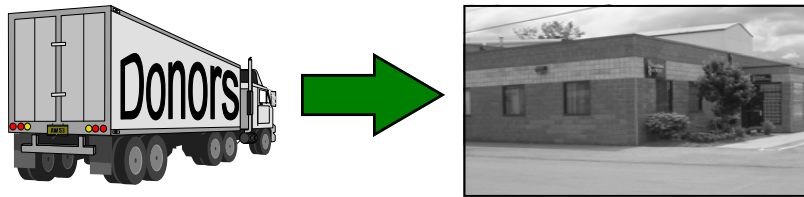


How the Food Bank of WNY Works...



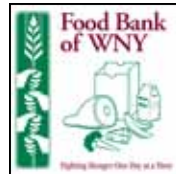
Member Agencies

Adult Day Cares, Child Day Cares, Food Pantries, Group Homes, Kids Cafes, Religious Group Homes, Special Pantries, Snack Programs, Soup Kitchens, Shelters, and Summer Camps



People Served

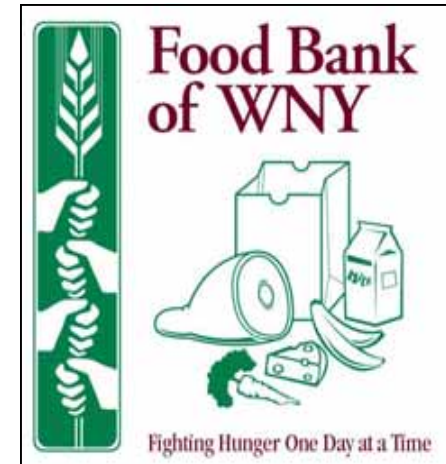
Chemically Dependent Being Rehabilitated - Children - Developmentally Disabled
Elderly - Homeless - Physically Disabled - Working Poor - Unemployed



91 Holt Street
Buffalo, NY 14206

Phone: 716 852-1305
Fax: 716 852-7858
www.foodbankwny.org

2007 Annual Report



Our Mission...

...obtain food and support from public and private sources and efficiently re-distribute these resources to affiliated charitable providers such as soup kitchens, pantries and shelters.

Our Vision...

...will provide nutritional food, training, and education options to its agencies and their clients empowering them to make healthy lifestyle choices.



91 Holt Street
Buffalo, NY 14206





Letter from the Board Chair

Getting food to where it is needed most is an enormous task – one that the Food Bank willingly takes on because we know how many people depend on our efforts. 2007 saw an unprecedented level of collaboration between the Food Bank of WNY and our volunteers and community partners. Even more unprecedented is the level of support we continue to see from the people of Western New York, who never fail to amaze us. We know there are many causes to which they can contribute their resources. Yet, despite the challenges Western New York faces, both economic and other, our community continues to support the Food Bank with generous donations and time. We thank you all for your interest and investment in our mission.

As you review the impact of our work, please remember how valuable you are in the process. Without your ongoing support, our work to address hunger would be vastly more difficult. We need your support and ideas to help us in 2008. The Food Bank will continue to address significant challenges such as the growing expenses we incur to deliver food to our member agencies -- made more difficult by the mounting costs of transportation, utilities and other operating expenses. Through our network of charitable agencies, we'll serve upwards of 100,000 individuals from 30,000 households every month in 2008. The Food Bank will need to continue to find ways to improve our operations and distribution methods and create even greater efficiencies.

While we are proud of our accomplishments in 2007, we continue to be sobered by the increasing needs of the community. Yet we are positioned to make even bigger strides in serving the community and enhancing the public's knowledge of our mission in 2008. That's why we are here.

Richard J. Wright, Jr.

www.foodbankwny.org

Kids Helping Other Kids



One of the saddest truths about hunger in America, the world's richest nation, is the number of children who do not have enough to eat. The best estimates place some 12 million children at risk. But hunger for children means much more than empty stomachs. Hunger affects their physical growth and their ability to understand and learn. Children are likely to carry this damage throughout their schooling and into the work force. In fact, the National Assessment of Educational Progress estimates that fewer than half of all 17-year old students will develop the reading, writing, and problem-solving skills needed for success in business or higher education. This may be due to Nutrition deficiency. By allowing children to go hungry, we sacrifice the value of the education provided to them today as well as the strengths and productivity of our work force of tomorrow. Hunger in Western New York is real, and now you can help.

Through the Kids Helping Other Kids program, the Food Bank of WNY teaches school-age children how they can contribute to their own communities. The children are shown how to set up food drives or money drives within their schools. The program also allows the students to see, firsthand, the many faces of hunger by volunteering at a local Kids Cafe® site. Individuals from the Food Bank are available to come to the classroom and speak on hunger issues and how the Food Bank works. If students would like to volunteer at the Food Bank call Magdeline Deynes @ 852-1305.

The puppet theater was designed by the Food Bank's Development Coordinator, Polla Milligan, in 2006 to help teach children ages 5-7 years about the Food Bank and hunger. Polla and the theater are available to come to your classroom, birthday party, church or synagogue for no charge. The show lasts about 20 minutes and includes child-friendly information about healthy eating, written by Joan Pedlow, Registered Dietitian and Registered Nurse.

The puppet show engages the children in a highly interactive way. They are encouraged to help convince our candy-only eating dragon to "try some healthy foods." We utilize both play and real food and stress the importance of including daily portions of fruits and vegetables in the diet.

The puppets also participate in a school food drive. The show traces the path of the donated items from the donor to the needy recipients.

As of May, 2007, we have presented the show 90 times, entertaining more than 2500 children and adults.

Backpack Program

The Backpack Program premiered in 2007 in two of the Food Bank's Kids Cafes®. Its purpose is to provide needy children with nutritious and easy-to-prepare food to take home for the weekends and school vacations when other food sources are unavailable to them. Along with the food which is placed into backpacks for easy transport, nutrition education materials are included. These reinforce information given during Kids Cafes® & Kids in the Kitchen programs.



The Backpack Program was made possible with the generous support of the NexGen Giving Program of the East Hill Foundation pictured here with some of the child recipients.

The Food Bank's goal is to implement this program in all of our Kids Cafes® by the end of 2008. To find out how you can help make this possible, contact the Food Bank of Western New York.

Remarks from Clem Eckert, President & CEO

We have completed another successful fiscal year, and we continue “to raise awareness of the plight of the less fortunate in our community.”



Through the combined efforts of the Food Bank family, our mission of “obtaining food and support from public and private sources and efficiently redistributing these resources to affiliated charitable providers such as soup kitchens, pantries, and shelters” has been accomplished and the tools are in place to continue.

Reflecting on our accomplishments –

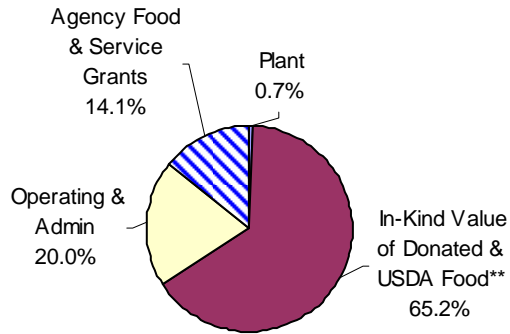
In the late 1990s: the physical plant was renovated; the multi-purpose room and test kitchen were installed; and the product management system was upgraded.

During the early 2000s: refrigerator/freezer storage capacities were expanded; a new push-back rack system was installed; a new mission statement was developed; and Kids Helping Other Kids and the Emergency Infant and Baby Food programs were initiated. Also begun were: the Agency Assistance Program; the Food Express Program; and nutritional education workshops such as Kids in the Kitchen and Good Cookin’.

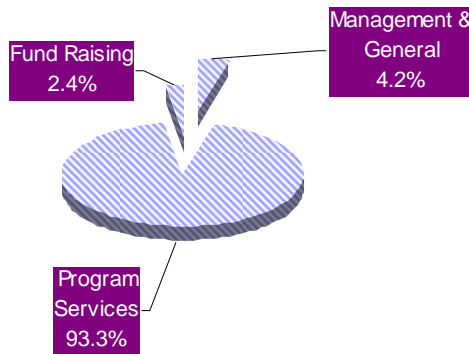
In the mid 2000s: the Urban Opportunities Food Pantry was opened; the Grassroots Garden education program was begun; a new vision statement was developed; office space was added; an emergency generator was installed; and material handling equipment and transportation vehicles were completely upgraded.

We promise to continue our leadership role in improving the quality of life for the less fortunate in our community. With the generous support of Western New Yorkers, the board of directors, foundations and the media as well as the dedication of our staff, we will be able to meet the challenges facing us today and prepare for tomorrow’s.

Sources of Support & Revenue



Functional Expenses



COLLABORATIONS

BUFFALO NEWS & UNITED WAY

Buffalo News Neediest, a collaboration of the Buffalo News, United Way and the Food Bank, uses funds to purchase year-end holiday meal items which is distributed to needy Western New Yorkers through participating agency programs.

MEALS ON WHEELS

Blizzard Boxes-Meals on Wheels has found it helpful to distribute **Blizzard Boxes**, which are given to shut-ins each fall for use when regular meal deliveries are interrupted by severe weather. These boxes are packed by the Food Bank and contain enough nonperishable food for six meals [two days]. Meals on Wheels makes funds available to cover the costs.

MEALS ON WHEELS & GOODWILL INDUSTRIES

Sunshine Nutrition-A collaborative effort of the Food Bank of WNY, Meals on Wheels of Buffalo and Erie County and Goodwill Industries. This program provides a breakfast meal to homebound individuals who already are receiving a hot lunch and cold dinner from Meals on Wheels.

GOODWILL INDUSTRIES & ERIE COMMUNITY COLLEGE

Urban Opportunities Program is a project involving the Food Bank, Goodwill Industries and Erie Community College. Its goal is to move individuals off public assistance and into competitive employment while providing nutritious food resources through the pantry operation.

COMMUNITY FOUNDATION FOR GREATER BUFFALO

K.I.D.S. is a collaborative effort of the Food Bank, the Community Foundation for Greater Buffalo and K.I.D.S., a national charity committed to helping children in need. K.I.D.S. provides children's clothing, shoes, toys and juvenile products to children in Erie County who are ill, living in poverty or victims of natural disasters. The items are delivered to and distributed from the Food Bank's warehouse.

Nutrition/Education Programs

EMERGENCY INFANT FORMULA & BABY NEEDS PROGRAM

The purpose of the Emergency Infant Formula & Baby Food Expansion Program is to meet the emergency needs of infants and children by providing them with a supply of infant formula, stage 1 baby food and baby care items. These items are distributed to emergency food providers that in turn service individuals suffering because of delays in receiving public assistance and/or W.I.C.

GOOD COOKIN'

Cooking instructions and nutrition education are important aspects of helping the less fortunate. Good Cookin', a program offered at the Food Bank of WNY, is targeted at helping us meet our goals of not only feeding the needy but also helping individuals progress toward self-sufficiency.

KIDS IN THE KITCHEN

Children from Kids Cafes® come to the Food Bank's test kitchen to learn about cooking and healthy eating. They get a chance to understand how their eating habits affect their health and learn how to prepare simple snacks or meals and how to choose foods wisely.

KIDS CAFE®

Kids Cafe® provides meals to disadvantaged children under the age of 17 in an environment which is safe, accessible and convenient. The children receive a well balanced meal and are tutored and taught life skills by having an opportunity to participate in meal development and preparation. The Backpack Program premiered in 2007 in two of the Food Bank's Kids Cafes®. Its purpose is to provide needy children with nutritious and easy-to-prepare food to take home for the weekends and school vacations when other food sources are unavailable to them. Along with the food which is placed into backpacks for easy transport, nutrition education materials are included. These reinforce information given during Kids Cafes® & Kids in the Kitchen programs.

KIDS HELPING OTHER KIDS

The Kids Helping Other Kids program teaches school-age children about hunger in their own communities and ways they can help. The children are given a guide instructing them how to set up food and/or money drives within their own schools. In 2006 we added the puppet theater to teach pre-K through 2nd grade students about eating healthy.



FY 2006-2007 FINANCIAL STATEMENT SUMMARY

<u>SUPPORT & REVENUE</u>	<u>FY 06-07</u>
Operating & Admin	\$ 3,120,908
Plant	107,332
Agency Food & Service Grants	2,191,325
IN-KIND Value of Donated & USDA Food	<u>10,163,397</u>
TOTAL SUPPORT & REVENUE	\$15,582,962

<u>EXPENSES/EXPENDITURES</u>	
Management & General	\$ 626,789
Program Services	13,678,222
Fund Raising	<u>350,801</u>
TOTAL EXPENSES/EXPENDITURES	\$14,655,812

<u>FUND BALANCE ACTIVITY</u>	
Operating & Admin**	\$
842,252**	
Plant	(152,357)
Agency Food & Service Grants	(478,612)
IN-KIND Value of Donated & USDA Food	<u>715,867</u>
COMBINED NET ACTIVITY	\$927,150

**O/A Surplus Distributed	(\$669,707)
To: Agency Food & Service Grants	551,524
Plant	<u>118,183</u>

Operational Cost Per pound **\$ 0.242**

A full copy of the most recent financial statement filed with New York State Department of Charities Registration may be obtained by writing to 162 Washington Avenue, Albany, NY 12231 or requesting a copy from the Food Bank of WNY, 91 Holt Street, Buffalo, NY 14206.

BOARD OF DIRECTORS 2007-2008

Executive Committee

Carolyn Thomas, Chair Emeritus
Retired Social Worker

E.W. Dann Stevens, Esq. Chair Emeritus
Hiscock & Barclay, LLP

Richard J. Wright, Jr., CPA, Chair
Freed Maxick Battaglia

John F. Dunbar Vice Chair
Strategic Investments & Holdings, Inc.

Kevin J. Cavalieri, Treasurer
M&T Insurance Agency, Inc.

Alan J. Condo, Secretary
Presence Marketing, Inc.

Clem Eckert
President & CEO



The 15th annual NALC Branch 3 Buffalo/WNY hit another high record for the fourth consecutive year.



September 9, 2007

The Dodge Girl Scout Troop collected 4,772 pounds of assorted food during their annual scouting for food.



Bills vs. Denver Broncos



Doyle 2 Fire Company went through their district for the 8th consecutive year and brought in pounds of assorted food.



National Hunger Awareness Day



2007 Food 2 Families one day food and fund drive at select Tops locations



105th Military Police held their second annual "Heroes March Against Hunger"



Buy-A-Bird Feed a Family Continues with Sheriff Tex Turkington & Toni



5th Annual Empty Bowls event hosted by Buffalo State College. A true family event with area schools making the bowls that were sold to benefit the Food Bank of WNY & Friends of Night People. Area



Restaurants donated samplings of from their menus. Music by Kevin McCarthy.



Board Members

Gary Bluestein, Esq., Bluestein and Muhlbauer

Terry Dunford, Consultant

Rosa Gibson, Community Action Information Center

Thomas R. Heine, Wilson Farms

Robert E. Hilburger, Higgs, Inc.

John Jablonski, Buffalo Beverage Corporation

Ralph Kushner, Retired Grocery Executive

Michael Mann, P.E., McMahon & Mann Consulting Engineers

Ann McCarthy, Wegmans Food Markets, Inc.

Karl Oesterle, Tops Markets, LLC

Tejaswini Rao, Ph.D., R.D., C.D.N., State University of NY

Peter J. Renkas, Citizens Bank

Douglas Ruffin, City of Buffalo

Henry Self, H.W. Self Management, Ltd.

Bill Shepard, Insyte Consulting

Viren Sitwala, Rosina Food Products, Inc.

Linda Van Buskirk, The Dale Association, Inc.



Major Food Donors

Boulevard Produce	Perry's Ice Cream
Campbell's	Petrie Cookies
Cliffstar	Rosina Food Products. Inc.
Coca Cola Bottling Company of Buffalo	S.B. Thomas, Inc.
ConAgra, Inc.	Steuben Foods
Erie Logistics (C&S Wholesale Grocers)	Sunset Fruit and Vegetable
General Mills Buffalo	Sysco Food Service
Goya Foods Great Lakes	Target
James Desiderio, Inc.	Tops Markets
Kellogg Co.	TripiFoods, Inc.
Kraft Foods	Tyson Foods
Lenny Perry's Produce	Upstate Farms
Mayer Brothers	US Foodservice
Olean Wholesale Grocery Co-op	
Pepperidge Farms Cookies	
Pepsi Cola Buffalo Bottling Corp.	

Programs Continued

HPNAP CONTINUED.

HPNAP also offers limited annual funds for:

1. Operations Support—assists emergency food providers by covering portions of their operating costs for staff, utilities, rent, transportation, etc.
2. Capital Equipment—enables emergency food providers to purchase equipment needed to enhance their delivery of food to the homeless and destitute.

ECDSS (ERIE COUNTY DEPARTMENT OF SOCIAL SERVICES)

The ECDSS Program is designed to meet the needs of low-income clients of the Erie County Department of Social Services. It was started in 1992 as a joint venture between ECDSS and the Food Bank and has now become an ongoing program. The Food Bank provides select pantries with extra food and grocery store certificates funded by ECDSS. The foods comprise a nutritionally complete package for the number of days specified by the ECDSS caseworker, who may also indicate a certificate is needed for such items as special dietary foods, infant formula, diapers, etc. The ECDSS caseworker refers the client to one of our participating pantries.

USDA

NYS Office of General Services, Division of Food Distribution & Warehousing provides New York State food banks with USDA surplus commodities for distribution to soup kitchens and shelters for meals served on-site [SKP program]. The TEFAP portion provides food to be used for home consumption by low-income individuals and is distributed through pantries.

AGENCY ASSISTANCE PROGRAM (AAP)

In recent years the Food Bank's Board of Directors has designated a major portion of the year's surplus to AAP. Recently high nutritious foods are purchased by the Food Bank and available for the agencies to order at the normal shared maintenance fee. Funds from this program also allow emergency food providers to purchase coolers, freezers, and other food preparation/storage equipment. This allows member agencies to store more perishable items and greatly increases their ability to provide a more nutritional mix of food to the needy.

CO-OP PROGRAM

Through the Agency Co-operative Buying Program, agencies may purchase cases of specific food items to supplement their other food sources. This offers agencies the convenience of "one stop" shopping at prices generally comparable to wholesale levels. Co-op also offers some non-food items.

Programs

DONATED PRODUCT

Donations of food and grocery items are provided to food banks by farmers, packers, manufacturers, wholesalers, and others in the food industry. Community groups also conduct food drives.

VALU ADDED PRODUCTS

Sometimes donated products require more than our limited repack capabilities can handle. For example, 12-lb. deli hams are more effectively used by pantries when they are cut and re-cryovaced in 3-lb. chunks. Similarly, 20,000 lbs. of flour donated in 50-lb. bags can be repacked into 2 or 5 2 lb. packages. Local hunters donate their deer at a local butcher who prepares it and delivers highly nutritious venison. The cost of such "processing" is called "valu added." Food banks are allowed to pass on these costs to their agencies, but we currently to raise funds to subsidize the total cost of the valu added process.

FOOD EXPRESS

The Food Express vehicle delivers quality food directly to member agency clients. Highly perishable food items include fresh fruits, vegetables and dairy products the reach homes of the less fortunate prior to the expiration of their short life span.

EFSP/FEMA

(EMERGENCY FOOD & SHELTER PROGRAM/FEDERAL EMERGENCY MANAGEMENT AGENCY)

Since 1983, the Food Bank has been the recipient of annual EFSP/FEMA grants which enable the purchase of additional food to affiliated agencies in Buffalo and Erie County. This federally funded grant is administered nationally by the United Way of America and is distributed through the local United Way.

HPNAP

(HUNGER PREVENTION NUTRITION ASSISTANCE PROGRAM)

The New York State Department of Health, Division of Nutrition provides funds to improve the nutrition level of our less fortunate population. HPNAP funds are used to purchase highly nutritious food items not found in donated inventory and to defray a portion of the agency's shared maintenance accounts at the Food Bank. The agencies in return submit monthly reports regarding their food distribution, meals and households served.

By funding a nutritionist at the Food Bank, HPNAP provides nutrition assistance and education to the agencies. The Nutritionist conducts workshops and trains member agency staff and volunteers in proper food handling practices to avoid food contamination. HPNAP also underwrites the distribution of sanitation and food safety supplies.

Resource Development Highlights

Food Drive & Fund Raising Events

97 Rock—Operation Rock Out Hunger	Girl Scouts of Dodge Service Unit
Buffalo Sabres	Golfing For Hunger (Tuesday Night Women's Invitational)
Check Out Hunger	Heroes March Against Hunger
Chiropractor's "HOPE"	Letter Carriers Buffalo Branch #3
City Honors	MLK Food Drive
Clinton Street Elementary	Macy's "Shop for a Cause"
Como Park Elementary School	Orchard Park High School
Cyberspokes Bike Run	Rock for Food
Doyle #2 Fire Department	Summer Harvest
Empty Bowls	Sweet Charity
Erie County Bar Association's "Have-a-Heart"	Teamsters Local Union 264 Golf Tournament
Fan Food Drive (Buffalo Bills)	Temple Beth Zion
Food 2 Families	

Volunteer Groups

Amherst Y.E.S.	Junior League
Aucustan Lutheran Church	KAPPA DSI
Bank of America	Kenmore United Methodist Church
Boy Scout Troops	Lancaster Youth Bureau
Buffalo Performing Arts	Mercy Nutritionist Group
Buffalo State	New Era
Buffalo Seminary	Nichols School
Canisius College	North Collins School
Canisius High School	Our Place
Canisius Hockey Team	People Inc.
Cheektowaga YES	Performing Arts
Council of Churches	Potter Career Group
Depew High School	Potters Pantry
Edison St. Baptist Church	School 42
Erie Logistics	St. Andrews
First Niagara Savings Bank	St. Marks
First Presbyterian Church	Trocaire College
Greater Buffalo Works	UB Urban Opportunities
HCS	Wegmans
Hilton Garden Inn	Zonta Club
Horizons	

DISTRIBUTION SUMMARY REPORT FOR FY 06-07

<u>DONATED PRODUCT</u>	FY06-07	Cumulative
	<u>Actual</u>	<u>1983-2007</u>
<u>RECEIVED FROM:</u>		
America's Second Harvest Donors	2,272,505	60,423,653
Local Donors	3,602,725	62,585,832
Other Food Banks	119,913	16,355,839
TOTAL DONATED Lbs. RECEIVED	5,995,143	139,365,324
<u>DISTRIBUTED TO:</u>		
Local Agencies	5,012,967	102,635,562
Other Food Banks	236,594	20,554,737
Disposal	468,875	14,517,939
TOTAL DONATED Lbs. DISTRIBUTED	5,718,436	137,708,238

SUMMARY ALL PROGRAMS DISTRIBUTION

		<u>FY 06-07</u>	<u>CUMULATIVE</u>
		<u>ACTUAL</u>	<u>1983 - 2007</u>
DONATED PRODUCT	54.43%	5,718,436	137,708,238
EFSP/FEMA GRANTS	2.34%	245,348	7,175,799
HPNAP (SNAP) GRANTS	12.88%	1,353,571	16,571,494
ERIE COUNTY DSS & HS	0.76%	79,656	458,977
USDA -TEFAP/SKP	16.40%	1,723,312	48,994,076
CO-OP LOCAL AGENCIES	4.91%	516,272	10,407,839
CO-OP NYS FOOD BANKS	0.00%	0	6,263,388
BUFFALO NEWS NEEDIEST	1.40%	147,500	3,361,044
AAP - Restricted	1.10%	115,078	1,844,214
AAP Designated	5.67%	596,033	1,027,654
K.I.D.S. Community Foundation	<u>0.10%</u>	<u>10,016</u>	<u>136,067</u>
	100.00%	<u>10,505,222</u>	<u>233,948,790 Lbs.</u>

Total Agency Programs

<u>Program Type</u>	<u>Cattaraugus</u>	<u>Chautauqua</u>	<u>Erie</u>	<u>Niagara</u>	<u>Totals</u>
Kids Cafe	0	0	8	3	11
Soup Kitchen	2	4	11	4	21
Group Home	14	1	45	7	67
Shelter	2	3	13	3	21
Day Care-Children	2	1	2	1	6
Day Care-Adults	2	3	15	0	20
Camps	6	6	7	2	21
After School/Senior Programs.	0	4	37	3	44
Food Pantry	14	24	107	23	168
Other Special Sites	1	1	3	0	5
TOTAL PROGRAMS	43	47	248	46	384

<u>AREA SERVICED:</u>	<u>ANNUAL POUNDS</u>
Cattaraugus County	527,961
Chautauqua County	1,303,516
Erie County	6,843,293
Niagara County	1,124,689
TOTAL TO WNY MEMBER AGENCIES	93.2%
Others	<u>705,763</u>
TOTAL DISTRIBUTED/HANDLED	10,505,222

2006-2007 AVERAGE MONTHLY SERVICES...

<u>AREA SERVICED</u>	<u>MEALS</u>	<u>PEOPLE</u>	<u>HOUSEHOLDS</u>	<u>SITES</u>
Cattaraugus County	89,817	6,921	2,349	43
Chautauqua County	104,923	13,111	5,049	47
Erie County	694,751	56,154	19,367	248
Niagara County	107,252	10,792	3,933	46
TOTAL TO WNY SITES	996,743	86,978	30,698	384

...96.8% of the agencies reported.