

LOAVES & FISHES
FAMILY KITCHEN

The Evolution of Loaves & Fishes – Soup Kitchen 2.0



Just ask Darwin... It's not the strongest, fastest, biggest that thrives, it's those who have the ability to adapt. Loaves & Fishes has been around for 36 years, and for 34 of those years we have been a traditional mom and pop soup kitchen doing what we can where we can. In the past two years we reinvented ourselves to meet the ever changing needs of the Bay Area community. We started out with gradual changes just to try out the new ideas but moved faster once we saw cost effectiveness, quick successes and larger impact.

“We are a caterer on steroids” says AnnMarie Zimmermann, Executive Director. “Of course we still serve our own meals at multiple locations. We will always want that high touch and close connection with our guests. The staff and volunteers love preparing, serving, interacting and developing relationships with each one of them.”

The board had a strategic plan to help more people and the staff said they had the capacity to do more. Call it serendipity (or the miracle of Loaves & Fishes) but about a year and a half ago Loaves & Fishes was approached by Community Development Partners who made Loaves & Fishes a wonderful offer. CDP would give us 24/7 access to a brand new industrial kitchen rent free in exchange for preparing meals for their low income residents. “I couldn't believe it.” AnnMarie said. “It was exactly what we needed, when we needed it”. This access to such a wonderful kitchen allowed us to dramatically increase our meal production.

With the help of the centralized kitchen and the Hot/Cold Delivery Truck sponsored by Second Harvest Food Bank and the Richard and Lynette DiNapoli family, Loaves & Fishes went from cooking a couple of hundred meals a day for only those guests who could reach us to thousands of meals per day delivered like a caterer to locations and nonprofit partners throughout the Bay Area. This makes it much easier for our guests. We bring the food to them where they are getting other support services from our nonprofit partners rather than having to find their way to us.

It's been a win/win relationship with Community Development Partners. We help them serve the needs of their residents and they have been extremely supportive to us. AnnMarie said, “I got a call from CDP management in January and was floored when they said they were going to give us a generous donation check on top of everything else.” Eric Paine, CEO of CDP said, “We are very happy with the relationship between CDP and Loaves & Fishes. We want to play a role in supporting their efforts to help the community. Our desire is for a long lasting, successful partnership.”

In keeping with the theme of innovation in Silicon Valley, Loaves & Fishes has evolved into “Soup Kitchen 2.0” allowing us to serve over 30,000 meals each month and we are on track to serve over 350,000 meals this year.



Thanks to all of our continued supporters for making this happen.

With success comes the requests for more meals. As word of our new model gets out, we are approached weekly by other nonprofits to provide their clients healthy prepared meals. We want to help our community. Please continue to give financially so that we can scale our operations to provide even more people healthy prepared meals. We have the capacity thanks to CDP and the food thanks to Second Harvest Food Bank. We need the ongoing financial support for fuel, truck maintenance, kitchen supplies, etc. *Please continue to give so we can continue to say yes to more partnerships.*

Meet our New Board Chair – Dan Barsanti

When Dan Barsanti decided to semi-retire in 2015, board member Chuck Stegner asked Dan to join Loaves & Fishes. No coaxing needed. This amicable, big-hearted fellow, with deep roots in Silicon Valley, became part of a world he has known all his life, feeding people with nutritious food.



Dan's iconic family-owned business, Race Street Fish and Poultry, sold Race Street Foods, the wholesale division, to Sysco in October 2012. After 46 years Dan and his cousin Jim Riparbelli closed Race Street Seafood Kitchen much to the sorrow of loyal restaurant followers. Dan is still part of Race Street Partners, but now has more time to give back to the community. We are honored he chose Loaves & Fishes and excited to have his enthusiasm at the helm.

When Dan was asked why Loaves & Fishes, he jokingly says, "because they asked!" Then Dan is quick to follow with he believes in the mission, the leadership, the staff and is thrilled to be part of such a distinguished board. "There isn't a more efficient operation than Loaves & Fishes or more value for your donation dollar. We deliver and serve balanced, healthy, hot food for less than \$3 per meal. Coming from the restaurant business I know how difficult that is to achieve. I know a lot of people want to donate food items, or prepare and hand out meals themselves, but the biggest impact a donor can have is if they give financially to Loaves & Fishes and let the nonprofit procure, prepare and deliver the food. Since they are cooking thousands of meals a day, they have the bulk power to run very cost effectively." Dan continues, "Financially, Loaves & Fishes is doing extremely well, but more funds translates into helping more of our community, and that is the ultimate goal for all of us."



Loaves & Fishes Guests.
Photo Courtesy of Sobrato Family Foundation. Photo Credit Daniel Gaines Photography.



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Volunteer Spotlight on Gigi Chu and Larry Vollman – Loaves & Fishes' MVPs

In sports, a Most Valuable Player (MVP) award is an honor bestowed on the best-performing, most reliable player (or players). At Loaves & Fishes Gigi Chu and Larry Vollman are the nonprofit's MVPs.

Larry started volunteering in the summer of 2011, right after the sales executive retired from Coastal Circuits in Redwood City. He had been a donor since the launch of Loaves & Fishes in the early 80s. He only donates to nonprofits where the majority of its budget goes directly to the client services. L&F fit the model. Even today 80% of every \$1 goes directly to the program. Once retired, it was a natural progression for Larry to become a volunteer.

Gigi was a software engineer for 30 years. She worked at HP, multiple startups and Citrix before retiring. In 2012 Gigi discovered Loaves & Fishes on a volunteering website and has been a loyal supporter ever since.

It's easy to define what raises Gigi and Larry to MVP status. The pair is available whenever needed. No matter the task. This includes trying out new meal service sites, helping at fundraisers, and showing up at 6 a.m. for our grueling day at Super Bowl 50 manning the concession booths. Larry volunteers regularly on Mondays at the Goodwill meal service, plus 4 to 5 days a week in our organic garden and, as needed, for outreach and special functions. Larry has never said no and is the go to volunteer.

Gigi volunteers regularly on Thursdays in the garden and then just has enough time to clean up and change to go to the Goodwill meal service. Gigi is also a regular at our monthly grocery bag program. Both Larry and Gigi take pride in bringing the beautiful produce they grow from seed to fresh cooked meals, creating homemade soups and sides for the Goodwill guests.

Fun Fact: Turns out Larry and the Loaves & Fishes Board Chair, Dan Barsanti both went to St. Francis High School in Mountain View and graduated in the class of '67.

At Loaves & Fishes volunteering enables one to see a different side of life. When Gigi and Larry were asked who comes to top of mind, they replied, "There are so many," including:

- Wendell, a Vietnam vet who says, "He left a lot of his body in Vietnam"
- Fred, a student at San Jose State studying calculus and trigonometry. He was living in his car, until it and all his possessions were stolen.
- Tri, has a law degree from Kent College in England and author of two poetry books. Her life changed tragically after she was hit by a car.



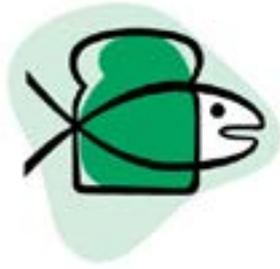


LOAVES & FISHES
FAMILY KITCHEN

2015

YEAR IN REVIEW

milestones + stories + recap



Loaves & Fishes Family Kitchen
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LoavesFishes.org

WHERE WE'VE BEEN

Palo Alto. San Jose. Gilroy. Morgan Hill. Sunnyvale

top **4** most

awesome things we did

- 1** Served **315,000** meals
- 2** Reached **140%** more children
- 3** Reduced our cost per meal by **37%**
- 4** Partnered with **18** nonprofits

Honors & Awards

Silicon Valley Business Journal's Community Impact Award

Second Harvest Food Bank's Innovative Partner Award

Silicon Valley Business Journal's Women of Influence Award



new wheels!
CHECK IT OUT!

HAPPILYSERVING

30,000 meals a month

2016 HOPES & WISHES

- Expand geographically
- Raise more funds
- Serve more people

EVERYTHING ELSE

WE HELD OUR SECOND ANNUAL TRIVIA CONTEST FUNDRAISER \ WE INITIATED TEAM BUILDING EXPERIENCES IN OUR KITCHEN

please. don't be a stranger.

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