

# Annual Report

TABLE OF CONTENTS

Letter from the Board . . . . . 1

At a Glance . . . . . 3

Financials . . . . . 5

Strategic Plan Progress . . . . . 7

Core Values . . . . . 9

A Hard-Working Family. . . . . 11

Addressing the Root Causes. . . . . 12

Board of Directors . . . . . 13

## Dear Friends,

We can't thank you enough for your kindness and caring. Because of you, in 2017, children across Northeast Ohio had nutritious meals to eat during the summer months, families had access to a warm meal throughout the winter, and seniors did not have to make the choice between food or medicine. We couldn't have done it without the help of generous people like you.

We're happy to report that we've completed the second year of our three-year strategic plan and we've been able to connect even more families and individuals with the nourishing food they need today, as well as resources to help them access food in the future. With your support, we provided a record 55.3 million meals through both food distribution and SNAP application assistance, up from 50.3 million meals in FY2016.

With more than 330,000 people in our area facing hunger, there's still more to do. Hunger hits every zip code in our sixcounty service area, impacting children, seniors, the working poor, single parents and students struggling to make ends meet. Our clients may be facing a medical emergency, a death in the family, a lay-off or another temporary set-back that forces them to make tough decisions about how to spend their limited funds.

As we anticipate another year of growth and service to our struggling neighbors, we take heart in the compassion of the tens of thousands of donors, volunteers, organizations, partner programs and corporate partners who support the Greater Cleveland Food Bank. Thank you for your ongoing compassion and partnership in the fight to end hunger.

*Felton Thomas* *Kristin Warzocha*

Felton Thomas  
Board Chair

Kristin Warzocha  
President & CEO

# OUR MISSION

Working **together** to ensure that everyone in our communities has the nutritious food they need every day.

# HERE'S WHAT YOU MADE POSSIBLE

## MEETING THE NEED

As part of our three-year strategic plan, the Food Bank set ambitious goals to meet the needs of hungry Northeast Ohioans. In our second year of the plan, we served even more food insecure residents, with a focus on children, seniors, and those with health challenges. In 2018, we continue to target these specific groups and will surpass our original goal of serving 25,000 new clients over three years.

PROVIDING MORE MEALS:

19.8 million pounds

of fresh produce were distributed, compared to 18.5 million in FY2016.

55.3 million meals

were made possible, an increase of 10% compared to 18.5 million in FY2016.

## FOCUSING ON THE MOST VULNERABLE:

Annually, we serve more than 277,000 clients through more than 900 partner programs in six counties. In 2017, with programmatic expansion, we served:

4,466

New Children

10,450

New Seniors

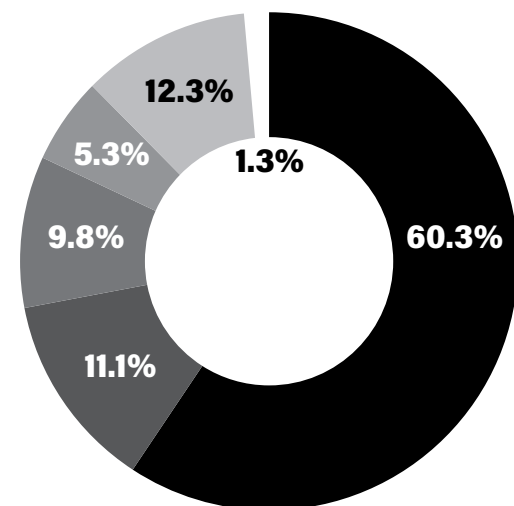
4,647

New Clients with Health Challenges

# FINANCE DATA

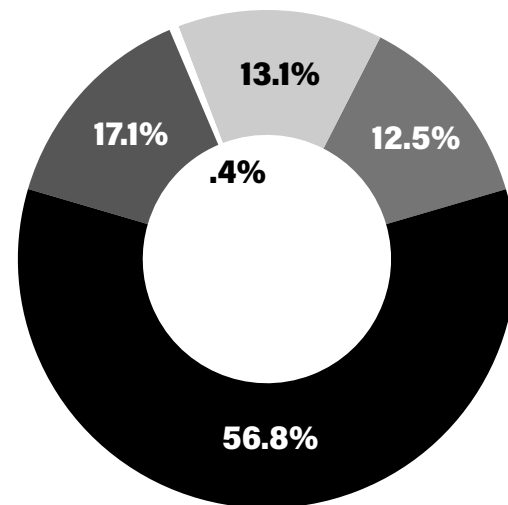
## FY 2023 REVENUE

Member Agency Handling Fees	2,856,524
Purchase Food Programs	2,738,427
Contributions and Grants	12,400,577
Reimbursements & Administrative Fees	3,728,891
All Other	97,445
	<b>\$21,821,864</b>



## FY 2023 EXPENSES

Programs	13,207,436
Purchase Food Programs	2,425,586
Harvest for Hunger Food & Grants	2,142,085
Administrative Costs	1,162,446
Fundraising	2,691,578
Volunteer Services	287,153
	<b>\$21,821,864</b>



## ASSETS:

### CURRENT ASSETS

Cash and Cash Equivalents	202,806
Investments, at Fair Value	4,700,364
<b>RECEIVABLES</b>	
Agency Receivables, Net	279,541
Government Administrative Fees/Reimbursements	805,013
Operating Pledges, Net	967,183
Other Receivables	12,939
	<b>\$2,064,676</b>

### INVENTORY

Contributed Product	1,930,751
Purchased Product	476,074
USDA Product	1,174,759
Ohio Food Purchase Program Product	977,976
Greater Cleveland Food Bank Kitchen Purchased Food	54,787
	<b>\$4,614,347</b>

### OTHER ASSETS

Cash, Board Designated for Endowment	1,930,751
Investments Held as Endowment	476,074
Operating Pledges, Net	1,174,759
Capitalized Software, Net	977,976
Deposits	54,787

**Total Assets** **\$24,081,569**

## REVENUE:

### VALUE OF FOOD RECEIVED

Value of Food Donated	37,897,294
Value of USDA and OFPP Food Received	32,540,905
	<b>\$70,438,199</b>

### FOOD REVENUE

Purchased Food Program	2,738,427
	<b>\$2,738,427</b>

### OPERATING REVENUE

Member Agency Handling Fees	1,231,768
Reimbursements and Administration Fees	3,728,891
Contributions and Grants	12,400,577
Other	97,445
	<b>\$19,083,437</b>

**Total Revenue** **\$92,260,063**

## EXPENSES:

### PROGRAM EXPENSES

Operations	11,429,741
Greater Cleveland Food Bank Kitchen	1,841,355
Community and Government Programming	410,859
	<b>\$13,681,955</b>

### SUPPORT SERVICES

Fundraising	2,717,169
Volunteer Services & Product Resource Development	287,463
Administration	1,237,280
	<b>\$4,241,912</b>

**Total Expenses** **\$17,914,239**

# STRATEGIC

# PLAN

# PROG

# RESS

	LAST YEAR	THIS YEAR	NEXT YEAR
Meals	50.3 million	55.3 million	58.0 million
Produce (pounds)	18.5 million	19.8 million	21.0 million
Perishable Food (pounds)	27.3 million	29.0 million	31.4 million
SNAP Applications Submitted	15,726	+22,368	+25,334
Meals Made Possible Through SNAP	13,477,182	+17,514,144	+19,279,174
Client Connections	54,097	+69,278	+62,364
Additional Low Income Children Served	7,613	+4,466	+3,720
Additional Low Income Seniors Served	3,361	+10,450	+4,920
Additional Low Income Clients w/ Health Challenges Served	2,228	+4,647	+3,375

**OUR  
CORE  
VALUES:**

**Fostering Engagement**  
Collaborating with our community and  
embracing diverse ideas and perspectives

**Empowerment**  
Encouraging, educating, and supporting our  
partners, volunteers, employees and those touched  
by hunger to contribute at our fullest potential

**Excellence**  
Being good stewards of community resources,  
setting high standards and focusing on  
continuous improvement and innovation

**Dedication  
to Service**  
Providing leadership  
in the hunger relief  
movement while  
keeping the people  
we serve at the  
center of all we do



## A HARD-WORKING FAMILY:

In December 2017, Samantha Caldwell — a part-time manager of a tax office and mother of two — lost her father. This grief came with a hefty price tag as he did not have life insurance. Samantha's husband, Darrell took drastic cuts to his usual 70-hour work week due to winter storms along the Northeast.

Like the majority of hard-working Americans, the Caldwells do not depend on emergency food year round. When there is extra, they stock up — when there's not, they stretch what they have. The Mobile Pantry at Plymouth United Methodist Church, a Food Bank partner program in Ashtabula, helps ridge the gap during these times:

*"Fresh produce is extremely expensive, so this helps us out a lot," says Samantha.*

Despite their hardships, 2017 was a beautiful year for Darrell and Samantha. They welcomed their daughter, Nova, into the world. Born prematurely, Nova was put on a high calorie diet, and both she and Samantha participate in WIC to help the family afford medical appointments, diapers, food, daycare, and other living expenses.

*Our Fresh Produce Initiative brings free, fresh produce and perishable food to where our neighbors live and work.*

Increasing access to fresh produce is the easiest and most affordable way to improve community health. Now that Nova is eating pureed food, Samantha can take the squash, melons, or corn she receives from the Mobile Pantry, grind it up, and freeze it for later.

To donors, Samantha sends her appreciation for not having to make a difficult choice. "I don't have to say, 'I can pay my full electric bill or I can buy groceries.' Your donation means that I have to stress a little less."

*On behalf of the 277,000 neighbors we serve each year like the Caldwells, you are truly making a difference in the lives of others. And for that, we say a heartfelt*

***"THANK YOU"!***

# 23%

of households have at least one member in poor health

# 65%

had to choose between paying for food or utilities

# 75%

had incomes below the federal poverty level

**ADDRESSING THE ROOT CAUSES OF HUNGER**

We know hunger isn't an isolated issue. National research shows challenges with employment, housing, and healthcare are the main contributors to food insecurity.



## 18

Together, we feed  
our community.



**FEEDING  
AMERICA**

The logo for the Ohio Association of Foodbanks features a stylized wheat stalk above the word "OHIO" in large, bold, black capital letters. Below "OHIO" are the words "ASSOCIATION OF" and "FOODBANKS" in smaller, bold, black capital letters, stacked vertically.

# HARVEST FOR HUNGER