Food Bank of WNY
Fighting Hunger One Day at a Time

Serving Cattaraugus, Chautauqua, Erie, and Niagara Counties

2011-2012 Annual Report

30 years of fighting hunger
Another year has come and gone!

As you’d expect, the Food Bank of Western New York has been very busy with projects old and new. Because the numbers of those households relying on us for food assistance increased dramatically (from 30,550 in 2010 to 36,207 in 2011), all of our efforts have been dedicated to meeting this need in the most efficient manner. We have also crafted plans to ensure our sustainability in the future.

- The Food Bank’s collaboration with Americorps’ delivery service is coming to a close in December, 2012. We have conducted an exhaustive study as part of our strategic plan to determine the best method for replacing this service, and we have decided to implement a food delivery program from the Food Bank directly to our Erie County agencies. In the first year, by utilizing leased vehicles as well as a comprehensive routing and communication system, we will be able to gather the information needed to ensure that our agencies will receive all they need in the most timely and cost-efficient manner. Our projected goal is 90% delivery for our Erie County agencies by 3/31/14. We are also in the process of reviewing potential volunteer resources in order to assist our agencies with unloading the food once it reaches its agency destination.

- This year, food provided by the USDA declined by one million pounds. This shortfall greatly impacted our member agencies, most of which were already experiencing a greater number of applicants seeking assistance. To strengthen our ability to respond to tomorrow’s hungry families, the Food Bank’s Board of Directors has launched a major gift and planned giving program. The basic focus of our new benefactor relations program is the development of an endowment fund which we believe will ensure that the Food Bank can continue to be a champion in the fight against hunger for years to come.

- We are thrilled to report that we well exceeded our BackPack Program goal for school year 2011 – 2012! Through this program, children who rely on free and/or subsidized school breakfasts and lunches receive backpacks of food for weekends and holidays when meals are unavailable. We were hoping to provide 400 students with this opportunity, and we are overjoyed to report there are 520 students as of June, 2012!
• Through grants and other donations, the Food Bank was able to provide a new refrigeration unit for our Niagara County food distribution hub. This apparatus opened the door for a gleaning effort whereby produce in farmers’ fields is collected by volunteers and safely stored until it can be dispersed. We also extensively refurbished our distribution site in Salamanca in Cattaraugus County. This endeavor will make for a much safer and more time-efficient operation.

All in all, we at the Food Bank of Western New York had a very productive year - one during which we accomplished and learned a great deal. With the unwavering support of our community partners, donors and terrific volunteers, we were able to distribute food to our 340 member agencies, who, in turn, were able to feed over 101,000 individuals in need.

On behalf of the Food Bank team and the Board of Directors, please accept our heartfelt thanks for your enthusiasm, your generosity and your kindness. As we say each and every year, we just couldn’t do it without you.

Sincerely,

Kevin Cavalieri
Chairman of the Board

Marylou Borowiak
President and CEO
Distributing food to those in need

Cattaraugus and Niagara County

The Food Bank’s vehicles transport food from the warehouse in Buffalo, NY to Cattaraugus and Niagara Counties. This food is then distributed to our member agencies in these counties. The agencies are comprised of soup kitchens, food pantries, emergency shelters and other charitable organizations. These in turn provide food to their area’s individuals in need.

Chautauqua County - Partners Fighting Hunger

We are so proud of this endeavor! The Food Bank delivers food to our Chautauqua County distribution hub in Jamestown. From there, our Partners Fighting Hunger truck delivers food to our 43 Chautauqua County member agencies which provide much needed food to struggling families.

Erie County

Our delivery system for Erie County is getting an extensive makeover. Beginning October 1, 2012, phase one of a three-part transition will be implemented. Prior to this, our Erie County agencies came to our Buffalo warehouse to pick up their food orders. Those who did not have the vehicles or manpower relied on Americorps to deliver their food. We are excited to say that by spring of 2014, we will be able to offer 90% direct delivery for Erie County!
**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.

More than 101,000 individuals received more than 11,770,500 pounds of food in 2011.

**36,207 Households**  
**41,600 Children**  
**9,408 Seniors**

<table>
<thead>
<tr>
<th>Pounds of Food Distributed by County</th>
<th>Cattaraugus</th>
<th>Chautauqua</th>
<th>Erie</th>
<th>Niagara</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattaraugus</td>
<td>892,943</td>
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<tr>
<td>Chautauqua</td>
<td></td>
<td>1,650,130</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Erie</td>
<td></td>
<td></td>
<td>7,514,870</td>
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</tr>
<tr>
<td>Niagara</td>
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<td>1,712,636</td>
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*Note: The figures are in pounds of food distributed.*
## Financial Position

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<tr>
<th>ASSETS</th>
<th>Unrestricted</th>
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<td>Cash and cash equivalents</td>
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<td>Grants and pledges receivable, net</td>
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<td>Accounts receivable</td>
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<td>Due from other funds</td>
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<td>Prepaid expenses</td>
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<td>Inventory:</td>
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<tr>
<td>Donated - in-kind value</td>
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<tr>
<td>USDA - in-kind value</td>
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<td>Other</td>
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<td>Long-term investments</td>
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<td>Fixed assets, net</td>
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<td><strong>TOTAL ASSETS</strong></td>
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<th>LIABILITIES AND NET ASSETS</th>
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<td>LIABILITIES:</td>
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<td>Due to other funds</td>
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<td>Total liabilities</td>
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**NET ASSETS:**

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<td>Net investment in plant</td>
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<td>1,517,594</td>
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<td>1,109,501</td>
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<td>Designated for plant</td>
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<td>235,793</td>
<td>235,793</td>
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<td>Total unrestricted</td>
<td>2,742,789</td>
<td>1,109,501</td>
<td>1,753,387</td>
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<td>Temporarily restricted</td>
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<td>-</td>
<td>-</td>
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<tr>
<td>Total net assets</td>
<td>2,742,789</td>
<td>1,109,501</td>
<td>1,753,387</td>
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**TOTAL LIABILITIES AND NET ASSETS**

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<tr>
<th><img src="image20" alt="Image" /></th>
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</table>

Check Out Hunger Partners

![Image](image28)
Ann McCarthy honored at Sweet Charity

Channel 2’s Colleen Nossavage and Tops’ Andy Brocato at Food 2 Families
Statement of Activities

REVENUES, GAINS AND OTHER SUPPORT

Contributions:
- Fundraising and special events $1,253,447
- General contributions 1,043,877
- HPNAP grant -
- EFSP/FEMA grant -
- Other government grants 184,656
- Private grants 265,062

In-kind contributions:
- General 33,150
- Donated food and grocery items -
- USDA food -

Revenues:
- Shared maintenance and AAP fees 683,230
- Program fees 436,416
- Other revenue and reimbursements 14,892
- Interest and dividends 25,868
- Gain on sale of fixed assets -
- Net realized and unrealized gains (losses) on investments (19,834)

Net assets released from restrictions 12,258,342

Total revenues, gains and other support 16,179,106

Unrestricted Agency Assistance Program Plant

EXPENSES:
- Management and general 1,142,762 - 8,010
- Program services 4,805,461 - 280,103
- Agency assistance program - 1,335,050 -
- In-kind expenditures 9,198,675 - -

Total expenses 15,146,898 1,335,050 288,113

CHANGES IN NET ASSETS
- 1,032,208 (1,335,050) (232,013)

NET ASSETS, BEGINNING OF YEAR
- 2,560,581 1,594,551 1,985,400

TRANSFER OF NET ASSETS
- (850,000) 850,000 -

NET ASSETS, END OF YEAR
- $2,742,789 $1,109,501 $1,753,387

Revenues 2011-2012
- 7% Program Fees
- 57% In-Kind Food Contributions
- 8% Fundraising and Special Events
- 16% Government Grants
- 4% Private Grants
- Less than 1% Other Revenue

Expenditures 2011-2012
- Program Services 93%
- Management and General 4%
- Fundraising 3%
<table>
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<th>Total Unrestricted</th>
<th>Temporarily Restricted Grants and Other</th>
<th>Value of Donated and USDA Food</th>
<th>Total Temporarily Restricted</th>
<th>Total 2012</th>
<th>Total 2011</th>
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<td>$7,669,770</td>
<td>$7,669,770</td>
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</tr>
</tbody>
</table>

**Planned Giving Initiative**

Leave your legacy of caring for those who are hungry. Tomorrow’s hungry children need your help. Remember the Food Bank of WNY in your will.

For more information, contact Clem Eckert, Food Bank Ambassador, at 716-935-6687 or ceckert@foodbankwny.org.
Youth Programs

**BackPack Program**
Schools: 7  
Children: 520  
Meals Served: 49,920  
Four (4) schools added to program for 2012-2013

Many children who rely on free and/or reduced price school meals may be left without an adequate supply of nutritious food on the weekends or when school is closed. The BackPack Program assists these students by providing easily prepared, nutritious food in take-home bags each week throughout the school year. Each backpack is filled with cereals, shelf stable milk, canned soups, fresh fruit, and a whole grain snack. Bags are distributed each Friday at the end of the school day. Recipients are students chosen by teachers, counselors, and school staff based on individual circumstances.

**Baby Needs**
Infants: 2,244

The Baby Needs Program at 38 sites meets emergency needs of infants and young children by providing them with a supply of diapers, infant formula, baby food and baby care products.

**Banking on Wellness**
Total Number Classes Completed: 100  
Children 2011-2012: 5,454 kids  
Since October 2010: 9,278 kids

Banking on Wellness is an exercise and nutrition production that teaches school children about the importance of healthy foods and fitness.

**Kids in the Kitchen**
Classes: 9 sessions

Kids in the Kitchen is a hands-on program through which children learn about cooking and sound nutrition. Students ages 7-18 come to the Food Bank’s test kitchen once weekly for five weeks.

**Food Bank Puppet Theater**
Viewed: 50,000 children

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, and they watch the puppets do a food drive in their school.
Hunger Initiative Programs

The Food Bank strives to meet the needs of our member agencies and their clients through several programs. The **Food Express Program** distributes perishable food directly to clients of member agencies. 1,333,863 pounds of food were distributed to 100,549 clients. The **Garden Project** consists of several garden beds on the Food Bank premises. Volunteers dedicated 860 hours to plant, nurture and grow 2,555 pounds of beautiful fresh produce and herbs. We also offer **Nutrition Education and Food Safe Handling Programs** to member agencies’ clients and coordinators. The new basic food safety training is an online training course that all member agencies can access. It is interactive and requires completion of evaluation questions.

Food Sources

### Donated Food Sources

**Feeding America**
The Food Bank of WNY is a member of Feeding America, the United States’ food bank network.

**Local Donated Food Sources**
Donations of food and other items are provided to the Food Bank by farmers, packers, manufacturers, wholesalers, and others in the food industry. Community groups also conduct food drives.

### Purchased Food Sources

**The Hunger Prevention and Nutrition Assistance Program** (HPNAP)
HPNAP is a New York State Department of Health program established for the benefit of low-income individuals. This program focuses on the nutritional quality of food and improving healthy living.

**Agency Assistance Program**
This program provides member agencies with purchased nutritional food and access to refrigerators, freezers, and food preparation and storage equipment to better serve the need of their clients.

**Co-op Food Program**
The Co-op program supplements food items otherwise unavailable or typically not donated through a network of national and local donors.

### US Department of Agriculture (USDA)

**The Emergency Food Assistance Program** (TEFAP)
TEFAP is a federal program that helps low-income families with emergency food and nutrition assistance. TEFAP foods are made available to New York State by the USDA.

### Pounds of Food Acquired by Source

<table>
<thead>
<tr>
<th>Source</th>
<th>Pounds of Food</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>USDA</td>
<td>4,311,226</td>
<td>40%</td>
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<tr>
<td>Local Donated</td>
<td>1,702,965</td>
<td>16%</td>
</tr>
<tr>
<td>Purchased</td>
<td>2,152,737</td>
<td>20%</td>
</tr>
<tr>
<td>Feeding America Donated</td>
<td>2,580,287</td>
<td>24%</td>
</tr>
</tbody>
</table>

**Food Sources**

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Thank You Volunteers!

1,657 individuals from area colleges, high schools, companies, youth groups and other groups volunteered. The volunteers gave more than 14,000 hours to the Food Bank of WNY.

How You Can Help

DONATE FOOD
We appreciate all food donations. If you work in the food industry, please consider donating your overstocks. We also welcome you 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 five meals!

DONATE YOUR TIME
Volunteers are essential to the Food Bank. There are service opportunities available in a variety of areas including our warehouse or 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 of the hunger issue in WNY by speaking about it and helping educate people about what the Food Bank accomplishes.

For an updated list of opportunities and events to help the Food Bank of WNY, please visit www.foodbankwny.org.

Food Bank Volunteer Judy Tutuska

“Volunteering at the Food Bank of WNY is a wonderful experience...there are so many different kinds of volunteer opportunities available that it’s easy to find ones that are interesting and best suit my skills. The Food Bank’s volunteer coordinators have a talent for motivating each of us volunteers and always makes sure we feel welcome and comfortable with our assignments. Helping the Food Bank of WNY, I feel that I get more out of each opportunity than what I give by volunteering. The Food Bank provides us a way to give back to our own community and by helping out there I always end up feeling like I have helped to make a difference. Hunger in our communities is such a challenging problem that it truly “takes a village” to address it. Volunteering at the Food Bank gives me another avenue to help work on this challenging problem.”
Board Members

EXECUTIVE COMMITTEE
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M&T Bank

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McMahon & Mann
Consulting Engineers, P.C.

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

Bill Shepard, Secretary
Insyte Consulting

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Lippes Mathias Wexler Friedman LLP

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

David Crisp
O-AT-KA Milk Products
Cooperative, Inc.

Kevin Darrington
Tops Markets, LLC

Donna Klein
Active Community Volunteer

Kevin B. Klotzbach
Five Star Bank

Carol Palumbo
Niagara Community Action Program

Mike Prendergast
M&T Bank

Maureen Rasp-Glose
Verizon Government & Eternal Affairs, WNY

Peter J. Renkas
Bank of Akron

Henry Self
H.W. Self Management Ltd.

Jerry Sheldon
Lancaster Tanks and Steel Products

Viren Sitwala
Rosina Food Products, Inc.

David Tincher
General Mills

Tim Wangler
Wegmans Food Markets

Debora S. Whiting
Former School Principal

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M&T Bank

Laura Blain
Performance Management Partners, Inc.

Our 2011-2012 Annual Report is dedicated to our dear friend and founder of the Food Bank, Mrs. Helen Wicher, who passed away in May 2012. We are grateful for her vision and dedication to the less fortunate in Western New York.

Helen Wicher

Phyllip Catanese
The Buffalo News

Drew J. Cerza
Just Wing It Productions, Inc.

Florence Conti
Goodwill Industries – retired

Frank Curci
Tops Markets, LLC

Robert Drago
Costanzo’s Bakery, Inc.

John F. Dunbar, Jr.
Adjunct Professor at UB and Consultant

Patrick Henry
Erie County Department of Social Services – retired

John Jablonski
Buffalo Beverage Corp. - retired

Sr. M. Johnice
St. Adalbert’s Response to Love Center

Denny Lynch
Buffalo Bills - retired

Anthony D. Mancinelli
Harter Secrest & Emery LLP

Ann McCarthy
Wegmans Food Markets - retired

Gerry Murak
Murak & Associates, LLC

Karl C. Oesterle
Tops Markets, LLC

Jeff Rich
Rich Products Corporation

Mark Weigel
Career Partners International Buffalo | Niagara

Sr. Mary Anne Weldon
Retired Social Worker - Catholic Charities

Richard J. Wright, Jr.
Freed Maxick CPAs, P.C.

HONORARY BOARD MEMBERS

Alan J. Condo
Presence Marketing, Inc.

Angeline Costner
Community Action Organization - retired

Clem Eckert
Food Bank Ambassador

Marilee Keller
Community Volunteer

Ralph Kushner
Retired Grocery Executive

Roger Metzger
Food Bank of WNY - retired

Lottie Moore
Child and Family Services - retired

Ruth Kahn Stovroff
Friend of the Food Bank
Collaborations and Partnerships

American Red Cross Greater Buffalo Chapter
Disaster relief partnership

Buffalo News
News Neediest: Purchase of year-end holiday meal items

Cattaraugus Community Action, Inc.
USDA Distribution and Supplemental Nutrition Assistance Program participant

Closing the Gap
BackPack program partnership

Cornell Cooperative Extension
- Creating Healthy Places grant allowed for installation of walk-in, produce cooler for Niagara County.
- Nutrition Education to clients.

Cornell University Cooperative Extension

Food For All
Supplemental Nutrition Assistance Program participant

Food Shuttle of WNY
Designated agency support

Goodwill
- Shared position for social media and website services
- Home of Urban Opportunities Food Pantry

The Jolly Boys of Williamsville
Designated agency support

John R. Oishei Foundation
Mobile Safety-Net Team, Basic Human Needs initiative

Just Say Yes to Fruits and Vegetables
Educates Food Bank agency clients about benefits of produce

Meals on Wheels for Western New York
Disaster relief partnership

Niagara Community Action Program, Inc.
USDA Distribution and Supplemental Nutrition Assistance Program participant

St. Susan’s Center
Partners Fighting Hunger in Chautauqua County delivery program

United Way of Buffalo and Erie County
and United Way of Chautauqua County
Distribution of FEMA funds to agencies

YMCA Buffalo Niagara
Thanksgiving Turkey Trot
Events and Food Drives

The Food Bank relies on fundraising events and community food drives throughout the year to help serve those in need.

Food 2 Families

Walk Off Hunger

Sweet Charity

Empty Bowls

Feed the City

Friends of the Food Bank Party

Rock Out Hunger

Choppers for Charity
Food Bank of WNY, Inc.
91 Holt Street
Buffalo, NY 14206
phone: 716-852-1305
fax: 716-852-7858
e-mail: info@foodbankwny.org
website: www.foodbankwny.org

A member of

Find us online!

Food Bank Staff

Marylou Borowiak
President and CEO

Evie Basher
Senior Accountant/Analyst
Michael Billoni
Marketing & Public Relations Director
Wayne Bobo
Processing Coordinator
Kelly Burke
Agency Services Coordinator
Joe Butera
IT Administrator
Katie Chadwick
Events/Volunteer Coordinator
Sean Craig
Food Express Truck Driver
Christa DiPizio
Human Resources Coordinator
Eli Fields
Truck Driver
Justin Guerin
Supply Chain and Project Manager
Brian Jablonski
Agency Services Assistant
Gail Korba
Administrative Support Assistant
Stephanie Lawson
Agency Grants & Youth Programs Team Leader
Dawan Little
Warehouse Assistant
Gary Maybach
Trade Relations / Safety Manager
Kathleen Mendez
Administrative Advisor
Paula Mercurio
Finance Director
Robert Miller
Warehouse Manager

Wyleia Miller
Supply Chain/Agency Ordering Team Leader
Polla Milligan
Grants Administrator & Development Coordinator
Felix Molina
Warehouse Assistant
Ralph “Bud” Oertly
Maintenence Mechanic
Kelly O’Neil
Executive Assistant
Sharon Pankiewicz
Accountant Assistant
Christina Rivera, RD
Agency Services Director
Osvaldo “Ozzy” Rivera Amaro
Warehouse Assistant
Todd Taylor
Chautauqua County Warehouse Assistant
Gloria Thomas
Urban Opportunities Pantry Coordinator
Kevin Tompkins
Agency Statistics Coordinator
John Whitte
Truck Driver
Jeff Williams
Assistant Warehouse Manager
Shaun Woods
Warehouse Assistant
Jeremy Juhasz
Social Media/Website Coordinator, provided by Goodwill Industries of WNY, Inc.