PROVIDING NOURISHMENT, NEIGHBOR TO NEIGHBOR
A MESSAGE FROM OUR PRESIDENT

In October 2017, we welcomed Tara A. Ellis as the new President and CEO of the Food Bank of WNY. In addition to her passion for assisting our vulnerable community members, Tara brought a wealth of experience to the position. Prior to the Food Bank, Tara served for six years as the President and CEO of both Meals on Wheels for Western New York and the Meals on Wheels Foundation of WNY. The Food Bank has already benefited greatly from Tara’s steady and strategic guidance and will only continue to grow under her leadership.

MEETING OUR AGENCIES’ NEEDS

In order to address several of our agencies’ critical technology needs, the Food Bank allocated $75,000 of its Board-designated Agency Assistance Program funds to purchase computers and monitors for 23 of our partner agencies. The new equipment enabled our agencies to enhance their record keeping, place online orders and submit monthly reports electronically. A portion of the $75,000 also was used to purchase personal care products for clients, at the request of our agencies. Due to consistent demand, the Food Bank regularly will begin offering personal care products in Fiscal Year 2018-2019.

The Food Bank also awarded seed grants funded through New York State’s Hunger Prevention and Nutrition Assistance Program to three member agencies. The funding, which totaled $42,932, allowed two agencies to establish programs that promote increased consumption of fruits and vegetables through community gardens, cooking classes and nutrition education. The third agency will use its funding to expand its food pantry outreach to serve those residing in senior living facilities.

FEEDING MORE CHILDREN

Thanks to the support of many partners, our Backpack Program continues to grow. During the 2017-2018 school year, the Backpack Program assisted 9,267 students in 46 schools throughout our four-county service area (up from 41 schools in 2016-2017). In order to better serve our partner schools, this year the Food Bank began prepacking the bags of nutritious food to be distributed through the program. This transition was successful in large part due to our dedicated volunteers who packed approximately 3,000 bags of food each week.

CATTARAUGUS COUNTY DIRECT DELIVERY

In Fiscal Year 2016-17, the Food Bank of WNY located its satellite distribution center in Chautauqua County from a 2,800-square-foot facility to an 8,800-square-foot facility that includes additional dry, refrigerated and frozen storage capacity. This relocation positioned the Food Bank to be able to expand its Direct Delivery Program to Cattaraugus County. In May, the Food Bank unveiled its new 26-foot refrigerated Partners Fighting Hunger Direct Delivery truck to better serve the 34 Cattaraugus County member-agencies and distribute more food to people in need throughout the community. This initiative was supported by The John R. Ochser Foundation, National Fuel Gas Distributors, Tops Friendly Markets, Cummins Inc. Jamestown Engine Plant and the Cattaraugus Region Community Foundation. The Food Bank will expand its Direct Delivery Program to Niagara County by December 2018. This will enable the Food Bank to offer the program to its entire service area.

We are grateful for your continued support and confidence in our mission. Together, we are fighting hunger one day at a time.

Sincerely,

Tara A. Ellis
President and CEO, Food Bank of WNY

FOOD BANK OFFICER
Tara A. Ellis
President & CEO
Food Bank of WNY

COMMUNITY ADVISORY COUNCIL
Jack Barrett
Brian Bockerti
Martha Buyer
John Canty
Phillip Canasene
Kevin J. Cavalieri
Draw J. Cerza
Vincent Miranda
Michael J. Mann
Sr. M. Johnice
Donna Klein

HONORARY BOARD
Alan J. Condo
Angeline Costner
Carly Eckett
Marilee Keller

BOARD MEMBERS
Keith Bookbinder
Loug Valenti Bookbinder & Weinstein LLP
Timothy Boyle
NOCO Energy Corp.
Allen Brown
Amatone, Inc.
Sarah Jane Burke
Rich Products Corporation

EXECUTIVE COMMITTEE
John F. Dunbar, Jr.
Chairperson Emeritus
University at Buffalo School of Management
Michael J. Mann
Chairperson Emeritus
McManus & Mann Consulting Engineers, PC
Michael J. Prendergast
Chairperson
Me&T Bank
Jerry Sheldon
Vice Chairperson
Community Volunteer
Tim Wangler
Secretary
Wegmans Food Markets, Inc.
Tom Berical
Treasurer
Freed Maxick CPAs, P.C.
Steven Jezioro
Assistant Treasurer
Rich Products Corporation

Glenn A. Butler
Personal Touch Food Service, Inc.
Eric J. Decker
Independent Health
Carol DeNoyers
State University of New York College at Buffalo
John Eagleton
Straten Trust Company
Stephanie Gerer
State University of New York College at Buffalo
Vincent O. Hanley
Bend, Schoeneck & King PLLC
Kristen Hanson
Top Markets, LLC
Karen Merkel
National Fuel
Vincent Miranda
Lippes Mathias Wieser Freeman LLP
Ramun Morales
SEFCU
Michael Nowicki
Bank of America
Jamal Perkins
Sudano, Execuvices Group, Canisus College
StartUp: State Ventures
Scott C. Techaat
ValueCentric LLC

A MESSAGE FROM OUR BOARD CHAIRS

On behalf of the Food Bank of WNY’s Board of Directors, thank you for your commitment to feeding hungry in our community. Your support enables the Food Bank to continue our mission, and we are honored to share some of the accomplishments of our past fiscal year that your partnership made possible.

NEW LEADERSHIP

In Fiscal Year 2016-2017, the Food Bank of WNY relocated its satellite distribution center in Chautauqua County from a 2,800-square-foot facility to an 8,800-square-foot facility that includes additional dry, refrigerated and frozen storage capacity. This relocation positioned the Food Bank to be able to expand its Direct Delivery Program to Cattaraugus County. In May, the Food Bank unveiled its new 26-foot refrigerated Partners Fighting Hunger Direct Delivery truck to better serve the 34 Cattaraugus County member-agencies and distribute more food to people in need throughout the community. This initiative was supported by The John R. Ochser Foundation, National Fuel Gas Distributors, Tops Friendly Markets, Cummins Inc. Jamestown Engine Plant and the Cattaraugus Region Community Foundation. The Food Bank will expand its Direct Delivery Program to Niagara County by December 2018. This will enable the Food Bank to offer the program to its entire service area.

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Jerry Sheldon
2018-2019 Board Chair

Michael J. Prendergast
2017-2018 Board Chair

Michael J. Prendergast
2017-2018 Board Chairperson
TAKING DOWN HUNGER

Food insecurity knows no age. Hunger can affect anyone, anytime. The children in our four-county service area alone currently suffer from a food insecurity rate of nearly 20%, that means 1 in 5 children in our WNY neighborhoods is unsure of how and when they’ll be getting their next meal. A lack of proper nutrition in children can lead to health problems down the road.

(Source: Feeding America Map the Meal Gap 2018)

“Food insecurity rate, by county:

<table>
<thead>
<tr>
<th>County</th>
<th>Percentage</th>
<th>Number of People</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erie County</td>
<td>12.4%</td>
<td>16,360 people</td>
</tr>
<tr>
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</tr>
<tr>
<td>Cattaraugus County</td>
<td>12.5%</td>
<td>9,830 people</td>
</tr>
<tr>
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</tbody>
</table>

12.5% 9,830 people

Cattaraugus County

12.4% 16,360 people

Chautauqua County

12% 25,690 people

Niagara County

12.7% 116,040 people

Erie County

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(Source: Feeding America Map the Meal Gap 2018)

In any given month, the Food Bank of WNY and its agencies assist nearly 140,000 individuals, including:

- More than 45,300 households
- Nearly 54,500 children
- More than 18,300 seniors

Our dedicated volunteers

We are proud to work alongside a variety of individuals, groups and organizations who recognize that hunger is a serious problem right in our own backyards.

Last year, more than 3,700 Food Bank volunteers donated 14,600 hours to fighting hunger in Western New York. The volunteers who serve our partner agencies donated more than 663,520 hours to feeding our neighbors in need.

We cannot thank these wonderful volunteers enough for helping us fight hunger one day at a time.

(Buffalo News Neediest Charity Fund
The John R. Oishei Foundation
Tops Markets, LLC
United Way
Walmart, Inc.*
Wegmans Food Markets
William R. Kenan, Jr. Charitable Trust

*via a Feeding America Corporate Partnership

Buffalo Bills players Reid Ferguson and Jordan Mills distribute gifts of holiday food donations during the Bills Annual Thanksgiving Blitz.

Bank of America volunteers tend to the Food Bank’s Community Garden.

Citizens Community Development Corporation volunteers give fresh produce to neighbors in need during a Mobile Food Pantry distribution.

TOP FINANCIAL SUPPORTERS

Corporations, foundations or estates that donated monetary gifts of $50,000 or more in Fiscal Year 2017-2018.

- Bank of America*
- Buffalo Bills
- HSBC*
- The Buffalo News Neediest Charity Fund
- The Estate of Norman Greenauer
- The John R. Oishei Foundation
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"The food pantry is a blessing for me while I am looking for work because it supplements the food stamps I receive. This place is a godsend - not just for me, but for lots of people."

Tracy, Volunteer and Client, St. Simon’s Food Pantry

NEARLY 54,500 CHILDREN

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Mobile Food Pantry driver Mohammad delivers a pallet of potatoes.

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NEARLY
54,500 CHILDREN

MORE THAN
18,300 SENIORS
SUPPLYING OUR COMMUNITIES WITH CONTINUED SUSTENANCE

WITH THE HELP OF OUR COMMUNITY, WE ARE ABLE TO PROVIDE NUTRITIOUS FOOD AND SERVICES TO 317 MEMBER AGENCIES LIKE FOOD PANTRIES, SOUP KITCHENS, SHELTERS, SENIOR CENTERS, AFTER-SCHOOL PROGRAMS AND GROUP HOMES THROUGHOUT OUR FOUR-COUNTY SERVICE AREA.

“We take a team of volunteers to run a successful food pantry, but it takes a good relationship with the Food Bank of WNY to help assist us with any of our needs. Any questions or concerns, they have the answers. They provide it all! We thank the Food Bank employees for their kindness, patience and encouragement.” — Wreatha Harvey, Pantry Coordinator, Newfane Community Food Pantry

APPROXIMATELY

7,100,000 POUNDS OF FOOD DONATED
7,900,000 POUNDS OF FOOD PURCHASED
14,900,000 POUNDS OF FOOD DISTRIBUTED
12,500,000 MEALS SERVED
5,700,000 POUNDS OF FRUITS AND VEGETABLES DISTRIBUTED

OUR TOP FOOD DONORS

We are grateful for the generosity of our corporate partners who help alleviate hunger in Western New York. Our top food donors included:

Billingsley Produce Sales, Inc.
BJ's Wholesale Club Inc.
C&S Wholesale Grocers
Campbell Soup Company
Cott Beverages
General Mills
James Desiderio Inc.
PetSmart Charities
Sam's Club
Smithfield Foods, Inc.
Sonwil Distribution
Target Corporation
Tops Markets, LLC
Trader Joe's
Upstate Niagara Cooperative, Inc.
Walmart Inc.
Wegmans Food Markets, Inc.
Western Harvest Produce, Inc.
Western Vegetable Produce
The WhiteWave Foods Company

NUMBER OF PEOPLE AND MEALS SERVED, BY COUNTY*
(Source: Food Bank of WNY 2017 Year-End Agency Distribution Statistics)

<table>
<thead>
<tr>
<th>COUNTY</th>
<th>PEOPLE SERVED</th>
<th>MEALS SERVED</th>
</tr>
</thead>
<tbody>
<tr>
<td>ERIE COUNTY</td>
<td>95,090</td>
<td>1,775,726</td>
</tr>
<tr>
<td>NIAGARA COUNTY</td>
<td>15,573</td>
<td>1,795,352</td>
</tr>
<tr>
<td>CHAUTAUQUA COUNTY</td>
<td>19,878</td>
<td>1,795,773</td>
</tr>
<tr>
<td>CATTARAUGUS COUNTY</td>
<td>9,241</td>
<td>1,141,323</td>
</tr>
</tbody>
</table>

*The Food Bank also provided the equivalent of 535,482 meals to partner food banks in the Feeding America network.

“Community members donate holiday food staples during 97 Rock’s Operation: Rock Out Hunger food drive.”

Volunteer Nancy Higgins prepares for distribution at St. Simon’s Food Pantry.

Community members donate holiday food staples during 97 Rock’s Operation: Rock Out Hunger food drive.

Monica Kwiatkowski and Annie Carlson, St. Patrick’s Food Pantry coordinators.

Wreatha Harvey, Newfane Community Food Pantry Coordinator.
**Direct Delivery Program**

The Food Bank delivers products directly to the doorsteps of its member agencies throughout Cattaraugus, Chautauqua and Erie counties, reflecting our agency’s role in the costly, time-consuming and laborious transportation process, enabling them to order more food as they work to meet the need in the community. The Food Bank will expand its Direct Delivery Program in Niagara County by December 2018.

**School Pantry Program**

Provides high school students access to nutritious food to be shared with others in their households through a pantry located on their school’s campus. This program served as many as 2,400 individuals through six schools during the 2017-18 school year.

**Additional Programs and Services**

- Agency Assistance Program
- Community Garden
- Emergency Food and Shelter Program
- Food Safety Training
- Good Cookin’
- Hunger Prevention and Nutrition Assistance Program (HPNAP)
- Kids in the Kitchen
- Milk Coupon Program
- News Neediest Fund (The Buffalo News)
- The Emergency Food Assistance Program (TEFAP)

**Food 2 Families**

This program serves young children by supporting the growth and development of young children. This program was provided to 36 agencies in Fiscal Year 2017-18.

**Backpack Program**

Provides elementary school students in need with a bag of easy-to-prepare, nutritious food to take home on Fridays throughout the school year. The program assisted 2,967 children in 46 schools during the 2017-18 school year.

**Other Events and Fundraisers Supporting our Mission**

- Buffalo Sabres Turkey for Tickets
- Erie County Fair Food Drive
- Motorcycle Run & Rally
- National Association of Letter Carriers’ Stamp Out Hunger Drive

**Adding Programs and Services**

- Agency Assistance Program
- Community Garden
- Emergency Food and Shelter Program
- Food Safety Training
- Good Cookin’
- Hunger Prevention and Nutrition Assistance Program (HPNAP)
- Kids in the Kitchen
- Milk Coupon Program
- News Neediest Fund (The Buffalo News)
- The Emergency Food Assistance Program (TEFAP)

**Fundraising Efforts**

**Walk Off Hunger**

Presented by Life Storage, the family-friendly 1.9-mile walk and festival raised a record-breaking $34,000 to help families struggling with hunger.

**Operation: Rock Out Hunger**

97 Rock’s DJ Jickster lived on a Food Bank trailer for a week to collect food for those in need during the holiday season. Rock Out Hunger, which was co-sponsored by 97 Rock and 7 Eyewitness News, collected nearly 2,900 turkeys, as well as nearly $34,000 and 17,900 pounds of food.

**Food 2 Families**

Top Friends Markets, WGRZ-TV Channel 2 and Townsquare Media teamed up to hold the holiday food and fund drive, which raised $123,169 and a record-breaking 265,180 pounds of food to feed our hungry community members.

**Sweet Charity**

Presented by James DeCicerto Inc., Sweet Charity offered guests an unforgettable evening of food and drinks, silent and live auctions, a basket raffle and more. This event raised more than $157,750 to help the Food Bank continue its mission.

**Fill the Backpack**

A total of 164,468 pounds of food were collected during this two-week campaign to benefit the Backpack Program. The partnership between Wegmans Food Markets, News 4 WIVB and Fidelities Care provided approximately 41,117 bags of nutritious food to be distributed to elementary school students in need.

**List of Members**

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

**Corporate Partners, elected officials and agency representation join the Food Bank of WNY board and staff members to celebrate the launch of the Direct Delivery Program in Cattaraugus County.**

“One of our main goals at the Cattaraugus Region Community Foundation is to be responsive and supportive to the changing needs of the community. Access to food and transportation has long been a significant challenge for members of our community. Partnering with the Food Bank of WNY and its member agencies in the Direct Delivery Program was an easy decision for that reason — one that we hope will significantly help those in need in our region.”

— Karen Nimtz Buchheit, Executive Director, Cattaraugus Region Community Foundation
### Statement of Activities and Changes in Net Assets

**June 30, 2018 and 2017**

#### Assets

<table>
<thead>
<tr>
<th>Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$4,220,802</td>
<td>$3,685,468</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>25,592</td>
<td>21,749</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>68,758</td>
<td>56,474</td>
</tr>
<tr>
<td>Grants and pledges receivable,</td>
<td>302,193</td>
<td>597,837</td>
</tr>
<tr>
<td>net</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Inventory:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated – in-kind value</td>
<td>442,814</td>
<td>639,986</td>
</tr>
<tr>
<td>USDA – in-kind value</td>
<td>440,662</td>
<td>499,053</td>
</tr>
<tr>
<td>Other</td>
<td>335,115</td>
<td>438,646</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>5,835,936</td>
<td>5,939,213</td>
</tr>
<tr>
<td><strong>Long-Term Investments</strong></td>
<td>5,218,545</td>
<td>4,002,102</td>
</tr>
<tr>
<td><strong>Fixed Assets, Net</strong></td>
<td>1,497,332</td>
<td>1,362,955</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$12,551,813</td>
<td>$11,304,270</td>
</tr>
</tbody>
</table>

#### Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$99,758</td>
<td>$113,729</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>119,532</td>
<td>141,631</td>
</tr>
<tr>
<td>Deferred income</td>
<td>106,684</td>
<td>51,053</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>325,974</td>
<td>306,413</td>
</tr>
<tr>
<td><strong>Net Assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without donor restrictions</td>
<td>10,617,656</td>
<td>8,936,350</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>1,608,183</td>
<td>2,061,507</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>12,225,839</td>
<td>10,897,857</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$12,551,813</td>
<td>$11,304,270</td>
</tr>
</tbody>
</table>

#### Revenues, Gains and Other Support

<table>
<thead>
<tr>
<th>Revenues, Gains and Other Support</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Contributions:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising and special events</td>
<td>$1,249,728</td>
<td>$1,259,964</td>
</tr>
<tr>
<td>General contributions</td>
<td>2,801,914</td>
<td>1,802,452</td>
</tr>
<tr>
<td>HPPNAP grant</td>
<td>2,365,256</td>
<td>3,091,700</td>
</tr>
<tr>
<td>EFSP/FEMA grant</td>
<td>261,993</td>
<td>226,292</td>
</tr>
<tr>
<td>Other government grants</td>
<td>209,878</td>
<td>224,070</td>
</tr>
<tr>
<td>Private grants</td>
<td>1,552,476</td>
<td>1,043,402</td>
</tr>
<tr>
<td><strong>In-kind Contributions:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General</td>
<td>21,048</td>
<td>29,812</td>
</tr>
<tr>
<td>Donated food and grocery items</td>
<td>12,325,937</td>
<td>12,495,184</td>
</tr>
<tr>
<td>USDA food</td>
<td>2,263,599</td>
<td>2,741,460</td>
</tr>
<tr>
<td><strong>Revenues:</strong></td>
<td>24,672,862</td>
<td>24,610,571</td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>21,989,223</td>
<td>22,981,886</td>
</tr>
<tr>
<td>Management and general</td>
<td>777,547</td>
<td>696,954</td>
</tr>
<tr>
<td>Fundraising</td>
<td>664,836</td>
<td>573,941</td>
</tr>
<tr>
<td><strong>Other revenue and reimbursements</strong></td>
<td>16,261</td>
<td>16,764</td>
</tr>
<tr>
<td>Investment income</td>
<td>272,298</td>
<td>343,190</td>
</tr>
<tr>
<td><strong>Total Revenues, Gains and Other Support</strong></td>
<td>24,672,862</td>
<td>24,610,571</td>
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#### Changes in Net Assets

<table>
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<tr>
<th>Changes in Net Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Assets, Beginning of Year</strong></td>
<td>10,997,857</td>
<td>10,713,956</td>
</tr>
<tr>
<td><strong>Net Assets, End of Year</strong></td>
<td>$12,225,839</td>
<td>$11,304,270</td>
</tr>
</tbody>
</table>

#### Sources of Our Community Support

<table>
<thead>
<tr>
<th>Source of Support</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-kind food/ non-food contributions</td>
<td>59.2%</td>
<td></td>
</tr>
<tr>
<td>Government grants</td>
<td>11.5%</td>
<td></td>
</tr>
<tr>
<td>General contributions</td>
<td>11.3%</td>
<td></td>
</tr>
<tr>
<td>Private grants</td>
<td>6.3%</td>
<td></td>
</tr>
<tr>
<td><strong>Program Fees</strong></td>
<td>5.4%</td>
<td></td>
</tr>
<tr>
<td>Fundraising and special events</td>
<td>5.1%</td>
<td></td>
</tr>
<tr>
<td>Other revenue</td>
<td>1.2%</td>
<td></td>
</tr>
</tbody>
</table>

#### How We Use Our Resources

<table>
<thead>
<tr>
<th>Use of Resources</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>93.8%</td>
<td></td>
</tr>
<tr>
<td>Management &amp; general</td>
<td>3.3%</td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>2.9%</td>
<td></td>
</tr>
</tbody>
</table>

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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.

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The Food Bank of WNY’s sound fiscal management practices and commitment to accountability and transparency once again have 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 the Food Bank of WNY exceeds industry standards and outperforms most charities in our area of work.
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 VALUES
• Integrity
• Collaboration
• Service
• Respect

We are deeply grateful for your partnership!