You may not know Diana, but you made a difference in her life. She and her husband Nizam Ozgur owned and operated “Nool’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 …

Help a Senior Get a Fresh Start

With gratitude,
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.

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

Visit [www.brafb.org/programs](http://www.brafb.org/programs) to learn more.

Food Distribution July 2016 – June 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>July 2016 – June 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>People Served Each Month</td>
<td>104,862</td>
</tr>
<tr>
<td>Meals Provided</td>
<td>21.1 million</td>
</tr>
<tr>
<td>Pounds of Fresh Produce</td>
<td>25.3 million</td>
</tr>
<tr>
<td>Pounds of Food Distributed</td>
<td>6.2 million</td>
</tr>
</tbody>
</table>

Average Monthly Participation July 2016 – June 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>July 2016 – June 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Families Participating in Super Pantry</td>
<td>663</td>
</tr>
<tr>
<td>Individuals Served Each Month Through Mobile Food Pantry</td>
<td>2,986</td>
</tr>
<tr>
<td>Seniors Served Each Month Through Reach Program</td>
<td>1,342</td>
</tr>
<tr>
<td>Seniors Served Each Month Through Mobile Food Pantry</td>
<td>8,315</td>
</tr>
<tr>
<td>Families Participating in Family BackPack Program</td>
<td>1,342</td>
</tr>
<tr>
<td>Individuals Served Each Month Through Kids Café</td>
<td>2,986</td>
</tr>
<tr>
<td>Children Served Each Month Through Outreach Programs</td>
<td>8,315</td>
</tr>
</tbody>
</table>

Visit [www.brafb.org/programs](http://www.brafb.org/programs) to learn more.
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.

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.

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.

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.

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.
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!

"The sense of community here keeps me coming back. We have wonderful conversations while bagging produce."
— TERRI LONG, REGULAR VOLUNTEER
Mobile Food Pantry, Scottsville

Volunteers July 2016 – June 2017

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

25,359
TOTAL HOURS CONTRIBUTED BY ALL VOLUNTEERS
$683,679*
DOLLAR VALUE OF ALL VOLUNTEER HOURS
12
STAFF-EQUIVALENCY
362
NUMBER OF ONSITE VOLUNTEERS (UNDUPLICATED)

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

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.

Together, We Can …

Seed Better Health

Produce Distribution July 2016 – June 2017

490,129
POUNDS OF PRODUCE SECURED FROM VIRGINIA FARMS AND DISTRIBUTED

6.2 million
POUNDS OF FRESH PRODUCE DISTRIBUTED
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

$158,600 MOBILE FOOD PANTRY

$231,251 AFTER SCHOOL & SUMMER PROGRAMS FOR KIDS (Family BackPack, Summer Kid Packs, Kids Café)

$442,769 PURCHASED FOOD AND ACQUIRED PRODUCE

$61,569 FARM FRESH FUND (Virginia-grown produce)

$106,840 PARTNER AGENCY CAPACITY AND SUPPORT

$30,000 EQUIPMENT

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.”

Stock the Shelves

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: $608,502
  - Accounts receivable, net: $255,209
  - Allowable prepayments, net of 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
  - Inventory: $2,403,266
  - Pledges receivable, current portion: $22,336
  - Accounts receivable, net: $255,209
  - Cash and cash equivalents: $608,602
  - 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: $121,012
  - Total noncurrent assets: $7,104,090

- **Total Liabilities and Net Assets**: $12,508,932

**Revenues**

<table>
<thead>
<tr>
<th>Source</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated food</td>
<td>$38,395,675</td>
</tr>
<tr>
<td>Government reimbursement (USDA, Outreach)</td>
<td>$927,218</td>
</tr>
<tr>
<td>Manufacturer Donations</td>
<td>$169,550</td>
</tr>
<tr>
<td>Retail Donations</td>
<td>$5,669,612</td>
</tr>
<tr>
<td>Investment earnings, net</td>
<td>$1,275,763</td>
</tr>
<tr>
<td>USDA Contributions</td>
<td>$1,223,034</td>
</tr>
<tr>
<td>Contributions</td>
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</tr>
<tr>
<td>Fundraising</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>$42,768,245</strong></td>
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**Expenses**

<table>
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<tr>
<th>Category</th>
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<tbody>
<tr>
<td>Program services</td>
<td>$704,001</td>
</tr>
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<td>Fundraising</td>
<td>$597,238</td>
</tr>
<tr>
<td>Management and general</td>
<td>$22,336</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$1,484,469</strong></td>
</tr>
</tbody>
</table>

**Change in Net Assets**: $2,028,109

**Total Net Assets**: $12,508,932

**Sources of Food**

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

**Revenues & Support Fiscal Year July 2015 – June 2016**

<table>
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<tr>
<th>Source</th>
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**Expenses Fiscal Year July 2015 – June 2016**

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**Notes**:

- Financials include the value of donated food. Donated product on hand at year-end is recorded at the weighted average wholesale value in effect during the year. The Information included in this report was excerpted from our complete audited financial statements, which are available on our website upon request.

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**Board of Directors 2016-2017**

- **Robert A. Schaefer**
  - President Emeritus, USA Garden School of Business
- **Richard G. May**
  - Chief Executive Officer, Blue Ridge Area Food Bank
- **Sandra C. Grue**
  - State Farm Fire & Casualty Insurance Co.
- **Brenda Lescart**
  - Hauserman, Lescart Inc.
- **John A. Donelly**
  - President, Shenandoah Community College
- **Charles "Chuck" Grane**
  - President, Blue Ridge Community College
- **Marc Lynch**
  - Ground
- **Larry's Sweet Corn**
  - Sunnyside Communities
- **James McKeever**
  - Partner, PBMares, LLP
- **John A. Downey**
  - Director, Business Process Architecture and Strategy, Genworth
- **Doug Sensabaugh**
  - Partner, Milliman, LLP
- **Diane Russell**
  - Partner, Business Process Architecture and Strategy, Genworth

---

**Chief Executive Officer, Blue Ridge Area Food Bank**

- **Michael L. McKee (Ex-officio)**
- **Dr. Karen Wigginton**
- **Nick Perrine**
- **Lynn O'Connor**
- **Jeanne McCusker**
- **Charles "Chick" Dassance**
- **John A. Downey**
- **Brenda Lenhart**
- **Lohr's Sweet Corn**
- **President Emeritus, College of Central Florida**
- **Professor Emeritus, UVA Darden School of Business**
- **Chair**

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**Sources of Food**

- **Food Drives**: 3%
- **Donations from Growers/Traders**: 18%
- **Retail Donations**: 37%
- **Manufacturer Donations**: 10%
- **USDA Contributions**: 24%
- **Purchased Food**: 8%
- **Miscellaneous**: 3%

**NOTE:** Miscellaneous includes transfers and transfers with other food banks, purchased foods and other in-kind.

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**Financial Summary**

**Fiscal Year Ended June 30, 2016 – Audited**

**Revenues**

- Gifts and support
- Donated food
- Contributions
- Capital donations - renovation project
- Other revenue

**Expenses**

- Program services
- Fundraising
- Management and general

**Assets**

- Total net assets
- Temporarily restricted
- Designated – funds held for long-term investment
- Depreciable fixed assets, net of accumulated depreciation
- Non-depreciable fixed assets

**Liabilities and Net Assets**

- TOTAL LIABILITIES AND NET ASSETS
- Undesignated
- Unrestricted

**Notes**:

- Financials include the value of donated food. Donated product on hand at year-end is recorded at the weighted average wholesale value in effect during the year. The Information included in this report was excerpted from our complete audited financial statements, which are available on our website upon request.
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