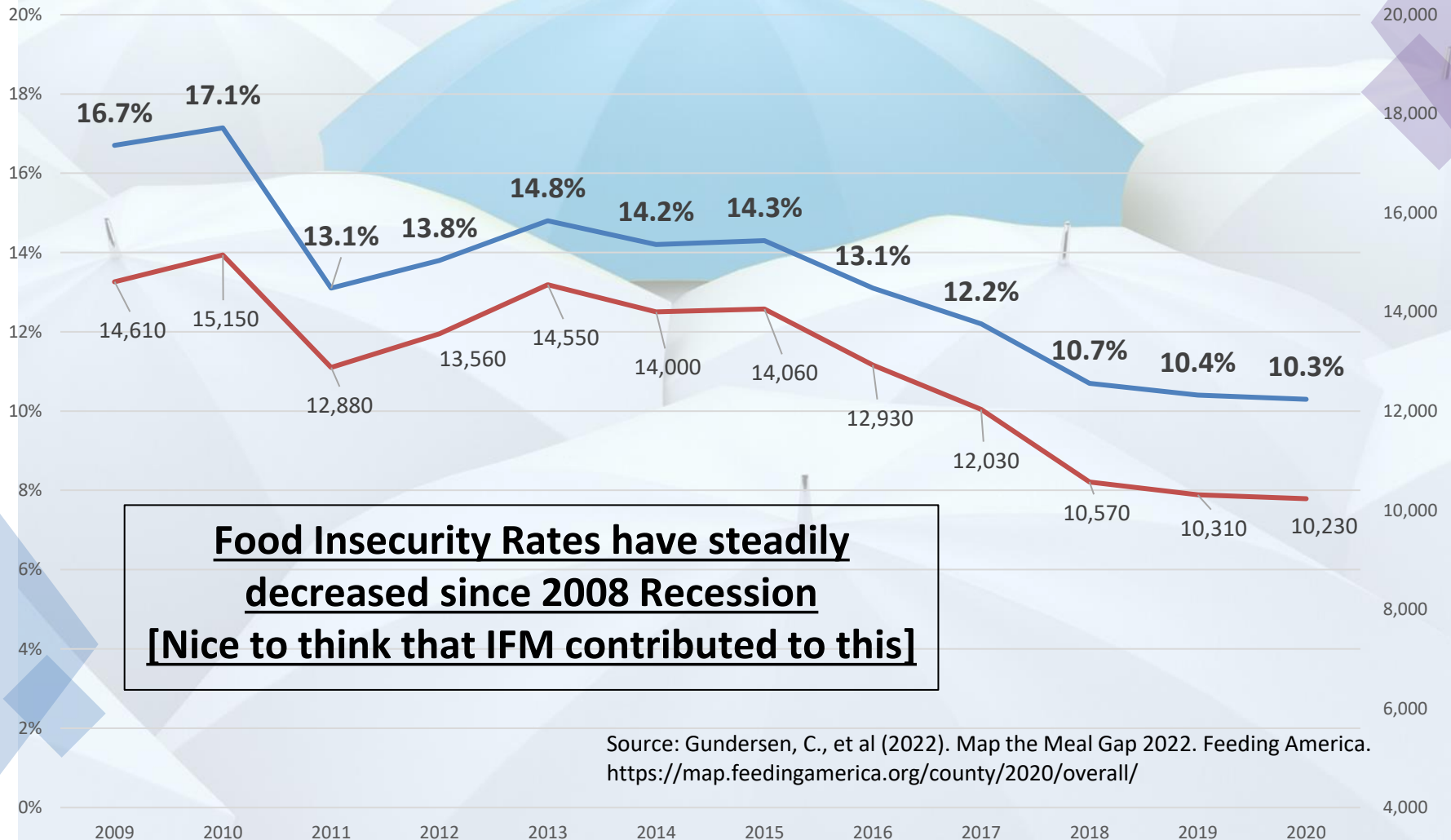
The Story of 2022

1. What happened leading up to 2022? How does Nevada County's Food Insecurity Rate Compare?
2. Increases started mid year 2021 continued thru 2022, perhaps inflation is the primary cause?
3. How did IFM respond in 2022?
4. Did 2022 Revenue cover Expenses?
5. Any Questions and Final Thoughts?

The Story of 2022

1. What happened leading up to 2022? How does Nevada County's Food Insecurity Rate Compare?

Nevada County - Food Insecurity Rates and Numbers of People



Food Insecurity Rates have steadily decreased since 2008 Recession
[Nice to think that IFM contributed to this]

Source: Gundersen, C., et al (2022). Map the Meal Gap 2022. Feeding America.
<https://map.feedingamerica.org/county/2020/overall/>

The Story of 2022

1. What happened leading up to 2022? How does Nevada County's Food Insecurity Rate Compare?

2020 Data	Food Insec Rate	Food Insec #	Total Population
USA	11.8%	38,287,000	324,466,102
CA	9.1%	3,571,920	39,251,868
Nevada Co	10.3%	10,230	99,320
Neighboring Counties			
Yuba Co	13.2%	10,260	77,727
Sierra Co	11.3%	330	2,920
Washoe Co, NV	11.2%	51,800	462,500
Nevada Co	10.3%	10,230	99,320
El Dorado Co	9.5%	18,100	190,526
Placer Co	8.0%	31,360	392,000

Source: Gundersen, C., et al (2022). Map the Meal Gap 2022. Feeding America.
<https://map.feedingamerica.org/county/2020/overall/>

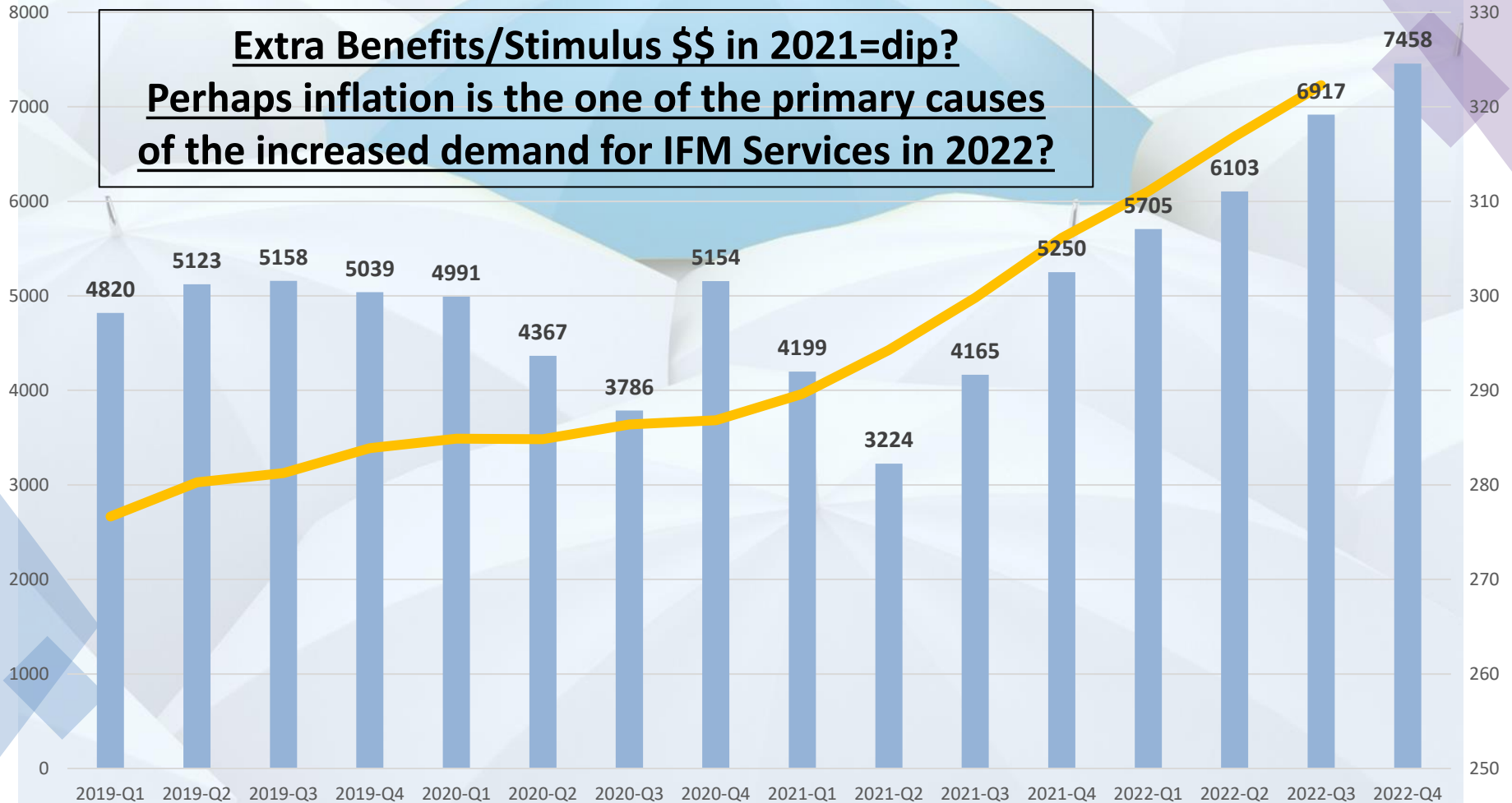
**Nev Co is just about in the middle between Nat'l & CA,
and between neighboring counties.**

The Story of 2022

2. Increases started mid year 2021 continued thru 2022?

Total Indv Visits (IFM Clients ONLY) and Consumer Price Index (CPI)
Monthly Average by Quarter

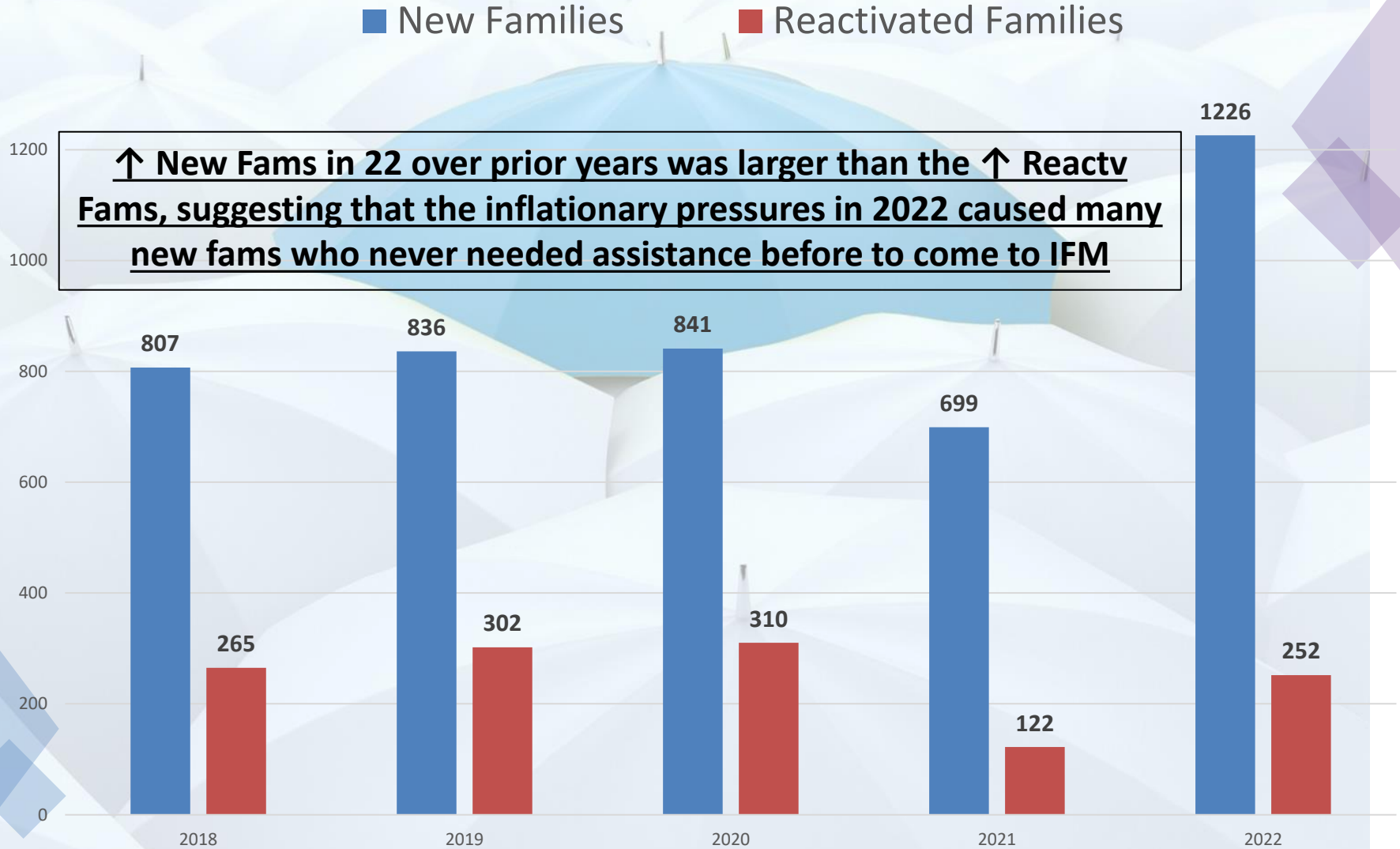
Total Ind CPI



Extra Benefits/Stimulus \$\$ in 2021=dip?
Perhaps inflation is the one of the primary causes
of the increased demand for IFM Services in 2022?

The Story of 2022

2. Increases started mid year 2021 continued thru 2022?



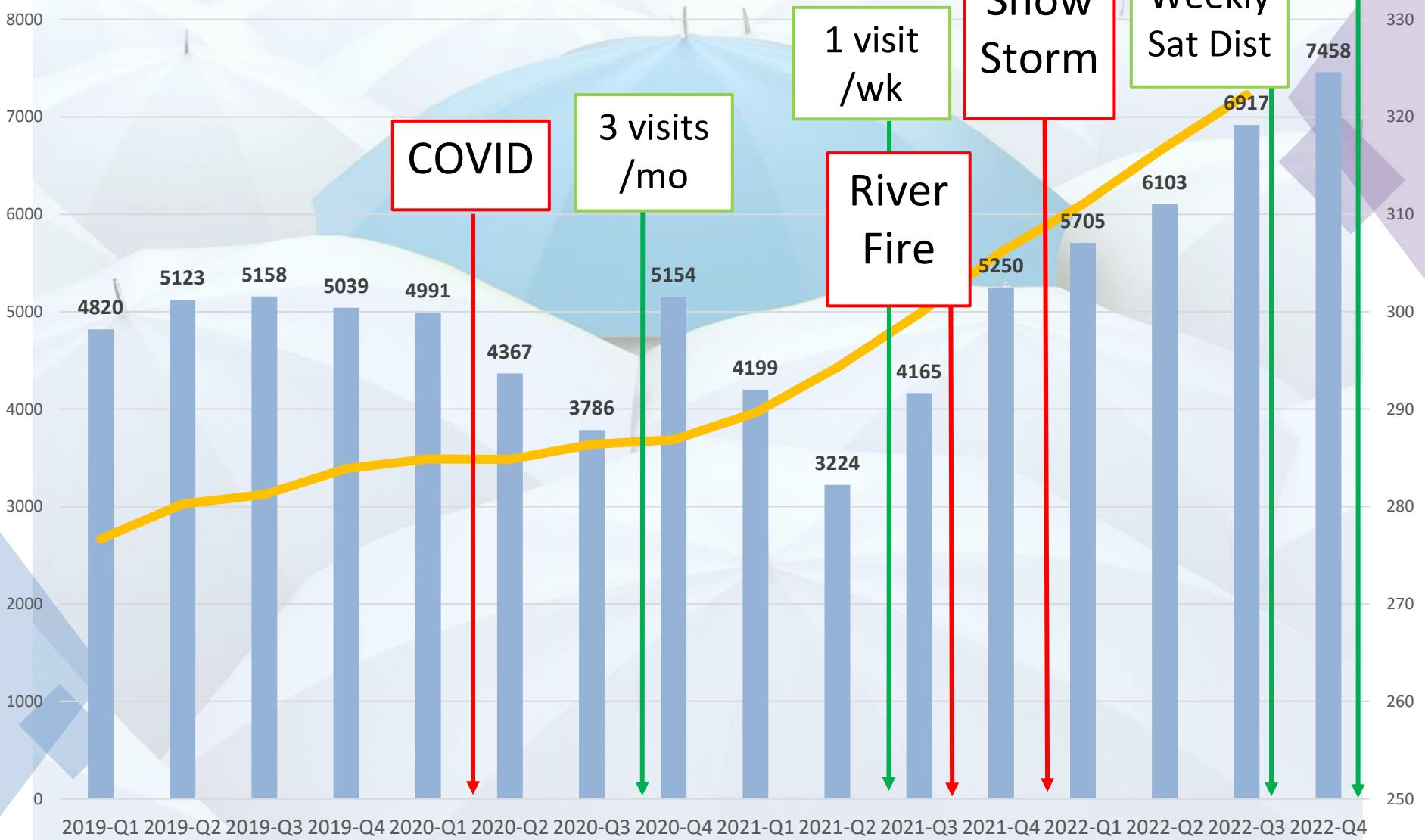
3. How did IFM respond in 2022?



Total Indv Visits - IFM Clients ONLY
Monthly Visits Averaged by Quarter

■ Total Ind ■ CPI

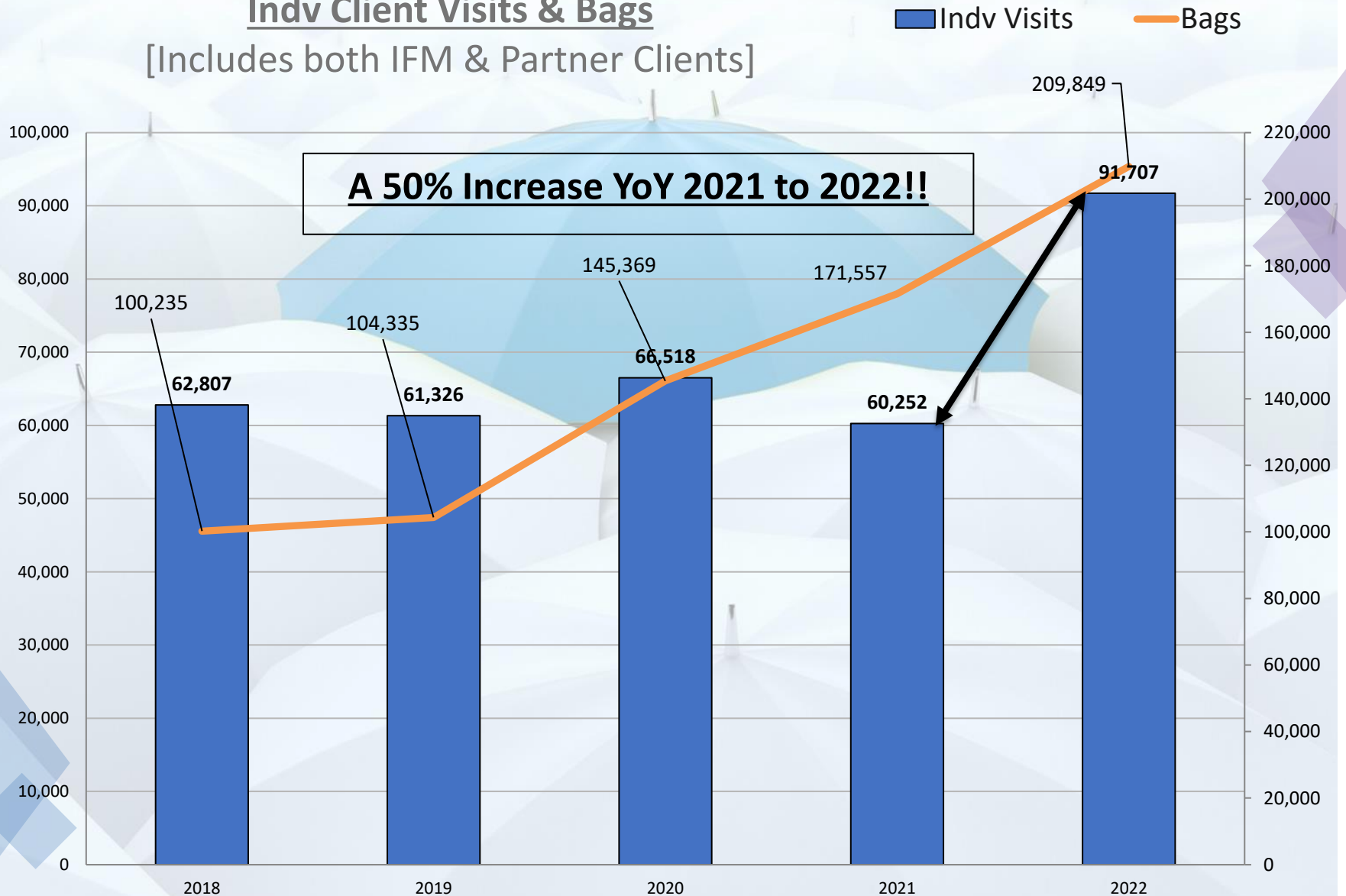
1 visit /2 wk



Notes: COVID=March'20, Began 3 visits/month=Oct'20, Began 1 visit/week=July'21, River Fire=Aug'21, Snow Storm=Dec'21, Wkly Sat Dist=Sept'22, Back to 1 visit/2 weeks=Dec'22

3. How did IFM respond in 2022?

Indv Client Visits & Bags
[Includes both IFM & Partner Clients]



3. How did IFM respond in 2022?

- Fams can come EVERY week, continued from 2021
- Weekly Sat Dist Days, Started September 2022

Challenges & Accomplishments

- Volunteers and staff overwhelmed!
- Took time to make some adjustments, more efficient
- Still supplied good quality and quantity of food, even amidst continual supply chain issues and rising food prices
- Yes, we had to add more to the Food Budget, but we had Reserves ready to go if needed

The Story of 2022

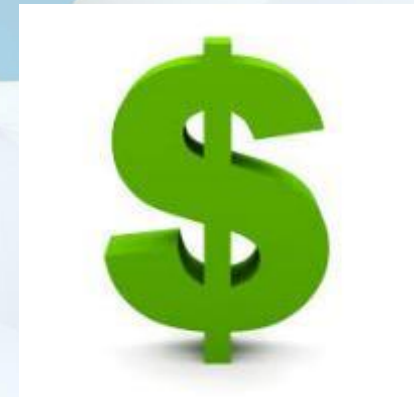
4. Did 2022 Revenue cover Expenses?

YES!! By \$26K

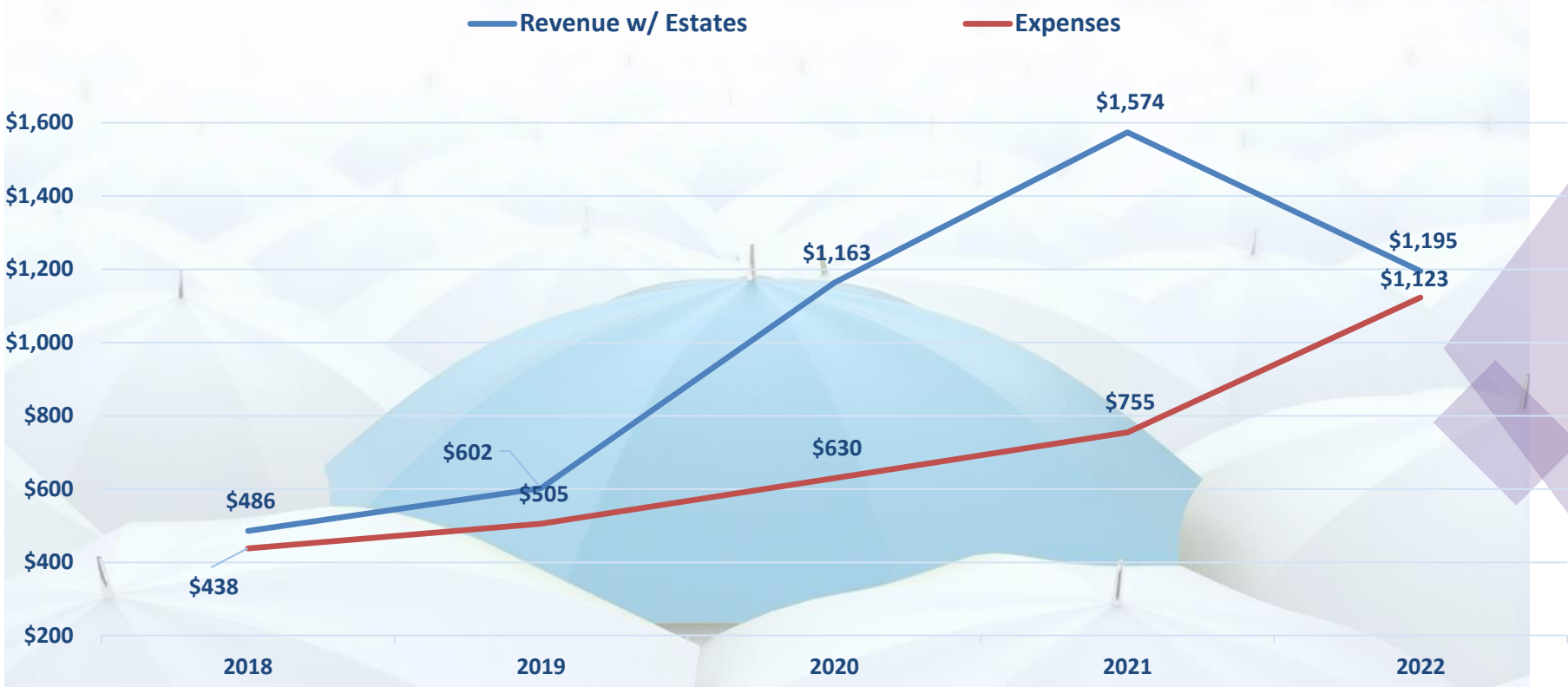


Total Revenue	\$1,195,000
Total Expenditures	\$1,169,000
Net Op Revenue	\$26,000

Revenue (Thousands)	Actual	Budget	Over Budget
Business Contributions	\$81.5	\$80	\$1.5
Individual Contributions	\$365	\$200	\$165
Fundraisers	\$503	\$450	\$53
Grants/Other/FeeServ	\$131.5	\$120	\$11.5
CDBG Grant	\$114	\$94	\$20
Total	\$1,195	\$944	\$251



Expenses (Thousands)	Actual	Budget	Over Budget
Food and Supplies	\$796	\$705	\$91
Staff Expense	\$172	\$195	-\$23
Ops Expenses	\$201	\$268	-\$67
Total	\$1,169	\$1,168	\$1



The Story of 2022

5. Any Questions and Final Thoughts?





Feeding Families, Fueling Hope for 30 Years



Welcome to our Guest Speaker Rick Hansen, Baird Financial

To Conclude The Story of 2022

THEME = Resiliency in Action!

**A brief video of Phil's recent presentation
to the Nevada County Board of Supervisors**

<https://www.nevadacountyca.gov/822/Meeting-Information-Video-Streaming>

https://nevco.granicus.com/player/clip/7893?view_id=3&redirect=true&h=577ee6c18948775b4c65be8bef489f66

[Skip forward to about 2:45, ends at 2:51]



Feeding Families, Fueling Hope for 30 Years



Interfaith Food Ministry

2023 Plan & Budget

Recover, Renew, Innovate

2020, 21, and 22 were busy years with lots of changes, challenges, and more need! 2022 was supposed to be “*Settling In*” and that didn’t really pan out!

IFM expanded and grew to meet that need, but we also found our limits (210+ fam days for several weeks was overwhelming!!)

We think we are through the worst and there is some stability ahead.

In 2023, IFM hopes to take a deep breath and prioritize improving existing operations and processes.

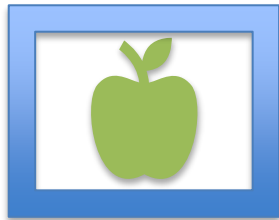
Want to position ourselves to be able to handle busier times, in a way that does NOT overwhelm staff and volunteers!

2023 Strategic Goals

**Themes for 2023:
Recover, Renew, Innovate**



ZERO HUNGER



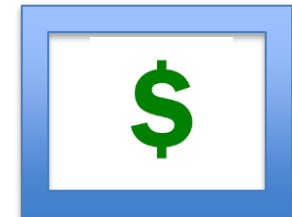
**HUNGER TO
HEALTH, 20/25**



**PEOPLE &
ORGANIZATIONAL
DEVELOPMENT**



**EXTEND REACH -
PARTNERSHIPS &
COLLABORATION**



**REVENUE AND
EXPENSE**



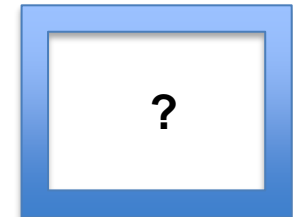
**STEWARDSHIP,
INTEGRITY AND
TRANSPARENCY**



**OPERATIONAL
EFFICIENCY
& EFFECTIVENESS**



Zero Waste



???

Key Focus Areas 2023

- Theme for 2023 is Recover, Renew, Innovate (especially as related to operational efficiencies and improvements)
- Extremely selective on starting any new programs/partnerships. Just 1. pilot program for Comm Meal Prog, 2. revamped Garden Projects & 3. Emergency Response Planning
- Technology upgrade, specifically donor/newsletter system consolidated through Network for Good upgrade
- Volunteer morale, comfort, retention, recruitment
- Still have the same goal of 20% of IFM Food Budget (\$140K) spent on locally produced items, establish a more specific purchasing plan with local farmers
- Telling Client Impact Stories
- Reaching New Donors (Donor Fatigue?), Client-Centric Messaging

Only 3 'new' programs in 2023!

1. Pilot program for Fresher Community Meal Program
 - A much smaller role for IFM. Basically providing food as ingredients for the meals and 6 IFM clients families will be in the 'test group' receiving the meals. Interns hosted by The Impact Foundry, trained in kitchen/food safety, and BFFY sharing their kitchen and chef. TIF is Fiscal Agency.
2. Revamped Garden Projects
 - Have CDBG funds for this, coordinating w/ Sierra Harvest.
3. Emergency Response Planning & Response Team
 - IFM taking lead w County OES & United Way NC to develop an Emergency Response Plan and Response Team related to FOOD ACCESS in times of emergencies.

2023 Budget Assumptions

Budget Assumptions 2023

1	Food Budget: Assumes similar food prices, supply chain issues, volume of food distributed, and client visit #s as what we experienced in 2022
2	Assumes Placer Food Bank's ability to support us will be similar to 2022 (still good, but not what it had been in 2021 and previously to that)
3	Food Budget: Reserves will still be available to spend on Food, if needed
4	Revenue: This year including CDBG grant in revenue
5	Food prices stabilizing, but still some upwards pressure
6	# Client Visits for Jan-March 2023 will be at least the same as same timeframe in 2022, due to having scaled back to Every Other Week
7	Going to stay at Every Other Week Visits until May 1, since the extra Cal Fresh benefits are going away in March and we want to see the impact on client demand in April before making the decision to go back to Every Week Visits, or to stay as Every Other Week
8	Challenge of keeping with Perfect Bag due to supply chain and food prices
9	Quality of food (incld locally/regionally sourced) continues to improve in 2023
10	Overall Quantity of food will remain the same (tied to EVERY week vs EVERY OTHER week ... i.e. when EVERY OTHER week, we will try to provide MORE food with each visit)
11	Revenue projections remain mostly the same, with added emphasis on business contributions and grants
12	Importance of Facility maintenance, and doing some long term planning on food storage space at IFM

2023 Proposed Budget

1 of 4

(000's)	2022 Budget	2022 Actual	2022 Act-Bud	2023 Budget	Notes - 2023 Proposed Budget
REVENUE					
Business Contributions	\$ 71	\$ 81.5	\$ 11	\$ 100	Expecting increase in Sfwy Gift Cards & Goal of outreach to more businesses in 2023
Individual Contributions	\$ 200	\$ 365	\$ 165	\$ 250	Higher than 2022 Budget, but lower than 2022 Actual due to \$131k estate. \$234K w/o estates, still over by \$34K.
Fundraisers	\$ 450	\$ 503	\$ 53	\$ 460	Based on a strong 2022, but still a bit conservative
Grants/Other	\$ 90	\$ 100	\$ 10	\$ 145	Hoping for \$70K from EFSP-ARPA & \$75k from other grants/other income
Fee for Service	\$ 30	\$ 31.5	\$ 2	\$ 30	Same as 2022
CDBG Grant	\$ 94	\$ 114	\$ 20	\$ 120	Determined by starting with the total CDBG grant amount (465K), and the subtract both the 1st invoice amount submitted in December 2022 (110K) and fixed assets (Truck & Generator, 230K), and you get 125K left to spend in 2023
Total Revenue	\$ 935	\$ 1,195	\$ 260	\$ 1,105	Ambitious, but do-able at nearly 80K less than 2022 Actuals. The average annual revenue raised across the last 2 years (21, 22) is 1,060K (this does NOT include the surprise estate/stock gifts we received each of those 2 years). The revenue goal for 2023 is 45K higher than this 2-year average.

(000's)	2022 Budget	2022 Actual	2022 Act-Bud	2023 Budget	Notes - 2023 Proposed Budget
EXPENSES					
Food and Food Supplies	\$ 705	\$ 796	\$ 91	\$ 720	We will use the same strategy as in 2022 where we will have a Food Budget and a Food Reserve to be used if needed. The 2023 Budget figure of 720K will be supplemented by a Food Reserve of 120K, for a grand total of 840K available to spend on food in 2023. See the table below for more detail on the breakdown of food budget figures into our 3 categories.
Staff Expense	\$ 195	\$ 172	\$ (23)	\$ 205	Higher than 2022 due to minimum wage increase (impacts 1 staff person) and allows for potential 5% increases for the other 3 staff positions. Note the 1 remaining staff person received a generous raise last year, and so no raise is planned for them in 2023.
Operations Expenses	\$ 268	\$ 201	\$ (67)	\$ 189	About 10K higher than 2022 Actuals based on increases to several operations budget line items/categories, such as insurance, utilities, trash disposal, other fees, fundraising, and depreciation due to the re-roof project. The following operations categories had 2023 Budget figures lower than the 2022 Budget figures based on have lower 2022 Actuals: facility supplies and repairs/maintenance.

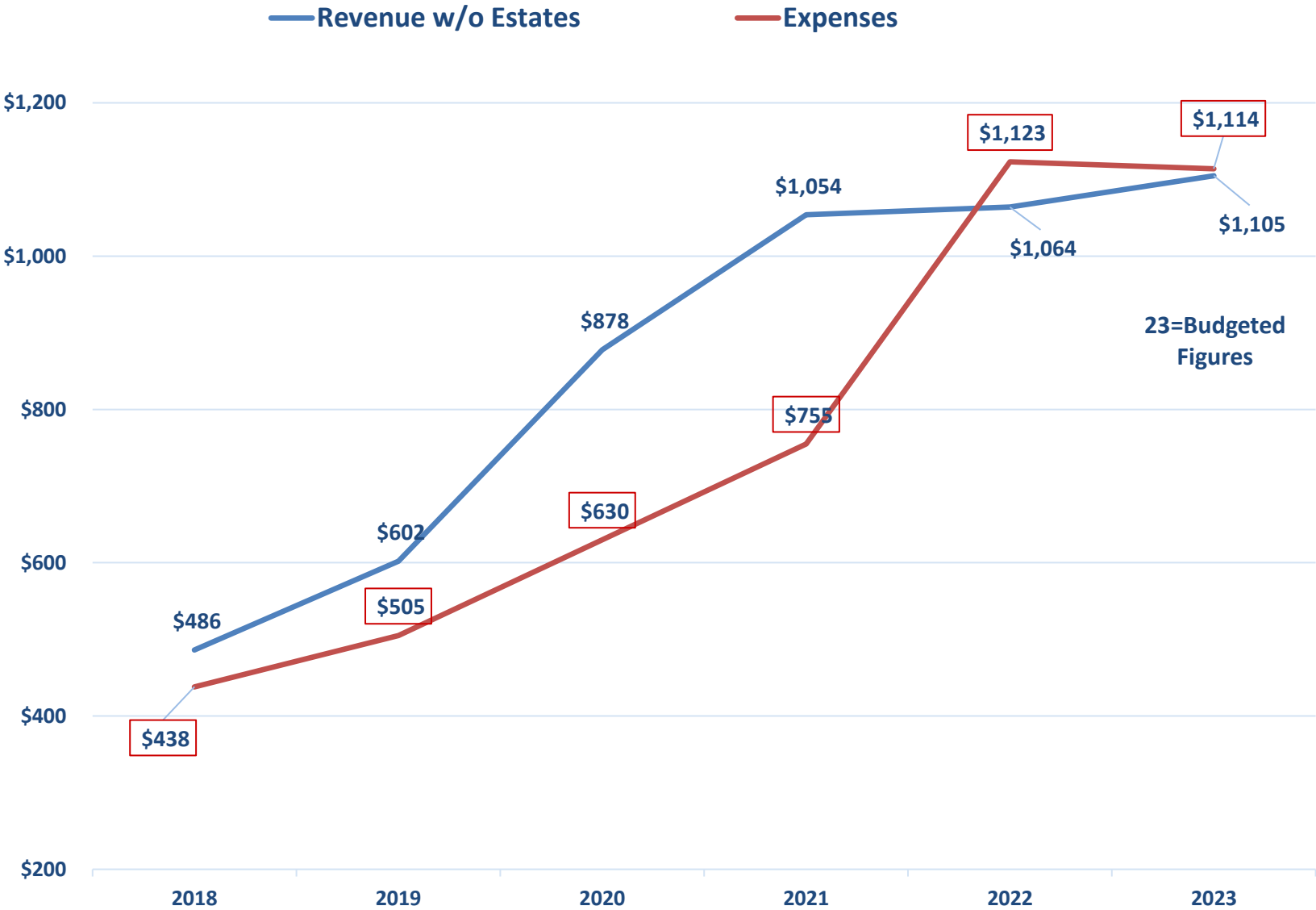
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CDBG Expenses	\$ -	\$ -	\$ -	\$ -	A figure for CDBG 2023 budgeted expenses is NOT included since CDBG expenses are actually split between the 3 other expenses rows above, and so while we split out the CDBG row for revenue above, it is much more challenging (and not very useful) to try to split out CDBG expenses.
Total Expenditures	\$ 1,168	\$ 1,169	\$ 1	\$ 1,114	Ambitious but do-able at about 30K less than 2022 Actuals. Keep in mind that the Food Reserve figure of 120K is NOT included here, but will be available if needed. We will also continue to have Facility and Operations Reserves in 2023 (figures NOT included here).
NET OPERATING REVENUE	\$ (233)	\$ 26	\$ 259	\$ (9)	As it currently stands, the 2023 proposed Budget has Expenses that are 9K higher than Revenue.

2023 Proposed Budget

4 of 4

2023 Food Budget Detail				
	Budget	Reserve	Total	Notes
IFM	600	100	700	Based on "Hi-End" Planned Purchases doc developed by the Food Committee
Partner	45	5	50	45K was 2022 actual + 5K for Emerg Resp (and we have CDBG funds to spend down)
Holiday	75	15	90	In 2022, we ended up purchasing extra Turkeys and Hams due to supply chain uncertainties. Planning to do better in 2023. 15K in reserve in case meat prices climb again!
Total	720	120	840	

2018 - 2023 Trended P&L *2023=Budgeted Figures

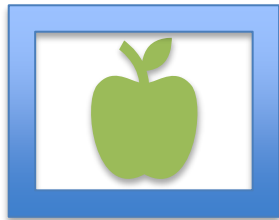


2023 Strategic Goals

**Themes for 2023:
Recover, Renew, Innovate**



ZERO HUNGER



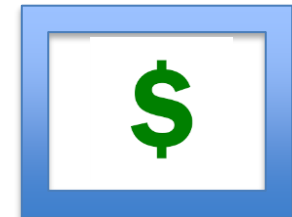
**HUNGER TO
HEALTH, 20/25**



**PEOPLE &
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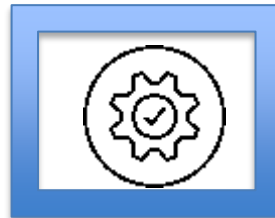
**EXTEND REACH -
PARTNERSHIPS &
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**REVENUE AND
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**STEWARDSHIP,
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**OPERATIONAL
EFFICIENCY
& EFFECTIVENESS**



Zero Waste



**Emerg
Resp**

Board Meeting Schedule 2023

All meetings are on the 4th Tuesday of the month except for the 3 marked with an *.

January 31* - Annual Meeting (Q4/Year End Review)

February 28 - IF NEEDED

March 28 - IF NEEDED

April 25 - Q1 Rvw, March Match Result, Easter Dist Result

May 23 - IF NEEDED

June 27 - IF NEEDED

July 25 - Q2/Mid-Year Review, Plans for rest of the year

August 22 - IF NEEDED

September 26 - IF NEEDED

October 24 - IF NEEDED

November 14* - Q3 Review, Any last needs for Holidays

December - NO MEETING

January 30, 2024* - Annual Meeting (Q4/Year End Review)

*Note: the Jan 31, Nov 14, and Jan 30, 2024 meetings are the ONLY ones that are NOT on the 4th Tuesday of the month.



Motion #1

- Approve 2023 Board Meeting Schedule as presented.



Motion #2

- Approve 2023 Operating Plan & Budget as presented.

Motion #3

Board Officer Vote



APPROVED

- Nominees
 - President – Bob Thurman
 - Vice President – Jeff Hebert ... *NEW
 - Treasurer – Sandy Hakala
 - Assistant Treasurer – Robert Emmett
 - Secretary – Amy Mathews



Feeding Families, Fueling Hope for 30 Years



NEEDED

ALL Volunteer Positions! ... but especially ...

Check-In Volunteers

- Stationed in booths, check-in clients.

Driver Volunteers

- Drive routes to grocery stores, bring food back to IFM.

Recommendations or interested?

info@interfaithfoodministry.org



Feeding Families, Fueling Hope for 30 Years



Committee Volunteer Needs

➤ Hunger to Health Committee Members

- Client Education, Monthly Client Newsletter
- Procurement of Nutritious Food

➤ Emergency Response Committee Members

- Emergency Response Planning, Collaborative Meetings
- Develop & Coordinate IFM Emergency Response Team

Recommendations or interested?

Email Venus at VenusPM.IFM@gmail.com



Feeding Families, Fueling Hope for 30 Years



Coming Up

March Matching Campaign

- Have a speaking opportunity at Church or other venue?
- Have any innovative ideas to reach new audiences?

If so, contact Shelby,

ShelbyDD.IFM@gmail.com



Feeding Families, Fueling Hope for 30 Years



IFM Board Members:

Thank you seems such a small way to say how blessed we are in Nevada County. You make a difference in people's lives by your volunteer support and financial gifts to IFM. We don't know what this year will bring, but because of you, we feel hopeful.

-IFM Staff



Feeding Families, Fueling Hope for 30 Years



Closing

Client Quotes & Stories

Phil read quote from client now working at Safeway

Phil tell story of single mother now working at the County, helped coordinate donations

Interfaith Food Ministry

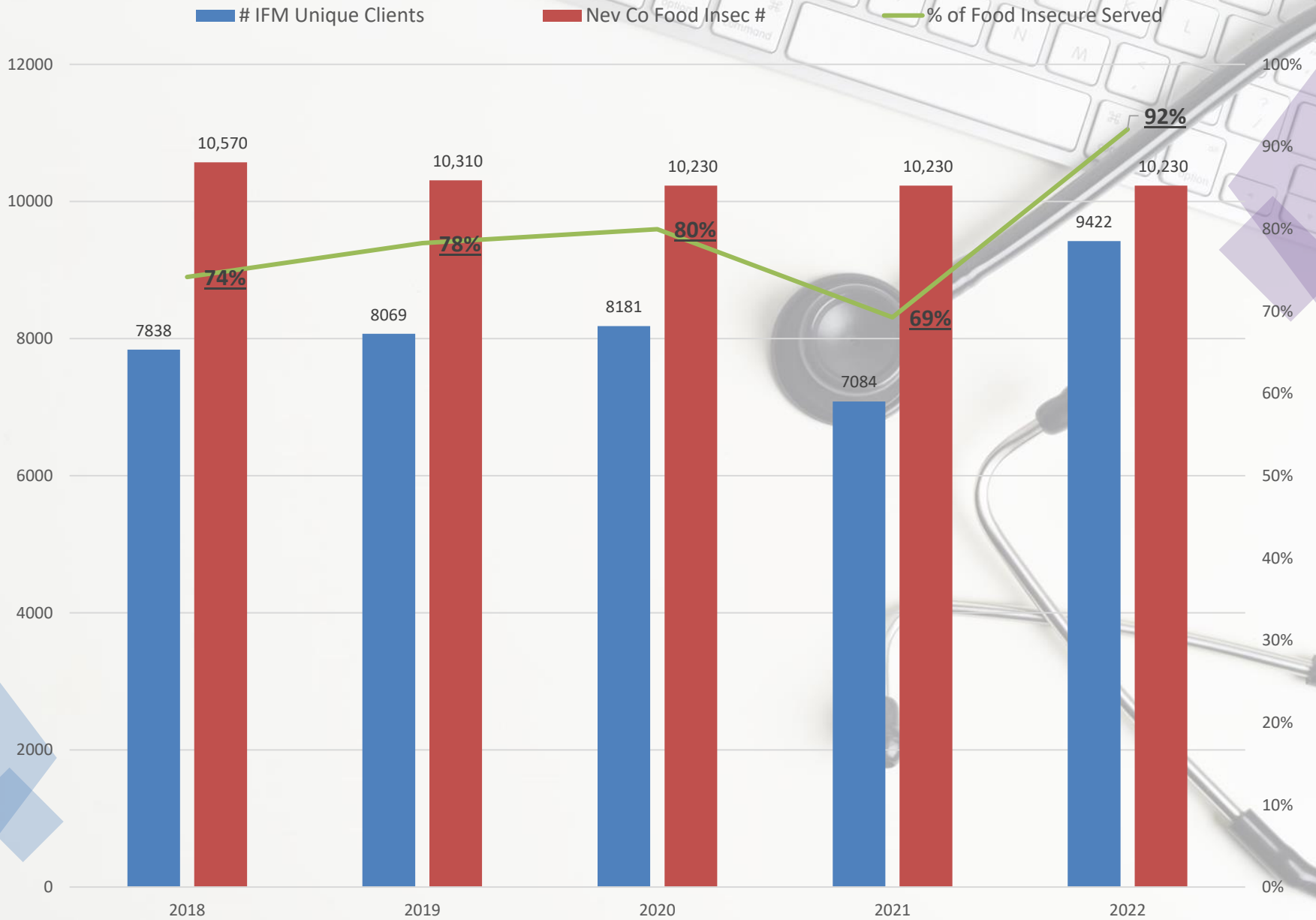
BACKUP SLIDES for 2022

2022 Annual Meeting

January 31st, 2023



2022 Distribution Stats



2022 Distribution Stats

2022

- Unique Families = 3,924 (-2.6%)
- Unique Individuals = 9,508 (-2.6%)
- **% of Nevada Co. Food Insecure Individuals reached = 92% (out of 10,230)***
- Total Families Visits = 37,816 (+50.5%)
- Total Individuals Visits = 91,707 (+52.2%)
- Total Bags = 209,849 (+22.3%)

***Based on Feeding America Map the Meal Gap 2022, Gundersen, C., Strayer, M., Dewey, A., Hake, M., & Engelhard, E. (2022)**

<https://map.feedingamerica.org/county/2020/overall/>

2022 Key Distribution Facts

Client Demographics

- Adults 75% (includes Seniors)
- Children 25%, Adults 45%, Seniors 30%
- Homeless 3%
- Average Income \$1,650/mo & \$19,800/yr

Note: Income based on 617 survey responses from March and April 2022

Avg Income was about \$1300/mo in 2021, and \$1200/mo in 2020

Unique Families Served

2020

✓ Traditional 3690

2021

✓ Traditional 2571

2022

✓ Traditional 3702

Client Trends

➤ New Families

✓ <u>2019</u>	836
✓ <u>2020</u>	841
✓ <u>2021</u>	699
✓ <u>2022</u>	1226

➤ Reactivated Families

✓ 2020	310
✓ 2021	122
✓ 2022	252

➤ Deactivated Families

✓ 2020	743
✓ 2021	286
✓ 2022 – N/A - <i><u>We didn't go through a deactivation exercise in 2022, but likely will in 2023</u></i>	

2022 Key Distribution Facts

Unique Individuals Served

2019

✓ Traditional 8069

2020

✓ Traditional 8181

2021

✓ Traditional 7084

2022

✓ Traditional 9422

Average Family size 2.5

Grocery bags of food

2021

✓ Traditional 163,031

✓ Partnerships 8,526

✓ Total 171,557

2022

✓ Traditional 200,778

✓ Partnerships 9,571

✓ Total 209,849

➤ Avg visits per dist day

✓ 2019 - 173

✓ 2020 - 148

✓ 2021 - 154

✓ 2022 - 174

Distribution

➤ Total client family visits

2021

✓ Traditional 23,160

✓ Partnerships 4,922

✓ Total 25,160

2022

✓ Traditional 30,884

✓ Partnerships N/A - Working on Partner Data Collection in 2023

Holiday Meals to families.

2021

✓ Trad 2,663

✓ Toy Run 270

✓ Total 2,933

2022

✓ Trad 3,470

✓ Toy Run 200

✓ Total 3,670

2022

- \$'s spent on food per client visit
 - ✓ 2019 - \$11.28
 - ✓ 2020 - \$13.59
 - ✓ 2021 - \$17.90
 - ✓ 2022 - \$25.91
- Value of food per client visit
 - ✓ 2019 - \$72.31
 - ✓ 2020 - \$90.75
 - ✓ 2021 - \$151.43
 - ✓ 2022 - \$
- Total IFM \$s spent/client visit.
 - ✓ 2019 - \$19.38
 - ✓ 2020 - \$22.63
 - ✓ 2021 - \$30.04
 - ✓ 2022 - ??? - In 2023 will work on updating based on increased food prices
- Open 153 regular and 25 Saturday distributions

2022 Client History (2012 to Date)

- Since 2012 we have had 11,249 Unique Client Families and 24,441 Individuals
- 2372 "Regular Food" Clients (22.9%) came only once
- 3961 "Regular Food" Clients (38.2%) came 1-3 times
- 58 "Regular Food" Clients came more than 200 times
- 816 "Specialty Bag" Clients (43%) came only once (since Oct. 2016)
- 1193 "Specialty Bag" Clients (63%) came 1-3 times
- 9 "Specialty Bag" Clients came more than 100 times

2022

- 875 "Regular Food" clients came only once (27.8%)
- 1593 "Regular Food" clients came 1-3 times (44%)
- 877 "Regular Food" clients came 12 or more times (24.8%)
- 241 "Specialty" clients came only once (58.3%)
- 363 "Specialty" clients came 1-3 times (72.8)
- 33 "Specialty" clients came 12 or more times (6.2%)

Long Time Clients

- 642 clients who came in 2012 were still getting food in 2022 (17.4%)
- 32 of those were Specialty Clients
- 1977 clients who came in 2021 returned in 2022 (53%)
- 197 were Specialty Clients



Feeding Families, Fueling Hope for 30 Years



Food Distribution Schedule

Mon, Wed, Fri 10am – 1pm

Sat 10am – 12pm

Volunteer Flyer – page 1

Distributors

Monday, Wednesday, or Friday
7am – 2pm, or Saturday 8am-1pm
(But don't have to stay the whole time)

Sort and store donations, check expiration dates. Work the distribution line, pack a grocery cart with food chosen by the client.

Qualifications – able to read and follow directions as well as be on your feet for several hours.

Ages 13 and up. Under 18, must be accompanied by a parent and will work inside.

Checkers

Mon, Wed, or Fri 9am-1:15pm, or
Saturday 9:30am-12:30pm

Log clients into IFM's database (Sox Box). Work with the client to choose food. Update client information if needed. You will also be registering new clients. You will be trained on the database prior to working alone.

Qualifications – Computer work required – you will be trained in Sox Box, IFM's database. Friendly attitude. Able to stand several hours. Compassion and ability to deal with folks who are stressed due to their circumstances. Ability to handle heat and cold with fan and/or heater.

Packers

Tuesday, Thursday 7:00 am – 11:00 am,
Saturday 3-5 pm

Sort and package food for the next day's distribution. This includes sorting fresh produce, store donations and canned goods, while checking dates and condition of packaging. Moving pallets restocking, packing staples and specialty bags, cleaning and sorting eggs and breaking down cardboard and putting together banana boxes. Filling smaller bags with bulk grains as needed and filling crates and bins with the bagged grains.

Ages 13 and up. Under 18, must be accompanied by a parent.

Qualifications – Some jobs require being able to lift 30-40 pounds. Other jobs require minimal lifting.



"We are so lucky to have a place like this in our community! Everyone here is so sweet and so generous. Thank you to everyone who contributes to this great place."

- Caelum, IFM Client



Feeding Families, Fueling Hope
for Over 30 Years

Volunteer Flyer – page 2

Traffic Control

Mon, Wed, or Fri 9am-1:15pm, or
Saturday 9:30am-12:30pm

Front line communication with clients.

Control the flow of traffic into the Interfaith Food Ministry drive through lot. Direct cars to the appropriate kiosk. Lots of interaction with our clients. Keep main entrances clear.

Distribute fliers and information to clients.

Qualifications - Friendly attitude. Take charge attitude



Typical food for a family of 3-4. Clients can come weekly.

“Fast, great, healthy and a Blessing each and every time I go. Without IFM my family would be eating beans and rice every day. I thank God every day for all the wonderful people at IFM, especially the Board

IFM Gardens

Must be able to follow directions and ask questions when unsure of something.

Willingness to work and learn.

Physical ability to bend, kneel and squat.

Having your own tools is a bonus but not necessary.

Current schedule is Tues and Thurs from 4-6pm in Nevada City but may change.

Garden captain position:

Must have some gardening experience.

Ability to communicate, schedule, educate,

track inventory, follow direction, Harvest,

weigh and record data about the garden and

arrange to have produce brought to IFM after harvest.

At Home Work

Need varies throughout the year

Variety of opportunities include stuffing and sealing envelopes and writing thank you notes.

Phone work - completing phone surveys.

Administrative/computer work.

Fundraising - donor acknowledgement and outreach.

Events

Need varies throughout the year

Staff IFM's information booth at festivals,

working IFM events -Shredding Day in April,

Hunger Run and Golf Tournament in October,

and Toy Run in December.

Interfaith Food Ministry of Nevada County

2022 Financial Results

(000's)	2022 Budget	2022 Actual	2022 Act-Bud	% Var	Notes - 2022 Actuals
REVENUE					
Business Contributions	\$ 80	\$ 81.5	\$ 2	2%	Mostly Safeway Gift Cards, other gift cards
Individual Contributions	\$ 200	\$ 365	\$ 165	83%	Includes a 131K Estate
Fundraisers	\$ 450	\$ 503	\$ 53	12%	March Match, Sp a Fam Holidays, Shred Day, etc
Grants/Other	\$ 90	\$ 100	\$ 10	11%	Includes CSBG, EFSP, Common Spirit
Fee for Service	\$ 30	\$ 31.5	\$ 2	5%	CalFresh Contract, Partner Payments for Food
CDBG Grant	\$ 94	\$ 114	\$ 20	21%	Including this row for first time
Total Revenue	\$ 944	\$ 1,195	\$ 251	27%	Strong year primarily due to exceeding goals for Indv Contrb, Fundrs, and grants. Even without the "extra" 114K from CDBG, it STILL would have been a strong year!

Interfaith Food Ministry of Nevada County

(000's)	2022 Budget	2022 Actual	2022 Act-Bud	% Var	Notes - 2022 Actuals
EXPENSES					
Food and Food Supplies	\$ 705	\$ 796	\$ 91	13%	Even after several Food Budget increases approved by the Board in 2022, we STILL spent over our budget, primarily due to rising food prices and supply chain issues, increased clients and volume of food, continuing to increase quality of food and local purchasing, and extra expensive holiday meats!
Staff Expense	\$ 195	\$ 172	\$ (23)	12%	Saved on some payroll costs due to a fair amount of sick time used and not as many staff hours used, and Phil not using all of Student Loan Reimb due to pending loan forgiveness.
Operations Expenses	\$ 268	\$ 201	\$ (67)	25%	This includes the updated depreciation expense. The budget figure for Ops is inflated by the CDBG grant since we had to give our best guess on projected CDBG expenses, and it appears our guess was rather optimistic.
CDBG Expenses	\$ -	\$ -	\$ -		Note that CDBG expenses are actually split between the 3 other expenses rows above, and so while we split out the CDBG row for revenue above, it is much more challenging (and not very useful) to try to split out CDBG expenses.
Total Expenditures	\$ 1,168	\$ 1,169	\$ 1	0%	Still pretty close, even with all the uncertainties and the complicated nature of the CDBG grant.
NET OPERATING REVENUE	\$ (224)	\$ 26	\$ 250		We raised 26K more than we spent!!

Interfaith Food Ministry of Nevada County

2022 Food Expenses ACTUALS Detail				
	Budget	Actual	Act-Bud	Notes
IFM	575	643	68	Even after several Food Budget increases approved by the Board in 2022, we STILL spent over our budget, primarily due to rising food prices and supply chain issues, increased clients and volume of food, and continuing to increase quality of food and local purchasing.
Partner	45	45	0	Actuals for Partner Food Expenses was spot on the Budget! Note this figure is based on Food Comm #s instead of QB #s.
Holiday	85	108	23	Actual was 23K over Budget, primarily due to extra expensive meats, and also because extra meat ended up being ordered due to supply chain uncertainties.
Total	705	796	91	

2022 Financial Report - Year-End Balance Sheet

	Total
ASSETS	
Current Assets	
Total Bank Accounts	\$1,675,736.30
Total Accounts Receivable	\$119,020.70
Total Current Assets	\$1,855,873.22
Total Fixed Assets	\$939,850.59
TOTAL ASSETS	\$2,786,367.05
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Total Accounts Payable	\$85,592.13
Total Other Current Liabilities	\$11,788.88
Total Current Liabilities	\$97,381.01
Total Long-Term Liabilities	\$0.00
Total Liabilities	\$97,381.01
Total Equity	\$2,688,986.04
TOTAL LIABILITIES AND EQUITY	\$2,786,367.05

2022 Financial Report

Performance Highlights to Budget

- **Revenue - ahead of budget by \$251K due to:**
 - Business Contributions over by \$1.5K
 - Individual Contributions \$165K over plan (\$131K Estate donations!)
 - Fundraisers over plan by \$53K
 - Grants/Other \$11.5K ahead (Common Spirit, CSBG, CRG)
 - CDBG Grant \$20K over plan
- **Expenses \$1K Under Budget**
 - Food \$91K over budget (Adjusted budget of \$705K)
 - Staff Expense \$23K below budget! (Some sick time/unused hours, not all tuition reimbursement used)
 - Operations Expenses \$67K below budget! (Budget # inflated due to CDBG)
- **Balance Sheet**
 - Ending cash position \$1,675K
 - Total Equity is \$2,688K

2022 Accomplishments

Food & Fund Raising



**Revenue increased from \$1,054K in 2021 to \$1,064K in 2022.
[w/o Estate Gifts]**

Revenue from fundraisers

	<u>2021</u>	<u>2022</u>	
Individual Contributions	\$202,000	\$234,000	↑
Match Campaign	\$223,552	\$191,064	↓
Sponsor A Family	\$277,600	\$256,021	↓
Safeway Gift Cards	\$15,800	\$43,600	↑
Hunger Run/Golf T*	\$5,200	\$3,256*	↓
Shred Day	\$5,730	\$5,109	↓
Good Food for All	\$16,100	\$8,989	↓
Marc's Matching	\$7,000	\$5,818	↓
Estate/Will	\$520,000	\$131,000	-

***Note** – Golf Tournament was cancelled. Sponsors offered refund, but most declined.

Food Drives – Twin Cities Church, various Churches, Grocery Stores, various schools, and clubs.

2022 Grant Summary

GRANT NAME	RESTRICTIONS	AMOUNTS AWARDED
CSBG	Food, Staff Time	\$50,000
Community Resiliency	Food	\$25,000
Common Spirit, Sisters of Present.	Food	\$25,000
EFSP-Phase 38 (1 st half rec'vd 2021, still waiting for 2 nd half)	Food	\$15,000
Applied, but not yet awarded		Not Yet Awarded
EFSP-Phase 39	Food	\$30,000
EFSP-Phase ARPA	Food	\$95,000
	Total (Awarded Only)	\$115,000

2022 Donor Metrics

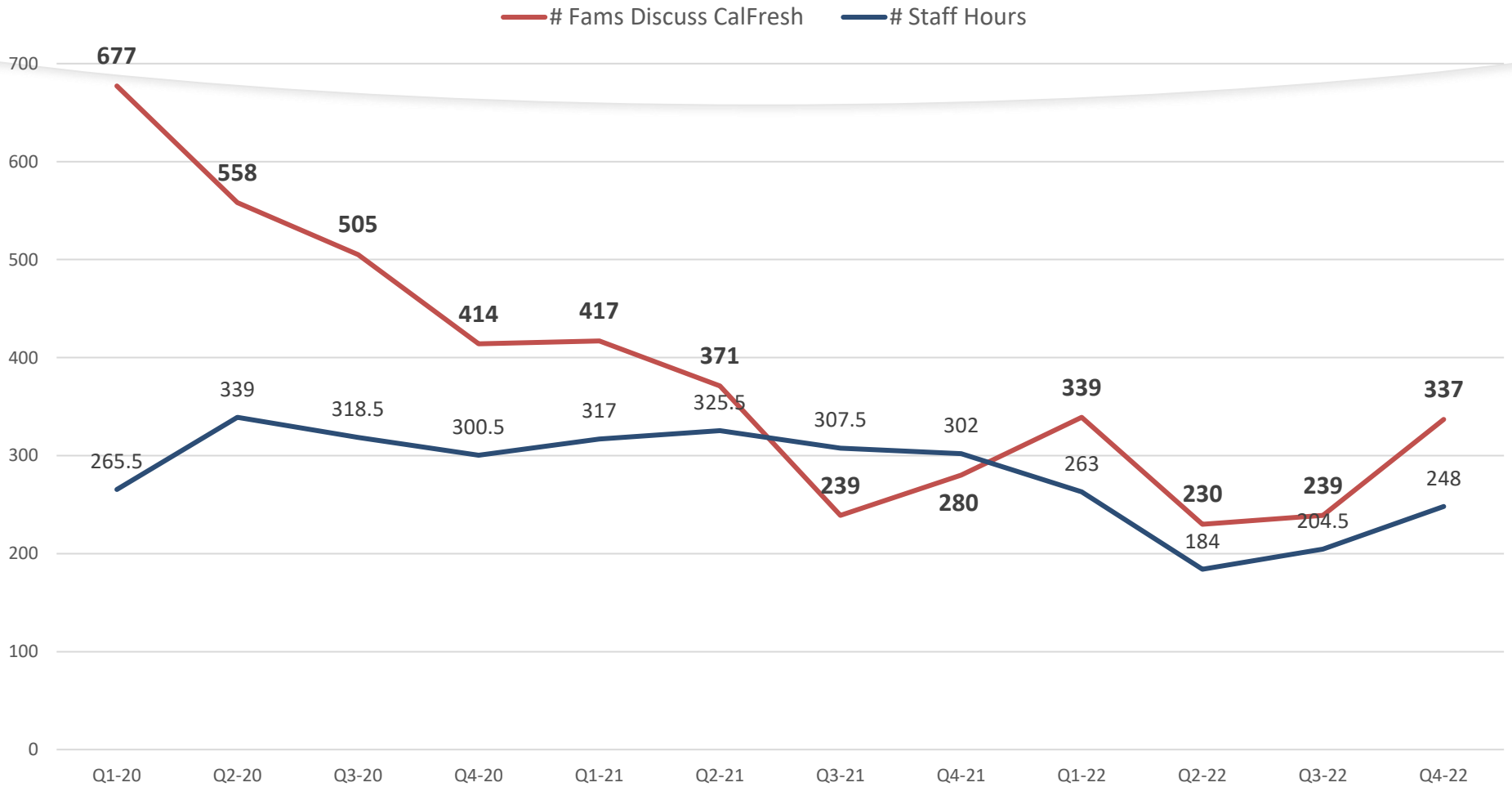
Metric	2020	2021	2022	Change
\$ Raised (w/o Estates)	\$747,774	\$812,546	\$822,534	\$9,988 1%
# Unique Donors	1630	1439	1172	- 267 donors - 19%
Avg \$/Donor	\$459	\$565	\$701	+ \$136 24%
# Lapsed	172	614	701	+ 87 or 14%
# New	664	371	277	- 94 - 25%
# Recurring Donors	64 Raised \$48,640	73 Raised \$78,199	70 Raised \$67,534	- 3 & \$10,665
Total # Donations	3,668	3,339	2,841	- 498 - 15%

2022 Marketing Metrics

- Facebook fundraisers: 2021-**\$4,009** 2022-**\$2,451**
- Facebook followers: 2021-**1310** 2022-**1537**
- Facebook Impressions from posts with ads 2021-**16,786** 2022-**22,707**
- Newsletter Subscribers: 2021- **2648** 2022-**2440**
- Newsletter avg opens (nat'l avg is 23%) 2021-**36%** 2022-**41%**
- March Matching Campaign
 - 2021 – **2,044 letters sent out**
 - 2022 – **2,985 letters sent out**
- Sponsor a Family for the Holidays
 - 2021 – **1708 letters sent**
 - 2022 – **9500 letters sent**

2022 Accomplishments

Cal Fresh Metrics

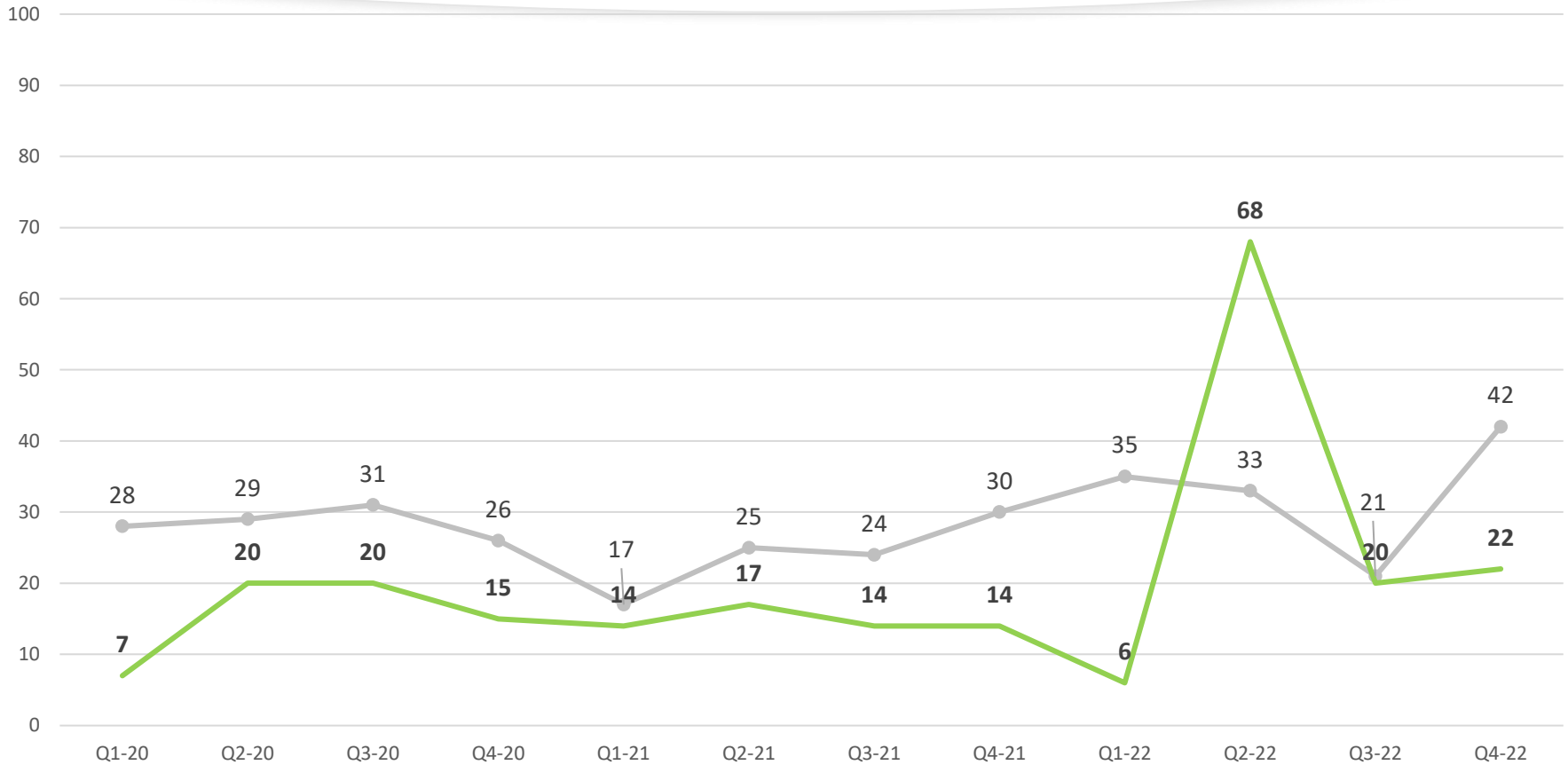


2022 Accomplishments

Cal Fresh Metrics



—●— # Materials Distributed —■— # Fams Asst w CF App





Feeding Families, Fueling Hope for 30 Years



Interfaith Food Ministry
BACKUP SLIDES for 2023
2022 Annual Meeting
January 31st, 2023



2023 Goals

Meet revenue and expense goals

Fund Dev Calendar – At a Glance

Jan	Tax Letters	April	Marc Cuniberti Easter Matching
	Prep for March Match		16-27: Volunteer Appreciation Week
Feb	Prep for March Match		TBD: Shred Day
	Business Mailer, Outreach	May	Good Food for All, buying local!
Mar	March Match	June	Safeway Nourish Neig
	NFG Upgrade		Golf Tournament?



2023 Goals

Meet revenue and expense goals

Fund Dev Calendar – At a Glance

July	7/2: Grocery Outlet Concert	Oct	Sponsor a Fam Hunger Run?
	Grocery Outlet Indep from Hunger		Safeway Nourish Neig
Aug	Golf Tournament?	Nov	Sponsor a Fam, Sfwy
Sept	Hunger Action Month	Dec	Sponsor a Fam, Sfwy
			12/9: Toy Run GVLRS Parade