



Together,
We Can...

**BLUE RIDGE AREA
FOOD BANK**

a member of
**FEEDING
AMERICA**

ANNUAL REPORT 2016-2017

"We can't."

Sometimes, that seems to be the refrain of our times.

We can't agree. We can't make a difference. We can't make time.

And yet...

At the Blue Ridge Area Food Bank, we hear a chorus of "we can."

Every day, we hear thousands of volunteers answer the call for assistance from food pantries, soup kitchens and shelters across the 25 counties we serve.

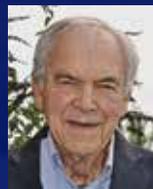
Every day, we hear from generous donors like you who give what they can to feed neighbors they may never meet.

Every day, we hear grateful families say they can make it this month, thanks to the food and encouragement you provide.

Can we solve hunger?

Together, we can.

With gratitude,



Robert Sack

Robert Sack
Chair, Board of Directors



Michael McKee

Michael McKee
Chief Executive Officer



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Together, We Can ...

Help a Senior Get a Fresh Start

You may not know Diana, but you made a difference in her life. She and her husband Nizam Ozgur owned and operated "Nizam's," a popular Turkish restaurant in Vienna, Virginia. For 34 years, dignitaries from the U.S. and beyond enjoyed their food, including their famous Doner Kebab, which means "ever turning."

During the Great Recession, Diana's life took a turn when the couple lost their restaurant. In 2012, Nizam passed away. After a successful life, Diana surprisingly found herself with too little money for food, gas, or even a haircut.

She moved to a smaller home and began visiting the Blue Ridge Area Food Bank's partner agency in Fauquier County. There, she began receiving senior food boxes and found an additional source of emotional support.

"It's tough to go from a three-story house and restaurant ownership to not having enough money for basic expenses," said Ozgur. "This program keeps me alive."

Diana is among a growing number of food-insecure older Americans. But she takes comfort in knowing that people care, and in preparing some of her beloved late husband's recipes.



Together, We Can ...

Make An Impact

While the economic recovery continues for some, the problem of hunger has not abated for thousands of neighbors in our communities. With your help, the Food Bank provided an extraordinary amount of fresh produce and life-sustaining food for individuals trying hard to soldier on.

Food Distribution July 2016 – June 2017



Visit www.brafb.org/programs to learn more.

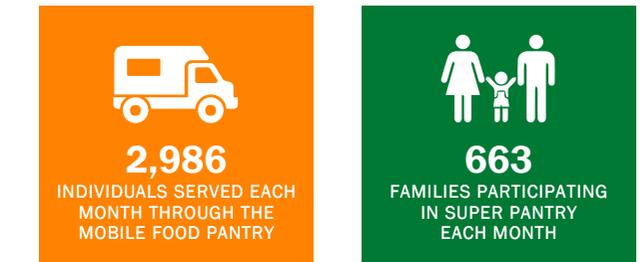
Together, We Can ...

Reach the Most Vulnerable

Our outreach programs are designed to help the most vulnerable, namely seniors and families with children:

- Family BackPack Program
- Kids Café
- Summer Food Service Program
- Summer Kid Packs
- Mobile Food Pantry
- Reach Program
- Super Pantry

Average Monthly Participation July 2016 – June 2017



Together, We Can ... Serve Your Community

Our network of community partners — food pantries, soup kitchens, and shelters — is working on the front lines of hunger relief. Thanks to your support, we're investing in them and growing their capacity, throughout our service area and in your neighborhood.



▲ **Candlelight Ministries** in Lynchburg, Virginia serves roughly 740 people each month, including individuals who have a hard time leaving their homes. Husband and wife team Larry and Cheryl Randall have delivered food to client homes and senior centers for 10 years. As the name implies, Candlelight represents a light of hope for food-insecure neighbors.



Visit www.brafb.org and click on the Pantry Locator under "Find Help" to locate a food pantry near you. Volunteer, make a donation, or share the details with a neighbor in need.

This hunger relief network relies on support at every level.

◀ This year, **Emmanuel Episcopal Church's Bread Fund Distribution location in Batesville** has become a client-choice agency. This means that clients can select the food they need with dignity. The Bread Fund Distribution is available to clients in the Albemarle, Nelson and Afton region.

▲ **Madison Emergency Services Association**, also called MESA, is expanding its offerings in Madison County by expanding its space. Soon, they will operate out of a larger building that will provide additional loading docks, and space to store food. MESA also runs a thrift store and helps needy families qualify for aid such as short-term housing.

“The sense of community here keeps me coming back. We have wonderful conversations while bagging produce.”

— TERRI LONG, REGULAR VOLUNTEER
Mobile Food Pantry, Scottsville

Together, We Can ... Do the Work

Volunteers are the heart of the Food Bank, contributing tens of thousands of hours each year. They make our complex operations work, and more importantly – because they care so deeply about their neighbors in need – they make our communities better for everyone.

Thank you, volunteers!

Volunteers July 2016 – June 2017



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



We need you!

To learn more about
volunteering for the Food Bank,
visit brafb.org/volunteer.



“Farm Credit of the Virginias has always been an engaged partner, supporting and strengthening our rural communities. When the Food Bank reached out to us a few years ago to help identify ways of sourcing more locally grown food, the *Farm Fresh Fund* idea was born. We proudly provided the initial \$25,000 in matching funds to launch the program and immediately saw the impactful benefits. The program’s success inspired us to provide an additional \$25,000 match in 2016. For more than 100 years Farm Credit has partnered with organizations like the Blue Ridge Area Food Bank that are equally committed to helping others and making our communities a better place to live today and tomorrow.”

— PEERY HELDRETH
CEO of Farm Credit of the Virginias

Together, We Can ...

Seed Better Health

With a goal to increase the variety and amount of healthy food choices we can offer to those most at risk for chronic health conditions, the *Farm Fresh Fund* is an impactful, exciting collaboration between growers, the Food Bank, and caring donors.

The fund makes it possible for the Food Bank to acquire a wide variety of fresh produce at a deep discount, helping Virginia farmers cover the cost of picking and packing the food that might otherwise be left in their fields.

The *Farm Fresh Fund* is one vital piece of our overall strategy to acquire and distribute healthier foods.

While the *Farm Fresh Fund* allows us to source produce from local farms, it also means we can distribute more home grown, healthy, fresh foods to thousands of families in communities across the Blue Ridge.

Produce Distribution July 2016 – June 2017





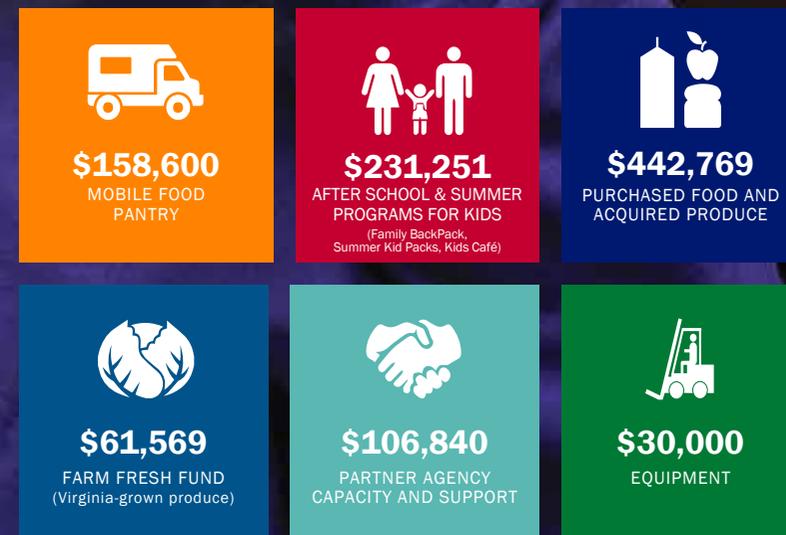
Together, We Can ... Sustain Vital Programs

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 us feed families and nourish hope.

Restricted Gifts and Grants July 2016 – June 2017



Together, We Can ... Stock the Shelves

Close to 90 percent of our food was donated this year by community members, retailers, manufacturers, distributors, and growers. Without question, these pounds make us one of the most efficient charities around, and we couldn't provide more than 20 million meals each year without partnerships like the one we have with the Fauquier Education Farm.

Executive Director Jim Hankins promotes agricultural education and works with volunteers to harvest beautiful produce. For him, growing is truly an art. He has donated more than 45,000 pounds of fresh produce to neighbors in need. His plans are to grow more to give to the Food Bank.

"I love real food. I love beautiful food, and I believe that people should eat beautiful food," said Hankins. "My goal is to donate 50 thousand pounds, tweak our processes and in time we can get up to 100 thousand pounds."

Food Donors July 2016 – June 2017



If you want to organize a food drive or you have food to give, visit brafb.org/give/give-food.



Financial Summary

Fiscal Year Ended June 30, 2016 – Audited

Assets

Current Assets

Cash and cash equivalents	\$	608,602
Accounts receivable, net		255,209
Pledges receivable, current portion		22,336
Inventory		2,403,266
Investments • certificates of deposit		2,051,943
Prepaid expenses, deposits and other		63,486
Total current assets	\$	5,404,842

Noncurrent Assets

Investments In marketable securities	\$	2,650,342
Pledges receivable, net of current portion		8,018
Depreciable fixed assets, net of accumulated depreciation		4,324,718
Non-depreciable fixed assets		121,012
Total noncurrent assets	\$	7,104,090

TOTAL ASSETS **\$ 12,508,932**

Liabilities and Net Assets

Current Liabilities

Accounts payable and accrued liabilities	\$	168,445
Accrued payroll and related liabilities		56,339
Compensated absences		107,269
Total liabilities	\$	332,053

Net assets

Unrestricted		
Undesignated	\$	9,119,423
Designated – funds held for long-term Investment		2,650,342
Total unrestricted	\$	11,769,765
Temporarily restricted		407,114
Total net assets	\$	12,176,879

TOTAL LIABILITIES AND NET ASSETS **\$12,508,932**

Revenues

Gifts and support		
Donated food	\$	38,395,675
Contributions		5,669,612
Capital donations – renovation project		375,725
Other revenue		
Agency handling and delivery fees		1,223,034
Government reimbursement (USDA, Outreach)		927,218
Investment earnings, net		169,550
Other		15,704
Total revenues	\$	46,776,518

Expenses

Program services	\$	42,768,245
Fundraising		1,275,763
Management and general		704,401
Total expenses	\$	44,748,409

CHANGE IN NET ASSETS **\$ 2,028,109**

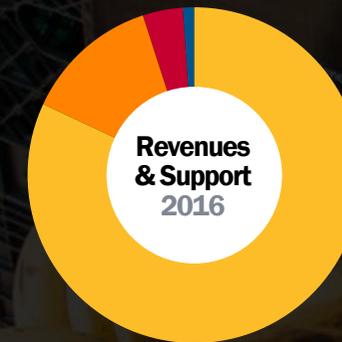
NOTE: Financials include the value of donated food. Donated product on hand at year-end is valued at the national wholesale value of one pound of food, as determined by the most recent study conducted by Feeding America. Food donations and distributions of donated product are recorded at the weighted 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 **15%**
- Retail Donations **37%**
- Manufacturer Donations **10%**
- USDA Contributions **24%**
- Purchased Food **8%**
- Miscellaneous **3%**

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



Revenues & Support FISCAL YEAR JULY 2015 – JUNE 2016*

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



Expenses FISCAL YEAR JULY 2015 – JUNE 2016*

- Program Services **96%**
- Fundraising **3%**
- Management **1%**

*Audited Financial Summary – Fiscal year ended June 30, 2016

Board of Directors 2016-2017

Robert J. Sack
Chair
Professor Emeritus, UVA Darden School of Business

Richard C. Mayo
Claim Team Manager,
State Farm Fire & Casualty Insurance Co.

Brenda Lenhart
Harrisonburg, VA

John A. Downey
President, Blue Ridge Community College

Charles “Chick” Dassance
President Emeritus, College of Central Florida

Matt Lohr
Grower
Lohr’s Sweet Corn

Jeanne McCusker
Franchise Owner, Home Instead Senior Care

Lynn O’Connor
Director, Americas Engagement, CFA Institute

Nick Perrine
Partner, PBMares, LLP

Diane Russell
Director, Business Process Architecture and Strategy,
Genworth

Doug Sensabaugh
Retired, Shenandoah Presbytery

Dr. Karen Wigginton
Vice President, Corporate Marketing & Communications,
Sunnyside Communities

Michael L. McKee (Ex-officio)
Chief Executive Officer, Blue Ridge Area Food Bank



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**BLUE RIDGE AREA
FOOD BANK**

a member of
**FEEDING[®]
AMERICA**

P.O. Box 937
Verona, VA 24482



OUR MISSION is to feed hungry people through a network of community organizations in central and western Virginia, and to engage our communities in the fight to end hunger locally and nationally.

BRANCH LOCATIONS

Shenandoah Valley Area Branch & Headquarters Office

PO Box 937
96 Laurel Hill Road
Verona, VA 24482-0937
P: 540.248.3663
F: 540.248.6410

Thomas Jefferson Area Branch

1207 Harris Street
Charlottesville, VA 22906-6415
P: 434.296.3663
F: 434.296.9621

Lynchburg Area Branch

501 12th Street, Suite B
Lynchburg, VA 24504-2527
P: 434.845.4099
F: 434.845.6153

Lord Fairfax Area Branch

1802 Roberts Street
Winchester, VA 22604-2342
P: 540.665.0770
F: 540.722.4217