Annual REPORT 2018
## TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Note from the Executive Director</td>
<td>4-5</td>
</tr>
<tr>
<td>2018 Impact</td>
<td>6-7</td>
</tr>
<tr>
<td>Looking Toward the Future</td>
<td>8-9</td>
</tr>
<tr>
<td>Philabundance Community Kitchen</td>
<td>10-11</td>
</tr>
<tr>
<td>2018 Collaboration</td>
<td>12</td>
</tr>
<tr>
<td>Community Empowerment</td>
<td>13</td>
</tr>
<tr>
<td>Abundantly Good Food Rescue</td>
<td>14-15</td>
</tr>
<tr>
<td>Grants</td>
<td>16</td>
</tr>
<tr>
<td>In-Kind Contributions</td>
<td>17</td>
</tr>
<tr>
<td>Board of Directors</td>
<td>18</td>
</tr>
<tr>
<td>Top Food Donors</td>
<td>19</td>
</tr>
<tr>
<td>Financials</td>
<td>20-21</td>
</tr>
<tr>
<td>Donors</td>
<td>22-43</td>
</tr>
</tbody>
</table>
2019 is off to an exciting start with a new, expanded strategic direction, changes in our executive leadership and more distributions to help feed people today.

But we couldn’t have gotten to this point without building the foundation of this work in 2018. Looking back, one of the most ambitious and successful accomplishments met was you helping us raise the $10.8 million needed to begin construction on a new home for the Philabundance Community Kitchen. We expect to break ground on the facility in 2019, and this would not be possible without the generous support of our donors and the community at large. I humbly offer my thanks.

Other accomplishments of which we’re proud include major initiatives, such as our transition from Relieving Hunger to Ending Hunger. For Good.; the launch of our Abundantly Good brand of upcycled food; the orientation and continued learning opportunities for our agency network; and our expanded relationships with community partners. You can read more about these initiatives in the coming pages.

ADDITIONALY:

- 2018 was the second largest distribution year for Philabundance, ever. From October 2017 to September 2018, we distributed 26,863,713 million pounds of food.
- We lost zero – yes, zero – work hours due to injury or accident throughout the organization. I am incredibly proud of our Facilities and Transportation teams for prioritizing safety and continuing to reinforce safe work practices.

FROM THE EXECUTIVE DIRECTOR

Glenn Bergman
Executive Director

$10.8M RAISED IN 2018!
2018 AT A GLANCE

Children's Programs:
- 173K POUNDS distributed to children in our service area
- 1.7M POUNDS distributed to seniors in our service area

Senior Programs:
- 70% healthy food
- 365 agencies

Food:
- 26M POUNDS distributed
- MORE THAN

Service Area:
- 9 COUNTRIES in Pennsylvania and New Jersey
- 181K miles driven
- 181K miles driven
- 365 agencies
- 83 JOBS in its first year!
- 48 GRADUATES in 2018, approximately 850 to date

Phialundance Community Kitchen:
- 173K POUNDS distributed to children in our service area
- 1.7M POUNDS distributed to seniors in our service area
- 70% healthy food
In 2014, when Philabundance launched a new strategic plan, we defined our ‘North Star’ as Ending Hunger. For Good. To accomplish this, we needed to pursue both feeding people today and initiatives focused on ending hunger in the future, and for good.

RELIEVE HUNGER NOW FOCUSES ON:
- Community-driven solutions
- Collaboration
- Efficiency
- Advocacy
- Sustainability

We pursued each of these tactics for the past five years through partnerships with like-minded organizations such as Chester County Food Bank, and began transitioning our distributions to be community-run, hired advocacy and sustainability staff, and so much more.

‘Ending Hunger. For Good’ goes beyond traditional food banking work.

TO END HUNGER FOR GOOD WE MUST:
- Expand on our work of providing emergency food to relieve our clients’ hunger today and pursue a bold new strategy to help our clients become food secure for good
- Work with partners who provide food plus other services, including education, financial literacy, health services, housing and/or job assistance
- Collaborate with the “Connectors” who provide multiple services to help end the cycle of no-win decisions: Do I buy food or medicine? Heat or eat? Pay for lunch or a bus pass?
- Continue to provide food today AND the tools clients need to help end hunger for good, providing stability for themselves and their families

Look out for results from our first Connector pilot program in summer 2019.
Philabundance Community Kitchen (PCK) serves the community with much-needed nutritious meals while providing proven workforce development and job placement services, to move people toward self-sufficiency and economic security.

It is the embodiment of Ending Hunger. For Good.: by providing employable skills that help graduates secure jobs that provide stability, they become food secure and help others facing hunger at the same time.

In 2018, we launched PCKatering, a social enterprise providing professionally-prepared food. Proceeds of each order benefit students, graduates and our neighbors in need. In its first year, it catered 52 meetings for companies like Enterprise, Versalus Health and Key Bank, as well as 31 private events for groups such as The Philadelphia Citizen, Steve Harvey Law and WHYY. It also provided jobs to 40 graduates.

Despite the success of catering – and the training program – to date, we have only scratched the surface in reaching the program’s potential.

Enter the next phase of PCK: our own building; more students; more meals; more catering; more opportunity.

Once our new facility is built, it will almost double the number of students trained and employed after graduation, more than quadruple the number of healthy meals prepared for our most vulnerable neighbors, expand our catering program and expand community collaboration across social, cultural and economic lines. Watch out for information about our grand opening later this year.

GIFTS AND PLEDGES RECEIVED

$1,000,000+
The City of Philadelphia
The Commonwealth of Pennsylvania Redevelopment Assistance Capital Program (RACP)
The Harry and Jeanette Weinberg Foundation, Inc.
$500,000 - $999,999
David and Dianna Elderkin
David Haas
$100,000 - $499,999
Gant Family Foundation
The James & Agnes Kim Foundation
Adelle Lindemeyer
MMI Foundation
Cheryl A. Martin
NRG Energy, Inc.
The Sandy River Charitable Foundation
Anonymous
$50,000 - $99,999
Karim and Joe Costello
Hearn Foundations
Mr. and Mrs. David J. Miller
The Waes Foundation
Anonymous (2)
$25,000 - $49,999
Molly and Sam Baker
The Benjamin Bibler Memorial Fund
Joseph and Carolie Christ
Mr. Alan and Mrs. Debbie Casnoff
$25,000 - $49,999 (cont.)
Mr. Noel Eisenstat and Ms. Beth Rosenbaum
Amy Finkel and Richard Braemer
Anne M. and Philip H. Glather III Family Foundation
Elizabeth C. Hucker
The McKean Contributionship
Ms. Allen Papass
Martin D. Phillips and Annyryam Budner
The Elizabeth B. and Arthur E. Rossell Foundation
The Timken Foundation of Canton
Paul and Nancy Wood
Anonymous
$10,000 - $24,999
Jacqueline V. Brady
Tracy J. Davidson
The Frezel Family Fund
Michelle J. Hong and Aleksander Gorzan
Estate of Daniel S. Levy
Henry E. Niles Foundation, Inc.
The Quimova Foundation
Karp and Aaron Polak
Andrew and Eileen Sandifer
Andrew and Robert Solomon
USA Architects, Planners & Interior Designers, P.A
$5,000 - $9,999
Mark and Lorraine Bender
Diosarme James
Avery R. Kraus, Esp.
Lanley and Beryl Simonson
$1,000 - $4,999
Mr. Brett Altman
James and Ali Brueder
James and Patricia Bowers
Mr. Robert J. Davis
The Suzanne & Norman Cohler Family Fund
Mr. Andrew S. Davis and Ms. Claire Fox
Mr. and Mrs. Matthew F. Davis
Mr. and Mrs. Michael J. Davis
Ms. Bonnie W. Eisenfeld
The Hassel Foundation
Heron-Strimn Family Foundation
Mr. Robert D. Kane
Mr. Thomas F. Marshall and Ms. Pamela Rainey Laverker
Ms. Mildred H. Miller
Mr. Melton R. Pratt, Jr.
Mr. Nita C. Swensen
Tom Thomas
$100 - $999
Dr. Pamela Carter
Mr. and Mrs. Theodore Casnoff
Mr. and Mrs. Donald Kain
Ms. Marissa Meyers
Ms. Joyes Phillips
Mr. Richard A. Strawford
Ms. Michel M. Schwartz
Tevebaugh Associates
Dr. and Mrs. Allen Wolf
Sharon and Harold Yih
With such a huge job to do, Philabundance not only needs to engage partners to work with us, but to take on this work on its own.

We focused heavily on empowering the community to help fight hunger; With our food and support, we created efficiencies by training others to take a lead role in hunger relief.

As of the end of 2018, we had 16 distributions managed by agencies and volunteers. We now have 17 distributions where we drop and go, but not before providing robust training and assistance to community sites to help their respective communities.

We also began hosting new agency orientations to set them up for success, to learn best practices, membership policies and which programs and products are available to them to maximize their participation and ability to help their respective communities.

And we introduced the Philabundance Ambassador Program, which arose from the desire to increase staff capacity and community engagement by having experienced volunteers serve as representatives of Philabundance. The program is still in its infancy, having trained its first cohort of five ambassadors in May. And, to date, this small but mighty crew has represented us at 12 community events, including health and service fairs, presentations to federal agencies, Abundantly Good cheese tastings and the TASTE! food and wine festival. We are hoping to grow this program and spread the word about our work for and in the communities we serve.

www.philabundance.org/volunteer/ambassador/

As we work toward Ending Hunger. For Good., we need to be increasingly innovative and creative in the partnerships we pursue and the ways we can provide services to people in need at the places they already go.

Last year, we launched three free food distributions in North Philadelphia, an area identified as one of the hardest hit, especially in childhood hunger:

1. Einstein Healthcare Network identified a need for food, had resources and an invested interest in improving access and health. To date, visitors to that location have received 80,683 pounds of fresh, frozen, healthy produce and other items.

2. Lillian Marrero Library is the home of our former Community Food Center. Since 2015, the community had been asking us to return, as the need for food access continued to be a concern. We did last spring, and since then, we have distributed almost 100,000 pounds at that site.

3. The Cecil B. Moore Library hosts 30+ food insecure children regularly and asked for our help to nourish them, as children without proper access to healthy food have difficulty concentrating and succeeding in school. In the summer, we provided them LunchBoxes, and in the fall, BackPacks, to help these children learn and grow.

Advocacy is another area where collaboration is key to Ending Hunger. For Good. Last year, we hired a new Director of Government Affairs who is focused on building support for our mission, offering input into public policy and budgeting, advocating on hunger policies to our elected officials and engaging with our networks to become involved with advocacy alongside us.

IN ADDITION, WE:

- Rolled out an Agency Advocacy Toolkit to partners so they could undertake their own advocacy efforts and collaborated with The Greater Philadelphia Coalition Against Hunger and others to hold hunger advocacy training workshops.
- Collaborated with anti-hunger groups to advocate for a strong 2018 Farm Bill (which we succeeded doing with YOUR help).
- Collaborated with anti-hunger groups locally and across to PA to consider/prioritize food waste policy solutions in PA.
- Collaborated with nonprofits and businesses across PA to advocate for increased state tax credits that encourage business to invest in projects which improve distressed areas or support neighborhood conservation.
- While we closed our chapter of running Fare & Square, a collaboration with Cousins Market allowed us to keep the doors open to the community, as well as provide even more, including: a deep expertise on serving diverse populations; home delivery; and other services for the Chester community.
- Thanks for your patronage and support over the past five years and we hope if you’re in the area, you'll stop by to support our friends at Cousins.
Thirty-five years ago, Pam Rainey Lawler founded Philabundance out of the back of her Subaru station wagon by rescuing perfectly good food from restaurants, caterers and retail stores, and providing it to those in need.

Philabundance has been rescuing food since then, but in 2018, it innovated this concept by launching the Abundantly Good™ brand. Abundantly Good is Philabundance’s brand of triple bottom line products that are good for people, planet and profit. Our goal is to create nutritious food from surplus farm products in a way that extends shelf life and adds value for our communities in need. This process is also known as upcycling.

- We work with farmers to create delicious, nutritious products
- Retailers sell it to socially-conscious consumers
- Proceeds of that sale go to a donation fund that allows farmers to turn surplus product into a similar, high-quality product
- The product is given for free to our clients

RESULTS

In 2018, we partnered with local farmers to produce five varieties of cheese sold at local retail locations. We expanded from an initial pilot project with Di Bruno Bros. to include additional outlets such as Common Market, Riverwards Produce, restaurants and co-ops such as Weavers Way. To date, this collaboration has resulted in the donation of 5,000 pounds of high-quality, surplus milk cheese for our clients.

Partnering with The Bacon Jams (TBJ), another local company, we have launched a second product in the Abundantly Good product line: Abundantly Good Spiced Tomato Jam! The jam is sold in Di Bruno Bros. and other specialty retailers in the region. For a full listing of where to find Abundantly Good Cheese and Spiced Tomato Jam, please visit Philabundance.org/upcycle.

In addition, we made steps to improve our small-scale retail rescue programs through a pilot partnership with Food Connect, a Philadelphia non-profit that executes food pickups from stores, restaurateurs, caterers and other individuals to ensure more perfectly good food goes to those in need rather than to the landfill. With 40% of all food in the U.S. going to waste and 20% of people in Philadelphia facing hunger, there’s much more we can do in this area to relieve and end hunger.
We couldn’t do any of our work to relieve hunger today or to end hunger for good without the support of many thousands of generous donors. From schoolchildren who donate $1 to major corporations that provide us with both in-kind and financial support, we are grateful for each and every one of you. This year was an especially great year for grants.

- Sunoco / Energy Transfer Partners provided a $250,000 fuel grant that allowed us to drive almost 200,000 miles to distribute food in our nine county region.

- Giant provided the largest programmatic grant in our history – one million dollars – which will generously support our children’s programs, our new Philabundance Community Kitchen and help us seed a restricted endowment for children’s programs.

THANK YOU for all you did to make 2018 such a success!
2018
BOARD OF DIRECTORS

CHAIR
Noel Eisenstat, Noel Eisenstat, LLP

VICE CHAIR
John Hollway, Associate Dean & Executive Director, Quattrone Center for the Fair Administration of Justice, University of Pennsylvania Law School

VICE CHAIR
Dixieanne James, Vice President, Strategic Planning and Business Development, Einstein Healthcare Network

SECRETARY
Karyn S.W. Polak, Deputy General Counsel, Asset Management Group, PNC Bank, National Association

TREASURER
Andrew Sandifer, Vice President & Treasurer, FMC Corporation

BOARD MEMBERS
Samuel H. Baker, Allen & Company LLC
Jacqueline Brady, CenterSquare Investment Management, Inc.
Pam Carter, Community College of Philadelphia
Alan Casnoff, P&A Associates
Robert J. Clark, Ballard Spahr LLP
Robert Kane, KeyBank
Murvin Lackey
Pamela Rainey Lawler, Founder
Marissa Meyers, Special Projects Manager for Integrated Health Services, PHMC
Furrukh Munawar, Devon Hill Capital Partners
Milton R. Pratt, Jr., Michaels Development Company
Beryl Simonson, Retired Partner RSM US LLP
Nora Swimm, PJM Interconnection

FOOD DONORS

- ACME (3,700,719 pounds)
- SOL Group Marketing (3,260,019 pounds)
- Del Monte Fresh Produce (1,431,508 pounds)
- Walmart (1,214,716 pounds)
- Sam’s Club (1,072,640 pounds)
- Philadelphia Wholesale Produce Market (914,188 pounds)
- William H. Kopke Jr., Inc. (822,555 pounds)
- ShopRite (811,543 pounds)
- BJ’s Wholesale Club (761,995 pounds)
- Greenyard Logistics USA, Inc. (724,368 pounds)
### Current Assets 2018 2017

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<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$1,954,026</td>
<td>$1,044,609</td>
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<tr>
<td>Restricted Cash</td>
<td>$919,129</td>
<td>269,443</td>
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<td>Investments</td>
<td>1,729,241</td>
<td>1,037,239</td>
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<td>Accounts Receivable, Net</td>
<td>521,504</td>
<td>355,272</td>
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<td>Current Portion of Pledges Receivable</td>
<td>1,189,000</td>
<td>249,500</td>
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<td>Inventory</td>
<td>383,104</td>
<td>302,300</td>
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<td>Total Current Assets</td>
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### Notes Receivable (NMTC)

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<tr>
<td>Notes Receivable (NMTC)</td>
<td>$5,039,250</td>
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### Property and Equipment

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<th>Description</th>
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<tr>
<td>Property and Equipment</td>
<td>$9,502,140</td>
<td>$10,163,041</td>
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### Intangible Assets, Net

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<tr>
<td>Intangible Assets, Net</td>
<td>-</td>
<td>$25,667</td>
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### Operating Lease, Right of Use Assets

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<tr>
<th>Description</th>
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<th>2017</th>
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<tbody>
<tr>
<td>Operating Lease, Right of Use Assets</td>
<td>$613,980</td>
<td>$617,680</td>
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### Beneficial Interest

<table>
<thead>
<tr>
<th>Description</th>
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<tbody>
<tr>
<td>Beneficial Interest</td>
<td>$14,999</td>
<td>14,403</td>
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### Total Assets $23,337,497  $21,430,083

### Liabilities and Net Assets

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<thead>
<tr>
<th>Description</th>
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<th>2017</th>
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<tr>
<td>Current Maturities of Long-Term Debt</td>
<td>$122,693</td>
<td>122,692</td>
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<tr>
<td>Current Portion of Operating Lease Liab.</td>
<td>$108,853</td>
<td>99,071</td>
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<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$1,135,378</td>
<td>1,013,833</td>
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<tr>
<td>Security Deposit</td>
<td>20,000</td>
<td>-</td>
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<tr>
<td>Deferred Income</td>
<td>224,131</td>
<td>301,415</td>
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<td>Total Current Liabilities</td>
<td>$1,611,055</td>
<td>$1,537,011</td>
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### Long-Term Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long-Term Debt, Less Current Maturities</td>
<td>$8,837,076</td>
<td>$8,919,489</td>
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<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$1,155,378</td>
<td>$1,013,833</td>
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<tr>
<td>Total Long-Term Liabilities</td>
<td>$9,992,454</td>
<td>$9,933,322</td>
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### Total Liabilities 10,953,258 10,975,314

### Net Assets

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<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td>Net Assets</td>
<td>$7,877,821</td>
<td>$3,521,774</td>
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### Operating Revenue

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<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>In-Kind Food</td>
<td>$38,834,233</td>
<td>$38,834,233</td>
</tr>
<tr>
<td>In-Kind Goods and Services</td>
<td>94,029</td>
<td>94,029</td>
</tr>
<tr>
<td>Grants and Contributions</td>
<td>$10,729,502</td>
<td>4,579,237</td>
</tr>
<tr>
<td>Fees for Service</td>
<td>1,624,382</td>
<td>1,624,382</td>
</tr>
<tr>
<td>Rental Income</td>
<td>$1,980</td>
<td>81,980</td>
</tr>
<tr>
<td>Community Purchase Program</td>
<td>1,562,434</td>
<td>1,385,261</td>
</tr>
<tr>
<td>Less: Cost of Goods Sold</td>
<td>(1,379,944)</td>
<td>(1,207,847)</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>$1,184,490</td>
<td>$377,674</td>
</tr>
<tr>
<td>Retail Grocery Sales</td>
<td>1,812,531</td>
<td>2,085,907</td>
</tr>
<tr>
<td>Less: Cost of Goods Sold</td>
<td>(1,456,128)</td>
<td>(2,476,642)</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>$356,411</td>
<td>629,265</td>
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### Total Operating Revenue 55,040,458 54,444,486

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
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<tbody>
<tr>
<td>Program Services</td>
<td>$48,441,202</td>
<td>$48,441,202</td>
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<tr>
<td>Management and General</td>
<td>2,593,183</td>
<td>1,969,360</td>
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<tr>
<td>Fundraising</td>
<td>3,379,660</td>
<td>2,783,248</td>
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### Total Expenses 54,414,045 53,278,431

### Net Assets Released from Restrictions 3,137,751

### Total Net Assets 12,384,239 10,454,969

### Change in Net Assets 2,929,270

### Net Assets — Beginning of Year 10,604,724

### Net Assets — End of Year 12,384,239

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**ANNUAL REPORT 2018**

**2018 FINANCIALS**

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**CONSOLIDATED STATEMENT OF ACTIVITIES**

<table>
<thead>
<tr>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>2017</td>
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<tr>
<td>Operating Revenue</td>
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### Change in Assets from Operating Activities 2,667,899

### Nonoperating Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
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<tr>
<td>Interest Income and Dividends</td>
<td>$53,194</td>
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<td>Change in Beneficial Interest</td>
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<td>Endowment Distribution Income</td>
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<td>Realized Gain on Investments</td>
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<tr>
<td>Unrealized Gain on Investments</td>
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<td>76,186</td>
</tr>
<tr>
<td>Less on Disposal of Equipment</td>
<td>(1,044,553)</td>
<td>(1,044,553)</td>
</tr>
<tr>
<td>Other Income</td>
<td>106,204</td>
<td>68,989</td>
</tr>
<tr>
<td>Total Nonoperating Activities</td>
<td>(728,629)</td>
<td>(728,629)</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>(1,929,270)</td>
<td>(1,929,270)</td>
</tr>
</tbody>
</table>

### Net Assets — Beginning of Year 10,902,268

### Net Assets — End of Year 9,973,078

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**ANNUAL REPORT 2018**

**21**
We are grateful to every person, company and foundation that shares their food, their funds and their time with us. We could not do any of our work without your ongoing commitment.
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