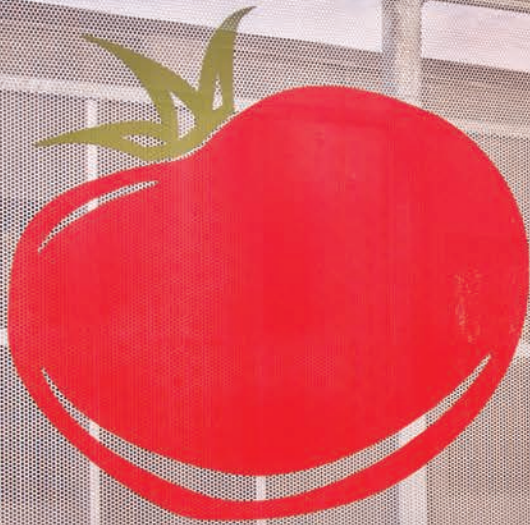




Healing Hunger. Strengthening Our Future.



Operation Food Search

2018 ANNUAL REPORT



# OUR MISSION

*To nourish and educate our neighbors  
in need to heal the hurt of hunger.*

## Board of Directors

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Executive Director,  
Operation Food Search

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All our dreams can come true if we have the courage to pursue them.

- Walt Disney



Lisa Pelikan  
*Chairman of the Board*



Sunny L. Schaefer  
*Executive Director*

At Operation Food Search, we all are dreamers.

We dream of a day when childhood hunger will cease to exist.

We imagine empowering individuals with ample resources so they can achieve success on their own.

And we envision creating a sustainable community where all families can enjoy nutritious meals together.

This past year our agency has experienced a considerable evolution like no other in our history. Our team continues to work on groundbreaking partnerships where we can serve as a viable force when it comes to solving the area's immediate hunger need. We look forward to 2019 and making even more of an all-encompassing impact on the community than ever before.

After more than two decades at the agency's helm, we bid Sunny goodbye as she retires to enjoy the next chapter in her life's journey. We will be forever grateful for her leadership and guidance, which have enabled us to promote sustainability while simultaneously reducing food insecurity.

We give a special thanks to all of our supporters - from our dedicated team members and generous donors to our faithful volunteers and committed stakeholders - as we embrace the upcoming year and all that it holds.

A handwritten signature in black ink that reads "Lisa Pelikan".

Lisa Pelikan  
Chairman of the Board

A handwritten signature in black ink that reads "Sunny L. Schaefer".

Sunny L. Schaefer  
Executive Director

# Thanks to our supporters, partners and donors 2018 Was An Impactful Year

## \$30 Million

worth of food was distributed to partner agencies



53% of food distributed includes produce, dairy, meat and freshly prepared items

## 27,509

volunteer hours by

## 8,536

individuals



## 7,200+

individuals empowered through nutrition education programs



## 200,000

children, teens and adults were supported



Through **300** community partners in Missouri and Illinois



## 301,000

backpacks provided through "Operation Backpack" serving



## 8,400+

kids and families during the weekends



## 120,000

nutritious meals

provided to kids through out-of-school meal programs - Summer & Afterschool Meals during the year

### BREAKFAST AFTER THE BELL RESULTS

## \$1.3+ Million



in grants advocated for "Breakfast After the Bell" implementation throughout the state of Missouri

### Normandy School District

Lucas Crossing  
Up 249 students/day  
from 428 to 677



Barack Obama  
Up 133 students/day  
from 244 to 377

That's a total of 382 more students participating in school breakfast per day between the two schools!

# Impacting the bi-state region through **Our Three Pillars**



## Meet The Immediate Need

### **AGENCY DISTRIBUTION**

We provide food free of charge to over 220 partner agencies working to feed the need in each community.

### **OPERATION BACKPACK**

Meals are sent home with kids on Friday for the weekends to alleviate the hurt of hunger when school is not in session.

### **OUT OF SCHOOL MEALS**

Through our "Summer Meals" program, we bring the food and the fun to neighborhoods throughout the area with our mobile meal routes. "Afterschool Meals" provides "super snacks" to help kids get through the last part of the day with more focused energy.



## Build Nutrition IQ

### **COOKING MATTERS®**

These classes are available to all ages with the goal of empowering families with skills, knowledge and confidence to prepare healthy, affordable meals at home.

### **COOKING MATTERS AT THE STORE®**

This guided grocery store tour teaches tactics on how to shop more efficiently to maximize food budgets and make healthy choices.

### **DEMONSTRATIONS**

Our team of nutritionists go off-site for groups and organizations to conduct demonstrations aimed at cooking nutritious meals at home and on a budget.



## Champion Change

### **POLICY & ADVOCACY**

As advocates who work directly with Missouri's legislators and local government officials, we champion policies that advance our community's well-being plus ensure the voices of those who experience hunger and food insecurity are heard throughout the state.

### **INNOVATIVE PROGRAMMING**

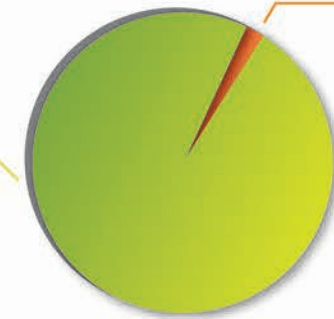
OFS embraces an "upstream" approach to ending child hunger and family food insecurity. Our fresh perspective explores sustainable alternatives to existing systems...so we then can improve health outcomes, increase academic success, and reduce emergency food safety net dependency.

# Statements of Financial Position

As of September 30, 2018 and 2017

For every dollar donated, we devote 97 cents to Operation Food Search programs and services.

97.1%  
Program Services



1.8%  
Fundraising  
1.2%  
General and  
Administrative

## ASSETS

	2018	2017
Current assets:		
Cash and cash equivalents	\$ 1,756,287	\$ 967,417
Investments	604,077	615,718
Accounts receivable	14,050	6,950
Unconditional promises to give	172,077	296,833
Grants receivable	277,500	120,366
Undistributed food and household items	1,111,945	1,036,000
Prepaid expenses	10,618	56,693
Total current assets	<u>3,946,554</u>	<u>3,099,877</u>
Property and equipment, net of accumulated depreciation	5,552,081	5,409,902
Unconditional promises to give, net of discounts	242,837	437,412
Grants receivable, net of discounts	517,443	-
	<u>\$ 10,258,915</u>	<u>\$ 8,947,191</u>

## LIABILITIES AND NET ASSETS

	2018	2017
Current liabilities:		
Accrued expenses	\$ 493,095	\$ 319,500
Net assets:		
Unrestricted:		
Operating	1,892,089	1,807,453
Property and equipment	5,552,081	5,409,902
Undistributed food and household items	1,111,945	1,036,000
Total unrestricted net assets	<u>8,556,115</u>	<u>8,253,355</u>
Temporarily restricted:		
Cash and cash equivalents	419,762	274,336
Grants receivable	789,943	-
Unconditional promises to give	-	100,000
Total temporarily restricted net assets	<u>1,209,705</u>	<u>374,336</u>
Total net assets	<u>9,765,820</u>	<u>8,627,691</u>
	<u>\$ 10,258,915</u>	<u>\$ 8,947,191</u>

# Statements of Activities & Changes in Net Assets

For the years ended September 30, 2018 and 2017

## OVERVIEW

	2018			2017		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Support and other revenue:						
Support:						
Cash and investment contributions	\$ 2,813,987	\$ -	\$ 2,813,987	\$ 2,962,143	\$ 341,224	\$ 3,303,367
State support	360,765	-	360,765	231,486	-	231,486
Grant revenue	420,402	1,062,363	1,482,765	344,542	33,112	377,654
Special events (net of \$13,715 and \$29,671 of expenses in 2018 and 2017, respectively)	92,968	-	92,968	235,876	-	235,876
Subtotal	3,688,122	1,062,363	4,750,485	3,774,047	374,336	4,148,383
Other non-cash contributions	30,948,558	-	30,948,558	30,699,784	-	30,699,784
Total support	34,636,680	1,062,363	35,699,043	34,473,831	374,336	34,848,167
Other revenue (loss):						
Rental income	106,200	-	106,200	106,200	-	106,200
Other income	102,424	-	102,424	93,280	-	93,280
Investment income	18,994	-	18,994	17,094	-	17,094
Gain on sales of property and equipment	7,000	-	7,000	15,000	-	15,000
(Loss) gain on sales of investments	(7,673)	-	(7,673)	4,204	-	4,204
Unrealized gain (loss) on investments	1,563	-	1,563	(5,346)	-	(5,346)
Total support and other revenue	34,865,188	1,062,363	35,927,551	34,704,263	374,336	35,078,599
Net assets released from restrictions	226,994	(226,994)	-	352,362	(352,362)	-
Functional expenses:						
Program services	33,781,699	-	33,781,699	32,816,160	-	32,816,160
Management and general	400,062	-	400,062	337,724	-	337,724
Fundraising	607,661	-	607,661	583,311	-	583,311
Total functional expenses	34,789,422	-	34,789,422	33,737,195	-	33,737,195
Changes in net assets	302,760	835,369	1,138,129	1,319,430	21,974	1,341,404
Net assets, beginning of the year	8,253,355	374,336	8,627,691	6,933,925	352,362	7,286,287
Net assets, end of the year	\$ 8,556,115	\$ 1,209,705	\$ 9,765,820	\$ 8,253,355	\$ 374,336	\$ 8,627,691

# Thank You For 22 Years

## Sunny Schaefer



Since the beginning of her time at Operation Food Search as a volunteer interim executive director, everything Sunny has touched has flourished. 22 years later, we reflect on all Sunny has done to serve our mission and the hungry in St. Louis.

Sunny's dedication to and passion for healing hunger in the bi-state region is more than deserving of our recognition. This passion has not only fueled the very heart of Operation Food Search, but has also ignited innovative programs that launch OFS into the future. After more than two decades of leadership, we have the pleasure of thanking Sunny and wishing her all the best in retirement.



### Look how we've grown under her leadership

	Operating Budget	Food Distributed	Volunteers	People Served
<b>1996</b>	\$580,000	\$11 Million worth	200	90,000/month
<b>NOW</b>	\$4,575,500	\$31 Million worth	8,500+	220,000/month



# Special Thanks

## To Our Major Donors

### Anonymous

### In-Kind Donations

*Schnucks*



*Straub's*  
Fine Grocers Since 1901

MONSANTO



### BJC Healthcare

William S. Anheuser  
Family Foundation

Bank of America



Enterprise Holdings  
Foundation

Donald and Barbara Lea  
Express Scripts Foundation  
Maurice Meslans and Margaret  
Holyfield  
Gene and Cathy Maier  
Big League Impact, Inc.  
No Kid Hungry Missouri  
Interco Charitable Trust  
Dana Brown Charitable Trust

PepsiCo Foundation  
Emerson Charitable Trust  
Anonymous  
Dierbergs Markets, Inc.  
Pioneer Restaurant, LLC, DBA  
Hardee's  
Herman T. and Phenie R. Pott  
Foundation

Advisors Charitable Gift Fund  
Anheuser-Busch Companies,  
Inc.  
Anthem BCBS Foundation  
Ascension Health  
Nancy Bales  
Bryan Bell  
Boeing Company  
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Clemence S. Lieber  
Foundation, Inc.  
Community Council of St.  
Charles County  
Kathryn Cox

Crawford Taylor Foundation  
John and Carol DeGuire  
Terry and Barbara Donohue  
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Empower Missouri  
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Sunny Schaefer  
Clay and Janice  
Semenkovich  
Chris and Judith Shamel  
Don and Shirley Sher  
Sidener Foundation  
Siteman Family Foundation  
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Daniels  
Skip and Elaine Spielberg  
St. Louis Bar Foundation  
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Council

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The Tromblee Foundation  
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Geraldine M. Werner  
Peter and Linda Werner  
Whelan Security  
William A. Straub, Inc.  
Your Cause, LLC  
Clarence Zacher

# Healing Hunger. Strengthening Our Future.



## Donate

As responsible stewards of your generosity, we make every dollar count! We honor your donation by devoting 98 cents of every \$1 donated to our programs and services.

For every dollar donated, Operation Food Search can feed one person for an entire day.

[Donate.OperationFoodSearch.org](https://Donate.OperationFoodSearch.org)



## Volunteer

Our charitable volunteers are the backbone of our organization. It takes many helping hands to feed over 200,000 people every month.

The contributed hours saved the organization \$486,151. This helps us maintain free programs and services to our clients.

[OperationFoodSearch.GalaxyDigital.com](https://OperationFoodSearch.GalaxyDigital.com)

# You Can Help!



## Give Food

Operation Food Search distributes food donations obtained via food rescue, food and fund drives, corporations and individuals.

### You make a difference:

In 2018, \$918,000 worth of food was collected from community-driven food and fund drives.

[Give.OperationFoodSearch.org](http://Give.OperationFoodSearch.org)



## Spread the Word

You have the power to help end hunger! Lend your voice in support of our hungry neighbors by becoming an OFS advocate.

### Join the conversation:

 /OperationFoodSearch

 /OPFoodSearch

 @OPFoodSearch

 /OPFoodSearch

[Follow.OperationFoodSearch.org](http://Follow.OperationFoodSearch.org)

Thank you for supporting us in our vision to  
#HealHungerSTL

[OperationFoodSearch.org](http://OperationFoodSearch.org)