We are appreciative of the partnership with the Food Bank of WNY, because together, we help the agencies in Chautauqua County address a need.

– Randy Sweeney
Executive Director
The Chautauqua Region Community Foundation

We at the John R. Oishei Foundation take pride in our ability to provide support to the Food Bank of WNY. Our view of the Food Bank is that of an essential partner in addressing a critical basic need throughout our community.

– Larry Cook
The John R. Oishei Foundation

It wasn’t until I became involved in the Food Bank of WNY that I realized just how many people go hungry in our community. I am proud to be a part of this fight.

– Tom Berical
Vice Chairperson
SETTING THE COMMUNITY TABLE

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.

“...The Food Bank of WNY has been the lifeline for so many families on Buffalo’s East Side. Our food pantry and dining site depend on the food we get from the Food Bank of WNY to feed thousands of people a year.”

– Mike Gilhooly
Assistant Director
Response to Love Center
A message from our
BOARD CHAIRPERSON & PRESIDENT

Dear Supporters,
As our fiscal year comes to a close, we are proud to report that a majority of our 2010 5 year Strategic Plan initiatives have been successfully completed. We are even organizing a Board retreat to develop the next 3 to 5 year plan. Our focus has been and continues to be on assisting those in need in our community. To this end, we are excited to share some of last year's accomplishments.

Technology Upgrades
Our hardworking staff, with the assistance and guidance from our Board of Directors, has been busy upgrading our technology, including our vehicle routing system, agency reporting system and donor software. These are key to our ability to acquire and distribute food in the most economical and efficient manner.

Increased Funding Opportunities
We concentrated on improving existing funding opportunities as well as creating new ones because we experienced an increase in the number of families served from 35,974 (2013) to 39,054 (2014). Through your generous support, we are meeting the increased need in our community, and we're confident that with your continued kindness, we'll be able to meet the future need. This year we saw a significant increase in donations through our direct mail efforts, and we are striving to continue this trend into the future. One new program that we are particularly excited about is our Food for Tomorrow Society. This program enlists community members to include us in their estate planning and has really taken off! We are very pleased that this endeavor, in conjunction with our Endowment Fund, will help us to ensure assistance for tomorrow's Western New York residents struggling with hunger.

Expanding Our Programming
By surveying our 330 member agencies, we were able to ascertain their particular needs as well as those programs they find especially critical. Our Direct Delivery Programs in Chautauqua and Erie counties have proven to be tremendously popular with our agencies. Our Nutrition Education Programs, such as Just Say Yes to Fruits and Vegetables and our community garden are flourishing, as we make a concerted effort to provide nutrition information and healthier, fresh foods to our agencies’ clients. We are also working with more local farmers, encouraging them to deliver fresh produce directly to the four counties we serve. Our healthy cooking classes are well attended, both here at the Food Bank of WNY and out in the field at our agencies’ facilities.

Looking Down the Road
We know there is still so much ground to cover. We realize there are community members out there whom we have yet to reach. We know we must continue to address all the aspects of hunger and need in Western New York, both now and in the years ahead. Through careful planning and strong relationships with our partners, we will do all we can to give hope to those who need us most.

Thank you for everything you have made possible and all the ways in which you have been there for us and thus for our agencies and clients. We are deeply grateful for your years of generous support!

Sincerely,
Michael J. Mann, P.E.
Chairperson of the Board

Marylou Borowiak
President & CEO

A GROWING INITIATIVE
The Food Bank of WNY Community Garden

The Community Garden is a flourishing plot of land on the Food Bank of WNY’s property which offers 22 adoptable garden beds to income-eligible individuals, families and groups. Volunteers guide participants through the growing process with classes being held in the garden on Saturdays throughout the season. Participants may keep their harvest, trade it with a fellow gardener, or donate it back to the Food Bank of WNY for use on the Food Express Mobile Pantry.

The Food Bank of WNY Community Garden

The Food Bank of WNY Community Garden

The Food Bank of WNY Community Garden

The Food Bank of WNY Community Garden

The Food Bank of WNY Community Garden
HUNGER IS CLOSER THAN YOU THINK

The faces of poverty in Western New York include a family of four with a sudden loss of income due to a plant closure in a community with limited living wage jobs; an elderly couple working all their lives only to find their fixed income has made them choose between heating the home or a hot meal; a young couple who has a child with special needs whose medical costs have exceeded the insurance cap and jeopardize the basic medical needs for the rest of the family.

These are just some examples of the over 39,000 families that have reached out for food to our 330 member agencies across Western New York. When people in need reach out for help, our member agencies are there to assist them with compassion and empathy.
Food, one of our most basic needs, can be in short supply, particularly for those on fixed incomes or working jobs that do not supply a living wage. The painful decision to either pay the rent or put food on the table is faced by many in our community.

• An estimated **172,500 individuals** in the four counties we serve are in need of food assistance. Of these, the Food Bank of WNY impacts approximately 165,000 individuals annually and an average of 105,632 monthly.

• **12.8%** of the population within our service area does not have access at all times to enough food for an active, healthy lifestyle.

• There are **64,232 food insecure children** and **17,649 seniors** who are in need of assistance in our service area.

• On average, people in poverty lack **$60** each month for sufficient groceries.

### A CLOSER LOOK AT POVERTY IN WNY*

<table>
<thead>
<tr>
<th>County</th>
<th>Percentage</th>
<th>People in Poverty</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erie</td>
<td>14.5%</td>
<td>129,262 people</td>
</tr>
<tr>
<td>Niagara</td>
<td>13.5%</td>
<td>28,631 people</td>
</tr>
<tr>
<td>Chautauqua</td>
<td>18.8%</td>
<td>24,229 people</td>
</tr>
<tr>
<td>Cattaraugus</td>
<td>17.4%</td>
<td>13,475 people</td>
</tr>
</tbody>
</table>

*Sources: Feeding America, Hunger Study 2014; Map the Meal Gap Project 2012; U.S. Census; New York Community Action Association; and Food Bank of WNY data.

> When planning for retirement, I thought I’d covered all the bases. However, life brings what it does. I’ve ended up a few dollars short each month. The food pantry helps stretch limited funds.

– Anna

Food Bank of WNY Client
TURNING THE TABLES ON HUNGER

No one in our community should go hungry. The Food Bank of WNY defends this belief by providing services for those in need, county by county.

“We believe strongly in the importance of service as it is at the foundation of our company culture at James Desiderio Inc. We are always proud to support the vital work of the Food Bank of WNY because they perform a necessary service in providing access to resources and healthy eating options to those in need in our community.”

— Robert Mercusto
James Desiderio Inc.
We pay extra attention to the quality of our food, where it comes from and, most importantly, where it goes.

Food Program Distribution Highlights

- Distributed 14,843,499 pounds of food (an increase of 28% over the prior year) – equating to 12,369,582 meals (2.7 million meals more than the previous year).
- Nearly 50% of the food distributed was acquired from local food distribution partners.
- Over 300,000 pounds of locally grown fruits and vegetables were purchased through local farmers and wholesalers.
- Distributed nearly 33% more pounds of fresh produce and 43% more pounds of dairy products.

Distribution Partners

We are grateful for the generous local wholesale partners who collectively donated nearly 7,500,000 pounds of food to promote and sustain our mission. Special thanks to the following partners for each donating more than 120,000 pounds of food:

- C&S Wholesale Grocers
- COTT Beverage
- General Mills
- James Desiderio Inc.
- Lactalis American Group
- Mayer Brothers
- Olean Wholesale Grocery Cooperative, Inc.
- Pepsi Bottling Group
- Ralcorp Holdings, Inc.
- Upstate Niagara Cooperative, Inc.

Distribution by Agency Type

- Food Pantries: 88%
- Soup Kitchens: 4%
- Emergency Shelters: 3%
- Day Care/Youth Programs: 3%
- Residential Housing: 2%

Percent Increase in Food Distribution by County

- Niagara: 20%
- Erie: 28%
- Chautauqua: 31%
- Cattaraugus: 38%

Nutritional Quality

- Fruits, Vegetables, Juices: 58%
- Meats, Fish, Protein: 16%
- Cereals, Breads, Grains: 16%
- Dairy: 10%
OUR HELPING HANDS

This community has proudly joined the Food Bank of WNY on the frontlines with devoted volunteers and enthusiastic participants for our flagship fundraising events. We are prepared to fight hunger as long as necessary and hope the passion of our supporters only inspires more residents to give back.

“We take hunger personally and embrace our partnership with the Food Bank of WNY. We want to ensure that those at risk have access to enough nutritious food.”

– Rob Metzen
The Sodexo Foundation

1. Sponsors for Sweet Charity, Bob and Maria Mercurio, from James Desiderio Inc.
2. Participants take to the streets during our Walk Off Hunger event.
3. The Food 2 Families food drive enjoyed a record year in 2013.
4. Our friends at Carabba’s Cocina present a generous donation to the cause.
5. Wegmans shoppers supported school children in need during the Fill the Backpack campaign.
6. Volunteers setting up a Food Express distribution event.
7. The hosts from a private party that raised nearly $70,000 for the Food Bank. [Photo credit: Rick Wares Photography]
8. Strong reinforcements were brought in for the Buffalo Bills Thanksgiving Blitz.
9. 97 Rock D.J. Jacinto lends his voice and passion to the Rock Out Hunger event.
10. Food donations from the Erie County Fair totaled 85,273 pounds.
11. Buffalo Bills alumni came out of retirement to support our very worthy cause.

14
A GATHERING
OF GOODNESS

From an evening of wine and hors d’oeuvres to visiting the local grocery store, the Food Bank of WNY events offer great ways to support our mission.

FUNDRAISING EVENTS

Sweet Charity
The fan-favorite event, presented by James Desiderio Inc., raised over $92,000 and attracted over 800 supporters for a night of sweet and savory tastings from area restaurants and wineries. Live and silent auctions, giveaways and raffles gave guests plenty of opportunity to toast to a worthy cause.

Walk Off Hunger
The annual 1.9 mile walk was enjoyed by over 500 participants as they took a scenic stroll through beautiful streets in the Village of Williamsville. From kids’ games to healthy eating activities, this event raised over $54,000 for the Food Bank of WNY.

Check Out Hunger
Our dedicated supermarket retailers raised a record $760,287 through this year’s campaign!

Food 2 Families
‘Tops Markets’ annual Food 2 Families food drive had a record year with donations of nearly $167,000 and over 116,500 pounds of food collected throughout the all-day drive at local stores.

“We staff always work hard to ensure our neighbors won’t have to choose between taking their medication or having a nutritious meal on the table. We humbly assist the Food Bank in numerous ways, including Check Out Hunger and Walk Off Hunger and our signature Food 2 Families event, which is their largest one-day collection of food and funds.”

– Andy Brocato
Tops Markets

Fill the BackPack
In June 2014, we partnered with Wegmans, WIVB and CW23 for a two-week food drive to benefit the BackPack program. More than 40,000 pounds of food was collected in the first year of this campaign. The food was used to fill about 10,000 bags that will be distributed through the BackPack program in Fall 2014.

Other Events and Fundraisers
Supporting Our Mission
Buffalo Bills Thanksgiving Blitz
Caruthers Collision Golf Outing
Erie County Fair
Rock Out Hunger
White Party
... and so many more!

THANK YOU TO OUR VOLUNTEERS
The Food Bank of WNY is extremely fortunate to reside in one of the most generous communities anywhere. From sorting and repacking food items to assisting at special events, our volunteers are dedicated, ambitious and hardworking supporters of our mission.

2,800 VOLUNTEERS GAVE MORE THAN 16,000 HOURS OF THEIR TIME AND TALENTS THIS YEAR!

Hearing Food Bank of WNY client stories really touched me. It gave me a good feeling to know that by being part of Wegmans, we’re able to make a difference in the community.

– Christina Renner
Wegmans

A FULL SERVING
OF PROGRAMS

Baby Needs Program
The Baby Needs Program meets emergency needs of infants and young children by providing caregivers with a supply of diapers, infant formulas, baby food and baby care products. Families in need may access these items from any of the 38 participating sites. Through these Food Bank of WNY’s member agencies, more than 3,500 babies are assisted each month.

BackPack Program
The BackPack Program assists students who rely on free and/or reduced price school meals with nutritious food each weekend throughout the school year. The program provides these students with weekly backpacks filled with easily prepared, kid-friendly foods. Nearly 1,000 children in 16 schools participated in this program throughout the 2013-2014 school year.

“My students are so thankful for the BackPack program. They often ask if it’s been delivered. This, to me, shows the need for the program.”

– 2nd grade teacher
Dunkirk City School #7

Banking on Wellness
Banking on Wellness is an exercise and nutrition program that teaches school children the importance of healthy foods and fitness. The program is offered, free of charge, to schools, community centers, after school programs and summer camps. More than 12,000 students have participated in this beloved program since its inception in 2010. Banking on Wellness is funded through generous grants provided by General Mills and C&S Wholesale Grocers.

Food Express Mobile Pantry
Our Food Express Mobile Pantry delivered 1.5 million pounds of fresh, perishable food to nearly 10,000 individuals monthly.

Just Say Yes to Fruits and Vegetables (JSY)
Just Say Yes to Fruits and Vegetables is a New York State initiative, dedicated to improving the health and nutrition of food stamp eligible populations. It includes information on obesity prevention and increased fruit and vegetable consumption. Each month, 15 JSY workshops are conducted in the community, reaching more than 200 individuals.

Kids in the Kitchen
Kids in the Kitchen is a hands-on program where children learn about cooking and sound nutrition. Students visit the Food Bank of WNY’s test kitchen and learn how their eating habits affect their overall health while preparing simple, healthy snacks and meals. This program is available, free of charge, to schools and member agencies. Over the past year, nearly 50 children participated.

“The program provided not only a learning experience, but also an opportunity for the students to try new foods and practice preparing anything from breakfast to dinner.”

– Jodi Federo
Stanley G. Falk School

The Just Say Yes to Fruits and Vegetables program provides comprehensive nutrition education programs for food stamp eligible populations in a variety of community settings.

Students get a hands-on nutrition lesson in our Kids in the Kitchen program.
THE FINANCIAL REPORT

Statement of Financial Position
as of June 30, 2014 and 2013

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$4,173,835</td>
<td>$3,844,674</td>
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<tr>
<td>Grants and pledges receivable, net</td>
<td>139,682</td>
<td>194,455</td>
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<tr>
<td>Accounts receivable</td>
<td>190,775</td>
<td>103,199</td>
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<td>Due from other funds</td>
<td>151,491</td>
<td>190,668</td>
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<tr>
<td>Prepaid expenses</td>
<td>15,622</td>
<td>27,045</td>
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<tr>
<td>Inventory:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated – in-kind value</td>
<td>1,421,549</td>
<td>748,889</td>
</tr>
<tr>
<td>USDA – in-kind value</td>
<td>583,179</td>
<td>566,790</td>
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<tr>
<td>Other</td>
<td>113,951</td>
<td>113,726</td>
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<tr>
<td>Long-term investments</td>
<td>1,348,832</td>
<td>672,723</td>
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<tr>
<td>Fixed assets, net</td>
<td>1,182,667</td>
<td>1,373,801</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$9,323,583</strong></td>
<td><strong>$7,837,950</strong></td>
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<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
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<tbody>
<tr>
<td>LIABILITIES:</td>
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<tr>
<td>Accounts payable</td>
<td>$245,778</td>
<td>$143,959</td>
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<td>Accrued expenses</td>
<td>91,575</td>
<td>84,636</td>
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<tr>
<td>Deferred income</td>
<td>51,091</td>
<td>53,156</td>
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<tr>
<td>Due to other funds</td>
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<td>190,668</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$519,935</strong></td>
<td><strong>$452,419</strong></td>
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<table>
<thead>
<tr>
<th>NET ASSETS:</th>
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<tbody>
<tr>
<td>Unrestricted:</td>
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<tr>
<td>Net investment in plant</td>
<td>1,182,667</td>
<td>1,373,801</td>
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<tr>
<td>Designated for agency assistance</td>
<td>932,501</td>
<td>1,070,978</td>
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<tr>
<td>Designated for plant</td>
<td>283,406</td>
<td>221,306</td>
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<tr>
<td>Designated for endowment</td>
<td>1,448,832</td>
<td>–</td>
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<tr>
<td>Undesignated</td>
<td>2,111,024</td>
<td>3,128,050</td>
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<tr>
<td><strong>Total Unrestricted</strong></td>
<td><strong>5,958,830</strong></td>
<td><strong>5,794,135</strong></td>
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<tr>
<td>Temporarily Restricted</td>
<td>2,844,818</td>
<td>1,591,396</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>8,803,648</strong></td>
<td><strong>7,385,531</strong></td>
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<table>
<thead>
<tr>
<th>TOTAL LIABILITIES AND NET ASSETS</th>
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</thead>
<tbody>
<tr>
<td><strong>$9,323,583</strong></td>
<td><strong>$7,837,950</strong></td>
<td><strong>$7,837,950</strong></td>
</tr>
</tbody>
</table>

**Statement of Activity**
for years ended June 30, 2014 and 2013

<table>
<thead>
<tr>
<th>REVENUES, GAINS AND OTHER SUPPORT</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising and special events</td>
<td>$1,402,260</td>
<td>$1,160,616</td>
</tr>
<tr>
<td>General contributions</td>
<td>1,813,185</td>
<td>1,661,935</td>
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<tr>
<td>HPNAP grant</td>
<td>2,592,121</td>
<td>2,504,998</td>
</tr>
<tr>
<td>EFF/FEMA grant</td>
<td>103,396</td>
<td>196,024</td>
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<tr>
<td>Other government grants</td>
<td>332,199</td>
<td>285,748</td>
</tr>
<tr>
<td>Private grants</td>
<td>732,991</td>
<td>595,440</td>
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<tr>
<td><strong>In-kind Contributions:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General</td>
<td>83,038</td>
<td>136,563</td>
</tr>
<tr>
<td>Donated food and grocery items</td>
<td>14,691,437</td>
<td>9,051,597</td>
</tr>
<tr>
<td>USDA food</td>
<td>2,247,114</td>
<td>1,719,805</td>
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<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shared maintenance and AAP fees</td>
<td>817,530</td>
<td>580,351</td>
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<tr>
<td>Program fees</td>
<td>588,890</td>
<td>747,798</td>
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<tr>
<td>Other revenue and reimbursements</td>
<td>16,475</td>
<td>11,662</td>
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<tr>
<td>Interest and dividends</td>
<td>34,353</td>
<td>24,600</td>
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<tr>
<td>Gains on disposal of fixed assets</td>
<td>5,400</td>
<td>–</td>
</tr>
<tr>
<td>Net realized and unrealized gains on investments</td>
<td>120,968</td>
<td>66,497</td>
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<tr>
<td><strong>Total Revenues, Gains and Other Support</strong></td>
<td><strong>25,581,357</strong></td>
<td><strong>18,743,634</strong></td>
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<table>
<thead>
<tr>
<th>EXPENSES</th>
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<tbody>
<tr>
<td>Management and general</td>
<td>1,240,497</td>
<td>1,205,756</td>
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<tr>
<td>Program services</td>
<td>5,752,126</td>
<td>5,580,840</td>
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<tr>
<td>Agency assistance programs</td>
<td>838,077</td>
<td>888,523</td>
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<tr>
<td>In-kind expenditures</td>
<td>83,038</td>
<td>136,563</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>24,163,240</strong></td>
<td><strong>18,262,718</strong></td>
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<tr>
<th>CHANGES IN NET ASSETS</th>
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<tr>
<td><strong>1,418,117</strong></td>
<td><strong>480,916</strong></td>
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<th>NET ASSETS, BEGINNING OF YEAR</th>
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<tbody>
<tr>
<td>7,385,531</td>
<td>6,904,615</td>
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<table>
<thead>
<tr>
<th>NET ASSETS, END OF YEAR</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>8,803,648</td>
<td>7,385,531</td>
<td></td>
</tr>
</tbody>
</table>

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.
EXTRA HELPINGS

The following is a list of generous friends of the Food Bank of WNY who are members of the Food for Tomorrow Society as of June 30, 2014:

Anonymous
James and Susan Billoni
Michael and Deborah Billoni
Anne Bird
Darrell and Marylou Borowiak
Glenn A. Butler
Drew and Jodi Cerza
John and Terri Dunbar
Clem and Anne Eckert

Robert S. Gacek
Marion V. Grimes
Justin Guarin
John Jablonski
Marilee Keller
Anne Matyka
Polla Milligan
Russell J. Salvatore
J. Milton (Zeke) and Amy Zeckhauser

Our family has been quite fortunate, and we felt a commitment to the Food for Tomorrow Society was a way to serve those less fortunate in the future. We have entrusted our gift to the Food Bank of WNY because the organization is well-managed and effectively distributes nutritious food to those in need.

– John and Terri Dunbar
Members of Food for Tomorrow Society

The Food for Tomorrow Society is comprised of our supporters who make a lasting commitment to feed the hungry in Western New York by naming the Food Bank as the ultimate beneficiary of a planned gift.

The Food Bank of WNY is able to serve nearly 106,000 residents in need each month with a small, yet dedicated staff that refuses to let hunger prevail in our community.

EXTRA HELPINGS

The Food Bank of WNY is able to serve nearly 106,000 residents in need each month with a small, yet dedicated staff that refuses to let hunger prevail in our community.

GOING WITHOUT FOOD SHOULDN’T BE AN OPTION

Together we can provide a safety net for our neighbors, friends and families battling hunger in the community.

Your generous support helps us:

• Procure and distribute approximately 15 million pounds of nutritious food annually.
• Serve nearly 40,000 families every month including almost 37,000 children.
• Deliver fresh foods, produce, dairy and bread daily through our Food Express Mobile Pantry.
• Conduct nutrition workshops and food demonstrations for clients from our 330 member agencies.
THANKS FOR JOINING THE FIGHT!

Every generous dollar you donate helps the Food Bank of WNY distribute approximately 5 meals to those in need.

$1 = 5 meals

We are deeply grateful for your partnership!