

2016 ANNUAL REPORT

Letter from Board Chair and President & CEO



2016 was a record year for Feeding America West Michigan. For the fourth consecutive year, we reached a new milestone in food distribution, sending 29.2 million pounds of food, the equivalent of 24 million meals, into our network.

That's a testament to the commitment and compassion of our partner agencies, our financial supporters, our volunteers, and our staff. It hasn't always been easy. We've had to adjust our processes and make hard decisions. We've asked more from our supporters than ever. But the result of all that effort is undeniable.

The question is, where do we go from here?

Our board has spent the better part of 2017 laying out a new strategic plan in order to answer that question. And the answer is this: It's time to move from merely filling the meal gap to addressing the root causes of the need itself. This will involve a shift in thinking.

As a regional food bank, we tend to look at food insecurity at the macro level. We focus on the number of meals we're providing relative to the number of people in need in each county. Last year we provided an average of 74.9 meals per person in need in our 40 counties. That's a good benchmark, but it's not enough. People don't experience food insecurity at the county level. They experience it in their daily lives in neighborhoods and housing complexes, in churches, schools, and workplaces. And we all recognize that just because the need is being met in St. Joe or East Grand Rapids doesn't mean it's being met in Benton Harbor or the Baxter Neighborhood.

Working with our board member Dr. Steve Borders and his students at Grand Valley State University, we have identified the highest-need Census Tracts within our 40 counties.

Our commitment to equity demands that we serve all neighborhoods according to their needs, no matter where they are. Thanks to this research, we are now targeting additional resources to those communities.

We're also making progress, even now, on the root causes of food insecurity by supporting and building on the work of our 913 local partner agencies. Partner agencies like JobStart, a program of Steepletown Ministries, which is teaching young men the skills they need to land and keep a job. Community centers like Streams of Hope, which enriches their neighborhood with afterschool activities, a community garden, and holistic health programs. And schools from Fennville to Marquette County, where we're supporting education by providing fresh fruits and vegetables through our Mobile Food Pantry program.

This new way of thinking is embodied in our vision for the big, sprawling 40-county community we serve, as a place in which all neighbors are nourished and empowered within an equitable food system.

We know that vision is attainable — if we work together. Are you with us?

Sincerely,

Handwritten signature of Kelly Crosse in black ink.

Kelly Crosse
President of the Board

Handwritten signature of Ken Estelle in black ink.

Ken Estelle
Chief Executive Officer

2016 Top Food Donors

Feeding America West Michigan receives food from hundreds of grocery stores, farms, processors, and brokers, who donate every conceivable type of food from fresh lettuce and frozen turkey to breakfast cereal and milk. In 2016, these partners provided a total of 29,899,126 pounds of food.

Top 25 Food Donors of 2016

Walmart/Sam's Club	2,882,931
Meijer	2,264,448
General Mills	1,283,440
Kellogg Company	931,610
Gordon Food Service	857,839
Country Fresh	619,937
SpartanNash	575,042
ConAgra	429,243
Coca-Cola Company	356,177
Pero Family Farms	353,238
Kerlikowske Family Farms	353,078
Superior Sales	315,683
Sysco Grand Rapids	312,030
Tyson Foods	285,065
Target	278,946
Gavin Orchards	259,293
National Food Group	246,944
Mondelez International	236,723
Aldi	217,719
H.J. Heinz Co.	214,215
Heeren Brothers	213,465
Welch Foods	199,234
Arbre Farms	196,494
Marker Farms	187,290
Roskam Baking Company	177,510

Top 25 Total

14,247,594



A network of agencies.

2016 Top Agencies



Agency	City	Pounds Dist.
Muskegon County Cooperating Churches (Mobile Pantry)	Muskegon	886,664
Community Food Club of Greater Grand Rapids	Grand Rapids	496,545
Love in Action of the Tri-Cities (Mobile Pantry)	Grand Haven	373,920
Salvation Army Social Services	Grand Rapids	261,096
Rotary Charities of Cadillac (Mobile Pantry)	Cadillac	249,611
Project Hope of Allegan County	Dorr	236,406
Good Neighbor Services (Mobile Pantry)	Manistique	223,962
Love INC - Newaygo County	Grant	220,372
Family Network (Mobile Pantry)	Wyoming	208,442
Ishpeming Mobile Pantry	Ishpeming	189,966
TrueNorth Community Services Food Pantry	Fremont	174,050
South End Community Outreach Ministry	Grand Rapids	172,862
Meals on Wheels Western Michigan NE Food Pantry	Grand Rapids	171,955
Hannahville Indian School (Mobile Pantry)	Wilson	167,219
Streams of Hope Food Center	Grand Rapids	164,777



RESCUED and REPACKED

Our volunteers are working hard six days a week to sort, repack and label the food we receive from grocery stores, farms, and processors. In 2016, our volunteers repacked **5,874,194 pounds of food** or **4,895,162 meals**.

1,811 Volunteers

819 First-time Volunteers

24,371 Hours

Meals Per Hour: **200**

Local Farmers Are Feeding West Michigan

Visit FeedWM.org to read about Schreur Farms and Michigan Celery's commitment to addressing local hunger."



2016 County Distribution Totals

County	Agencies Active in 2016	Total Pounds	County	Agencies Active in 2016	Total Pounds
ALGER	5	86,313	LAKE	11	381,764
ALLEGAN	18	793,467	LEELANAU	6	207,917
ANTRIM*	9	620,471	LUCE	5	99,497
BARAGA*	7	167,398	MACKINAC	10	118,113
BENZIE	6	243,103	MANISTEE	10	178,466
BERRIEN	69	1,501,225	MARQUETTE	14	406,224
CASS	16	485,075	MASON	6	218,095
CHARLEVOIX*	14	392,945	MECOSTA	12	508,102
CHIPPEWA	30	358,196	MENOMINEE	5	305,249
DELTA	7	498,291	MISSAUKEE	8	185,749
DICKINSON	13	280,519	MONTCALM	23	784,373
EMMET*	18	818,959	MUSKEGON	34	1,434,129
GOGEBIC*	7	330,686	NEWAYGO	26	1,512,463
GRAND TRAVERSE	30	772,970	OCEANA	8	381,996
HOUGHTON*	26	606,538	ONTONAGON*	7	163,582
IONIA	19	569,318	OSCEOLA	10	337,980
IRON*	9	221,202	OTTAWA	57	1,673,143
KALKASKA	8	155,404	SCHOOLCRAFT	4	288,013
KENT	299	7,740,196	VAN BUREN	24	586,010
KEEWEENAW*	1	34,114	WEXFORD	22	672,665

Total **913** **27,119,920**
To Other Food Banks: 2,049,183



The NUMBERS

STATEMENT OF FINANCIAL POSITION, DECEMBER 31, 2016

1.2%
Fundraising

97.8%

Programs

1.0%

Administration

EXPENSES

Programs	\$46,819,375	97.8%
Fundraising	\$617,501	1.2%
Administration	\$449,486	1.0%
Total	\$47,886,362	100%

Programs: All expenses related to reclaiming, storing and distributing food in the 40 counties we serve. Includes \$41,717,995* of food and grocery items distributed.

Fundraising: The cost of communications and development activities.

Administration: Costs related to administrative and accounting activities, along with other expenses not directly connected to food distribution.

87.7%

Non Cash

5.9%

Handling Fees

5.4%

Contributions

0.9%

Grants

>0.1%

Other

REVENUE

Handling Fees	\$2,825,220	5.9%
Contributions	\$2,581,838	5.4%
Grants	\$426,340	0.9%
Other	\$31,915	>0.1%
Non-Cash	\$41,714,576	87.7%
Total	47,579,889	100%

Handling Fees: Cost-sharing with partner agencies, who pay 6 to 18 cents per pound for most items.

Contributions: Gifts from individuals, companies and other organizations.

Grants: Income from charitable foundations and government agencies.

Non-Cash: The value of the food we received.*

* Value based on an annual analysis done for Feeding America's national office by an independent auditor.