



2012 Annual Report

FISCAL YEAR ENDING SEPTEMBER 30, 2012

Gleaners Community Food Bank, with broad community support, fights hunger in southeastern Michigan. In collaboration with our member agencies, the Feeding America network, and our program partners, we provide millions of pounds of donated and purchased food to people in need. In so doing, Gleaners is committed to distributing high quality food. Through education and advocacy, we will reduce reliance on the emergency food system. Gleaners adopts best practices and cost effective systems and procedures to achieve the highest possible return on its human and financial resources. Gleaners fulfills its role with a sense of compassion and urgency while nourishing, sustaining and advancing hope in our community.



A MESSAGE FROM BOARD CHAIR WALT YOUNG

For the past eight years, I have had the privilege of serving on the board of Gleaners during one of the biggest periods of growth in the organization's history. I am honored to be the new chair of the board, working with my fellow board members on the vitally important mission of feeding our hungry neighbors.

It is an exciting time to be leading what is, according to *Crain's Detroit Business*, the eighth largest nonprofit organization in southeast Michigan and, according to the *Detroit Free Press*, a Top Workplace in Michigan and nationally. All this while providing the food for over 100,000 meals PER DAY for hungry families in our communities!

I'd like to share a few other accomplishments with you that illustrate the quality with which Gleaners carries out its mission:

- **Last fall, Gleaners received a "superior" rating from AIB International**, an organization that inspects food handlers and producers. A superior rating means Gleaners has attained the highest standards of safety, cleanliness and sanitary conditions for a food company. We are the first food bank in Michigan, and one of only 9 food banks out of more than 200 across the country, that have achieved this coveted rating.
- **Gleaners also became the largest franchisee of Share our Strength's Cooking Matters™**, a highly effective nutrition education and cooking skills program that helps people with limited funds for food eat better for less money. Last year, Gleaners graduated 2,195 people from the program — more than any other Cooking Matters™ provider in the country. With every graduate saving an average of \$1,300 per year at the grocery store, this amounts to \$2.8 million in savings for low-income households in southeast Michigan.
- **Gleaners has also been very effective at engaging the community in tackling hunger in our region.** Through Web site and e-newsletters, a volunteer Speakers Bureau (of which I am a member), community events, and regular outreach to the media, Gleaners motivates thousands of individuals every month to

take action against hunger through volunteering, donating or holding a food drive. These outreach efforts received national attention this fall, when Gleaners was chosen from among 40,000 nonprofit organizations to receive a top award from Blackbaud for excellence in marketing communications.



The Annual Report included in this edition of Harvest has some other important information that you, as a supporter of this great cause, would be proud to read about. These honors and achievements speak not only to the hard work and dedication of the staff and board, but also to the care and pride we take in everything we do. I am proud of the Gleaners team, and I hope you, too, are proud to support their work. Together with you, and with our 38,000 volunteers and 50,000 donors, we are excited to continue to strive to make our communities hunger free. Thank you for your support.

A handwritten signature in black ink that reads "Walt Young". The signature is fluid and cursive.

Walt Young, *Board Chair*



FINANCIAL SUMMARY

IN KIND (FOOD)	2011-2012	2010-2011
Donated Food Revenue <i>(cash value)</i>	\$43,439,683	\$49,676,937
Donated Food Distributed <i>(cash value)</i>	\$45,045,839	\$52,059,747
Net Donated Food	\$(1,606,156)	\$(2,382,810)

MEALS*	2011-2012	2010-2011
Meals Distributed	38,946,543	33,722,500
Meals per day	106,703	92,390
Meals per week	746,921	646,733
Meals per month	3,201,090	2,771,700

*Based on the most recent meals per pound equivalent determined by the USDA

CASH REVENUE	2011-2012	2010-2011
Donations	\$12,380,502	\$13,049,319
Grants, United Way & Other	\$1,858,876	\$2,404,697
Purchased Food Reimbursements	\$4,346,551	\$3,753,313
Agency Shared Maintenance	\$819,629	\$1,105,412
Donated Building	\$0	\$1,700,000
TOTAL REVENUE	\$19,405,558	\$22,012,741

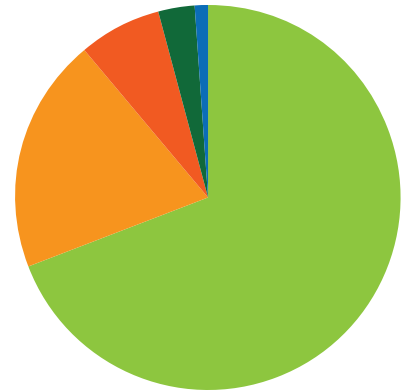
1.3% Agency Shared Maintenance

3% Grants, United Way & Other

7% Purchased Food Reimbursement

19.7% Cash Donations

69% Donated Food

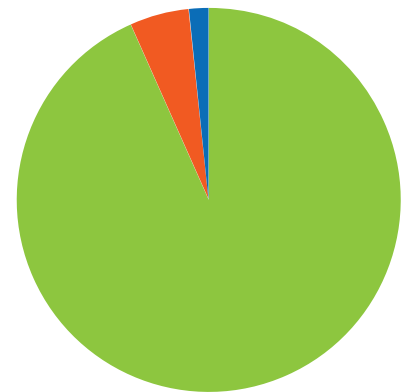


CASH EXPENSES	2011-2012	2010-2011
Purchased Food	\$8,260,441	\$5,288,969
Food Programs & Outreach	\$11,491,041	\$8,474,128
Fund Raising	\$3,553,754	\$3,252,873
Administration	\$1,267,896	\$1,338,047
TOTAL EXPENSES	\$24,573,132	\$18,354,017

1.8% Management

5.2% Fundraising

93% Food* & Outreach



*includes donated food

93% Efficiency for Feeding Hungry Neighbors

THANK YOU DONORS: MAJOR GIVERS RECOGNIZED ON GLEANERS' WEBSITE

Every donation matters! Gleaners thanks each donor who contributed between October 1, 2011, and September 30, 2012. Your donations allowed us to feed nearly 635,000 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 558 partner agencies in five southeast Michigan counties. These food pantries, soup kitchens, shelters, schools 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.

2012 PRESIDENT'S TABLE

Gleaners 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 solve hunger in our region.

On November 8, 2012, Gleaners hosted the annual President's Dinner at our Detroit Headquarters &

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.

Distribution Center to honor these dedicated women and men. 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

Frank & Maria Angileri
Shirley Barton
David & Cherie Bazy
Jack & Jeanette Berry

Joe & Patricia Berwanger
Betty Blazok
Gerry & Katie Brisson
Jack and Heide Clausnitzer
Edsel & Cynthia Ford
Frank & Cathy Genovese
Ned & Elisa Greenberg
Marcy Hayes & Neal Rubin
Heather Hunt-Ruddy & Robert Ruddy
Frank Jerneycic
Russell & Kate Kittleson
Bob McGowan & Barbara Hamilton
William Rands
Bernie Smilovitz
The Weingartz Family

FOUNDATIONS & CORPORATIONS

Ally
Assistance League of Michigan
Baker Tilly
Bank of America
Benson & Edith Ford Fund
Bona Venture, LLC
Bordine Nursery
Brighton NC Machine Corporation
Charter One Foundation
Cisco
Comerica Bank
Community Foundation
for Southeast Michigan

2011 PRESIDENT'S TABLE DONORS

Deloitte
 Detroit Public Schools Foundation
 DTE Energy Foundation
 Enterprise Holding Foundation
 Epoch Hospitality Group
 Estate of Pauline Ann Regna
 First Presbyterian Church of Brighton
 Flagstar Bank
 Ford Motor Company Fund
 Ford Purchasing Group
 General Motors Foundation
 Gordon Food Service
 Goldman, Sachs & Co.
 Ilitch Holdings, Inc.
 John A. Bott Charitable
 Remainder Unitrust #1
 Joshua and Eunice Stone Foundation
 The Kroger Company
 L & M Machining & Manufacturing
 Livingston County United Way
 Livingston District Dental Association
 Mandell L. & Madeleine H. Berman
 Foundation
 Matt Prentice, A Culinary Experience
 Max M. & Marjorie S. Fisher
 Foundation
 MAZON, A Jewish Response to Hunger
 Plex Systems, Inc.
 PNC Foundation
 Rent-A-Center, Inc.
 Rose & Lawrence C. Page Sr. Family
 Charitable Foundation
 Sodexo
 Target
 The Allstate Foundation
 The Coca Cola Company
 The Bottle Crew
 The Chrysler Foundation
 The Elizabeth, Allan and
 Warren Shelden Fund
 The Helen L. Kay Charitable
 Private Foundation
 The Holley Foundation
 The Huntington Bank
 The June & Cecil McDole Foundation
 The Kroger Foundation
 The Rhoda Burke Andrews Foundation

The Skillman Foundation
 The Suburban Collection
 The TUKTAWA Foundation
 The Young Foundation
 Trinity Health
 United Way for Southeastern Michigan
 Valero Energy Corporation
 VARIETY
 W.K. Kellogg Foundation
 Walmart Foundation
 Wayne & Joan Webber Foundation
 WDIV TV 4
 Wells Fargo Advisors
 WHMI-FM 93.5
 Wisne Charitable Foundation
 WJBK Fox 2
 104.3 WOMC

FOOD DONORS

Andrew Brothers
 Arctic Cold Storage
 Bektrom Foods
 Blake's Orchard & Cider Mill
 Bug Juice International
 Capital Sales
 Caramagno Foods
 Carolina Logistics Services
 Christina's Helping Hands/Baffo's
 Cooseman's Produce
 Costco
 Country Fresh
 CVS Sales, Inc.
 D&B Grocers
 Door to Door Organics
 DTE Energy Garden
 G&A Lincoln Park
 Garden Fresh Salsa
 Great Lakes Frozen
 & Dairy Distributors
 Hiller's Supermarkets
 Intrastate Distributors, Inc.
 Jerusalem Foods
 Kar Nut Products Co.
 Knickerbocker Bakery
 Kraft/Nabisco

Liberty Wholesale
 Lipari Foods
 Mastronardi Produce/SUNSET®
 Meijer
 Michigan Dairy
 Michigan Desserts
 Northridge Church
 Oliver Farms
 Pepsi Bottling Group
 Pepsi Cola
 Pierino Frozen Foods
 Ram Produce
 Rite Aid Drugs Distribution Center
 Royal Banana
 Ruhlig Farms
 Save-A-Lot
 Serra Brothers
 St. Patrick's Church and School
 Tom Maceri & Son
 Turri's Italian Foods, Inc.
 Walmart Stores, Inc.
 Whole Foods Market

FOOD DRIVES

Art Van
 Boy Scouts of America
 Brother Rice & Cranbrook Schools
 Chrysler Group LLC
 Chubb Insurance
 DMC Children's Hospital - Cereal Drive
 Faurecia
 Fill the Gazebo - Livingston County
 Association of Realtors
 Hornung Elementary, Brighton
 Maltby Intermediate School, Brighton
 National Association of Postal Carriers
 Rick Young, Mountain of Food
 WDVD 93.1 Doug FM & MJR Theatres
 – Canned Film Festival
 Zombie Walk

STATE & FEDERAL AGENCIES

Feeding America
 Food Bank Council of Michigan

UNITED THROUGH GIVING

The Stone Family Foundation Helps Fight Hunger in Detroit, Chicago and Sarasota

In the Jewish community, the obligation to do good deeds (“Mitzvahs”) is part of the fabric of many families. This is very much the case in the Stone family and was the impetus for Joshua and Eunice Stone to establish a family foundation through their estate plan. Their goal was for their daughters to direct the family foundation as a generational continuation of their philanthropic lives. Along with each of their spouses, Marcy Klein, Gwen Weiner and Carol DePaul are generous supporters to a variety of causes. As sisters and sole trustees, they found the process of making gift decisions together to be extremely satisfying and enriching to their lives.

It was agreed that the basic need of sustenance is paramount, especially at this point in time. The importance of feeding the bodies of the young is vital, as they will grow to be the leaders of tomorrow. They were unanimous in the decision to make gifts to local food banks in the cities where they

live: Detroit, Chicago and Sarasota. The Detroit gift was given to **Gleaners Community Food Bank of Southeastern Michigan** to help fund the Hunger Free Summer Campaign, which provided summer meals to children in low-income neighborhoods. The Sarasota gift was given to **All Faiths Food Bank of Sarasota** and was used to support the Backpack program, which provides nutritional support for school-aged children over the weekend. The Chicago gift was divided between the **Greater Chicago Food Depository** directed to the **Community Kitchen Program**, which provides food service and job training to unemployed and underemployed adults, and **Care for Real**, a local food pantry. The sisters were delighted that the food banks were able to find matching programs that doubled the impact of the gifts.

In directing the foundation’s gifts, Marcy, Gwen and Carol have found great joy and pride in carrying on the legacy of their parents.



2012 HIGHLIGHTS

46,735,852

pounds of food distributed to our hungry neighbors.

38,800

volunteers supported Gleaners mission, contributing a total of 108,463 hours of service.

Four-Star

Rating — the highest possible — received from Charity Navigator (an independent evaluator of the nation's largest nonprofits) for the fifth year in a row.

15,689,986

pounds of fresh produce distributed in our ongoing effort to provide the highest quality of food possible.

558

partner agencies engaged to reach 634,800 children, seniors, working families and other individuals with emergency food and personal care items.

Top

Workplace. Recognized for the third year in a row by the *Detroit Free Press* as a great place to work, as well as being an effective organization.

260,999

children reached — nearly three times more than last year — through programs such as School Mobile Pantries, Smart Bites, BackPacks, and Kids Helping Kids.

\$2,853,500

saved each year by the 2,195 families who graduated from Gleaners' Cooking Matters™ classes in 2012.

Best

Multichannel Campaign awarded by Blackbaud for Gleaners efforts to get the word out about hunger in southeast Michigan through our Double Your Donation Day campaigns.

93

cents of every dollar dedicated to feeding hungry neighbors. Only 7 cents per dollar spent on administration and fund raising.

2,770

families access fresh, affordable produce grown by local farmers through the Fresh Food Share program.

Superior

Rating received for our food safety practices from AIB International. Gleaners is one of only nine food banks in the country to receive a superior rating!



2012 Annual Report

NOURISHING COMMUNITIES BY FEEDING HUNGRY PEOPLE

Gleaners Community Food Bank
of Southeastern Michigan

2131 Beaufait St. | Detroit, MI 48207-3410

Phone 313-923-3535 or 1-866-GLEANER

Fax 313-923-2247 | www.gcfb.org

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