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Dear Friends,

Who do we work for?

In the nonprofit sector, this simple question is all too complicated—and problematic. Like most social impact organizations, FoodCorps has inherent accountability to the donor partners who fund our work and expect us to demonstrate worthy outcomes. But our sector isn't set up to foster real accountability to the people we exist to serve.

This year, FoodCorps has taken steps to ground our work in the values of the 30 million young people who eat food in schools every day. The findings we published in our Reimagining School Cafeterias report show what happens when we listen closely to the hopes and dreams of kids.

We learn that kids want a wholly different experience of food in school. They want joy. They want community. They want fresh and delicious food that means something to them. They want enough time to eat. They want their voice to matter.

At FoodCorps, we're orienting our work to reflect this vision kids have painted for us. You see it in the pilot programs we're running in schools we serve, like the Our Cafeteria Project, which puts students in charge of redesigning their lunchrooms. Or the Tasty Challenge, where students try multiple preparations of a vegetable before picking one for the lunch menu.

Other stakeholder voices matter too, and FoodCorps is listening. Like our AmeriCorps service members and alumni—including Kendal Chavez, who was recently elected to the FoodCorps Board of Directors. And the school food leaders who do the daily work of improving school meal programs, and are now playing a central role in reWorking Lunch, our cross-sector effort that seeks to improve the system writ large. We are taking steps to become accountable to the communities we serve, too, through

a commitment to centering racial equity in FoodCorps' organizational culture and strategic direction.

This annual report is a chance for FoodCorps to share this year's accomplishments and lessons learned with our supporters. As you read it, I hope you'll see the signs that we're becoming ever more accountable to students and stakeholders too. Because at the end of the day, we work for our nation's kids, and they deserve our best work.

Thanks for believing in us. I hope you'll be in touch with ways you think we can build a better FoodCorps.

Warmly,



Curt Ellis, Co-founder and CEO



OUR MISSION

**Together
with communities,
FoodCorps serves
to connect kids to
healthy food in
school.**



We believe in a future where every child—regardless of race, place, or class—gets the nourishment they need to thrive.

FoodCorps partners with the people who are dedicated to creating that future: from educators and school leaders, to national alliances and community-based organizations, to our AmeriCorps service members and kids themselves. We are committed to collaborating with these peers to address the root causes of the problems we're working to solve, through proving the power of food in schools and ensuring our country's policies and food systems work together to nurture every child's potential.



We are proud to be part of the AmeriCorps service community, harnessing the power of public service to bring our nation together toward a common goal: healthy, thriving kids.



Something Beautiful in the Garden

Service member **Jonathan Rosser** has seen the power of food and garden education at McEvans Elementary in Shaw, Mississippi, where FoodCorps has partnered with the Delta Health Alliance’s Delta EATS program. “I can’t tell you how many parents come up to me and tell me that all these kids talk about is the garden,” he says of his experience in this tight-knit community. “If they’re in the garden, they’re really digging. They’re really planting. Once you grasp their attention, you get to see something beautiful out of those kids.”

Jonathan had no trouble getting the attention of the fifth graders he’s taught, turning squeamish faces into smiles when they tasted freshly harvested vegetables like carrots and arugula. The kids’ response to hands-on learning sparked an idea to turn garden time into positive reinforcement. Working with the principal and teachers, Jonathan invited students who earned As on recent quizzes to work in the garden. “And I kid you not,” he said in the spring, “last week, all my kids came up to me showing me their final grades, and I saw so many As.”



Sparking Change for Good

Groton Public Schools in Connecticut partnered with FoodCorps to help the district build hands-on learning and healthy school meals into daily school life. FoodCorps' Connecticut team helped craft an action plan, and service member **Emma Rotner** (*pictured above*) helped get it off the ground in two elementary schools, Barnum and Claude Chester, leading lessons and taste tests that got kids excited about healthy food.

The district went on to achieve a pivotal goal: creating a full-time Farm to School Program Coordinator position to expand the program to all nine Groton schools. They hired Emma for the job. "Without her, I'm not sure we would have had the enthusiasm we now do around these initiatives," says Jen Massengale, a teacher at Barnum. "She has built relationships with so many teachers at this school and across the district that she'll now be able to work on sustainability and training for teachers."

Real Impact



3 in 4 schools

adopt practices that help kids eat healthier



1 in 2 students

improve attitudes toward veggies after
10 hours of hands-on learning



9 in 10 stakeholders

(educators, administrators, and other
school community members)
value FoodCorps programming



MEETING EVERY SCHOOL'S NEEDS

When a 2016 Columbia University study found a link between FoodCorps' hands-on learning and how many fruits and vegetables kids eat, we saw an imperative: to help deliver that learning in a way that meets every school's needs. Today that road map is **FoodCorps Lessons**, a suite of 96 classroom and garden activities that support academics through hands-on learning.

In a survey of school stakeholders, including educators and administrators, nearly nine in 10 valued FoodCorps' hands-on food and garden lessons. We're always working to improve, like making lessons more accessible for English language learners and training corps members on how to make culturally responsive adaptations. Better hands-on learning means greater potential for impact on kids.

FoodCorps service members are tomorrow's leaders.

861

FoodCorps alumni

20%

or more are hired by a FoodCorps school or partner each year

3 in 4 pursue careers in related fields*



Education



School Food Leadership



Policy and Advocacy



Agriculture and Food Production



Nutrition and Public Health



Nonprofit Management

*As reported by alumni in 2018 and 2019 (50% response rate)

Alumni Spotlights

ISABELLE TERSIO (DC '18)

Medical Student, Geisel School of Medicine, Dartmouth

Isabelle had dreamt of becoming a pediatrician long before her FoodCorps service in Washington D.C. She infused her service with a passion for food as medicine, reaching more than 300 students throughout the year. “[In] my culture, in being from Haiti, the first line of defense when someone is sick is herbs, food, tea,” she shares. “I’ve always had that side of me that said, *we can fix this another way.*” Isabelle is now pursuing that childhood dream as a student Dartmouth’s Geisel School of Medicine. “FoodCorps has left such a lasting impact on my life. Hopefully, I’ll have a doctor’s office on a farm.”



CHELSEA KRIST (IA '15)

Program Coordinator, Iowa State University
Extension and Outreach

Chelsea’s service with Des Moines Public Schools taught her that real change takes commitment at all levels. Today, Chelsea is helping communities across Iowa achieve their healthy school goals through her role at Iowa State University Extension and Outreach, where she’s helping to build a statewide farm to school strategy. This year, she has been working alongside FoodCorps’ Iowa team to create lesson plans for SNAP-Ed teachers across the state, using FoodCorps Lessons as a guide. Her FoodCorps service, she says, “helped me build that systems-thinking lens while balancing working with kids every day.”

Breaking Down Barriers to Service

If we want to attract the best candidates to serve with FoodCorps—especially those who reflect and can relate to the communities we serve—we need to remove barriers to service.



One of the biggest obstacles for these emerging leaders: income. Last year we increased annual stipends in the service regions with the highest costs of living by 20%, starting with California and New York. This year we're including Hawai'i, Massachusetts, and the D.C. Metro region.



We have also set up new **service member supports**, including an emergency fund, transitional fund, and a bonus for returning corps members to cover the gap between service years, along with other steps to improve our recruitment.



Steps like these matter—today our service corps is more diverse than ever before—and we're committed to listening to our service members and partners to keep moving in the right direction.

We are activating our networks to transform food in schools on a national scale.

For eight years, FoodCorps has been demonstrating the impact of food education on kids' lives and nurturing tomorrow's leaders.

This year, we began activating our growing network of partners, allies, and students themselves toward a common goal: transforming the role of food in all our nation's schools.



Taking On School Food Policies

We're educating and mobilizing healthy food champions around the country to support policies that make it easier to provide the healthy meals and effective food education that set kids up for success. Already, more than 2,000 advocates have answered FoodCorps' calls to action to support wins like these:



Unlocking federal funds

securing \$1 million in appropriations for service-fueled hands-on learning through the Food and Agriculture Service Learning Program for the second straight year



Prioritizing farm to school

tripling annual farm to school funding for Oregon schools to \$15 million, with critical leadership on the ground from FoodCorps' Oregon state team



Innovating health education

updating the California State Board of Education's health education guide to include hands-on learning as a valuable teaching method

Raise your voice: Sign up for Action Alerts
at foodcorps.org/alerts.

THE POWER OF LOCAL ADVOCACY

To drive the change we seek, local collaboration matters as much as national alignment. New York City is home to the largest school district in the country—and a constellation of organizations working to make healthy food a priority in its 1,800 schools. FoodCorps' New York state team joined a coalition of local leaders, school community members, and students to advocate for citywide investments in food education and meals that are healthy, sustainable, and culturally responsive.

Last year, the coalition, convened by the Tisch Food Center at Columbia University's Teachers College, convinced City Council to commit \$250,000 toward this effort. Funds will be used to establish the Food-Ed Hub, a first-of-its-kind initiative to align organizations in the NYC school food space to reach more kids, more effectively, through hands-on, evidence-based programs.

“The key here is equity. Access for all New York City students—and having a single location for networking and support.”

— Andrew Barrett

FoodCorps' New York Program Director



The Cafeteria Connection

School cafeterias serve **7 billion meals** to **30 million kids** each year. They have enormous potential to nurture children's health and wellness.

We're harnessing this potential with **reWorking Lunch**, a movement to bring together leaders from the school nutrition, food industry, philanthropy, technology, and nonprofit sectors to work toward a shared vision for what we believe our school food system can be. Over 100 leaders (and counting) have committed to developing solutions to tackle the biggest obstacles to sourcing and serving healthy food in schools.

Transforming school meals isn't just about what shows up in the lunch line. From the moment kids step into the cafeteria, we're shaping their relationship with food and their school community. FoodCorps asked over 300 students and 100 adults across school communities to share their dreams of a better lunchtime experience. We published our findings as part of **Reimagining School Cafeterias**, a two-year project to learn how cafeterias can become places that celebrate health and community and show kids they're valued. This year, we're piloting programs to help make those dreams a reality.

Learn more: Read our [Reimagining School Cafeterias](#) report at [foodcorps.org/rsc](https://www.foodcorps.org/rsc).

OUR LEADERSHIP

2018–2019 Board of Directors

John Gomperts, Esq. *Chair*

President and CEO,
America's Promise Alliance

Curt Ellis *President*

Co-founder and CEO, FoodCorps

Aliya Hussaini, M.D. *Treasurer*

Pediatrician and Portfolio Director
for Health, Michael & Susan Dell
Foundation

Eliza Greenberg, M.P.A. *Secretary*

Managing Partner, Innovation Fund,
New Profit Inc.

John Foraker, M.B.A.

Co-founder and CEO,
Once Upon a Farm

Alejandro Gibes de Gac

Founder and CEO,
Springboard Collaborative

Eric Goldstein

Principal, Range Meats Supply
Company LLC

Dorothy McAuliffe, J.D.

Former First Lady of Virginia

Kathleen Merrigan, M.P.A., Ph.D.

Professor and Executive Director,
Swette Center for Sustainable Food
Systems, Arizona State University

Ricardo Salvador, Ph.D.

Director of Food and Environment,
Union of Concerned Scientists

Rodney Taylor

Director of Food and Nutrition
Services, Fairfax County Public
Schools

Susan Tunnell, J.D.

Lawyer and Philanthropist

Warren Valdmanis

Author

Executive Team

Curt Ellis | Co-founder and CEO

Julia Bromka | Chief of Staff and Financial Officer

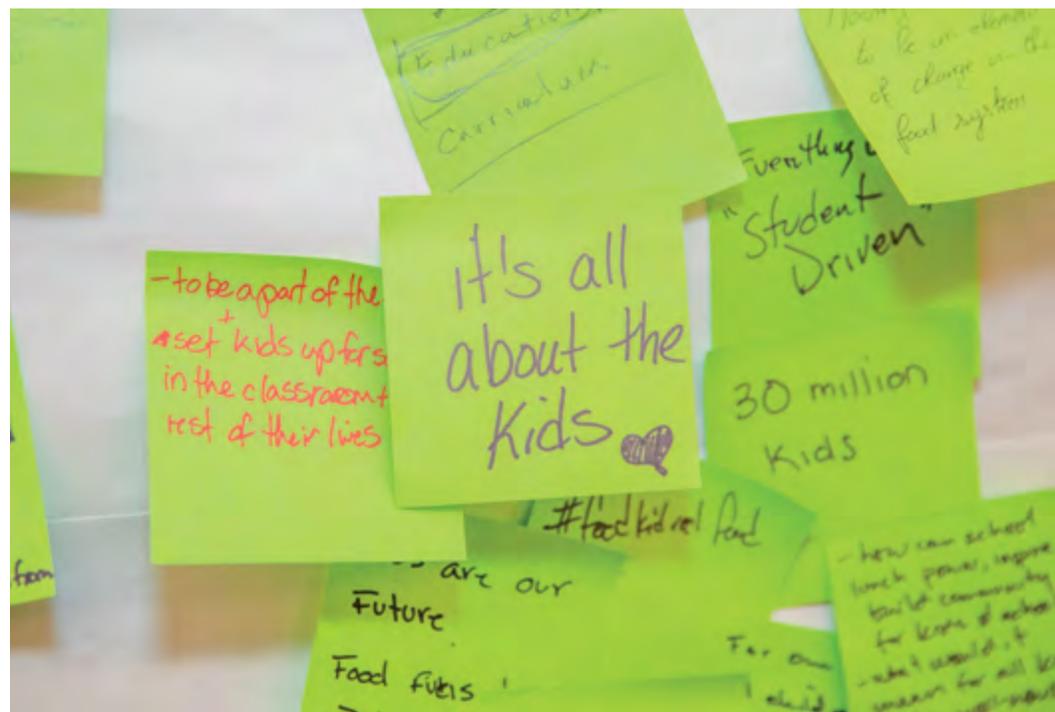
Ellen Moncure Wong | Vice President of Growth and Development

Zeke Smith | Vice President of Programs

Cecily Upton | Co-founder, Senior Vice President, and Chief Strategist

Meet our 2019–2020 Board of Directors

at foodcorps.org/new-board-members.



OUR FINANCES

Statement of Financial Position

ASSETS

Current Assets

| | |
|----------------------|-------------|
| Checking and Savings | \$4,135,498 |
| Accounts Receivable | \$6,559,200 |
| Other Current Assets | \$558,937 |

Fixed Assets \$138,209

Other Assets \$52,065

Total Assets \$11,443,909

LIABILITIES AND NET ASSETS

Liabilities

| | |
|---------------------------|-----------|
| Accounts Payable | \$131,087 |
| Credit Card Charges | \$189,365 |
| Other Current Liabilities | \$766,945 |

Total Liabilities \$1,087,397

Net Assets

| | |
|-------------------------|-------------|
| Temporarily Restricted | \$6,410,340 |
| Income and Unrestricted | \$3,946,172 |

Total Net Assets \$10,356,512

Total Liabilities and Equity \$11,443,909

Statement of Activities

REVENUE

| | |
|---------------------------------|-------------|
| Corporate | \$3,773,190 |
| Foundation | \$5,012,954 |
| Government | \$2,621,824 |
| Individual | \$4,809,392 |
| Program Service Fees | \$1,614,240 |
| Other (in kind, special events) | \$136,167 |

Total Revenues \$17,967,767

EXPENSES

| | |
|--------------------------------------|-------------|
| Service Member Stipends and Benefits | \$5,019,059 |
| Staff Salaries and Benefits | \$7,980,280 |
| Contract Services | \$1,288,610 |
| Marketing and Communications | \$51,182 |
| Grants to Other Organizations | \$90,000 |
| Nonpersonnel Expenses | \$547,179 |
| Facilities and Equipment | \$604,855 |
| Travel and Meetings | \$1,443,814 |
| Other Expenses | \$283,250 |

Total Expenses \$17,308,229

Net Income \$659,538

Expenses by Department

Programs
\$13,047,277 (75%)

Development
\$2,938,993 (17%)

Operations
\$1,321,959 (8%)



Note: The figures presented here are the unaudited financials for the 12-month fiscal period from August 1, 2018 to July 31, 2019. Total Revenue reflects unrestricted revenue and revenue released from restriction.

[FOODCORPS.ORG/GET-INVOLVED](https://www.foodcorps.org/get-involved)

FUEL US

Set up a monthly donation to sustain our momentum

JOIN US

Sign up for Action Alerts to advocate for healthier schools and kids

AMPLIFY US

Subscribe to (and share!) our newsletter, and connect with us @FoodCorps:



View this annual report online at [foodcorps.org/2019report](https://www.foodcorps.org/2019report)



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