2020 AT A GLANCE
Second Harvest Northern Lakes Food Bank is the region’s only “food bank” and rescuer of nationally and regionally donated food for distribution to NE Minnesota and NW Wisconsin food shelves, soup kitchens, shelters and other charitable non-profit programs. In addition, we provide food directly to people in need as part of our own direct service programs including our BackPack, Food Shelf, Nutrition Assistance Program for Seniors (NAPS), Mobile Food Pantry and our Coronavirus Food Assistance (CFAP) Programs.

OUR PANDEMIC RESPONSE
With the immediate outpouring of financial support at the start of the COVID-19 pandemic, we allocated our resources in the most timely, efficient and effective way to provide an immediate response to those affected. We were significantly impacted by economic and social conditions including a disruption in the nation’s food supply chain, required program and service accommodations, a decrease in volunteer support and a high rate of unemployment leading to an increase in demand.

OUR RESPONSE INCLUDED:
- a 17% increase in food distribution (1 million meals more than our previous year)
- a 90% increase in food purchases ($564,000 more than our previous year)
- a 10% increase in operating expense allowing our investment in needed staffing, Personal Protective Equipment (PPE), sanitation and supplies

At the date of our report, there still exists certain economic uncertainty. This continued uncertainty has the potential to result in significant impact to our future financial condition and operational results. However, any such future financial impact and duration of such impact cannot be reasonably estimated at this time. It should be noted that our Board of Directors and staff are undergoing a comprehensive Strategic Planning process to address both short and longer term pandemic impact as well as determining our most impactful financial investments related.

FOOD BANK
You helped us provide over 4.1 MILLION MEALS to and through our agency partners

NUTRITION ASSISTANCE PROGRAM FOR SENIORS (NAPS)
You helped us provide over 10,229 BOXES of food to seniors

BACKPACK PROGRAM
You helped us provide over 33,000 BAGS of food to children

FOOD SHELF/MOBILE FOOD PANTRY PROGRAM
You helped us distribute over 887,000 MEALS to individuals and families

CORONAVIRUS FOOD ASSISTANCE PROGRAM
You helped us supply over 640,000 MEALS to those impacted by the pandemic

REVENUE & SUPPORT
Our healthy revenue allowed us to provide a timely, efficient and effective pandemic response.

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>MONETARY SUPPORT</td>
<td>$2,250,294</td>
<td>$4,267,423</td>
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<tr>
<td>Contributions</td>
<td>$1,009,345</td>
<td>$2,543,587</td>
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<tr>
<td>Agency Share</td>
<td>$227,695</td>
<td>$153,013</td>
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<tr>
<td>Grants</td>
<td>$188,235</td>
<td>$1,351,170</td>
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<tr>
<td>Other</td>
<td>$198,122</td>
<td>$219,653</td>
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<tr>
<td>DONATED PRODUCT</td>
<td>$8,972,156</td>
<td>$10,957,777</td>
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<tr>
<td>PURCHASE PRODUCT</td>
<td>$663,465</td>
<td>$1,001,300</td>
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<tr>
<td>Total Revenue</td>
<td>$11,259,018</td>
<td>$16,226,500</td>
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</table>

FOCUSED EXPENSE
Our focused expense allowed us to increase our food distribution resulting in a record 6.2 million meals for our Northland neighbors at a critical time.

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
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</tr>
</thead>
<tbody>
<tr>
<td>PROGRAM SERVICES</td>
<td>$11,264,995</td>
<td>$13,457,617</td>
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<tr>
<td>Donated Product</td>
<td>$9,069,942</td>
<td>$10,808,855</td>
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<tr>
<td>Direct Food Expense</td>
<td>$849,643</td>
<td>$1,190,883</td>
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<td>Personnel</td>
<td>$725,910</td>
<td>$802,216</td>
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<tr>
<td>Facility &amp; Transportation</td>
<td>$532,782</td>
<td>$558,488</td>
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<tr>
<td>Other</td>
<td>$86,718</td>
<td>$97,175</td>
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<tr>
<td>MANAGEMENT &amp; GENERAL</td>
<td>$169,719</td>
<td>$190,132</td>
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<tr>
<td>FUNDRAISING</td>
<td>$261,863</td>
<td>$317,983</td>
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<tr>
<td>Total Expense</td>
<td>$11,696,577</td>
<td>$13,965,732</td>
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</tbody>
</table>

EXPENSE BY PROGRAM

- Food Bank $9,237,719 (69%)
- Coronavirus Food Assistance Program $1,545,209 (11%)
- Nutrition Assistance Programs for Seniors $1,715,900 (5%)
- Mobile Food Pantry Program $825,029 (6%)
- Food Shelf Programs $1,020,177 (8%)
- BackPack Programs $113,583 (1%)
OUR VISION
A hunger-free NE Minnesota and NW Wisconsin.

OUR MISSION
Second Harvest Northern Lakes Food Bank’s mission is to feed the hungry of NE Minnesota and NW Wisconsin.

2020 BOARD OF DIRECTORS

OFFICERS
Patrick Miner, Board Chair
Tim Mowbray, Board Vice Chair
Mary Berube, Board Secretary
Pam Krall, Board Treasurer

MEMBERS
Erin Bradshaw
Kate Dean
Dawn Erickson
Jody Forsythe
Mike Graves
Jean Maslowski
Dean Peterson
Stacey Peterson

2020 LEADERSHIP
Shaye Moris, Executive Director
Kevin Bryant, Operations Director
Dan Wilson, Program Director

ANNUAL REPORT 2020

1 IN 6 Northland residents were food insecure

Nearly 1,400 VOLUNTEERS contributed 13,498 hours to help

Over 135 NON-PROFIT PROGRAMS collaborated

Distributing over 7.7 MILLION POUNDS OF FOOD including 1.8 million pounds of fresh produce

And enough food for over 6.2 MILLION MEALS

To feed 53,350 PEOPLE in need