

# PROVIDING NOURISHMENT, NEIGHBOR TO NEIGHBOR



Food Bank  
of WNY

Serving Cattaraugus, Chautauqua,  
Erie and Niagara Counties

2017-18 ANNUAL REPORT



# BOARD OF DIRECTORS | 2017-2018

## 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.*

Michael J. Prendergast  
*Chairperson*  
*M&T Bank*

Jerry Sheldon  
*Vice Chairperson*  
*Community Volunteer*

Tim Wangler  
*Secretary*  
*Wegmans Food Markets, Inc.*

Tom Berical  
*Treasurer*  
*Freed Maxick CPAs, P.C.*

Steven Jezioro  
*Assistant Treasurer*  
*Rich Products Corporation*

## BOARD MEMBERS

Keith Bookbinder  
*Lougen Valenti Bookbinder*  
*& Weintraub LLP*

Timothy Boyle  
*NOCO Energy Corp.*

Allen Brown  
*Amazon.com, Inc.*

Sarah Jane Burke  
*Rich Products Corporation*

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*Personal Touch Food Service, Inc.*

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*Steuben Trust Company*

Stephanie Geter  
*State University of New York*  
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*Bond, Schoeneck & King PLLC*

Kristen Hanson  
*Tops Markets, LLC*

Karen Merkel  
*National Fuel*

Vincent Miranda  
*Lippes Mathias Wexler Friedman LLP*

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*SEFCU*

Michael Nowicki  
*Bank of America*

Jamel Perkins  
*Sodexo, Execision Group,*  
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Scott C. Terhaar  
*ValueCentric LLC*

## FOOD BANK OFFICER

Tara A. Ellis  
*President & CEO*  
*Food Bank of WNY*

## COMMUNITY ADVISORY COUNCIL

Jack Barrett Kevin Klotzbach

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Martha Buyer William J. Mahoney, Jr.

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Kevin J. Cavalieri Ann McCarthy

Drew J. Cerza Gerry Murak

Florence Conti Peter J. Renkas

David Crisp Bill Shepard

Frank Curci Mark Weigel

John Jablonski Sr. Mary Anne Weldon

Sr. M. Johnice Deborah S. Whiting

Mark and Richard J. Wright, Jr.  
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 PRESIDENT

It has been an incredible year at the Food Bank of WNY, and it is all because of you. Thanks to the efforts of our volunteers, donors, Board of Directors, community partners and member agencies, the Food Bank distributed more than 15 million pounds of food in Fiscal Year 2017-2018.

But your support provides more than food – it enriches lives. Because of you, a family will not have to choose between heating their home or a hot meal. Your support means a senior will not have to forgo life-saving medication in order to afford groceries. Thanks to you, a child will not have to arrive at school with an empty stomach.

While we have much to celebrate, our work is far from complete. One in eight individuals in the Food Bank of WNY's service area is still at risk of hunger. Your ongoing support is critical as we continue our mission to provide nutritious food and support to the hungry in Western New York.

Thank you for helping us give nourishment and hope to our neighbors in need. I look forward to our continued partnership as we build on this year's accomplishments and work toward a hunger-free Western New York.

Sincerely,



Tara A. Ellis  
*President and CEO, Food Bank of WNY*

## A MESSAGE FROM OUR BOARD CHAIRS

On behalf of the Food Bank of WNY's Board of Directors, thank you for your commitment to fight hunger in our community. Your support enables the Food Bank to continue our mission, and we are honored to share some of the accomplishments of our past fiscal year that your partnership made possible.

## NEW LEADERSHIP

In October 2017, we welcomed Tara A. Ellis as the new President and CEO of the Food Bank of WNY. In addition to her passion for assisting our vulnerable community members, Tara brought a wealth of experience to the position. Prior to the Food Bank, Tara served for six years as the President and CEO of both Meals on Wheels for Western New York and the Meals on Wheels Foundation of WNY. The Food Bank has already benefited greatly from Tara's steady and strategic guidance and will only continue to grow under her leadership.

## MEETING OUR AGENCIES' NEEDS

In order to address several of our agencies' critical technology needs, the Food Bank allocated \$75,000 of its Board-designated Agency Assistance Program funds to purchase computers and monitors for 23 of our partner agencies. The new equipment enabled our agencies to enhance their record keeping, place online orders and submit monthly reports electronically. A portion of the \$75,000 also was used to purchase personal care products for clients, at the request of our agencies. Due to consistent demand, the Food Bank regularly will begin offering personal care products in Fiscal Year 2018-2019.

The Food Bank also awarded seed grants funded through New York State's Hunger Prevention and Nutrition Assistance Program to three member agencies. The funding, which totaled \$24,932, allowed two agencies to establish programs that promote increased consumption of fruits and vegetables through community gardens, cooking classes and nutrition education. The third agency will use its funding to expand its food pantry outreach to serve those residing in senior living facilities.

## FEEDING MORE CHILDREN

Thanks to the support of many partners, our Backpack Program continues to grow. During the 2017-2018 school year, the Backpack Program assisted 2,967 students in 46 schools throughout our four-county service area (up from 41 schools in 2016-2017). In order to better serve our partner schools, this year the

Food Bank began prepacking the bags of nutritious food to be distributed through the program. This transition was successful in large part due to our dedicated volunteers who packed approximately 3,000 bags of food each week.

## CATTARAUGUS COUNTY DIRECT DELIVERY

In Fiscal Year 2016-17, the Food Bank of WNY relocated its satellite distribution center in Chautauqua County from a 2,800-square-foot facility to an 8,000-square-foot facility that includes additional dry, refrigerated and frozen storage capacity. This relocation positioned the Food Bank to be able to expand its Direct Delivery Program to Cattaraugus County. In May, the Food Bank unveiled its new 26-foot refrigerated Partners Fighting Hunger Direct Delivery truck to better serve the 34 Cattaraugus County member agencies and distribute more food to people in need throughout the community. This initiative was supported by The John R. Oishei Foundation, National Fuel, Five Star Bank, Tops Friendly Markets, Cummins Inc. Jamestown Engine Plant and the Cattaraugus Region Community Foundation. The Food Bank will expand its Direct Delivery Program to Niagara County by December 2018. This will enable the Food Bank to offer the program to its entire service area.

We are grateful for your continued support and confidence in our mission. Together, we are fighting hunger one day at a time.

Sincerely,



Michael J. Prendergast  
*2017-2018 Board Chair*



Jerry Sheldon  
*2018-2019 Board Chair*



Tara A. Ellis  
*President & CEO*



Michael J. Prendergast  
*2017-2018 Board Chairperson*



Jerry Sheldon  
*2018-2019 Board Chairperson*



# TAKING DOWN HUNGER

FOOD INSECURITY KNOWS NO AGE. HUNGER CAN AFFECT ANYONE, ANYTIME. THE CHILDREN IN OUR FOUR-COUNTY SERVICE AREA ALONE CURRENTLY SUFFER FROM A FOOD INSECURITY RATE OF NEARLY 20%. THAT MEANS 1 IN 5 CHILDREN IN OUR WNY NEIGHBORHOODS IS UNSURE OF HOW AND WHEN THEY'LL BE GETTING THEIR NEXT MEAL. A LACK OF PROPER NUTRITION IN CHILDREN CAN LEAD TO HEALTH PROBLEMS DOWN THE ROAD.

(Source: Feeding America Map the Meal Gap 2018)



Mobile Food Pantry driver Mohammad delivers a pallet of potatoes.



*"The food pantry is a blessing for me while I am looking for work because it supplements the food stamps I receive. This place is a godsend - not just for me, but for lots of people."*

- Tracy, Volunteer and Client, St. Simon's Food Pantry

IN ANY GIVEN MONTH, THE FOOD BANK OF WNY AND ITS AGENCIES ASSIST NEARLY 140,000 INDIVIDUALS, INCLUDING:

MORE THAN  
**45,300**  
HOUSEHOLDS

NEARLY  
**54,500**  
CHILDREN

MORE THAN  
**18,300**  
SENIORS



Bank of America volunteers tend to the Food Bank's Community Garden.

## OUR DEDICATED VOLUNTEERS

We are proud to work alongside a variety of individuals, groups and organizations who recognize that hunger is a serious problem right in our own backyards.

Last year, more than 3,700 Food Bank volunteers donated 14,600 hours to fighting hunger in Western New York. The volunteers who serve our partner agencies donated more than 663,520 hours to feeding our neighbors in need.

We cannot thank these wonderful volunteers enough for helping us fight hunger one day at a time.

## FOOD INSECURITY RATE, BY COUNTY:

(Source: Feeding America Map the Meal Gap 2018)

ERIE COUNTY



**12.7%**

116,680 people

NIAGARA COUNTY



**12%**

25,690 people

CATTARAUGUS COUNTY



**12.5%**

9,830 people

CHAUTAUQUA COUNTY



**12.4%**

16,360 people



Citizens Community Development Corporation volunteers give fresh produce to neighbors in need during a Mobile Food Pantry distribution.

## TOP FINANCIAL SUPPORTERS

Corporations, foundations or estates that donated monetary gifts of \$50,000 or more in Fiscal Year 2017-2018.

- Bank of America\*
- Buffalo Bills
- HSBC\*
- The Buffalo News Neediest Charity Fund
- The Estate of Norman Greenauer
- The John R. Oishei Foundation
- Tops Markets, LLC
- United Way
- Walmart, Inc.\*
- Wegmans Food Markets
- William R. Kenan, Jr. Charitable Trust

\*Via a Feeding America Corporate Partnership



Buffalo Bills players Reid Ferguson and Jordan Mills distribute totes of holiday food donations during the Bills' Annual Thanksgiving Blitz.



# SUPPLYING OUR COMMUNITIES WITH CONTINUED SUSTENANCE

WITH THE HELP OF OUR COMMUNITY, WE ARE ABLE TO PROVIDE NUTRITIOUS FOOD AND SERVICES TO 317 MEMBER AGENCIES LIKE FOOD PANTRIES, SOUP KITCHENS, SHELTERS, SENIOR CENTERS, AFTER-SCHOOL PROGRAMS AND GROUP HOMES THROUGHOUT OUR FOUR-COUNTY SERVICE AREA.



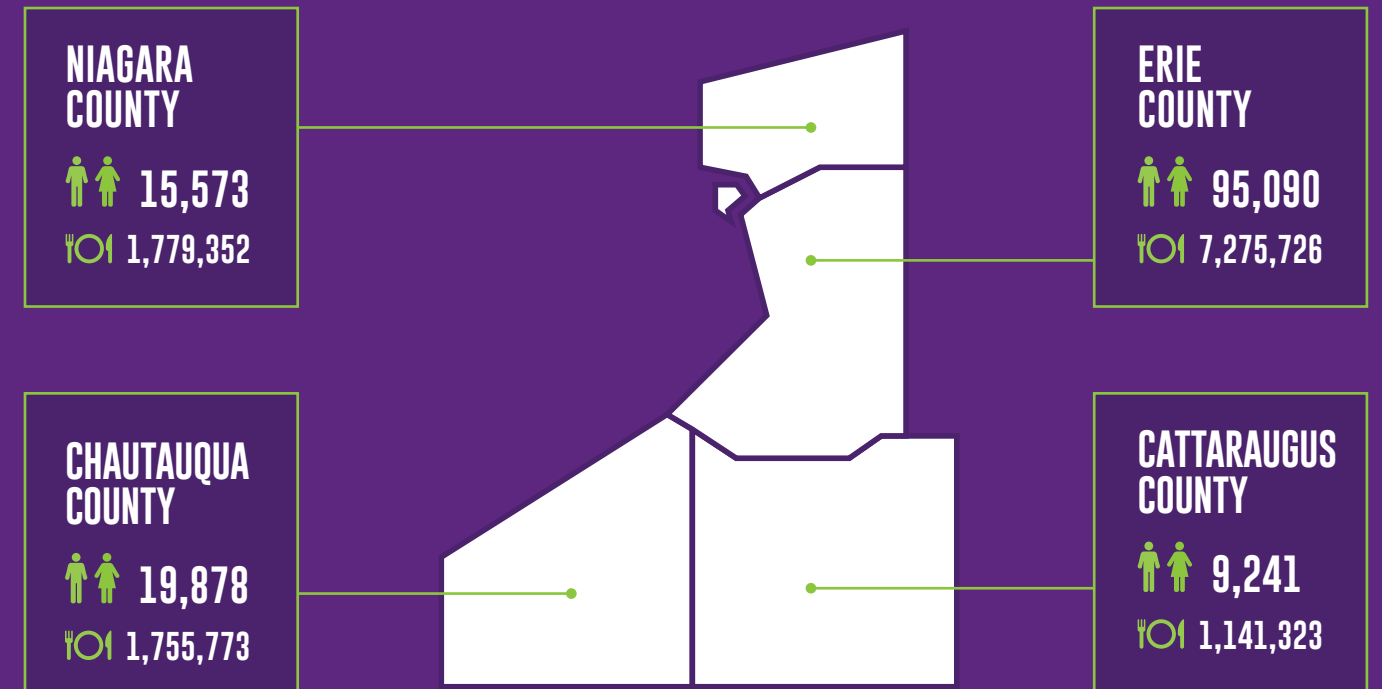
Wreatha Harvey, Newfane Community Food Pantry Coordinator

*“It takes a team of volunteers to run a successful food pantry, but it takes a good relationship with the Food Bank of WNY to help assist us with any of our needs. Any questions or concerns, they have the answers. They provide it all! We thank the Food Bank employees for their kindness, patience and encouragement.”*

– Wreatha Harvey, Pantry Coordinator, Newfane Community Food Pantry

## NUMBER OF PEOPLE AND MEALS SERVED, BY COUNTY\*

(Source: Food Bank of WNY 2017 Year-End Agency Distribution Statistics)



\*The Food Bank also provided the equivalent of 535,432 meals to partner food banks in the Feeding America network.

## APPROXIMATELY

7,100,000  
POUNDS OF FOOD  
DONATED

7,900,000  
POUNDS OF FOOD  
PURCHASED

14,900,000  
POUNDS OF FOOD  
DISTRIBUTED

12,500,000  
MEALS SERVED

5,700,000  
POUNDS OF FRUITS  
AND VEGETABLES  
DISTRIBUTED



USS Little Rock sailor unpacks a large donation of Campbell's soup while volunteering at the Food Bank.

## OUR TOP FOOD DONORS

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

Billingsley Produce Sales, Inc.  
BJ's Wholesale Club Inc.  
C&S Wholesale Grocers  
Campbell Soup Company  
Cott Beverages  
General Mills  
James Desiderio Inc.  
PetSmart Charities  
Sam's Club  
Smithfield Foods, Inc.

Sonwil Distribution  
Target Corporation  
Tops Markets, LLC  
Trader Joe's  
Upstate Niagara Cooperative, Inc.  
Walmart Inc.  
Wegmans Food Markets, Inc.  
Western Harvest Produce, Inc.  
Western Vegetable Produce  
The WhiteWave Foods Company



Monica Kwiatkowski and Annie Carlson, St. Patrick's Food Pantry coordinators



Volunteer Nancy Higgins prepares for distribution at St. Simon's Food Pantry.



Community members donate holiday food staples during 97 Rock's Operation: Rock Out Hunger food drive.



# PROGRAMS THAT HELP US GROW

AS WE CONTINUE TO EXPAND OUR EFFORTS WITH EACH PASSING YEAR, WE KNOW WE CAN RELY ON THE GENEROSITY OF OUR NEIGHBORS TO HELP US EVOLVE AND SERVE AS MANY PEOPLE AS POSSIBLE. A BIG THANK YOU GOES OUT TO ALL WHO PUT THEIR TIME, TALENT AND EFFORTS INTO MAKING THESE PROGRAMS POSSIBLE. WE WOULDN'T BE WHERE WE ARE WITHOUT YOU.



Corporate partners, elected officials and agency representatives join the Food Bank of WNY board and staff members to celebrate the launch of the Direct Delivery Program in Cattaraugus County.

*“One of our main goals at the Cattaraugus Region Community Foundation is to be responsive and supportive to the changing needs of the community. Access to food and transportation has long been a significant challenge for members of our community. Partnering with the Food Bank of WNY and its member agencies in the Direct Delivery Program was an easy decision for that reason — one that we hope will significantly help those in need in our region.”*

— Karen Niemic Buchheit, Executive Director, Cattaraugus Region Community Foundation



Food Bank client and her grandson attend a Mobile Food Pantry distribution.

## BABY NEEDS PROGRAM

Meets the emergency needs of infants and young children by supporting their caretakers with diapers, infant formula, baby food and related care products. These items are distributed through emergency food providers who continually serve a high number of young children. This program was provided to **36 agencies** in Fiscal Year 2017-18.

## BACKPACK PROGRAM

Provides elementary school students in need with a bag of easy-to-prepare, nutritious food to take home on Fridays throughout the school year. The program assisted **2,967 children in 46 schools** during the 2017-18 school year.

## JUST SAY YES TO FRUITS AND VEGETABLES

A collaboration with the NYS Department of Health, this program works to improve the health of food-insecure individuals through nutrition education. Workshops use cooking demonstrations and recipes using fruits and vegetables. More than **3,500 people** participated in this program in Fiscal Year 2017-18.

## MOBILE PANTRY PROGRAM

Delivers fresh perishable food items including fruits, vegetables and low-fat dairy products directly to people in need. The Mobile Food Pantry distributed more than **2 million pounds of food** to more than **94,000 individuals** in Fiscal Year 2017-18.

## DIRECT DELIVERY PROGRAM

The Food Bank delivers product directly to the doorsteps of its member agencies throughout Cattaraugus, Chautauqua and Erie counties, relieving our agencies of the costly, time-consuming and laborious transportation process, enabling them to order more food as they work to meet the need in the community. The Food Bank will expand its Direct Delivery Program to Niagara County by December 2018.

## SCHOOL PANTRY PROGRAM

Provides high school students access to nutritious food to be shared with others in their households through a pantry located on their school's campus. This program served as many as **2,400 individuals** through six schools during the 2017-18 school year.

## ADDITIONAL PROGRAMS AND SERVICES

- Agency Assistance Program
- Community Garden
- Emergency Food and Shelter Program
- Food Safety Training
- Good Cookin'
- Hunger Prevention and Nutrition Assistance Program (HPNAP)
- Kids in the Kitchen
- Milk Coupon Program
- News Neediest Fund (The Buffalo News)
- The Emergency Food Assistance Program (TEFAP)
- Buffalo Sabres Turkeys for Tickets
- Erie County Fair Food Drive
- Motorcycle Run & Rally
- National Association of Letter Carriers' Stamp Out Hunger Drive

## OTHER EVENTS AND FUNDRAISERS SUPPORTING OUR MISSION

## FUNDRAISING EFFORTS

### WALK OFF HUNGER

Presented by Life Storage, the family-friendly 1.9-mile walk and festival raised a record-breaking \$92,000 to help families struggling with hunger.

### OPERATION: ROCK OUT HUNGER

97 Rock's DJ Jickster lived on a Food Bank trailer for a week to collect food for those in need during the holiday season. Rock Out Hunger, which was co-sponsored by 97 Rock and 7 Eyewitness News, collected nearly 2,900 turkeys, as well as nearly \$34,000 and 17,900 pounds of food.

### FOOD 2 FAMILIES

Tops Friendly Markets, WGRZ-TV Channel 2 and Townsquare Media teamed up to hold the holiday food and fund drive, which raised \$123,169 and a record-breaking 265,180 pounds of food to feed our hungry community members.

### SWEET CHARITY

Presented by James Desiderio Inc., Sweet Charity offered guests an unforgettable evening of food and drinks, silent and live auctions, a basket raffle and more. This event raised more than \$157,750 to help the Food Bank continue its mission.

### FILL THE BACKPACK

A total of 164,468 pounds of food were collected during this two-week campaign to benefit the Backpack Program. The partnership between Wegmans Food Markets, News 4 WTVB and Fidelis Care provided approximately 41,117 bags of nutritious food to be distributed to elementary school students in need.



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 2018)

- 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



Hunger Heroes is made up of 135 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.

*“Giving back to the communities in which we live and serve is key to Delta’s culture. Delta is proud to partner with the Food Bank of WNY in support of their work to fight hunger and poverty.”*

— Chuck Imhof, Vice President, New York & Sales-East, Delta Air Lines

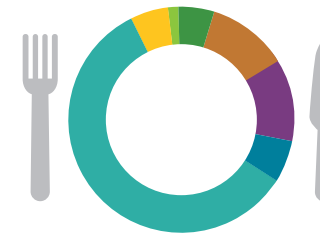


# 2018 FINANCIAL REPORT

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

June 30, 2018 and 2017

ASSETS	2018	2017
Current Assets:		
Cash	\$4,220,802	\$3,685,468
Prepaid expenses	25,592	21,749
Accounts receivable	68,758	56,474
Grants and pledges receivable, net	302,193	597,837
Inventory:		
Donated – in-kind value	442,814	639,986
USDA – in-kind value	440,662	499,053
Other	335,115	438,646
<b>TOTAL CURRENT ASSETS</b>	<b>5,835,936</b>	<b>5,939,213</b>
Long-Term Investments	5,218,545	4,002,102
Fixed Assets, Net	1,497,332	1,362,955
<b>TOTAL</b>	<b>\$12,551,813</b>	<b>\$11,304,270</b>
<b>LIABILITIES AND NET ASSETS</b>		
Current Liabilities:		
Accounts payable	\$99,758	\$113,729
Accrued expenses	119,532	141,631
Deferred income	106,684	51,053
<b>TOTAL CURRENT LIABILITIES</b>	<b>325,974</b>	<b>306,413</b>
Net Assets:		
Without donor restrictions	10,617,656	8,936,350
With donor restrictions	1,608,183	2,061,507
<b>TOTAL NET ASSETS</b>	<b>12,225,839</b>	<b>10,997,857</b>
<b>TOTAL</b>	<b>\$12,551,813</b>	<b>\$11,304,270</b>



### SOURCES OF OUR COMMUNITY SUPPORT

IN-KIND FOOD/ NON-FOOD CONTRIBUTIONS	59.2%
GOVERNMENT GRANTS	11.5%
GENERAL CONTRIBUTIONS	11.3%
PRIVATE GRANTS	6.3%
PROGRAM FEES	5.4%
FUNDRAISING AND SPECIAL EVENTS	5.1%
OTHER REVENUE	1.2%



### HOW WE USE OUR RESOURCES

PROGRAM SERVICES	93.8%
MANAGEMENT & GENERAL	3.3%
FUNDRAISING	2.9%

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

June 30, 2018 and 2017

REVENUES, GAINS AND OTHER SUPPORT	2018	2017
Contributions:		
Fundraising and special events	\$1,249,728	\$1,259,964
General contributions	2,801,914	1,802,452
HPNAP grant	2,365,256	3,091,700
EFSP/FEMA grant	261,993	226,292
Other government grants	209,878	224,070
Private grants	1,552,476	1,043,402
In-kind Contributions:		
General	21,048	29,812
Donated food and grocery items	12,323,937	12,495,184
USDA food	2,263,599	2,741,460
Revenues:		
Shared maintenance and AAP fees	639,638	762,340
Program fees	694,836	573,941
Other revenue and reimbursements	16,261	16,764
Investment income	272,298	343,190
<b>TOTAL REVENUES, GAINS AND OTHER SUPPORT</b>	<b>24,672,862</b>	<b>24,610,571</b>
<b>EXPENSES</b>		
Program services	21,989,223	22,981,886
Management and general	777,547	696,954
Fundraising	678,110	647,830
<b>TOTAL EXPENSES</b>	<b>23,444,880</b>	<b>24,326,670</b>
Changes in Net Assets	1,227,982	283,901
Net Assets, Beginning of Year	10,997,857	10,713,956
<b>NET ASSETS, END OF YEAR</b>	<b>\$12,225,839</b>	<b>\$10,997,857</b>

Please see [www.foodbankwny.org](http://www.foodbankwny.org) for the full Audited Statements and other supplementary information that is integral to the financial statements.

CHECK OUT HUNGER

# \$789,808

RAISED BY DEDICATED  
SUPERMARKET RETAILERS

## Wegmans



The Food Bank of WNY's sound fiscal management practices and commitment to accountability and transparency once again have 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 the 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.

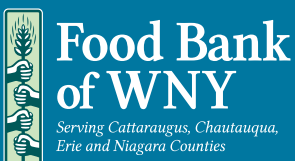
## OUR VISION

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

## OUR VALUES

- Integrity
- Collaboration
- Service
- Respect

*We are deeply grateful for your partnership!*



Photography donated by:  
Iburi Photography

Creative donated by:



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