Our Fresh Approach

*Our prescription* for healing hunger is to work beyond the immediate need to address the root causes of hunger.

*We empower* children and families with access to fresh food, cooking skills and resources that promote self-sufficiency.

*We work* with lawmakers to advance both public and institutional policies that help families put food on the table.
More than 40 years ago, dedicated members of a coalition of Catholic, Protestant and Jewish faiths went in search of food for the hungry. What started as the St. Louis United Hunger Effort became Operation Food Search (OFS) in 1981. Since then, OFS has worked tirelessly to fill a vital need in the community. Now we are going beyond searching for food—we are searching for solutions. We are taking a fresh approach to healing hunger by working on the root causes of the problem. Through nutrition education and innovative programs that address the overall health of individuals and communities, we are working on more than immediate hunger relief to create lasting change.

In this great country, no one should have to search for food. By engaging in “fresh activity to overcome adversity,” we are striving to ensure that everyone has the skills and resources to provide for their families and put healthy food on the table. We are immensely grateful for the supportive community of partners, participants, volunteers and donors who are helping us achieve our mission.

“Fresh activity is the only means of overcoming adversity.”
—Johann Wolfgang von Goethe

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Our partnership with the University of Missouri extension reaches 40+ counties across the state, providing nutrition education and helping build the food skills needed to put healthy meals on the table every day.

We partner with Kansas City Public Schools on innovative breakfast, lunch and afterschool meal programming to make sure kids get the nutrition they need to learn and thrive.

The OFS Policy and Advocacy Department works to advance statewide policies that help people put food on the table, empowering individuals and families.

We work in Missouri and Illinois with over 200 Community Food Partner Agencies (pantries, soup kitchens, shelters and more) to get food to people who need immediate assistance.

Our Breakfast After the Bell programs move breakfast into the classroom where students are more likely to have the opportunity to eat. This is crucial in areas where school breakfast participation is low.
## Our Impact

**$33 Million**

worth of food was distributed to partner agencies.

57% of food distributed included produce, dairy, meat and freshly prepared items.

8,300+ people were empowered by Nutrition Education programs.

8,300+ people were empowered by Nutrition Education programs.

We worked with over 200 Community Food Partner Agencies in MO and IL.

We received 5,000+ calls to our Hunger Hotline.

We received 5,000+ calls to our Hunger Hotline.

**$945K**

worth of food was collected from food and fund drives.

**KIDS’ MEALS**

750,000 meals were provided to kids.

8,593 kids were served weekly during the school year by Operation Backpack.

52,323 afterschool meals were served.

89,341 summer meals were served.

**FRESH RX**

57 pregnant moms participated in Fresh Rx.

27 healthy babies were born during the pilot phase of our program.

97% of infants were born full-term.
Our Strategy | Working Upstream to Address the Root Causes of Hunger

**VISION:** All children and families have the nutrition, food and skills they need to live a healthy life.

**MISSION:** Nourish and educate our neighbors in need to heal the hurt of hunger.

**Missouri’s Food Insecurity Rate is Higher Than the National Average**

- One in six children lives in a food insecure home.
- 865,400 people experience food insecurity.
- Missourians need an additional $409,933,000 to meet food needs.

**Assessment & Treatment**

2 **Build Nutrition IQ**

*Individuals • Communities • Systems*

**Strategies/Tactics**
- Teach kids and families to cook low-cost nutritious meals
- Develop partnerships with healthcare systems, early childhood systems and school districts
- Work with employee-driven health and wellness initiatives

**Success/Outcomes**
- Increase access to nutrition education throughout Missouri
- Change attitudes and behaviors so that healthy food becomes the food of choice
- Institutionalize nutrition in systems
- Improve population health and decrease stigma

**Prevention**

3 **Champion Change**

*Policy • Advocacy • Innovation Projects*

**Strategies/Tactics**
- Support policies that help health and nutrition initiatives while opposing those that do not
- Launch integrated program models that calculate both a return on investment and the cost of hunger
- Identify impact partners

**Success/Outcomes**
- Change public and institutional policy
- Influence the public to engage in community issues
- Change individual and systemic behaviors

**Triage**

1 **Meet the Immediate Need**

*Emergency Food Distribution • Operation Backpack • Afterschool Meals • Summer Meals*

**Strategies/Tactics**
- Build partner network capacity
- Establish OFS as a leader in regional and statewide food access and nutrition initiatives
- Integrate program planning
- Develop professional curriculum

**Success/Outcomes**
- Reduce reliance on food pantry system
- Reduce pantry deserts
- Reach three out of 10 food insecure children with child nutrition programs

**VISION:**

- Missouri has a 14.2% food insecurity rate

**MISSION:**

- Missouri’s Food Insecurity Rate is Higher Than the National Average
- One in six children lives in a food insecure home.
- 865,400 people experience food insecurity.
- Missourians need an additional $409,933,000 to meet food needs.
Our Work

Three Pillars

Strategic Alignment:
All Operation Food Search initiatives support our strategy to alleviate food insecurity in families.

Meet the Immediate Need

AGENCY DISTRIBUTION
We provide food to more than 200 partner agencies working to feed the need in their community—free of charge.

OPERATION BACKPACK
Provides weekly sacks of kid-friendly food to help students get through the weekend when school meals are not available.

Out-of-School Meals
Our Summer Meals program and Afterschool ReFuel provide vital nutrition to children when school is out.

Build Nutrition IQ

OPERATION CHEF
Empowers families at risk of hunger with skills, knowledge and confidence to prepare healthy, affordable meals at home.

COOKING MATTERS AT THE STORE
Guided grocery store tours teach low-income adults how to get the most nutrition for their budget.

Demonstrations
On- or off-site demonstrations for groups and organizations aimed at cooking nutritious meals at home and on a budget.

Champion Change

POLICY
We work with lawmakers and stakeholders to advance both public and institutional policies that help families put food on the table.

Advocacy
We educate, train and empower people to engage in the policy-making process in order to ensure that all voices are represented.

Innovation Programs
Our innovative solutions address the root causes of hunger to improve the overall health of individuals and communities.
Our Innovation Programs

**Fresh, Local Food for Strong Moms and Healthy Babies**

**Overview**

Fresh Rx is a program designed by Operation Food Search to connect qualifying families with fresh, local food and provide resources for a healthy household.

**How FreshRx Impacts Families:**

- Increased Food Security
- Increased Healthy Infant Birth Weights
- Increased Life Skills
- Decreased Nutritional Deficits
- Decreased Stress & Depression
- Decreased Health Care Costs
Improving Birth Outcomes Through Fresh, Nutritious Food

**Fresh Rx: Nourishing Healthy Starts**

This program helps low-income women by improving birth outcomes and empowering families to cultivate a healthy household.

Through weekly shares of fresh food, nutrition education and other supportive services, OFS is addressing the very serious problem of preterm births in the region.

We partner with doctors and insurers to provide prescriptions for healthy food, helping families thrive from better nutrition, reducing healthcare costs, and benefiting local farmers.

St. Louis currently has the 10th highest rate of preterm births in the country and recently received a grade of D+ on the March of Dimes Report Card.

In addition to the high financial cost (nearly $65,000 for medical care and subsequent services per preterm birth), preterm births are associated with higher infant mortality. By eliminating food insecurity during pregnancy, we produce better birth outcomes for moms and their babies.

As of Sept. 30, 2019, 57 women have participated in this pilot program, and 97% had healthy births at full term (37 weeks+). 94% had healthy birth weights of 5.5 lbs. or greater.

In addition, program participants are now trying new fruits and vegetables while developing cooking skills and confidence in the kitchen.

These moms also found the program eliminated the social isolation that comes during difficult life circumstances, so Fresh Rx is a success on multiple levels.
Our Innovation Programs

**Fresh Rx: Prescribing Healthy Futures**

We're prescribing fresh, local food to decrease hunger, improve health and increase student success at Normandy High School through *Fresh Rx: Prescribing Healthy Futures*.

This program provides students who are food insecure with weekly shares of fresh, local food to address nutritional deficits, improve health and increase academic success.

**Teaching Farm that Fuels Nutrition & Learning**

The Normandy High School (NHS) Teaching Farm and Student-Faculty Farm Committee is a collaboration between Operation Food Search and Normandy Schools Collaborative (NSC). The Farm Committee is made up of 20 NHS students and staff who are working together to design the NHS Teaching Farm—what it will look like, what will be grown, and how knowledge from the farm can support classroom learning.

Farm Committee members serve as the liaisons to the greater NSC community, gathering input and feedback from their peers while gaining valuable leadership skills.

**Norket (Normandy Market)**

Opening in 2020, the Norket will be OFS’s first school-based community food partner agency. Normandy High School students and staff will be able to “shop” for healthy meals, pantry staples and personal care items.

The culmination of our collaboration will be a community market that provides opportunities for students to gain professional experience.
Our Fresh Approach to School Meals

By reimagining breakfast, lunch and afterschool meals, we’re helping kids get the nutrition they need to learn and thrive.

We work across the state to develop Breakfast After the Bell programs, bringing breakfast into the classroom where students are more likely to have the opportunity to eat. This is crucial in areas where school breakfast participation is low and ensures that kids get the nutrition they need to succeed at school.

Our fresh approach to school lunch had an enormous impact at Normandy High School, where lunch participation nearly doubled as a result of our revamped menu and cafeteria.

Our Afterschool ReFuel program is offered at libraries and other locations throughout the community. Nutritious Super Snacks, which include a fruit, vegetable, protein, dairy and whole grain, help kids and teens stay focused and active through the afternoon and into the evening.

The nutrition children receive during and after school is vital to their success in the classroom and beyond.

Representative Richard Brown (D-Kansas City) with kids enjoying breakfast in the classroom.
In addition to thousands of individual volunteers, volunteer groups showed up in full force to help us sort food, pack family meal kits and prepare backpacks for distribution.

6,735 volunteers
Spent 26,167 hours
Saving us $665,426

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Our Community Supporters

**Fill the Ambulance with Food:** For the tenth consecutive year, seniors and first responders teamed up to support OFS. Retirement communities throughout St. Charles County joined the St. Charles County Ambulance District to donate 5,200 pounds of food.

**American Optometric Association (AOA):** It was the best year ever for contributions to the annual food drive run by the AOA, which collected 4,200 pounds of food and personal care items with a staff of fewer than 80 people.

**Cranksgiving Food Ride/Drive:** The 13th Annual Cranksgiving by Bworks.org brought hundreds of people out to ride bikes and support Operation Backpack. Riders started at Schlafly Bottleworks in Maplewood, and the event brought in 3,049 pounds of food and $10,798.

**The Yeldham Family:** In lieu of mailing traditional holiday cards (they posted their festive photo on Facebook instead), the Yeldham Family made a donation to Operation Food Search.

**Trinity Cason:** Trinity, a student in the Parkway School District, hosted her 2nd “Trinity’s Infinite Food Raiser” food and fund drive. Her outstanding efforts brought in 304 pounds of food and $693.

**Little Fishes Swim School:** The fin-tastic families of Little Fishes Swim School got creative with their food donations, constructing a themed photo opp to show off their work. The school thanked their generous community by hosting a Hot Cocoa and Cider Celebration during swim classes the following weekend.
Our Donors 10/1/18 - 9/30/19

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Established in 2018 in honor of former Executive Director Sunny Schaefer, this fund supports OFS’s sustainability for years to come.

$500,000+
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Enterprise Holdings Foundation
Neeb Family Foundation

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Anonymous

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- Anheuser-Busch
- Bal Vihar Center for Indian Cultural Education
- Brown Smith Wallace
- CANstruction St. Louis
- Cisco
- Enterprise Holdings
- Express Scripts
- Insight Global
- Kennard Classical Junior Academy
- Laborers’ International Union of North America—Local 110
- Ladue School District—Fill the Barrel
- MilliporeSigma
- St. Charles County Ambulance District—Fill the Ambulance
- St. Louis County Library
- Reinsurance Group of America (RGA)
- Wells Fargo Advisors—CANstruction
- Whitfield School

*More than 4,000 lbs. of food donated

**Leadership Fund Drives**
- The Dave Glover Show/Hardee’s
- ej4
- Federal Reserve Bank of St. Louis
- Ladue Fifth Grade Center—Penny Wars
- Reinsurance Group of America (RGA)
- St. Louis BWorks Cranksgiving
- Webster Feeds
- WhoIsHussain.org

*More than $5,000 donated

Photo credit: Will Pinkston, AOA
Our **Financials** Statement of Financial Position as of September 30, 2019

**Total Assets**
Nearly 5 times larger in 10 years.

- $2.2M in 2009
- $10.9M in 2019

**Total Revenue**
Increased by 58% in 10 years.

- $24,647,851 in 2009
- $38,956,246 in 2019

**Expense Allocation**
- General and Administrative: 2%
- Fundraising: 1%
- Program Services: 97%

---

**TEN-YEAR GROWTH**

**FISCAL YEAR 2019**

**ASSETS**

<table>
<thead>
<tr>
<th>Current assets:</th>
<th>2009</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,597,980</td>
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<tr>
<td>Investments</td>
<td>609,409</td>
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<tr>
<td>Receivables and promises to give</td>
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<tr>
<td>Inventory</td>
<td>860,685</td>
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<tr>
<td>Prepaid expenses</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td><strong>3,656,406</strong></td>
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<tr>
<td>Property and equipment, net of accumulated depreciation</td>
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<tr>
<td>Unconditional promises to give, net of discounts</td>
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<td>Grants receivable, net of discounts</td>
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<td>Endowment</td>
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<td><strong>Total assets</strong></td>
<td><strong>$10,915,632</strong></td>
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**LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th>Current liabilities:</th>
<th>2019</th>
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<tbody>
<tr>
<td>Accrued expenses</td>
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<td><strong>Net assets</strong>:</td>
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<td>Without donor restrictions</td>
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<tr>
<td>With donor restrictions</td>
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<td><strong>Total net assets</strong></td>
<td><strong>10,312,536</strong></td>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$10,915,632</strong></td>
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</table>

Full audited financial statements are available on our website at OperationFoodSearch.org.
## Our Financials

Statement of Activities and Changes in Net Assets as of September 30, 2019

### Support and Other Revenue:

<table>
<thead>
<tr>
<th>Support and Other Revenue</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support:</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Cash and investment contributions</td>
<td>2,690,877</td>
<td>$1,145,567</td>
<td>$3,836,444</td>
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<tr>
<td>State support</td>
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<td>Grant revenue</td>
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<td>Special events (net after $32,580 of expenses)</td>
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<td>171,198</td>
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<tr>
<td><strong>Subtotal</strong></td>
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<td>1,757,938</td>
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<tr>
<td>Other non-cash contributions</td>
<td>33,046,281</td>
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<td>33,046,281</td>
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<td><strong>Total support</strong></td>
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<td>38,662,361</td>
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<td>Other revenue:</td>
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<tr>
<td>Rental income</td>
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<tr>
<td>Other income</td>
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<tr>
<td>Investment income</td>
<td>32,656</td>
<td>19,441</td>
<td>52,097</td>
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<tr>
<td><strong>Total support and other revenue</strong></td>
<td><strong>37,178,867</strong></td>
<td><strong>1,777,379</strong></td>
<td><strong>38,956,246</strong></td>
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</tbody>
</table>

### Net Assets Released from Restrictions

- **Without Donor Restrictions**: 389,958
- **With Donor Restrictions**: (389,958)
- **Total**: -

### Functional Expenses:

<table>
<thead>
<tr>
<th>Functional Expenses</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>37,129,991</td>
<td></td>
<td>37,129,991</td>
</tr>
<tr>
<td>Management and general</td>
<td>376,724</td>
<td></td>
<td>376,724</td>
</tr>
<tr>
<td>Fundraising</td>
<td>902,815</td>
<td></td>
<td>902,815</td>
</tr>
<tr>
<td><strong>Total functional expenses</strong></td>
<td><strong>38,409,530</strong></td>
<td></td>
<td><strong>38,409,530</strong></td>
</tr>
</tbody>
</table>

### Changes in Net Assets:

- **Without Donor Restrictions**: (840,705)
- **With Donor Restrictions**: 1,387,421
- **Total**: 546,716

### Net Assets, Beginning of the Year:

- **Without Donor Restrictions**: 8,556,115
- **With Donor Restrictions**: 1,209,705
- **Total**: 9,765,820

### Net Assets, End of the Year:

- **Without Donor Restrictions**: **$7,715,410**
- **With Donor Restrictions**: **$2,597,126**
- **Total**: **$10,312,536**

Full audited financial statements are available on our website at OperationFoodSearch.org.
Our Secret Ingredient: **Community**

“As a small food pantry, we are on the front lines of the fight against hunger, and we work very hard for our clients. We simply wouldn’t be able to help our community and provide for them without OFS!”
—Carmelita Davidson, Director, Ozark Food Pantry

“I’m so impressed by OFS’s commitment to community education. I love volunteering with Operation CHEF and teaching children how to cook healthy meals as part of this free, fun program.”
—Kellie Hynes, Nutrition Education volunteer

“I was immediately drawn to OFS for how it combats the root of the problem through policy change and innovative programming. I feel very lucky to be a part of such a knowledgeable and passionate team!”
—Joanne Song, OFS Policy Fellow

“I’m the first person visitors see when they come to OFS, and I welcome the opportunity to lift peoples’ spirits in a way that captures the positive energy here. We are a hopeful place, and I want everyone to feel that.”
—Bridget Brooks, OFS Front Office Administrator

“It’s scary to ask for help and you’re scared of the consequences, but sometimes you just have to, and there are places like this that are willing to help without any judgment. They just want to help. And it’s refreshing.”
—Shawna, Fresh Rx participant

“It’s eye-opening, the need. I’d never realized kids were going home and not having food; I just wasn’t familiar with it. They do a good job here, everything is efficient, getting the food out to people. It’s a good place to be.”
—Bryan Bell, OFS donor and warehouse volunteer
Our Mission: How to Help

Donate
As responsible stewards of your generosity, we make every dollar count! Your donation provides food, nutrition education, training and technical assistance to stem the tide of childhood hunger and family food insecurity. Donate.OperationFoodSearch.org

Give Food
Operation Food Search distributes food donations obtained via food rescue, food and fund drives, corporations and individuals. You make a difference: In 2019, $945,000 worth of food was collected from community-driven food and fund drives. Give.OperationFoodSearch.org

Volunteer
Our generous and dedicated volunteers are the backbone of our organization. It takes many helping hands to feed nearly 200,000 people every month. The contributed hours saved the organization $665,426. This helps us maintain free programs and services for our clients. Volunteer.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. Follow.OperationFoodSearch.org

Facebook /OperationFoodSearch
YouTube /OPFoodSearch
Twitter @OPFoodSearch
Thank you for supporting us in our vision to

#HealHungerSTL

OperationFoodSearch.org