



We believe every child deserves a healthy life.

Yet today, this is not our reality.

6 million children know the ache of hunger

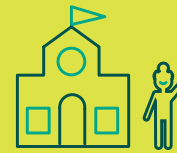


10 million children are on track to develop diet-related diseases like type 2 diabetes



FoodCorps helps children get access to nutritious meals and food education in schools.

150,000+ students reached this year:



in the classroom



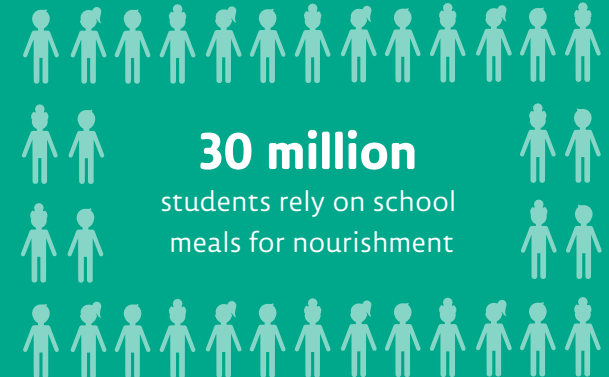
in the cafeteria



in the garden



But we can do even more.



By working school by school and across our nation's school system, we can help all schools become healthier places for all kids to learn and grow.

We will achieve this through:



Leadership Development



Policy Influence



Improving School Food Supply

Dear Friends,

It's a shameful reality: our nation is struggling to meet our children's most basic needs. Too many kids aren't getting the nourishment to live a healthy, vibrant life. The need for change is clear.

At FoodCorps, there is no nuance to our aspiration: we expect a future where every child enjoys healthy food, every day, in every school.

We hold ourselves to the highest standard of impact in pursuit of this goal. We are not out to do individual acts of charity, but rather to turn healthy food access and education in this country from a privilege for some into a reality for all.

Over our seven years of programming, we have evolved our understanding of what FoodCorps and our allies must do to create the future we seek. At the center of these reflections, we recognize that FoodCorps must drive not only individual change in students and schools but also holistic change across the systems that shape them.

We're setting out to rewrite the rules of the game, not just get better at playing it. Our work is the work of shifting the policies, institutions, incentive structures, markets, and cultures that hold a persistent problem in place. It is the movement to replace the societal machinery that has perpetuated the poor health and unrealized dreams of

millions of children with new pathways that nurture their health and potential.

In this year's annual report, we are excited to highlight the ways we are cementing our AmeriCorps service program as the foundation of credibility and impact on which we can scaffold sweeping change in schools. We will share our first bold steps toward reshaping our nation's school food supply chain, through a merger with one leading nonprofit, School Food Focus, and partnership with another, the Urban School Food Alliance. And we will celebrate the validation of healthy food access and education at the federal level, with a policy victory that brings \$1 million in new funding for FoodCorps and collaborators across the food education field.

We have much work to do to drive the transformation we seek, both in individual schools and at the nationwide scale. Thanks to you—our partners, alumni, advocates, and donors—we are on our way.

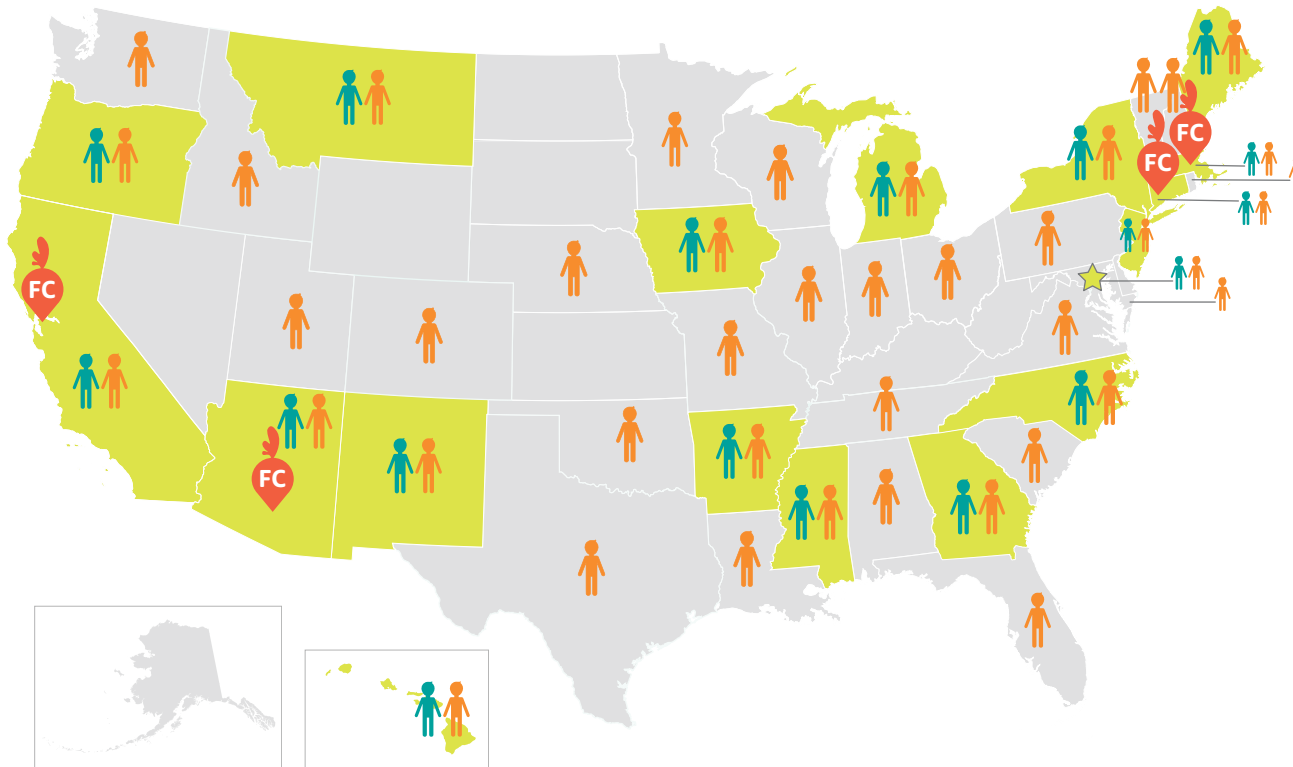
With gratitude,

A handwritten signature in black ink, appearing to read 'Curt Ellis', with a stylized flourish at the end.

Curt Ellis, Co-founder and CEO

Creating Healthy Schools: Our Reach and Impact in 2017–2018

Our Mission: Together with communities, FoodCorps serves to connect kids to healthy food in school.



225 trained FoodCorps service members

supported

352 schools, spanning 159 districts

in

17 states and Washington D.C.

4 Field Offices

We're adding staff in the field to strengthen programming and partnerships in the states where we serve. In these first four states, we have seen some of the highest gains in students reached for 10+ hours—meaning **more kids reached with greater potential for impact.**

748 FoodCorps Alumni across 42 states

158,578 students reached:

77% eligible for free or reduced-cost meals



68% students of color

We support schools through three areas of service:

Hands-On Learning

42,951 hands-on lessons led

30,130 kids taught for 10+ hours

471 learning gardens supported



Our highest in-depth reach ever!

Healthy School Meals

3,386

taste tests conducted

More than double from last year!

20% of schools introduced taste tests for the first time



Schoolwide Culture of Health

How schools are changing:

+37%



Community Engagement

+27%



Administrative Changes

+29%



Parent Support

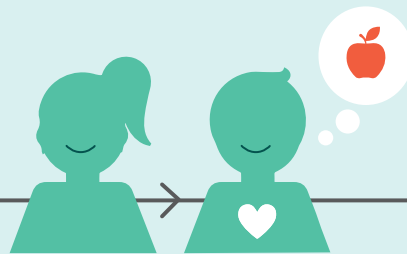
Our program delivers real impact:

Environment Change



3 in 4 FoodCorps-supported schools adopt new practices that help get kids eating healthier; among first-year schools, it's more than 4 in 5.

Attitude Change



More than **1 in 2** students who engage in 10+ hours of hands-on learning show improved attitudes toward vegetables, one of the strongest predictors of a healthy diet.

Behavior Change



Kids who get lots of hands-on education from FoodCorps, like gardening and cooking, eat **3x** more fruits and vegetables than kids who don't.

Stories from the Field

Local impact fuels national progress.

In the 2017–2018 school year, our AmeriCorps-powered service program demonstrated the impact of food on kids' lives. Through our evidence-based programming in schools, we're working to make the case for practices that can foster healthy schools nationwide.



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 kids.



“I feel more energetic. I feel more healthy. I’m able to focus better.”

From Salad Skeptics to Carrot Champions

“My new favorite vegetable is carrot, and I used to very much not like carrots.” So said Kayla, a fifth grader in Brooklyn, New York, after a year of FoodCorps at her school, P.S. 151. During the year, service member Cady Frazier led weekly cooking lessons for Kayla and her classmates. She opened students up to trying foods on the salad bar at lunch. She helped the science club build a learning garden. And she led parent workshops to make sure the message made it home. “At the beginning of the year students were a little skeptical of me,” Cady said. “Now, they’re excited to try new things.” Kayla, for one, is feeling the benefits. Not only did she fall in love with cooking, but also, she says, “I feel more energetic. I feel more healthy. I’m able to focus better.”



How to Get Kids to Try Things

At Searcy County School District in rural Marshall, Arkansas, over 70% of students rely on school meals for their daily nourishment. Yet many have been wary of trying scratch-cooked meals in the lunch line, says kindergarten interventionist Julie Miller. But, as she's seen, "if a child uses their own hands to create something, they want to try it." Service member Shannon Smith gave Marshall Elementary students more opportunities to do just that, through hands-on learning in the garden. "You go out to the garden and you pick a green bean. You snap it and try it right there," Julie says. "Most of these kids don't have that opportunity to try something like that." By year's end, shouts of "Are we trying a new food today?" "I love broccoli!" and "Yum!" were filling the halls.



The Missing Piece

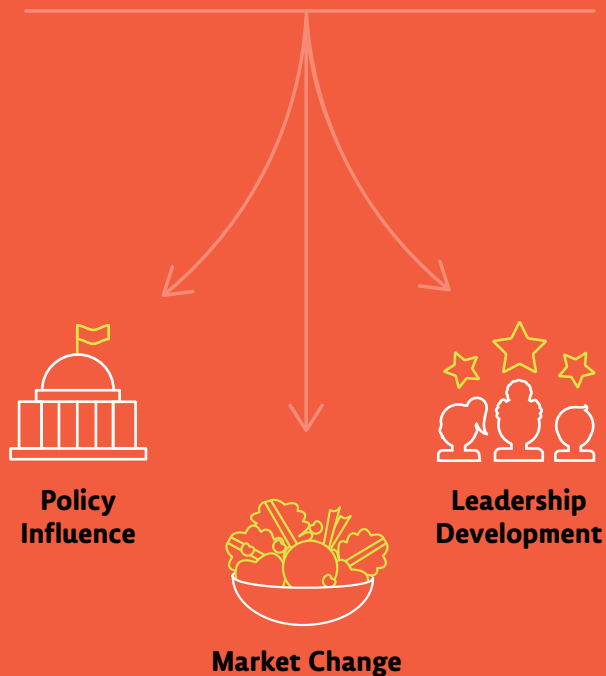
"It's a real cultural shift when FoodCorps comes in," says Pamela Lee, Director of Nutrition Services for California's Ocean View School District.



Pamela is in charge of making decisions about what shows up on 2,200 students' plates every day. Service member Katie Kamimoto worked with two schools in the district to propel that shift, and earned a bright reputation along the way. "Katie is like a rock star around here," Pamela says. "The kids see her eating the fruits and vegetables and they want to model that." It's that talent and energy service members bring, Pamela adds, that helps schools make progress. "That's the missing piece."

Making Every School a Healthy School

We're ramping up strategies along **three integrated paths** that will carry FoodCorps' influence from the hundreds of schools we serve directly to the nationwide size of the challenge.



Policy Influence

We're working to change the narrative about school food at every level of decision-making by educating more school leaders, state agencies, and legislators about the power of food in school.

Congress validated the importance of food literacy in schools on a national scale when, in 2018, it earmarked and awarded \$1 million in funds to initiatives that deliver hands-on food and agriculture education fueled by public service—programs like FoodCorps. This effort has been years in the making: FoodCorps' advocacy helped to establish this program in the 2014 farm bill, and we are thrilled to see it come to life.

Unequal access to food education is a significant driver of the nutritional disparities between low- and high-income communities. By growing new channels of support—and identifying champions in Congress—for hands-on learning, we're fostering a more equitable and effective approach to creating healthy schools that benefit children in our communities of greatest need.

Market Change

Food education is most effective when the healthy foods kids learn to love show up on the lunch line. But school food leaders face enormous barriers to sourcing the kinds of foods kids deserve. FoodCorps has joined forces with influential leaders in school food procurement to change the status quo.

We've teamed up with the Urban School Food Alliance, a coalition of 10 of the country's largest school districts with over \$750 million in purchasing power. Through shared staffing and resources, "FoodCorps is making a marked difference in the ability of the Alliance to help our schools serve high-quality, wholesome meals at competitive prices," says Laura Benavidez, Executive Director of Food and Nutrition at Boston Public Schools, a member district.

In 2018, FoodCorps merged with School Food Focus, a nonprofit supply-side influencer with a coast-to-coast footprint that has grown our network to some 8,000 schools and 200 school districts. Guided by Focus' legacy and institutional expertise, we've begun charting pathways to align and support school food leaders in improving what shows up on kids' lunch trays.



"We're united behind the belief that the future of school food should be designed with the most important voices at the table: school food professionals and students."

— Laura Benavidez, Boston Public Schools,
a member of the Urban School Food Alliance



@ [foodcorps.org/sixthings](https://www.foodcorps.org/sixthings)

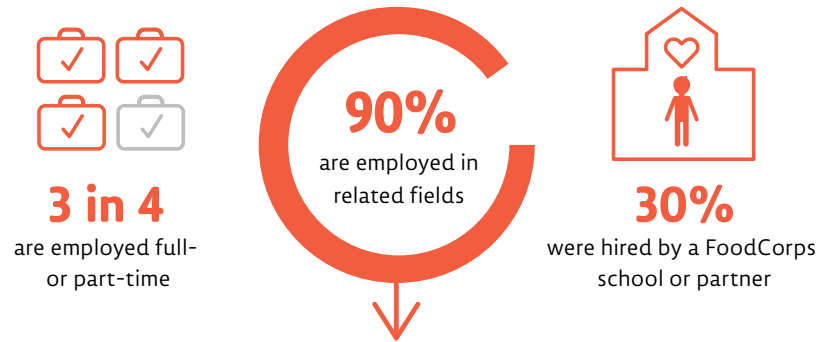
Check out our primer on the six things you need to know about school food.

Leadership Development

We've focused our professional development and networking opportunities to support careers of impact—in areas like education, school food leadership, and policy and advocacy—that foster healthy schools and healthy kids.



We surveyed our 2017 FoodCorps grads six months after they completed their service:





ALUMNI SPOTLIGHT

Diogenin Matos (DC '16)

Site Coordinator, Communities in Schools, Washington D.C.

Diogenin Matos has planted deep roots in social justice, nutrition and wellness, and community empowerment in D.C. Following his FoodCorps service, he joined the nonprofit Communities in Schools, where he connects vulnerable kids and families to resources in the community, like immigration, medical, and housing services. Diogenin credits FoodCorps' Alumni of Color Cohort for helping him navigate the work he does today, and empowering him to identify with his Dominican roots in the workplace. He plans to attend graduate school for social work next year, and has dreams of starting his own nonprofit.

"When you put highly motivated people in a room who share something—like race, identity, or ethnicity—some conversations arise that you just couldn't have in another room."

Sarah Doherty (CT '15)

Director of Nutrition Services, North Monterey County Unified School District, Monterey County, CA

Serving in Connecticut's New London Public Schools ignited Sarah's passion for a career in school food. The experience she gained working with the district's nutrition services department and the network she built afterward helped Sarah land the job she has today: overseeing school meals for over 4,000 students in a rural California community, with 81% eligible for free or reduced-cost meals. For the 2018–2019 school year, Sarah helped the district institute the Community Eligibility Provision for the first time—giving every child in the district free access to healthy school meals every day.

"I never would have found school food as a passion or a career path if it wasn't for FoodCorps."

@ [foodcorps.org/alumnivideo](https://www.foodcorps.org/alumnivideo)

Watch Sarah Doherty and two other alumni share how FoodCorps service propelled their careers.

Our Leadership

2017–2018 BOARD OF DIRECTORS

Jenny Shilling Stein, M.B.A., M.Ed. (Chair)

Co-founder, Draper Richards Kaplan Foundation

Curt Ellis (President)

Co-founder and Chief Executive Officer, FoodCorps

Sierra Burnett Clark, Ph.D. (Treasurer)

Trustee, The David and Lucile Packard 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

John Gomperts, Esq.

CEO, America's Promise Alliance; Former Director, AmeriCorps

Oran Hesterman, Ph.D.

President and CEO, Fair Food Network

Aliya Hussaini, M.D.

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

Dorothy McAuliffe

Former First Lady of Virginia

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

Executive Director of the Swette Center for Sustainable Food Systems, Arizona State University; Former Deputy Secretary, U.S. Department of Agriculture

Ricardo Salvador, Ph.D.

Senior Scientist and Director of the Food and Environment Program, Union of Concerned Scientists

Stephanie Spector

Philanthropist

Susan Tunnell, J.D.

Lawyer and Philanthropist

@ [foodcorps.org/board](https://www.foodcorps.org/board)

See our new 2018–2019 Board of Directors!

EXECUTIVE TEAM

Curt Ellis | Co-founder and CEO

Julia Bromka | Chief of Staff and Financial Officer

Jim Laden | Vice President of Leadership and Talent (*retired August 31, 2018*)

Ellen Moncure Wong | Vice President of Growth and Development

Kelly Ramirez | Vice President of Marketing and Communications

Zeke Smith | Vice President of Programs

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



“Few organizations are as well poised with great relationships, systems-level thinking and experts in various arenas—now linking the policy world, procurement strategy, and leadership building in school food—to make scaled change.

Many partners have been working on these issues for a long time and moving the ball down the field in meaningful ways. For FoodCorps to catalyze, strengthen, and connect that work could be transformational.”

— Aliya Hussaini, M.D., Michael and Susan Dell Foundation

Our Finances

STATEMENT OF FINANCIAL POSITION

ASSETS

Current Assets:

Checking and Savings	\$4,031,726
Accounts Receivable	\$5,240,691
Other Current Assets	\$427,409

Fixed Assets \$100,642

Other Assets \$62,631

Total Assets **\$9,863,100**

LIABILITIES AND NET ASSETS

Liabilities:

Accounts Payable	\$68,523
Credit Card Charges	\$98,150
Other Current Liabilities	\$546,266

Total Liabilities: **\$712,939**

Net Assets:

Temporarily Restricted	\$5,930,075
Income and Unrestricted	\$3,220,085

Total Net Assets: **\$9,150,160**

Total Liabilities and Equity: **\$9,863,099**

STATEMENT OF ACTIVITIES

REVENUE

Corporate	\$3,920,081
Foundation	\$4,660,805
Government	\$2,414,569
Individual	\$3,315,690
Program Service Fees	\$1,562,988
Other (in kind, special events)	\$109,127

Total Revenues **\$15,983,260**

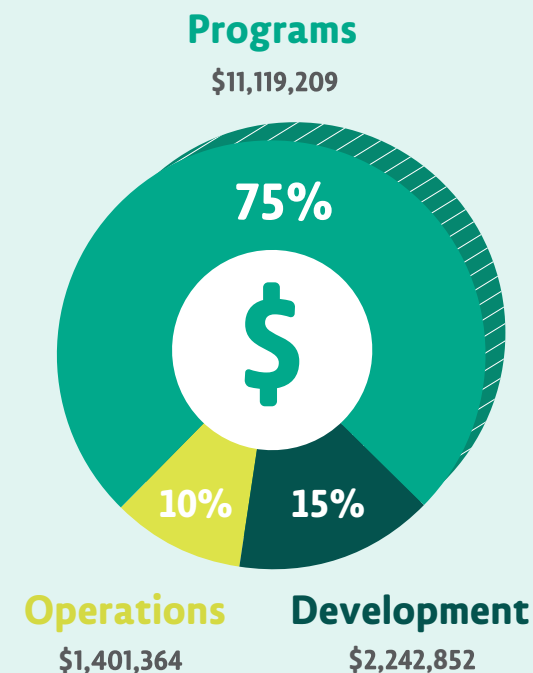
EXPENSES

Service Member Stipends and Benefits	\$4,657,107
Staff and Fellow Salaries and Benefits	\$6,839,593
Contract Services	\$990,089
Marketing and Communications	\$42,973
Nonpersonnel Expenses	\$485,853
Facilities and Equipment	\$423,103
Travel and Meetings	\$91,969
Other Expenses	\$1,232,739

Total Expenses **\$14,763,425**

Net Income **\$1,219,835**

EXPENSES BY DEPARTMENT



Note: These are the unaudited financials for the 12-month period from August 1, 2017, to July 31, 2018. Total revenue reflects unrestricted revenue and revenue released from restriction.

Get Involved

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

FUEL US

Set up a monthly donation

JOIN US

Find volunteer opportunities
in your community

AMPLIFY US

Sign up for (and share!) our newsletter,
and connect with us @FoodCorps:



View our annual report online at
[foodcorps.org/2018report](https://www.foodcorps.org/2018report)



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*“Teaching children to grow and
prepare their own food is empowering.
Teaching them that these things can be
done within their own neighborhoods,
with their families, is even more
important.”*

— Ellie Doyle, serving in Boston, MA

