



# Food Bank of WNY

Fighting Hunger One Day at a Time

*Serving Cattaraugus, Chautauqua,  
Erie, and Niagara Counties*

**2009-2010 Annual Report**

*[www.foodbankwny.org](http://www.foodbankwny.org)*

## Message from Chairman John Dunbar



As I reflect on this past year, many notable accomplishments come to mind. Several of the larger and longer term initiatives included:

- working to make our mission and vision statements more concise by adding the important aspects of hunger, respect and our focus on the services we provide our member agencies

- taking the time to carefully develop our strategic plan with the valued assistance of David Crisp (This plan provides goals and measurable objectives to strengthen our organization for the future and furthers our efforts to fulfill our mission.)

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- filling an increased demand for food as the economy significantly impacted our agencies' clients.

My term as Chairman has come to a close, and I am thankful for:

- the opportunity to serve in such a significant leadership role
- a dynamic and engaged Board for its commitment and insights
- the Food Bank staff, which may be more appropriately referred to as the Food Bank "Family."

Without the passionate efforts and commitment of all these people, we would not have been able to overcome the many obstacles and changes over the past few years and meet our goals and objectives to help the hungry in Western New York. I have truly received much more than I have given in my role as Chairman. I also take great comfort knowing that the Food Bank Board will be guided by Kevin Cavalieri, with whom I have had the pleasure of working on the Board since 2003. Mike Mann, Tom Berical, and Bill Shepard will join Kevin as officers on the Executive Committee.

I want to personally thank our President and CEO, Marylou Borowiak, and acknowledge her superb work and commitment as we navigated through some significant challenges over the past two years.

I leave my role as Chairman knowing we are well positioned to carry on the mission and vision our founders had over 30 years ago.

## Message from President and CEO Marylou Borowiak



All of us at the Food Bank recognize that we are here to serve our member agencies. This past year we focused on expanding our services and programs to support these agencies by:

- renovating our outbound area to improve the customer service experience and expand product availability

- restructuring our Agency Services Department to provide dedicated resources to the Operations and Program sides, which resulted in the promotions of Anne Julian to the position of Operations Manager and Christine Rivera to Programs Manager respectively

- piloting a milk voucher program to approximately 125 emergency food providers, a program which has been well received by our agencies and their clients

- collaborating with St. Susan Center to develop a program for delivering food to member agencies in Chautauqua County

- soliciting input through an agency survey conducted under the leadership and guidance of Bill Shepard, Agency Services Committee Chair and dedicated Board member. We are currently compiling the results of this survey to create a plan to further expand services to our agencies.

We at the Food Bank are only able to fulfill our mission because of the generosity of the Western New York community including our donors, volunteers and media and business partners.

Thank you from the bottom of our hearts!

### 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.

## FOOD BANK OF WESTERN NEW YORK PROGRAMS

**The Agency Assistance Program** provides member agencies with purchased nutritional food and access to refrigerators, freezers, and food preparation and storage equipment to better serve the needs of their clients. This allows member agencies to store more perishable items and greatly increases their ability to provide more nutritional meals to the needy.

**Banking on Wellness** provides children engaged in afternoon snack programs with nutrition education and physical exercise in an entertaining and informational way. It engages children in healthful and fun activities while providing them with child-friendly information on nutrition. The purpose of this program is to encourage consumption of more fruits and vegetables and increased age-appropriate physical activity.

**The Emergency Infant Formula & Baby Needs Program** meets the emergency needs of infants and children by providing them with a supply of infant formula, baby food and baby care items.

**The Food Express Program** enables us to distribute perishable food directly to clients of our member agencies through the use of our two fully refrigerated trucks. Many of our sites do not have enough storage space to house large amounts of produce and other perishable foods for an extended period of time. This gives agencies the opportunity to offer clients highly nutritious food items much more quickly.

**The Garden Project** consists of several garden beds on the Food Bank's premises, which are maintained by volunteers, agencies, and neighbors throughout the growing season. The gardens are used to grow nutritious produce and allow us to educate individuals about the importance of eating fruits and vegetables by teaching them about gardening and nutrition.

**Nutrition Education & Food Safe Handling Programs** are workshops to teach member agencies' clients and volunteers about nutrition, food safety, recipe ideas and cooking. The programs are taught by our registered dietitian, who can tailor them to address specific health needs. Currently we have an adult-specific program (Good Cookin'), a child-specific program (Kids in the Kitchen), and food safety programs.

**The Puppet Show** gives children ages 4-7 the opportunity to learn about the Food Bank and nutrition. Children are taught about including fruits and vegetables in their diets in a fun and interactive way. They are encouraged to help convince our candy-eating-only dragon to "try some healthy foods." The puppets also participate in a school food drive. The show lasts approximately 20 minutes.

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

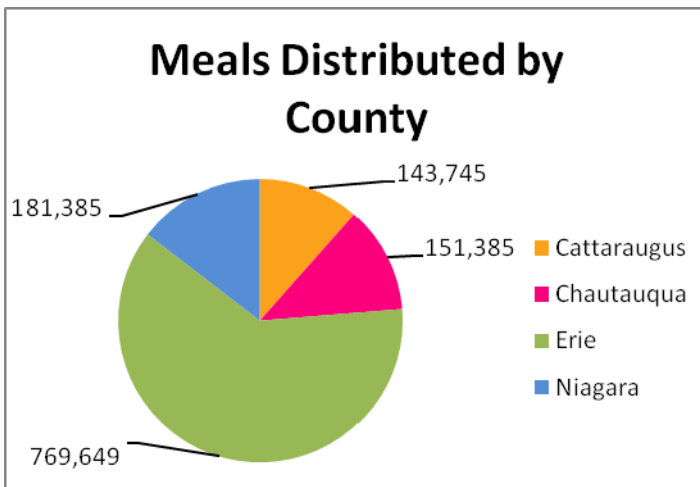
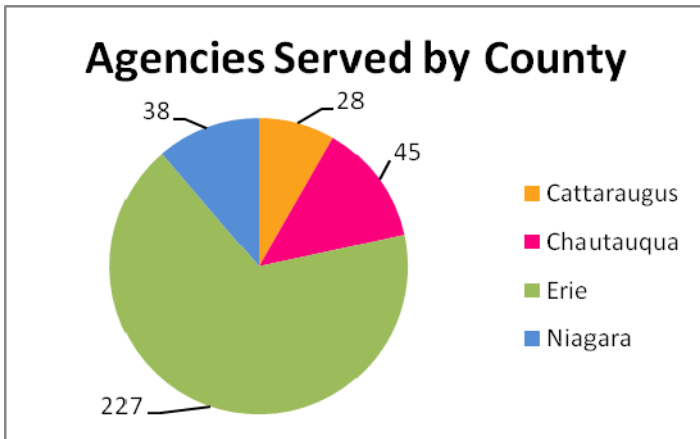


# AGENCY STATISTICS – JANUARY-DECEMBER 2009

➔ 4 counties served, encompassing 5,177 square miles

➔ 338 member agencies

➔ 1,246,164 meals distributed monthly to 92,377 people in 36,109 households.



## Hunger In America 2010 Key points and statistics for the Food Bank of WNY

- 95% of food pantry, 75% of soup kitchen, and 40% of shelter representatives said that elimination of support from the Food Bank would have a significant or devastating impact on their operation.
- Over 93% of clients said they were “very satisfied” or “somewhat satisfied” with both the quality AND quantity of food received from their emergency provider.
- The estimated number of different clients served annually is 153,500.
- 51% of households receiving emergency food assistance had to choose between paying for food or utilities.
- 39% of emergency food recipients are under 18.
- Clients said they were treated with respect 90% of the time. This is a credit to all the coordinators and volunteers at our member agencies.

# Thank You, Volunteers!



In total, the faithful volunteers of the Food Bank of WNY gave 7,318 hours of valuable service!

Youth Engaged in Service volunteers, groups from area colleges and high schools, companies, organizations and individuals contributed:

**5,103** hours sorting food inside our warehouse

**1,094** hours at special events

**307** office hours.

In addition, **281** volunteers gave **814** hours to Food 2 Families, one of our largest fund-raisers.

## How You Can Help

### DONATE FOOD

We appreciate all food donations. If you work in the food industry, please consider donating your over-stocks. We also welcome everyone to conduct a food drive and are happy to assist in any way we can.

### DONATE FUNDS

Donate on-line or by mail or organize a fundraiser in your community. Every \$1 donated helps distribute 5 meals!

### DONATE YOUR TIME

Volunteers are essential to the Food Bank. There are service opportunities available in a variety of areas including our warehouse and office, or at one of our special events. For the most up-to-date opportunities, please refer to our website.

### BE AN ADVOCATE

Raise awareness in your community by speaking out about hunger in WNY and on behalf of the Food Bank.

**For an updated list of opportunities and events to help the Food Bank of WNY, please visit [www.foodbankwny.org](http://www.foodbankwny.org).**



**FOOD BANK OF WESTERN NEW YORK, INC.**  
**STATEMENT OF FINANCIAL POSITION**  
**JUNE 30, 2010 (WITH COMPARATIVE TOTALS FOR 2009)**

	Unrestricted			Total Unrestricted	Temporarily Restricted		Total Temporarily Restricted	Total 2010	Total 2009
	Operating	Agency Assistance Program	Plant		Grants & Other	Value of Donated & USDA Food			
<b>ASSETS</b>									
Cash and cash equivalents	\$ 1,857,861	\$ 1,449,238	\$ 467,236	\$ 3,774,335	\$ 528,667	\$ -	\$ 528,667	\$ 4,303,002	\$ 3,485,607
Grants and pledges receivable, net	-	-	-	-	117,494	-	117,494	117,494	152,699
Accounts receivable	121,387	-	-	121,387	-	-	-	121,387	103,694
Due from other funds	149,233	-	-	149,233	-	-	-	149,233	153,364
Prepaid expenses	24,421	-	-	24,421	-	-	-	24,421	20,216
Inventory:									
Donated - in-kind value	-	-	-	-	-	823,749	823,749	823,749	755,145
USDA - in-kind value	-	-	-	-	-	343,503	343,503	343,503	408,877
Other	54,783	82,963	-	137,746	83,891	-	83,891	221,637	249,152
Long-term investments	504,086	-	-	504,086	-	-	-	504,086	396,714
Fixed assets, net	-	-	1,647,077	1,647,077	-	-	-	1,647,077	1,772,579
<b>TOTAL ASSETS</b>	<b>\$ 2,711,771</b>	<b>\$ 1,532,201</b>	<b>\$ 2,114,313</b>	<b>\$ 6,358,285</b>	<b>\$ 730,052</b>	<b>\$ 1,167,252</b>	<b>\$ 1,897,304</b>	<b>\$ 8,255,589</b>	<b>\$ 7,498,047</b>
<b>LIABILITIES AND NET ASSETS</b>									
<b>LIABILITIES:</b>									
Accounts payable	\$ 188,380	\$ -	\$ -	\$ 188,380	\$ -	\$ -	\$ -	\$ 188,380	\$ 167,601
Accrued expenses	60,288	-	-	60,288	-	-	-	60,288	107,225
Deferred income	39,619	-	-	39,619	286,216	-	286,216	325,835	304,163
Due to other funds	-	-	-	-	149,233	-	149,233	149,233	153,364
Total liabilities	288,287	-	-	288,287	435,449	-	435,449	723,736	732,353
<b>NET ASSETS:</b>									
<b>Unrestricted:</b>									
Net investment in plant	-	-	1,647,077	1,647,077	-	-	-	1,647,077	1,772,579
Designated for agency assistance	-	1,532,201	-	1,532,201	-	-	-	1,532,201	1,014,162
Designated for plant	-	-	467,236	467,236	-	-	-	467,236	248,776
Undesignated	2,423,484	-	-	2,423,484	-	-	-	2,423,484	2,367,453
Total unrestricted	2,423,484	1,532,201	2,114,313	6,069,998	-	-	-	6,069,998	5,402,970
Temporarily restricted	-	-	-	-	294,603	1,167,252	1,461,855	1,461,855	1,362,724
Total net assets	2,423,484	1,532,201	2,114,313	6,069,998	294,603	1,167,252	1,461,855	7,531,853	6,765,694
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 2,711,771</b>	<b>\$ 1,532,201</b>	<b>\$ 2,114,313</b>	<b>\$ 6,358,285</b>	<b>\$ 730,052</b>	<b>\$ 1,167,252</b>	<b>\$ 1,897,304</b>	<b>\$ 8,255,589</b>	<b>\$ 7,498,047</b>



Check Out Hunger



Food 2 Families

**FOOD BANK OF WESTERN NEW YORK, INC.**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FOR THE YEAR ENDED JUNE 30, 2010 (WITH COMPARATIVE TOTALS FOR 2009)**

	Unrestricted			Total Unrestricted	Temporarily Restricted		Total Temporarily Restricted	Total 2010	Total 2009
	Operating	Agency Assistance Program	Plant		Grants & Other	Value of Donated & USDA Food			
<b>REVENUES, GAINS AND OTHER SUPPORT</b>									
<b>Contributions:</b>									
Fundraising and special events	\$ 1,305,179	\$ -	\$ 100,000	\$ 1,405,179	\$ -	\$ -	\$ -	\$ 1,405,179	\$ 1,340,638
General contributions	911,969	-	75,000	986,969	259,551	-	259,551	1,246,520	1,234,007
HPNAP grant	-	-	-	-	2,040,655	-	2,040,655	2,040,655	2,161,843
EFSP/FEMA grant	-	-	-	-	443,623	-	443,623	443,623	250,485
Other government grants	442,305	-	-	442,305	77,305	-	77,305	519,610	276,136
Private grants	-	-	-	-	201,932	-	201,932	201,932	241,971
<b>In-kind contributions:</b>									
General	258,171	-	-	258,171	-	-	-	258,171	43,940
Donated food and grocery items	-	-	-	-	-	9,396,121	9,396,121	9,396,121	8,024,332
USDA food	-	-	-	-	-	2,077,525	2,077,525	2,077,525	1,670,634
<b>Revenues:</b>									
Shared maintenance and AAP fees	788,679	-	-	788,679	-	-	-	788,679	790,650
Program fees	517,590	-	-	517,590	-	-	-	517,590	536,857
Other revenue and reimbursements	31,272	-	-	31,272	-	-	-	31,272	28,721
Interest and dividends	30,913	-	-	30,913	-	-	-	30,913	57,712
Net realized and unrealized gains (losses) on investments	55,731	-	-	55,731	-	-	-	55,731	(73,397)
Net assets released from restrictions	14,397,581	-	-	14,397,581	(2,927,165)	(11,470,416)	(14,397,581)	-	-
<b>Total revenues, gains and other support</b>	<b>18,739,390</b>	<b>-</b>	<b>175,000</b>	<b>18,914,390</b>	<b>95,901</b>	<b>3,230</b>	<b>99,131</b>	<b>19,013,521</b>	<b>16,584,529</b>
<b>EXPENSES:</b>									
Management and general	1,141,728	-	28,942	1,170,670	-	-	-	1,170,670	998,891
Program services	4,463,044	-	253,100	4,716,144	-	-	-	4,716,144	4,490,931
Agency assistance program	-	631,961	-	631,961	-	-	-	631,961	790,886
In-kind expenditures	11,728,587	-	-	11,728,587	-	-	-	11,728,587	10,327,895
<b>Total expenses</b>	<b>17,333,359</b>	<b>631,961</b>	<b>282,042</b>	<b>18,247,362</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>18,247,362</b>	<b>16,608,603</b>
<b>CHANGES IN NET ASSETS</b>	<b>1,406,031</b>	<b>(631,961)</b>	<b>(107,042)</b>	<b>667,028</b>	<b>95,901</b>	<b>3,230</b>	<b>99,131</b>	<b>766,159</b>	<b>(24,074)</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<b>2,367,453</b>	<b>1,014,162</b>	<b>2,021,355</b>	<b>5,402,970</b>	<b>198,702</b>	<b>1,164,022</b>	<b>1,362,724</b>	<b>6,765,694</b>	<b>6,789,768</b>
<b>TRANSFER OF NET ASSETS</b>	<b>(1,350,000)</b>	<b>1,150,000</b>	<b>200,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>NET ASSETS, END OF YEAR</b>	<b>\$ 2,423,484</b>	<b>\$ 1,532,201</b>	<b>\$ 2,114,313</b>	<b>\$ 6,069,998</b>	<b>\$ 294,603</b>	<b>\$ 1,167,252</b>	<b>\$ 1,461,855</b>	<b>\$ 7,531,853</b>	<b>\$ 6,765,694</b>



Sweet Charity



Walk Off Hunger

## BOARD OF DIRECTORS 2009-2010

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Active Community Volunteer  
**Ralph Kushner**  
Retired Grocery Executive  
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Tops Friendly Markets  
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**Henry Self**  
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The Buffalo News - Deceased  
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Food Bank of WNY - retired  
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Community Volunteer  
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Lumsden & McCormick  
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Food Bank of WNY - retired  
**Lottie Moore**  
Community Volunteer  
**Ruth Kahn Stovroff**  
Community Volunteer  
**Helen Wicher**  
Neighborhood Information Center - retired

This past year the Food Bank lost its co-founder and dear friend E.W. Dann Stevens.



## Food Bank of WNY Staff

**Marylou Borowiak**  
President & CEO

**Evelyn Bakowski**  
Executive Secretary

**Evelyn Basher**  
Accountant

**Mark Bauer**  
Warehouse Assistant

**Michael Billoni**  
Marketing and Public Relations Director

**Wayne Bobo**  
Processing Supervisor

**Kelly Burke**  
Agency Services Coordinator

**Joseph Butera**  
IT Coordinator

**Katie Chadwick**  
Events/Volunteer Coordinator

**Debbie Davidson**  
Agency Services Representative

**Elijah Fields**  
Truck Driver

**John Glowacki**  
Warehouse Assistant

**Justin Guerin**  
Food Sourcing Coordinator

**Wyleia Gullaume**  
Agency Services Product and Distribution Coordinator

**Anne Julian**  
Agency Services Operations Manager

**Hugo Kahn**  
Public Relations Advisor

**Gail Korba**  
Receptionist/Administrative Assistant

**Stephanie Lawson**  
Youth Nutrition Coordinator

**Gary Maybach**  
Trade Relations/Safety Manager

**Kathy Mendez**  
Administrative Advisor

**Paula Mercurio**  
Finance/Administrative Director

**Robert Miller, Jr.**  
Warehouse Manager

**Polla Milligan**  
Grants Administrator and Development Coordinator

**Felix Molina**  
Warehouse Assistant

**Kyle McClain**  
Warehouse Assistant

**Shawn Neaverth**  
Warehouse Assistant

**Sharon Pankiewicz**  
Accounting Assistant

**Christine Rivera, RD**  
Agency Programs Manager

**Angelo Taravella**  
Sanitation Coordinator

**Todd Taylor**  
Warehouse Assistant  
Chautauqua County

**Gloria Thomas**  
Urban Opportunities  
Pantry Coordinator

**Kevin Tompkins**  
Agency Services Specialist

**Charles Tripp**  
Food Express Driver/  
Maintenance Technician

**John Whitte**  
Truck Driver

**Jeff Williams**  
Perishable Food Coordinator/  
Food Express Driver