In my seven years as a volunteer board member, I have watched Gleaners evolve from a grassroots nonprofit into a sophisticated, highly effective food distribution operation. In the last three years, in particular, Gleaners has made improvements in many areas and is arguably one of the best run businesses I know. Here are just a few things I have observed:

- **Gleaners provides great service** to its customers and stakeholders. As board chair, I attend many functions with top management, and the feedback I consistently receive from their peers is that Gleaners really sets the bar for how a nonprofit should work.

- **The staff is committed to excellence.** Gleaners is very complex and similar to a for-profit business in warehousing, distribution and service. As in any well-run business, the staff constantly seeks out and implements best practices in all aspects in order to stay fresh and relevant.

- **Their fund raising, events, marketing and public relations are second to none.**

- **The Gleaners staff manages enormous responsibility** with aplomb and has managed to meet or exceed very aggressive strategic plan goals several years in a row. They manage their facilities with equal skill and efficiency and are embarking on a very aggressive expansion plan which should suit their needs for the next 25-30 years.

- **They have been in a relentless pursuit to constantly improve the nutritional value of the food** they distribute and have expanded the Cooking Matters program, teaching families how to purchase and prepare nutritious food on a limited budget.

- **Gleaners has expanded its network of partner soup kitchens, pantries and shelters** to more than 570, and that number continues to grow monthly. In addition, Gleaners’ focus on developing client choice pantries has enhanced the efficiency and quality of food delivery while giving clients a sense of dignity when seeking food assistance.

- **Gleaners has also initiated a very ambitious program to provide mobile pantries** in areas where access to traditional pantries or soup kitchens is sparse, including schools. And of course, one important focus has been on feeding children through their BackPack and Smart Bites programs. These programs are designed to reduce the incidence of child hunger in our region, which is a serious problem in these tough economic times.

As a venture capitalist, I have spent much time investing in and mentoring young companies and have seen a lot of good and bad management practices. Gleaners stands among the best. I am proud to say that I am affiliated with Gleaners and think the world of their mission, their staff and their commitment to excellence. And I am grateful for your support, which makes it all possible. Thank you.

Michael Acheson, Board Chair

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**NOURISHING HOPE TEAM**

Gleaners Nourishing Hope Team is comprised of individuals and businesses that have made multiyear pledges of financial support to nourish hungry neighbors in southeast Michigan. We are grateful to the following members of the Nourishing Hope Team, whose commitment to fighting hunger has provided help and hope to struggling families. If you are interested in joining this inspiring team, please contact Bernadette Doré at bdore@gcfb.org.

Frank and Maria Angileri
Mr. Mouhib Ayas
Mr. Ed Bahoura
Evelyn R. Barrack, Ph.D.
Michael and Molly Beauregard
Mr. John Bentley
Kathleen Birney
Paul and Marianne Brakora
Ms. Colleen J. Burcar and Mr. Bryan Becker
Robert Capinjola
David and Laura Claeyts
Anheuser Busch
Mr. G. Gunn and Ms. Joan Dennehay
Mr. and Mrs. Andy Doctoroff
Mr. and Mrs. Michael Acheson
Mr. Scott Brooks and Ms. Bernadette Doré
Mr. John Dziurgot
Sarah and Tony Earley
Jim and Pat Farhat
First Recovery Group
Lynn, Dave and Sarah Galbenski
Gamma Phi Delta Sorority
Theta Chapter
Michael and Jane Garcia
Frank and Catherine Genovese, Candy Cane Christmas
Tree Farm
Ms. Susan Davies Goepp
Chris and Kelly Gould
Ned and Elisa Greenberg
Todd and Lisa Halstead
Mr. and Mrs. Brett Healy
Jim and Ann Marie Hitchcock
Mr. Harvey Hohauser
Mr. Joseph Hoyt
Mr. and Mrs. Todd J. Hoyt
Mrs. Heather Hunt-Ruddy and Mr. Robert Ruddy
Frank Jerneyic
Mr. and Mrs. Gary Johnson
Jay and Jennifer Jolliffe
Ms. Cynthia A. Lanzen
Mr. and Mrs. Richard Lewnau
Daniel W. Linna Jr.
Bridgett Lomax
Mr. and Mrs. Keith B. Mayer
Ms. Karen Mazo
Moreland Consulting Services
Mr. and Mrs. Thomas J. Murphy
Dr. Darlene M. Ottolini and Mr. Paul Ottolini
Mr. Jon Regnier
Steven Riga
Ms. Anne Schenk
Ms. Carol Segel
Mr. and Mrs. Gerald Seizert
Mr. and Mrs. Wes Van Houten
Mr. and Mrs. Vincent J. Viola
Mr. W. DeWayne Wells
WHOO U R Upscale Resale for a Cause

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**FINANCIAL SUMMARY**

**IN KIND (FOOD) 2010–2011 2009–2010**

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Donated Food Revenue</td>
<td>$49,676,937</td>
<td>$55,514,775</td>
</tr>
<tr>
<td>(cash value)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated Food Distributed</td>
<td>$52,059,747</td>
<td>$54,280,288</td>
</tr>
<tr>
<td>(cash value)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Donated Food</td>
<td>$(2,382,810)</td>
<td>$1,234,487</td>
</tr>
</tbody>
</table>

**MEALS 2010–2011 2009–2010**

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Meals Distributed</td>
<td>30,426,512</td>
<td>28,231,695</td>
</tr>
<tr>
<td>Meals per day</td>
<td>83,360</td>
<td>77,347</td>
</tr>
<tr>
<td>Meals per week</td>
<td>585,125</td>
<td>542,917</td>
</tr>
<tr>
<td>Meals per month</td>
<td>2,535,543</td>
<td>2,352,641</td>
</tr>
</tbody>
</table>

**CASH REVENUE 2010–2011 2009–2010**

<table>
<thead>
<tr>
<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Donations</td>
<td>$14,749,319</td>
<td>$8,757,390</td>
</tr>
<tr>
<td>Grants, United Way &amp; Other</td>
<td>$2,404,697</td>
<td>$4,380,323</td>
</tr>
<tr>
<td>Purchased Food Reimbursements</td>
<td>$3,753,313</td>
<td>$3,582,707</td>
</tr>
<tr>
<td>Agency Shared Maintenance</td>
<td>$1,105,412</td>
<td>$1,191,359</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$22,012,741</strong></td>
<td><strong>$17,911,779</strong></td>
</tr>
</tbody>
</table>

**CASH EXPENSES 2010–2011 2009–2010**

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Purchased Food</td>
<td>$5,288,969</td>
<td>$4,754,569</td>
</tr>
<tr>
<td>Food Programs &amp; Outreach</td>
<td>$8,474,128</td>
<td>$8,078,190</td>
</tr>
<tr>
<td>Fund Raising</td>
<td>$3,252,873</td>
<td>$2,225,387</td>
</tr>
<tr>
<td>Administration</td>
<td>$1,338,047</td>
<td>$912,738</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$18,354,017</strong></td>
<td><strong>$15,970,884</strong></td>
</tr>
</tbody>
</table>

*includes donated food

**93.5% Efficiency for Feeding Hungry Neighbors**
E very donation matters! Gleaners thanks each donor who contributed between October 1, 2010, and September 30, 2011. Your donations allowed us to feed more than 552,000 people last year. Donors who contributed $1,000 or more have received special recognition on our website at www.gcfb.org/donors.

We also thank our 577 Partner Agencies in five southeast Michigan counties. These food pantries, soup kitchens, shelters and community centers are invaluable in our mission to nourish communities by feeding hungry people. Find a full list of our partner agencies at www.gcfb.org/partners.

2011 PRESIDENT’S TABLE

G leaners President’s Table recognizes the community members whose generosity and support have made it possible for us to continue our mission of “nourishing communities by feeding hungry people.” Individuals, corporations, and foundations that are part of the President’s Table have made major food or fund contributions through Gleaners Community Food Bank to help cure hunger in our region.

On November 11, 2011, Gleaners hosted the annual President’s Dinner at our Detroit Headquarters & Distribution Center to honor these dedicated women and men. Also in attendance, showing their continued commitment to Gleaners’ mission, were Gleaners founder and past president (1977–1998) Gene Gonya and past president (1998–2002) Rick Loewenstein. Dinner was catered by Capuchin Soup Kitchen, using food similar to what is distributed to our partner agencies.

For information on how to take a seat at the President’s Table, please contact Gerry Brisson, 1-866-GLEANER, ext. 246, or gbrisson@gcfb.org.

PRESIDENTS OF GLEANERS

Mr. W. DeWayne Wells, 2008 – present
Mr. Agostinho A. Fernandes, Jr., 2002 – 2008
Mr. Richard A. Loewenstein, 1998 – 2002
Mr. Gene Gonya, 1977 – 1998

INDIVIDUALS

Mr. & Mrs. Frank A. Angileri
Mr. & Mrs. Andrew Beam
Mr. & Mrs. Jack Berry
Mr. & Mrs. Joe Berwanger
Mr. & Mrs. Paul Bohn
Mr. & Mrs. Gerald Brisson
Dr. & Mrs. Jeffrey K. Clark
Mr. Andrew S. Doctoroff
Mr. & Mrs. Vincent G. Dow

Mr. & Mrs. Frank Genovese
Mr. & Mrs. Ned W. Greenberg
Mrs. Lauraine Hoensheid
Mr. & Mrs. Gerald Israel
Mr. & Mrs. Russell Kittleson
Mr. & Mrs. Robert McGowan
Mr. Irving Nusbaum
Ms. Vivian Pickard
Mr. Neal Rubin & Ms. Marcy Hayes
Mr. & Mrs. Robert Ruddy
Mr. Bernie Smilovitz
Mr. William Winkler

CORPORATIONS & FOUNDATIONS

Acheson Family Foundation
Ally
Americana Foundation, Inc.
Art Van Furniture, Inc.
Baker Tilly Virchow Krause, LLP
Mandell L. & Madeleine H. Berman Foundation
Birmingham Bloomfield Chamber of Commerce
Blue Earth Foundation, Inc.
Bona Venture LLC
Bordine Nursery
The Bottle Crew
Brighton NC Machine Corporation
Charter One Foundation
Community Foundation for Southeast Michigan
CSO, Inc.
Deloitte
DeRoy Testamentary Foundation
DTE Energy Foundation
2011 PRESIDENT’S TABLE DONORS

Enterprise Holding Foundation
Epoch Restaurant Group
Ford Motor Company Fund
Ford Purchasing Group
The Leona M. & Harry B. Helmsley Charitable Trust
Hiller Incorporated
The Holley Foundation
The Huntington National Bank
W.K. Kellogg Foundation
The Kroger Company
Livingston County United Way
The Livingston District Dental Association
Matt Prentice Restaurant Group
Max M. & Marjorie S. Fisher Foundation
MAZON
The Mopper Childrens Fund
The June & Cecil McDole Foundation
Carl & Irene Morath Foundation
Peterson Family Foundation
Pinckney Community Schools
Plex Systems, Inc
PNC Foundation
Rent-A-Center, Inc.
Russell Street Deli
The Elizabeth, Allan & Warren Shelden Fund
The Skillman Foundation
The Somerset Collection
Joshua and Eunice Stone Foundation
Target
Trinity Health
Turri’s Italian Foods, Inc.
United Way for Southeastern Michigan
Doris & Norma Van Gorp Foundation
Walmart Foundation
Wayne & Joan Webber Foundation
WDIV/TV 4
Weingartz Family Foundation
WJBF Fox 2
The Young Foundation

Mr. Dana M. Lokenskar and Ms. Christine Beck
Mr. and Mrs. Eugene A. Miller
Dulcie and Norman Rosenfeld
Mr. and Mrs. Donald Slotkin
Mr. and Mrs. Wayne Webber
Donna and Walt Young

FOOD DONORS

Achatz Pie Company
Andrew Brothers
Archway Marketing Services
Artic Cold Storage
Atlas Wholesale Foods
Aunt Mid Produce/Fresh Pak Inc
Awrey Bakery
Banana Jack’s Fresh Market
Better Made
Big Lots #102
Breadsmith
Capital Sales
Caramagno Foods
Christina’s Helping Hands/Buffosis
Coosman’s Produce
Costco, Store #786
Country Fresh
CVS Sales, Inc.
Domino’s Pizza
Door to Door Organics
DTE Energy Garden
Entenmann’s
Ernst Hotel Supply Co.
Frito Lay
Garden Fresh Salsa
Gordon Food Service
Grand Traverse Pie Company
Hiller’s Supermarkets
Intrastate Distributors, Inc.
Jerusalem Foods
Kar Nut Products Co.
Keebler
Knickerbocker Bakery
Kraft/Nabisco
Kroger
Lipari Foods
Mastronardi Produce/SUNSET®
Michigan Dairy
MucciPac
Pellerito Foods, Inc.
Pepperidge Farm Outlet

Pepsi Cola
Pierino Frozen Foods
Ram Produce
Rite Aid Drugs Distribution Center
Rocky Produce
Royal Banana
Ruhlig Farms
Save-A-Lot
Serra Brothers
St. Patrick’s Church and School
Standard Wholesale
Sysco Food Services
Target Stores
Thomas Produce
Tom Maceri & Son
Value Wholesale
Walmart Stores Inc.
Whole Foods

FOOD DRIVES

Boy Scouts of America
DMC Children’s Hospital - Cereal Drive
Faurecia
Fill the Gazebo - Livingston County Association of Realtors
Fluor Constructors
National Association of Letter Carriers
WDVD/93.1 Doug & MJR Theatres – Canned Film Festival

STATE & FEDERAL AGENCIES

Feeding America
Food Bank Council of Michigan
Michigan Department of Education / USDA / TEFAP
**LAST YEAR**, Gleaners distributed the equivalent of **2,923,076 more meals** throughout southeast Michigan. No matter where you live, there are people nearby who struggle with hunger:

<table>
<thead>
<tr>
<th>COUNTIES</th>
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<tbody>
<tr>
<td><strong>LIVINGSTON</strong></td>
</tr>
<tr>
<td><strong>OAKLAND</strong></td>
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<tr>
<td><strong>MACOMB</strong></td>
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<tr>
<td><strong>WAYNE</strong></td>
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<tr>
<td><strong>MONROE</strong></td>
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</tbody>
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Population and poverty data from 2008–2010 Community Survey (U.S. Census Bureau)

*Our largest partner in Monroe, the Monroe County Opportunity Program, lost approximately half of its funding from FEMA, which resulted in a significant drop in the amount of food available to distribute in the county. We anticipate that food distribution will rise again this year, when MCOP opens a new client choice pantry.*
2011 HIGHLIGHTS

- DISTRIBUTED A RECORD AMOUNT OF FOOD to our hungry neighbors – more than 40.4 million pounds – a 3.8 million pound increase over 2010.

- ENGAGED 30,992 VOLUNTEERS who contributed 97,000 hours of service.

- INVOLVED 577 PARTNER AGENCIES in reaching 552,534 children, seniors, disabled people, working families, and other individuals with emergency food and personal care items. Gleaners and its partner agencies helped approximately 50,000 more individuals than last year.

- PROVIDED FRESH FRUITS AND VEGETABLES through the Fresh Food Share program to 1,673 families living in Detroit neighborhoods where access to healthy food and fresh produce can be challenging.

- PROVIDED FOOD FOR THE WEEKEND BACKPACKS, comprised of food to supply at least six balanced meals, to 21,456 children whose families are struggling to afford groceries.

- DISTRIBUTED 7.9 MILLION POUNDS OF FRESH PRODUCE in our ongoing effort to provide the highest nutritional quality of food possible.

- DELIVERED 169,620 NUTRITIOUS SNACKS PER MONTH to elementary schools through the Smart Bites program, so that hungry students would have something to eat before school or as between-meal snacks.

- MAINTAINED A FOUR-STAR RATING – the highest possible – from Charity Navigator (an independent evaluator of the nation’s largest nonprofits) for the fourth year in a row.

- DEDICATED 94 CENTS OF EVERY DOLLAR to food distribution and nutrition programs, with only 6 cents of every dollar spent on administration and fund raising.

- RECOGNIZED BY THE DETROIT FREE PRESS as a Michigan “Top 100 Workplace” in the small business category for the second year in a row.

GLEANERS DISTRIBUTION CENTERS:

- Gleaners Detroit Headquarters & Distribution Center
  2131 Beaufait St., Detroit

- Gleaners Livingston County Distribution Center
  5924 Sterling Dr., Howell

- Gleaners Oakland County Distribution Center
  120 E. Columbia Ave., Pontiac

- Gleaners Taylor Distribution Center
  25698 Northline Rd., Taylor

- Gleaners Joan & Wayne Webber Distribution Center
  24162 Mound Rd., Warren