

FeedMóre why



2020 annual report

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Kathy Pilarski

Rosa Pizzi

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Maria Scarozza

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Fred Turner

a message from our board chair and president & CEO

Dear Friends of FeedMore WNY,

2020 was an unprecedented year for people in our community, our nation and around the world. This was no exception for FeedMore WNY. After receiving legal approval of the merger of the Food Bank of WNY and Meals on Wheels for Western New York from the New York State Attorney General, FeedMore WNY hit the ground running in January 2020 with the launch of our new brand identity, as well as an expansion of our home-delivered meal program to serve homebound residents throughout Niagara County. FeedMore WNY first began home-delivered meal services in Niagara County in 2019 when we took over services for the former Lockport Meals on Wheels.

While the FeedMore WNY team had planned for a busy year accomplishing several of the alliance goals we set when merging Meals on Wheels and the Food Bank, the explosion of need for food assistance due to the COVID-19 pandemic would shape the course of FeedMore WNY's year for 2020 and beyond. In early March when it became clear that COVID was going to affect Western New York, we immediately mobilized our staff, volunteers and agency partners. FeedMore WNY focused on two major goals: to do everything in our power to ensure no one had to go hungry during the pandemic, and to keep our clients, volunteers, staff and community partners healthy and safe in the process of fighting hunger. **In 2020, FeedMore WNY distributed enough food to provide nearly 16 million meals – an increase of approximately 4 million meals from 2019 – and served 180,880 individuals, which was a 36 percent increase from 2019.** This achievement would not have been possible without the incredible support of our donors, community partners, staff and of course, our volunteers, including our Board of Directors and Community Ambassador Council. In fact, last year, more than 3,000 volunteers contributed **more than 119,000 hours to help FeedMore WNY fulfill its mission.** This service equates to more than \$3.3 million in value to our organization.

Though our time, energy and resources were largely focused on our pandemic response, FeedMore WNY also launched new and innovative programs in 2020 to better serve our neighbors in need. In October 2020, we welcomed our inaugural class for our Reaching Individuals for Success and Employment (RISE) workforce development program. RISE students complete a 10-week course that offers warehouse and logistics training, job readiness skills and additional support services. Students earn their Certified Logistics Associate (CLA) and their Certified Logistics Technician (CLT) through the Manufacturing Skill Standards Council. The students also obtain their OSHA 10-hour general industry completion card in partnership with WNY Council on Occupational Safety and Health, and receive hands-on training and certification to operate forklifts and other material handling equipment in FeedMore WNY's food distribution warehouse in Buffalo.

In November 2020, we unveiled our first Rooting for Our Neighbors container farm. This vertical, indoor hydroponic farm allows FeedMore WNY to grow produce year-round for the benefit of our food-insecure neighbors in need. As a result of our partnership with the New York Power Authority and the Electric Power Research Institute that made the container farm possible, FeedMore WNY is growing kale exclusively for the first year to aid EPRI in its research regarding optimum growing in a container farm environment. FeedMore WNY is acquiring a second container farm thanks to a grant from the 21st Century Fund.

While there are many successes to celebrate, there is more work to be done. The need for food assistance continues to remain high, and hunger leaders throughout the nation anticipate the increased food insecurity rates to endure for the next five to seven years. FeedMore WNY is committed to continuing to grow our programs and finding innovative solutions to provide more food and more good to our community. We are grateful for your continued support as we offer dignity, hope and a brighter future to our Western New York neighbors in need.

Sincerely,



A handwritten signature in blue ink, appearing to read "Jerry Sheldon".

Jerry Sheldon
Board Chairperson
Serving from February 2019 - June 2021



A handwritten signature in blue ink, appearing to read "Tara A. Ellis".

Tara A. Ellis
President & CEO

more bellies full.

2020 by the numbers



FeedMore WNY partnered with **381 hunger-relief agencies and programs** in Chautauqua, Cattaraugus, Erie and Niagara counties. This includes food pantries, soup kitchens, shelters, home-delivered meal sites and community dining sites.



In 2020, FeedMore WNY distributed enough food through all of our feeding programs to provide nearly **16 million meals** to our neighbors in need. This is an increase of nearly **4 million meals** compared to 2019.



In 2020, FeedMore WNY assisted a total of **180,880 individuals** throughout our four-county service area – a **36 percent increase** compared to 2019.

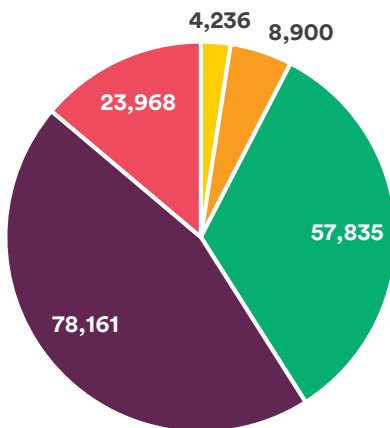
Pictured: FeedMore WNY partnered with Wegmans and Gerard Place for a holiday food distribution for individuals and families in need. From left: Tara A. Ellis, president and CEO of FeedMore WNY; Jen Meegan, agency services manager for FeedMore WNY; Michele Mahaffy, Buffalo consumer affairs manager for Wegmans; and David Zapfel, executive director of Gerard Place.



food bank distribution network

We assisted a total of **173,100 individuals** in 2020, including **70,971 babies and children**, **78,161 adults** and **23,968 seniors**. A total of **54,152 households** were served through our food bank distribution network.

who we served



■ Infants ■ Toddlers ■ Children ■ Adults ■ Seniors

prepared meal services

In 2020, we delivered more than **1.4 million meals** to **5,535 homebound neighbors** in Erie and Niagara counties through our home-delivered meals program and to **2,000 mobile seniors** through our community dining program. We also provided 107,387 meals to other local nonprofits.

meal counts (2020)

	Meals
Home-Delivered Meals Erie County	1,209,073
Home-Delivered Meals Niagara County	138,656
Community Dining Meals	65,444
Amherst Meals on Wheels	4,628
Hamburg Adult Day	3,555
People Inc.	2,909
Buffalo City Mission	28,605
Other Meals, Unclassified	67,690
Total Meals Served	1,520,560

more hands helping.



At FeedMore WNY, our volunteers are the heart of our mission and essential to continuing our critical feeding programs in the community.

In 2020, our dedicated team of more than 3,000 volunteers contributed more than 119,000 hours to help FeedMore WNY - equating to more than \$3.3 million in value to our organization.

Pictured left: FeedMore WNY board and CAC members, volunteers and staff show collected food items at the Spread the Love peanut butter drive at Kleinhans Music Hall in May 2020.

“It’s been a tough, tough year, and delivering meals fulfills that need of connecting with others.”

*-Mari McNeil, home-delivered meal volunteer
(pictured, right)*



Volunteers delivered nourishing meals to our homebound neighbors, sorted and packed food donations in our warehouse, provided critical assistance at Mobile Food Pantry distributions, tended our Community Garden, volunteered at a food drive or special event, performed administrative duties in our offices, as well as placed companion calls and created greeting cards for our most vulnerable community members. We are grateful for their dedication, passion and compassion for our neighbors in need.



In April 2020, FeedMore WNY launched a Companion Call program to help fight loneliness among our home-delivered meal clients during the pandemic. Since many of our clients live alone, companion call volunteers make phone calls to check in on their health and well-being. If a meal recipient is experiencing difficulties, volunteers notify the FeedMore WNY social work and nutrition teams to provide emergency support. In 2020, volunteers made 3,919 companion calls to clients.

Pictured, left: Karin Ziegler, companion call volunteer.

more good growing.

Despite the challenges brought on by the pandemic, FeedMore WNY continued to find new and innovative ways to serve Western New York.



On November 9, 2020, FeedMore WNY cut the ribbon on its first container farm, a special initiative to increase access to fresh, healthy food across Western New York.

The Rooting For Our Neighbors hydroponic farm makes it possible to increase the availability and affordability of fresh fruits and vegetables year-round in areas where they are not readily available. By growing indoors in a controlled, pesticide-free, 'sunless' environment, indoor farming uses far less water and land than conventional farming.

Special thanks to the New York Power Authority (NYPA) and the Electric Power Research Institute (EPRI) for making the farm possible.



Above, from left: Frank Sharp, EPRI principal technical leader; Byron Brown, city of Buffalo mayor; Jerry Sheldon, FeedMore WNY board chair; Lisa Wansley, vice president of environmental justice and sustainability for NYPA; John Koemel, board chair for NYPA; and Tim Kennedy, New York State Senator, cut the ribbon on our first container farm. Pictured, right: Sam Haumesser, FeedMore WNY farm coordinator, tends to seedlings inside the container farm.

In October 2020, we launched our workforce development program, RISE (Readying Individuals for Success and Employment). This free 10-week warehouse and logistics training program provides unemployed and underemployed individuals with hands-on experience and classroom instruction on financial literacy, resume writing, interviewing and more. Graduates of the program receive the following certifications:

- Certified Logistics Associate (CLA) from the Manufacturing Skill Standards Council (MSSC)
- Certified Logistics Technician (CLT) from the Manufacturing Skill Standards Council (MSSC)
- ServSafe Food Handler's training
- OSHA 10-Hour General Industry completion card (in partnership with Western New York Council on Occupational Safety and Health)
- Certification in at least three types of material handling equipment (forklifts, pallet jacks, etc.)

Empowering our neighbors to provide for themselves and their families moves us closer to our shared goal: alleviating hunger in WNY.

Below: Carl Bounds and David Stockburger, graduates from the inaugural RISE cohort (pictured center-left and center-right, respectively), stand with FeedMore WNY's Glenn Hermann, logistics manager, and Shaun Woods, warehouse manager, at the first RISE graduation event. After successfully completing the program, both Carl and David earned employment positions at FeedMore WNY as warehouse assistants.



more spirits **lifted.**



Rising unemployment, school closures, and an increased burden on social support structures have created an unprecedented need for food assistance in communities across our country.

To combat hunger in our region, FeedMore WNY's pandemic response is providing nutritious food, friendship and skills training to our Western New York neighbors in need.

Pictured, left: Beth Marks, FeedMore WNY volunteer, delivers a nutritious lunch and dinner through our home-delivered meal program. Pictured, below: Ameer Brown, FeedMore WNY food safety compliance coordinator, carries an emergency food box at a contactless distribution.

80,332

BackPacks filled with nutritious, kid-friendly foods were distributed to students and families affected by hunger and school closures.

2,940,084

pounds of food were distributed through mobile food pantry distributions throughout Cattaraugus, Chautauqua, Erie and Niagara counties.

69,044

emergency food boxes were distributed through mobile food pantry distributions and via home delivery.



more hearts warmed.



Pictured, from left: Tara A. Ellis, FeedMore WNY president and CEO, accepts a Food 2 Families donation from Frank Curci, Tops Friendly Markets CEO.

our top food donors

We are grateful for the generosity of our partners who help alleviate hunger in Western New York. Our top food donors in 2020 included:

B.J. Wholesale Club
Bimbo Bakeries USA
Buffalo Bills Football Club
C & S Wholesale Grocers
Conagra Inc.
Feeding America
General Mills, Inc.
James Desiderio Inc.
Latina Food Services
Refresco North America
Sam's Club
Sonwil Distribution Center
Steuben Foods, Inc.
Target
Tops Friendly Markets
Trader Joe's
Upstate Niagara Cooperative Inc.
US Foodservice Buffalo
Walmart
Wegmans
White Wave Foods Inc.

major donors

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

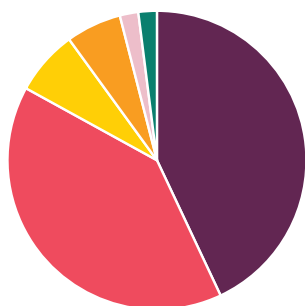
Bank of America
Buffalo Bills Foundation
Buffalo News
Citizens Bank Foundation
Cullen Foundation
Estate of Mili N. Clark
Evans-Devereux Memorial Fund
Feeding America
Foundation 214
Gallogly Family Foundation
George & Marjorie Mansius Charitable Foundation
HealthNow
HSBC
Kohl's Department Store
Kontrodesign Apparel Inc.
Meals on Wheels America
Mr. and Mrs. Mitch Morse
Mother Cabrini Health Foundation
National Fuel Gas Company Foundation
New York State Electric & Gas Corporation
Mr. Paul J. Gerspach
Rich Products Corporation
Score This, Inc.
Share Our Strength
Subaru of America, Inc.
Tops Friendly Markets
Tower Family Fund, Inc.
United Way of Southern Chautauqua County
Univera Healthcare
Wegmans
Western New York Foundation
William R. Kenan, Jr. Charitable Trust
WNY COVID-19 Community Response Fund

consolidated financial information (2020)

	<u>2020</u>	<u>%</u>
assets		
Cash	\$14,106,207	34%
Current Assets	4,046,145	10%
Food Inventory	3,381,940	8%
Fixed Assets	6,747,084	16%
Investments	13,049,030	31%
Long Term Assets	129,253	1%
Total Assets	\$41,459,659	100%
liabilities		
Current Liabilities	2,815,133	7%
Net Assets	38,644,526	93%
Total Liabilities & Net Assets	41,459,659	100%
revenue		
Government Funding	23,849,417	43%
Fundraising Contributions	22,240,528	40%
Private Grants - Restricted	3,910,763	7%
Program Revenue	3,433,596	6%
Client Contributions	935,661	2%
Investment Income	1,340,338	2%
Total Revenue	55,710,303	100%
expenses		
Program Services	39,193,180	93%
Management & General	1,794,579	4%
Fundraising	1,132,452	3%
Total Expenses	42,120,211	100%
Change in Net Assets	13,590,092	35%
Net Assets - beginning of year	25,054,434	65%
Net Assets - end of year	38,644,526	100%

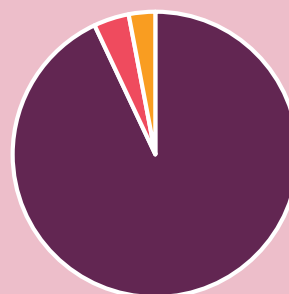


where our funding comes from



Government Funding	43%
Fundraising Contributions	40%
Private Grants - Restricted	7%
Program Revenues	6%
Client Contributions	2%
Investment Income	2%

how we use our resources



Program Services	93%
Management & General	4%
Fundraising	3%

our values:

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

our mission:

FeedMore WNY offers dignity, hope and a brighter future by providing nutritious food, friendship and skills training to our Western New York neighbors in need.

our vision:

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

FEEDING
NEW YORK STATE

MEALS ON WHEELS
NEW YORK
TOGETHER, WE CAN DELIVER.

MEMBER OF
FEEDING
AMERICA

MEALS ON WHEELS AMERICA
2021 MEMBER

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