THE heart OF WHAT WE DO
2014-15 ANNUAL REPORT

Food Bank of WNY
Serving Cattaraugus, Chautauqua, Erie and Niagara Counties
One would be humbled, shocked and awed to realize how many in our community suffer with hunger daily. I’m comforted knowing this burden is lessened by such a great organization.

Glenn Butler, Board Member
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McMahon & Mann Consulting Engineers, P.C.

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HSBC Bank

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Scott C. Terhaar
ValueCentric LLC

Tim Wangler
Wegmans Food Markets

Debora S. Whiting
Former School Principal

Food Bank Officer

Marylou Borowiak
President & CEO
Food Bank of WNY

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Ralph Kushner
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Dear Friends:

Thank you for your commitment to fighting hunger in Western New York! As we reflect on the past fiscal year, we are proud to share our accomplishments made possible by the generosity of our supporters in the community we serve:

Strategic Plan 2015

This year we embarked on a new strategic plan, as most of our 2010 Strategic Plan initiatives have been successfully completed. To that end, board members, agency representatives, and the Food Bank team completed thorough SWOT analyses (strengths, weaknesses, opportunities, and threats) to target key areas to capitalize on, reinforce, and address to meet the changing needs in our community. The data was compiled, and in February 2015 there was a Strategic Planning Retreat to discuss methods and resources needed to orchestrate these specific initiatives. We are happy to report on June 24, 2015, the Board of Directors approved a new Strategic Plan to guide the organization for the next three to five years. The goals outlined address the topics of nutrition, food and funds sourcing, distribution, technology, branding, and succession planning.

We are confident that as we execute the 2015 Strategic Plan, we will expand our reach and enhance our services to the 186,000 individuals in Western New York who continue to struggle to put nutritious food on the table.

The November Storm

“Snowvember” was catastrophic to areas of Western New York. Many residents were stranded and in need of food while their homes were buried in snow. As an Emergency Food Provider, the Food Bank of WNY was called on to get food to the hardest hit areas of Buffalo and the Southtowns. In addition to the 15,000 pounds of food delivered to residents, the Food Bank also allocated 100% of disaster relief funds donated by the community to 30 member agencies for food purchases because their shelves were depleted as a result of the storm.

Collaborating and Growing Our Services

We are pleased to announce significant growth within two of our vital programs – Food Express Mobile Pantry and Just Say Yes to Fruits and Vegetables (JSY). This year, the Food Bank collaborated with key members of the West Side Coalition to expand the reach of the Food Express Mobile Pantry in their community. Because of this partnership, about 250 people receive fresh fruits, vegetables, and dairy products every month through one distribution site, thereby freeing up our resources to reach even more underserved areas.

The Just Say Yes to Fruits and Vegetables (JSY) program expanded to include seven new locations, each receiving nutrition education for member agencies and their clients. By the end of the 2014-15 fiscal year, a total of 205 JSY workshops were conducted – providing education to 2,634 individuals.

Please know that it’s because of your wonderful support and generosity that all of this is possible. More than pounds of food, we provide hope through a network of dedicated partner agencies, caring donors, hardworking volunteers, and committed staff. Together we are fighting hunger one day at a time!

Sincerely,

Tom Berical
Board Chairperson

Marylou Borowiak
President & CEO
OUR MISSION

Obtain nutritious food and support from public and private sources and efficiently distribute these resources to the hungry in Western New York through our member agencies.

OUR VISION

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

OUR CORE VALUES

**Integrity**

We act with honesty, trust, and openness in all of our relationships. We use our resources wisely and efficiently, frame our decisions and actions around our mission, and are accountable to those we serve for our individual and collective actions.

**Service**

We serve with excellence, compassion, and responsiveness to meet the needs of those who rely on our services within the community. We uphold high standards and train our staff to serve with a positive and friendly attitude.

**Collaboration**

We believe in the power of community. We collaborate and nurture strong relationships with those who share our vision of providing food, training, education, and hunger advocacy for our member agencies and their clients. We encourage creative solutions and are eager to work with our valued partners to fulfill our mission as a team.

**Respect**

We respect the inherent worth and dignity of every person and treat all fairly and with compassion. We value the lives, concerns, and stories of our employees, as well as the people we serve. We encourage diversity of thoughts and ideas and are committed to being approachable and hearing the perspective of others.
HUNGER IS NOT CHOOSY. IT AFFECTS EVERY COMMUNITY.

As an epidemic closely connected to unemployment and poverty, hunger takes form in many different ways. It’s the elderly couple with a fixed income that requires they choose between heating their home or a hot meal; the single dad who was recently laid off; the young couple who has a child with special needs and is struggling to keep up with medical bills.

These are just some examples of the approximately 165,000 individuals that have reached out for food from our 326 member agencies across Western New York.

Their stories will touch you. Their stories may even be familiar.

LAST YEAR 186 THOUSAND PEOPLE IN WESTERN NEW YORK WERE CONSIDERED FOOD INSECURE AND UNSURE WHERE THEIR NEXT MEAL WOULD COME FROM.
In 2015, we distributed enough food to provide over 12.2 million meals.

"I already donate to the Food Bank of WNY, but that doesn’t seem like enough. They fulfill such a basic need and nobody should go hungry. It’s so simple, but then again so was my decision to do more. I also sort food for the organization once a week."

Ann, Volunteer
PASS THE hope

14.6 MILLION POUNDS OF FOOD WAS DISTRIBUTED IN 2014-2015.

The Food Bank of WNY provides food and services to **326 member agencies** such as food pantries, soup kitchens, shelters, and group homes in Cattaraugus, Chautauqua, Erie, and Niagara counties.

- **7,037,821** pounds of food were acquired from local food distribution partners.
- Over **2,016,439** pounds of fresh produce and **1,163,681** pounds of dairy products were distributed in 2014-15.

**DISTRIBUTION BY AGENCY TYPE**

<table>
<thead>
<tr>
<th>Agency Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food Pantries</td>
<td>52%</td>
</tr>
<tr>
<td>Youth Programs</td>
<td>19%</td>
</tr>
<tr>
<td>Emergency Shelters</td>
<td>9%</td>
</tr>
<tr>
<td>Soup Kitchens</td>
<td>7%</td>
</tr>
<tr>
<td>Group Housing</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>6%</td>
</tr>
</tbody>
</table>

*Percentages based on pounds of food*

Guiding business principles at General Mills include “Putting People First” and “Treating the World with Care,” and both are strongly aligned with the Food Bank’s vision, which makes for an even stronger partnership.

Allen Brown, General Mills
We are grateful for the generosity of our local corporate partners who collectively donated over 6,900,000 pounds of food to help alleviate hunger in Western New York.

Our top donors included:

- American Sales & Acquisitions
- B.J.’s Wholesale Club
- C&S Wholesale Grocers
- James Desiderio Wholesale Produce
- General Mills
- McCormick & Company
- Olean Wholesale Grocery
- Pepsi Bottling Group
- Ralcorp Holdings, Inc.
- Sam’s Club
- Target
- Upstate Niagara Cooperative, Inc.
- Walmart
- White Wave Foods Inc.
A CLOSER LOOK AT POVERTY IN WESTERN NEW YORK*

Annually, the Food Bank of WNY assists 165,000 individuals who have visited an agency in the four counties we serve at least one time. This represents 12% of the population of Western New York.

Percentage of people living in poverty by county:

<table>
<thead>
<tr>
<th>County</th>
<th>Percentage</th>
<th>Number of People</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattaraugus</td>
<td>19.4%</td>
<td>14,871 people</td>
</tr>
<tr>
<td>Chautauqua</td>
<td>19.8%</td>
<td>25,199 people</td>
</tr>
<tr>
<td>Erie</td>
<td>14.9%</td>
<td>133,132 people</td>
</tr>
<tr>
<td>Niagara</td>
<td>13.7%</td>
<td>28,798 people</td>
</tr>
</tbody>
</table>

Of these 165,000 individuals:

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seniors over 60</td>
<td>16%</td>
</tr>
<tr>
<td>Veterans</td>
<td>27%</td>
</tr>
<tr>
<td>Children under the age of 18</td>
<td>28%</td>
</tr>
<tr>
<td>Veterans</td>
<td>28%</td>
</tr>
<tr>
<td>Unemployed</td>
<td>33%</td>
</tr>
<tr>
<td>Employed</td>
<td>39%</td>
</tr>
<tr>
<td>Veterans</td>
<td>85%</td>
</tr>
</tbody>
</table>

High school graduates. Of those, 31% are college educated.

“We see the need, daily, of those who walk through our doors. To have the opportunity to provide them assistance with healthier food options is wonderful! I know that the items my clients go home with are meeting an immediate need and creating a little more light in their life.”

Linnea Carlson, Salvation Army, Dunkirk

*Sources: Feeding America Hunger Study 2014; U.S Census; and New York State Community Action Association
ON AVERAGE, 41,348 FAMILIES RELY ON OUR SERVICES EACH MONTH.

A 14% INCREASE FROM LAST YEAR.

Lorraine Hodkin has seen the rise of hunger in her community through the years. In order to combat this growing need, she has donated her time and talents to a local pantry since 2004, including the Forestville Pantry, which Lorraine helped start after the original pantry moved further away from town. The pantry runs with the help of 15 dedicated volunteers and the timely delivery of goods from the Food Bank of WNY.
NOT
“THAT TYPE”
of family

A story* of struggle, known by many families, shows the inspiring strength in the family unit.
It’s the usual morning scramble for the Smith family as Tim and Stacy rush to get their three young children dressed and ready for the day. Eighteen-month old Clare sits in her high chair and munches on cereal, four-year-old Zach colors in his coloring book while nine-year-old Max looks on as Stacy puts the finishing touches on his lunch for school.

But amid all the running around, something does bring pause …

As Max gets his backpack on, a magazine clipping for a new video game falls out. “That’s the one I really want,” Max reminded. A look of distress flashes across Stacy’s face, “But look at the price. We just can’t afford it right now. Maybe you can ask for it for Christmas from Grandma.”

Tim and Stacy never thought they’d be in this position, where the stress of making ends meet so obviously weighed on their family.

They both had college degrees and came from middle-class backgrounds. They’d never been in need before. But a series of uncontrollable setbacks put them in a situation where they had to ask for help.

“My husband and I had good careers. I worked for the state and he served in the military. We were raising three children and had a fine life,” explained Stacy. “But cancer is never something you expect. After noticing some symptoms, my husband convinced me to see a doctor. The diagnosis wasn’t good. Suddenly, everything changed, and our lives will never be the same.”

As medical visits became more and more frequent, the Smiths began to shift their priorities.

“The pantry was exactly for people like us – people who simply needed help during a tough time …”

“Stacy could no longer work, and I had to be home more from my job to help care for our young children,” said Tim. With limited income and high medical expenses, the couple began to spend through their savings and their 401K. Before long, they hit rock bottom. “My wife knew about the food pantry through her job, but neither of us wanted to visit. We didn’t think we were ‘that type’ of family. But ultimately, we had to do what we needed to feed our family.”

A local food pantry proved to be an immediate source of relief for the Smith family. It was organized like a standard grocery store, which helped to ensure the clients are taking home food that suits their unique family needs. “The pantry was exactly for people like us – people who simply needed help during a tough time. By providing us with fresh fruits, vegetables, meat and more, the food pantry helped our family survive,” Stacy said.

Despite the challenges, the Smith family emerged as a stronger unit. “I can deal with cancer, but I’m not sure I could deal with our children going hungry. So that is when we decided, as a group, to band together and take whatever steps necessary to get back on our feet,” Stacy said.

And better times have already started to come back around for the Smith family, as Stacy’s cancer is in remission and she hopes to return to work in the near future.

“The food pantry showed us a light, at what appeared to be a very dark tunnel. By removing that one worry from our lives, it helped give us the confidence to take on even larger battles,” added Tim.

*Based on other actual stories of food pantry families.*
The Hands That Help

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

“Community members, students, and youth should reach out to the Food Bank or one of its member agencies to find out about the abundant volunteer opportunities. The experience will be invaluable and life changing.”

Lindsay Gantz, Volunteer
OUR FOOD EXPRESS MOBILE PANTRY DELIVERED 1.64 MILLION POUNDS OF FRESH, PERISHABLE FOOD IN 2014-15.

Four member agencies recently joined together to better meet the needs of Buffalo’s West Side residents. Together, they host a monthly West Side Food Express Mobile Pantry distribution site at Kleinhans Music Hall to help provide 200-250 clients with fresh fruits, vegetables, and dairy products.
FUNDRAISING EVENTS

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.

Sweet Charity
The fan-favorite event, presented by James Desiderio Inc. Wholesale Produce, raised over $117,000 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 opportunities to toast to a worthy cause.

Walk Off Hunger
The annual 1.9 mile walk was enjoyed by nearly 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.

Food 2 Families
Tops Markets, WGRZ-TV Channel 2, and Townsquare Media teamed up for the annual Food 2 Families food drive. It had a record year with donations of nearly $174,000 and over 146,000 pounds of food collected throughout the all-day drive at local stores.

Fill the Backpack
We partnered with Wegmans, WIVB, and CW23 for a two-week food drive to benefit the Backpack Program. The previous record of 40,000 pounds of food was shattered when 127,000 pounds of food was collected. The donations were enough to fill about 25,000 bags and were distributed through the Backpack Program in Fall 2015.

Other Events and Fundraisers Supporting Our Mission:
Buffalo Bills Thanksgiving Blitz
Buffalo Sabres Food & Fund Drives
Carubba Collision Golf Outing
Erie County Fair
Otto’s Karaoke Holiday Party
Rock Out Hunger
White Party
YMCA Turkey Trot Food Drive
... and so many more!

“...It’s important for us to do our fair share to make sure no one goes hungry.”

Joe Dash, Dash’s Market
PROGRAMS WITH A PURPOSE

The Food Bank of WNY offers multiple nutrition, education, and hunger advocacy programs to the community.

Baby Needs Program
The Baby Needs Program meets emergency needs of infants and young children by providing their caretakers with a supply of diapers, infant formula, and baby care products. These items are distributed through the 40 emergency food providers that have demonstrated a high need for these products. Currently, the member agencies participating in the Baby Needs Program serve 1,004 infants and young children, as part of the total of 2,815 served monthly through all of our member agencies.

Backpack Program
Many children who rely on free and/or reduced school meals may be left without an adequate supply of food on the weekends or holidays 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. During the 2014-15 school year, the program operated within 23 schools, serving 1,375 children.

Banking on Wellness
Banking on Wellness is a high energy, entertaining and fun exercise and nutrition program, available free of charge to schools, churches, and the Food Bank’s After School Programs. This well-loved program teaches children about the importance of healthy foods and fitness. More than 20,000 students have participated in this program since its inception in 2010.

Community Garden
Located on the Food Bank’s property, our community garden offers 22 adoptable garden beds to income-eligible individuals, families, and groups. Participants may keep their harvest, trade it with other participants, or donate it back to the Food Bank for use on the Food Express Mobile Pantry or in JSY workshops.

Food Express Mobile Pantry
The Food Express Mobile Pantry travels to member agencies across the Food Bank’s service counties to deliver fresh, perishable foods to the clients of our member agencies. Over 1.6 million pounds of food this year was delivered to nearly 10,000 individuals each month.

Good Cookin’
Through the Food Bank’s member agencies, adults of all ages can participate in a free, five-week cooking course in the Food Bank facility’s kitchen. Participants will learn about new trends in nutrition and easy ways to prepare healthy, well-balanced meals and snacks. They will also receive tips about shopping on a budget. Recipes and ingredients will likewise be provided, so meals can be recreated at home.

Just Say Yes to Fruits and Vegetables (JSY)
JSY is a New York State initiative dedicated to improving the health and nutrition of food stamp eligible populations, by promoting the increased consumption of fruits and vegetables. By the end of the 2014-15 fiscal year, a total of 205 JSY workshops were conducted, which provided education to 2,634 individuals.

Kids in the Kitchen
Kids in the Kitchen is a hands-on program through which children learn about cooking and sound nutrition. Students, ages seven to 18, come to the Food Bank facility’s kitchen once weekly for a five-week course. They learn how their eating habits affect their health as they prepare simple, nutritious meals and snacks. Each year, approximately 60+ children participate in the program.

Milk Coupon Program
The Milk Coupon Program is a means of seamlessly supplying fresh milk to clients. Coupons distributed through our member agencies enable clients to procure half gallons of skim and/or fat-free milk (obtained from local farms through the Upstate Milk Cooperative). 100% of the individuals and families eligible to receive the coupons are low or no income and all live below the federal poverty level.
ONE person can make a BIG difference.

The Food Bank of WNY is grateful for the generous individuals who have spearheaded impressive initiatives within our community. These people lead by example and inspire others to join in the fight against hunger.

From food sorting to clerical tasks to special events support, there’s a fitting volunteer opportunity for everyone.

“I’m a Buffalo boy, so volunteering is a great opportunity to give back to the city that helped raised you.”

Matt Smyczynski
Client Manager, Community Banking

To join the fight against hunger in your own special way, please contact our volunteer coordinator by phone at (716) 852-1305.
Our Warehouse Manager, Jeff Williams, gathering turkey donations for the holidays (above).

NEARLY 3,000 VOLUNTEERS GAVE MORE THAN 14,000 HOURS OF THEIR TIME AND TALENTS THIS YEAR!

We are so grateful for Target’s help throughout the year! (left). The hosts of a private party that raised approximately $40,000 for the Food Bank (right).

Our friends from Uncle Bob’s Self Storage lending a hand in our warehouse (right).

97 Rock’s D.J. Jickster lends his voice and passion to the Rock Out Hunger event (above). Sodexo generously donating to the Food 2 Families initiative (below).

Our wonderful friends from 7-Eleven delivering frozen pizzas from their donation drive (left). Wegmans’ staff sorting the 127,000 pounds of food collected through the Fill the Backpack Program (above).
## THE FINANCIAL REPORT

**Statement of Financial Position**

as of June 30, 2015 and 2014

### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$4,294,042</td>
<td>$4,173,835</td>
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<tr>
<td>Grants and pledges receivable, net</td>
<td>417,355</td>
<td>139,682</td>
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<td>Accounts receivable</td>
<td>148,531</td>
<td>190,775</td>
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<td>Due from other funds</td>
<td>484,930</td>
<td>151,491</td>
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<tr>
<td>Prepaid expenses</td>
<td>31,248</td>
<td>15,622</td>
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<tr>
<td><strong>Inventory:</strong></td>
<td></td>
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<tr>
<td>Donated – in-kind value</td>
<td>1,259,525</td>
<td>1,421,549</td>
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<tr>
<td>USDA – in-kind value</td>
<td>372,645</td>
<td>583,179</td>
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<td>Other</td>
<td>216,319</td>
<td>115,951</td>
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<tr>
<td>Long-term investments</td>
<td>1,531,902</td>
<td>1,348,832</td>
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<tr>
<td>Fixed assets, net</td>
<td>1,102,689</td>
<td>1,182,667</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$9,859,186</strong></td>
<td><strong>$9,323,583</strong></td>
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### LIABILITIES AND NET ASSETS

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<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$255,325</td>
<td>$245,778</td>
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<tr>
<td>Accrued expenses</td>
<td>112,260</td>
<td>91,575</td>
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<tr>
<td>Deferred income</td>
<td>39,540</td>
<td>31,091</td>
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<tr>
<td>Due to other funds</td>
<td>484,930</td>
<td>151,491</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>892,055</strong></td>
<td><strong>519,935</strong></td>
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<tr>
<td>Net Assets:</td>
<td></td>
<td></td>
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<tr>
<td>Unrestricted:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net investment in plant</td>
<td>1,102,689</td>
<td>1,182,667</td>
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<tr>
<td>Designated for agency assistance</td>
<td>977,465</td>
<td>932,901</td>
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<td>Designated for plant</td>
<td>200,846</td>
<td>283,406</td>
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<td>Designated for endowment</td>
<td>1,531,902</td>
<td>1,448,832</td>
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<tr>
<td>Undesignated</td>
<td>2,747,017</td>
<td>2,111,024</td>
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<tr>
<td><strong>Total unrestricted</strong></td>
<td><strong>6,559,919</strong></td>
<td><strong>5,958,830</strong></td>
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<tr>
<td>Temporarily restricted</td>
<td><strong>2,407,212</strong></td>
<td><strong>2,844,818</strong></td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>8,967,131</strong></td>
<td><strong>8,803,648</strong></td>
</tr>
</tbody>
</table>

### SOURCES OF OUR COMMUNITY SUPPORT

- **Fundraising and Special Events**: 7.0%
- **General Contributions**: 7.0%
- **Government Grants**: 12.0%
- **Private Grants**: 3.0%
- **In-Kind Food/Non-Food Contributions**: 65.0%
- **Program Fees**: 6.0%

### CHECK OUT HUNGER

$765,000 Raised by Dedicated Supermarket Retailers

- Dash’s Market
- Lexington Supermarket
- Payless Supermarket
- Premier Markets
- PriceRite
- Tops Friendly Markets
- Wegmans
### Statement of Activities and Changes in Net Assets

for the years ended June 30, 2015 and 2014

#### REVENUES, GAINS, AND OTHER SUPPORT

<table>
<thead>
<tr>
<th>Contributions:</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising and special events</td>
<td>$1,530,143</td>
<td>$1,402,260</td>
</tr>
<tr>
<td>General contributions</td>
<td>1,707,144</td>
<td>1,813,185</td>
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<tr>
<td>HPNAP grant</td>
<td>2,383,710</td>
<td>2,592,121</td>
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<tr>
<td>EFSP/FEMA grant</td>
<td>185,704</td>
<td>103,396</td>
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<tr>
<td>Other government grants</td>
<td>231,540</td>
<td>332,199</td>
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<tr>
<td>Private grants</td>
<td>649,242</td>
<td>732,991</td>
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<tr>
<td><strong>In-kind Contributions:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General</td>
<td>53,927</td>
<td>83,038</td>
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<tr>
<td>Donated food and grocery items</td>
<td>13,182,902</td>
<td>14,691,437</td>
</tr>
<tr>
<td>USDA food</td>
<td>2,156,983</td>
<td>2,247,114</td>
</tr>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shared maintenance and AAP fees</td>
<td>756,307</td>
<td>817,530</td>
</tr>
<tr>
<td>Program fees</td>
<td>566,369</td>
<td>588,890</td>
</tr>
<tr>
<td>Other revenue and reimbursements</td>
<td>37,742</td>
<td>16,475</td>
</tr>
<tr>
<td>Investment income</td>
<td>66,543</td>
<td>34,353</td>
</tr>
<tr>
<td>Gains on disposal of fixed assets</td>
<td>–</td>
<td>5,400</td>
</tr>
</tbody>
</table>

**TOTAL REVENUES, GAINS, AND OTHER SUPPORT**  
$23,508,256  $25,581,357

#### EXPENSES

<table>
<thead>
<tr>
<th>Expenses:</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and general</td>
<td>$1,206,249</td>
<td>$1,240,497</td>
</tr>
<tr>
<td>Program services</td>
<td>5,566,717</td>
<td>5,752,126</td>
</tr>
<tr>
<td>Agency assistance program</td>
<td>805,436</td>
<td>838,077</td>
</tr>
<tr>
<td>In-kind expenditures</td>
<td>15,766,371</td>
<td>16,332,540</td>
</tr>
</tbody>
</table>

**TOTAL EXPENSES**  
$23,344,773  $24,163,240

| Changes in Net Assets                  | 163,483    | 1,418,117  |
| Net Assets, Beginning of Year          | 8,803,648  | 7,385,531  |
| **NET ASSETS, END OF YEAR**            | $8,967,131 | $8,803,648 |

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.
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 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, 2015:

Anonymous
James and Susan Billoni
Michael and Deborah Billoni
Anne Bird
Darell and Marylou Borowiak
Glenn A. Butler
Drew and Jodi Cerza
Martin and Christa DiPizio
John and Terri Dunbar
Clem and Anne Eckert
Robert S. Gacek
Marion V. Grimes
Justin Guerin
John Jablonski
Marilee Keller
Michael and Judith Mann
Anne Matjeka
Polla Milligan
Martin and Carol Palumbo
Keith J. and (the late) Celia A. Parwulski
Martha J. Reddout
Russell J. Salvatore
J. Milton (Zeke) and Amy Zeckhauser

“I had the benefit of watching my father give back to the less fortunate in his neighborhood. The smiles on their faces were only surpassed by the smile on his.”

Russell J. Salvatore, Food for Tomorrow Society member
The Food Bank of WNY is able to serve nearly 117,000 residents in need each month with a small, yet dedicated staff that refuses to let hunger prevail in our community.

FIGHTING HUNGER ONE DAY AT A TIME.
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.
THANKS FOR JOINING THE FIGHT!

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

$1 = 6 MEALS

We are deeply grateful for your partnership!