



BUILDING READINESS

CAMPAIGN FOR A HUNGER-FREE TOMORROW



NO ONE CAN THRIVE ON AN EMPTY STOMACH

In recent years, natural disasters and the COVID-19 economic crisis have shown how important it is for everyone in the community to have ready access to nutritious food.

For 40 years, with the support of our community, the Foodbank of Santa Barbara County has worked to ensure that children, working families and seniors do not go hungry.

Today, our mission and vision remain the same: to end hunger and transform the health of Santa Barbara County through good nutrition. We dream of a future where no one goes to sleep hungry or must decide between food and paying for rent or medication.

To achieve that vision, we have now launched the most ambitious and urgent campaign in our history — to replace our south county warehouse and build a more resilient future for our community.

"Without the assistance of the Foodbank, I would not have enough to eat. My 12-year-old daughter is on a strict diet due to food allergies and depends on the fresh produce. The cost of food is high, and my hours were cut at my job during the pandemic. As a single mom, it's been hard, but I've been able to get through all of this with the assistance of the Foodbank. Thank you for everything!"

- Christine



AN URGENT NEED

The Foodbank of Santa Barbara County has been searching for a larger, more efficient south county facility for eight years. The problem has grown even more extreme due to the staggering increase in the number of people needing our help as they attempt to recover from the COVID-19 economic crisis.

Since the pandemic began in March 2020, we have responded to the much higher community need by distributing over 32 million pounds of food – twice our normal amount.

The need is not abating. Due to rising inflation and the termination of unemployment insurance (along with many other safety-net services), food is still unaffordable for many.

The good news is that, after an exhaustive search, the Foodbank has found a new all-inclusive food hub that will position us to better respond to food insecurity and be prepared to help the community in times of disaster.

Our new facility will be the source of food and nutrition education for the entire community, including individuals and our partner nonprofit organizations. The warehouse will be the operational center of our food services. The office building will provide a space for staff to improve our nutrition education programs.

\$18 million must be raised to purchase the property and outfit it operationally.

Like everything we have accomplished since 1982, we are looking to dedicated community members to help us achieve this goal. Your support will better equip our neighbors and community to recover from crises and enjoy all the benefits of a healthier future.



PROBLEM #1: DRASTIC LACK OF WAREHOUSE SPACE

Our challenge has not been a shortage of available food, but inadequate storage space and operational inefficiencies in south county.

Our south county team currently operates in three spaces:

- 9,000-square-feet indoor warehouse for storage, freezer and cooler space.
- 16,000-square-feet outdoor receiving, sorting and staging space. This outdoor space is only being used by necessity due to lack of indoor space.
- 19,000-square-feet temporary storage space on La Patera Lane.

Before distributions doubled, our current south county 9,000-square-foot warehouse could only hold 15% of food required to serve the area.

Due to lack of space...

- We are forced to turn away 32,000 pounds of available rescued fresh produce every week. Our warehouse only has space for 8,000 pounds each week.
- Most of the food we receive must go to our north county facility first and then be trucked down to our south county warehouse...every single day.
- Food must be touched an average of eight times, travel 72 miles and be stored in four different places between the time it is received and the time it reaches our clients.
- Trucking food from our north county warehouse adds an additional 37,500 miles of transport each year (and associated emissions), resulting in additional expenses in vehicle wear and tear, staff time, and fuel costs.

Zoning restrictions and a community plan that designates the site as a future park mean that we are unable to expand or improve our current facility.



PROBLEM #2: SOUTH COUNTY UNPROTECTED IN CASE OF DISASTER

Should a disaster close highways 101 and 154, the Foodbank would be unable to provide adequate and fresh food to those living between Goleta and Carpinteria.

The Foodbank is the fiscal sponsor of Santa Barbara County's VOAD (Voluntary Organizations Active in Disaster). All of the county's emergency food response organizations, including FEMA, the Red Cross and the Salvation Army, depend on us for food in the event of a disaster.

Because our meager supply in south county is already being used to feed those experiencing food insecurity, we would have no emergency food storage in the event of a disaster.

Within six hours of a major earthquake, we will need to feed south county residents and many people who do not live here. Feeding America estimates 25% of a local population will need food assistance in a disaster. That's 50,000 people. In addition, another 50,000 people who do not live in south county will immediately lack access to any food supply. This includes more than 21,000 commuters plus approximately 28,000 daily visitors.



PROBLEM #3: ACCESS TO NUTRITION & FOOD LITERACY EDUCATION

Access to high-quality nutrition and food literacy education is vital for all people to live healthier lives.

Nutrition and food literacy education is severely lacking for many in our community. In fact, the U.S.'s top five diet-related chronic diseases cost the U.S. economy a staggering \$1 trillion each year. This is an estimate of direct medical costs and the indirect impact of productivity losses due to illness and premature death associated with chronic heart disease and stroke, cancer, diabetes, obesity and osteoporosis.

Providing both nutrition and food literacy education to our community is vital so that none of the fresh fruits and vegetables we supply will go to waste.



THE SOLUTION:

A NEW HOME FOR THE FOODBANK

We have found a new home for the Foodbank at 80 Coromar Drive in Goleta.

The property includes a 57,000-square-foot warehouse and a 20,000-square-foot office building.

Conveniently located near Highway 101 and the Santa Barbara airport, the Coromar Drive facility will solve all three of these major problems and provide more:

- Healthy food to limit food insecurity.
- Storage space for emergency food to use in a disaster.
- Nutrition and food literacy education to build a healthier population.



OUR VISION

Our dream at the Foodbank is to create an efficient and cost-effective center where we can better serve people of all ages by providing healthy food, keeping emergency food at the ready for disasters and providing life-changing nutrition and food literacy education programs for a healthier population.

This new facility will be more than a warehouse. It will be a Sharehouse — a place to share food, share nutrition education and share hope.

The Sharehouse will allow us to provide a new level of service to the community, including:

- More food.
- More efficient food distribution.
- Sufficient disaster food storage.
- A Nutrition Promotion Center to develop, plan, improve and refine all of the Foodbank's food literacy programs.
- A centralized location for the convening and training of organizations working in nutrition education.



HOW OUR NEW SHAREHOUSE WILL ACCOMPLISH THESE GOALS:

MORE HEALTHY FOOD

The Sharehouse will:

- Store over 750,000 pounds of food, making nearly 585,000 meals available for immediate distribution.
- Increase our cooler capacity from 28,000 to 352,000 pounds.
- Increase our freezer capacity from 23,000 to 192,000 pounds.
- Allow us to accept between 40,000 and 80,000 pounds of additional food and fresh produce every week.
- Ensure more food can stay in our north county facility.
- Eliminate outdoor food handling (e.g., receiving, shipping, sorting, pre-packing, etc.) and provide greater environmental control and food safety defense. This reduces the likelihood of food contamination and/or spoilage.
- Greatly enhance efficiencies with all spaces under one roof with loading docks.
- Keep volunteers safe by packing food boxes inside rather than an outside parking lot.
- Significantly reduce our fuel emissions so we take better care of our planet.

MORE FOOD FOR DISASTERS

The Sharehouse will:

- Provide additional space for up to 1.2 million lbs. of bulk disaster food storage.
- Allow both north and south county facilities to store more disaster food for their communities.

MORE NUTRITION & FOOD LITERACY EDUCATION

The Sharehouse will:

- Enable us to create a dynamic Nutrition Promotion Center.
- Provide spaces to promote, refine and improve our interactive and hands-on education classes and exhibits, including nutrition-based health intervention programs (e.g childhood obesity, diabetes, heart disease, older adult wellness).
- Be a gathering place for building and deepening food system partnerships.

OUR FINANCIAL STRATEGY

We have purchased the property for \$12.7M, an amount far less than it would have cost to purchase land; pay design, permit and legal fees; and go through hearings to build a new facility —a process that would have taken nearly a decade to complete.

We used \$3M of our reserves to purchase the property and took out a loan of \$9.7M from Montecito Bank & Trust. In addition to the expense of the building, we will need to outfit the facility with storage racks, cooler/freezer, equipment and an additional loading dock.

The total cost for the new site:

Building Purchase	\$ 12.7 million
Improvements, Construction, Equipment	\$ 7.3 million
Promotion Center and External Programs	\$ 1.0 million
Foodbank Reserves	<u>(- \$ 3.0 million)</u>
Total Cost	\$ 18.0 million

The \$7.3 million in improvements includes cooler and freezer equipment, lighting, driveway and parking area resurfacing, signage and directories, roof and skylight updates, roof-top solar panels, additional roll up door, pallet racks, emergency generator backup system, forklifts and pallet jacks.

The additional space beyond our current needs will provide lease revenue and potential future expansion. Because sublease income from current tenants covers our loan interest payments, no gift will fund interest expense.

Once the facility is paid for, we can make full use of the entire space. This will allow us to keep more emergency food at the ready.



SHAREHOUSE ILLUSTRATIONS

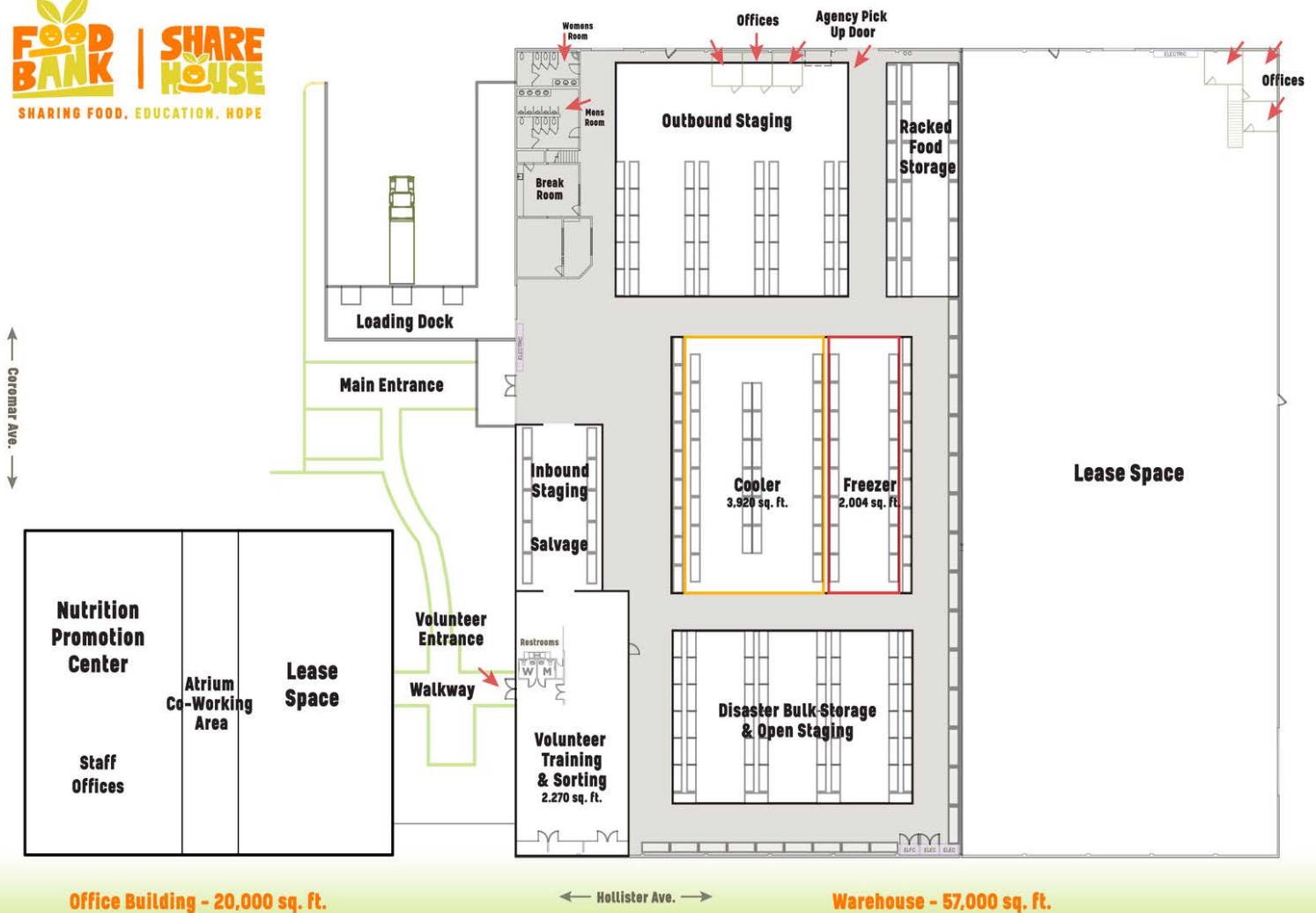


Our full Sharehouse facility with the warehouse and loading docks on the left and office building on the right. The loading docks are a major improvement in functionality.



These agency pickup doors will make it possible for the many agencies that distribute our food to pick up their food orders quickly and efficiently.

DRAFT SHAREHOUSE LAYOUT



ABOUT THE FOODBANK OF SANTA BARBARA COUNTY

Our mission at The Foodbank of Santa Barbara County is to end hunger and transform the health of Santa Barbara County through good nutrition.

Santa Barbara County ranks third out of California's 58 counties in its poverty rate, with 23% of residents lacking the resources to meet basic needs, including food (Public Policy Institute of CA, 2018). The disproportionate rate of economic disparity affecting frontline communities, particularly communities of color and the working poor, has been visible in Foodbank's clients during the Covid-19 crisis.

We have served as the countywide hub for emergency food distribution since 1982, providing over 10 million pounds of healthy food to residents annually. From our facilities in Santa Maria and Santa Barbara, food is distributed through over 300 partner agencies and directly to clients in Foodbank programs.

The Foodbank takes a holistic approach to hunger by providing empowering food literacy and nutrition education to those we serve, especially children. In 2019, the Foodbank led the charge to create a countywide Disaster Feeding Plan and coordinate food distribution during disasters.

Thanks to the combined impact of donated food and funds, 93% of the Foodbank's expenses directly support programs that provide food and nutrition education to local residents. Only 7% is spent on overhead.

In 2020, the Foodbank served 229,200 unduplicated clients, a 20% increase from 2019 as a result of the COVID-19 economic shutdown.



NOTES





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FOODBANKSBC.ORG/CAPITAL-CAMPAIGN





**Moving the Community
from Hunger into Health**

