

# Second Harvest Food Bank of Middle Tennessee



## General Information

### Contact Information

<b>Nonprofit</b>	Second Harvest Food Bank of Middle Tennessee
<b>Address</b>	331 Great Circle Road Nashville, TN 37228
<b>Phone</b>	(615) 329-3491
<b>Fax</b>	615 329-3988
<b>Web Site</b>	<b>Web Site</b>
<b>Facebook</b>	<b>Facebook</b>
<b>Twitter</b>	<b>Twitter</b>
<b>Email</b>	info@secondharvestmidtn.org

### At A Glance

<b>Year of Incorporation</b>	1978
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Second Harvest Food Bank

# Mission & Impact

## Statements

### **Mission**

We feed hungry people and work to solve hunger issues in our community.

### **Background**

Second Harvest was founded in 1978 by a group of citizens concerned about hungry neighbors. After visiting St. Mary's Food Bank in Phoenix ( the first food bank in the United States ) to better understand their distribution model, Second Harvest Food Bank of Middle Tennessee was formed. We now serve 37 Counties in Middle Tennessee, plus nine in West Tennessee.

Today, Second Harvest bases its operations from The Martin Distribution Center in Nashville's MetroCenter. All food distributed by Second Harvest is either purchased in bulk via our Project Preserve program, donated through food drives or rescued from a network of 232 grocery retailers. We distribute this food in partnership with 490 partner agencies, such as soup kitchens, food pantries, senior centers and after-school programs.

Second Harvest operates several programs that directly serve specific populations like our Children's Feeding Program, Senior Feeding Program and Emergency Food Box Program.

One in seven people in our area, including one in five children, are food insecure. Second Harvest exists to make sure no one goes without food during a time of need. We leverage our community partnerships, logistics infrastructure and economies of scale to create a safety network that works against food insecurity.

### **Impact**

In the fiscal year ended June 2017, Second Harvest increased food distribution by 4%, to 33.1 million pounds, providing about 26.8 million meals to hungry people.

1. Second Harvest worked to increase the amount of donated food. This was done primarily by ramping up grocery rescue efforts, acquiring more fresh produce from farms and implementing new food drives. Additionally, we helped to rescue millions of pounds of food from grocery partners. This food would otherwise be dumped due to overstocking, cosmetic imperfection, seasonal turnover, or the nearing of a "sell-by" date—but it is still perfectly edible.

2. Second Harvest volunteers again exceeded performance goals necessary to sort and pack food—donating nearly 94,000 hours! Using the current independent sector rate for Tennessee, volunteers saved Second Harvest over \$2.2 million in labor costs, just last fiscal year!

### **Needs**

The most pressing needs facing Second Harvest and its ability to serve the hungry are:

1. Capacity: Our primary warehouse operates at-or-near capacity on a continual basis and our transportation fleet is overextended. We are not able to rescue all the food that is available to us, nor do we have the space to sort and store it. Access is also an issue – as we operate out of a Nashville-based facility, we are not able to serve agencies in rural areas as often as needed.

2. Volunteer Space: Volunteers provide a significant service to our organization, and in the most recent few years, volunteer hours have more than doubled. There are even more volunteers who want to get involved, but we do not have the space to accommodate the additional support.

3. Food Sorting and Safety: We lack critical space for sorting fresh produce that comes into our warehouse. The ability to sort donated produce would keep produce fresh for longer periods, expedite our turn-around time, and allow us to offer better products to our partner agencies.

In order to address these issues, Second Harvest is working to optimize space at the Nashville facility, build an additional distribution center in our western service area, and secure a facility in our southern service area.

**Other ways to donate, support, or volunteer**

Visit [secondharvestmidtn.org](http://secondharvestmidtn.org) to learn how you can feed hungry children, families and seniors in Middle and West Tennessee by donating time, food and funds.

**Service Categories**

**Primary Organization Category**

Food, Agriculture & Nutrition / Food Banks, Food Pantries

**Secondary Organization Category**

Food, Agriculture & Nutrition / Food Programs

**Areas of Service**

**Areas Served**

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- TN - Bedford
- TN - Cannon
- TN - Cheatham
- TN - Clay
- TN - Coffee
- TN - Cumberland
- TN - Davidson
- TN - Dekalb
- TN - Dickson
- TN - Franklin
- TN - Giles
- TN - Hickman
- TN - Houston
- TN - Humphreys
- TN - Jackson
- TN - Lawrence
- TN - Lewis
- TN - Macon
- TN - Marshall
- TN - Maury
- TN - Montgomery
- TN - Moore
- TN - Overton
- TN - Perry
- TN - Pickett
- TN - Putnam
- TN - Robertson
- TN - Rutherford
- TN - Smith
- TN - Stewart
- TN - Sumner

TN - Trousdale  
TN - Warren  
TN - White  
TN - Williamson  
TN - Wilson  
TN - Wayne

Second Harvest serves all of Middle Tennessee and portions of West Tennessee. In addition to the counties listed above, Second Harvest serves Benton, Carroll, Chester, Decatur, Gibson, Hardin, Henderson, Henry, Lincoln and Weakley counties.

### **Board Chair Statement**

The work that donors and volunteers accomplish in our community through Second Harvest is unparalleled among Tennessee nonprofits. By rescuing, sorting, purchasing and delivering nutritious food, we meet a critical need to feed hungry people. In the past ten years, Second Harvest food distribution has increased three-fold. In fiscal year 2016-2017, Second Harvest distributed over 26 million meals throughout 46 Middle and West Tennessee counties, representing the largest distribution in our history.

Despite providing more food than ever, more and more families, children and seniors depend on Second Harvest to get through to better times. With nearly 400,000 people in our service area struggling with hunger, we must continue to build capacity to serve our neighbors who find themselves in a time of need. To do this, Second Harvest launched a capital campaign to increase capacity at the main Nashville facility and build additional distribution centers in Rutherford and Benton Counties from which to better serve the entire region.

Second Harvest Food Bank has access to an ever-expanding supply of rescued groceries from 220+ grocery retailers participating in Middle Tennessee's Table (Second Harvest's grocery rescue initiative). These rescued groceries are an essential source of nutrition, including produce, protein-rich dairy and meat products and other fresh foods. The \$20 million capacity-building effort will put more healthy nutrition on otherwise empty plates by adding trucks and equipment and locating distribution points nearer the sources of available food and the people in need.

We have much work to do in the coming year. To keep vulnerable people fed, we need committed support from the community. I am honored to serve alongside Jaynee Day and a dedicated Board to ensure that needs are met throughout Middle and West Tennessee. For more information, or to learn more about how you can get involved, contact Second Harvest at 615-329-3491 or visit <http://secondharvestmidtn.org/>

Jonathan Flack  
Board Chair

## **CEO Statement**

*Now in our 40th year, the mission of Second Harvest Food Bank of Middle Tennessee remains the same: To feed hungry people and work to solve hunger issues in our community. We are at a critical stage in our growth. With more than one million Tennesseans at risk of hunger every day, we all must do more to make sure food is available for the children, families, and seniors who need it most. Second Harvest is consistently working beyond our capacity to rescue and deliver food to hungry people, but it's not enough. In the last ten years, we have more than tripled our food distribution to those who are in need. To meet growing demand and reach the underserved, we project that this number will more than double over the next ten years. With even more food to be rescued and many families continuing to struggle with hunger, due to chronic unemployment and underemployment, we face an urgent problem. Food is left on the community's table that could go to feed the hungry. We must work quickly to expand our facility for greater warehouse and freezer space, supplement our aging transportation fleet and expand our reach into the western and southern parts of our service area. Doing so would allow us to rescue, sort, and deliver more food as we increase volunteer involvement.*

*While these efforts are crucial to the growth of the food bank, my primary focus remains on maintaining the safety and quality of every pound of food we distribute. To do this, we will continue to work with the USDA, Feeding America, and the Health Department to maintain our high standard for food safety as our food output continues to rapidly increase.*

*As we move forward, Second Harvest requires the continued support of Middle Tennesseans everywhere. Whether that comes via the donation of food, volunteer time spent sorting and inspecting food in our distribution center, or the giving of funds to our programs where every \$1 provides 4 meals to those in need, we need your help. To learn more about how you can get involved visit <http://secondharvestmidtn.org/>.*

*Thank you for fighting hunger and feeding hope!*

*Jaynee K. Day*

*President & CEO, Second Harvest Food Bank of Middle Tennessee*

# Programs

## Programs

### Emergency Food Box Program

<b>Description</b>	<p>Through the Emergency Food Box Program (EFB), Second Harvest distributes emergency food items via 16 Nashville satellite locations to individuals and families in crisis. Each Emergency Food Box contains enough to feed a household for about three days. Boxes contain meats, vegetables, fruits, peanut butter, crackers, cereal, bread, baking goods, and more. Last year, we distributed 41,960 food boxes in Davidson County.</p> <p>As we face rising fuel &amp; food prices amid increasingly uncertain economic times, we must maintain the stability of a food safety net in Nashville. Second Harvest operates its Emergency Food Box program in the following locations: East Nashville Co-Op, Salvation Army Magness Potter Center, Salvation Army Laotian Corps, St. Luke's Community House, Kayne Avenue Baptist Church, Watkins Park Community Center, Olivet Missionary Baptist Church, Una Church of Christ, St. Phillip's Episcopal Church, Christian Cooperative Ministry, St. Paul's Lutheran Church, Martha O'Bryan Center, Temple Baptist Church, Temple Baptist Church, Napier Community Center, Hamilton United Methodist Church, and Madison Hispanic-American Seventh Day Adventist Church.</p>
<b>Budget</b>	1669400
<b>Category</b>	Food, Agriculture & Nutrition, General/Other Food Distribution
<b>Population Served</b>	At-Risk Populations, Families, General/Unspecified
<b>Short Term Success</b>	The short-term goal of the Emergency Food Box program is to meet a person's/family's immediate need for food.
<b>Long term Success</b>	The long-term goal for the Emergency Food Box program is to provide help and hope to people by providing them with food during emergencies. This provision enables clients to spend their money on other necessities like utility bills and housing. We intend to provide short-term help that enables long-term success.
<b>Program Success Monitored By</b>	The success of the Emergency Food Box program is measured by the number of food boxes distributed each month to our Emergency Food Box locations in Davidson County.
<b>Examples of Program Success</b>	This is Second Harvest's flagship program in Davidson County and has been in operation since 1978.

## Community Food Partners program, Middle Tennessee's Table program

<b>Description</b>	<p>Community Food Partners distributes food to 490 nonprofit partner agencies in 46 Tennessee counties, including day care centers, youth development programs, senior centers, foster care facilities, emergency shelters, and community centers.</p> <p>Middle Tennessee's Table (formerly Nashville's Table) now rescues excess food from 232 grocery stores like Kroger, Publix, Food Lion, Sam's and Wal-Mart. This food is then sorted and distributed throughout our 46-county service area.</p> <p>The Mobile Pantry Program also falls under Community Food Partners. This program allows us to hold large-scale food distributions, usually in rural areas, without requiring food storage capacity. Hosted by a Partner Agency, in just a few hours Mobile Pantries distribute over 18,000 lbs of food to about 225 households. In FYE 2017, we delivered over 4.9 million pounds of food via 240 Mobile Pantry distributions. On average, 50% of the food distributed at a Mobile Pantry is comprised of perishable, nutrition-rich items that enhance dietary options for food insecure people.</p>
<b>Budget</b>	1892613
<b>Category</b>	Food, Agriculture & Nutrition, General/Other Food Distribution
<b>Population Served</b>	At-Risk Populations, Other Named Groups, General/Unspecified
<b>Short Term Success</b>	Through Middle Tennessee's Table, we are able to rescue food that would otherwise be discarded and distribute it to members of our community in need. Thus, this program significantly reduces food waste as a means of providing food to the hungry in Middle Tennessee.
<b>Long term Success</b>	The existence of a viable emergency food system allows for a more healthy, productive and hopeful community. In addition, through our Middle Tennessee's Table Program and other food rescue efforts, we provide a productive opportunity for retailers, wholesalers, and growers to cut down on waste as they give back to their communities.
<b>Program Success Monitored By</b>	The success of Middle Tennessee's table is measured primarily by pounds of food rescued from participating grocery stores. Once this product is rescued, it returns to our distribution center where it is sorted and inspected for quality and safety. From here, the next measurement of success is the amount of pounds of food distributed to our network of 490 partner agencies. Our Food Resource Specialist and Food Donation Manager monitor how many grocery stores are visited each day, as well as how many pounds of food are rescued as reported by our team of drivers. Our team of Agency Relations Managers make sure our network of agencies know about the rescued food items we have in inventory, and work with them to get those items to their agency location.

## Examples of Program Success

In fiscal year 2016-2017, Second Harvest implemented 240 Mobile Pantries that served more than 162,000 Middle and West Tennesseans. Mobile Pantries are one of our most effective ways of distributing large amounts of food in partnership with our Partner Agencies. Our Partner Agencies are always quick to share success stories from Mobile Pantries like the ones below that demonstrate the great need for our services in Middle Tennessee:

"During the Food Pantry, we had so many people to tell us all how great this was and how much help it was to them. But it was re so many calls about the program and thanking me for helping to support this operation. One of the clients called in on the 27th of great it was to receive the food. With the snow storm that came in, that food was all she had to feed her and the children with sinc worst roads in the community. She was very grateful for all we did."

"One family of recently discharged military veterans (both husband and wife) had moved to the area after returning home from a tour in the Middle East. They had no food, but they were out looking for work. They sent their teenage son and daughter to pick the food up for them so they could have food to last until the money started coming in again. We connected them to the local VFW chapter for additional help in making the transition to civilian life. "You guys are life savers," the husband said to us on the phone."

"I lost my job and have three girls. This food will help a lot while I am looking for another job. Thank you so much for doing this. I really didn't know how I would feed my girls."



## Kids Cafe program and BackPack program

<b>Description</b>	<p>Kids Cafe is an evening meal program designed to feed children from low-income families. In FYE17, the program provided 19,658 meals and 98,875 snacks to 1,828 food insecure children. Kids Cafe also provides daily summer breakfasts and snacks.</p> <p>The BackPack program bridges the weekend nutrition gap for children who are unlikely to receive proper nutrition at home when school meals are not available. Participating students are selected by school teachers, counselors, or other school personnel, based on their knowledge of students' situations. On Friday afternoons, the students are given plastic zipper bags of food to slip into their own backpacks. In FYE17, the BackPack Program distributed 220,539 BackPack bags to 6,858 food insecure students every Friday of the school year.</p>
<b>Budget</b>	2037487
<b>Category</b>	Food, Agriculture & Nutrition, General/Other Food
<b>Population Served</b>	Children and Youth (0 - 19 years), K-12 (5-19 years), At-Risk Populations
<b>Short Term Success</b>	We are constantly trying to make these critical programs available to more schools, community centers, and after-school programs in Middle Tennessee.
<b>Long term Success</b>	When children have adequate access to nutritious foods, they are better prepared to succeed in school and have fewer behavioral problems. Recently, a parent of a student in the Lebanon County Special School District who receives a weekly backpack reported: "When he gets food, it helps us get other needs - clothes, shampoo, gas, etc. When my son gets the backpack food, he is prepared for school each week. It lowers his stress and creates some kind of food stability. The best thing is the assurance that my son will have something to eat." Through all of our children's feeding programs, this remains at the core of our goals: to provide children the assurance that they will have food to eat.
<b>Program Success Monitored By</b>	We monitor the success of the BackPack and Kids Cafe programs by tracking the number of BackPacks delivered and meals served for each participating site. This data allows us to set and achieve specific goals for each site. In addition, our team of Agency Relations Managers are constantly visiting these sites to ensure staff and volunteers are meeting safety, program, and health code guidelines.

## Examples of Program Success

To make sure the Backpack Program remains high quality, in 2017 we surveyed 53 people with a role in food distribution at various Backpack sites. Here is what we found:

46% said the program improved family relations.

77% said the program improved physical well-being.

69% said the program improved mental well-being.

40% saw a definite academic improvement because of the food.

89% said the need for the program is about the same (53%) or higher (36%) than last year.

35% said we could improve the program with a greater variety of foods. Other comments involved delivery scheduling and need for more support to serve more children.

46% said there is no need for improvement.

69% said Backpack is the most effective way to serve a family in need. Others want to see more food, and some addressed barriers to overcome at their particular location.

We take all survey results seriously and adjust the program where necessary. We also work with each site to overcome their specific barriers to excellent service and outcomes.

## Project Preserve

<b>Description</b>	Project Preserve has been a program of Second Harvest Food Bank of Middle Tennessee since 1992. The program leverages economies of scale, manufacturing, and logistics expertise to provide a comprehensive co-op and manufacturing program to our partner agencies, food banks and other nonprofit organizations. Our team coordinates purchasing of core grocery and household items—saving food banks both time and money—therefore enabling us to feed more food insecure people each day. In 2016-2017, Project Preserve distributed more than 44 million pounds of food and grocery products to 130 food banks across the country.
<b>Budget</b>	29600530
<b>Category</b>	Food, Agriculture & Nutrition, General/Other Food Distribution
<b>Population Served</b>	At-Risk Populations, General/Unspecified, US
<b>Short Term Success</b>	Through Project Preserve's Cook Chill program, we provide agencies with extremely low-cost food solutions as well as a means to distribute hearty foods to their clients without the use of an extensive industrial kitchen. Food is cooked and frozen in plastic bags and only requires boiling water to prepare. This initiative has been so successful because it saves agencies on both food and preparation expenses which allows them to focus their expertise and finances on providing long term solutions to their clients.
<b>Long term Success</b>	As food donations decrease across the nationwide Feeding America Network, the sourcing of quality food items becomes increasingly important to all Food Banks, especially Second Harvest. Project Preserve serves to lower the cost of purchased food by acquiring items in bulk, allowing us to provide even more meals for every dollar spent. We hope to continue to be a low-cost resource for Food Banks across the country.
<b>Program Success Monitored By</b>	Success of this program is overseen by our Senior Director of Project Preserve, Dr. NK Kim. Kim's Project Preserve team ensures that nutritious foods are acquired from reputable vendors at competitive prices and that food items are efficiently produced and/or distributed to our clients throughout the state as well as the country. Pounds of food distributed is the main unit of measure Project Preserve uses to communicate its success both internally and to our parent network.

**Examples of Program Success**

Cook Chill is an incredible innovation we strongly encourage our community to come and witness first hand. This USDA-inspected facility cooks bulk recipes at 180 degrees, bags the food into 2, 4, and 8 pound bags, then chills the bags at 40 degrees so they can be frozen. Once frozen, this food—that once had a shelf life of perhaps a week—is now stable for over two years and can be easily prepared in just a few minutes. In one shift, Cook Chill can produce over 20,000 entrees or 37,000 side items. Using over eighty recipes and producing our own nutritional labels, this remarkable facility produces over a million meals every year.

In December 2016, we launched a new phase in food production when we began using donated tomatoes to produce spaghetti sauce in shelf-stable pouches. This is the first time a food bank anywhere has achieved this innovation, and hungry families now go home from pantries with this nutritious product.

**CEO Comments**

Second Harvest monitors its programs and evaluates their effectiveness on an ongoing basis. Annually, department heads are required to develop work plans based on the organization's strategic plan. The President/CEO reviews the work plans and gives them to the Board of Directors for further comment and review. Second Harvest continually adjusts its programs to ensure its mission to feed hungry people and work to solve hunger issues in our community is being fulfilled efficiently and effectively.

# Governance

## Board Chair

<b>Board Chair</b>	Mr. Jonathan B. Flack
<b>Company Affiliation</b>	PricewaterhouseCoopers
<b>Term</b>	July 2017 to June 2019
<b>Email</b>	jonathan.flack@us.pwc.com

## Board Members

<b>Name</b>	<b>Affiliation</b>	<b>Status</b>
Mr. Greg Allen	First Tennessee Bank	Voting
Mr. Scott Bowers	Corizon Healthcare	Voting
Mr. Bryan Bowman	c3 Consulting	Voting
Mr. David Bradley	Wells Fargo Advisors	Voting
Ms. Suzanne Buchanan	Rotary Club of Nashville	Voting
Mr. John Bumpus	LifePoint Health	Voting
Dr. Jim Burton	Middle Tennessee State University	Voting
Ms. Jaynee K. Day	Second Harvest Food Bank of Middle TN	NonVoting
Ms. Melissa Eads	The Kroger Company	Voting
Mr. Bruce Esworthy	BMI	Voting
Mr. Jonathan B. Flack	PricewaterhouseCoopers, LLP	Voting
Mr. Andy Flatt	Corizon Healthcare	Voting
Ms. Lucia Folk	CMT	Voting
Mr. Dave Fulmer	Publix Super Markets, Inc.	Voting
Mr. Dennis Georgatos	Skanska, USA	Voting
Ms. Amy Johnston-Little	United Health Care	Voting
Mr. Bill Krueger	JATCO LTD	Voting
Ms. Gabriela Lira	RE/MAX Elite	Voting
Mr. Phil Pacsi	Bridgestone Americas Tire Operations, LLC	Voting
Mr. Chris Petro	Brown & Brown Insurance of Tennessee	NonVoting
Ms. Lyn Plantinga	The NewsChannel 5 Network	Voting
Mr. Caleb Ragan	Community Volunteer	NonVoting
Ms. Sylvia Roberts	Mink Links	NonVoting
Mr. Paul Robinson	Nationwide Insurance	Voting
Ms. Heather Rohan	TriStar Centennial Medical Center	Voting
Mr. Tony Rose	Community Volunteer	Voting
Ms. Laquita Stribling	Randstad	Voting
Mr. David Taylor	Bradley Arant Boult Cummings LLP	Voting
Mr. D. Scott Turner	Ajax Turner	Voting
Ms. Mimi Vaughn	Genesco	Voting

Mr. Jeffrey D. Warne	Perkins & Marie Callender's LLC	Voting
Mr. Ken Watkins	UPS	Voting
Mr. John West CPA	Deloitte & Touche LLP	Voting
Mr. Shawn Williams	Nissan North America, Inc.	Voting

### Board Demographics - Ethnicity

<b>African American/Black</b>	1
<b>Asian American/Pacific Islander</b>	1
<b>Caucasian</b>	31
<b>Hispanic/Latino</b>	1
<b>Native American/American Indian</b>	0
<b>Other</b>	0

### Board Demographics - Gender

<b>Male</b>	23
<b>Female</b>	11
<b>Unspecified</b>	0

### Governance

<b>Board Term Lengths</b>	3
<b>Board Term Limits</b>	3
<b>Board Meeting Attendance %</b>	85%
<b>Written Board Selection Criteria?</b>	Yes
<b>Written Conflict of Interest Policy?</b>	Yes
<b>Percentage Making Monetary Contributions</b>	100%
<b>Percentage Making In-Kind Contributions</b>	0%
<b>Constituency Includes Client Representation</b>	No
<b>Number of Full Board Meetings Annually</b>	4

### Standing Committees

- Development / Fund Raising
- Executive
- Finance
- Audit
- Operations
- Board Governance
- Capital Campaign
- Marketing

## Risk Management Provisions

Accident & Injury Coverage  
Automobile Insurance  
Automobile Insurance & Umbrella or Excess Insurance  
Boiler & Machinery  
Commercial General Insurance  
Commercial General Liability  
Commercial General Liability & D and O & Umbrella or Excess & Automobile & Professional  
Commercial General Liability & Medical Malpractice  
Computer Equipment & Software  
Crime Coverage  
Directors & Officers Policy  
Disability Insurance  
General Property Coverage  
Improper Sexual Conduct/Sexual Abuse  
Life Insurance  
Medical Health Insurance  
Umbrella or Excess Insurance  
Workers Compensation & Employers' Liability

### **CEO Comments**

A board of thirty-four community and business leaders governs Second Harvest Food Bank of Middle Tennessee. They are responsible for setting policy and procedures and overseeing the financial stability of the organization. As President and CEO of the Food Bank, I report directly to the Board of Directors. I also provide leadership to our Leadership Team which consists of our CFO, COO, Chief Development & Marketing Officer, and VP of Human Resources. Second Harvest uses a number of committees to help provide strategic guidance to the organization. Various advisory committees comprised of board and community members assist and help guide all departments within the organization. The food bank is very fortunate to have an active and dedicated group of volunteers that serve on these committees and provide outstanding leadership and guidance. This year, leadership continues a focus on increasing capacity to distribute more food to more hungry people in our service area. Support from community volunteers, leaders and donors remains absolutely critical as we continue to fight hunger in Middle and West Tennessee.

# Management

## Executive Director/CEO

<b>Executive Director</b>	Ms. Jaynee K Day
<b>Term Start</b>	July 1988
<b>Email</b>	jday@secondharvestmidtn.org

### Experience

Jayne K. Day, President & CEO joined Second Harvest as the President/CEO in July 1988. Ms. Day oversees the daily operation of the Food Bank while providing leadership and vision. Ms. Day holds a Bachelor of Social Work Degree from Park College in Parkville, Missouri. She has over 30 years of experience in non-profit management and administration. Ms. Day is a member of the Nashville Chamber of Commerce, Downtown Nashville Rotary Club, Peer Exchange Network, the Davidson Group, and the Red Cross Pandemic Task Force. Jaynee is an alumni of Leadership Nashville, Middle Tennessee Leadership and Leadership Music. Ms. Day has also served on the Board of Feeding America. In 2001, Jaynee's peers honored her with the prestigious Association of Non-Profit Executives' CEO of the Year Award. In April of 2016 she won the prestigious John Van Hengel Fellowship award from Feeding America and in 2017, the Nashville Post named Day as CEO of the Year!

## Former CEOs

<u>Name</u>	<u>Term</u>
Ms. Angela Bonovich	Jan 1983 - Jan 1988
Mr. Terry Nichols	Jan 1978 - Jan 1983

## Staff

<b>Full Time Staff</b>	102
<b>Part Time Staff</b>	5
<b>Volunteers</b>	34316
<b>Contractors</b>	3
<b>Retention Rate</b>	72%

## Plans & Policies

**Does the organization have a documented Fundraising Plan?**

Yes

**Does the organization have an approved Strategic Plan?**

Yes

**Number of years Strategic Plan Considers**

3

**When was Strategic Plan adopted?**

June 2016

**In case of a change in leadership, is a Management Succession plan in place?**

Yes



**Does the organization have a Policies and Procedures Plan?**

Yes

**Does the organization have a Nondiscrimination Policy?**

Yes

**Does the organization have a Whistle Blower Policy?**

Yes

**Does the organization have a Document Destruction Policy?**

Yes

**Affiliations**

<b>Affiliation</b>	<b>Year</b>
AFP (Association of Fundraising Professionals)	1988
Center for Nonprofit Management Excellence Network	1986
Nashville Area Chamber of Commerce	1998
Volunteer Administrator's Network	1989
Community Resource Center - Nashville	2002
Hands On Network	1998
United Way Member Agency	1980
American National Red Cross	1980
America's Second Harvest - Affiliate	1980
Volunteer Administrator's Network	1980
Better Business Bureau Wise Giving Alliance - Organization	2011

**Awards**

**Awards**

<b>Award/Recognition</b>	<b>Organization</b>	<b>Year</b>
Affiliate of the Year	Feeding America	2003
Model Program Award	Feeding America	2003
Innovation In Action Award	The Frist Foundation	2003
Salute to Excellence - Making a Difference	Center for Nonprofit Management	2005
Fundraising Award - Direct Mail - 1st Place	Association of Fundraising Professionals	2002
4 Star Rating	Charity Navigator	2013
Mutual of America Community Partnership Award	Mutual of America Foundation	2013
Top Workplaces	The Tennessean	2015
Salute to Excellence-Sustainable Practices Award	Center for Nonprofit Management	2015

**Senior Staff**

Ms. Karyn Thompson

**Title**

Vice President of Human Resources

**Experience/Biography**

As the Vice President of Human Resources, Karyn oversees recruiting, benefits, training, payroll, and employee relations. Mrs. Thompson holds a Bachelor of Science degree from Lipscomb University, has a PHR (Professional Human Resources) certification, and has over 18 years of experience in the Human Resources field. Prior to coming on board with Second Harvest, Thompson worked at Gallagher Benefit Services as a Human Resources Consultant gaining experience in both for-profit and non-profit environments in the healthcare, mortgage, manufacturing, social services, and utilities industries.

Ms. Kimberly Molnar

**Title**

Chief Operating Officer

**Experience/Biography**

Ms. Molnar joined the food bank in August 2007 as Director, Project Preserve. She was promoted to VP, Agency and Program Services in July of 2010 and most recently, in 2016, to Chief Operating Officer (COO). As COO Molnar supervises Operations, Agency & Program Services and Project Preserve. She has a B.S. in Marketing from Jacksonville State University and over 26 years of food experience. Molnar was formerly President/Owner of Empire Food Brokers of Nashville, Inc., a full service food brokerage company serving Kroger and Dollar General.

Ms. Nancy Keil-Culbertson

**Title**

Chief Development & Marketing Officer

**Experience/Biography**

Ms. Keil-Culbertson joined Second Harvest as SVP of External Affairs in March, 2014, overseeing Development, Marketing & Communications and Volunteer Engagement. In 2017, her title was changed to Chief Development & Marketing Officer. She has a B.A. in Marketing/Communications from the University of Arkansas and an Executive Masters of Business Administration degree from Rockhurst University. Ms. Keil-Culbertson brings more than 25 years of leadership experience to her role. Prior to joining Second Harvest, Keil-Culbertson served as Chief Marketing Officer in the restaurant industry for a number of national and regional brands where she was accountable for brand strategy, creative, communications, revenue generation and community and customer engagement. She also spent multiple years as a principal for her consulting company, Keil Consulting, creating innovating brand marketing and advertising solutions for emerging and established brands and non-profits.

Ms. Heather Verble

**Title**

Chief Financial Officer

**Experience/Biography**

Heather Verble joined Second Harvest in May 2014 as the Controller. In July 2016, she was promoted to Chief Financial Officer (CFO). As CFO, she oversees all aspects of accounting, finance, and information systems for the food bank. She has a B.S. in Business Administration-Accounting from Tennessee Technological University and a Master of Accountancy from the University of Tennessee-Knoxville. She is an active CPA and has over 18 years of accounting experience including Big Four public accounting, small business management, and nonprofit leadership roles.

# Financials

## Fiscal Year

<b>Fiscal Year Start</b>	July 01 2017
<b>Fiscal Year End</b>	June 30 2018
<b>Projected Revenue</b>	\$45,021,528.00
<b>Projected Expenses</b>	\$45,020,641.00
<b>Endowment Value</b>	\$0.00
<b>Endowment Spending Policy</b>	N/A
<b>Endowment Spending Percentage (if selected)</b>	0%

## Detailed Financials

### Revenue and Expenses

<b>Fiscal Year</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
<b>Total Revenue</b>	\$87,143,420	\$85,633,410	\$82,345,489
<b>Total Expenses</b>	\$86,355,168	\$81,777,016	\$80,087,435

### Revenue Sources

<b>Fiscal Year</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
<b>Foundation and Corporation Contributions</b>	\$0	\$0	\$0
<b>Government Contributions</b>	\$4,053,060	\$3,811,535	\$2,756,829
<b>Federal</b>	\$0	\$0	\$0
<b>State</b>	\$0	\$0	\$0
<b>Local</b>	\$0	\$0	\$0
<b>Unspecified</b>	\$4,053,060	\$3,811,535	\$2,756,829
<b>Individual Contributions</b>	\$5,985,328	\$11,381,705	\$10,153,450
<b>Indirect Public Support</b>	\$0	\$0	\$0
<b>Earned Revenue</b>	\$33,394,655	\$30,941,233	\$31,485,779
<b>Investment Income, Net of Losses</b>	\$79,353	\$73,425	\$75,651
<b>Membership Dues</b>	\$0	\$0	\$0
<b>Special Events</b>	\$427,072	\$448,315	\$439,566
<b>Revenue In-Kind</b>	\$43,050,595	\$38,687,843	\$37,150,911
<b>Other</b>	\$153,357	\$289,354	\$283,303

**Expense Allocation**

Fiscal Year	2017	2016	2015
Program Expense	\$83,000,284	\$78,699,879	\$76,954,507
Administration Expense	\$918,694	\$877,941	\$833,459
Fundraising Expense	\$2,436,190	\$2,199,196	\$2,299,469
Payments to Affiliates	--	\$0	\$0
Total Revenue/Total Expenses	1.01	1.05	1.03
Program Expense/Total Expenses	96%	96%	96%
Fundraising Expense/Contributed Revenue	23%	14%	17%

**Assets and Liabilities**

Fiscal Year	2017	2016	2015
Total Assets	\$21,858,226	\$21,660,905	\$18,457,384
Current Assets	\$9,174,870	\$9,093,239	\$6,141,579
Long-Term Liabilities	\$0	\$70,442	\$260,110
Current Liabilities	\$2,720,050	\$3,359,904	\$3,779,052
Total Net Assets	\$19,138,176	\$18,230,559	\$14,418,222

**Short Term Solvency**

Fiscal Year	2017	2016	2015
Current Ratio: Current Assets/Current Liabilities	3.37	2.71	1.63

**Long Term Solvency**

Fiscal Year	2017	2016	2015
Long-Term Liabilities/Total Assets	0%	0%	1%

**Top Funding Sources**

Fiscal Year	2017	2016	2015
Top Funding Source & Dollar Amount	Noncash Contributions \$43,050,595	Noncash Contributions \$38,687,843	Noncash Contributions \$37,150,911
Second Highest Funding Source & Dollar Amount	Program Revenue \$33,394,655	Program Revenue \$30,941,233	Program Revenue \$31,485,779
Third Highest Funding Source & Dollar Amount	Contributions, Gifts and Grants \$5,985,328	Contributions, Gifts and Grants \$11,381,705	Contributions, Gifts & Grants \$10,153,450

**Capital Campaign**

Is the organization currently conducting a Capital Campaign for an endowment or the purchase of a major asset? Yes

**Campaign Purpose**

To keep up with available food donations and meet the total food need that hungry Tennesseans face, we must maximize the use of our available facility and open two additional distribution centers in western and southern parts of our service area.

Capital Campaign Goal \$20,000,000.00

Campaign Start and End Dates Jan 2015 to 0

Capital Campaign Raised-to-Date Amount \$7,000,000.00 as of June 2017

Capital Campaign Anticipated in Next 5 Years? No

**State Charitable Solicitations Permit**

TN Charitable Solicitations Registration Yes - Expires Dec 2018

**Organization Comments**

Our area's strong construction and hospitality sectors bring many low wage earners to Middle Tennessee. We have also seen an unprecedented inflow of immigrants who need help through an adjustment period. Finally, many long-time Tennesseans dropped out of the job market through the difficult years of the past decade, and now many are entering retirement years without adequate income.

We are here for all of those people, including their children who suffer ill health and poor school grades because of a lack good nutrition. In response, we work hard each day to make the most of every dollar. Ninety-four cents of every donated dollar goes directly to feed hungry people.

**GivingMatters.com Financial Comments**

Financial figures taken primarily from 990, with additional information from the audited financial statements. Any foundation or corporate contributions are included in Individual Contributions sum, as the figures are not listed separately in Form 990.

Financial documents completed by Kraft CPAs, PLLC.

Comments provided by Kathryn Bennett 1/16/18.

