PURSUING EVERY POSSIBILITY



Serving Cattaraugus, Chautauqua, Erie and Niagara Counties

2015-16 ANNUAL REPORT





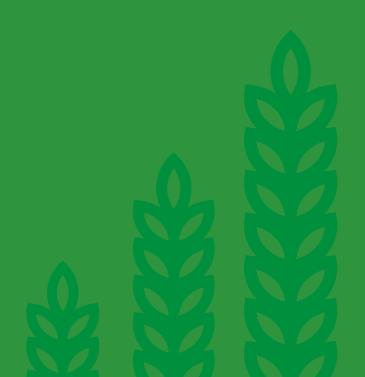
Recognized as



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OUR MISSION:

Obtain nutritious food and support from public and private sources and efficiently distribute these resources to the hungry in Western New York through our member agencies.

OUR VISION:

Respectfully provide food, training, education, and hunger advocacy for our member agencies and their clients.

OUR CORE VALUES:

Integrity

We act with honesty, trust, and openness in all of our relationships. We use our resources wisely and efficiently, frame our decisions and actions around our mission, and are accountable to those we serve for our individual and collective actions.

Collaboration

We believe in the power of community. We collaborate and nurture strong relationships with those who share our vision of providing food, training, education, and hunger advocacy for our member agencies and their clients. We encourage creative solutions and are eager to work with our valued partners to fulfill our mission as a team.

Service

We serve with excellence, compassion, and responsiveness to meet the needs of those who rely on our services within the community. We uphold high standards and train our staff to serve with a positive and friendly attitude.

Respect

We respect the inherent worth and dignity of every person and treat all fairly and with compassion. We value the lives, concerns, and stories of our employees, as well as the people we serve. We encourage diversity of thoughts and ideas and are committed to being approachable and hearing the perspective of others.

BOARD OF DIRECTORS 2015-2016

EXECUTIVE COMMITTEE

Chairperson Emeritus John F. Dunbar, Jr. University at Buffalo School of Management

Chairperson **Tom Berical, CPA** Freed Maxick CPAs, P.C.

Vice Chairperson Michael J. Prendergast M&T Bank

Secretary **Jerry Sheldon** Habitat for Humanity - Buffalo

Treasurer **Kevin Darrington*** Tops Markets, LLC

BOARD MEMBERS

Brian Bocketti Lippes Mathias Wexler Friedman, LLP

Keith Bookbinder Lougen Valenti Bookbinder & Weintraub, LLP

Allen Brown General Mills

Sarah Jane Burke Rich Products

Glenn A. Butler Personal Touch Food Service, Inc.

Martha Buyer, Esq. Law Offices of Martha Buyer, PLLC **David Crisp** O-AT-KA Milk Products Cooperative, Inc.

Eric J. Decker Independent Health

Carol DeNysschen, Ph.D., RD, MPH Buffalo State College

John Eagleton Evans Bank

Stephanie Geter Buffalo State College, Continuing Professional Studies

Vincent O. Hanley Bond, Schoeneck & King, PLLC

William J. Mahoney, Jr. LP Ciminelli

Ramon Morales SEFCU

Michael Nowicki Bank of America

Jamel Perkins Sodexo, Execision Group, Canisius College and StartUp State Ventures

Peter J. Renkas Evans Bank

Scott C. Terhaar ValueCentric LLC

Tim Wangler Wegmans Food Markets, Inc.

FOOD BANK OFFICER

Marylou Borowiak President & CEO Food Bank of WNY

COMMUNITY Advisory council

Jack Barrett Gary Bluestein, Esq. John Canty Phillip Catanese Kevin J. Cavalieri Drew J. Cerza Florence Conti Frank Curci Robert Drago John Jablonski Sr. M. Johnice Mark and Donna Klein Kevin Klotzbach Denny Lynch Anthony D. Mancinelli, Esq. Michael J. Mann, P.E. Ann McCarthy Gerry Murak Bill Shepard Mark Weigel Sr. Mary Anne Weldon Deborah S. Whiting Richard J. Wright, Jr., CPA

HONORARY BOARD

Alan J. Condo Angeline Costner Clem Eckert Marilee Keller Ralph Kushner Kathy Mendez Roger Metzger^{*} Lottie Moore Hank Self Ruth Kahn Stovroff^{*}

*Deceased

"As one of Western New York's 'inner ring' suburbs, we have seen a dramatic increase in families within our community that are struggling to put food on their table daily. We rely even more on the Food Bank of Western New York to assist us in meeting the needs of families that are struggling."

- Kim Reynolds, The Resurrection Life Fellowship Food Pantry, Cheektowaga

GOOD TO GROW

AS THE NUMBER OF INDIVIDUALS WHO RELY ON THE FOOD BANK RISES, SO TOO MUST OUR EFFORTS TO SERVE OUR NEIGHBORS IN NEED.

A MESSAGE FROM OUR BOARD Chairperson And President

On behalf of all of us at the Food Bank of Western New York, thank you for your generous support in the fight against hunger!



Tom Berical *Board Chairperson*

R_

Marylou Borowiak President & CEO

Taylow Borowick

WE ARE HONORED TO SHARE OUR MAJOR ACCOMPLISHMENTS DURING THE PAST FISCAL YEAR WITH OUR DEDICATED PARTNERS WHO HAVE HELPED TO MAKE THEM POSSIBLE.

"If anyone is proof that you can be a hard worker and still not make enough, it's me. Fortunately, I can breathe a little easier knowing that once a month we can visit our local food pantry and stock up on groceries to help us get by."

THE RALPH C. WILSON, JR. Foundation grant

In fall 2015, the Food Bank was awarded a \$500,000 grant from The Ralph C. Wilson, Jr. Foundation to perform critical capital improvements. As a result of the grant, the Food Bank was able to purchase a new refrigerated truck with a lift gate to expand the reach of our Mobile Food Pantry. The new truck will increase our delivery of fresh perishables by more than 600,000 pounds each year. We also purchased new warehouse equipment and an all-wheel-drive staff vehicle to expand our nutrition programs and site visits throughout our fourcounty service area.

Additionally, the grant will soon allow the Food Bank to perform much-needed technology and infrastructure upgrades, including the implementation of a warehouse barcoding system to improve inventory accuracy, the construction of a more efficient racking system, and the renovation of our volunteer sorting area.

CONTINUING TO GROW OUR SERVICES

With the purchase of our new refrigerated truck and through continued collaboration with several of our member agencies, we expanded our Mobile Food Pantry Program to serve a total of 55 agencies. We also added Saturday and evening distributions in order to reach more underserved community members, including working families in need.



This year, we also launched our School Pantry Program, which provides high school students access to nutritious food that can be shared with others in their households. Participating schools host a food pantry within the school building, and discretely allow students to "shop" the pantry for foods. We are currently piloting the program in two Buffalo schools and plan to expand the program to more schools within our service area during the next fiscal year.

ORGANIZATIONAL Achievements

In order to "raise the bar on food safety," Feeding America, the nationwide network of 200 food banks, began requiring its member food banks to undergo a rigorous food safety audit administered by AIB International every two years. We are pleased to announce that in September 2015, the Food Bank performed exceptionally on our full-scale audit, receiving a score of 955 out of a possible 1,000.

In addition to our adherence to the highest standards in food safety, we were also recognized for our sound fiscal management. In June 2016, the Food Bank once again earned the maximum four-star rating from Charity Navigator for our commitment to accountability and transparency.

Your incredible support allows us to provide nutritious food and resources to as many as 129,000 individuals in any given month. Through our network of dedicated member agencies, generous donors, hardworking volunteers, committed Board of Directors, and passionate staff, we are fighting hunger one day at a time!

⁻ Jennifer, mother of four children, client of the Food Bank of Western New York

HUNGER KNOWS NO BOUNDARIES

A CLOSER LOOK AT Hunger in Wny

Every day, thousands of individuals in our cities, suburbs, and rural communities are facing hunger. There are children who arrive at school hungry because their parents cannot afford to feed them breakfast. There are senior citizens on fixed incomes who are forced to choose between buying food or refilling a prescription. There are families working multiple jobs in order to make ends meet but still struggling to put food on the table.

Within our four-county service area, 180,670 people do not have access to enough nutritious food to lead a healthy lifestyle. This represents 13.4% of the population of WNY.

IN ANY GIVEN MONTH, The food bank assists: 129,000 individuals

Including:

45,000 CHILDREN More than 44,000 families Nearly 17,000 Seniors

PERCENTAGE OF PEOPLE LIVING IN POVERTY PER COUNTY

13.6%

28.624 people

NIAGARA COUNTY

Food Bank tractor-trailers deliver product three times per month to the Niagara County Food Distribution Center. From there, our 44 member agencies in the county pick up food to serve families and individuals in need.

ERIE COUNTY

More than 200 member agencies benefit from our direct delivery program in Erie County. Food Bank trucks are dedicated to daily deliveries of food, helping our agencies serve clients more efficiently.

Sources: Feeding America Map the Meal Gap 2016; the New York State Poverty Report 2016, prepared by New York State Community Action Association.



E CATTARAUGUS COUNTY

Food Bank vehicles transport food from our Buffalo warehouse to distribution sites in Delevan, Olean, and Salamanca to serve our 31 member agencies in Cattaraugus County. The agencies, in turn, open their doors to hungry community members.



E CHAUTAUQUA COUNTY

Through our Partners Fighting Hunger Program, local supporters help fund direct delivery through our warehouse in Jamestown to our 45 member agencies in Chautauqua County.

SERVING EVERY CORNER OF EVERY COUNTY

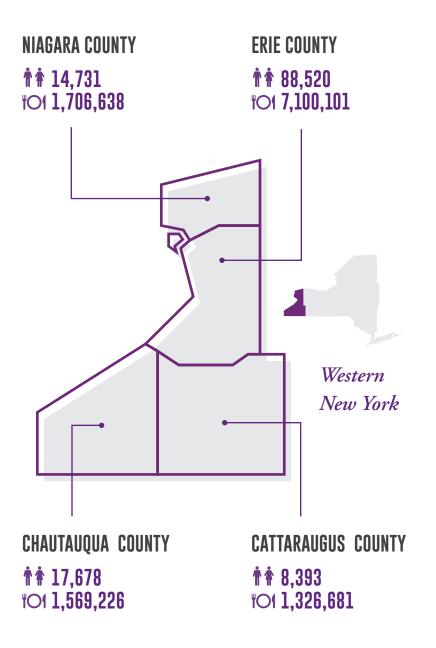
THIS YEAR, 15.1 MILLION POUNDS OF FOOD WERE DISTRIBUTED – EQUIVALENT TO 12.6 MILLION MEALS SERVED. The Food Bank of WNY provides nutritious food and services to 329 member agencies, including food pantries, soup kitchens, shelters, senior centers, after-school programs, and group homes throughout Cattaraugus, Chautauqua, Erie, and Niagara counties.

We are grateful for the generosity of our corporate partners who collectively donated over **6.5 million pounds of food** to help alleviate hunger in Western New York.

OUR TOP FOOD DONORS INCLUDED:

American Sales & Acquisitions BJ's Wholesale Cott Beverage C & S Wholesale Grocers James Desiderio Wholesale Produce General Mills Goya Foods Great Lakes Mayer Bros. Olean Wholesale Grocery Co-Op Inc. Pepsi Bottling Group Ralcorp Holdings Inc. Sonwil Distribution Center Steuben Foods, Inc. Trader Joe's Upstate Niagara Cooperative, Inc. Wal-Mart Wegmans Food Markets Welch Foods, Inc. Western Vegetable Produce Inc. White Wave Foods, Inc.

AMOUNT OF PEOPLE AND MEALS SERVED BY COUNTY



"Among the focus areas of The Ralph C. Wilson, Jr. Foundation are improving quality of life and ensuring healthy lifestyles for those in need. Without access to nutritious food, communities cannot thrive. We are glad to be a part of this important cause."

- Mary Wilson, wife of Ralph C. Wilson, Jr. and Foundation Trustee

8.06 MILLION POUNDS of food donated.

7.95 MILLION POUNDS OF FOOD PURCHASED.

DISTRIBUTION BY Agency type*

FOOD PANTRIES	87 %
YOUTH PROGRAMS	4 %
EMERGENCY SHELTERS	3 %
SOUP KITCHENS	4 %
GROUP HOUSING	1%
OTHER	1%
*Based on pounds of food distributed.	



NUTRITIONAL QUALITY*

FRUITS, VEGETABLES, JUICES	55 %
MEATS, FISH, PROTEIN	18 %
CEREALS, BREADS, GRAINS	12 %
DAIRY	15 %

*Distribution of primary MyPlate food groups.

PROGRAMS WITH A PURPOSE

AS WE PROACTIVELY SEEK OUT NEW OPPORTUNITIES TO SERVE, IT'S REASSURING TO KNOW THAT THESE EFFORTS WILL ALWAYS HAVE THE SUPPORT OF OUR NEIGHBORS IN THE FORM OF SELFLESS VOLUNTEERS AND ENTHUSIASTIC PARTICIPANTS.

PROGRAMS

BABY NEEDS PROGRAM

The Baby Needs Program meets the emergency needs of infants and young children by providing their caretakers with a supply of diapers, infant formula, and baby care products. These items are distributed through 50 emergency food providers that continually serve a high number of families with infants. In 2015-16, **we assisted as many as 4,168 babies** in a month through our member agencies.

BACKPACK PROGRAM

Many children who rely on free or reduced-price school meals may be left without an adequate supply of food on the weekends or holidays when school is closed. The BackPack Program assists these students by providing easily prepared, nutritious food in takehome bags. This program is offered to elementary schools in which at least 50% of students are eligible for free school lunch. During the 2015-16 school year, **more than 1,500 children across 30 schools** in the Food Bank's fourcounty service area participated in the BackPack Program.

"We are honored to partner with the Food Bank to help fight hunger in our community."

- Diane Piegza, Vice President, Investor Relations & Community Affairs, Life Storage

BANKING ON WELLNESS

Banking on Wellness is an exciting exercise and nutrition program that is available – free of charge – to schools, community centers, and youth groups. This program teaches young children about the importance of healthy foods and fitness through three interactive games. Banking on Wellness is a favorite among teachers and children and was **presented to 3,314 participants** in 2015-16.

COMMUNITY GARDEN

Located on the Food Bank's property, this community garden offers 22 adoptable garden beds to income-eligible individuals, families, and groups. Classes are held in the garden on Thursdays and Saturdays throughout the growing season to teach participants about gardening, proper nutrition, and how to prepare and store their harvest. Participants may keep their harvest, trade it with other participants, or donate it back to the Food Bank for use through the Food Bank's Mobile Food Pantry Program. In 2015-16, 50 participants volunteered over 1,300 hours in the garden and harvested 3,000 pounds of fresh produce.

MOBILE FOOD PANTRY PROGRAM

Low-income, food insecure families often lack access to fresh, nutritious food like fruits and vegetables. The Food Bank's Mobile Food Pantry delivers fresh, perishable food items such as produce and low-fat dairy products to those in need throughout our service area. In 2015-16, **nearly 1.7 million pounds of food**, nearly **half** of which were fruits and vegetables, were **delivered to nearly 88,000 individuals** through our Mobile Food Pantry.

GOOD COOKIN'

Through the Food Bank's member agencies, adults of all ages can participate in a free, five-week cooking course in the Food Bank's test kitchen. The program addresses new trends in nutrition and ways to prepare healthy meals. Participants will receive tips about shopping on a budget and will be provided with recipes and ingredients so they can recreate meals at home. In 2015-16, 125 individuals participated in the program.

JUST SAY YES TO FRUITS AND VEGETABLES (JSY)

Just Say Yes to Fruits and Vegetables is a New York State initiative dedicated to improving the health of SNAPeligible populations by promoting the increased consumption of fruits and vegetables through nutrition education workshops and food demonstrations. Each workshop provides practical nutrition information using recipes and cooking demonstrations involving fresh produce. In 2015-16, a total of **299 JSY workshops were conducted,** which provided education to **3,906 individuals.**

KIDS IN THE KITCHEN

Kids in the Kitchen is a hands-on program where children learn about cooking and sound nutrition practices. This five-week course is offered, free of charge, to children ages 7 through 18. Students learn how eating habits affect their health as they prepare simple, nutritious meals and snacks. Children may enroll through schools, youth groups, and the Food Bank's member agencies. **Each year, approximately 60 children participate in this program.**

SCHOOL PANTRY PROGRAM

The School Pantry Program provides high school students access to nutritious food that can be shared with others in their households. Participating schools host a food pantry within the school building and discretely allow students to "shop" the pantry for food. The School Pantry Program was piloted during the 2015-16 school year in two Buffalo charter schools, and **43 families were assisted in its first month.**

MILK COUPON PROGRAM

The Milk Coupon Program is a means of seamlessly supplying fresh milk to those who are low or no income. Coupons are distributed through the Food Bank's member agencies and enable clients to procure half gallons of skim or fat-free milk, obtained from local farms through the Upstate Niagara Cooperative, Inc.

FUNDRAISING



This society is comprised of our supporters who make a lasting commitment to feed the hungry in Western New York by naming the Food Bank as the ultimate beneficiary of a planned gift.



Our Food for Tomorrow Society members in attendance at our summer luncheon.

"I care about those who are hungry. So remembering the Food Bank in my will is a 'no brainer' for me. Why wouldn't I help now and continue to help when I no longer need my money to live on?"

- Marion V. Grimes, Food for Tomorrow Society member



A program that launched in January 2016, Hunger Heroes is made up of nearly 90 dedicated supporters who choose to give to the Food Bank of WNY on a monthly basis to ensure our neighbors receive consistent access to nutritious foods.

THE Financial Report

CHECK OUT HUNGER

\$778,391 RAISED BY DEDICATED SUPERMARKET RETAILERS



AWARDED

"Community Service Award" Buffalo Urban League, November 2015



STATEMENT OF FINANCIAL POSITION

as of June 30, 2016 and 2015

ASSETS	2016	2015
Cash and cash equivalents	\$4,066,494	\$4,294,042
Grants and pledges receivable, net	500,646	417,355
Accounts receivable	56,973	148,531
Prepaid expenses	17,242	31,249
Inventory:		
Donated – in-kind value	983,799	1,259,525
USDA – in-kind value	919,753	372,645
Other	236,324	216,319
Long-term investments	3,133,913	1,531,902
Fixed assets, net	1,149,400	1,102,689
TOTAL ASSETS	\$11,064,544	\$9,374,257

LIABILITIES AND NET ASSETS	2016	2015
Liabilities:		
Accounts payable	\$163,170	\$255,326
Accrued expenses	128,320	112,260
Deferred income	59,098	39,540
Total liabilities	\$350,588	\$407,126
Net Assets:		
Unrestricted:		
Net investment in plant	1,149,400	1,102,689
Designated for agency assistance	432,491	977,465
Designated for plant	408,631	200,846
Designated for endowment	3,133,913	1,531,902
Undesignated	2,778,322	2,747,017
Total unrestricted	7,902,757	6,559,919
Temporarily restricted	2,811,199	2,407,212
Total Net Assets	10,713,956	8,967,131
TOTAL LIABILITIES AND NET ASSETS	\$11,064,544	\$9,374,257



SOURCES OF OUR **COMMUNITY SUPPORT**

AND SPECIAL EVENTS4.8%GENERAL CONTRIBUTIONS10.0%GOVERNMENT GRANTS13.4%
GOVERNMENT GRANTS 13.4%
PRIVATE GRANTS 3.4%
IN-KIND FOOD/
NON-FOOD CONTRIBUTIONS 62.7%
PROGRAM FEES 5.3%
OTHER REVENUE 0.4%



HOW WE USE **OUR RESOURCES**

PROGRAM SERVICES	
FUNDRAISING	
MANAGEMENT & GENERAL	

94% 3% 3%

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

for the years ended June 30, 2016 and 2015

REVENUES, GAINS, AND OTHER SUPPORT	2016	2015
Contributions:		
Fundraising and special events	\$1,238,543	\$1,530,143
General contributions	2,598,732	1,707,144
HPNAP grant	3,083,531	2,383,710
EFSP/FEMA grant	160,513	185,704
Other government grants	259,352	231,540
Private grants	885,869	649,242
In-kind Contributions:		
General	65,414	53,927
Donated food and grocery items	13,695,314	13,182,902
USDA food	2,588,782	2,156,983
Revenues:		
Shared maintenance and AAP fees	795,013	756,307
Program fees	594,325	566,369
Other revenue and reimbursements	27,890	37,742
Investment income	61,757	66,543
Gains on sale of fixed assets	16,500	-
TOTAL REVENUES, GAINS, AND OTHER SUPPORT	\$26,071,535	\$23,508,256

EXPENSES	2016	2015
Management and general	\$1,403,386	\$1,206,249
Program services	5,948,696	5,566,717
Agency assistance program	894,974	805,436
In-kind expenditures	16,077,654	15,766,371
TOTAL EXPENSES	\$24,324,710	\$23,344,773
TOTAL EXPENSES Changes in Net Assets	\$24,324,710 1,746,825	\$23,344,773 163,483
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Please see **www.foodbankwny.org** for the full Audited Statements and other supplementary information that is integral to the financial statements.

EXTRA HELPINGS

NEARLY 3,000 VOLUNTEERS Have dedicated 16,600 Hours of their time and Talents this year!

FUNDRAISING Events

WALK OFF HUNGER

Over 500 walkers enjoyed the 1.9 mile annual walk to benefit the Food Bank of WNY. Supporters raised more than \$80,000 to help local families battling hunger.

FOOD 2 FAMILIES

Tops Markets, WGRZ-TV Channel 2, and Townsquare Media teamed up once again to hold the one-day food and fund drive in December. Over \$172,000 and 130,000 pounds of food were collected at local stores.

SWEET CHARITY

The fan-favorite event, presented by James Desiderio Inc. Wholesale Produce, was sold out again this year with over 800 guests. They enjoyed sweet and savory tastings from area restaurants and wineries and participated in live and silent auctions to raise more than \$138,000 – a record effort!

FILL THE BACKPACK

Over 152,000 pounds of food were collected during this two-week food drive to benefit the BackPack Program. The partnership with Wegmans, WIVB-TV, and CW23 resulted in enough food to provide 30,000 bags for the Fall 2016 school year.

OTHER EVENTS AND FUNDRAISERS SUPPORTING OUR MISSION:

Buffalo Bills Thanksgiving Blitz Buffalo Sabres Food & Fund Drives Carubba Collision Golf Outing Doyle Hose Co. #2 Food Drive Erie County Fair Food Drive Otto's Karaoke Holiday Party Rock Out Hunger YMCA Turkey Trot Food Drive ... and so many more!



National Fuel matches turkey donations during Rock Out Hunger event.
BJ's Wholesale Club employees volunteer at one of our member agencies.
Friends Mary Wilson and Mary Owen, trustees of The Ralph C. Wilson, Jr. Foundation, with Marylou Borowiak and our new AWD staff vehicle.
Canisius High School and Nardin Academy students present a generous donation at Food 2 Families.
Sweet Charity Presenting Sponsors Bob and Maria Mercurio, from James Desiderio Wholesale Produce, share a moment with their daughter, Christina.
Sabretooth lends a helping 'pau' during the Buffalo Sabres' Turkeys for Tickets drive.
Our friends at Tyson Foods and Delaware North donate more than 43,000 pounds of protein-rich chicken.
Volunteers at our Motorcycle Run and Rally use spoons to spread hunger awareness.
Walk Off Hunger experienced a record year in 2015, raising more than \$80,000.
Support from corporate donors, including the Joy in Childhood Foundation (formerly The Dunkin' Donuts & Baskin-Robbins Community Foundation), helped launch our School Pantry Program.
Food Bank staff celebrates Hunger Action Month.
Our friends at Gelia Marketing Communications designed the vibrant graphics for our new Mobile Food Pantry truck.

FIGHTING HUNGER ONE DAY AT A TIME

THANKS FOR Joining the Fight!

Every generous dollar you donate helps the Food Bank of WNY distribute approximately six meals to those in need.

We are deeply grateful for your partnership!





Food Bank of WNY 91 Holt Street Buffalo, New York 14206



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www.foodbankwny.org f facebook.com/FoodBankWNY ☑ @FoodBankofWNY Creative donated by: gelia &