

A Brighter Tomorrow
Begins **Today**



Blue Ridge Area
FOOD BANK

A member of
FEEDING AMERICA

ANNUAL REPORT 2017-2018

brafb.org



You Give So Much More Than Food

In the word *hunger*, we capture the problem to solve. In the word *food*, the solution.

But ask those we serve to communicate their problems in one word, and we would likely hear something different.

Hardship. Illness. Abandonment. Mistakes.

Through your support of the Food Bank, you put food on the table for people whose cupboards are empty.

But you also help them cover the rent, eat healthful food to manage chronic disease, and pay for prescriptions. You provide emotional relief, a connection to community, and feelings of hope.

People who don't know where their next meal is coming from live with near constant stress and despair. How can they be hopeful about the future if they can't take care of their most basic needs today?

But the kindness they experience when they walk into a food pantry, soup kitchen or shelter is as nurturing as it is nourishing. To feel supported, even by complete strangers, is empowering.

Food doesn't solve all problems, but it does give our neighbors a little more strength and confidence to make life better for themselves and their families.

It makes tomorrow seem a little brighter.

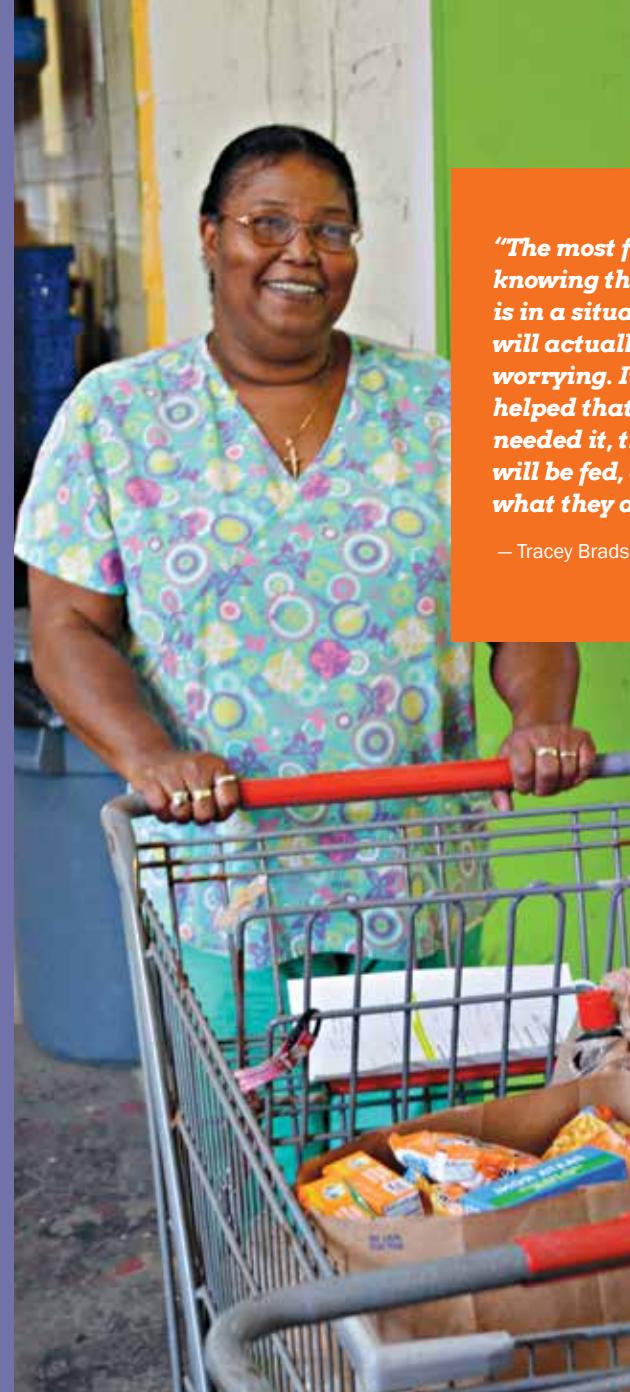
Thank you for your contributions – you make an immeasurable difference in the lives of people who are hurting.

The signature of Robert C. Mayo, written in a cursive script.

Robert C. Mayo
Chair, Board of Directors

The signature of Michael McKee, written in a cursive script.

Michael McKee
Chief Executive Officer



"The most fulfilling thing is knowing that a person who is in a situation like mine will actually get fed without worrying. It's knowing that I helped that person who really needed it, that their children will be fed, and they will like what they are getting."

— Tracey Bradshaw, Food Bank volunteer,
Charlottesville warehouse

< Tracey is a volunteer who packs and distributes PIN boxes in the Charlottesville warehouse. Having been a recipient herself, she packs each box with care and a special attention to detail.

Sharing Hope

Tracey Bradshaw almost never stops smiling when she's volunteering at the Food Bank. "No matter what's going on in my life, when I get here, a smile comes on my face."

But don't let the smile fool you. Bradshaw is all business when it comes to packing Person in Need (PIN) Boxes for neighbors who need food to eat right away. She understands what it's like to be in need because she once needed help from the Food Bank, herself.

Five years ago, both elderly people she cared for died within months of each other. A nurse's aide, Bradshaw had worked with them for more than 15 years. For the first time, she had no source of income. The mother of two and adoptive mother of six was struggling, and a PIN Box helped her make it through that difficult time until she was able to again find work.

That experience still fuels her passion for her work at the Food Bank, and is reflected in the thoughtfulness and care she takes when packing PIN boxes. "The first thing I'm going to do is give people food that they can use," she says. "I want to make sure that there are things that children like to eat, and that mothers and fathers can make a meal out of."

Tracey is representative of the hundreds of caring people who volunteer their time for the Food Bank, and for our partners in hunger relief.



Volunteer Contributions July 2017 – June 2018



27,674

TOTAL HOURS
CONTRIBUTED BY ALL
VOLUNTEERS



\$740,280*

DOLLAR VALUE OF ALL
VOLUNTEER HOURS



14 Positions

STAFF EQUIVALENCY



610

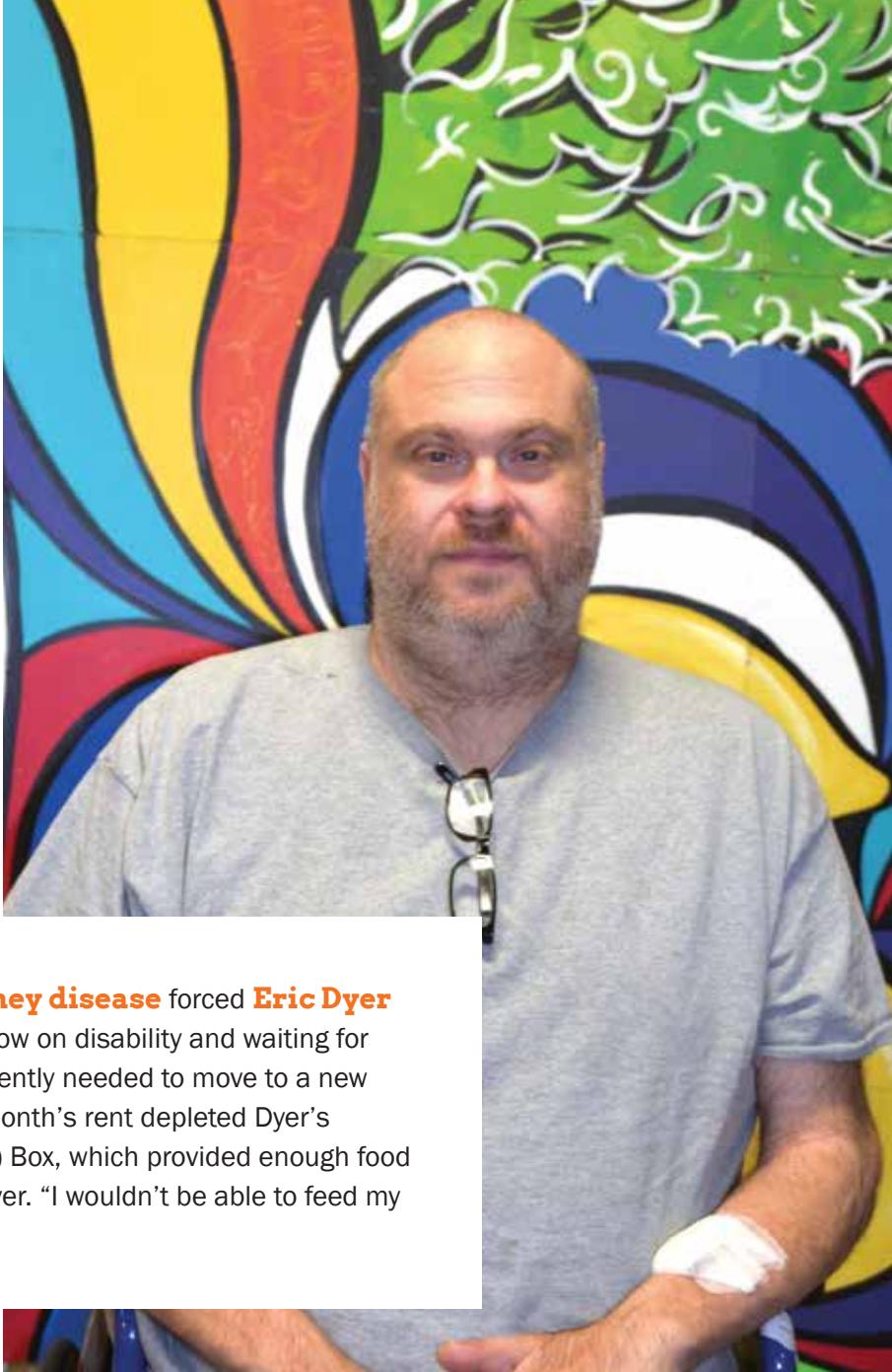
NUMBER OF
ONSITE VOLUNTEERS
(UNDUPLICATED)

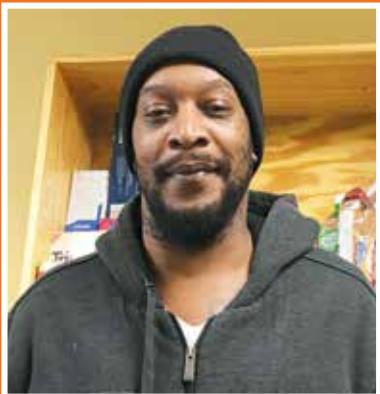
*We use the standard value of volunteer time in Virginia provided by IndependentSector.org

Your Help Today Means Hope For Tomorrow

Sometimes the small things can make a big difference. For those who visit one of the Food Bank's distribution centers looking for immediate assistance (we operate warehouses in Verona, Charlottesville, Lynchburg, and Winchester), the food they receive that day provides nourishment, dignity, and hope when the unpredictability of life has led to tough times.

► **Worsening muscular dystrophy and end-stage kidney disease** forced **Eric Dyer** to leave the secure career that supported him and his family. Now on disability and waiting for a kidney transplant, the 48-year-old father of two teenagers recently needed to move to a new home, and the expense of a deposit and advance on the first-month's rent depleted Dyer's funds. He and his son Charles picked up a PIN (Person in Need) Box, which provided enough food to make it through the rough patch. "This is a lifesaver," says Dyer. "I wouldn't be able to feed my family without this."





▶ “I’m trying to see what kind of life I can make here,” says **Kevin Hucks**. After **serving two tours in Bosnia as an Army tank mechanic**, the veteran found work laying concrete. Unfortunately, surgery for a herniated disk left him in pain, unable to work, and he’s now on disability. Hucks moved from Newport News to the Shenandoah Valley to build a new, slower-paced life. The PIN box he received provided meals while he searched for a place to live and planned his next steps. The father of three looks forward to seeing his oldest daughter enter college this fall.

PIN (Person in Need)

Bridging the Gap:

Distributed to neighbors who visit one of the Food Bank's four distribution centers, **PIN Boxes** are a one-time solution to a crisis. A typical PIN Box holds 30-50 pounds of food, just a fraction of the 25+ million pounds of food the Food Bank distributed this year. Most PIN recipients tend to be in transition and need enough food to hold them over while they seek work or other opportunities. In addition to food, clients receive a list of area food pantries for ongoing assistance, plus a guide to other community resources. Content of PIN boxes may vary by location and food supplies on hand.

Your Impact

July 2017– June 2018

Because of you, we continue to provide millions of meals, and more fresh, healthy options than ever before – and we continue to serve tens of thousands of neighbors who need help today.



quick & easy crab cakes

People You Helped

July 2017 – June 2018

Eighty-seven percent of our food is distributed through partner food pantries, soup kitchens, and shelters. In addition, the Food Bank operates several Nutrition Programs to support vulnerable individuals, including seniors and children, plus neighbors in the rural reaches of our service area.

Community Food Distribution Programs



91,857

PARTNER AGENCIES:
AVERAGE NUMBER
OF PEOPLE
SERVED MONTHLY



3,181

MOBILE FOOD PANTRY:
AVERAGE NUMBER
OF HOUSEHOLDS
SERVED MONTHLY

Nutrition Programs



7,919

CHILD NUTRITION
PROGRAMS:
AVERAGE NUMBER OF
CHILDREN SERVED
MONTHLY



3,000

SENIOR NUTRITION
PROGRAMS:
AVERAGE NUMBER OF
SENIORS SERVED
MONTHLY

Life Lessons

For many, education is the path to a better tomorrow. The Super Pantry program, an eight-lesson course offered in collaboration with the Virginia Cooperative Extension (VCE) and the Smart Choices Nutrition Education program, teaches families about food preparation, basic budgeting, food safety, and other life skills.

VCE's Kaye Shaner, a registered dietitian, sees many clients enter the program with limited cooking skills, but once completed, they can prepare nutritious meals. "We see a big increase in the amount of food that we know is being utilized in a healthy way with our families," she says.

- ▶ To increase awareness and participation in the Super Pantry program, Robin Swecker, partner services coordinator in the central Shenandoah Valley, teamed up with Shaner to launch a Super Pantry series for food-pantry volunteers and staff. Their first-hand experience means they are prepared to explain and promote good nutrition to their clients.





< Mary Blockinger co-manages Hayfield Assembly of God food pantry in Winchester. With help from the Food Bank and its donors, she and her husband (not pictured) grew their capacity to brighten the tomorrows of their neighbors in need.

Investing in our Partners

Food pantries, soup kitchens, and shelters serve on the front lines of hunger relief. Some in our network have felt the strain of high client demand in recent years, and also expressed a desire to provide healthier options.

Thanks to donors to the Food Bank's *Agency Capacity Fund*, we've awarded 152 equipment grants since 2017. They've received freezers and coolers to increase the fresh produce, dairy, and meat they can distribute. Agencies also received computers and other types of equipment.

The results have been dramatic across the network. In fact, 2017 agency grant recipients increased the amount of food pounds they received from the Food Bank by an average of 50 percent compared with non-grant recipients who increased their pounds received by five percent.

At Hayfield Assembly of God in Winchester, the number of families served has grown from about 15 to more than 30 each month. "We're able to stock better, and we've been able to give out an abundant amount of food because of the cooler," says Mary Blockinger, who, with her husband, manages her church's food pantry. "The families get so much more fresh fruit and vegetables."

In fact, their pantry increased produce and protein distribution by a whopping 838 percent.

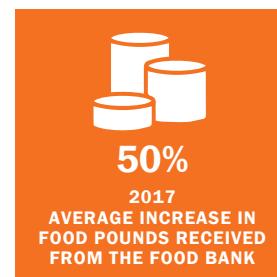


The 200 families who rely on the United Methodist Church food pantry in Verona have been able to take home almost twice as much perishable food than before. "People have noticed the increased quantity and how much better the quality and freshness of produce is," says Danny Link, manager of the food pantry. "Now we're able to get food other than potatoes and onions — things like tomatoes, squash, cucumbers, and lettuce that the Food Bank offers — because we have a cooler to store them in."

This has all been made possible thanks to many donors to the *Agency Capacity Fund*, which was kicked off this year with a generous \$20,000 matching gift from the Manning Family Foundation. The capacity of our network is improving as a direct result of these investments.

> Danny Link manages the United Methodist Church Food Pantry in Verona.

Agency Capacity Fund Impact 2017 and 2018



Investing in the Future

Every day, the Food Bank provides help, hope and dignity for people who are struggling to put food on the table. Unfortunately, food insecurity isn't a problem that's going away anytime soon.

To help ensure that future generations grow up healthy, donors like Chick and Sara Dassance are partnering with the Food Bank to address long-term challenges. The Dassances are charter members of The Will to End Hunger Society, which recognizes donors who have designated gifts to the Food Bank in their estate plans.

"We think about not only how to help solve problems now, but also how to help in the future," says Chick Dassance, who serves as vice chair of the Board of Directors. "When you look at the number of people in our society who are living in poverty, you know hunger is going to be with us for a long time."

"The number of people who donate time, money and expertise to make this operation successful is a powerful testament to how much people in the Blue Ridge care about one another. We're very fortunate to live in this area and have so many people who are willing to step up and be a part of this important mission."

— Chick Dassance



Charter Members of The Will to End Hunger Society

Anonymous (8)

Beverly and Charles Bibb

Robert Boxley

Charles and Sara Dassance

Cheryl Henderson and Fred Good

Charles and Mary Henderson

Phillip and Susanne Hubrig

Michael McKee and Susan Ketro

Claudia and Rich Lawson

Susan M. Myers

Karen and Mark Ratzlaff

Marshall and Virginia Thompson

Hugh and Connie Westfall

For estate gift ideas you might consider or information on how to join The Will to End Hunger Society, visit brafb.org/plannedgift, or contact Karen Ratzlaff at (540) 213-8404 or kratzlaff@brafb.org

Designated Gifts and Grants Nourish Hope

We receive many generous gifts throughout the year, designated for specific purposes. Grant funders and other donors support our outreach programs and other strategic needs, as outlined here.

We also gratefully accept unrestricted gifts intended to ensure the success of our core mission — distributing meals to families in need. We truly appreciate the faith and trust you demonstrate when you choose not to restrict your gift, and we work hard to ensure we can retain your trust.

Whether your gift was unrestricted or designated, thank you! You help fuel the future for families seeking brighter tomorrows.

Restricted Gifts and Grants July 2017– June 2018



Our Currency is Food

Greg Knight, the Food Bank's food procurement manager, oversees the acquisition of more than 25 million tons of food annually. He runs a tight ship—less than one percent of the food we receive is thrown away, and less waste means fuller plates and brighter futures.

Food donations come from a variety of sources, including large manufacturers that include Kraft, Cargill, Perdue, Kellogg's, and Danone. Knight relies on careful planning, forecasting food needs, and building strong relationships with growers and food manufacturers to obtain a variety of healthy foods.

"Danone really cares about community involvement and sustainability," says Knight, who estimates that the Food Bank has distributed about 765,000 pounds of milk and other dairy products donated by Danone. "When they have the opportunity to donate, they work very hard to get us the food and milk as soon as they can."

"The best part of my job is knowing that healthy and nutritious products are going to the people who need them," says Danone's Patti Noll, who coordinates distribution of Danone's products to the Blue Ridge Area Food Bank and other food banks around the country. "At the end of the day, the food's going to the people who can really use it."

Although Greg Knight draws on a national network to procure food, some sources are as close as your front porch. Boy Scout Will Marden helps with his troop's involvement in Scouting for Food, and he volunteers in the Verona warehouse as he works toward earning his Eagle badge.

Marden says it's important for him and fellow Boy Scouts to make meaningful contributions. "It's important to do volunteer work because it makes us a better community and helps us going forward," says Marden.

Each year, the Boy Scouts coordinate the Scouting for Food drive. In the past five years, Scouts across our 25-county service area have gone door-to-door, collecting close to 485,000 pounds of food. They'll be scouting out food in your neighborhood in October and November 2018.





Food Donors July 2017– June 2018



Financial Summary

Fiscal Year Ended June 30, 2017 – Audited

Assets

Cash and cash equivalents	\$ 815,312
Accounts receivable, net	407,067
Inventory	3,259,096
Prepaid expense and other current assets	111,910
Investments - Short-Term CD's	2,499,060
Investments - Quasi-Endowment	3,351,387
Property and Equipment, net	4,226,813
TOTAL ASSETS	\$ 14,670,645

Liabilities and Net Assets

Accounts payable and accrued liabilities	\$ 197,769
Accrued compensation and related liabilities	144,113
Total liabilities	\$ 341,882
Net assets	
Unrestricted	
Undesignated	\$ 8,879,434
Board Designated - Operating Reserve	1,698,000
Board Designated - long-term investment	3,351,387
Total unrestricted	\$ 13,928,821
Temporarily restricted	399,942
Total net assets	\$ 14,328,763
TOTAL LIABILITIES AND NET ASSETS	\$ 14,670,645

Revenue and Support

Gifts and support	
Donated food	\$ 41,204,404
Contributions	6,590,228
Other revenue	
Agency handling and delivery fees	950,639
Government reimbursements	947,961
Investment earnings, net	155,783
Other	8,355
Total revenues	\$ 49,857,370

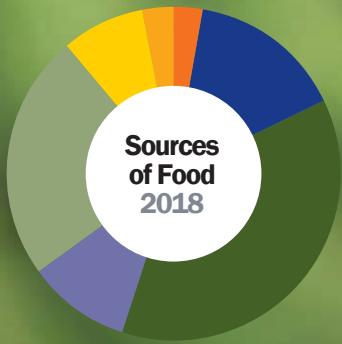
Expenses

Program services	\$ 45,649,188
Fundraising	771,162
Management and general	1,285,136
Total expenses	\$ 47,705,486

CHANGE IN NET ASSETS	\$ 2,151,884
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NOTE: Financials include the value of donated food. Donated product on hand at year-end is valued at the national wholesale value of one pound of food, as determined by the most recent study conducted by Feeding America. Food donations and distributions of donated product are recorded at the weighted average wholesale value in effect during the year. The Information in this summary was excerpted from our complete audited financial statements, which are available on our website and upon request.





Sources of Food

- Food Drives **3%**
- Donations from Growers/Traders **17%**
- Retail Donations **38%**
- Manufacturer Donations **13%**
- USDA Contributions **19%**
- Purchased Food **8%**
- Miscellaneous **2%**

NOTE: Miscellaneous includes transfers and trades with other food banks, prepared foods, and other misc.



Revenues & Support

FISCAL YEAR JULY 2016 – JUNE 2017*

- Donated Food **82%**
- Contributions **13%**
- Handling Fees **4%**
- Other Revenues **1%**



Expenses

FISCAL YEAR JULY 2016 – JUNE 2017*

- Program Services **95%**
- Management & General **3%**
- Fundraising **2%**

*Audited Financial Summary — Fiscal year ended June 30, 2017

Board of Directors 2017-2018

RICHARD C. MAYO

CHAIR

Claim Team Manager, State Farm Insurance Co.

CHARLES "CHICK" DASSANCE

VICE CHAIR

President Emeritus, College of Central Florida

ROBERT J. SACK

PAST CHAIR

Professor Emeritus, U.Va. Darden School of Business

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SECRETARY

Harrisonburg, Virginia

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Assistant Professor

James Madison University, Department of Health Sciences, Dietetics

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Owner, Home Instead Senior Care of Charlottesville

NICHOLAS PERRINE

Partner, PBMarcs, LLP

DIANE RUSSELL

Director, Business Process Architecture and Strategy, Genworth Financial

DOUG SENSAWAUGH

Mt. Sydney, Virginia

HATSY VALLAR

Charlottesville, Virginia

DR. KAREN WIGGINTON

Vice President, Corporate Marketing & Communications Sunnyside Communities

MICHAEL L. MCKEE

Ex-Officio



**Blue Ridge Area
FOOD BANK**

A member of
FEEDING AMERICA

PO Box 937 | 96 Laurel Hill Road

Verona, VA 24482-0937

P: 540.248.3663



Blue Ridge Area FOOD BANK

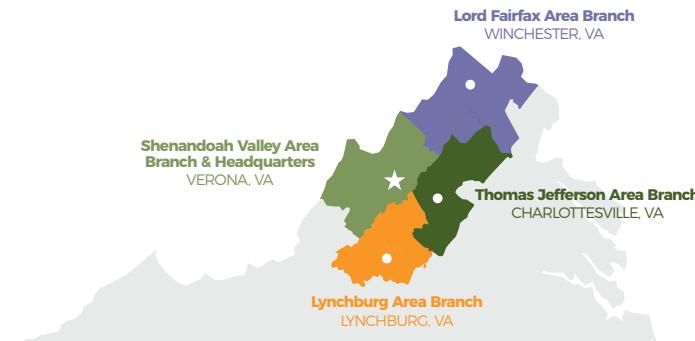
Everyone should have enough to eat.



HEADQUARTERS:
P.O. Box 937
Verona, VA 24482



Non Profit Org
US Postage
PAID
Permit 312
Harrisonburg VA



BRANCH LOCATIONS

Serving your community from
one of four locations:

**Shenandoah Valley Area Branch
& Headquarters**
PO Box 937
96 Laurel Hill Road
Verona, VA 24482-0937
P: 540.248.3663

Thomas Jefferson Area Branch
1207 Harris Street
Charlottesville, VA 22903-5319
P: 434.296.3663

Lynchburg Area Branch
501 12th Street, Suite B
Lynchburg, VA 24504-2527
P: 434.845.4099

Lord Fairfax Area Branch
1802 Roberts Street
Winchester, VA 22601-6312
P: 540.665.0770

Our **VISION** is that everyone
has enough to eat.

Our **CORE BELIEFS** are that
hunger is unacceptable; everyone
deserves access to enough
food; that food sustains life and
nourishes health; and that we
are called to serve neighbors
in need without judgment.

Our **MISSION**
is to provide
nourishing food
to our neighbors
in need through
vibrant community
partnerships
and passionate
public support.

