



**SECOND HARVEST
FOOD BANK**
of MIDDLE TENNESSEE
Feeding Hope™

OUR MISSION
IS TO FEED HUNGRY PEOPLE &
WORK TO SOLVE HUNGER ISSUES
IN THE COMMUNITIES WE SERVE

ANNUAL REPORT 2011/2012

A LETTER FROM THE BOARD CHAIR AND PRESIDENT & CEO

Dear Friends,

As we reflect on the past year at Second Harvest, we continue to be amazed by the organization's dedication, innovation and unwavering commitment to the communities we serve. The past few years have been challenging, but rewarding, as we work together to achieve ambitious growth goals to meet the needs of our 46-county service area. Thanks to the support of our board, donors, volunteers, partner agencies and employees, we have provided more than 16 million meals to Tennesseans this past year.

We still have a long road ahead, but we are better positioned to get more food to more people facing hunger—and even closer to creating a hunger-free Tennessee. Over the next five years, we will continue to focus our efforts in five key areas: operational efficiency, food resources, agency capacity, financial support and advocacy.

Operational Efficiency

For every dollar provided to Second Harvest, we can distribute four meals to hungry children, seniors and families. Because of our efficiencies, we are able to utilize 96 cents of every dollar in our programs and services. We must continue to find innovative solutions and increase the use of technology to reduce expenses.

Food Resources

We have set an ambitious goal to increase donated food by 40 percent and increase the nutritional content of our food resources over the next five years. Partnerships and collaboration with local growers, manufacturers, distributors and individuals will remain critical to get more food to more people facing hunger.

Agency Capacity

In order to address the need, we must get the food into the communities that need it most. We are working aggressively to open distribution centers throughout our service area to provide more direct service in rural communities.

Financial Support

We must raise more funds to support the mission of feeding hungry people and solving hunger issues in the communities we serve. In doing so, we will enable communities to offer more nutritious solutions for children, seniors and families in need.

Advocacy

Government and charity are both necessary if we are going to end hunger in America, and we believe it is possible to get our government's budget under control without hurting nutrition programs that feed hungry people. With the help of Feeding America, our network members and the public, our policy and advocacy efforts have helped maintain strong funding levels for nutrition and hunger-relief programs and prevented harmful changes to critical federal nutrition programs. In Tennessee, we will continue to work closely with local and state government officials to fund our programs and address hunger issues in our community.

We cannot do it alone. Your continued partnership is critical to our mission, and on behalf of everyone at Second Harvest and all of the people we serve, we offer our deepest gratitude for your support. Every meal we provide is because of someone's generosity. We look forward to working with you to create a hunger-free Tennessee.

Sincerely,



Eric Kruse
Board Chair



Jayne Day
President & CEO

PROGRAMS

Community Partner Agencies

The food bank distributes food and other products to more than 400 community partner agencies in 46 counties in Middle and West Tennessee. Partners include food pantries, soup kitchens, shelters, childcare facilities, senior centers, group homes and enrichment centers.

Emergency Food Box Program

The food bank distributes emergency food assistance to more than 135,500 individuals in Davidson County through 17 partner agency locations. The food box provides two to three days of staple food items based on the number of people in the household.

Mobile Pantry

The food bank partners with groups and individuals to distribute food directly to individuals and families in need during a large-scale one-day distribution. A typical mobile pantry provides one to two weeks of groceries to approximately 200 families.

Kids Cafe

Kids Cafe provides free meals, snacks and nutrition education to at-risk children through a variety of community programs both during and after school and in the summer months.

BackPack Program

The Backpack program provides easy-to-prepare food to at-risk children on the weekends and school breaks when other resources are not available.

Middle Tennessee's Table

The food bank rescues, sorts and distributes frozen meat, dairy, produce and dry groceries from more than 200 grocery stores and food donors.

Senior Nutrition Program

The Senior Nutrition Program, presented by Jackson National Life, provides easy-to-prepare food to low-income seniors on a weekly basis.

Project Preserve®

Project Preserve® leverages economies of scale, manufacturing and logistics expertise to provide a comprehensive co-op and manufacturing program to our partner agencies and the Feeding America network of food banks. The manufacturing operation enables the food bank to produce boil-in-a-bag and tray-pack meals and to assemble custom disaster relief and feeding program products.

Culinary Arts Center

The state-of-the-art food preparation facility is used for food safety education, culinary demonstrations and classes, and catering, and it's also home to First Harvest Cafe each Wednesday (\$8/person) and Friday (\$12/person) from 11 a.m. to 1 p.m.

To learn more about our programs and how you can help create a Hunger-Free Tennessee, visit:

secondharvestmidtn.org

A LOOK INSIDE THE NUMBERS

Percentage of every dollar that goes into programs

2012 96%

2011 95.7%

Meals provided

2011/2012

16,166,911



2010/2011

15,188,810



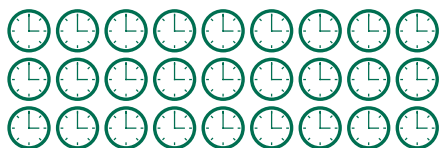
2009/2010

13,131,758



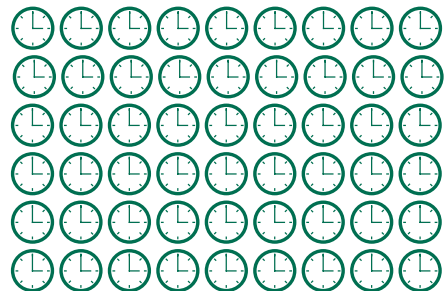
Volunteer contributions

34,000 HOURS



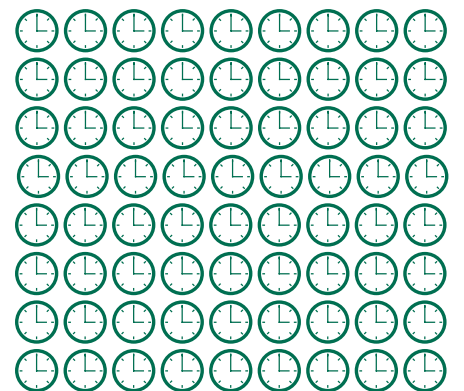
2009/2010

59,000 HOURS



2010/2011
























62,000 HOURS


























2011/2012

46-COUNTY SERVICE AREA BREAKDOWN

Second Harvest Food Bank of Middle Tennessee works with more than 400 partner agencies to distribute food to those in need throughout our 46-county service area in Middle and West Tennessee. During the 2011/2012 fiscal year, we distributed enough food to provide more than 16 million meals to hungry children, families and seniors. You can search for a partner agency by county or ZIP code on our website, secondharvestmidtn.org.

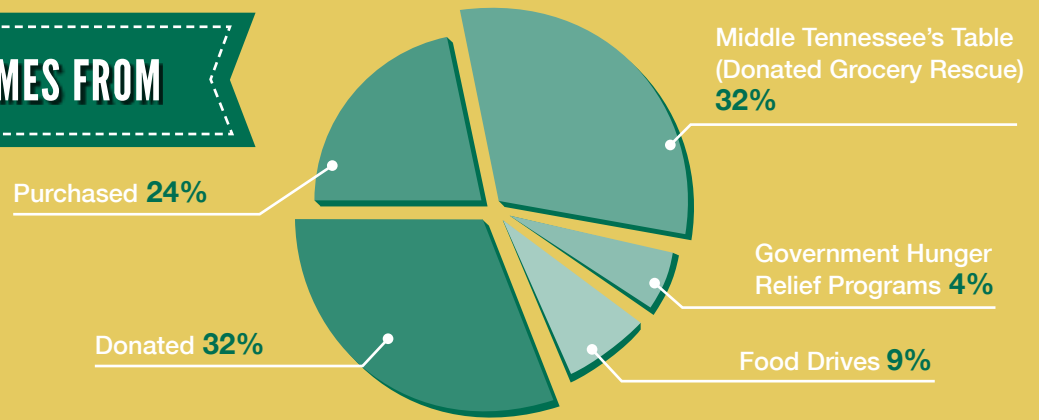
County	People living in poverty	Percentage of population living in poverty	Pounds of food distributed	Partner agencies
 BEDFORD	8,260	18.2	280,586	9
 BENTON	3,153	20	231,504	3
 CANNON	2,117	15.5	141,472	4
 CARROLL	5,388	19.6	162,851	4
 CHEATHAM	4,419	11.2	187,810	6
 CHESTER	2,790	18.2	125,839	5
 CLAY	1,858	23.9	95,357	2
 COFFEE	8,576	16.6	337,768	12
 DAVIDSON	104,427	17.1	6,575,902	137
 DECATUR	2,376	21.1	153,740	2
 DEKALB	3,631	19.4	235,911	4
 DICKSON	7,306	15.4	222,229	9
 FRANKLIN	5,944	15.1	215,328	3
 GIBSON	8,339	17.3	269,634	9
 GILES	5,271	18.5	196,772	6
 HARDIN	5,827	22.6	323,102	7
 HENDERSON	4,402	16.5	182,313	3
 HENRY	6,272	20	113,152	6
 HICKMAN	4,131	18.5	180,863	1
 HOUSTON	1,681	21.2	79,890	3
 HUMPHREYS	2,577	14.3	125,446	4
 JACKSON	2,350	22	129,718	2
 LAWRENCE	7,341	18	391,121	10

Hunger is closer than you think.

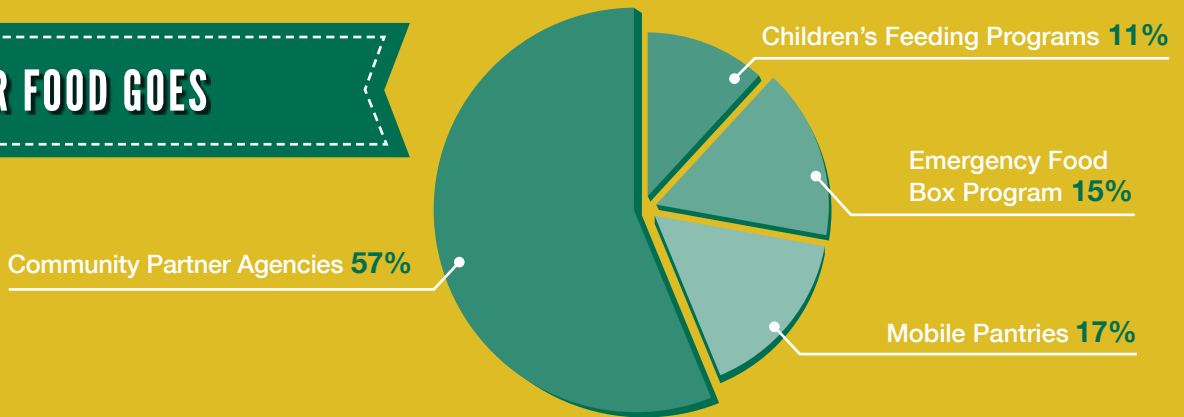
County	People living in poverty	Percentage of population living in poverty	Pounds of food distributed	Partner agencies
 LEWIS	2,336	20.8	165,885	3
 LINCOLN	5,127	15.6	227,871	7
 MACON	4,504	20.7	146,220	2
 MARSHALL	4,435	14.8	226,242	7
 MAURY	12,235	14.8	529,598	16
 MONTGOMERY	21,543	13.8	798,560	13
 MOORE	849	14.2	41,842	2
 OVERTON	4,433	21.3	273,216	5
 PERRY	1,551	20.2	147,629	2
 PICKETT	932	19.8	44,161	2
 PUTNAM	14,823	21.3	669,556	19
 ROBERTSON	8,876	13.5	383,275	9
 RUTHERFORD	31,121	12.4	1,457,157	21
 SMITH	3,389	17.8	119,070	1
 STEWART	2,360	17.9	178,704	7
 SUMNER	17,387	11.1	954,611	19
 TROUSDALE	1,299	16.7	77,752	4
 WARREN	7,641	19.1	186,937	5
 WAYNE	3,272	23	156,448	2
 WEAKLEY	6,533	20.8	172,617	3
 WHITE	4,750	18.9	202,338	4
 WILLIAMSON	9,431	5.4	423,629	16
 WILSON	10,089	9.1	894,865	18
TOTALS	387,352	17.5	19,436,489	438

Poverty data from 2009 U.S. Census—most recent data available for fiscal year 2011/2012.

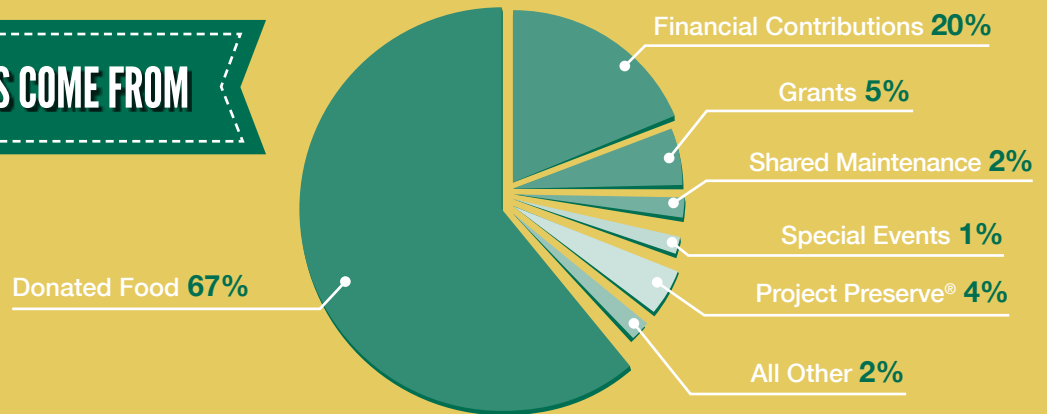
WHERE OUR FOOD COMES FROM



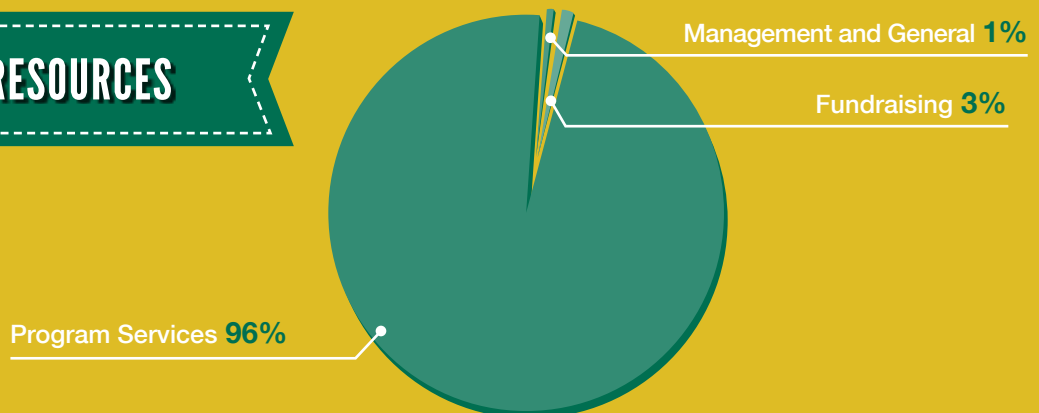
WHERE OUR FOOD GOES



WHERE OUR RESOURCES COME FROM



HOW WE USE OUR RESOURCES



STATEMENT OF ACTIVITIES FOR THE YEAR ENDED 2012

Public Support and Revenue

	Unrestricted	Restricted	Totals
DONATED FOOD	20,020,679	--	20,020,679
CONTRIBUTIONS	4,798,967	1,317,925	6,116,892
FEDERAL AND STATE GRANT AWARDS	1,417,985	--	1,417,985
SHARED MAINTENANCE FEES	495,216	--	495,216
CULINARY ARTS PROGRAM	127,213	--	127,213
SPECIAL EVENTS AND ACTIVITIES	506,891	--	506,891
LESS: DIRECT BENEFITS TO DONOR	(123,555)	--	(123,555)
INVESTMENT INCOME (LOSS)	(94,279)	--	(94,279)
AGENCY TRANSPORTATION REIMBURSEMENT	122,631	--	122,631
OTHER INCOME	345,647	--	345,647
REDUCTION OF TEMPORARILY RESTRICTED PLEDGE RECEIVABLE DUE TO CHANGE OF INTENT TO CONDITIONAL PLEDGE	--	--	--
NET ASSETS RELEASED IN SATISFACTION OF PROGRAM RESTRICTIONS	1,051,399	(1,051,399)	--
TOTAL SUPPORT AND REVENUES	28,668,794	(266,526)	28,935,320

Revenues—Project Preserve®

SALES TO OUT-OF-AREA NETWORK AGENCIES, NET OF DISCOUNT	29,589,062	--	29,589,062
SALES TO LOCAL AGENCIES	1,743,461	--	1,743,461
DONATED FOOD AND SERVICES	813,042	--	813,042
TOTAL REVENUE - PROJECT PRESERVE® PROGRAM	32,145,565	--	32,145,565
LESS DIRECT COSTS AND EXPENSES - PROJECT PRESERVE® PROGRAM	(31,069,554)	--	(31,069,554)
GROSS PROFIT FROM PROJECT PRESERVE® PROGRAM	1,076,011	--	1,076,011
TOTAL SUPPORT AND REVENUE	29,744,805	266,526	30,011,331

Expenses

PROGRAM SERVICES:			
EMERGENCY FOOD BOX	5,031,773	--	5,031,773
COMMUNITY PARTNER AGENCIES	21,809,996	--	21,809,996
CHILDREN'S PROGRAMS	1,852,386	--	1,852,386
CULINARY ARTS PROGRAM	373,361	--	373,361
TOTAL PROGRAM SERVICES EXPENSES	29,067,516	--	29,067,516
SUPPORTING SERVICES:			
MANAGEMENT AND GENERAL	776,530	--	776,530
FUNDRAISING	1,756,967	--	1,756,967
TOTAL SUPPORTING SERVICES EXPENSES	2,533,497	--	2,533,497
TOTAL EXPENSES	31,601,013	--	31,601,013
CHANGE IN NET ASSETS	(1,856,208)	266,526	(1,589,682)
NET ASSETS - BEGINNING OF YEAR	12,807,723	498,932	13,306,655
NET ASSETS - END OF YEAR	10,951,515	765,458	11,716,973



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