

Ammunal REPORT 2017

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Communities Today and End

To Drive Hunger from Our Hunger Forever.



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FROM THE EXECUTIVE DIRECTOR & CHAIRMAN OF THE BOARD

In 2017, Alfred Lubrano, a highly-respected poverty writer for the Philadelphia Inquirer, penned a story titled: "Hunger in Philadelphia increases while declining nationwide." It is a sad commentary of the hunger crisis we face in our area, which is attributable to "Philadelphia's high poverty rate [26 percent]..." That is why our collective efforts to fight hunger are more important now than ever.

Looking back on 2017, we're very proud of the important work our team accomplished to move forward our mission to drive hunger from our communities today and end hunger forever.

We could not have made such an impact without the generosity of our donors, the energy of our staff, the awe-inspiring work of thousands of volunteers, the guidance of our dedicated Board of Directors and YOUR help.

The hunger crisis affects 1 in 8 people in the U.S. and, even worse, 1 in 5 in our area. While this is a daunting statistic, it strengthened our resolve to help feed as many people in need as we could. One way to do this was by getting back to our roots of food rescue. In 1984, Pamela Rainey Lawler launched Philabundance by picking up perfectly good leftover food from restaurants and caterers and providing it to those in need. More than thirty years later, Philabundance has launched new and expanded efforts to rescue tens of million of pounds of food that would have been landfilled due to overproduction, flaws in its appearance or mislabeling. These efforts include: expanding our gleaning opportunities; developing new partnerships; and using new technology, collectively leading to three quarters of the food we distributed in 2017 being healthy. Read more about our food rescue efforts on page X.

Another way to help decrease hunger is collaboration. 2017 marked the first full year of innovative partnerships with the Chester County Food Bank, the Bucks County Opportunity Council and the Pottstown Cluster of Religious Communities, which, collectively, led to an addition of a million pounds of food for our hungry neighbors, most of which was fresh produce. Philabundance delivered this food to a central location in each county and our partners managed distribution, which increased the pounds available in their counties and created efficiencies that allow us to do more in all of the counties we serve.

We also attained more efficiency by training others to assist, or even manage, programs that had previously been Philabundance-run. For instance, FFA AGENCY had hosted Fresh For All for X years, so our team

150 **STAFF MEMBERS** CHAMPIONED OUR MISSION LAST YEAR

trained their staff and volunteers to take over this program, freeing up our limited staff to work on other programs, such as the MilitaryShare pilot. Learn more about expanded programming on page Z.

For Philabundance, 2017 was a year of productivity and achievement. Plans for 2018 include the expansion of our Philabundance Community Kitchen program, a partnership with SEPTA and the Broad Street Ministry to increase access to food for the homeless and advocacy efforts to help keep the food safety nets for the more than 700,000 in our area who need it.

Thank you all for your support.

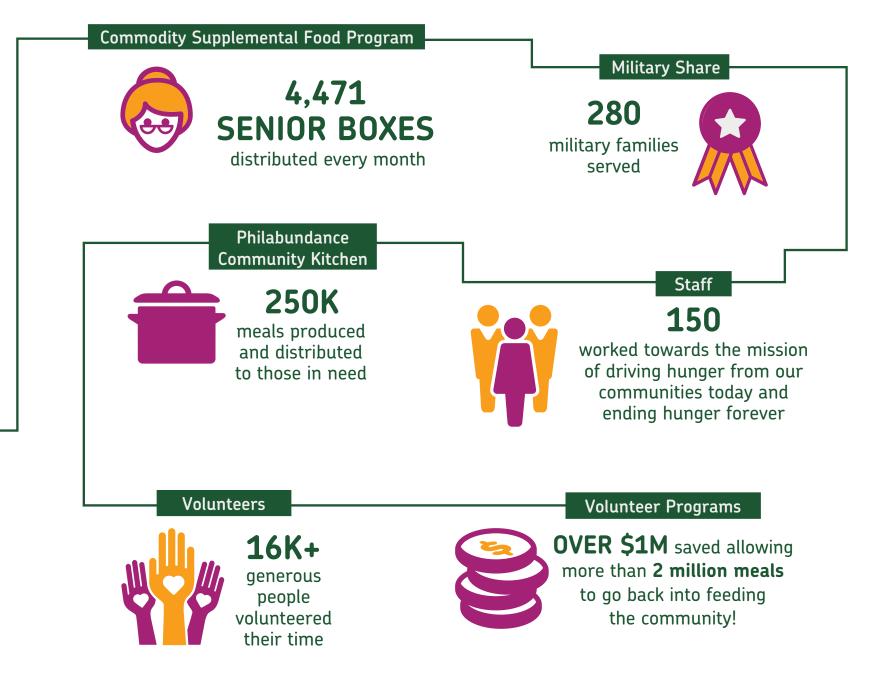
Hemd Beigman Nul Eissneld

Glenn Bergman Executive Director

Noel Eisenstat Chairman of the Board







sustainability WASTE NOT, WANT NOT

Long before "sustainability" became a buzzword, in 1984, Pamela Rainey Lawler founded Philabundance on the concept of rescuing food slated for waste and distributing it to hungry people.

Since then, the issues of food waste and hunger have only worsened; the United States wastes an estimated 40% of the food it produces, while 1 in 8 Americans (and 1 in 5 Philadelphians) don't know where their next meal is coming from... or if they'll have one at all.

Mindful of this growing dysfunction in the nation's food system, and thanks to the generous support of the Claneil Foundation, Philabundance has hired a deputy director of sustainability and expanded our innovative food recovery efforts.

SUSTAINABILITY AT WORK IN 2017

- Philabundance commissioned a report from Harvard Law School Food Law and Policy Clinic to identify policy changes that would reduce food waste in Pennsylvania. Two main policy objectives that we believe will have the biggest impact on food insecurity and the creation of a better food system are:
 - 1) A statewide food waste recycling law
 - 2) The adoption of a clear date labeling system

• We also piloted a creative partnership with Lancaster-based farms to produce cheese under the label Abundantly Good, which is sold at local Di Bruno Brothers stores. A portion of the proceeds



go back to the farmers to process excess milk into quality cheese for Philabundance clients. Over 2,000 pounds of amazing fresh cheese have been provided so far!

- In April, Philabundance was part of a citywide coalition to rescue 20,000 pounds of food from the NFL Draft in Philadelphia. This project raised awareness of food waste and recruited new support from local retailers and restaurants.
- We also engaged volunteers at an "urban gleaning" program at the Philadelphia Wholesale Produce Market, where we saved almost 1,000,000 pounds of produce that may not be perfect for a grocery store, but is still wholesome and tasty!

Eighty percent of all the food donated to Philabundance is perfect for consumption, but would have become waste thanks to overstocked shelves, confusing date labels, excess production from events or simply because it wasn't pretty enough to sell. "We're providing good nutritious food for our community and having a positive impact on the environment. It's a win, win!" said Kait Bowdler, Philabundance's Deputy Director of Sustainability.



Philabundance staff and volunteers gleaned a record breaking amount of corn from a local farm.

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"We're providing good nutritious food for our community and having a positive impact on the environment. It's a win, win!"

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- Kait Bowdler Deputy Director of Sustainability



reaching VULNERABLE POPULATIONS

Demonstrating that innovation is a major element in our DNA, Philabundance rolled out new programs in 2017 to reach vulnerable populations and partnered with other non-profits to do this important work.

To address food insecurity in Bucks County, Philabundance partnered with Bucks County Opportunity Council, Rolling Harvest Food Rescue and St. Mary's Medical Center. Thanks to generous funding from United Way of Bucks County, the groups established Fresh Connect, two free farmers market-style produce distributions modeled on our Fresh For All program.

In its first six months, Fresh Connect helped more than 1,300 households at the Bristol campus of Bucks County Community College and at a rural location in Ottsville.



3 ADDITIONAL PILOT PROGRAMS BRINGING HEALTHY FOOD TO FAMILIES IN NEED

BackPack Program

BackPack was aimed at low-income students and their families. Partnering with The Food Trust and the Mayor's Office of Education, Philabundance distributed 145,000 pounds of food and produce to 3,500 students in elementary schools in Philadelphia, Delaware and Montgomery counties and a community site. This pilot program was possible thanks to the help of Chester County Food Bank, which assembled the BackPacks.

MilitaryShare Program

MilitaryShare is a partnership with the Pennsylvania National Guard Family Program. During the summer of 2017, Philabundance set up distributions in Philadelphia, Bucks and Montgomery counties, delivering more than 7,600 pounds of food to 280 military households. The food boxes contained fresh produce, dairy products and pantry items.

PantryBox Program

To reduce the gap in service to senior citizens who did not receive a government-supplied "senior box" Philabundance launched the PantryBox program. This pilot, made possible by a generous grant from the W. W. Smith Charitable Trust, allowed us to serve 625 senior citizens per month who would not have received needed food otherwise.

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"We have found very clearly that our existing agency network is much stronger when we augment it with schools, military bases and social service agencies."

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- Sean Breslin Manager of Member Relations

To continue our focus on providing healthy, fresh foods in 2017, Philabundance and Vetri Community Partnership teamed up to provide healthy recipes centered on the free produce clients receive at our Fresh For All distributions in Camden, Upper Darby and Souderton. As people in low-income communities may have more instances of health issues such as diabetes and high cholesterol, offering free produce and cooking instruction helps provide clients with healthy and delicious meal alternatives.

"We have found very clearly that our existing agency network is much stronger when we augment it with schools, military bases and social service agencies," said Sean Breslin, Philabundance Manager of Member Relations.



Philabundance Community Kitchen COOKING UP A NEW WAY TO GIVE BACK

For twenty years, Philabundance Community Kitchen (PCK), our culinary job training program, has placed about 80 percent of its graduates in private sector jobs AND produced thousands of meals for the hungry in the process.

But in a region with so many social challenges, the question is: what more can and should PCK do?

HOW ABOUT A CATERING BUSINESS?

PCKatering is a new social enterprise that will strengthen PCK with more training opportunities for students, more jobs for graduates, more revenue and more community and business engagement.



For every order placed, luncheon served or gig catered, proceeds benefit students, graduates and our neighbors in need.

PCKatering carefully controlled the amount of business it took on in its first year of operation accepting, on average, just two jobs per month, such as the WHYY Youth in Media awards reception and the Reentry Project's Blueprint Reception.

"With a year under its belt,

PCKatering can take on more jobs and help feed more people in need," said Candance Matthews-Bass, PCK Director.

In addition to growth planned for PCKatering, we seek to expand the entire PCK program by securing a new facility that would allow us to increase class sizes, meal production and catering jobs in 2018.

"During our pilot year, our students and graduates prepared corporate lunches and hors d'oeuvres for receptions and provided on-site service," said Candace Matthews-Bass, PCK Director. "Through these experiences, students not only work in the back of the house, but also get a chance to experience the events as servers – truly learning the importance of a smoothly-run operation."







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"With a year under its belt, PCKatering can take on more jobs and help feed more people in need."

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- Candance Matthews-Bass PCK Director



the new face

OF PHILABUNDANCE

A new website isn't just a minor marketing improvement, but a critical platform by which to engage partners and donors and meet our mission of driving hunger from our communities today and ending hunger forever.

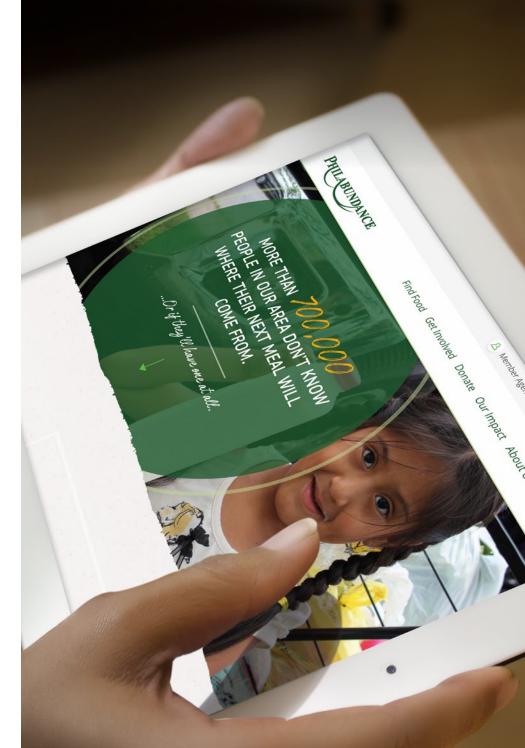
In this digital age, our five-year-old website was dated, an insufficient guide for visitors and not mobile friendly... at all.

Thanks to the generous support of a single contributor, in 2017 we secured the services of a web design agency that designed and produced a website showcasing who we are, what we do and how YOU support us in the fight against hunger.

New and exciting elements include a food map where clients can search by zip code to find free food closest to them, expanded options of how the public can help and an impact section that offers client stories and news that will inspire new visitors to our site to become Philabundance supporters.



CHECK OUT OUR NEW SITE www.philabundance.org The new Philabundance website is now accessible on all mobile devices.





Fare & Square CELEBRATES 4 YEARS

After four years in operation, Fare & Square has helped dissolved the food desert in the City of Chester and improved the economy and community by providing a full-service grocery store, creating significant partnerships, employing local residents and focusing on healthy eating.

During 2017, Fare & Square established a partnership with the Chester Housing Authority, which operates the Ruth L. Bennett Community Farm. The partnership provides economic assistance to the two-acre farm and offers Chester residents locally-grown, healthy food.

In addition to selling locally-grown produce, Philabundance is now distributing about a half a million pounds of fresh fruits and vegetables, valued at roughly \$1 million, to Fare & Square customers for free.

For several years now, Fare & Square has partnered with The Food Trust, which offers healthy eating classes for consumers. For the first time, in 2017 the Food Trust ran a farmers market outside the supermarket during the summer months. The partnership brought more shoppers to the grocery store, and those who took advantage of the healthy eating classes received gift cards for use at Fare & Square.

"When we are all working together, we achieve so much more," Mike Basher, VP of Retail Operations.



LEADERSHIP

1 LYNN MANSON

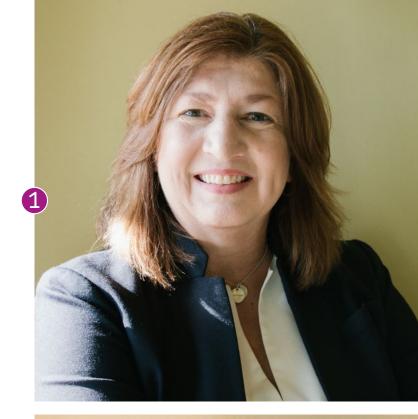
VICE PRESIDENT OF HUMAN RESOURCES

With 15 years of HR leadership positions in for-profit and non-profit settings, Lynn has helped a variety of organizations manage through periods of change. Arriving at Philabundance in September 2017, she supervises all HR functions, including recruitment, compensation and benefits, employee relations and talent development.

2 LAURA SCHEPPS

SENIOR VICE PRESIDENT, CHIEF FINANCIAL OFFICER

After holding senior finance positions at two universities and three for-profit businesses, Laura joined Philabundance in August 2017. She serves as the strategic business partner of the organization's executive director, and she supervises the accounting department, the budget process, the production of financial reports and tax filings, as well as external and internal audit activities.







of our generous donors and volunteers.

In-Kind

CONTRIBUTIONS

We are grateful to the following businesses, companies and individuals for their in-kind contributions

- Clear Channel Outdoor
- Comcast Spectacor (In conjunction with the Tri-State Toyota Dealers Association)
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- SOL Group Marketing Company
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STATEMENT OF FINANCIAL POSITION

Current Assets	2017	2016
Cash and Cash Equivalents	\$1,141,096	\$798,359
Restricted Cash	44,433	64,433
Investments	1,517,039	1,424,169
Accounts Receivable	355,272	395,130
Grants Receivable		
Current Portion of Pledges Receivable	249,500	94,719
Inventory	1,775,879	2,290,369
Other Current Assets	128,523	123,434
Prepaid Expenses, Deposits and Other	302,300	397,081
Total Current Assets	5,514,042	5,587,694
Notes Receivable	5,039,250	5,039,250
Pledges Receivable, Less Current Portion	56,000	50,000
Property and equipment	10,532,951	10,606,109
Intangible Assets, Net	25,667	148,220
Beneficial Interest	14,403	13,362
Total Assets	\$21,182,313	\$21,444,635
Liabilities and Net Assets		
Current Maturities and Capital Leases	\$67,734	\$69,400
Current Maturities and Long-Term Debt	122,692	121,804
Accounts Payable and Accrued Expenses	1,013,833	1,243,506
Deferred Income	301,415	256,692
Total Current Liabilities	1,505,674	1,691,402
Long-Term Liabilities		
Long-Term Debt, Less Current Maturities	8,919,494	9,122,340
Capital Leases, Less Current Maturities	302,176	26,169
Total Long-Term Liabilities	9,221,670	9,148,509
Total Liabilities	21,182,313	10,839,911
Net Assets		
Unrestricted	7,990,037	8,572,008
Temporarily Restricted	2,080,288	1,648,072
Permanently Restricted	384,644	384,644
Total Net Assets	10,454,969	10,604,724
Total Liabilities and Net Assets	\$21,182,313	\$21,444,635

		Temporarily	Permanently	2017	2016
OPERATING REVENUE	Unrestricted	Restricted	Restricted	Total	Total
In-Kind Food	37,847,888			\$37,847,888	33,905,356
In-Kind Goods and Services	146,894			146,894	294,073
Grants and Contributions	10,338,082	2,492,732		\$12,830,814	\$11,789,696
Fees for Service	1,377,487			1,377,487	1,461,189
Rental Income	80,094			80,094	72,278
Community Purchase Program/Lehigh Sales	1,385,261			1,385,261	1,016,595
Less: Cost of Goods Sold	(1,207,847)			(1,207,847)	(824,107)
Gross Profit	177,414			177,414	192,488
Retail Grocery Sales	2,885,907			2,885,907	2,872,953
Less: Cost of Goods Sold	(2,476,642)			(2,476,642)	(2,414,528)
Gross Profit	409,265			409,265	458,425
Net Assets Released from Restrictions	2,060,516	(2,060,516)			
Total Operating Revenue	52,437,640	432,216		\$52,869,856	\$48,173,505
Expenses					
Program Services	48,525,823			48,525,823	43,849,310
Management and General	1,969,360			1,969,360	1,937,421
Fundraising	2,783,248			2,783,248	2,626,163
Total Operating Expenses	53,278,431			53,278,431	48,412,894
Change in Assets from Operating Activities	(840,791)	432,216		(\$408,575)	(\$239,389)
Nonoperating Activities					
NMTC Developers Fee					
Interest Income and Dividends	55,349			55,349	46,669
Change in Beneficial Interest	1,041			\$1,041	\$228
Endowment Distribution Income	38,702			38,702	37,116
Realized Gain on Investments	20,553			20,553	5,550
Unrealized Gain on Investment	76,186			76,186	80,779
Other Income	66,989			66,989	11,903
Total Nonoperating Activities	258,820			\$258,820	\$182,245
Change in Net Assets	(581,971)	432,216		(\$149,755)	\$10,661,868
Net Assets — Beginning of Year	8,572,008	1,648,072	384,644	\$10,604,724	\$10,661,868
Net Assets — End of Year	7,990,037	\$2,080,288	\$384,644	\$10,454,969	\$10,604,724

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\$100,000+

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