



East<sup>®</sup>  
Texas  
Food  
Bank

*Annual Report*

Fiscal year ended June 30, 2016

Our mission is to **Fight Hunger** and **Feed Hope** in East Texas.

## Board of Directors 2016-2017

|   |                                     |
|---|-------------------------------------|
| David Apperley .....                    | The Mentoring Alliance              |
| Bill Bolton .....                       | Walmart                             |
| Carol Bradley .....                     | SFA State University                |
| Herbert Buie .....                      | Tyler Packing Company               |
| Edgar Burton .....                      | Retired, Brookshire Brothers        |
| Jim Daughtry .....                      | Simmons Real Estate                 |
| Gregg Davis, Chair-Elect.....           | Merrill Lynch                       |
| Rick Ellis .....                        | Retired, Brookshire Grocery Company |
| John Gaston, Immediate Past Chair ..... | Retired                             |
| Verna Hall .....                        | Community Volunteer                 |
| Diane Heindel .....                     | Law Office of B. Diane Heindel, PC  |
| Ann Howell .....                        | Retired, State Farm Insurance       |
| Charles Hunt .....                      | Eastman Chemical                    |
| Bryan Jacobe .....                      | Jacobe Brothers Construction        |
| Jay Jelinek.....                        | Brookshire Brothers                 |
| Rosemary Jones, Secretary .....         | Brookshire Grocery Company          |
| Kimberly Lewis .....                    | Goodwill Industries of East Texas   |
| Lisa Lujan .....                        | Mentoring Minds                     |
| Cathy Schreiber, Treasurer .....        | Community Volunteer                 |
| Mark Scirto.....                        | KLTV ABC 7                          |
| Michael W. Stevens, Chair .....         | Michael W. Stevens, CPA             |
| Howard Tagg .....                       | Law Office of Howard Tagg           |
| Bob Westbrook .....                     | WR Ventures                         |

### “Being able to get food is a real lifesaver.”

My name is Becky and I'm so thankful to be able to come to a food pantry and get help for my son and myself. I'm retired, living on Social Security, and take care of my son who has a mental disability. Being able to get food is a real lifesaver. It gets us through the month with enough to eat. At least we know we'll have a meal ahead of us and food we can fix. If we didn't have that, there would be no hope.

- Becky



## From the Chief Executive Officer

Dear Partners and Friends,

I am often asked “How are things going at the Food Bank?” only to struggle with the response that “all is going well.” Please don’t misunderstand me - things really are going well at the East Texas Food Bank, and we are distributing more meals than ever before. However, this serves to remind us of the sobering reality that things are not going well for our many of our neighbors, and that there are many more who need our help.

In 2016, we concluded our three year 2014-2016 Strategic Plan, which aimed at providing 20.7 million meals per year, with every one of our 26 counties providing at least half of the meals that every at-risk family needs for the last week of each month. We are proud to report that we exceeded that goal by providing 21.8 million meals in fiscal year 2016, the most meals we’ve ever provided in a single year, and a 21.9% increase over 2013! Driven for results as we are, we worked hard to rethink hunger in East Texas and followed with a new 2017-2019 Strategic Plan that will provide 26 million meals per year and put us on a trajectory to our reach overarching goal of serving almost 40 million meals per year by 2025.



*...the number of people eligible for our services increased by more than 44,000.*

The discovery process of our planning revealed some painful realities. The American Community Survey for 2014 showed that the population of our 26-county service area increased by more than 60,000 since 2010, however, the number of people eligible for our services increased by more than 44,000. This increased need may include individuals who moved into or were born into East Texas, or long-time residents who are now in need of food assistance. With the recent downturn in the energy sector, we believe that those eligibility numbers have grown since that survey.

The financial and physical assets that the East Texas Food Bank has built has been a blessing to our community. Until now, our capacity has provided us the ability to respond to the rising need that we have been facing. However, the same economy that has fueled this increase in food insecurity has been taking its toll on our donors’ ability to give and we may be pushing the limits of our resources. Like our clients, we are feeling the pinch too and now more than ever we will need your support.

East Texas is a kind and generous community. Our society will always be defined by how we treat the least among us. To this end, we are honored by the work in which you have empowered us to do.

With Gratitude,

A handwritten signature in black ink, appearing to read "Dennis".

Dennis J. Cullinane, Chief Executive Director

## Who We Are



**The East Texas Food Bank has been feeding the hungry in East Texas since 1988. Headquartered in Tyler, the East Texas Food Bank collects donated and purchased food, which is stored in our 75,900 square-foot facility.**

We distribute this food through our network of over 200 partner agencies, located throughout a 26-county service area that spans nearly 20,000 square miles – from Lufkin to Texarkana, and from Athens to the Louisiana border. These food pantries, soup kitchens, emergency shelters, and other nonprofit groups then use this food to provide nourishing meals at no cost to the needy. For a full list of our agency partners, please visit [EastTexasFoodBank.org](http://EastTexasFoodBank.org).

The East Texas Food Bank also operates direct programs that provides healthy meals to low-income children and seniors; presents classes teaching healthy eating and food budgeting; and helps eligible individuals sign up for nutrition programs, such as SNAP (Supplemental, WIC and Medicaid Nutrition Assistance Program). The East Texas Food Bank is part of a larger network of hunger relief agencies through our memberships with Feeding America, the nation's food bank network, and Feeding Texas, our state association of food banks.



*Serving 26 Counties  
in the East Texas area.*



## Who We Help

**“Thank you for helping us feed our grandchildren”**

I'm Cheryl, and my husband Gilbert and I are grateful to come to this food pantry for help. We're raising three teenage grandkids and we count on this food to help us have enough. It's hard to go back to raising kids, but we're pulling our resources together to take care of them.

We moved out here a couple years ago when the civil service office at the naval base closed down and my husband lost his job. Once that happened, we couldn't afford to live in that area, so he retired and we came out here. He's a Vietnam vet and we were able to get a small house through a VA loan.

When we got here, I found out that I had cancer and I haven't been able to work. Making ends meet on our retirement income is our biggest challenge. Our grocery bill is really high, and by the end of the month, our pantry is pretty empty. When we come to the food distribution, we're excited to get everything they give us. Nothing goes to waste in our house!



Gilbert and Cheryl rely on the food pantry to have enough to feed themselves and three growing teens.



“There are a couple of times we've had to go hungry, but mostly we survived by going to the food pantry.”  
- Vivian

**“Your donations help my family have enough to eat – thank you”**

Hello, my name is Vivian. This is the first time I've come to this food pantry. I was just driving by on the street and saw that it was open, so I came in to see if I could get some help with food. They're real nice people. I really appreciate the help because the price of food is high, and we've got to survive some kind of way.

We have an 11-year-old daughter who goes to school. It's hard when you're a parent and you want to buy your child school clothes and supplies, but you just don't have enough.

Things are a struggle for my family right now. My husband is on disability. He used to work on the back of a city garbage truck, but he had a bad accident and lost his leg. He's also diabetic. I work part time sitting with patients in their homes or in a facility. It's a little paycheck. I pay the bill with whatever money we have, but it's not enough to buy food.

## How We Help

In East Texas, approximately 456,000 people are at risk of hunger. Today the need is great, but there is hope. The East Texas Food Bank is here to help. Throughout our 26-county service area we have a network of partner agencies and anti-hunger programs that support our mission to Fight Hunger and Feed Hope in East Texas. Highlights from our work in fiscal year 2016 include:

**Partner Agencies:** Churches, shelters, food pantries, and soup kitchens are an integral part of our work. They serve as the link between the East Texas Food Bank and clients. Our partner agencies helped in providing more than 21 million meals to East Texans throughout our 26-county service area.

**Fresh Produce Program:** In FY2016, the fresh produce program distributed approximately 6 million pounds of nutritious fresh fruits and vegetables to people in need throughout East Texas.

**BackPack Program:** The East Texas Food Bank partners with schools throughout our service area to provide food for children who participate in free and reduced price meal programs during the week, but are at risk of going hungry on weekends and holidays. Caring teachers and staff members identify children who are showing signs of hunger or malnutrition, and discreetly distribute a backpack of food each week for them to take home. During the 2015-2016 school year, we served more than 6,000 children across 135 school campuses, distributing a total of more than 179,000 backpacks.



BackPack Program



Summer Food Program

**Kids Cafe® and Afterschool Snack Program:** The East Texas Food Bank sponsors several Kids Cafe® sites by providing snacks and meals to local after-school programs. This brings effective child nutrition programs directly to at-risk children and teens. During the 2015-2016 school year, we served over 92,500 meals and over 124,500 snacks to children across East Texas.

**Summer Food Program:** Each year, thousands of children in East Texas receive meals through their school's free or reduced meal program. However, during the summer months when schools are closed, thousands of children are left undernourished and hungry. To address this need, the East Texas Food Bank's Summer Food Program provides free meals throughout the summer. In summer 2016, we served over 107,800 meals and 19,800 snacks at 78 program sites across East Texas.



## How We Help

**Senior Box Program:** Adequate nutrition is crucial for senior citizens. Unfortunately, many seniors on tight fixed-income budgets are forced to choose between buying food or paying for medications, housing, or utilities. The Senior Box Program provides nutritious food each month to low-income seniors. In FY2016, we served an average of 2,592 seniors monthly, providing a total of 783,200 meals.

**Mobile Pantry Program:** Many individuals in our rural communities face hunger. They often struggle with limited employment opportunities, lack of public transportation options, and high food costs. To make matters worse, families living in food deserts or rural communities have little or no access to emergency food when financial hardship strikes. The East Texas Food Bank's Mobile Pantry Program delivers truckloads of nutritious food to areas with the greatest need. This food makes all the difference to community members who are food insecure and have no access to a food pantry. In FY2016, the Mobile Pantry Program served more than 500 families in six rural communities and inspired the start-up of four new partner agencies.

**Nutrition Education Program:** Food insecure households served by the East Texas Food Bank can be caught in a vicious cycle connecting poverty, health, and food insecurity. In response, the East Texas Food Bank has adopted a dynamic Nutrition Education Program to promote healthy and safe food for those that need it most. The East Texas Food Bank offers the six-week Share Our Strength Cooking Matters® class to adults, kids and families. Each course is team-taught by a volunteer chef and nutrition educator. It covers meal preparation, grocery shopping, food budgeting and nutrition. In FY2016, we provided these participatory classes to 349 individuals and served approximately 15,000 nutritious meals through the program. Our nutritionists also provided nutrition education to over 4,000 East Texans at our partnering agencies, health fairs, workshops, and nutrition assistance programs such as Kids' Cafe® and Afterschool Snack Program and the Summer Food Service Program.

**Benefits Assistance Program:** The East Texas Food Bank helps low-income families access state and federal food assistance programs that provide the nutritious food they need in times of emergency or economic hardship. Assistance is also provided for application to the Supplemental Nutrition Assistance Program (SNAP), formerly known as Food Stamps. In addition, The East Texas Food Bank provides referrals to other state-funded social and health services, such as Children's Medicaid and the Supplemental Nutrition Program for Women, Infants, and Children (WIC). In FY2016, our Benefits Assistance Program assisted more than 3,000 individuals submit SNAP applications and provided thousands of program assistance referrals.



Mobile Pantry Program



Nutrition Education Program



Benefits Assistance Program

## The Food Bank Chain: Your gift is a crucial link!



### STEP 1:

Food and groceries are donated by growers, packers, manufacturers, distributors, wholesalers, restaurants and others.

### STEP 2:

Our generous donors provide much of the financial support we need to collect, store and distribute the food.

### STEP 3:

The East Texas Food Bank distributes food and groceries to over 200 community and faith-based nonprofit organizations, kids' programs, senior citizen centers, food pantries and soup kitchens.

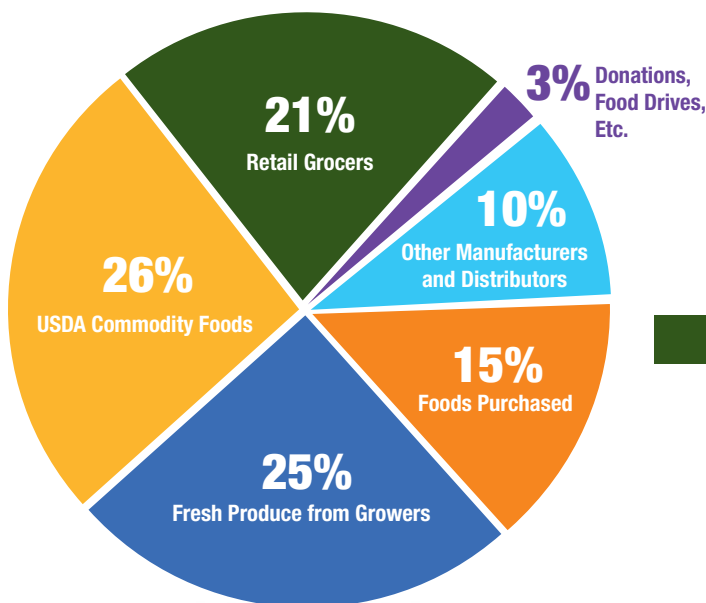
### STEP 4:

Partner agencies distribute food to hungry children, adults, and seniors.

## Where The Food Comes From

The East Texas Food Bank works hard to source nourishing food for the over 250,000 individuals we serve. This food comes from diverse channels including farmers, manufacturers, packers, distributors, wholesalers, restaurants, and community members who hold food drives.

Sources of Food



Meals Provided





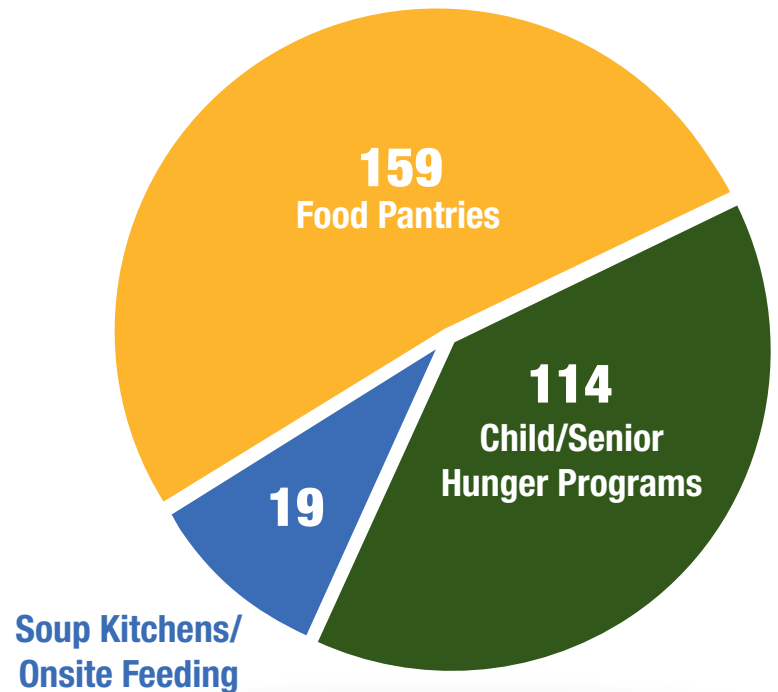
## Where The Food Goes

The East Texas Food Bank supplies food to such nonprofit organizations as food pantries, senior centers, shelters, after-school programs, soup kitchens, low-income day care centers, and others.

Our 200 partner agencies then serve these foods to individuals who come to them for help.



### Our Partner Agencies



### “The first time I received food...I cried.”

My name is Olga, and I'm so thankful to come to a food pantry to get food. It relieves a lot of stress and helps so much. My husband works as a roofer/handyman and I'm a home health aide. I've had a lot of medical problems and am unable to work. My husband has been looking for part-time jobs he can do and still help me and our daughters. The first time I received food...I cried. Our pantry was pretty empty. Now, I don't worry about the family having enough to eat.

- Olga

## Where Our Funding Comes From

### Support and Revenues

#### Support:

|                        |              |
|------------------------|--------------|
| Donated Foods .....    | \$20,121,229 |
| USDA Commodities ..... | \$3,235,358  |
| Contributions .....    | \$3,574,890  |
| Total Support .....    | \$26,931,477 |

#### Revenues:

|                               |             |
|-------------------------------|-------------|
| Shared Maintenance .....      | \$920,958   |
| Purchased Food Recovery ..... | \$2,174,904 |
| Federal Grant Revenues .....  | \$1,735,253 |
| Freight Recovery .....        | \$10,920    |
| Leased Storage Recovery ..... | \$43,161    |
| Other .....                   | \$36,374    |

|                               |              |
|-------------------------------|--------------|
| Total Revenues .....          | \$4,921,570  |
| Total Support & Revenue ..... | \$31,853,047 |



## How Our Funds Are Used

### Expenses

#### Programs and Services:

|                                  |              |
|----------------------------------|--------------|
| Warehouse .....                  | \$2,131,486  |
| Food Distribution .....          | \$27,091,361 |
| Programs .....                   | \$1,173,694  |
| Communications & Marketing ..... | \$483,813    |
| Support Services .....           | \$722,452    |
| Fundraising .....                | \$777,076    |
| Total Expenses .....             | \$32,379,882 |

|                                   |              |
|-----------------------------------|--------------|
| Net Assets at End of Period ..... | \$12,236,307 |
|-----------------------------------|--------------|

\*Financials are as of FY2016, ending June 30, 2016

Visit [EastTexasFoodBank.org](http://EastTexasFoodBank.org) for more information!

**95 CENTS  
OF EVERY \$1  
GOES TO PROGRAM  
SERVICES**



## How Volunteers Help

The East Texas Food Bank's best work is only possible because of the dedication of thousands of people who together volunteer hundreds of hours of their time. Some of the tasks that volunteers perform include working in our offices, inspecting and sorting food items, repacking bulk food items into family-size bags, and packing boxes of food that are distributed to families and low-income seniors. During FY2016, over 10,000 volunteers donated more than 60,000 hours to the East Texas Food Bank, saving a direct labor cost expense of approximately \$1,413,600.00!



## How You Can Help



### Donate Money

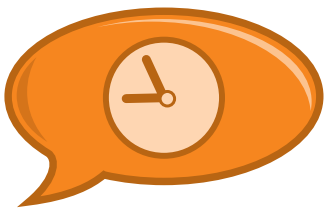
Every \$1 you give helps provide up to 8 meals for East Texans in need. Make a difference today!

- **Become a Monthly Donor** — schedule a monthly gift to provide the support needed to reach vulnerable East Texans year-round.
- **Honor, remember or celebrate** someone in your life by making a gift to the East Texas Food Bank.
- Through **Planned Giving** to the East Texas Food Bank show your commitment to hunger relief with a gift that reflects your values and meets your financial needs.
- **Be creative**...from fundraising through your own personalized web page, the mail, or workplace giving; find the best way to give for you.



### Donate Food

The East Texas Food Bank welcomes food donations from our community members. Food drives are an excellent way for school groups, neighborhoods, corporations, churches, community groups and organizations to help us address the hunger issue in the 26 counties we serve. Food drives also help provide much needed protein items like canned tuna and other meats, and peanut butter. We can make it easy for you to organize your food drive with signage, food barrels and pickup.



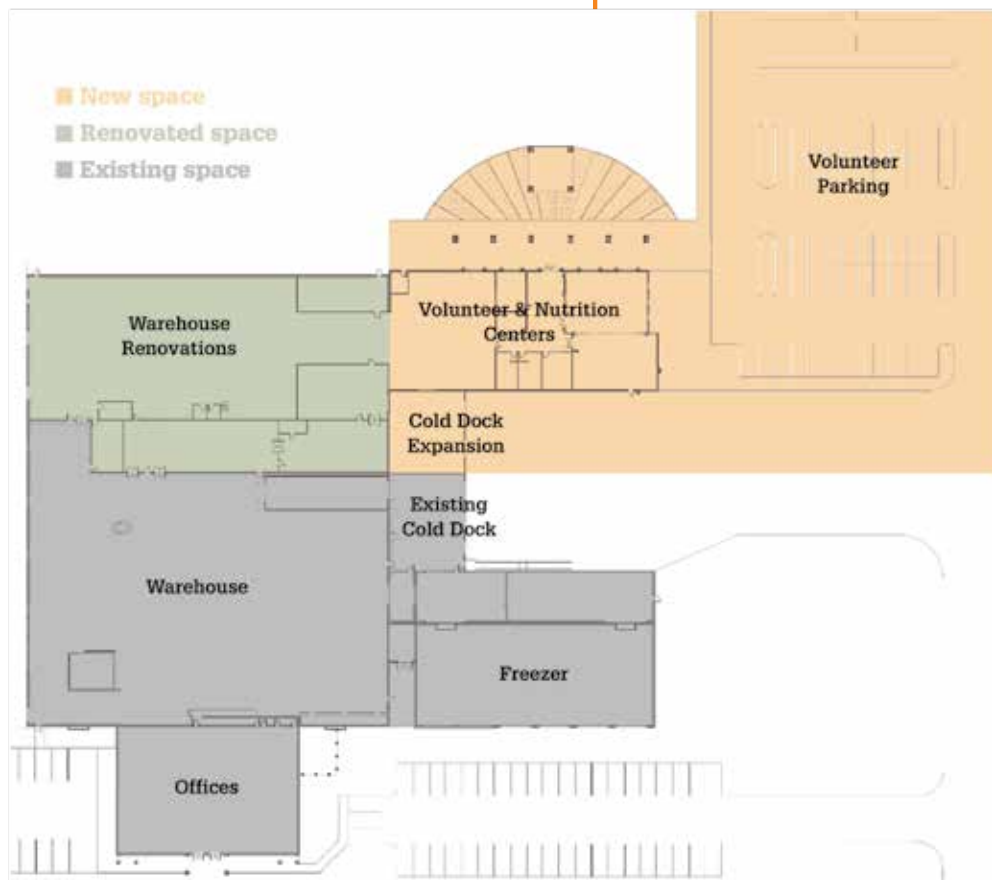
### Donate Time

Volunteers are a key part of operations at the East Texas Food Bank. We absolutely could not do it all without our volunteers! We welcome all volunteers at the Food Bank – and have a variety of volunteer opportunities for individuals, families, and groups.



# MORE MORE SPACE MEALS

OUR BLUEPRINT TO FIGHT HUNGER.



**More Space. More Meals.** is a multi-faceted capital expansion project that will increase ETFB's distribution capacity, improve workplace safety, improve food safety, increase community engagement, and promote client empowerment. These objectives will be accomplished through four major capital improvements:

- The construction of a new **Volunteer Center**
- The construction of a **Nutrition Education Center**
- The expansion of the existing **Cold Receiving Dock**
- The **improvement of existing warehouse** storage areas

**Join us in our effort to fight hunger and feed hope by contacting**

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