

# PHILABUNDANCE

*Driving hunger from our communities*

## ANNUAL REPORT 2016

COLLABORATING, ADVOCATING,  
INNOVATING TO END HUNGER



“ We still have hunger in our community — people who are **struggling to meet their daily needs.** ”

And as long as those problems still exist, we need to continue helping.

Pamela Rainey-Lawler,  
Philabundance Founder

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# LETTER FROM THE EXECUTIVE DIRECTOR

As I reflect on 2016, I'm so proud of the work we did, but I wish we could have done more. Not because we didn't do a lot – thanks to your support, Philabundance rescued almost 10 million pounds of food, distributed 24 million pounds of food, increased our programming, developed new partnerships and secured new technology which enables us to provide more food for the communities we serve. But with three quarters of a million people in our area facing hunger, there's still so much more to do.

Hunger hits every zip code in the country – it impacts 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. It's not easy work but it's important work and **the only way we can beat hunger is to do it together.**

I am grateful for the work of our 115 staff members, 15,000 volunteers and dedicated board members, as well as appreciative of our grantors, partners, the media and donors like you who helped make this work possible – serving more than 90,000 people each week in nine counties in PA and NJ through our own food distribution programs and through our agencies.

We focused on strategies in 2016 to help achieve our mission of driving hunger from our communities today and ending hunger forever:

- We forged new partnerships with like-minded organizations, such as Chester County Food Bank (CCFB). Our agreement has enabled us to reach more people, provide more and fresher food and allowed us access to resources we didn't have before. Read more on page 12
- We also pursued new advocacy efforts to help increase food access, including creating a new position and an advisory council. Learn more about advocacy on page 9
- And another strategy we pursued is finding alternate and new funding streams. You can read about PA Agricultural Surplus Program (PASS), which provides money for food banks to purchase PA-grown or produced product, on page 13

We're looking forward to what we can achieve together in 2017, such as reaching new populations, launching new kids' programs and expanding hands-on volunteer opportunities. We can't wait to share all this exciting news with you and for you to continue to be a part of it.

Thanks again for helping feed those in need.

Sincerely,  
Glenn Bergman



# PHILABUNDANCE

Philabundance kicked off Hunger Action Month with our partners from The Chester County Food Bank, The Food Trust, the Philadelphia Coalition Against Hunger and Share Food Program.



## FY16 HIGHLIGHTS

“ We can’t **fight hunger** alone; we must do it together.

Glenn Bergman  
Philabundance, Executive Director

# 2016 STATISTICS

**24 million pounds**  
of food distributed

## Commodity Supplemental Food Program



**4,500 SENIOR BOXES**  
distributed every month



**Drivers**

**12K MILES**  
driven per month

## Fare & Square



**180,000**  
people shopped  
at F&S last year

## Fresh for All



**1.6M LBS**  
of fresh, free  
produce distributed at  
9 locations in PA + NJ

## Grocers Against Hunger



**10M LBS**  
rescued and  
distributed

## Gleaning



**242K LBS**  
of fresh produce  
rescued that would  
have otherwise  
gone to waste



KidsBites

14,700

**LUNCHBOXES**

distributed to children  
in our service area

Philabundance  
Community Kitchen



250K

meals produced  
and distributed  
to those in need

Food Drives



1.7M LBS  
of food donated  
through food drives

Staff



115

worked towards  
the mission of  
driving hunger from  
our communities  
today and ending  
hunger forever

Volunteers



15K+  
generous  
people  
volunteered  
their time

And saved  
us almost  
**\$1.5M**  
that went back  
into feeding  
the community



# TECHNOLOGY PROJECT

To meet the goals of the Strategic Plan and to ensure the organization makes the biggest impact in the most efficient ways, Philabundance needed to first address its aging 15-year old food banking software.

To tackle this change, the “Improved Process and Current Technology” or IMPACT Project team was created to determine how to best improve efficiency and scale Philabundance’s operations.

The team reviewed current business processes, gathered input from staff, visited other food banks and engaged external consultants to help select a new system. The result was the selection and implementation of three innovative software programs in 2016.

Updating systems positions Philabundance to scale its operations to address the changing landscape of food insecurity, and potentially distribute 1 million more pounds this year.





# ADVOCACY

In 2016, Philabundance developed a new advocacy position to build relationships with elected officials to help us advocate for policies and programs benefiting our communities that increase access to food – especially healthy food.

One of the goals of the position was to meet with every State Representative and State Senator from our PA counties and national officials. To date, we have met with seven state legislators and staff of five national elected officials, as well as Senator Casey.

We also formed the Philabundance Advocacy Advisory Council to provide guidance, feedback and strategy on our advocacy efforts.

To ensure everyone has access to the food they need to thrive, we participated in statewide advocacy efforts to increase funding for the State Food Purchase Program (SFPP), which provides agencies funding to purchase food from food banks. More than 1,300 individuals sent letters to representatives, and over 90 representatives sent letters to their leadership to support increased funding for this program. This advocacy effort was a success! For the first time in years, the SFPP budget increased; from \$18.4 million to \$19.1 million.

These efforts will not only allow us to better serve our hungry neighbors, but create and shape policies that will address the root cause of hunger – poverty – and break that cycle for so many.



**SIGN-UP FOR OUR ADVOCACY NEWSLETTER**  
<https://www.philabundance.org/contact/advocacy-emails/>

# COLLABORATIONS

In 2016, we pursued a partnership with Chester County Food Bank (CCFB) in partnership with Feeding America. Though CCFB is not a Feeding America food bank, this contract extended them privileges of the network, while helping us to better serve our clients in and out of Chester County.

Since the partnership began last summer, Philabundance has made produce available from the Philadelphia port to CCFB, and our partner has shared its produce auction resources with us. These efforts have provided more variety in available food for member agencies, and will allow us to provide more food to Chester County families in the coming years.

We also pursued contracts with Bucks County Opportunity Council and Pottstown Cluster of Religious Communities, allowing them to distribute food on our behalf - which extends our reach, allows us to be more efficient with resources and, most importantly, allow us to, collectively, better serve families in need in Bucks and Montgomery counties.



# MULTI-LINGUAL EFFORTS

**P**hilabundance serves diverse populations through our direct programs and our agency network. In FY16, we increased our efforts to provide translated materials, as well as on-site translators, to help break the language barrier. These efforts helped improve the client experience and allowed us to treat our clients with even more dignity and respect.

After conducting a survey of clients, we determined that we needed materials and translators in a variety of languages including: Arabic, Cantonese, Croatian, Haitian Creole, Korean, Mandarin, Nepali, Russian, Spanish, Ukrainian, and Vietnamese.

Funding for these efforts was generously provided by GSK and translation services by Nationalities Service Center.



# NEW POSITIONS

In 2016, we welcomed the following new senior-level staff members to our team:

- 1 JENNIFER BARNHART  
Director, Community Food Programs
- 2 STACEY BEHM  
Director, Business Process Improvement
- 3 CARYN RUBINSTEIN  
promoted to Chief Development Officer

1



2



3



# NEW INITIATIVES

In 2016, we expanded food access through the implementation of:

- 1 A new Fresh For All site in Sharon Hill, Delaware County, was generously funded by Wawa.
- 2 The Fill-A-Glass With Hope statewide campaign with the Mid-Atlantic Dairymen's Association which enabled to us provide almost 80,00 servings of fresh milk to children and families who need it.
- 3 In the wake of the 2016 Democratic National Convention in Philadelphia, Philabundance partnered with other hunger-relief organizations to launch food rescue app, Food Connect. This innovative food waste solution was featured in the Huffington Post, CBS3 and other media outlets, which helped lead to the recovery of more than 11,000 pounds of food.
- 4 We launched two new produce "hubs," which allow our agencies more convenient access to fresh fruits and vegetables. Each hub distributes approximately 3,000 pounds of food weekly. We also added a second distribution day at our South Philadelphia warehouse, distributing an additional 13,000 pounds weekly.



1



2



3



4

# MORE 2016 NEWS

- 1 Philabundance Community Kitchen on The Chew
- 2 Fare & Square Hosts Senator Casey
- 3 KidsBites LunchBox Program
- 4 Gleaning Program
- 5 Camp Out for Hunger
- 6 Volunteers



1

Culinary training program Philabundance Community Kitchen appeared on the national ABC show, the Chew -- and received a surprise check for \$5,000!



4

Food Acquisition staff member Monika Crosby, who heads up our gleaning program, shows that rescuing food isn't only fun, but helps save the planet and feed our neighbors in need.

2 US Senator Bob Casey of PA visited our Fare & Square nonprofit grocery store in Chester to talk about summer hunger, which impacts 300,000 children in our area.



3 We offered KidsBites LunchBoxes at eight Fresh for All locations during the summer, helping fill the meal gap for kids who lose school meals when school is out. This program is generously funded by Giant Our Family Foundation.



5 In its 19th year, WMMR 93.3's Preston & Steve's Camp Out for Hunger - the country's largest single-location food drive, broke a record, bringing in one million pounds from generous donors and listeners.



6 Nearly 15,000 volunteers came through our warehouse and saved us about \$1.5 million in salaries that we put back into feeding the community.



# BOARD OF DIRECTORS 2016

**Murvin Lackey, Chair:** PRWT Services, Inc.

**Bassam Awadalla, Vice Chair:** Bank of America

**Jacqueline Brady, Vice Chair:** CenterSquare Investment Management, Inc.

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**Karyn S.W. Polak, Secretary:** PNC Financial Services Group

**John Hollway, Treasurer:** University of Pennsylvania Law School

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**Alan Casnoff:** P&A Associates

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**Michael Eckhardt:** Wawa, Inc.

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**Dixianne James:** Einstein Healthcare Network

**Robert Kane:** First Niagara Bank

**Aaron Krauss:** Cozen O'Connor

**Pamela Rainey Lawler, Founder**

**Cheryl Martin:** Harwich Partners

**Furrukh Munawar:** Devon Hill Capital Partners

**Martin Phillips:** Tarnhelm Therapeutics

**Matt Ritter:** Subaru of America

**Andrew Sandifer:** FMC Corporation

**Beryl Simonson:** RSM US LLP



# TOP FOOD DONORS 2016

Acme  
 Ahold Giant  
 Albert's  
 Bimbo Bakeries  
 BJ's Wholesale Club  
 Del Monte  
 HP Hood  
 Pinto Brothers  
 Procacci Brothers Sales  
 Redner's  
 Sam's Club  
 ShopRite  
 SOL Group Marketing Company  
 Target  
 Walmart



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

<b>Current Assets</b>	<b>2016</b>	<b>2015</b>
Cash and Cash Equivalents	\$798,359	\$942,331
Restricted Cash	64,433	157,233
Investments	1,424,169	913,991
Accounts Receivable	395,130	436,576
Grants Receivable		18,750
Current Portion of Pledges Receivable	94,719	191,254
Inventory	2,290,369	2,257,308
Other Current Assets	123,434	90,266
Prepaid Expenses, Deposits and Other	397,081	278,547
<b>Total Current Assets</b>	<b>5,587,694</b>	<b>5,286,256</b>
Notes Receivable	5,039,250	5,039,250
Pledges Receivable, Less Current Portion	50,000	
Property and equipment	10,606,109	11,167,526
Intangible Assets, Net	148,220	190,626
Beneficial Interest	13,362	13,134
<b>Total Assets</b>	<b>\$21,444,635</b>	<b>\$21,696,792</b>
<b>Liabilities and Net Assets</b>		
Current Maturities and Capital Leases	\$69,400	\$99,530
Current Maturities and Long-Term Debt	121,804	120,951
Accounts Payable and Accrued Expenses	1,243,506	1,242,712
Deferred Income	256,692	230,772
<b>Total Current Liabilities</b>	<b>1,691,402</b>	<b>1,693,965</b>
Long-Term Liabilities		
Long-Term Debt, Less Current Maturities	9,122,340	9,245,390
Capital Leases, Less Current Maturities	26,169	95,569
<b>Total Long-Term Liabilities</b>	<b>9,148,509</b>	<b>9,340,959</b>
<b>Total Liabilities</b>	<b>10,839,911</b>	<b>11,034,924</b>
Net Assets		
Unrestricted	8,572,008	8,969,332
Temporarily Restricted	1,648,072	1,307,892
Permanently Restricted	384,644	384,644
<b>Total Net Assets</b>	<b>10,604,724</b>	<b>10,661,868</b>
<b>Total Liabilities and Net Assets</b>	<b>\$21,444,635</b>	<b>\$21,696,792</b>

OPERATING REVENUE	Unrestricted	Temporarily Restricted	Permanently Restricted	2016 Total	2015 Total
In-Kind Food	33,905,356			\$33,905,356	35,780,465
In-Kind Goods and Services	294,073			294,073	287,284
Grants and Contributions	9,627,767	2,161,929		11,789,696	11,205,187
Fees for Service	1,461,189			1,461,189	1,654,650
Rental Income	72,278			72,278	98,970
Community Purchase Program/Lehigh Sales	1,016,595			1,016,595	1,038,194
Less: Cost of Goods Sold	(824,107)			(824,107)	(821,693)
<b>Gross Profit</b>	<b>192,488</b>			<b>192,488</b>	<b>216,501</b>
Retail Grocery Sales	2,872,953			2,872,953	2,776,559
Less: Cost of Goods Sold	(2,414,528)			(2,414,528)	(2,400,823)
<b>Gross Profit</b>	<b>458,425</b>			<b>458,425</b>	<b>375,736</b>
Net Assets Released from Restrictions	1,821,749	(1,821,749)			
Total Operating Revenue	47,833,325	340,180		48,173,505	49,618,793
<b>Expenses</b>					
Program Services	43,849,310			43,849,310	46,631,214
Management and General	1,937,421			1,937,421	2,302,206
Fundraising	2,626,163			2,626,163	2,859,228
<b>Total Operating Expenses</b>	<b>48,412,894</b>			<b>48,412,894</b>	<b>51,792,648</b>
Change in Assets from Operating Activities	(579,569)	340,180		(239,389)	(51,792,648)
<b>Nonoperating Activities</b>					
NMTC Developers Fee					
Interest Income and Dividends	46,669			46,669	38,204
Change in Beneficial Interest	228			(228)	(977)
Endowment Distribution Income	37,116			37,116	35,752
Realized Gain on Investments	5,550			5,550	18,026
Unrealized Gain on Investment	80,779			80,779	30,312
Other Income	11,903			11,903	36,661
<b>Total Nonoperating Activities</b>	<b>182,245</b>			<b>182,245</b>	<b>97,354</b>
<b>Change in Net Assets</b>	<b>(397,324)</b>	<b>(340,180)</b>	<b>384,644</b>	<b>10,661,868</b>	<b>(2,076,501)</b>
Net Assets — Beginning of Year	8,969,332	1,307,892	384,644	10,661,868	12,738,369
<b>Net Assets — End of Year</b>	<b>\$8,572,008</b>	<b>\$1,648,072</b>	<b>\$384,644</b>	<b>\$10,604,724</b>	<b>\$10,661,868</b>



# DONORS FY 2016

## **\$50,000.00 +**

Albertsons Store Support Center  
Alliance Marketing Partners, LLC  
American Bread Company, Inc.  
Anonymous (3)  
The Bank of America Charitable Foundation, Inc.  
Community Food Bank of New Jersey  
Feeding America  
First Niagara Bank Foundation  
HealthSpark Foundation  
Jewish Federation of Greater Philadelphia  
Estate of William Robert Law  
Lightening the Load Foundation  
The Merck Company Foundation  
NRG Energy, Inc.  
Our Family Foundation  
Philadelphia Area Combined Federal Campaign  
The Phillies  
The ShopRite Partners in Caring Fund  
Subaru of America, Inc.  
Sunoco Foundation  
Troy & Sherri Williams Foundation for Education, Inc.  
United Way of Greater Philadelphia and  
Southern New Jersey  
Wakefern Food Corporation

## **\$25,000.00 - \$49,999.99**

Acme Markets, Inc.  
Anonymous  
The Arcadia Foundation  
Mr. and Mrs. Kurt H. Asplundh

Benevity Community Impact Fund  
Citizens Bank Foundation  
Delaware Investments  
The Dunkin' Donuts & Baskin-Robbins Community  
Foundation  
Giant Food Stores  
GlaxoSmithKline Foundation Matching Gifts Program  
Mr. and Mrs. Dov Haselkorn  
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Johnson & Johnson Family of Companies Matching Gift  
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The Brook J. Lenfest Foundation  
Macquarie Group Foundation  
The Miralie Fund  
MKM Foundation  
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PayPal Giving Fund  
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Lawrence J. and Anne Rubenstein Charitable Foundation  
Mr. and Mrs. Milton S. Schneider  
The Scholler Foundation  
ShopRite LPGA Classic  
TD Charitable Foundation  
Tri State Toyota Dealers Association  
The Walmart Foundation  
Wawa  
Wegmans Food Markets, Inc.  
Mr. and Mrs. Troy Williams  
Mr. Hansjoerg Wyss

**\$10,000 - \$24,999**

American Airlines, Inc.  
 Mr. and Mrs. Michael J. Angelakis  
 Anonymous (4)  
 The Apatow-Mann Family Foundation, Inc.  
 The Bank of New York Mellon Community Partnership  
 Mr. and Mrs. William P. Becker  
 Brandywine Global Investment Management, LLC  
 Estate of William Broderick  
 Estate of Carol M. Carey  
 The Casnoff Family  
 Central Pennsylvania Food Bank  
 Chappell Culpepper Family Foundation  
 Disney Worldwide  
 Estate of Anne Devine  
 Ms. Lisa Dykstra  
 Eden Charitable Foundation  
 Elsevier, Inc.  
 Mr. and Mrs. Richard Ferst  
 Flyers Charities  
 Four Seasons Produce, Inc.  
 General Mills  
 Mr. and Mrs. George W. Gephart, Jr.  
 Gitlin Family Foundation  
 Anne M. and Philip H. Glatfelter III Family Foundation  
 GlaxoSmithKline  
 Grainger Foundation, Inc.  
 Gulf Coast Community Foundation, Inc.  
 Hahnemann University Hospital  
 Hawthorn PNC Family Wealth  
 Independence Foundation

Chef Robert P. Irvine  
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 National Philanthropic Trust  
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 The TJX Companies, Inc.

Vanguard  
 Vanguard Charitable Endowment Program  
 The Walmart Foundation  
 Ms. Wendy E. Wilson and Mr. Bruce McKittrick  
 Mrs. Mary L. Zern

**\$5,000-\$9,999**

The 1830 Family Fund  
 Accountable Leadership  
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 The Bridgehaven Foundation, Inc.  
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 Mr. and Mrs. Stephen C. Bruhns  
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Dr. Robert W. Carlson and Ms. Stacey A. Starcher	Ferguson Enterprises, Inc.	Hunger Burger Philly, LLC
CHG Charitable Trust	Fidelity Charitable Fund Anonymous	Dr. Evan Husted
Estate of Margaret Chinnici	Dr. and Mrs. Garrett Fitzgerald	I.L. Cohen Foundation
Chris Harden Revocable Trust	FJN Charitable Foundation	Irish Pub Children's Foundation Inc.
Mrs. Mary Lynne Clark	Mr. and Mrs. Michael J. Flamer	Margaret G. Jacobs Charitable Trust
The Classic Coachwork Group, Inc.	Mr. Thomas Forst	Ms. Kelly P. Johnston and Mr. Louis M. Gresiger
Clearco Products Co, Inc.	Mr. and Mrs. James J. Paulus	Mr. William T. Josem
Mr. and Mrs. John M. Cleary	Fox & Roach Charities	Journey Church
Mr. and Mrs. David Clinton	Frezel Family Foundation	JPMorgan Chase Foundation
Mr. David Cohen and Ms. Ellen Goodman	Mr. and Mrs. Jerrold A. Frezel	Judith Haskell Brewer Fund
Cohen/Goodman Family Fund	Mr. and Mrs. Bernard C. Friel	Ms. Patti Karolyi
Comcast Spectacor Charities	Dr. and Mrs. J. William Gaynor	Mr. and Mrs. Robert E. Keith, Jr.
The Community Foundation	Mr. and Mrs. Michael J. Gebka	Mr. and Mrs. John J. Kruse
Cosi, Inc.	Giant Food Stores, LLC	Mr. and Mrs. Paul A. Lauricella
Dr. and Mrs. Charles Cozewith	Glanzmann Subaru Inc.	Mr. and Mrs. Edward M. Leckner
Cozewith Family Fund	Greater Berks Food Bank	Mr. David Leone
Crane Fund for Widows and Children	Mr. Joel Greenberg and Ms. Marcy B. Gringlas	Mr. John S. Lowe and Ms. Ann E. Hutchinson
Cresheim Valley Church	Dr. Dana B. Greenblatt and Dr. Doris Greenblatt	Jane C. MacElree Family Foundation
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Mr. and Mrs. Joseph P. Denny	Greenley Family Fund	Ms. Cheryl A. Martin
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Eat'n Park Hospitality Group	Ms. Heather L. Harris	Mr. and Mrs. David C. Matthews
Michael Eisenbud Charitable Fund	Ms. Kathryn S. Hayes	The McAlaine Family Foundation
Mr. Michael Eisenbud	David J. and Joan M. Healy	The Curtis W. McGraw Foundation
Mr. and Mrs. Eugene P. Ericksen	Ms. Susan M. Hennessey	Mr. Howard L. Meyers
Dr. Amy Espeseth	Herson-Stirman Family Foundation	Mrs. Susan R. Moul
Exelon Employee Giving	Mr. and Mrs. Stephen P. Heverin	Mr. and Mrs. Shawn Mulford

Mr. and Mrs. Donald E. Nederostek  
 Mr. and Mrs. John B. Neff  
 Henry E. Niles Foundation, Inc.  
 Novartis Pharmaceuticals, Corp.  
 NRG Northeast Retail  
 NSM Insurance Group  
 Mr. and Mrs. Edward W. O'Connor  
 Mr. Kevin P. O'Flaherty and Ms. Debra C. Karlan  
 Ms. Margaret R. Otte  
 Mr. Neil Oxman  
 The Pampered Chef  
 Pardee Resources Company  
 The Arthur and Gail Pasquarella Family Foundation  
 The William Penn Foundation  
 The Pfizer Foundation  
 The Philadelphia Foundation  
 Dr. Martin D. Phillips and Ms. Anmiryam Budner  
 Mr. William R. Plunkett  
 PNC Foundation Matching Gifts  
 Poor Richard's Charitable Trust  
 Ms. Virginia F. Pusey and Mr. David Wright  
 Redner's Markets, Inc.  
 Reliant Energy Northwest  
 ReMax Executive Realty, Inc.  
 Renewal By Andersen  
 Rock To The Rescue  
 Estate of Phoebe Rosenberry  
 The Elizabeth B. and Arthur E. Roswell Foundation  
 Eleanor J. Roth Charitable Trust  
 RPM Direct, LLC  
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Mr. Timothy Schofield  
 Mr. and Mrs. Scott F. Schumacker  
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 Stitz Coleman Charitable Fund  
 Ms. Kristin K. Stitz and Mr. J. Scott Coleman  
 Dr. Ruth I. Stolz  
 Dr. and Mrs. Ricky Takai  
 Tenet Healthcare Corp.  
 TJX Foundation  
 Ms. Virginia W. Toomey  
 Unilever United States Foundation, Inc.  
 United Way of Bergen County Charitable Flex Fund  
 United Way of Delaware  
 Mr. Albert C. Vara  
 David and Elsie Viehman Charitable Fund  
 Mr. and Mrs. John D. Viehman  
 Mrs. Ann G. Walker  
 Ms. Martha J. Wallace  
 Ms. Teresa A. Wallace and Mr. John G. Chou  
 Ms. Kerry Ward  
 Wells Fargo Foundation  
 Richard W. Wetherill Foundation  
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Governor Tom Wolf and Mrs. Frances Wolf  
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 Henrietta Tower Wurts Memorial  
 Zarwin, Baum, DeVito, Kaplan, Schaer & Toddy, PC  
 Ms. Betsy B. Zeitlin  
 Mr. and Mrs. Steven P. Zuk

### **\$2,500.00 - \$4,999.99**

Mr. and Mrs. Mark C. Aaron  
 Mr. and Mrs. Michael B. Abrams  
 Administrative Concepts, Inc.  
 Aetna Foundation, Inc.  
 Akin Gump Strauss Hauer & Feld LLP  
 Ms. Hilary M. Alger  
 American Endowment Foundation  
 American Society of Civil Engineers (YFM)  
 America's Charities  
 Anonymous (4)  
 Dr. Linda M. Chaille-Arnold and Mr. Daniel C. Arnold  
 Mr. David Atadan  
 Mr. David Atkinson  
 Mr. Bassam Awadalla  
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