

CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

One page only. This page will be shared electronically with Grant Panel Members & Fund Advisors.

Note: If Philanthropy Network's Common Grant Application is used, CCCF's **Summary Sheet MUST accompany application.**

To obtain an electronic version of this application, visit www.chescocf.org

Date 9/12/2023

Contact Information

Organization Name: Fiorenza's Food for Friends (F4)

Address: PO Box 89 Downingtown, PA 19335

Phone: 610-955-7090

Website: <https://www.f4service.org/>

Year Incorporated: 2011

FEIN: 45-2253155

ED/CEO Name: Brenda Russell

ED/CEO E-mail: brussell@f4service.org

Board Chair Name: Ted Zobian

Board Chair Approval (check here):

Primary Contact Name: Brenda Russell

Primary Contact E-mail: brussell@f4service.org

Organization Information:

Field/s of Interest:

Arts, Culture & Humanities

Environment/Animal Welfare

Education

Health

Human Services

Religion

Mission: The mission of Fiorenza's Food for Friends (F4) is to connect sources of food to recipients in need.

Geographic Area Served (If not all of Chester County, specify primary Chester County regions served): All of Chester County

Describe Population Served & Annual Number of People Served: As of 2022, F4 has provided access to 5 million meals throughout the region and currently supports 82 organizations with consistent food donations. It is Chester County's largest food recovery initiative and currently maintains one hundred weekly partnerships between food service donors and non-profit agency recipients.

Annual Budget \$ 142,000 _____ 2 _____ # of Full-Time Equivalent Paid Staff

89.2 _____ % of budget for program expenses 15 _____ # of Board Volunteers

5.8 _____ % of budget for administrative expenses 23 _____ # of Active Non-Board Volunteers

5 _____ % of budget for fundraising expenses 1474 _____ # of Volunteer Hours

100 % total

Top 3-5 funding sources: Sponsors/Corporations, Individual & Board, Grants

Is this grant proposal for: Capacity Building or General Operating _____?

If Capacity Building Proposal, the focus is:

Mission, Vision & Strategy Governance & Leadership Partnerships & Collaborations

Fundraising, Development & Marketing Technology Other: _____

Grant Amount Requested from the Community Foundation: \$ 5,000 _____

Proposal Summary: F4 will utilize grant funding to hire a consultant who can help the organization maximize the use of its Salesforce database. The current iteration of Salesforce, while free, has limitations that inhibit the efficiency of the technology. A consultant can assist with reimagining the use of the database with innovative approaches and efficient tools.

Chester County Community Foundation – Capacity Building Grant Narrative
Fiorenza’s Food for Friends (F4)

1. Nonprofit’s history, goals, key achievements & distinctiveness

Fiorenza's Food for Friends (F4) contributes meaningful change in our community by combating food insecurity through a unique Food Rescue program that maximizes the contributions of donors and streamlines the process of getting food to those who need it most. Additionally, F4 coordinates Food Drives and Hunger Awareness Education programs that support the overarching goal of creating a world without hunger. F4 operates as an unpaid broker establishing sustainable partnerships with a network of non-profits, corporations, and communities of faith. F4's focus ensures that the food donation supply chain runs smoothly - from acquiring food donations, tracking donations, and logistics oversight, to making sure that food gets to people struggling with food security in communities throughout the region. This model provides a sustainable way to ensure that food donations benefit food service providers, shelters, and the final recipients – our neighbors.

As a sophomore at Villanova University, our founder, Derek Fiorenza, volunteered at a “Breakfast with Santa” event. There, he asked the caterer if they would consider donating 25 meals to a local homeless shelter. By 2010, Derek had expanded his efforts of feeding the hungry by soliciting restaurants for prepared meals so that his family could serve 1,000 people across several states.

F4 grew from 25 meals donated to 1000 meals donated within 3 years. In 2011, F4 registered as a 501c3 in the State of Pennsylvania with the mission to connect sources of food to recipients in need and a vision to create a world without hunger. As of 2022, F4 has provided access to 5 million meals throughout the region and currently supports 82 organizations with consistent food donations.

2. Funding request

F4 works in the Greater Philadelphia Region and specifically, Bucks, Chester, Delaware, and Montgomery Counties. The ultimate beneficiaries of F4’s work are food-insecure individuals and families in the region. It is estimated that 1 in 10 households in the Greater Philadelphia Region are food insecure, meaning that they do not have a consistent and reliable source of available healthy food. The COVID-19 pandemic and its ongoing recovery have exacerbated the issues of food insecurity nationally, and specifically in our region.

To accomplish our mission and our vision of eradicating hunger, F4 works directly with food service businesses and acts as an unpaid broker to facilitate the donation of excess food in a simple, efficient way. By providing this service, F4 is creating channels for sustainable food donation and providing an alternative to food service businesses that is ultimately better for their business, better for our planet, and better for our neighbors.

FOOD RESCUE: F4's Food Rescue program is an alternative for food service businesses that allows them to donate their excess food to local non-profit organizations, promoting food security instead of throwing "good food" away. Food service businesses include supermarkets, restaurants, manufacturers, farmers, and other businesses that grow, distribute, or sell food. This emerging method of reducing waste promotes environmental sustainability while alleviating pressure on food banks and pantries. F4

engages directly with and supports non-profit organizations that are working to alleviate hunger and create sustainable food security in their communities.

The 1996 federal 'Good Samaritan Food Donation Act' protects food service donors from liability when donating to non-profit organizations. This law includes protection for prepared food, perishable food, and hot meal donations from food service businesses.

Currently, F4 maintains one hundred weekly partnerships between food service donors and non-profit agency recipients. Each partnership is monitored to ensure that food is being collected, transported as scheduled, and quickly distributed to community members. Seventy percent of all sustainable food rescue partnerships benefit our partnered non-profit organizations in Bucks, Chester, Delaware, and Montgomery counties. F4 is Chester County's largest food recovery organization.

In 2022, F4 coordinated the rescue of 1.28 million pounds of food through 203 partnership programs.

FOOD DRIVES: F4 partners with corporations that are looking to give back and establish a presence within their local community. This is done by designing, installing, and leading non-perishable food drives that benefit local non-profit recipient agencies, including food banks, food pantries, food cupboards, and emergency housing agencies. By keeping food local, corporations can address the needs of their neighbors and contribute to where their employees live and work.

At corporate food drives, F4 provides a 30-minute kick-off with information about hunger in the local community that they are supporting. Many times, the recipient agency is also included in the informational kick-off creating an even deeper partnership.

In 2022, F4 coordinated 39 food drives with 19 partner organizations and facilitated the donation of 54,000 pounds of food.

HUNGER AWARENESS EDUCATION: F4 provides "Hunger Awareness" education for the community so individuals and groups can band together to eradicate hunger.

The Hunger Awareness Outreach Method is broken down into three parts.

Education- F4 informs others about the reality of food insecurity in their community and around the globe. Proper education surrounding hunger empowers investors and volunteers with an accurate vision of who may be battling food scarcity- anyone.

F4 also informs donors with information about the benefits they can receive from the IRS via tax credits for their food donations to non-profit organizations. Continued direct food donations help non-profit organizations to feed more people in the local communities throughout the region everyone struggling with food security.

Engagement- F4 strives to inspire others to become engaged personally in the fight against hunger through a variety of avenues.

Eradication- F4 provides channels for advocates to volunteer their time, energy, and resources in the quest to eliminate hunger. Through this effort, F4 has become the largest food recovery program in Chester County, Pennsylvania.

Capacity Building Grant Request:

A Capacity Building Grant from the Chester County Community Foundation will subsidize the cost of a consultant with Salesforce expertise. The individual will work with F4’s Executive Director to streamline the use of the Salesforce database and maximize its efficiency for the organization. While Salesforce is a powerful tool with ample technological components, the nonprofit version, free for organizations to use, has limitations. A consultant will be essential in developing the database into a streamlined and efficient mechanism for organizational growth.

F4 has yet to hire a consultant to do this work as it would only be feasible for the organization with adequate funding available. For purposes of this application, research was done to verify that the grant amount of \$5,000 would adequately cover the cost of the project.

This project would be a pivotal step in developing a sophisticated financial management platform for F4 and streamlining the fundraising capabilities of the organization. Impact will be measured by the successful implementation of a customized Salesforce database upon completion of the project.

A consultant will be hired who has extensive experience and skills with Salesforce development, CRM Management, data migration, and integration with applicable applications including email software. We expect this project to be achievable within 30-50 hours of work with the consultant including revisions.

This is important to fund now as F4 is on a trajectory toward growth while maintaining a limited staff and modest budget. The organization’s goal is to maximize every donation to accomplish its vision of a world without hunger. To do this, the organization is diligent in using tools and technology wisely and streamlining efficiencies. This support would be a phenomenal tool and assist the organization, staff, and ultimately Chester County as it would benefit from the increase in services provided by F4.

The following chart details the funding budget for this 2024 Capacity Building initiative:

Salesforce Consultant Budget	
2-Month Project	
Consultant	1
Hourly Rate	\$100.00
Project Hours	50
Total Project Labor Costs	\$5,000.00