Dear Friends,

Your social investment in our mission last year, and compassion for those less fortunate, once again, literally saved lives and brought hope to so many households uncertain how they were going to feed themselves.

Last year, we continued our decade-long trend of providing more and healthier food to those who go hungry and who are at risk of hunger on any given day, week or month of the year. Our nutrition team traveled the region teaching individuals how to shop for and prepare healthy meals on a budget. Now, more elders with chronic health conditions are eating better. More, working families are learning how to stretch their dollars to buy and eat healthier food.

Our SNAP Outreach team enrolled more eligible households to receive SNAP benefits—a critical federal nutrition program without which about 147,000 individuals across western Massachusetts would have no other recourse than to turn exclusively to The Food Bank and its local feeding partners for food, which would completely overwhelm us. The SNAP team also promoted the innovative new Healthy Incentives Program (HIP), which matches SNAP purchases dollar for dollar at local farmers markets and the like. As a result, thousands of SNAP recipients were able to purchase fresh vegetables from local farmers during the harvest season.

Both SNAP and HIP are now at great risk. Funding cuts would cause a dramatic spike in hunger and food insecurity nationally.

Our advocacy efforts last year helped protect state and federal nutrition programs, and supported funding for some new initiatives like HIP. In addition, we persuaded more local schools to adopt Breakfast in the Classroom—a proven strategy to feed hungry children and improve academic performance.

Finally, we launched our region’s Coalition to End Hunger to “lead the community to end hunger,” advancing the second part of our mission in a real, tangible manner. Our partnership with health providers to feed patients at risk of hunger couldn’t have come sooner given the recent release of a study documenting that Massachusetts spends $1.9 billion annually on health-related costs associated with food insecurity.

We are committed to ever greater impact of all our work this year. We thank you so very much for your past and continued support of our goal to create a western Massachusetts where no one goes hungry and everyone has access to healthy food.

Andrew Morehouse
Executive Director

Jacqueline Charron
President, Board of Directors
Launched in 2017, The Coalition to End Hunger is a collaborative network of leaders and organizations focusing on providing integrated social services for those who need them, erasing the stigma associated with hunger, and advocating for public policy solutions. The coalition’s first initiative was launched in June 2017 in Holyoke in partnership with the Holyoke Health Center (HHC) and several other social service programs.

This screening and referral initiative is designed to identify food insecurity among pediatric patient households at HHC and provide them with healthy food and other needed social services to address the underlying causes of hunger. Using nationally-recognized and -tested food insecurity screening questions, HHC’s pediatric department conducts the screening as part of the patient check-in process. For those who screen positive for food insecurity, health providers refer them to The Food Bank. Upon receiving the referrals, The Food Bank provides nutrition services (including SNAP enrollment, nutrition education and information about neighborhood food assistance) and offers to make additional referrals to a network of partnering social service providers.

During the 12-week pilot period that ended in September 2017, pediatric providers served 2,543 patients. Sixty-one percent of those patients were screened for food insecurity and of those, 43 percent screened positive as food insecure.

“Our pilot was just within our pediatric group,” explains Dr. Vinny Biggs, pediatrician at HHC. “So, I see in the future being able to expand it to the rest of the providers at our health center, and an opportunity to be able to do food insecurity screenings and referrals in lots of medical settings throughout the valley. I think that would be a tremendous opportunity.”

Feedback about the pilot program’s screening and referral process was overwhelmingly positive. HHC patients, staff, and providers as well as partnering social services providers spoke highly of the program and acknowledged its importance for their patient/client population. Patients’ parents emphasized their gratitude for the referrals and resources received.

Currently, The Food Bank and its partners are expanding their initiative to the entire HHC patient population and beginning to identify new health provider partners in our region.

For additional information about the Coalition to End Hunger, and to learn how you can get involved, visit www.coalitiontoendhunger.org.
The Year In Review
Data compiled from October 1, 2016 – September 30, 2017

PEOPLE SERVED

KIDS 0-18 years 30%

ADULTS 19-64 years 56%

SENIORS 65+ years 14%

Berkshire 38,862
Franklin 17,939
Hampden 136,906
Hampshire 30,114

223,821 People Total

MEALS DISTRIBUTED

Berkshire 1,684,996
Franklin 927,037
Hampden 5,031,994
Hampshire 1,254,499

8,898,526 Meals Total

Types of Food We Distribute

Fruits & Veggies 37%
Meats & Proteins 21%
Other Breads, Cereals, Canned Goods 28%
Dairy 8%
Beverages 6%

In FY17, 25 Local Farmers donated the equivalent of 453,516 Meals
MOBILE FOOD BANK 1,277,995 Meals
BROWN BAG: FOOD FOR ELDERS 584,984 Meals
Financials

FY17 Income

<table>
<thead>
<tr>
<th>Income</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food</td>
<td>12,321,645</td>
</tr>
<tr>
<td>Individuals &amp; Corporate Donations</td>
<td>2,435,892</td>
</tr>
<tr>
<td>Grants</td>
<td>905,544</td>
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<tr>
<td>Government Grants</td>
<td>416,567</td>
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<tr>
<td>Member Programs</td>
<td>172,785</td>
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<tr>
<td>Other</td>
<td>377,741</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$16,630,174</strong></td>
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</tbody>
</table>

FY17 Expenses

<table>
<thead>
<tr>
<th>Expenses</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs</td>
<td>15,117,592</td>
</tr>
<tr>
<td>Development</td>
<td>710,652</td>
</tr>
<tr>
<td>Administration</td>
<td>642,411</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$16,470,655</strong></td>
</tr>
</tbody>
</table>

Statement of Financial Position

<table>
<thead>
<tr>
<th>Statement of Financial Position</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>2,014,794</td>
</tr>
<tr>
<td>Fixed Assets (net)</td>
<td>3,098,363</td>
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<tr>
<td>Other Assets</td>
<td>2,733,256</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$7,846,413</strong></td>
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<tr>
<td>Accounts Payable</td>
<td>151,224</td>
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<tr>
<td>Other Current Liabilities</td>
<td>208,659</td>
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<tr>
<td>Long-Term Liabilities</td>
<td>0</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$359,883</strong></td>
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<tr>
<td>Net Assets</td>
<td>7,486,530</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$7,846,413</strong></td>
</tr>
</tbody>
</table>

Current Board of Directors

- Jacqueline Charron
  PeoplesBank
  President

- Alan Peterfreund
  SageFox Consulting Group
  1st Vice President

- Erica Flores
  Skoler, Abbott, & Presser, PC
  2nd Vice President

- Christel Harju
  Monarch Enterprises/Falcon Management
  Treasurer

- Cynthia Simison
  The Republican
  Clerk

- Jason Adams
  Preferred Freezer Services

- William Dávila, Ed.D.
  Center for Human Development

- Dale Duquette
  Stop & Shop Supermarkets

- David Lusteg
  Merrill Lynch

- Andrea Marion
  Lorraine's Soup Kitchen & Pantry

- Anne Mckenzie, Ed.D.
  Hadley Public Schools

- George Newman
  Big Y World Class Market

- Michael Papaleo
  C&S Wholesale Grocers

- Archbishop Timothy Paul
  Council of Churches of Greater Springfield

- David Pinsky
  Tighe & Bond

- Bob Pura, Ph.D.
  Greenfield Community College

- Julia Sorenson
  MBA, MSW, Cooley Dickinson Healthcare

- Hector Toledo
  Community Volunteer

- Vasilios Tourtoukis
  Radiology & Imaging, Inc.
INDIVIDUAL DONORS


Cornucopia Society

$50,000 +
Anonymous (2)
Ms. Marjorie E. Magner

Harvest Society

$25,000 – $49,999
Sunny Reid Fund

$10,000 – $24,999
Anonymous (6)
Ms. Emily Alexander and Mr. John Alexander
Ms. Patricia Callahan and Mr. David Dee
Ms. Sara Crawley
Ms. Holly Edwards
Mr. Daniel Goleman
Mr. Alan Peterfreund

Cultivation Society

$5,000 – $9,999
Anonymous (3)
Dr. Michael Erdil and Ms. Elizabeth E. Glackin
Mr. Robert Gilmore
Mr. and Mrs. Kent R. Griffiths
Dr. Raymond Hubbe and Ms. Ginger Burn
Mr. Tim James
Mr. and Mrs. Richard S. Lopatka
Mrs. Jane Murdock
Ms. Joanne Murphy
Ms. Jean O’Hara
Ms. Constance Adams Platt
Ms. Eva Schocken
Mr. Richard Seltzer and Ms. Carol Seltzer
Mr. and Mrs. Ralph Tate
Senator Elizabeth Warren and Mr. Alan Peterfreund

Sowing The Seeds Society

$2,500 – $4,999
Anonymous (1)
Mr. and Mrs. Sam Bartlett
Dr. Charlotte Boney MD
Ms. Katherine Campbell
Loretta and Steve Capone
Mr. and Mrs. Robert S. Carroll

Every effort has been made to ensure the accuracy of this donor list. Please contact us with any corrections or questions. This list does not include capital campaign payments.
Sowing The Seeds Society (cont.)

Every effort has been made to ensure the accuracy of this donor list. Please contact us with any corrections or questions. This list does not include capital campaign payments.

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Every effort has been made to ensure the accuracy of this donor list. Please contact us with any corrections or questions. This list does not include capital campaign payments.
### INSTITUTIONAL DONORS

**Fiscal Year 2017 Oct.1, 2016 – Sept. 30, 2017**

<table>
<thead>
<tr>
<th>Amount Range</th>
<th>Donor Names</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100,000 +</td>
<td>MassMutual Financial Group, Our Family Foundation by Stop and Shop</td>
</tr>
<tr>
<td>$50,000 – $99,999</td>
<td>Bank of America Charitable Foundation, Inc. C&amp;S Charities Inc. Feeding America Walmart Foundation</td>
</tr>
<tr>
<td>$25,000 – $49,999</td>
<td>Anonymous (1) Avangrid Foundation Citizens Bank Community Foundation of Western Massachusetts Ford Fund Foundation Ford Motor Company Highland Street Foundation Panera Bread The Buxton Charitable Foundation Fund Yawkey Foundation</td>
</tr>
<tr>
<td>$250 – $499</td>
<td>Anonymous (1) 90 Meat Outlet AmazonSmile Foundation Amherst Nurseries Ark Dental LLC Baycare Health Partners, Inc. Big Y World Class Market, Inc. BNI Wilbraham Carpenters Local Union #108 David G. Taft Foundation Dunkin’ Donuts - AAH Corp - Granby Dunkin’ Donuts- KATC Corp - Belchertown Family Veterinary Center First Church of Christ Congregational First Congregational Church of Brimfield First Congregational Church of Hadley First Congregational Church of Hatfield Freedom Credit Union Grace Lutheran Church Hatfield Book Club Industrial Mechanical Insulation Corp. ITW Foundation JK Group Massachusetts Institute of Technology Meridian Medical Management Mount Vernon Chapter No. 97, O.E.S. Grand Chapter of MA Paint Social Art Real Pickles Cooperative, Inc Saremi, LLP Skoler, Abbott &amp; Presser P.C. Sun Life Financial Matching Gifts The Queenan Foundation Inc. The Wonderful Company Foundation Toomey Associates, Inc Travelers Community Connections Trinitarian Congregational Church United Food and Commercial Workers Union Local 1459 United Way Of Greater Waterbury United Way Of Tri-County, Inc. Valley Medical Group Weatherfield Harris and Hobbs Inc</td>
</tr>
</tbody>
</table>
**FOOD DONORS**

**Fiscal Year 2017**  Oct.1, 2016 – Sept. 30, 2017

**300,000 pounds or more**
Big Y #20 Palmer
Big Y #21 Ware
Big Y #22 Great Barrington
Big Y #25 Adams
Big Y #37 Lee
Big Y #66 Cooley Street Springfield
C.H. Robinson Worldwide
Coca-Cola
Executive Fleet LLC
General Mills, Inc.
Hendrix Produce Inc.
Honey Pot Farm
Mass. Emergency Management Agency
Melnik Farm
Next Barn Over Farm
Our Family Farms
Stop & Shop Belchertown
Stop & Shop Chicopee
Stop & Shop East Springfield
Stop & Shop Greenfield
Stop & Shop Holyoke Lincoln Street
Stop & Shop Holyoke Northampton St
Stop & Shop North Adams
Stop & Shop Pittsfield Merrill Rd
Stop & Shop Springfield Cooley St
Stop & Shop Westfield
Super Walmart Westfield
Target Holyoke
Trailiner, Inc.

**100,000 – 299,999 pounds**
Big Y #52 Chicopee
Big Y #63 Greenfield
Big Y #7 Northampton
C & S Wholesale Grocers Westfield
Plainville Farm
Super Walmart Ware
Szawlowski Potato Farms Inc.
Wendolowski Farm

**50,000 – 99,999 pounds**
Atlas Farm
Big Y #23 Pittsfield
Big Y #63 Greenfield
Big Y #7 Northampton
C & S Wholesale Grocers Westfield
Plainville Farm
Super Walmart Ware
Szawlowski Potato Farms Inc.
Wendolowski Farm

**20,000 – 49,999 pounds**
Anonymous Donor
Big Y #1 St James Ave Springfield
Big Y #10 Westfield
Big Y #11 Southampton
Big Y #19 Ludlow
Big Y #26 North Adams
Big Y #28 West Springfield
Big Y #46 Amherst
Big Y #50 South Hadley
Big Y #68 Westfield Shops
Big Y #8 Southwick
Carando Gourmet Frozen Foods
Cheney Orchard
Hapco Farms Inc.
J. M. Pasiecnik Farm
Kellogg’s Team / Hub Group Inc.
Kraft Foods
Riverland Farm
Stop & Shop Agawam
Stop & Shop E Longmeadow
Stop & Shop Hadley
Stop & Shop Springfield Boston Rd
Super Walmart Springfield
Target Hadley
Target Lanesboro

**10,000 – 19,999 pounds**
B & B Transport

**2,500 – 9,999 pounds**
Aldi’s Chicopee
Aldi’s Hadley
Aldi’s Pittsfield
Aldi’s Springfield
Aldi’s West Springfield
Anmol Prest S Ghuman
Armour-Eckrich Meats, LLC
Big Y #13 Longmeadow
Big Y #14 East Longmeadow
Big Y #16 Fresh Acres Market
Brueggers Bagels Amherst
Brueggers Bagels Northampton
C & S Wholesale Grocers, Inc.
C & S Windsor Locks
CAN/US
Cecchi & Sons, Inc.
Clarkdale Fruit Farms, Inc.
Cold Springs Orchard
ConAgra Foods
Crette Carrier Corp.
Dollar Tree
Five College Farms
Florida’s Natural Growers

**1,000 – 2,499 pounds**
A A Express
Adarsh Express
Arctic Express
Bardwell Farm
Big Rock
Big Y #86 Wilbraham

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Each year, hundreds of individuals, groups and businesses hold events to raise funds to support the mission of The Food Bank. This list acknowledges those that raised $1,000 or more.

200,000+
93.9 The River’s Monte’s March

$10,000 – $49,999
Our Family Foundation by Stop & Shop Food For Friends
Stop & Shop New England’s Hunger Box Event
Stop & Shop New England’s In Store Donations

$5,000 – $9,999
Fallon Community Health Plan’s Annual Fundraiser
Western Area Mass. Dietetic Association’s 5k Run/Walk

$2,500 – $4,999
Spirit of the Hills Community Chorus’ Concert
Church World Service’s CROP Hunger Walk
Florence Savings Customer Choice Grant
TJX Foundation Fundraiser
4th Annual Mayor’s Cup Golf Tournament
Performance Food Group Fundraiser
Souper Bowl of Caring

$1,000 – $2,499
WHAI FM Radio’s Benefit Breakfast Event
WHAI FM Radio’s Food Drive
Maybury Material Handling’s Car Show Fundraiser
The Paper Store’s Gift of Giving Event
Crane Hill Disc Golf Club’s Ice Bowl Event
Lavery’s Peanut Butter and Jelly Drive
Dr. Hauschka Skin Care’s Social Media Event
Paul Rich and Sons’ Promotional Event

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Annual Report

This year, The Food Bank of Western Massachusetts has published our annual report online. The new digital format reduces our environmental impact and printing and mailing costs, so that we can distribute more healthy food throughout the region.

View our 2017 Annual Report at www.foodbankwma.org/AR2017

We are honored to count you as a partner in our effort to feed our neighbors in need and lead the community to end hunger.

Thank you.