



YOUR HANDS, OUR COMMUNITY



**Food Bank
of WNY**

*Serving Cattaraugus, Chautauqua,
Erie and Niagara Counties*

2016-17 ANNUAL REPORT

BOARD OF DIRECTORS

2016-2017

OUR SINCERE THANKS TO MARYLOU BOROWIAK FOR 21 YEARS OF INCREDIBLY COMMITTED SERVICE. AT THIS TIME, WE'RE ALSO EXCITED TO WELCOME OUR NEXT PRESIDENT & CEO TARA A. ELLIS.

EXECUTIVE COMMITTEE

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

Michael J. Mann
Chairperson Emeritus
McMahon & Mann Consulting Engineers, P.C.

Tom Berical, CPA
Past Chairperson, Interim Treasurer
Freed Maxick CPAs, P.C.

Michael J. Prendergast
Chairperson
M&T Bank

Jerry Sheldon
Vice Chairperson
Community Volunteer

Tim Wangler
Secretary
Wegmans Food Markets, Inc.

BOARD MEMBERS

Gary Bluestein, Esq.
Andreozzi Bluestein LLP

Keith Bookbinder
Lougen Valenti Bookbinder & Weintraub LLP

Timothy Boyle
NOCO Energy Corp.

Allen Brown
Amazon

Sarah Jane Burke
Rich Products Corporation

Glenn A. Butler
Personal Touch Food Service, Inc.

Martha Buyer, Esq.
Law Offices of Martha Buyer, PLLC

Eric J. Decker
Independent Health

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

John Eagleton
Steuben Trust Co.

Stephanie Geter
Buffalo State College – Continuing Professional Studies

Vincent O. Hanley
Bond, Schoeneck & King PLLC

William J. Mahoney, Jr.
LP Ciminelli

Karen Merkel
National Fuel

Ramon Morales
SEFCU

Michael Nowicki
Bank of America

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

Peter J. Renkas
Evans Bank

Scott C. Terhaar
ValueCentric LLC

FOOD BANK OFFICER

Marylou Borowiak
President & CEO
Food Bank of WNY

COMMUNITY ADVISORY COUNCIL

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

HONORARY BOARD

Alan J. Condo	Ralph Kushner
Angeline Costner	Kathy Mendez
Clem Eckert	Lottie Moore
Marilee Keller	Hank Self



A MESSAGE FROM OUR BOARD CHAIR

Your hands fill the plates of our neighbors in need.

We know that it takes the support of the community to feed our community. That is why all of us at the Food Bank of WNY are so grateful for our dedicated network of volunteers, donors, Board of Directors, and member agencies who help us fight hunger one day at a time. You are the reason the Food Bank of WNY is able to provide nutritious food to as many as 135,000 individuals in any given month.

There is much to celebrate as we reflect on the accomplishments of the past fiscal year, and we are pleased to highlight some of the achievements that your partnership has made possible.

STRATEGIC INITIATIVES

In June, the Food Bank of WNY unveiled our new Chautauqua County Distribution Center. Located in Falconer, the new distribution center is 5,200 square feet larger than our former Jamestown facility and houses a 450-square-foot walk-in cooler. The spacious cooler will enable the storage and distribution of even more fruits, vegetables, and other perishable products to families in need. The expanded facility will also serve as a disaster-relief hub for the community in the event of an emergency. The Food Bank of WNY also unveiled our new Partners Fighting Hunger Direct Delivery truck, which was generously funded by private foundations throughout the county and corporate partners throughout the region. With these critical improvements, the Food Bank of WNY will be able to meet the increased demand for food throughout the county and better serve the more than 17,000 Chautauqua residents who rely on our services in any given month. Plans are also underway to expand the Direct Delivery Program to Cattaraugus and Niagara counties in the near future.

Our Mobile Food Pantry Program is now supplying more fresh fruits, vegetables, and low-fat dairy items to more community members than ever before, thanks in large part to our new truck. During its first full year on the road, our new Mobile Food Pantry

truck distributed an additional 700,000 pounds of nutritious food to our hungry neighbors in need. The truck, which was funded through a 2015 grant from The Ralph C. Wilson, Jr. Foundation, is also used as an additional resource to pick up more locally donated product and deliver food to non-traditional venues. This enables us to distribute 583,333 more meals while also increasing our efficiency.

The same grant allowed us to improve the efficiency of operations in our warehouse. In April, we successfully deployed our barcoding and scanning system to further advance our inventory speed and accuracy. More racking was also installed in our warehouse, allowing us to accommodate 15 tractor-trailer loads worth of additional food.

A TRANSITION IN LEADERSHIP

With the organization in a strong position and with many of the initiatives from our 2015 Strategic Plan already accomplished, our longtime President & CEO Marylou Borowiak decided the time was right for her to step down in order to spend more time with family and pursue personal goals. On behalf of my fellow Board Members, I want to express our sincere gratitude for all that Marylou has done for our community members in need during her nine years as President & CEO as well as her 12 years serving on our Board of Directors, including her time as Board Chair. We wish her the best of luck in her future endeavors, and we will continue to foster the legacy her leadership has helped the organization build.

As always, we thank you for your continued support and generosity. Together, we are fighting hunger one day at a time!

Sincerely,

Michael J. Prendergast
Board Chairperson



Mobile Food Pantry truck

AS AN EPIDEMIC, HUNGER TAKES FORM IN MANY WAYS.
IT AFFECTS OUR CITIES, SUBURBS, AND RURAL COMMUNITIES.

WITHIN OUR FOUR-COUNTY SERVICE AREA, 178,810 PEOPLE
DO NOT HAVE ACCESS TO ENOUGH NUTRITIOUS FOOD TO LEAD
A HEALTHY LIFESTYLE. THIS REPRESENTS 13.3% OF THE
POPULATION OF WNY.

IN ANY GIVEN MONTH, THE FOOD BANK OF
WNY ASSISTS **135,000 INDIVIDUALS:**

**MORE THAN 55,000
CHILDREN AND INFANTS**

44,000 FAMILIES

NEARLY 16,500 SENIORS

HUNGER HAPPENS HERE.

“Hunger remains a major concern for thousands right here in our community. SEFCU is proud to support the Food Bank of WNY, which not only distributes food to those who are hungry, but also offers programs aimed at educating those who are food insecure, acts as an advocate to raise awareness about hunger, and works tirelessly to fight hunger one day at a time.”

– Michael J. Castellana, President & CEO, SEFCU

THE FOOD BANK OF WNY IS PROUD TO WORK ALONGSIDE
INDIVIDUALS, GROUPS, AND ORGANIZATIONS WHO
RECOGNIZE THAT HUNGER IS A SHARED PROBLEM
REQUIRING A JOINT EFFORT TO RESOLVE.

HONORING OUR DEDICATED VOLUNTEERS & STAFF

Day in and day out, each and every one of our 3,200 wonderful volunteers and dozens of valued staff selflessly dedicate their time and energy to provide for our community. Thank you for lending a hand and helping us fight hunger one day at a time!



Ryan Miller and Amanda Zafor, Leadership Buffalo volunteers



CORPORATE & FOUNDATION SUPPORTERS

This list identifies corporate and foundation supporters that have donated monetary gifts of \$50,000 or more in FY 2016-17.

- | | |
|---------------------------------|--|
| Bank of America* | The John R. Oishei Foundation |
| Buffalo Bills | Tops Friendly Markets |
| Carnahan-Jackson Foundation | United Way |
| HSBC* | Walmart* |
| Ralph C. Wilson, Jr. Foundation | Wegmans Food Markets |
| The Buffalo News Neediest Fund | William R. Kenan, Jr. Charitable Trust |

*Also a Feeding America Corporate Partner

PERCENTAGE OF PEOPLE LIVING IN POVERTY BY COUNTY

**CATTARAUGUS
COUNTY**



18.3%

13,954 people

**CHAUTAUQUA
COUNTY**



18.9%

23,894 people

**ERIE
COUNTY**



15%

134,715 people

**NIAGARA
COUNTY**



13.7%

28,816 people

Sources: Feeding America Map the Meal Gap 2017; New York State Poverty Report 2017 prepared by New York State Community Action Association; FBWNY 2016 Annual Agency & Distribution Statistics



Sue Roseman, N. Collins Food Pantry volunteer



Chris Rogers, Gerard Place staff

WITH YOU IN OUR CORNER,
WE PROVIDE NUTRITIOUS FOOD AND
SERVICES TO 341 MEMBER AGENCIES,
INCLUDING FOOD PANTRIES, SOUP
KITCHENS, SHELTERS, SENIOR
CENTERS, AFTER-SCHOOL PROGRAMS,
AND GROUP HOMES THROUGHOUT
CATTARAUGUS, CHAUTAUQUA, ERIE,
AND NIAGARA COUNTIES.

7.5 MILLION
POUNDS OF FOOD PURCHASED

15.8 MILLION
POUNDS OF FOOD DISTRIBUTED

7.5 MILLION
POUNDS OF FOOD DONATED

12.3 MILLION
MEALS SERVED

“The Food Bank of WNY provides excellent nutrition education programming through its ‘Just Say Yes to Fruits and Vegetables’ classes that our clients love to participate in and we do not have the time or staff to offer.”

– Michael Daloia, Assistant Director, Heart, Love & Soul

THESE FIGURES ARE GREAT, BUT HELPING OUR NEIGHBORS IS BETTER.

WE ARE GRATEFUL FOR THE GENEROSITY OF OUR CORPORATE PARTNERS WHO COLLECTIVELY DONATE
OVER 7.1 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.
Tops Friendly Markets
Trader Joe's
Upstate Niagara Cooperative, Inc.
Walmart
Wegmans Food Markets
Welch Foods, Inc.
White Wave Foods, Inc.

Linda Witte, Olean Food Pantry

NUMBER OF PEOPLE AND MEALS SERVED BY COUNTY

CHAUTAUQUA COUNTY

17,667
1,687,770

CATTARAUGUS COUNTY

8,976
1,291,288

ERIE COUNTY

93,265
7,528,530

NIAGARA COUNTY

15,047
1,809,393



**Distribution of primary MyPlate food groups.*



62% FRUITS, VEGETABLES, JUICES



15% MEATS, FISH, PROTEIN



12% CEREALS, BREADS, GRAINS



11% DAIRY



WE'RE ALL FROM DIFFERENT WALKS OF LIFE. BUT **WHEN WE JOIN TOGETHER, WE'RE ALL CHAMPIONS OF CHANGE.** THANKS FOR GRACIOUSLY GIVING YOUR TIME AND TALENTS TO A VARIETY OF PROGRAMS AND EVENTS THAT HELP FIGHT HUNGER IN THIS COMMUNITY. THESE ARE NEIGHBORS WHO SIMPLY COULDN'T BE REACHED IF IT WEREN'T FOR YOU.

PROGRAMS MADE POSSIBLE BY YOU

"It's not just the good feeling you get. It's the passion and belief in the mission that has motivated me to join the Food for Tomorrow Society. I love knowing that I am helping secure someone's future."

– Carol Palumbo, Food for Tomorrow Society Member

PROGRAMS AND SERVICES

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 47 emergency food providers that continually serve a high number of families with infants. Last year, the Food Bank of WNY assisted as many as **4,516 babies** through all of our member agencies in any given month.

BACKPACK PROGRAM

Many children who rely on free and/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 them with nutritious, easy-to-prepare food in take-home bags each Friday throughout the school year. This program is offered to elementary schools in which at least 50% of students are eligible for free school lunch. A total of **2,690 children** in **41 schools** throughout the Food Bank of WNY's four-county service area participated in the Backpack Program during the 2016-2017 school year.

JUST SAY YES TO FRUITS AND VEGETABLES

Through this New York State initiative, our nutritionists work to improve the health of our food-insecure neighbors by promoting the increased consumption of fruits and vegetables through workshops and recipe demonstrations. JSY helps participants choose more nutritious food, make the most of their food budgets, and prepare food in a safe manner. During the summer, JSY nutritionists also hold workshops at area farmers markets located in low-income communities. Last year, a total of **323 JSY workshops** were conducted, providing education to more than **4,250 individuals**.



Carmen and Destinie Morales, Walk Off Hunger participants

EFFORTS

MOBILE FOOD PANTRY

Many of our member agencies do not have enough refrigerator and freezer space to store large amounts of produce and other perishable foods for an extended period of time. The Food Bank of WNY's Mobile Food Pantry Program delivers fresh, perishable food items such as fruits, vegetables, and low-fat dairy products directly to those in need throughout our service area. Last year, the Mobile Food Pantry distributed more than **2 million pounds of food** to more than **100,000 individuals**. More than half of the food distributed through the Mobile Food Pantry Program was produce.

PARTNERS FIGHTING HUNGER IN CHAUTAUQUA COUNTY

Food provided by the Food Bank of WNY to member agencies located in Chautauqua County is directly delivered to them through the Partners Fighting Hunger Program. Each week, product from the Food Bank of WNY's headquarters in Buffalo is delivered to our Chautauqua County warehouse in Falconer. The food is then distributed by the Partners Fighting Hunger truck to 50 Chautauqua County agencies. This program is sustained by private foundations within Chautauqua County and the Food Bank of WNY's corporate partners throughout the region.

ADDITIONAL PROGRAMS AND SERVICES

Agency Assistance Program
Banking on Wellness
Community Garden
Erie County Direct Delivery Program
Food Safety Training
Good Cookin'
Kids in the Kitchen
Milk Coupon Program

WALK OFF HUNGER

More than 650 individuals participated in the 1.9 mile annual walk and festival presented by Life Storage. Supporters raised funds that helped provide more than **492,000 meals** to help feed hungry local families.

FOOD 2 FAMILIES

Tops Friendly Markets, WGRZ-TV Channel 2, and Townsquare Media teamed up once again to hold the holiday food and fund drive in December. Nearly **996,000 meals** and a record-breaking **185,000 pounds of food** were collected at local Tops Friendly Markets.

SWEET CHARITY

The fan-favorite event, presented by James Desiderio Wholesale Produce, raised funds that helped provide a record-breaking **930,000 meals** for our hungry community members. Guests enjoyed sweet and savory tastings from area restaurants, wineries, breweries, and distilleries, and participated in live and silent auctions.

OTHER EVENTS AND FUNDRAISERS SUPPORTING OUR MISSION

97 Rock's Operation: Rock Out Hunger
Buffalo Bills Thanksgiving Blitz
Carubba Collision Golf Outing
Erie County Fair Food Drive
Motorcycle Run & Rally
Wegmans Fill the Backpack
... and so many more!



Hunger Heroes is made up of over 100 dedicated supporters who choose to give to the Food Bank of WNY on a monthly basis to ensure our neighbors get consistent access to nutritious foods.



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 of WNY as the ultimate beneficiary of a planned gift.

LIST OF MEMBERS (Through June 2017)

Anonymous
James and Sue Billoni
Anne A. Bird
Darrell and Marylou Borowiak
Glenn A. Butler
Drew and Jodi Cerza
Martin and Christa DiPizio
John and Terri Dunbar
Clem and Anne Eckert
Robert S. Gacek
Marion V. Grimes
Justin Guerin
John M. Jablonski
Marilee Keller
Michael and Judith Mann
Anne Matjeka
Gary Maybach Sr.
Polla Milligan
Martin and Carol Palumbo
Keith J. and Celia* Parwulski
Martha Reddout
Russell J. Salvatore
J. Milton (Zeke)* and Amy Zeckhauser

*Deceased



Hall of Fame Quarterback Jim Kelly with Food Bank of WNY staff - Catherine Shick, Marylou Borowiak and Jennifer Meegan

THE FINANCIAL REPORT

“I know what it’s like to be hungry. Money was tight when I was growing up, and there were days when my mother would go without eating to make sure us kids had enough food. When I joined the Hunger Heroes Club, it felt like I was making a promise to better my community – without having to break the bank. Best of all, I love that my monthly gift helps feed hungry families right here in Western New York.”

– Anne Marie Redfern,
Hunger Heroes Club member

STATEMENT OF FINANCIAL POSITION

as of June 30, 2017 and 2016

ASSETS	2017	2016
Current Assets:		
Cash	\$3,685,468	\$4,066,494
Prepaid expenses	21,749	17,242
Accounts receivable	56,474	56,973
Grants and pledges receivable, net	597,837	500,646
Inventory:		
Donated – in-kind value	639,986	983,799
USDA – in-kind value	499,053	919,753
Other	438,646	236,324
TOTAL CURRENT ASSETS	5,939,213	6,781,231
Long-Term Investments	4,002,102	3,133,913
Fixed Assets, Net	1,362,955	1,149,400
TOTAL	\$11,304,270	\$11,064,544
LIABILITIES AND NET ASSETS	2017	2016
Current Liabilities:		
Accounts payable	\$113,729	\$163,170
Accrued expenses	141,631	128,320
Deferred income	51,053	59,098
TOTAL CURRENT LIABILITIES	306,413	350,588
Net Assets:		
Without donor restrictions	8,936,350	7,902,757
With donor restrictions	2,061,507	2,811,199
TOTAL NET ASSETS	10,997,857	10,713,956
TOTAL	\$11,304,270	\$11,064,544

CHECK OUT HUNGER

\$774,706

RAISED BY DEDICATED
SUPERMARKET RETAILERS

Wegmans

DASH'S
MARKET

 **Lexington**
CO-OPERATIVE MARKET

 **PREMIER**
Enjoy the Wine!



PRICE/RITE

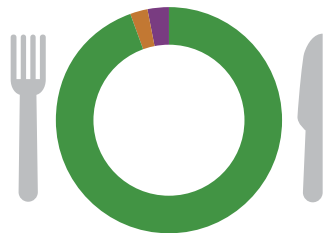


TOPS
Friendly Markets



SOURCES OF OUR COMMUNITY SUPPORT

FUNDRAISING AND SPECIAL EVENTS	5.1%
GENERAL CONTRIBUTIONS	8.3%
GOVERNMENT GRANTS	14.4%
PRIVATE GRANTS	3.3%
IN-KIND FOOD/ NON-FOOD CONTRIBUTIONS	62.0%
PROGRAM FEES	5.4%
OTHER REVENUE	1.5%



HOW WE USE OUR RESOURCES

PROGRAM SERVICES	94.3%
FUNDRAISING	3.0%
MANAGEMENT & GENERAL	2.7%

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

for the years ended June 30, 2017 and 2016

REVENUES, GAINS, AND OTHER SUPPORT	2017	2016
Contributions:		
Fundraising and special events	\$1,259,964	\$1,238,543
General contributions	2,046,982	2,598,732
HPNAP grant	3,091,769	3,083,531
EFSP/FEMA grant	226,292	160,513
Other government grants	224,070	259,352
Private grants	798,803	885,869
In-kind Contributions:		
General	29,812	65,414
Donated food and grocery items	12,495,184	13,695,314
USDA food	2,741,460	2,588,782
Revenues:		
Shared maintenance and AAP fees	762,340	795,013
Program fees	573,941	594,325
Other revenue and reimbursements	16,764	27,890
Investment income	343,190	61,757
Gains on sale of fixed assets	–	16,500
TOTAL REVENUES, GAINS, AND OTHER SUPPORT	24,610,571	26,071,535

EXPENSES	2017	2016
Program services	22,981,886	22,856,385
Management and general	696,954	739,484
Fundraising	647,830	728,841
TOTAL EXPENSES	24,326,670	24,324,710
Changes in Net Assets	283,901	1,746,825
Net Assets, Beginning of Year	10,713,956	8,967,131
NET ASSETS, END OF YEAR	\$10,997,857	\$10,713,956

Please see www.foodbankwny.org for the full Audited Statements and other supplementary information that is integral to the financial statements.



The Food Bank of WNY's sound fiscal management practices and commitment to accountability and transparency have once again earned the organization a top 4-star rating from Charity Navigator, America's largest independent charity evaluator. This is the highest possible rating and verifies that Food Bank of WNY exceeds industry standards and outperforms most charities in our area of work.

FIGHTING HUNGER ONE DAY AT A TIME

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.

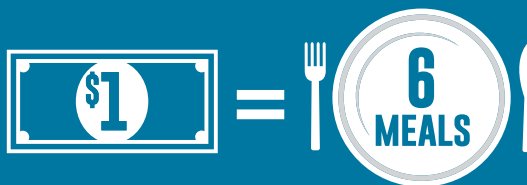
OUR VISION

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

THANK YOU 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!



AWARDS

“Citizen of the Year” Erie-Niagara Chapter of the New York State Society of Professional Engineers, February 2017

“Nonprofit Internship Organization Award” University at Buffalo School of Management, May 2017

“Serving New York Awards” New York State Broadcasters Association, May 2017



**Food Bank
of WNY**

Serving Cattaraugus, Chautauqua,
Erie and Niagara Counties

MEMBER OF
**FEEDING
AMERICA**



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

Phone: (716) 852-1305
Fax: (716) 852-7858
Email: info@foodbankwny.org

www.foodbankwny.org
[facebook.com/FoodBankWNY](https://www.facebook.com/FoodBankWNY)
[@FoodBankofWNY](https://twitter.com/FoodBankofWNY)

Photography donated by:
Tony Lojacono

Creative donated by:

gelia 
MARKETING COMMUNICATIONS
www.gelia.com