

FeedMore why

annual report 2021





a message from our board chair and president & CEO

Dear Friends of FeedMore WNY,

As we reflect on this past year, we cannot help but be overwhelmed with gratitude – gratitude for you.

We're grateful for our donors, whose food and fund contributions help nourish children, families and older adults throughout our four-county service area. We're grateful for our corps of volunteers who serve our neighbors in need with boundless compassion, providing dignity and offering hope. We're also very grateful to our Board of Directors, Community Ambassador Council and countless community partners who work tirelessly to uphold our mission.

Together in 2021, we navigated the ongoing challenges of the pandemic. While federal relief packages helped to shorten the line for food assistance, a tremendous need remains. In 2021, FeedMore WNY distributed enough food through its feeding programs to provide more than 12.8 million meals throughout Cattaraugus, Chautauqua, Erie and Niagara counties.

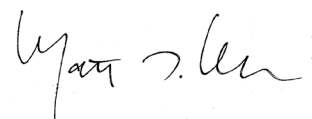
We also continued to tackle hunger at its root through innovative programming. We held our first full year of RISE workforce development training, helping individuals with high barriers to employment launch successful careers and achieve self-sufficiency. We acquired a second hydroponic container farm to grow more fruits and vegetables year round. Using food as medicine, we partnered with Catholic Health and D'Youville University to open our Food Pharmacy. We also launched our Farm Market, which offers low-cost fruits and vegetables in areas where fresh produce is hard to find.

Thank you for support. Your partnership nourishes our neighbors today while we work toward a tomorrow that is full of hope.

Sincerely,



Tara A. Ellis
President and CEO



Matt McAfee
Board Chair
M&T Bank



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Lamont Williams
Second Vice Chair

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Kristen Hanson
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CAC Co-Chair

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CAC Co-Chair

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Amanda Paul
Kathy Pilarski
Rosa Pizzi
Fred Turner
Marlene Wakefield
Amanda Westley

addressing the root causes of hunger

expanding services and introducing new programs

FeedMore WNY is committed to finding new, innovative solutions to shorten the line for food assistance.

Our RISE, Food Farmacy and Farm Market programs are some of the ways we are working to solve food inequity.



fresh food on the move.

In January 2021, FeedMore WNY launched its **Farm Market** to provide community members with high-quality produce at extremely affordable costs. The mobile trucks travel to areas where fresh fruits and vegetables are hard to access. The Farm Market offers a variety of produce grown by local farmers and sourced by area wholesalers. Some of the food even comes from FeedMore WNY's own Community Garden and Rooting For Our Neighbors container farms!

In addition to improving access to fresh fruits and vegetables, FeedMore WNY also uses the Farm Market to help promote nutrition education and tips for healthy cooking. Our SNAP Outreach Coordinator often attends Farm Market stops to help eligible food-insecure neighbors sign up for SNAP benefits.

food as medicine.

In October 2021, FeedMore WNY partnered with Catholic Health and D'Youville University to open the **Food Pharmacy**. Thanks to this innovative collaboration, patients of Sisters Health Center D'Youville, D'Youville students and West Buffalo residents have access to free, nutritious food through FeedMore WNY's pantry located at D'Youville's Health Professions Hub.

Patients who are referred to the program, as well as any community member who wants to participate, work with a FeedMore WNY dietitian to receive nutrition education and regular health assessments to achieve desired outcomes.

FeedMore WNY is proud to be a part of this holistic approach to fighting hunger and improving health.



“The Food Pharmacy helps me get staples, and I have been able to try new foods because of the Food Pharmacy. Not only has my food education broadened, but I have been able to save money and eat healthier.”

- Sydney

D'Youville student and
Food Pharmacy participant



embracing agricultural innovation to feed our neighbors.

Our **Rooting for Our Neighbors** hydroponic growing program completed its first full year of production in 2021. Through this initiative, FeedMore WNY is able to grow produce in an indoor, sunless and pesticide-free environment. Funded by the New York Power Authority's (NYPA) Environmental Justice Program and led by the Electric Power Research Institute (EPRI), our container farm produced only kale for the first year to study the efficacy of the indoor growing method. More than 800 pounds of kale was successfully harvested and delivered to food insecure neighbors.

As a result of a \$100,000 award from the 21st Century Fund - a fund of the Community Foundation of Greater Buffalo - FeedMore WNY acquired a second container farm in December 2021. Through the two container farms, FeedMore WNY has expanded to grow other produce including Swiss chard, bok choy, and even edible flowers.





one year of creating opportunities.

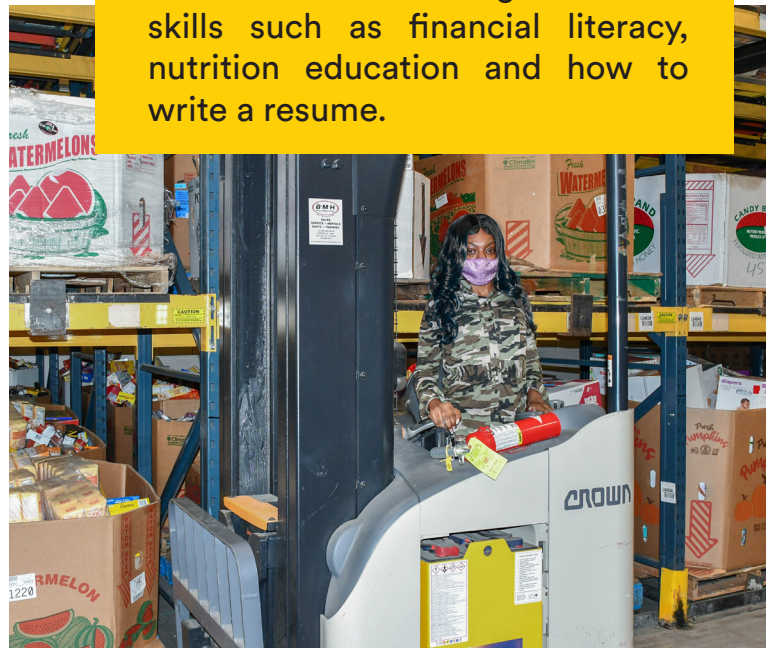
After an initial pilot class in 2020, Our **Readying Individuals for Success and Employment (RISE)** workforce development initiative held three 10-week training programs for individuals with high barriers to employment. Such barriers included previous justice involvement, substance abuse, low socioeconomic status and limited opportunities while seeking asylum status.

Classes were kept small due to the pandemic and space constraints. A total of 10 students graduated from the program in 2021, with 100 percent obtaining job offers following graduation.

Students received warehouse and logistics training and graduate with nationally recognized certifications through the Manufacturing Skill Standards Council allowing them to be employed anywhere in the U.S. Students also gained soft skills such as financial literacy, nutrition education and how to write a resume.

“It’s exciting to know that I will have a career and will be making enough money to take care of my family.”

- CherRita Ross
2021 RISE graduate



food bank distribution network

FeedMore WNY delivers a variety of healthy food items directly to our hunger-relief partners throughout our four-county service area. These partners include food pantries, soup kitchens, shelters and group homes, which open their doors to feed community members in need. We also distribute food through our other feeding programs, including our Mobile Food Pantry, Backpack Program and high school and college pantries.



In 2021, FeedMore WNY distributed more than **13.7 million pounds of food** through our **396 hunger-relief partners** and programs in our food bank network to feed our food-insecure neighbors throughout Western New York.

Nearly **2.3 million pounds of food recovered** through our Retail Partnership Program, helping to feed hungry neighbors instead of winding up in landfills.

Nearly **54,000 bags of kid-friendly food delivered** to hungry children through our Backpack Program, filling bellies and feeding young minds.

More than **2.4 million pounds of food distributed** through our Mobile Food Pantry, including fresh fruits, vegetables and dairy items.

prepared meal services

Made fresh each day in our commissary, our prepared meals provide nourishment to our aging and homebound neighbors, helping them stay healthy and independent.

In 2021, we delivered meals to **4,742 neighbors in Erie and Niagara counties through our home-delivered meals program**, as well as **another 2,000 mobile seniors in Erie County through our community dining services.**



FeedMore WNY also is proud to provide nutritious and delicious meals to neighboring Meals on Wheels programs, area non-profits, recently discharged hospital patients and even students of our RISE workforce development program.

prepared meal counts in 2021

Home-Delivered Meals Erie County	975,576
Home-Delivered Meals Niagara County	177,741
Community Dining Meals Erie County	167,302
Other Meals, Unclassified	43,846
People Inc.	6,591
Western New York Integrated Care Collaborative	5,470
Amherst Meals on Wheels	4,990
Hamburg Adult Day	4,845
Matt Urban Hope Center	2,980
Dunkirk Fredonia	2,050
RISE program	196
Buffalo City Mission	35
Total	1,391,622



volunteer impact

FeedMore WNY volunteers are the beating heart of our mission. Every day, our dedicated volunteers help fill bellies and change lives through selfless acts of compassion.

In 2021, **3,740 volunteers** donated nearly **108,300 hours** to serve our neighbors in need, equating to more than **\$3 million in value** to our organization.

FeedMore WNY volunteers deliver prepared meals to homebound neighbors, sort and pack food donations, distribute food through our Mobile Food Pantry program, tend and harvest produce in our Community Garden, provide critical assistance at fundraisers and food drives, perform administrative duties in our offices, create greeting cards to spark joy for our community members in need of hope and place companion calls to our most isolated clients.

We are profoundly grateful for the steadfast support of our volunteers.



“It’s not just the people that we are delivering the meal to that appreciate it; their family members appreciate it too. They know someone is checking in on their loved ones when the meals are getting delivered, so it gives them a little piece of mind.”

- Shirley Hedges, volunteer

consolidated financial statement (2021)

assets

	<u>2021</u>	<u>%</u>
Cash	\$10,544,347	22%
Current Assets	5,134,955	11%
Food Inventory	2,004,666	4%
Fixed Assets	10,034,742	21%
Investments	19,570,410	41%
Long Term Assets	138,548	0%
Total Assets	\$47,427,668	100%

liabilities

Current Liabilities	\$2,929,681	6%
Net Assets	44,497,987	94%
Total Liabilities & Net Assets	\$47,427,668	100%

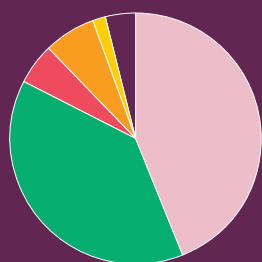
revenue

Government Funding	\$20,225,956	44%
Fundraising Contributions	17,804,773	39%
Private Grants - Restricted	2,459,530	5%
Program Revenue	3,052,202	7%
Client Contributions	861,133	2%
Investment Income	1,677,993	4%
Total Revenue	\$46,081,587	100%

expenses

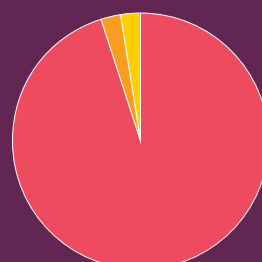
Program Services	\$38,237,334	95%
Management & General	1,011,410	3%
Fundraising	979,382	2%
Total Expenses	\$40,228,126	100%
Change in Net Assets	\$5,853,461	13%
Net Assets - beginning of year	\$38,644,526	87%
Net Assets - end of year	\$44,497,987	100%

where our funding comes from



- government funding - 44%
- fundraising contributions - 39%
- private grants - 5%
- program revenue - 7%
- client contributions - 2%
- investment income - 4%

how we use our resources



- program services - 95%
- management and general - 3%
- fundraising - 2%

our top food donors

We are grateful for the generosity of our partners who help alleviate hunger in Western New York. Our top 20 food and product donors in 2021 included:

Baby2Baby

Bimbo Bakeries USA

BJ's Wholesale Club

C&S Wholesale Grocers

Feeding New York State

General Mills, Inc.

James Desiderio Inc.

Lactalis American Group, Inc.

Mayer Brothers

Refresco North America

Rosina Food Products

Sam's Club

Target

Tops Friendly Markets

Trader Joe's

Upstate Niagara Cooperative, Inc.

US Foods

Walmart

Wegmans Food Markets, Inc.

White Wave Foods, Inc.

major donors in 2021

Corporations, foundations or estates that donated monetary gifts of \$50,000 or more:

Buffalo Bills Foundation

Buffalo News

Erie County Agricultural Society

Estate of Bonnie S. Bruning

Estate of Elizabeth A. Czarnecki

Federal Markets, Inc.

Feeding America

First Niagara Foundation in partnership with KeyBank

HealthNow

M&T Charitable Foundation

Mother Cabrini Health Foundation

SEFCU- State Employees Federal Credit Union

The John R. Oishei Foundation

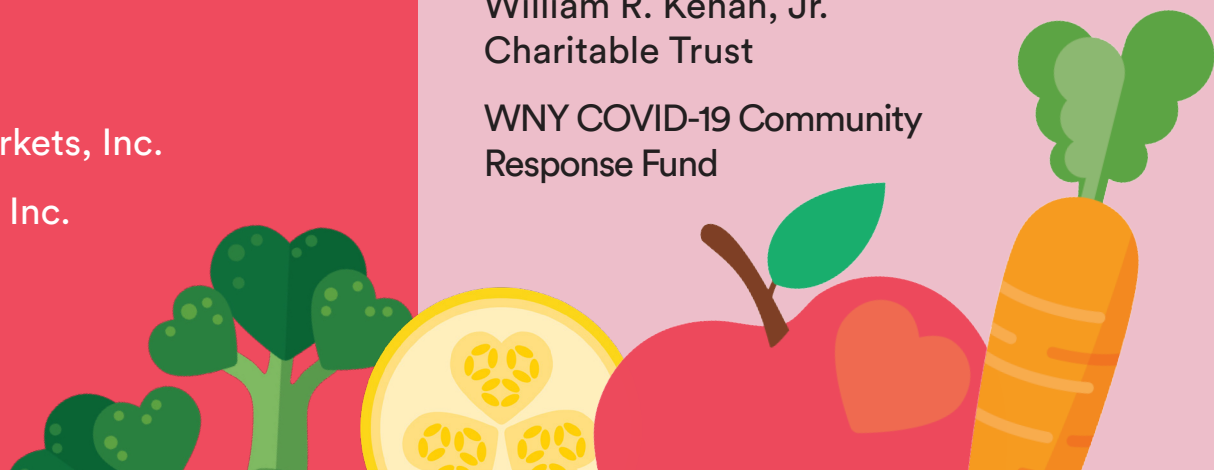
The Marilyn Lichtman Foundation

Tops Friendly Markets

Wegmans

William R. Kenan, Jr.
Charitable Trust

WNY COVID-19 Community
Response Fund



we are **helpful**
we are **inclusive**
we are **compassionate**
we are **innovative**
we are **dependable**
we are **family**

more food. more good.

Thank you for helping us meet **our mission** of offering dignity, hope and a brighter future by providing nutritious food, friendship and skills training to its Western New York neighbors in need.

FeedMore WNY believes that to solve hunger, we must acknowledge that the struggle against hunger, poverty, injustice and hopelessness are one and the same.

Our vision is a future in which all are treated with dignity, food access and equity are recognized as human rights, and every person is empowered to have hope and thrive.



FeedMore
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FEEDING
NEW YORK STATE

iinw
MEALS ON WHEELS
NEW YORK
TOGETHER, WE CAN DELIVER.

MEMBER OF
FEEDING
AMERICA

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2022 MEMBER

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