BOARD OF DIRECTORS
2016-2017

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Chairperson Emeritus
University at Buffalo School of Management

Michael J. Mann
Chairperson Emeritus
McMahon & Mann Consulting Engineers, P.C.

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Past Chairperson, Interim Treasurer
Freed Maxick CPAs, P.C.

Michael J. Prendergast
Chairperson
M&T Bank

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Vice Chairperson
Community Volunteer

Tim Wangler
Secretary
Wegmans Food Markets, Inc.

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Androzzi Bluestein LLP

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Lougen Valenti Bookbinder & Weintraub LLP

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NOCO Energy Corp.

Allen Brown
Amazon

Sarah Jane Burke
Rich Products Corporation

Glenn A. Butler
Personal Touch Food Service, Inc.

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Law Offices of Martha Buyer, PLLC

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Independent Health

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Buffalo State College

John Eagleton
Steuven Trust Co.

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Buffalo State College – Continuing Professional Studies

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Bond, Schoeneck & King PLLC

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Karen Merkel
National Fuel

Ramon Morales
SEFCU

Michael Nowicki
Bank of America

Jamel Perkins
Sodexo, Excelsior Group, Canisius College, StartUp State Ventures

Peter J. Renkas
Evans Bank

Scott C. Terhaar
ValueCentric LLC

FOOD BANK OFFICER
Marylou Borowiak
President & CEO
Food Bank of WNY

COMMUNITY ADVISORY COUNCIL
Jack Barrett
Brian Bocketti
John Canty
Phillip Catanese
Kevin J. Cavalieri
Drew J. Cerza
Florence Conti
David Crisp
Frank Curci
Robert Drago
John F. Dunbar, Jr.
John Jablonski
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Angeline Costner
Clem Eckert
Marilee Keller

Ralph Kushner
Kathy Mendez
Lottie Moore
Hank Self

OUR SINCERE THANKS TO MARYLOU BOROWIAK FOR 21 YEARS OF INCREDIBLY COMMITTED SERVICE. AT THIS TIME, WE'RE ALSO EXCITED TO WELCOME OUR NEXT PRESIDENT & CEO TARA A. ELLIS.
A MESSAGE FROM OUR BOARD CHAIR

Your hands fill the plates of our neighbors in need.

We know that it takes the support of the community to feed our community. That is why all of us at the Food Bank of WNY are so grateful for our dedicated network of volunteers, donors, Board of Directors, and member agencies who help us fight hunger one day at a time. You are the reason the Food Bank of WNY is able to provide nutritious food to as many as 135,000 individuals in any given month.

There is much to celebrate as we reflect on the accomplishments of the past fiscal year, and we are pleased to highlight some of the achievements that your partnership has made possible.

STRATEGIC INITIATIVES

In June, the Food Bank of WNY unveiled our new Chautauqua County Distribution Center. Located in Falconer, the new distribution center is 5,200 square feet larger than our former Jamestown facility and houses a 450-square-foot walk-in cooler. The spacious cooler will enable the storage and distribution of even more fruits, vegetables, and other perishable products to families in need. The expanded facility will also serve as a disaster-relief hub for the community in the event of an emergency. The Food Bank of WNY also unveiled our new Partners Fighting Hunger Direct Delivery truck, which was generously funded by private foundations throughout the county and corporate partners throughout the region. With these critical improvements, the Food Bank of WNY will be able to meet the increased demand for food throughout the county and better serve the more than 17,000 Chautauqua residents who rely on our services in any given month. Plans are also underway to expand the Direct Delivery Program to Cattaraugus and Niagara counties in the near future.

Our Mobile Food Pantry Program is now supplying more fresh fruits, vegetables, and low-fat dairy items to more community members than ever before, thanks in large part to our new truck. During its first full year on the road, our new Mobile Food Pantry truck distributed an additional 700,000 pounds of nutritious food to our hungry neighbors in need. The truck, which was funded through a 2015 grant from The Ralph C. Wilson, Jr. Foundation, is also used as an additional resource to pick up more locally donated product and deliver food to non-traditional venues. This enables us to distribute 583,333 more meals while also increasing our efficiency.

The same grant allowed us to improve the efficiency of operations in our warehouse. In April, we successfully deployed our barcoding and scanning system to further advance our inventory speed and accuracy. More racking was also installed in our warehouse, allowing us to accommodate 15 tractor-trailer loads worth of additional food.

A TRANSITION IN LEADERSHIP

With the organization in a strong position and with many of the initiatives from our 2015 Strategic Plan already accomplished, our longtime President & CEO Marylou Borowiak decided the time was right for her to step down in order to spend more time with family and pursue personal goals. On behalf of my fellow Board Members, I want to express our sincere gratitude for all that Marylou has done for our community members in need during her nine years as President & CEO as well as her 12 years serving on our Board of Directors, including her time as Board Chair. We wish her the best of luck in her future endeavors, and we will continue to foster the legacy her leadership has helped the organization build.

As always, we thank you for your continued support and generosity. Together, we are fighting hunger one day at a time!

Sincerely,

Michael J. Prendergast
Board Chairperson

Mobile Food Pantry truck
AS AN EPIDEMIC, HUNGER TAKES FORM IN MANY WAYS. IT AFFECTS OUR CITIES, SUBURBS, AND RURAL COMMUNITIES.

WITHIN OUR FOUR-COUNTY SERVICE AREA, 178,810 PEOPLE DO NOT HAVE ACCESS TO ENOUGH NUTRITIOUS FOOD TO LEAD A HEALTHY LIFESTYLE. THIS REPRESENTS 13.3% OF THE POPULATION OF WNY.

IN ANY GIVEN MONTH, THE FOOD BANK OF WNY ASSISTS 135,000 INDIVIDUALS:

MORE THAN 55,000 CHILDREN AND INFANTS
44,000 FAMILIES
NEARLY 16,500 SENIORS

“Hunger remains a major concern for thousands right here in our community. SEFCU is proud to support the Food Bank of WNY, which not only distributes food to those who are hungry, but also offers programs aimed at educating those who are food insecure, acts as an advocate to raise awareness about hunger, and works tirelessly to fight hunger one day at a time.”

– Michael J. Castellana, President & CEO, SEFCU

THE FOOD BANK OF WNY IS PROUD TO WORK ALONGSIDE INDIVIDUALS, GROUPS, AND ORGANIZATIONS WHO RECOGNIZE THAT HUNGER IS A SHARED PROBLEM REQUIRING A JOINT EFFORT TO RESOLVE.

HONORING OUR DEDICATED VOLUNTEERS & STAFF
Day in and day out, each and every one of our 3,200 wonderful volunteers and dozens of valued staff selflessly dedicate their time and energy to provide for our community. Thank you for lending a hand and helping us fight hunger one day at a time!

Ryan Miller and Amanda Zafar, Leadership Buffalo volunteers
PERCENTAGE OF PEOPLE LIVING IN POVERTY BY COUNTY

<table>
<thead>
<tr>
<th>County</th>
<th>Percentage</th>
<th>People</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattaraugus</td>
<td>18.3%</td>
<td>13,954</td>
</tr>
<tr>
<td>Chautauqua</td>
<td>18.9%</td>
<td>23,894</td>
</tr>
<tr>
<td>Erie</td>
<td>15%</td>
<td>134,715</td>
</tr>
<tr>
<td>Niagara</td>
<td>13.7%</td>
<td>28,816</td>
</tr>
</tbody>
</table>


CORPORATE & FOUNDATION SUPPORTERS

This list identifies corporate and foundation supporters that have donated monetary gifts of $50,000 or more in FY 2016-17.

- Bank of America*
- Buffalo Bills
- Carnahan-Jackson Foundation
- HSBC*
- Ralph C. Wilson, Jr. Foundation
- The Buffalo News Neediest Fund
- The John R. Oishei Foundation
- Tops Friendly Markets
- United Way
- Walmart*
- Wegmans Food Markets
- William R. Kenan, Jr. Charitable Trust

*Also a Feeding America Corporate Partner
THESE FIGURES ARE GREAT, BUT HELPING OUR NEIGHBORS IS BETTER.

WITH YOU IN OUR CORNER, WE PROVIDE NUTRITIOUS FOOD AND SERVICES TO 341 MEMBER AGENCIES, INCLUDING FOOD PANTRIES, SOUP KITCHENS, SHELTERS, SENIOR CENTERS, AFTER-SCHOOL PROGRAMS, AND GROUP HOMES THROUGHOUT CATTARAUGUS, CHAUTAUQUA, ERIE, AND NIAGARA COUNTIES.

7.5 MILLION POUNDS OF FOOD PURCHASED
7.5 MILLION POUNDS OF FOOD DONATED
15.8 MILLION POUNDS OF FOOD DISTRIBUTED
12.3 MILLION MEALS SERVED

“The Food Bank of WNY provides excellent nutrition education programming through its ‘Just Say Yes to Fruits and Vegetables’ classes that our clients love to participate in and we do not have the time or staff to offer.”

– Michael Daloia, Assistant Director, Heart, Love & Soul

WE ARE GRATEFUL FOR THE GENEROSITY OF OUR CORPORATE PARTNERS WHO COLLECTIVELY DONATE OVER 7.1 MILLION POUNDS OF FOOD TO HELP ALLEVIATE HUNGER IN WESTERN NEW YORK.

OUR TOP FOOD DONORS INCLUDED
American Sales & Acquisitions
Bj’s Wholesale
Cott Beverage
C & S Wholesale Grocers
James Desiderio Wholesale Produce
General Mills
Goya Foods Great Lakes
Mayer Bros.
Olean Wholesale Grocery Co-Op Inc.
Pepsi Bottling Group
Ralcorp Holdings Inc.
Sonwil Distribution Center
Steuben Foods, Inc.
Tops Friendly Markets
Trader Joe’s
Upstate Niagara Cooperative, Inc.
Walmart
Wegmans Food Markets
Welch Foods, Inc.
White Wave Foods, Inc.

Linda Witte, Olean Food Pantry
NUMBER OF PEOPLE AND MEALS SERVED BY COUNTY

NIAGARA COUNTY

15,047
1,809,393

ERIE COUNTY

93,265
7,528,530

CATTARAUGUS COUNTY

8,976
1,291,288

CHAUTAUQUA COUNTY

17,667
1,687,770

62% FRUITS, VEGETABLES, JUICES
15% MEATS, FISH, PROTEIN
12% CEREALS, BREADS, GRAINS
11% DAIRY

*Distribution of primary MyPlate food groups.

Source: FBWNY 2016 Annual Agency & Distribution Statistics
WE'RE ALL FROM DIFFERENT WALKS OF LIFE. BUT WHEN WE JOIN TOGETHER, WE'RE ALL CHAMPIONS OF CHANGE. THANKS FOR GRACIOUSLY GIVING YOUR TIME AND TALENTS TO A VARIETY OF PROGRAMS AND EVENTS THAT HELP FIGHT HUNGER IN THIS COMMUNITY. THESE ARE NEIGHBORS WHO SIMPLY COULDN'T BE REACHED IF IT WEREN'T FOR YOU.

PROGRAMS MADE POSSIBLE BY YOU

“It’s not just the good feeling you get. It’s the passion and belief in the mission that has motivated me to join the Food for Tomorrow Society. I love knowing that I am helping secure someone’s future.”

– Carol Palumbo, Food for Tomorrow Society Member

PROGRAMS AND SERVICES

BABY NEEDS PROGRAM

The Baby Needs Program meets the 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 47 emergency food providers that continually serve a high number of families with infants. Last year, the Food Bank of WNY assisted as many as 4,516 babies through all of our member agencies in any given month.

BACKPACK PROGRAM

Many children who rely on free and/or reduced-price 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 them with nutritious, easy-to-prepare food in take-home bags each Friday throughout the school year. This program is offered to elementary schools in which at least 50% of students are eligible for free school lunch. A total of 2,690 children in 41 schools throughout the Food Bank of WNY’s four-county service area participated in the BackPack Program during the 2016-2017 school year.

JUST SAY YES TO FRUITS AND VEGETABLES

Through this New York State initiative, our nutritionists work to improve the health of our food-insecure neighbors by promoting the increased consumption of fruits and vegetables through workshops and recipe demonstrations. JSY helps participants choose more nutritious food, make the most of their food budgets, and prepare food in a safe manner. During the summer, JSY nutritionists also hold workshops at area farmers markets located in low-income communities. Last year, a total of 323 JSY workshops were conducted, providing education to more than 4,250 individuals.
MOBILE FOOD PANTRY

Many of our member agencies do not have enough refrigerator and freezer space to store large amounts of produce and other perishable foods for an extended period of time. The Food Bank of WNY’s Mobile Food Pantry Program delivers fresh, perishable food items such as fruits, vegetables, and low-fat dairy products directly to those in need throughout our service area. Last year, the Mobile Food Pantry distributed more than 2 million pounds of food to more than 100,000 individuals. More than half of the food distributed through the Mobile Food Pantry Program was produce.

PARTNERS FIGHTING HUNGER IN CHAUTAUQUA COUNTY

Food provided by the Food Bank of WNY to member agencies located in Chautauqua County is directly delivered to them through the Partners Fighting Hunger Program. Each week, product from the Food Bank of WNY’s headquarters in Buffalo is delivered to our Chautauqua County warehouse in Falconer. The food is then distributed by the Partners Fighting Hunger truck to 50 Chautauqua County agencies. This program is sustained by private foundations within Chautauqua County and the Food Bank of WNY’s corporate partners throughout the region.

ADDITIONAL PROGRAMS AND SERVICES

Agency Assistance Program
Banking on Wellness
Community Garden
Eric County Direct Delivery Program
Food Safety Training
Good Cookin’
Kids in the Kitchen
Milk Coupon Program

EFFORTS

WALK OFF HUNGER

More than 650 individuals participated in the 1.9 mile annual walk and festival presented by Life Storage. Supporters raised funds that helped provide more than 492,000 meals to help feed hungry local families.

FOOD 2 FAMILIES

Tops Friendly Markets, WGRZ-TV Channel 2, and Townsquare Media teamed up once again to hold the holiday food and fund drive in December. Nearly 996,000 meals and a record-breaking 185,000 pounds of food were collected at local Tops Friendly Markets.

SWEET CHARITY

The fan-favorite event, presented by James Desiderio Wholesale Produce, raised funds that helped provide a record-breaking 950,000 meals for our hungry community members. Guests enjoyed sweet and savory tastings from area restaurants, wineries, breweries, and distilleries, and participated in live and silent auctions.

OTHER EVENTS AND FUNDRAISERS SUPPORTING OUR MISSION

97 Rock’s Operation: Rock Out Hunger
Buffalo Bills Thanksgiving Blitz
Carubba Collision Golf Outing
Eric County Fair Food Drive
Motorcycle Run & Rally
Wegmans Fill the Backpack
… and so many more!

Hunger Heroes

Hunger Heroes is made up of over 100 dedicated supporters who choose to give to the Food Bank of WNY on a monthly basis to ensure our neighbors get consistent access to nutritious foods.

LIST OF MEMBERS (Through June 2017)

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

*Deceased
**THE FINANCIAL REPORT**

"I know what it’s like to be hungry. Money was tight when I was growing up, and there were days when my mother would go without eating to make sure us kids had enough food. When I joined the Hunger Heroes Club, it felt like I was making a promise to better my community – without having to break the bank. Best of all, I love that my monthly gift helps feed hungry families right here in Western New York."

— Anne Marie Redfern, Hunger Heroes Club member

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**STATEMENT OF FINANCIAL POSITION**

as of June 30, 2017 and 2016

**ASSETS**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$3,685,468</td>
<td>$4,066,494</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>21,749</td>
<td>17,242</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>56,474</td>
<td>56,973</td>
</tr>
<tr>
<td>Grants and pledges receivable, net</td>
<td>597,837</td>
<td>500,646</td>
</tr>
<tr>
<td><strong>Inventory:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated – in-kind value</td>
<td>639,986</td>
<td>983,799</td>
</tr>
<tr>
<td>USDA – in-kind value</td>
<td>499,053</td>
<td>919,753</td>
</tr>
<tr>
<td>Other</td>
<td>438,646</td>
<td>236,324</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td>$5,939,213</td>
<td>$6,781,231</td>
</tr>
<tr>
<td><strong>Long-Term Investments</strong></td>
<td>4,002,102</td>
<td></td>
</tr>
<tr>
<td><strong>Fixed Assets, Net</strong></td>
<td>1,362,955</td>
<td>1,149,400</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>$11,304,270</td>
<td>$11,064,544</td>
</tr>
</tbody>
</table>

**LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$113,729</td>
<td>$163,170</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>141,631</td>
<td>128,320</td>
</tr>
<tr>
<td>Deferred income</td>
<td>51,053</td>
<td>59,098</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT LIABILITIES</strong></td>
<td>306,413</td>
<td>350,588</td>
</tr>
<tr>
<td><strong>Net Assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without donor restrictions</td>
<td>8,936,350</td>
<td>7,902,757</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>2,061,507</td>
<td>2,811,199</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>$10,997,857</td>
<td>$10,713,956</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>$11,304,270</td>
<td>$11,064,544</td>
</tr>
</tbody>
</table>

---

[Image: Wegmans]
## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

for the years ended June 30, 2017 and 2016

### REVENUES, GAINS, AND OTHER SUPPORT

<table>
<thead>
<tr>
<th>Contributions:</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising and special events</td>
<td>$1,259,964</td>
<td>$1,238,543</td>
</tr>
<tr>
<td>General contributions</td>
<td>2,046,982</td>
<td>2,598,732</td>
</tr>
<tr>
<td>HPNAP grant</td>
<td>3,091,769</td>
<td>3,083,531</td>
</tr>
<tr>
<td>EFSP/FEMA grant</td>
<td>226,292</td>
<td>160,513</td>
</tr>
<tr>
<td>Other government grants</td>
<td>224,070</td>
<td>259,352</td>
</tr>
<tr>
<td>Private grants</td>
<td>798,803</td>
<td>885,869</td>
</tr>
<tr>
<td>In-kind Contributions:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General</td>
<td>29,812</td>
<td>65,414</td>
</tr>
<tr>
<td>Donated food and grocery items</td>
<td>12,495,184</td>
<td>13,695,314</td>
</tr>
<tr>
<td>USDA food</td>
<td>2,741,460</td>
<td>2,588,782</td>
</tr>
<tr>
<td>Program services</td>
<td>762,340</td>
<td>795,013</td>
</tr>
<tr>
<td>Program fees</td>
<td>573,941</td>
<td>594,325</td>
</tr>
<tr>
<td>Other revenue and reimbursements</td>
<td>16,764</td>
<td>27,890</td>
</tr>
<tr>
<td>Investment income</td>
<td>343,190</td>
<td>61,757</td>
</tr>
<tr>
<td>Gains on sale of fixed assets</td>
<td>–</td>
<td>16,500</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES, GAINS, AND OTHER SUPPORT</strong></td>
<td><strong>24,610,571</strong></td>
<td><strong>26,071,535</strong></td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Expenses</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>22,981,886</td>
<td>22,856,385</td>
</tr>
<tr>
<td>Management and general</td>
<td>696,954</td>
<td>739,484</td>
</tr>
<tr>
<td>Fundraising</td>
<td>647,830</td>
<td>728,841</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>24,328,670</strong></td>
<td><strong>24,324,710</strong></td>
</tr>
</tbody>
</table>

| Changes in Net Assets                      | 283,901       | 1,746,825     |
| Net Assets, Beginning of Year              | 10,713,956    | 8,967,131     |

| **NET ASSETS, END OF YEAR**                | **$10,997,857** | **$10,713,956** |

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 Bank of WNY’s sound fiscal management practices and commitment to accountability and transparency have once again earned the organization a top 4-star rating from Charity Navigator, America’s largest independent charity evaluator. This is the highest possible rating and verifies that Food Bank of WNY exceeds industry standards and outperforms most charities in our area of work.
FIGHTING HUNGER
ONE DAY AT A TIME

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.

THANK YOU FOR JOINING THE FIGHT!
Every generous dollar you donate helps the Food Bank of WNY distribute approximately six meals to those in need.

We are deeply grateful for your partnership!

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

AWARDS
“Citizen of the Year” Erie-Niagara Chapter of the New York State Society of Professional Engineers, February 2017
“Nonprofit Internship Organization Award” University at Buffalo School of Management, May 2017
“Serving New York Awards” New York State Broadcasters Association, May 2017

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Facebook.com/FoodBankWNY

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