



**Board of Directors  
Quarterly Report**

**April – June 2010**

**Blake Young  
September 8, 2010**

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## PROGRAMS

### Food Assistance

| People served            | April         | May           | June          | Quarterly Total | Year to Date<br>July – June |
|--------------------------|---------------|---------------|---------------|-----------------|-----------------------------|
| Oak Park Adults          | 6331          | 4370          | 4291          | 14,992          | 54,399                      |
| Children                 | 4938          | 3169          | 3140          | 11,247          | 41,330                      |
| Seniors                  | 666           | 397           | 372           | 1,435           | 4,754                       |
| <b>Oak Park Subtotal</b> | <b>11,935</b> | <b>7,936</b>  | <b>7,803</b>  | <b>27,674</b>   | <b>100,483</b>              |
| Mobile Adults            | 3965          | 3479          | 3706          | 11,150          | 43,161                      |
| Children                 | 3416          | 3068          | 3182          | 9,666           | 36,750                      |
| Seniors                  | 272           | 352           | 399           | 1,023           | 4,677                       |
| <b>Mobile Subtotal</b>   | <b>7,653</b>  | <b>6,899</b>  | <b>7,287</b>  | <b>21,839</b>   | <b>84,588</b>               |
| <b>Grand Totals</b>      | <b>19,588</b> | <b>14,835</b> | <b>15,090</b> | <b>49,513</b>   | <b>185,071</b>              |

### Remarks / Highlights

- All Hallows Catholic Church became a mobile distribution site on June 17 and will continue service there on the third Thursday of each month. By adding this additional site in Central Sacramento we closed our Oak Park distribution of Food Assistance on Tuesdays. As we continue to add mobile food distribution sites in Central Sacramento, we will slowly phase out food distributions in Oak Park, eventually converting all Food Assistance to a mobile format by the time the Education Center building opens in late 2011.
- Beginning October 12, SFBFS will host a mobile distribution at Oak Park United Methodist Church on the second Tuesday evening of each month.
- We have formed a partnership with UC Davis Medical School to provide graduate level nursing students to conduct client surveys at mobile distributions. The intent is to assess the overall health of the clients and their families and to assist SFBFS in developing nutrition programs that not only improve the clients' health but also help us define culturally appropriate and desirable food for their families. The nursing students are scheduled to start mid-October.
- Sonoma State University will provide licensed nurses at mobile sites to perform health screenings for clients.
- At the request of Cottage Housing, we petitioned Sacramento Emergency Foodlink for approval to conduct a mobile food distribution at Serna Village (also available to residents of Quinn Cottages), beginning on May 6 and continuing on the first Thursday of each month. That request was approved. The first two events (May 6 and June 3) were poorly attended (66 families and then 50 families). The number of families accepting food assistance is affected by the difficulty of arranging transportation for Quinn Cottages families to Serna Village and conflicting schedules with other Serna Village activities. It may not be economically viable for us to continue dedicating our resources to support this event. At the very least we may be able to deliver supplemental groceries once per month in lieu of mobile food distributions.
- In order to improve the tracking of clients receiving emergency food distributions at our mobile sites we will purchase laptops with wireless internet access that will have the capability of integrating into our new database. We expect to be on-line with our new system by the end of next quarter.

## Clothing

| Articles of clothing distributed | April         | May           | June          | Quarterly Totals | Year to Date July – March |
|----------------------------------|---------------|---------------|---------------|------------------|---------------------------|
| Clothing program                 | 32,303        | 32,064        | 40,561        | 104,928          |                           |
| Mother- Baby program             | 6,004         | 6,245         | 5,645         | 17,894           |                           |
| Other Agencies                   | 11,500        | 10,025        | 18,950        | 40,475           |                           |
| <b>Total</b>                     | <b>51,173</b> | <b>48,334</b> | <b>65,156</b> | <b>163,297</b>   |                           |

| People served (includes Mother-Baby) | April        | May          | June         | Quarterly Totals | Year to Date July – March |
|--------------------------------------|--------------|--------------|--------------|------------------|---------------------------|
| Adults                               | 1,895        | 1,659        | 1,803        | 5,357            |                           |
| Children                             | 1,796        | 1,575        | 1,055        | 4,426            |                           |
| <b>Total</b>                         | <b>3,682</b> | <b>3,234</b> | <b>2,858</b> | <b>9,783</b>     |                           |

## Remarks / Highlights

- The children’s area in the Clothing program has been transformed into a Disney themed, colorful, fun playroom which now includes an educational library for children of all ages.
  - Lindsay Valdovino, a 17 year old John F. Kennedy High School senior, completed her Girl Scout Gold Award project by performing an extreme makeover in the Clothing program’s play area for children and waiting area. Lindsay painted, built toy/storage benches, etc.
  - After collecting over 1,000 new and used books for children of all ages, Lindsay unveiled Lindsay’s Educational Library. One of the best things about the library is that the children are not required to return the books. The children who are waiting in the play area, while their parents shop for clothing, are allowed to take two books home with them when they leave.
  - In addition, Lindsay collected over 3,000 articles of clothing geared towards teens, business attire, plus size women and big and tall men.
  - Lindsay’s Educational Library has been a huge success. So much so that we are now asking for children’s and teen books on our wish list.
- The Clothing program provided prom dresses, tuxedos, suits, accessories and graduation attire for approximately 100 young clients during prom and graduation season. The Clothing program is especially sensitive to the pressure young people face when they do not have the resources to participate in school activities. When the program expands we plan on setting up a special area for these items. The prom and graduation resources SFBFS offers have been so popular and appreciated that we plan on formalizing it by hosting a prom and graduation event in the near future.

## Mother-Baby

| Workshops | April | May | June | Quarterly Totals | Year to Date July - June |
|-----------|-------|-----|------|------------------|--------------------------|
| Number    | 41    | 37  | 36   | 114              | 578                      |
| Attendees | 503   | 453 | 408  | 1364             | 6,333                    |

| People served       | April | May | June | Quarterly Totals | Year to Date July - June |
|---------------------|-------|-----|------|------------------|--------------------------|
| New Clients         | 126   | 105 | 132  | 363              | 2,146                    |
| Infants (0-12)      | 213   | 192 | 214  | 619              | 3,794                    |
| Toddlers (13-24)    | 142   | 160 | 149  | 434              | 2,500                    |
| Parents/Guardians   | 370   | 338 | 350  | 1058             | 5,262                    |
| Expectant Mothers   | 68    | 63  | 77   | 208              | 996                      |
| Graduating Children | 14    | 12  | 18   | 44               | 213                      |

| Distributions | April | May  | June | Quarterly Totals | Year to Date July - June |
|---------------|-------|------|------|------------------|--------------------------|
| Diapers       | 3651  | 2455 | 3155 | 9261             | 57,060                   |
| Cloth Diapers | 144   | 744  | 456  | 1344             | 1,848                    |
| Baby food     | 839   | 591  | 772  | 2202             | 13,832                   |
| Toddler food  | 600   | 790  | 510  | 1900             | 8,681                    |
| Formula       | 194   | 148  | 179  | 521              | 3,200                    |

## Remarks / Highlights

- In April, SFBFS celebrated Earth Day by offering a Go Green workshop highlighting the importance of conserving the planet. Over 40 families attended. We were happy to celebrate Mother's Day and Father's Day by hosting a special event with a motivational guest speaker, food, games, raffles and gifts.
- The Mother-Baby program ranked 3rd place out of 15 non-profit organizations to receive \$5,000 from the SaveMart-Pepsi Refresh contest.
- The Cloth Diaper project has been very successful providing more than 1,300 cloth diapers to families who have attended the Cloth Diaper classes.
- Two successful diaper drives during the month of May benefitted the Mother-Baby program:
  - Carrie Detwiler, a volunteers Mother-Baby program mentor, organized the first diaper drive at Saint Francis Elementary School.
  - Spencer Hodson organized a Diaper Drive at one of the Safeway locations in Folsom as his final project to become an Eagle Scout.
- Through partnerships with SETA, Greater Sacramento Urban League, Mutual Assistance Network, Bank of America and the Federal Work Study Program at Sacramento City College, the Mother-program has been well staffed with paid part-time Work Study assistants and interns to help with the busy summer months by supporting programs functions, facilitating workshops and updating files.

## Adult Education

| Total Clients Served | April      | May        | June       | Year to Date<br>(July-June) |
|----------------------|------------|------------|------------|-----------------------------|
| Saca CLC             | 105        | 137        | 183        | NA                          |
| Oak Park             | 191        | 179        | 191        | NA                          |
| EDD                  | 75         | 80         | 70         | NA                          |
| <b>Total</b>         | <b>371</b> | <b>396</b> | <b>444</b> | <b>NA</b>                   |

(Basic adult education tutoring, ESL classes, computer lab users, computer classes (EDD and basic) & exercise classes included)

| New Clients  | April      | May        | June       | Year to Date<br>(July-June) |
|--------------|------------|------------|------------|-----------------------------|
| Saca CLC     | 78         | 47         | 56         | NA                          |
| Oak Park     | 35         | 34         | 25         | NA                          |
| EDD          | 50         | 45         | 40         | NA                          |
| <b>Total</b> | <b>163</b> | <b>126</b> | <b>121</b> | <b>NA</b>                   |

## Remarks/Highlights

Saca Community Learning Center:

- In conjunction with McGeorge School of Law instructor Blake Nordhal, Saca CLC presented an immigration legal seminar for 5–10 clients.
- Three students from the Adult Education computer class received certificates of completion after attending nine weeks of computer training that covered Microsoft Word, Power Point, Excel and Publisher.
- The Adult Education program assisted 10 clients with registration for American River College, completed the FASFA and helped choose their classes. The students return regularly for tutoring.
- We currently are tutoring three students that are studying to pass the military vocational test with one student scheduled to take his exam in August.
- Summer ESL classes started in June with over 50 students attending a 10 week summer course. Attendance will be tracked, extensive homework given and students will receive a certificate at the end of the summer session on August 20.

Oak Park:

- Initiated a certificate for completion of a text book in each subject: reading, writing, math, social studies and science. The first student receiving the certificate cried because she said her sisters had put her down for going back to school and told her it was a waste of her time.
- Lai Saechao, a Bank of America Student Leader, came into the Adult Ed Program to assess the needs of the Mien community in relation to services offered by SFBFS' Adult Education program. She completed a report of her findings before she left, but, unfortunately, found the Mien community to be very private and not interested in receiving services unless there is a Mien staff member present.
- We had our busiest morning ever with 15 students studying basic education (reading, writing and math) and GED prep (reading, writing, math, social studies, and science). While that was the pinnacle, we were exceptionally full the entire quarter.

- The program manager and a retired reading specialist from the Sacramento City Unified School District have nearly completed the curriculum for students reading between 1<sup>st</sup> – 4<sup>th</sup> grade levels. The reading specialist will test the curriculum on her student before we incorporate it into the program.

EDD classes (Oak Park):

- Computer classes are offered each Tuesday and Wednesday morning as part of an ongoing series of course covering topics in the Microsoft Office Suite. We began a Microsoft computer basics class and Word 2007 class May - July 2010. The area of need in our client base and the community appears to be extending and maintaining an accessible source of computer literacy education with a course series, which encompasses Microsoft Office programs from beginning to advanced level.
- Staff members began training at the TechSkills Sacramento facility this quarter. The training program is extensive, covering MS certified proficiency in the 2007 versions of MS Word, Excel, Outlook, PowerPoint and Access, which will allow SFBFS to offer Microsoft certified instruction in the 2007 Office Suite.
- We have a large waiting list of clients wanting to enroll in the computer classes.

## Women's Wisdom Art

| Class Attendees    | April      | May        | June       | Quarterly Totals | Year to Date July – June |
|--------------------|------------|------------|------------|------------------|--------------------------|
| Ceramics           | 105        | 64         | 93         | 262              | 1,144                    |
| Fabrics            | 87         | 68         | 68         | 223              | 868                      |
| Acrylics / Collage | 75         | 63         | 85         | 223              | 709                      |
| All other classes  | 109        | 127        | 164        | 400              | 2,011                    |
| <b>Total</b>       | <b>376</b> | <b>322</b> | <b>410</b> | <b>1108</b>      | <b>4,732</b>             |

| Workshop Attendees | April     | May       | June      | Quarterly Totals | Year to Date July - June |
|--------------------|-----------|-----------|-----------|------------------|--------------------------|
| Oak Park*          | NA        | NA        | NA        | NA               | 266                      |
| Saca CLC           | 24        | 26        | 75        | 125              | 565                      |
| <b>Total</b>       | <b>24</b> | <b>26</b> | <b>75</b> | <b>125</b>       | <b>831</b>               |

\* No workshops were offered in Oak Park during this quarter due to the two outdoor festivals we hosted.

### Remarks / Highlights

- Several class schedule changes this quarter:
  - The 4<sup>th</sup> Wednesday evening class closed due to low attendance.
  - The open studio class moved to Wednesday afternoon to help alleviate crowded Friday classes.
  - In June we began to offer a weekly art class at Saca CLC every Friday morning.
- Volunteers in Women's Wisdom Art were honored by receiving a light dinner and evening of fun learning how to dye silk scarves.
- We are continuing our theme of giving back to the community. Many of our women are very used to being on the receiving end and are now realizing that they can also contribute to the community with their art. Many clients contributed artwork to the Safe Ground art show as a fundraiser for this worthy charity.
- The 3<sup>rd</sup> annual Art Bra Show is underway with over 40 outside artists committed to creating a piece for the show. The show will run for the entire month of September.
- Women's Wisdom Art program manger was very active in the mayors "4 Arts Sake" education committee. The group had their final meeting, but we are still very active helping each other spread the word about the need for the arts in our community.

## PlayCare

| People Served                | Apr       | May       | Jun       | Quarterly Totals | Year to date Totals |
|------------------------------|-----------|-----------|-----------|------------------|---------------------|
| Families (Oak Park)          | 14        | 15        | 17        | NA               | NA                  |
| Families (Saca CLC)          | 54        | 60        | 57        | NA               | NA                  |
|                              |           |           |           | NA               | NA                  |
| Children (Oak Park)          | 15        | 16        | 21        | NA               | NA                  |
| Children (Saca CLC)          | 66        | 69        | 68        | NA               | NA                  |
| <b>Total Children Served</b> | <b>81</b> | <b>85</b> | <b>89</b> | NA               | NA                  |

### Remarks / Highlights

- An Eagle Scout has been working on constructing a multi-media center in the PlayCare classroom where we will be able to house a computer and other preschool learning software. He painted the walls, installed a curtain divider and is constructing furniture and a desk for the area. **(Saca CLC)**
- Home Depot installed a shade structure over the outdoor play area so it can be utilized without exposing the young children to the harsh elements. **(Saca CLC)**
- PlayCare staff held an informative meeting with PlayCare parents regarding potty training. We noticed many of the children were at the age where parents were wondering how to begin potty training or were already attempting to potty train. We met with parents and discussed tips, trends, and what to avoid doing while teaching their children to use the toilet. **(Saca CLC)**
- Happy, Healthy Me! curriculum training held at Saca CLC for PC and MB program managers and support staff to use with children ages 4-6. It was offered by the University of California Cooperative Extension and teaches young children about healthy eating and lifestyle habits. **(Saca CLC)**
- Svetlana Kolesnikova, the Nutrition Educator from UC Cooperative Extension will be leading a summer nutrition class for PlayCare families. Every week she will offer cooking demonstrations, encouraging healthier choices for their families. **(Oak Park)**
- Thanks to a Target grant each child received \$20 of materials from the summer Scholastic Catalog. These books will be enjoyed throughout the summer to encourage family reading. **(Oak Park)**

## Youth Academy

| People Served                | April     | May       | June      | Quarterly Totals | Year to Date July - June |
|------------------------------|-----------|-----------|-----------|------------------|--------------------------|
| Families (Oak Park)          | 12        | 12        | 16        | NA               | NA                       |
| Families (Saca)              | 13        | 13        | 10        | NA               | NA                       |
|                              |           |           |           | NA               | NA                       |
| Children (Oak Park)          | 16        | 16        | 22        | NA               | NA                       |
| Children (Saca)              | 17        | 17        | 15        | NA               | NA                       |
| <b>Total Children Served</b> | <b>33</b> | <b>33</b> | <b>37</b> | NA               | NA                       |

### Remarks/Highlights

- Offered families the opportunity to sign their child up to take a Math and Language Arts STAR practice exam for two consecutive Fridays. Parents and teachers were pleased to learn we were offering extra support in preparation to this state exam. **(Oak Park)**
- Sierra Club Inner City Outings continue to plan and schedule local educational outdoor trips for youth in the program. **(Oak Park)**
- Three youth graduated from 6<sup>th</sup> grade this year. Two have been in our program since age 3 and will continue their junior high years in the Computer Clubhouse program. **(Oak Park)**
- The garden for spring is now complete and the summer gardening program for children in the Youth Academy is underway. Children planted tomato plants, composted vegetables and mulched with hay. Volunteers provided different lessons concerning ecosystems, habitats, composting, insects, etc. so we have structured the time to begin with a lesson followed by harvesting, planting, and work in the garden.
- This will be our first year to offer a six week summer day camp for 1<sup>st</sup>-6<sup>th</sup> grade as part of our morning program. Sacramento Public Library will come to SFBFS and lead a variety of fun summer activities such as art, outdoor games and story time for toddlers and preschoolers. **(Oak Park)**
- Students visited Soil Born Farms and volunteered for the afternoon helping with garden maintenance, weeding, planting and harvesting in their kids' garden. We are hoping to volunteer again with them in the fall. **(Saca CLC)**
- The American River 4-H Bicycle Project hosted a bike safety day for youth in the program. 20 4-H youth and adult volunteers donated 24 bicycles they restored through the project. Each Youth Academy client participated in a helmet-bike safety talk and was then fitted with an appropriately sized bicycle and helmet. This was a successful instance of youth helping youth. **(Saca CLC)**
- This summer we began our weekly art classes thanks to the River Cats grant. Students explored a variety of art mediums and enjoyed a few field trips to see the finished products of other artists. This project will continue through the fall, culminating in a Kids' Art Show and Family Art Activity. **(Saca CLC).**

## Computer Clubhouse

| People Served                | April     | May       | June      | Quarterly Totals | Year to Date July - June |
|------------------------------|-----------|-----------|-----------|------------------|--------------------------|
| Youth enrolled               | 19        | 19        | 19        | 19               | NA                       |
| Average daily attendance     | 15        | 15        | 15        | 15               | NA                       |
| <b>Total Children Served</b> | <b>34</b> | <b>34</b> | <b>34</b> | <b>34</b>        | <b>NA</b>                |

### Remarks / Highlights

- The Computer Clubhouse provides a lot of fun and learning for our members. Most of the Computer Clubhouse members learned to use Adobe Photoshop to add color to photos black and white photos, edit photos by removing objects or people from a photo and replacing a new object or person in the same photo.
- A MIDI interface was added in the music editing room for use with a keyboard and microphone for projects requiring audio or music.
- Much of May was used to prepare for the summer program by getting a camera and tripod, Lego kit, activity books and other supplies.
- The program continues to be robust and maintains a core group of regular members.

## Havens Transitional Living

### Remarks / Highlights

- With the program coming to an end, Havens celebrated a final family dinner on June 24.
- The final three families moved out of Havens and into wonderful new housing
  - The Butler family successfully transitioned into Quinn Cottages
  - The Moua family successfully transitioned into Serna Village.
  - The Garcia family transitioned into a beautiful house.
- Efforts are underway to convert the two vacant units at 2719 and 2727 33<sup>rd</sup> Street into offices in order to relocate staff from 3326 3<sup>rd</sup> Avenue. The Rotary Club of East Sacramento has undertaken this project as a Community Service Outreach.

## Senior Program

### Remarks / Highlights

- Current Havens Transitional Living program manager is transitioning into the new program manager role for our upcoming senior support program. Supported by Leadership Sacramento, development is underway to build an underserved population of homebound seniors in our community. With experience volunteering in Friendly Faces peer counseling with an 84 year old woman with low vision, the program manager is laying the foundation a successful program.
- Continuing to garner senior publications and talking to experts in the field.
- Working with Tonja Edelman, specialist in gerontology and adult mental health, to garner contacts and to collaborate with Leadership Sacramento to build a successful program. Tonja Edelman lead a training for Leadership Sacramento on July 12.
- Making calls to potential senior companion program volunteers to attend SFBFS' volunteer orientation.
- Program manager completed UC Davis Extension certificate course on expanded food and nutrition education program *Eating Smart, Being Active* and now teaching nutrition classes at Saca CLC in the Mother–Baby program.

## Organizational Updates

### **Administrative**

- Through our partnership with Bank of America, SFBFS hosted the Bank of America Neighborhood Excellence Student Leaders program for our region. Chosen out of over 100 high school applicants for their philanthropy and leadership in the community, 5 local high school students completed a paid internship with SFBFS serving administrative and leadership roles in our Adult Education, Mother-Baby, Food Assistance and Clothing programs. Bank of America awarded our organization a \$25,000 grant to host the program, cover student salaries and related expenses.
- In April, SMUD EnergyHelp appointments were increased from 35 to between 50-60 per week. Over this quarter, SFBFS helped over 625 households with a total of over \$78,000 in Energy Assistance.
- To offset the increase in SMUD appointments and in an effort to reduce the administrative impact of hosting the program, we added a SMUD EnergyHelp hotline, providing specific information on the program, appointment process, and other local providers. This has drastically reduced the amount of time spent on answering phone inquiries.
- In preparation for our all-staff retreat, we worked with Laura Mason-Smith Success Strategies to form a planning group made up of staff representative of our organization as a whole. This group was instrumental in the formation of our retreat focus and activities.

### **Grants**

- The \$110,000 grant awarded through the Emergency Food and Shelter Program (EFSP) was received in May, and quickly provided key support to our Food Assistance program. Remaining grant funds will be spent from May-September, covering the costs of all major food purchasing to support our food distributions over this time period. This is instrumental to our operations throughout the summer, when food supplies are less robust.
- Grant awards this period included:
  - \$6,000 from the Sierra Sacramento Valley Medical Alliance to support our mobile distribution health and nutrition focus.
  - \$10,000 from the State Street Foundation to support our Adult Education computer job skill training classes
  - \$5,000 from the River Cats Foundation to support our Youth Academy program.
- We should be notified soon if we will be awarded the Sierra Health Foundation grant in the amount of \$25,000 to support the expansion of our mobile distributions (submitted last quarter).
- Grant submittals this quarter included requests to Best Buy Foundation, Target Foundation, CarMax Foundation, PG&E, US Bancorp Foundation, and Union Bank of California totaling \$66,000 in request funds to support our organization.
- Planned grant submittals for next quarter include requests to Arata Brothers Trust, the Who Foundation and the Albert and Elaine Borchard Foundation.

## Operations

- We continue to maintain strong relationships with Knights Transport, United Bakery, Tyson Foods, Sacramento Emergency Food Link, Placer County Food Bank and Stockton Food Bank, all of which support our organization with consistent donations of healthy food staples.
- Several new partnerships were recently formed with the Grocery Outlet, Western Trucking, CoreMark and Terminal Island Distributing. All four companies provided over 216,396 pounds of food this quarter to support our operations.
- In April, we hired a new driver, Eugene Lopez, who has quickly become an important part of our team. He will be serving a multifaceted role as both a driver and a lead on logistics with our mobile distributions.
- We have planned and budgeted for the modification of refrigerator units on two of our trucks, which is required under new California Regulations and must be completed by the end of 2010.
- The supply truck utilized for our mobile distributions is quickly reaching capacity. We will be looking to add a larger box van to our fleet to serve this function in the future. This will improve our storage capabilities while ensuring safety and proper handling of necessary supplies and equipment.
- We continue to work closely with General Produce to secure produce items three to four weeks in advance. This allows us to plan accordingly with distributions, health and nutrition focuses and applicable recipes; while reducing pricing.
- In an effort to streamline the client special event process, we have implemented a Program Event Request Form to support our programs and operations. The form provides all the information required for a successful event (i.e. location, participating programs, partnering agencies, logistical supply and staff support needs, insurance requirements, etc.). The goal is to prevent duplication of efforts between staff while reducing the number of client events to provide more consolidated and structured, organization wide events.
- In July, we are planning on purchasing two used forklifts (2004 and 2005 model years) replacing our older models that are becoming costly to maintain. This will improve productivity in our operations, allowing us to successfully handle the increase in warehouse functions now and in the future.
- We are gearing up for the holiday season.
  - This year's turkey drive and distribution will be more streamlined. We are in the final planning stage of purchasing all the products needed for the thanksgiving meal bags. The items will be pre-bagged throughout October. In the interim, we are reorganizing our warehouse and turning over product to free up bins, of which 150 will be needed to pull these events off successfully.
  - Our Annual Holiday Spirit of Giving Food Drive will be managed internally again this year. We will hire a seasonal driver to assist with the drive. The drive will kick off on September 27, with three separate collection periods running until the first week of January 2011. New this year, periods will end a week before each major holiday to allow for operations staff to properly plan and assist with special events/distributions.

**Fiscal Year Food Totals Report** (In Pounds)

| Month                          | Food Link (USDA) | Food Link (Grocery Stores) | In Kind Donations | SOG            | Totals           |
|--------------------------------|------------------|----------------------------|-------------------|----------------|------------------|
| <b>Fiscal Year 2008-2009</b>   |                  |                            |                   |                |                  |
| <i>April 09</i>                | 96,791           | 115,593                    | 94,443            | 5,642          | 312,469          |
| <i>May 09</i>                  | 59,000           | 86,229                     | 169,421           | 2,288          | 316,938          |
| <i>June 09</i>                 | 51,000           | 103,482                    | 87,378            | 7,231          | 249,091          |
| <b>Quarter Total</b>           | <b>206,791</b>   | <b>305,304</b>             | <b>351,242</b>    | <b>15,161</b>  | <b>878,498</b>   |
| <b>Yearly Total</b>            | <b>724,914</b>   | <b>1,469,237</b>           | <b>1,448,807</b>  | <b>182,178</b> | <b>3,825,136</b> |
|                                |                  |                            |                   |                |                  |
| Month                          | Food Link (USDA) | Food Link (Grocery Stores) | In Kind Donations | SOG            | Totals           |
| <b>Fiscal Year 2009-2010</b>   |                  |                            |                   |                |                  |
| <i>April 10</i>                | 63,692           | 72,326                     | 139,290           | 10,957         | 286,265          |
| <i>May 10</i>                  | 77,465           | 55,845                     | 145,756           | 15,512         | 294,578          |
| <i>June 10</i>                 | 78,849           | 65,902                     | 339,917           | 2,385          | 487,053          |
| <b>Quarter Total</b>           | <b>220,006</b>   | <b>194,073</b>             | <b>624,963</b>    | <b>28,854</b>  | <b>1,067,896</b> |
| <b>%Change from 2008-2009</b>  | <b>+6.1%</b>     | <b>-36.5%</b>              | <b>+43.8%</b>     | <b>+47.5%</b>  | <b>+17.7%</b>    |
| <b>Yearly Total</b>            | <b>722,709</b>   | <b>764,844</b>             | <b>2,235,859</b>  | <b>233,660</b> | <b>3,957,072</b> |
| <b>% Change from 2008-2009</b> | <b>-0.04%</b>    | <b>-47.9%</b>              | <b>+35.2%</b>     | <b>+22.1%</b>  | <b>+3.3%</b>     |

**Food Totals (Table Description):** Food donations were up by 17.7% compared to the same quarter last fiscal year. Overall, our food totals for this fiscal year were 3,957,072 lbs collected and distributed to our local community, which was an increase by 3.3% over last fiscal year. This is a good accomplishment given the economy. However, procuring food donations is a constant effort given both the competition in the community between other food providers and resources needed to support an increase in clientele.

## Volunteer Services

| <b>Individuals *</b>         | April           | May            | June           | Quarterly Total  | Year to Date<br>July – June |
|------------------------------|-----------------|----------------|----------------|------------------|-----------------------------|
| Number of volunteers         | 387             | 376            | 412            | 1,175*           | 5,132*                      |
| <b>Total number of hours</b> | <b>4,257.75</b> | <b>3,707.5</b> | <b>4,316.5</b> | <b>12,281.75</b> | <b>49,602</b>               |

\* Quarterly and Year to Date totals for number of volunteers include duplicates, since some individuals volunteer in more than one program and repeat activities in all three months.

| <b>Groups</b>                | April      | May          | June       | Quarterly Total | Year to Date<br>July – June |
|------------------------------|------------|--------------|------------|-----------------|-----------------------------|
| Number of groups             | 26         | 18           | 9          | 53              | 247                         |
| Number of volunteers         | 189        | 172          | 110        | 471             | 2,806                       |
| <b>Total number of hours</b> | <b>626</b> | <b>543.5</b> | <b>477</b> | <b>1,646.5</b>  | <b>8,868.25</b>             |

| <b>Orientations</b>    | April | May | June | Quarterly Total | Year to Date<br>July – June |
|------------------------|-------|-----|------|-----------------|-----------------------------|
| Number of orientations | 5     | 4   | 4    | 13              | 50                          |
| Number of attendees    | 67    | 45  | 98   | 210             | 1,030                       |

### Remarks / Highlights

- Individuals and groups contributed a total of **58,470.25** volunteer hours during April–June, 2010 at SFBFS.
- Facilitated the recruitment, interviewing and hiring of a new AmeriCorps\*VISTA, Molly Lawrence, who will be starting in mid-August. Our new VISTA will support the nutrition, health and wellness component of the Food Assistance mobile distributions under the direction of the Resource Development Director.
- April – June 2010 saw the completion of three Scout projects in various programs. In the Mother-Baby program, a Boy Scout organized and conducted a diaper drive for his Eagle Scout rank. In the Clothing program, a Girl Scout remodeled the children’s area, adding a television and DVD player mounted to the wall, two new benches, extensive painting and decoration, and held a book drive to stock a bookshelf with children’s books for her Gold Star award. At the Saca CLC, a Boy Scout painted the alcove in PlayCare, installed a curtain, and built two tables and three chairs for his Eagle Scout rank.
- Developed relationship with Sacramento City College’s Federal Work Study program in May, recruiting three students to support SFBFS programs.

## Communication & Development

| <b>Mass E-Messages</b>     | April | May   | June  | Quarterly Totals | Year to Date |
|----------------------------|-------|-------|-------|------------------|--------------|
| Volunteer E-newsletter     | 3     | 1     | 3     | 7                | 22           |
| Recipients (Total e-mails) | 1,875 | 1,555 | 3,348 | 6,778            | 19,696       |

| <b>Facebook</b> | April | May | June  | Quarterly Totals | Year to Date |
|-----------------|-------|-----|-------|------------------|--------------|
| Updates         | 18    | 10  | 11    | 39               | 104          |
| Interactions    | 12    | 6   | 17    | 35               | 324          |
| Total Fans      | 0     | 0   | 1,641 | N/A              | 1,641        |

| <b>SFBFS Blog</b> | April | May | June | Quarterly Totals | Year to Date |
|-------------------|-------|-----|------|------------------|--------------|
| Updates           | 3     | 1   | 3    | 7                | 22           |
| Followers         | 10    | 10  | 10   | N/A              | 10           |

| <b>Media</b>       | April | May | June | Quarterly Totals | Year to Date |
|--------------------|-------|-----|------|------------------|--------------|
| Press Releases     | 2     | 2   | 1    | 5                | 16           |
| Articles / Stories | 12    | 23  | 15   | 50               | 208          |

### Remarks / Highlights

- Selected Donor Perfect Online (DPO) to create new database which will house all donor, client and volunteer information in one space. DPO provides ability to track volunteer hours, hold client information, run reports, communicate with donors and more. Estimated launch August 2010.
- Selected Alpha Dog Marketing in June to create direct mail campaign for SFBFS. First newsletter will mail in July with one additional letter or card per month through the end of the year. Pieces will be targeted to donors and volunteers based on past giving and include a remittance slip, which allows us to personalize each piece. SFBFS is also purchasing two mailing lists this fall in hopes of growing our donor database. Each piece of correspondence (along with success rate) is tracked in DPO.

## Special Events

- On May 1, SFBFS hosted the 2<sup>nd</sup> annual Oak Park Fiesta with 24 outside vendors who sold their creations alongside clients from the Women's Wisdom Art program. This was a very well attended function and we plan to host a third event next year.
- The Adult Education program hosted a Family Day in the Park on May 16 with a bar-b-q and games for 200 people. Everyone had a wonderful time.
- 2<sup>nd</sup> annual Race for the Rock on June 5 was a huge success! Over 500 individuals participated in the event raising nearly \$20,000 and bringing greater awareness to programs and services at SFBFS. A mandatory participation fee this year increased contributions to SFBFS by 300%. Planning will begin in December for the 2011 event.
- Saca CLC celebrated its 5<sup>th</sup> Anniversary with an open house on June 10. Over 100 community members, partners, volunteers and supporters attended.
- The annual Oak Park Health Fair (Fun in the Sun) took place on June 26. SFBFS staff recruited 18 vendors to participate and served a healthy lunch to over 200 visitors from the neighborhood.