2010 Annual Report
FISCAL YEAR ENDING SEPTEMBER 30, 2010
On behalf of Gleaners Community Food Bank’s board of directors, I am honored to share some highlights from our fiscal year ending September 30, 2010.

First, we achieved significant growth in food distribution, supplying 5.9 million additional pounds of emergency food to our hungry neighbors, for a total of 36.7 million pounds. That’s a remarkable 150 more trailer loads full of food than last year. I especially congratulate our warehouse personnel and truck drivers, who are dedicated to getting food out quickly and efficiently so that area families can have the nourishment they need to live healthy and productive lives.

Second, we expanded our partner network by 17 agencies last year and now provide food to 484 soup kitchens, food pantries, shelters, senior centers and youth programs throughout Wayne, Oakland, Macomb, Monroe and Livingston counties. The staff members and volunteers at these organizations see the faces of hunger every day, and I appreciate their unwavering dedication.

Third, we have managed to grow and increase our food distribution while remaining fiscally responsible and financially sound. For a number of years running, we have operated with a “break even” budget, despite the struggling economy and challenging fundraising environment. In fact, over the past year, Gleaners has increased staffing and added services to address the mounting demand for food, while also expanding nutrition education and other programs that help family food budgets stretch further while providing more healthful meals.

We now have the first quarter of our newly adopted three-year strategic plan behind us. This plan calls for even more growth – a 57 percent increase in the amount of meals distributed by 2013. With our strong volunteer and staff leadership, and with your continued support, we are ready for the challenge.

Thank you for continuing to help Gleaners nourish communities while feeding hungry people.

Michael Acheson
Board Chair

Members of the Nourishing Hope Team have made multiyear pledges of financial support to help Gleaners meet the growing need for emergency food in southeast Michigan. We are grateful to the following individuals and businesses who have joined the Nourishing Hope Team since its founding in 2009. If you are interested in becoming part of the Team, please contact Anne Schenk at aschenk@gcfb.org.

Frank and Maria Angileri
Mr. Mouhib Ayass
Mr. Ed Bahoura
Mr. John Bentley
Paul and Marianne Brakora
Ms. Colleen J. Burcar and
Mr. Bryan Becker
Mr. and Mrs. Andy Doctoroff
Ms. Sarah M. Earley
First Recovery Group
Ms. Susan Davies Goepp
Ned and Elisa Greenberg
Mr. G. Gunn and
Ms. Joan Dennehy
Mr. Harvey Hohauser
Mr. Joseph Hoyt
Ms. Heather Hunt-Ruddy and
Mr. Robert Ruddy
Mr. and Mrs. Gary Johnson
Mr. and Mrs. Rich Lewnau
Mr. and Mrs. Keith B. Mayer
Ms. Karen Mazo
Mr. and Mrs. Thomas J. Murphy
Dr. Darlene M. Ottolini and
Mr. Paul Ottolini
Mr. and Mrs. Wes Van Houten
Mr. Timothy Broderick
Mrs. Debbie DeCook
Mr. John Dziurgot
Mr. and Mrs. Brett Healy
Jim and Ann Marie Hitchcock
Mr. and Mrs. Todd Hoyt
Ms. Cynthia A. Lanzen
Moreland Consulting Services
Mr. Jon Regnier
Ms. Anne Schenk
Ms. Carol Segel
Mr. and Mrs. Vincent J. Viola
W. DeWayne Wells
WHOO U R Upscale Resale
for a Cause
FINANCIAL SUMMARY

**REVENUE**

<table>
<thead>
<tr>
<th></th>
<th>2009–10</th>
<th>2008–09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Food</td>
<td>$55,514,775</td>
<td>$55,637,205</td>
</tr>
<tr>
<td>Cash Donations</td>
<td>$8,757,390</td>
<td>$6,776,947</td>
</tr>
<tr>
<td>Grants</td>
<td>$2,821,138</td>
<td>$3,219,559</td>
</tr>
<tr>
<td>Purchased Food Reimbursement</td>
<td>$3,582,707</td>
<td>$3,213,817</td>
</tr>
<tr>
<td>Agency Shared Maintenance</td>
<td>$1,191,359</td>
<td>$1,076,057</td>
</tr>
<tr>
<td>Other</td>
<td>$858,246</td>
<td>$821,105</td>
</tr>
<tr>
<td>United Way</td>
<td>$698,681</td>
<td>$375,715</td>
</tr>
<tr>
<td>Investment Income</td>
<td>$2,258</td>
<td>$2,116</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$73,426,554</strong></td>
<td><strong>$71,122,521</strong></td>
</tr>
</tbody>
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**EXPENSES**

<table>
<thead>
<tr>
<th></th>
<th>2009–10</th>
<th>2008–09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food and Outreach</td>
<td>$67,113,047</td>
<td>$63,645,510</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$2,225,387</td>
<td>$2,087,725</td>
</tr>
<tr>
<td>Management</td>
<td>$912,738</td>
<td>$689,513</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$70,251,172</strong></td>
<td><strong>$66,422,748</strong></td>
</tr>
<tr>
<td>PENSION-RELATED</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CHANGES EXPENSE</td>
<td>$180,380</td>
<td>$109,824</td>
</tr>
<tr>
<td><strong>EXCESS REVENUE</strong></td>
<td>$2,995,002</td>
<td>$4,589,949</td>
</tr>
<tr>
<td><strong>OVER EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**EFFICIENCY**

<table>
<thead>
<tr>
<th></th>
<th>2009–10</th>
<th>2008–09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meals Distributed</td>
<td>28,231,695</td>
<td>24,294,464</td>
</tr>
<tr>
<td>Meals per day</td>
<td>77,347</td>
<td>66,560</td>
</tr>
<tr>
<td>Meals per week</td>
<td>542,917</td>
<td>467,201</td>
</tr>
<tr>
<td>Meals per month</td>
<td>2,352,641</td>
<td>2,024,538</td>
</tr>
</tbody>
</table>

*Efficiency 95.5% 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, 2009, and September 30, 2010. Your donations allowed us to feed more than 456,000 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 484 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.

PRESIDENT’S TABLE

Each year, Gleaners honors its most generous supporters with a seat at the President’s Table. Our guests include food companies that have donated thousands of pounds of food, from fresh produce to dry goods; foundations and corporations that have awarded significant grant dollars; and individuals who have provided major financial support or volunteer time to make sure their neighbors have enough to eat.

Gleaners is indebted to these generous individuals and organizations that fuel our mission through their major contributions. With their support, we were able to increase food distribution last year by 19 percent.

Our annual President’s Table Dinner was held on November 11, 2010, at Gleaners Detroit Headquarters and Distribution Center. Dinner was catered by Capuchin Soup Kitchen, using food similar to what we distribute to our partner agencies. The evening included special recognition of 22 individual and corporate volunteers, including awards to Barbara Thomas for individual volunteer hours, to Deloitte for corporate volunteer hours, and to JVS for 18 years of continuous volunteering. Gene Gonya, Gleaners’ founder and past president (1977-1998), was in attendance, along with former president and current board member Rick Loewenstein (1998-2002).

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. and Mrs. Michael Acheson
Mr. and Mrs. Frank A. Angileri
Mr. Ed Bahoura
Ms. Sharon Banks
Ms. Shirley Barton
Mr. and Mrs. Jack L. Berry
Pat and Joe Berwanger

Dr. Fredric Bonine
Mr. and Mrs. Gerald F. Brisson
Ms. Velva Clark
Mr. and Mrs. Jack R. Clausnitzer
Mr. Vincent G. Dow
Mr. and Mrs. Frank Genovese
Mr. Paul Glantz
Mr. Charles Graham
Mr. and Mrs. Ned W. Greenberg
Ms. Lenora Hardy-Foster
Mr. Curtis Hertel
Mrs. Lauraine A. Hoensheid
Mr. and Mrs. Joel E. Jacob
Mr. James Jenkins
Mr. Russel Kittleson
Ms. Judith Fertel Layne
Mr. Steve Lawson

Ms. Lisa Lis
Mr. Kenneth E. Marblestone
Mr. Keith B. Mayer
Mr. Bob McGowan
Mr. and Mrs. Thomas A. McKenty
Ms. Alice Miles
Mr. Macauley Nash
Mr. Roy Neslar
Ms. Erica Perelman & Mr. David Jaffe
Ms. Vivian Pickard
Ms. Sandy Radke-Gerkin
Mr. Lorenzo Rivera
Dulcie and Norman Rosenfeld
Ms. Nancy A. Rosso
Mr. Neal Rubin & Ms. Marcy Hayes
Norman & Catherine Schmitt
Ms. Edith Scott
2010 PRESIDENT’S TABLE DONORS

Mr. Bernie Smilovitz
Brother Jerry Smith
Ms. Denise Starr
Mr. Kevin Stephens
Ms. Ruth Stephens-Collins
Mr. Kevin Trombley
Mr. Dave R. VanderPloeg
Wayne and Joan Webber
Ms. Pat Weber
W. DeWayne Wells
Mr. and Mrs. William G. Westrick
Mr. James Williams
Mr. William M. Winkler
Mr. Howard Zoller

COURPORA TIONS & FOuncATIONS

Acheson Family Foundation
Ally
Americana Foundation
Mandell L. and Madeleine H. Berman Foundation
Birmingham Bloomfield Chamber of Commerce
Bona-Venture L3C
Bordine Nursery
The Bottle Crew
Brighton NC Machine Corp.
Charter One
Cisco Systems
Community Foundation for Southeast Michigan
Cornerstone Presbyterian Church, Brighton Cranbrook Educational Community
CSO Inc.
Deloitte
Detroit Chapter of the International Order of the Kings Daughters and Sons
DeRoy Testamentary Foundation
DTE Energy Foundation
Epoch Restaurant Group
Federal Emergency Management Agency
Feeding America
Filmer Memorial Charitable Trust
First Presbyterian Church of Birmingham
First Presbyterian Church of Brighton
Max M. & Marjorie S. Fisher Foundation
Food Bank Council of Michigan
Benson & Edith Ford Fund
Ford Motor Company Fund
Ford Purchasing Group
General Motors Foundation
Grainger
Hearts of Livonia
Leona M. & Harry B. Helmsley Charitable Trust
Clarence and Jack Himmel Foundation
The Holley Foundation
Huntington National Bank
Albert Kahn Associates Inc.
Helen L. Kay Charitable Private Foundation
W.K. Kellogg Foundation
The Kresge Foundation
The Kroger Co.
L&M Machining & Manufacturing
Livingston County Association of Realtors
Livingston County United Way
Livingston District Dental Association
Oliver Dewey Marcks Foundation
Mascot Corp.
MAZON
The Ruby McCoy Foundation
June & Cecil McDole Foundation
McGregor Fund
Carl and Irene Morath Foundation
OHorizons Foundation
Omron Foundation Inc.
Palace Sports & Entertainment
The Pampered Chef, Ltd.
Philip Morris International Inc.
Pinekney Community Schools
Pinekney Empty Bowls
PNC Foundation
Rent-A-Center Inc.
Russell Street Deli
The Elizabeth, Allan and Warren Shelden Fund
The Skillman Foundation
Somerset Collection
St. Joseph Mercy Health System
Target
U.S. Department of Agriculture
United Way for Southeastern Michigan
Walmart
Wayne & Joan Webber Foundation
WDIV Local 4
Wells Fargo Advisors
Matilda R. Wilson Fund
WJBK Fox 2
The Young Foundation

FOOD DONORS

Alexander & Hormung/Butcher Boy
Andrew Brothers
Archway Marketing Services
Aunt Mid’s Produce Co.
Awerey Bakeries
Better Made
Big Lots
Breadsmith
Boy Scouts of America Great Lakes Council
Buffo’s Enterprises
Capuchin Soup Kitchen
Caramagno Foods
Coosemans Detroit
Costco
Country Fresh
CVS
Detroit Rescue Mission Ministries
DTE Energy
Entenmann’s
Food Bank Council of Michigan
Frito-Lay, Inc.
Garden Fresh Gourmet
Gordon Food Service
Intrastate Distributors, Inc.
Jerusalem Foods
Kar Nut Products
Kraft/Nabisco
The Kroger Co.
Lipari Foods
Mastronardi/Sunset Produce
Michigan Department of Education
Michigan Department of Human Services
National Association of Letter Carriers
Oliver Farms
Pepperidge Farm
Pepsi Bottling Group
Pepsi-Cola
Ram Produce
Royal Banana
Save-A-Lot
Serra Brothers
Spartan Stores Inc.
St. Patrick’s Church and School
Target
The Family Mission
Tom Maceri & Son
Turri’s Italian Foods Inc.
Tyson
Value Wholesale
Walmart Stores Inc.
Whole Foods Market

LEGACY DONORS

Mr. and Mrs. Michael Acheson
Community Foundation for Southeast Michigan
Mr. Gene Gonya
Mr. Jack Krasula
Mr. Dana M. Leciniskar 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
DEMAND FOR FOOD and actual food distribution increased in every county in southeast Michigan last year. Here's a look at poverty statistics in each county and how Gleaners reached those in need.

**COUNTIES**

<table>
<thead>
<tr>
<th>COUNTY</th>
<th>LIVINGSTON</th>
<th>OAKLAND</th>
<th>MACOMB</th>
<th>WAYNE</th>
<th>MONROE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>5% more meals provided than last year</td>
<td>29% more meals provided than last year</td>
<td>65% more meals provided than last year</td>
<td>13% more meals provided than last year</td>
<td>31% more meals provided than last year</td>
</tr>
<tr>
<td>2</td>
<td>13,550 people living below poverty</td>
<td>116,934 people living below poverty</td>
<td>90,625 people living below poverty</td>
<td>462,203 people living below poverty</td>
<td>16,493 people living below poverty</td>
</tr>
<tr>
<td>3</td>
<td>32,864 meals missed per day</td>
<td>216,391 meals missed per day</td>
<td>149,519 meals missed per day</td>
<td>350,987 meals missed per day</td>
<td>27,531 meals missed per day</td>
</tr>
<tr>
<td>4</td>
<td>Nearly 2 million pounds of food distributed</td>
<td>7.1 million pounds of food distributed</td>
<td>3.8 million pounds of food distributed</td>
<td>21.6 million pounds of food distributed</td>
<td>923,074 pounds of food distributed</td>
</tr>
<tr>
<td>5</td>
<td>19 partner agencies</td>
<td>113 partner agencies</td>
<td>33 partner agencies</td>
<td>307 partner agencies</td>
<td>12 partner agencies</td>
</tr>
</tbody>
</table>
2010 HIGHLIGHTS

• DISTRIBUTED a record amount of food to our hungry neighbors – 36.7 million pounds – a 5.9 million pound increase over 2009.

• ENGAGED 25,067 volunteers who contributed 86,801 hours of service.

• INVOLVED 484 partner agencies in reaching 456,640 children, seniors, disabled people, working families, and other individuals with emergency food and personal care items. Gleaners and its partner agencies helped 100,000 more individuals than last year.

• PROVIDED fresh fruits and vegetables through the Fresh Food Share program to 1,000 low-income families living in neighborhoods on Detroit’s east side.

• PROVIDED food-for-the-weekend BackPacks, comprised of food to supply at least six balanced meals, to 5,750 children whose families are struggling to afford groceries.

• DISTRIBUTED 5.8 million pounds of fresh produce in our ongoing effort to provide the highest nutritional quality of food possible.

• MAINTAINED a four-star rating – the highest possible – from Charity Navigator (an independent evaluator of the nation’s largest nonprofits).

• DEDICATED 96 cents of every dollar to food distribution and nutrition programs, with only 4 cents of every dollar spent on administration and fund raising.

• RECOGNIZED by the Detroit Free Press as a Michigan 2010 “Top Workplace” in the small business category.

GLEANERS THREE-YEAR STRATEGIC OVERVIEW

With demand for emergency food likely to remain at high levels for the foreseeable future, Gleaners is poised for the largest planned growth in the food bank’s 33-year history.

Under our 2010-2013 strategic plan, our goal is to increase the number of meals we distribute daily by **57 percent over the next three years.** We will do this by:

• GROWING our food distribution from 36 million to 50 million pounds, which will result in **30,500** additional healthful, nutritious meals per day

• INCREASING the number of Cooking Matters™ (formerly Operation Frontline) classes to enable participants to provide **11,300** more meals per day for themselves through learning about food budgeting, meal planning and nutrition

• EXPANDING SNAP (Supplemental Nutrition Assistance Program) outreach to help our neighbors obtain government assistance that will supply **2,750** more meals per day

• IMPROVING access to fruits and vegetables through the Fresh Food Share program, enabling neighbors who otherwise lack access to fresh produce to have **450** more meals per day.

Acknowledging that Gleaners alone cannot solve the hunger crisis in our community, we will ...

• COLLABORATE and share with other food providers to best help all involved

• PARTICIPATE in efforts that improve food systems in our region and in the nation

• RAISE awareness, funds, champions and efforts to end hunger in southeast Michigan.

*We need your help to achieve our ambitious goals and keep our community fed. Check out the Drive Out Hunger story on page 2 of the Winter 2011 Harvest (also online at www.gcfb.org) to learn how you can help.*
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

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 | admin@gcfb.org