PARTNER AGENCY NEWSLETTER

UPCOMING EVENTS

JANUARY

Monday, January 1st
SAFB Closed

*HAPPY NEW YEAR*

Monday, January 21st
SAFB Closed
MLK Day

Wednesday, January 23rd
Orientation, Food In / Food Out
9:00am to 11:00am

Tuesday, January 29th
SAFB Closed For Inventory
No Pick-ups, No Shopping, No Deliveries

Wednesday, January 30th
SAFB Closed For Inventory
No Pick-ups, No Shopping, No Deliveries

Thursday, January 31st
SAFB Closed For Inventory
No Pick-ups, No Shopping, No Deliveries

FEBRUARY

Friday, February 1st
Agency Express Training
9:00am to 10:30am

Tuesday, February 12th
Food Handlers
9:00am to 2:00pm
$10.00 Per Person

Monday, February 18th
SAFB Closed
President’s Day

Tuesday, February 19th
Orientation, Food In / Food Out
9:00am to 11:00am

Thursday, February 21st
Grant Writing Training
2:00pm to 3:00pm
QUOTE OF THE MONTH

"Wherever there is a human being, there is a chance for kindness."

~ Seenca

TIP OF THE MONTH

Why January Is the Most Important Time for Donor Retention...

Think of all the first-time donors you gained last year, especially those won through your end-of-year campaign. According to current donor attrition trends, 81 percent of new donors will not give again. All those supporters you worked so hard to attract and convert can easily disappear. And that leaves you back at square one, starting the whole process over.

**Thank Them** As with any fundraising campaign, donors to your Giving Tuesday and year-end campaigns should receive a heartfelt “thank you,” followed by campaign results and impact. But January isn’t a time to just follow up with December donors—it’s the time to thank ANYONE who donated in the past year.

**Send Them Great Content** Impact stories are a great way to provide follow up that incentivizes continued action. This should be a normal part of your communication with donors. It shows them how their gift has gone on to make real change for your cause.

**Promote Monthly Giving** One way to make sure a donor keeps giving is to get them to commit to a monthly donation. For example, someone who first makes a $25 donation might commit to $5 a month. A year later, they have given more than double their original sum. Classy’s own analysis shows that the average recurring donation is $37 and the median is $25. Through survival analysis, we were able to determine that over 75 percent of recurring givers continue their giving plans for at least six months and many continue to give for years.

**Reengage with Upcoming Initiatives** Along with promoting the option to give monthly, keep your new and old donors in the loop for what’s next at your organization. While you don’t want to send another appeal right after saying “thank you,” you can let donors know about an upcoming event or milestone.

Maybe it’s sending out a save-the-date email for your run/walk in April, or perhaps it’s your upcoming 10th anniversary celebration. The point is to plant the seeds for future involvement. This keeps your organization top-of-mind and gives an impression of continual progress, but not necessarily continual appeals. It’s also a good idea to inform donors about your peer-to-peer fundraising options. They may have a birthday coming up or be interested in running a marathon for charity this summer. Offer an example fundraising page to show how it’s done.
We wanted to thank all of our partner agencies!!! The SAFB is truly blessed with the best Hunger Fighters in our 16 county service area. It is never an easy job to highlight just one person.

Our January Highlight is....

Ralph Clark with St. Vincent De Paul, Prince of Peace!!

Ralph is a volunteer and does not have the word “NO” in his vocabulary. He has a giving spirit and the volunteers behind him to make mountains move.

Ralph is usually here at the Food Bank twice a day to combat hunger. With Ralph leading the charge, SVDP has moved over 190,000lbs of food since October of 2017!!

Thank you Ralph for being such a dedicated Hunger Fighter!!
INFORMATION STATION

New Year's Special

Pick-up Special
Pick up at least 6 pallets (bread, produce, dairy and other frozen product)
And receive a pallet of Protein (assorted Chicken/Beef/Pork) at $.03 a lb

Delivery Special 1 (1pm-3pm delivery)
Receive at least 8-11 pallets (bread, produce, dairy and other frozen product) And receive a pallet of Protein at $.07 a lb

Delivery Special 2 (1pm-3pm delivery)
Receive at least 22 pallets (bread, produce, dairy and other frozen product) And receive 2 pallets of Protein at $.05 a lb

Schedule Your Pick up or Delivery by Email
Include Contact, account number and type of Special
Chris Muniz cmuniz@safoodbank.org and
Katie Martinez kmartinez@safoodbank.org
Adriana’s Corner

Did the Food Bank receive my order?

When placing your order, the most important step is making sure you “Submit Cart.” The Food Bank will not receive your order until you select “Submit Cart”. You can confirm that you’ve submitted your cart two ways:

1) Go to the “Check Out” Section. If you have items pending here, you have not submitted your cart, because when you submit cart the cart will clear out to be ready for your next order.

2) Go to the “Order Management” section. This section will show old invoices as well as anything new that you just submitted. Any new orders will show up with a status of “New”, “Sent to Food Bank” or “Acknowledged”. If the status is “Draft” then you did NOT submit your order, and the Food Bank have not received the order. Go back to the “Check Out” section to submit the order.

If you need a refresher on how to use the online ordering system, please check out the Quick Guide under Agency Express Links on our website or sign up for the training class held: San Antonio Food Bank 9:00am-10:30am.

Friday, February 01, 2019
Wednesday, May 01, 2019
Thursday, August 01, 2019
Friday, November 01, 2019

RSVP:  https://safoodbank.wufoo.com/forms/z1ns7f7f0ms17da/
The drive in displayed a beautiful sunrise and a scene of a new day in our city. December 20th, was a day that displayed an end to a long process. The President signed the Farm Bill.

FANO CEO – Claire Babineaux-Fontenot released a statement that included:

“Over the past two years, Feeding America has advocated for a strong Farm Bill that protects and strengthens federal nutrition programs, particularly SNAP and TEFAP. Our goals going into the 2018 Farm Bill seemed challenging to meet: protect access and funding for SNAP and secure an increase in TEFAP funding.”

“Thanks to your tireless advocacy, we were able to achieve those goals. This achievement is all the more astonishing when judged against the polarizing climate in Congress. Hunger is not a partisan issue, but it can certainly feel that way when faced with multiple proposals to cut funding for programs that millions of food insecure individuals need every day.”

So, my note to all of you is “thank you” for your role in Fighting Hunger in SW Texas on behalf of those who struggle. Our clients might feel at times like they don’t see a beautiful sunrise when they wake up in the morning... they might only see the plight ahead trying to make ends meet. Your work is critical in helping our clients see hope - a new day filled with new horizons!

By, Mario Obledo, Jr.
Chief of Government & Public Affairs