

30 YEARS
HOOSIER HILLS FOOD



1982-2012
BANK

Over 30 million pounds of food in 30 years of service

Annual Report 2012





Thanks to all of our donors, supporters and volunteers. Without you none of what we do could be possible, with each hour volunteered and each donation received we are helping “take the hunger out of poverty” and you are the driving force behind that.

Original HHFB logo, circa 1982

Cover photos: Mayor Shawna Girgis (Bedford), Mayor Mark Kruzan (Bloomington), and Mayor Noel Harty (Loogootee) at HHFB 30th Anniversary Reception. Artwork by Herald Times artist, Joe Lee.

Hoosier Hills Food Bank, Inc.
Annual Report 2012

2333 West Industrial Park Drive
PO Box 697
Bloomington, Indiana 47402
(812) 334-8374
www.hhfoodbank.org

MISSION

Hoosier Hills Food Bank collects, stores, and distributes food to non-profit agencies feeding the low-income, ill and children in south central Indiana and works to educate the community about hunger.

Hoosier Hills Food Bank (HHFB) is a member of Feeding America; Feeding Indiana's Hungry (FIsh), and United Way of Monroe County.

BOARD OF DIRECTORS 2012

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Adrian Reid, Vice President
Chuck Cooksey, Treasurer
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Julio Alonso, Executive Director
Alex Barrett, Work Study Warehouse Asst.
Dan Bauccho, Repack Supervisor
Jake Bruner, Director of Development & Administration
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Dan Taylor, Assistant Director
Brad Williams, Food Rescue Driver—Meal Share Route
Emily Winter, Garden & Gleaning Program Coordinator
Marina Young, IU Advocate for Community Engagement



The following staff contributed to our work in 2012, but moved on to other pursuits: James Dean, Amanda Elliott, Molly McPherson, Kyle Nealy, Nicole Richardson, Allison Tegarden, Phil Wickerham, Josh Wolfe

Hoosier Hills Food Bank is an equal opportunity employer and provider.
Printed locally on 100% recycled paper.

Letter from Leadership

Dear Friends and Supporters,

2012 was a remarkable year for Hoosier Hills Food Bank and many of the details are presented in this Annual Report. We made progress on many organizational and programmatic fronts. We experienced great high points and disappointing lows. We celebrated the 30th anniversary of our founding and renewed our commitment to ending hunger.

Despite falling just short of our goal to distribute more food, we were able to sustain the huge loss of 400,000 pounds of federal commodities and provide over 3.1 million pounds of food to the communities we serve by working harder, thinking creatively and engaging our supporters. We were also able to distribute better food, increasing the level of fresh produce distributed by 64%.

These accomplishments were made possible in part by the dedicated efforts of a caring, compassionate and competent staff, board and network of partner agencies; but primarily by the support of a generous community. The donors of food, financial support and volunteer time are the true drivers of what we're able to achieve.

As such, we hold ourselves accountable to the communities that support us. This Annual Report is one way in which we provide you with a measure of our efforts. *Because this report coincides with the completion of our current three-year strategic plan, we've taken the additional step of including data from 2010-2011-2012 where possible along with notes in italics that provide references to the plan. It's not a comprehensive summary, but it provides a level of context for our goals and progress.*

But as much as we take seriously accountability, plans, assessments, audits, statistics and metrics, we continue to believe that the bottom line is always people. The most important measure of our humanity is how we treat other people. And allowing anyone to go hungry is not humane.

We're confident of the knowledge that the efforts you enable us to make have dramatic results on the quality of life for thousands of our neighbors. There are children taking home backpacks of food, senior citizens stretching fixed incomes with the help of a box of food, and working moms able to put fresh vegetables on their dinner tables because of the partnership between HHFB, our donors and our member agencies.

Thank you for your continued support and confidence these past 30 years and in 2012. The work of ending poverty and food security is complex and requires long run solutions. But people don't eat in the long run – they eat every day. Ending hunger is attainable but requires an everyday solution. Together, we provide that solution.

Sincerely,

Julio Alonso, Executive Director
Kevin R. Robling, President, Board of Directors

Hoosier Hills Food Bank Staff

November 2012



PROGRAMS & SERVICES

LOCAL FOOD RESCUE & DISTRIBUTION

Rescuing food that would otherwise be wasted and distributing it to agencies that serve people in need is the core of HHFB's mission. Each day our drivers visit more than 20 retail and wholesale donors in Bloomington, Bedford, Loogootee, Mitchell, Paoli, Shoals and West Baden to collect food, which is either brought back to the warehouse for distribution or direct disbursed to agencies in Monroe, Lawrence and Orange counties. In 2012, we created a new full-time "rural route" when 8 additional retail stores came on board including the Jay C and Food Ruler stores that are part of the Kroger family and the Spencer Walmart.



Our Meal Share prepared food rescue program driver also makes daily visits to dozens of Bloomington restaurants and catering businesses. Meal Share pickups involve several regularly scheduled daily donors, but also a substantial number of "call-ins" as donors notify us each day if they have food to be picked up.

Rescued food also comes to HHFB through our national partner, Feeding America. Through FA's "Choice System" we're able to bid on nationally donated food for which we pay transportation costs. We also share food with our fellow Indiana food banks through inter-affiliate transfers when one of us has more product than we need.

All this rescued food is combined with food from other sources (garden, purchase, USDA as described below) and distributed to our 93 member/partner agencies. Over the past several years we've been able to increase the amount of food we deliver, but most agencies still obtain their food by coming to HHFB to "shop." Our "shop-through" method allows agencies to choose from available food and select the specific items they want for their programs. It's an increasingly rare method, as most food banks have moved to pre-order systems, but it works for us and our partners.

In 2012, we placed special emphasis on increasing the amount of fresh produce available to our partner agencies and saw substantial results. Between retail donations, garden programs, and targeted purchasing, we distributed over 627,000 pounds of fresh produce, nearly a quarter million pounds more than in 2011.

The warehouse is a busy place each day as staff work to unload deliveries, load agencies and process them through the system as they obtain their products. Through our various methods, HHFB distributed 3,187,465 pounds of food in 2012.

Our 2010-2012 Strategic Plan called for increasing the number of food donors, overall levels of food distributed and food distributed in each county. More than a dozen regular retail donors have been added during that period; in 2012, reductions in federal commodities erased much progress, but overall food distribution increased in two of the three years, and four of six counties in our service area received more food in 2012 than 2010. To meet the strategic goal of increasing the nutritional value of food distributed, we placed special emphasis on fresh produce distribution with amazing results – As a percentage of total food distributed, fresh produced jumped from 12% to 20% in 2012. Enhanced produce acquisition efforts resulted in a 64% increase in the amount of fresh produced distributed.



GARDEN, GLEANING AND PLANT-A-RROW PROGRAMS

HHFB's Garden and Gleaning Program is an important part of our efforts to distribute more fresh food to our partner agencies and clients. Our garden at Strangers Hill Organics had its most successful year ever, bringing in almost 14,000 pounds of fresh, nutritious produce. 167 volunteers put in 711 hours helping plant, maintain and harvest the garden. Our gleaning program produced over 9,200 pounds of food, primarily from our strongest gleaning partner, Harriman Farms. Community donors to the Plant A Row for the Hungry program donated an additional 1,400 pounds of produce.

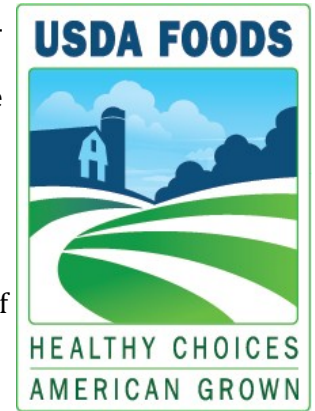
Our program coordinator also kept busy planning for the 2013 season, when our garden moves to Will Detmer Park in collaboration with Monroe County Parks and Recreation. We make the move with some sadness as our partners at SHO have been amazing and extremely generous. The new site provides for substantial improvements in our program, however. The park is significantly closer to the food bank itself, and important amenities like irrigation, deer fencing, and a compost area are in place. Cover crop was planted at the park in 2012 to begin the process of enriching the soil.

The 2010-2012 Strategic Plan included the development and expansion of the Garden Program as an element that would increase both the levels and nutritional value of food distributed. The program has contributed to both goals, raising 147% more food over the course of the three year plan.

USDA COMMODITY PROGRAMS

HHFB operates two commodity programs sponsored by the United States Department of Agriculture through the Indiana State Department of Health. These federal programs provide vital staple foods for our pantries and kitchens and for target vulnerable populations such as low-income senior citizens.

The Emergency Food Assistance Program (TEFAP) is a major source of staple foods for food pantries, soup kitchens and shelters. TEFAP provides basic items such as canned vegetables, fruit and meat; frozen meat; pasta and grains; beans; shelf-stable milk; and occasionally fresh produce. 34 HHFB partner agencies receive commodities through TEFAP. Unfortunately, the level of TEFAP declined dramatically in 2012, down by nearly 400,000 pounds. This loss had a devastating impact on pantries and on HHFB's ability to meet the continuing high need for food assistance.



The Commodity Supplemental Food Assistance Program (CSFP) is one of our two direct-service efforts. Each month, we provide 650 40 pound boxes of food to low-income senior citizens in Crawford, Martin and Orange counties. Volunteer groups pack the boxes and assist with distribution. CSFP provides each senior with important basic foods such as canned vegetables and fruit, pasta, cereal, peanut butter, beef stew, juice and cheese. CSFP is not a state-wide program and only two other food banks participate, covering about a dozen Hoosier counties. While unfortunately, the state of Indiana's CSFP caseload has been decreased, HHFB continues to have great success meeting our caseload and has been able to see increases based on performance.



FAMILIES FIRST MOBILE PANTRY

Our mobile food pantry is HHFB's second direct service effort and has seen continued growth. Each month, with the help of volunteers, HHFB staff deliver food to Bedford and Mitchell in Lawrence County. We set up a food distribution line that allows for client choice and provide a mix of purchased, USDA and donated products. We partner with the American Legion in Mitchell and for several years with the City of Bedford Parks Department. Unfortunately, our program in Bedford outgrew its location and with the help of many allies in the community, we moved our distribution site to Community Baptist Fellowship Church during the summer.

With one of the highest unemployment rates in the state, Lawrence County experiences a high level of need for food assistance and our mobile pantry program helps supplement the efforts of our partner agencies in the county. Mobile Pantry Bedford served an average of 129 households per month, up 10% from 2011, and Mobile Pantry Mitchell served an average of 140 households each month, up 21%. Together, these pantries served an average of more than 870 individuals each month.

HHFB began plans for expanding our mobile pantry program to underserved rural areas during 2012. With notification of a grant from the Orange County Commissioners Supporting Organization, we moved forward with efforts to add Orleans as a distribution site in 2013.

Families First Mobile Pantry is an important means of achieving our 2010-2012 Strategic Plan goal of increasing food distribution to rural counties. The percentage of food distributed to rural counties during the plan period increased from 43% to 50%.

OPERATIONS & SUPPORT

VOLUNTEER PROGRAM & SPECIAL EVENTS

HHFB's success relies on three critical community donations – food, money, and time. Our small staff could not possibly function without the support of a small army of volunteers. Simply put, volunteers are absolutely essential to the performance of our mission – and in 2012 they came through in spectacular fashion.

3,383 individuals volunteered for 7,709 hours at HHFB in 2012. That's a 17% increase in individuals and a 25% increase in hours over 2011. They came as groups and individuals, represented families, businesses, organizations, churches and student groups; and they worked in the warehouse, the office, on the board, in repack and at special events.

Most of those special events wouldn't happen without volunteers and the 2012 Soup Bowl was a prime example. Soup Bowl has become HHFB's single most important fundraiser and a signature community event. 2012 was another sellout with over 700 people crowding the Convention Center to enjoy soup and music and to take home the work of a local potter. The benefit generated over \$100,000.

Volunteers helped raise food and funds for us and performed tasks like packing senior food boxes and repacking and collecting food at events like Martin Luther King Day of Service, Comcast Cares Day, Bloomington 4th of July Parade, Homeward Bound Walk, Hoosier Hysteria, Crop Walk, Taste of Bloomington, IU Trick or Treat, and Canstruction.

Our Meal Share prepared food rescue program, CSFP senior box program and Garden and Gleaning program are especially volunteer driven. Those labor intensive efforts simply wouldn't exist without volunteer support. If we valued volunteers at the very conservative rate of minimum wage, their contributions of time would be worth nearly \$60,000 last year.

In part to honor those volunteers, we held our sixth annual Hunger Action Awards and Volunteer Reception at the IMU Tudor Room in June. Six individuals, donors and organizations were honored with 2012 Awards:

Bloomington Township
John Harl
Marsh
Tree of Life, a KeHe Company
Stinesville Elementary School
Attorney General Greg Zoeller

AGENCY RELATIONS

Our member agencies are among our most important partners. While HHFB does some direct service to clients, the vast majority of our food is distributed through food pantries, soup kitchens, youth programs and shelters who serve over 7,500 clients weekly. Five new agencies joined our roster in 2012: Backpacks of Blessings, Becky's Place, Loo-gootee United Methodist Church Pantry, Mercy Center, and Older Americans Services Corps.

45 agency monitoring visits were conducted in 2012 along with two agency surveys. On a 1-10 scale, agencies rated their satisfaction level with HHFB services at an average of 9.4. Communication was increased significantly through regular emails and all agency files were updated to ensure that proper documents and reports were on file.

Improving our emphasis on member agency relations was a key goal of the 2010-2012 Strategic Plan. The part-time Agency Relations Coordinator staff position was created in 2011 and most agency relations functions were consolidated into that dedicated role. Communications have improved, recordkeeping and monitoring are all up to date, and conferences and capacity building are part of our ongoing agenda.



FOOD SOURCING, DONORS & SUPPORT

Finding more food is our A#1 priority at Hoosier Hills Food Bank. We know that we can't fully meet the demand for food assistance but we work hard to provide as much as we possibly can. This requires a great deal of effort, creativity, and coordination. Food sources are in a constant state of ebb and flow from year to year – the 42% drop we saw in TEFAP commodities had a huge, devastating impact and we had to work much harder to make up for it. In the end, we fell a bit short, distributing less food than the year before for the first time in six years. Remarkably, the shortage was kept to 3% or 94,673 pounds despite the big hit we took on commodities.

We were able to come so close by employing a variety of strategies including expanded retail collection and more purchasing. In fact, we purchased 52% more food in 2012 – about 150,000 pounds more than the year before. Our drivers and vehicles logged 26% more miles in 2012 – almost 10,000 more miles than 2011. And our garden and gleaning efforts produced 18% more food.

But while we weren't able to distribute more food, we made great progress toward our goal of distributing better food. Our new cooler, installed at a cost of over \$65,000 and with generous grants from the Community Foundation of Bloomington and Monroe County, the Monroe County Council and the Owen County Council, enabled us to increase fresh produce distribution by 64%.

Expanding retail collections and purchasing involve significant costs and we also had to work to increase giving through donations and grants. Government grants (including administrative support for USDA programs) are important and while dithering in Washington meant we saw no Emergency Food & Shelter Program (EFSP) dollars in 2012, we did receive a Community Development Block Grant and support from the Indiana Department of Agriculture and the Neighborhood Assistance Program as well as local government support from the City of Bloomington, Monroe County Council, Owen County Council, Orange County Commissioners, and Perry, Bloomington and Van Buren Townships. Additional foundation support came from the Orange County Community Foundation and Lawrence County Community Foundation as well as many private sources.

A new supporter, Big Woods Brewing Company, hosted our first fundraising event in Brown County while friends in Bloomington continued their annual fundraising events for us at Sweet Grass Restaurant and Upland Brewing Company.

Food drives are always an important part of our food sourcing efforts and while the total raised through them decreased in 2012, many new and ongoing partners made spectacular efforts on our behalf. The Stamp Out Hunger food drive, a partnership with the National Association of Letter Carriers Branch 828 topped the list again and excitement surrounding the Indiana University Hoosiers helped boost the Hoosier Hysteria food drive to a substantial increase. Construction was solid in its second year and a new Walmart Fill the Truck food drive in Bloomington had great success. Friends at IU Orientation, MCCSC schools, Stinesville Elementary, IU Health Bloomington Hospital, Curves and the Monroe County Public Library also came through again in 2012. And Attorney General Greg Zoeller's March Against Hunger saw its first winner in our service area as Steven Douglas took the Attorney General's Cup for the Sole Proprietor Division.

Walmart was our single largest food donor once again, with the top six remaining the same as in 2011 – Tree of Life, Kroger, Marsh, MDV/Nash Finch and Sam's Club. The IMU Tudor Room, MCCSC School System, IU Health Bloomington Hospital, Hoosier Room and Avers Pizza remained among our top Meal Share donors in 2012.



The 2010-2012 Strategic Plan included goals to develop the purchasing program, replace aging vehicles in our fleet, and increase the level of support received from sources outside Monroe County. During the course of the plan purchasing has increased by 103% and grants enabled the addition of two brand new refrigerated box trucks with lift gates. Appeals and outreach to non-Monroe County audiences have been expanded significantly and substantial institutional support from new sources has been raised. At least 96 new individual and institutional financial donors outside Monroe County (but within our service area) have been added to our rolls since 2010.



30th ANNIVERSARY CELEBRATION

November 18, 2012 marked the 30th anniversary of HHFB's founding and was arguably the high point of our entire year. Much planning went into creating an event that would appropriately celebrate our founding and our achievements while acknowledging our unfinished work.

On our anniversary date, we hosted a community reception at Fountain Square Ballroom with 150 people in attendance and several turned away for space reasons. Bloomington Mayor Mark Krizan was our emcee and the program included remarks and proclamations of support from Bedford Mayor Shawna Girgis, Loogootee Mayor Noel Harty, Spencer Town Council President Cynthia Hyde and Monroe County Commissioner Iris Kiesling. Proclamations and resolutions were also previously received from the Lawrence County Commissioners, Nashville Town Council, Martin County Commissioners, Orleans Town Council and Paoli Town Council.



Music was provided by HHFB co-founder Craig Brenner and Soup Bowl co-founders Carrie Newcomer and Robert Meitus and remarks were made by Assistant Director Dan Taylor, Executive Director Julio Alonso and Director of Development and Administration Jake Bruner, who announced a \$30,000 matching challenge grant. Guests also enjoyed food, anniversary cake and a selection of beverages from local wineries and breweries in HHFB's service area.

The afternoon's highlight, however, was the debut of a specially created 30 minute video that told the story of HHFB's founding and history and included interviews with many of the people involved with the organization over the past 30 years. Created by Wes Lasher of The Production House, the video is available for viewing on HHFB's website.

November also marked the start of a 30th Anniversary exhibit at the Monroe County History Center. Compiled largely by Agency Relations Coordinator Erin Hollinden, this exhibit showed the history of HHFB and included timelines, photos, t-shirts and artifacts from the past 30 years. It was available for public viewing through March of 2013.

ADVOCACY, EDUCATION & OUTREACH

As a 501c3 non-profit, HHFB does not engage in partisan political activity and very rarely engages in direct lobbying. We do, however, promote advocacy and education about hunger and our efforts to end it. This involves both promoting our own organization and our programs and raising awareness of the overall problem of hunger.

HHFB staff engage the community through presentations to classes, churches, civic groups and others interested in learning about our organization and about hunger, and by offering tours of our facilities and presentations to volunteer groups who visit us. In 2012, we expanded outreach efforts by participating in the Greater Bloomington Chamber of Commerce's Business Expo and by hosting hunger displays at the Brown County Public Library and Brown County Courthouse.

Media efforts are also important to raising awareness of hunger, HHFB programs and the generosity of our donors. We saw more than 140 print media "hits" in 2012 as well as a fair share of radio and television stories. For two days in August, HHFB hosted a film crew from the Big Ten Network who featured our work on an episode of their LiveBIG program which aired in October. IU Football great Anthony Thompson joined us for a volunteer project as part of the program.



One of our favorite and most important outreach and education efforts is the annual Children's Art Calendar project. In the fall of 2012, with the help of young people in college, we talked to children at schools and youth programs about hunger and poverty issues, engaging two generations in thought about need, service, and giving. The drawings in the calendar are the results of the children's reflections about those issues. We share the calendar with our supporters and the community at large as a means of saying thank you and providing information and statistics about hunger and our partner agencies.

ADMINISTRATION

As is often the case, HHFB saw our share of highs and lows in 2012...and often they were closely linked. An outpouring of community support helped ease our most difficult time – the theft of catalytic converters from two of our box trucks on Labor Day weekend. With one vehicle already in the shop, we found ourselves with a big portion of our fleet grounded. But, with the help of Indianapolis TV media, local print media, generous community donors and our insurance partners, we got back on our feet (or would that be our wheels?) pretty quickly. Donors helped cover our insurance deductibles, truck rentals and even the construction of a new fence to enclose our vehicles and deter future incidents.

One of our high points in 2012 was our Annual Meeting in May, which doubled as a ribbon-cutting ceremony for our new cooler.

Guests gathered to hear our progress, and from funding partners County Council President Geoff McKim and Community Foundation CEO Tina Peterson. They, along with Board President Kevin Robling, contractor Ryan Strauser and the entire HHFB staff cut the ribbon across our new cooler – which doubled our refrigerated storage capacity.

The annual meeting included another touching and fun moment when HHFB officially “retired” the Number 1 team t-shirt of former Executive Director Amy Robinson. Director of Programs Casey Steury, who happens to be Amy’s son, unveiled the framed t-shirt which hangs proudly in our warehouse.

We saw some staff changes in 2012 as our long-time driver Josh Wolfe moved out of state and several of our student interns completed their service with us. We welcomed several new staff and interns and for the first time hosted two summer SPEA interns.

In an effort to improve our food safety practices and to prepare for potential new mandatory requirements, we participated in and passed a third party food safety training audit through AIB International in the spring. We also met our Feeding America compliance requirements for food distribution (pounds per person in poverty or PPIP) in all six of our counties in all four quarters as well as our monitoring for USDA programs with our ISDH representative.



In preparation for our AIB training audit, we made extensive improvements in the warehouse and added safety and cleaning equipment. We also replaced our aging server and began a new relationship for IT support to replace our long-time volunteer who was no longer able to help us at the level we required.

Increasing Organizational Capacity was a goal of the 2010-2012 Strategic Plan and initiatives implemented to support it included the reorganization of staff positions to include a Director of Development & Administration and a Director of Programs in 2012 as well as additional staff training opportunities including food safety and equipment usage, which have been implemented.

BEYOND 2012

Since, by nature, an annual report is published long after the time period it covers, it’s always a little out of date by the time it is available. We thought it appropriate to mention that several seeds planted in 2012 have started to come to fruition in 2013. In February, both houses of the Indiana General Assembly passed Senate Concurrent Resolution 26, honoring HHFB on our 30th anniversary and Director of Development and Administration Jake Bruner had the opportunity to address the Indiana House of Representatives on HHFB’s behalf. The mobile pantry program in Orleans began in February and is serving around 85 households per month, with an expansion to Shoals planned for May. A Walmart State Giving grant applied for in 2012 was awarded in January and enabled both the mobile pantry expansion and the hiring of a Nutrition and Inventory Specialist, Amanda Hayes. We passed our biennial Feeding America compliance audit in April; the garden is growing at Will Detmer Park; and in the first quarter of 2013 overall food distribution was up 3.2%.

We’re working as a staff and board on our new three year strategic plan and you can be sure it will include continued efforts to provide more food in the safest and most effective manner that we can. But more on that in the 2013 Annual Report!



County Profiles:

Monroe County

Monroe County is Hoosier Hills Food Bank's base of operations and largest county. In 2012, we distributed 1,591,171 pounds of food to 51 agencies in the county, 50% of the total food distributed. Mother Hubbard's Cupboard and Community Kitchen are the two largest agencies and others we support include: Amethyst House, Area 10 Agency on Aging, Boys & Girls Club, First Christian Church, First United Methodist Church, Grace Center Food Pantry, Hospice of IU Health Bloomington Hospital, MCUM, Middle Way House, Positive Link, Shalom Community Center, Salvation Army and pantries in Perry, Bloomington and Richland Townships.

Major food donors in the county include Walmart, Kroger, Marsh, Bloomingfoods, Tree of Life, MDV/Nash Finch, IMU Tudor Room and the NALC Stamp Out Hunger Food Drive. HHFB is a member agency of United Way of Monroe County and receives generous support from the City of Bloomington, Monroe County Council, Community Foundation of Bloomington and Monroe County, and the Perry, Bloomington and Van Buren Township Trustees. Most of our annual events take place in Bloomington including the Soup Bowl Benefit, Hoosier Hysteria, Construction and MLK Day of Service.

Lawrence County

The amount of food HHFB distributes in Lawrence County increased by 15% in 2012 – to 539,368 pounds. This represents 17% of the total distributed by the food bank. In addition to providing food to Becky's Place, Bedford Community Care Center, God's Place, Indiana Indian Movement, Lawrence Interfaith Endeavor, Limestone Girls Club, Mitchell Church of Christ, Mitchell Wesleyan Church and Salvation Army of Lawrence County, HHFB operates Families First, a monthly

mobile food pantry in Bedford and Mitchell. Last year, our mobile pantry served a monthly average of 130 households in Bedford (up 10% from last year) and 141 households in Mitchell (up 17%).

Major donors in Lawrence County include Walmart, Jay C, Food Ruler and the Lawrence County Community Foundation.

Brown County

HHFB distributed 9% more food in Brown County last year than the year before, a total of 174,133 pounds. Mother's Cupboard received the bulk of this food, over 92,000 pounds but we also support five other agencies in the county including North Salem Food Pantry, Salvation Army of Brown County, Shepherd of the Hills Lutheran Church Pantry, St. Vincent de Paul of Brown County and Walnut Hills Retreat.

While HHFB has no food donors and receives no institutional or local government support in Brown County, we do have several gen-

erous individual donors and we are working on cultivating relationships to better serve the community. In 2012, Big Woods Brewing Company hosted HHFB's first fundraising event in Brown County and we partnered with the Brown County Public Library for a hunger awareness display.

Orange County

HHFB distributed 17% more food in Orange County last year than the year before, a total of 210,752 pounds. We supply five agencies in the county: Backpacks of Blessings, Mercy Center, Older Americans Service Corp., Paoli Community Food Pantry and Springs Valley Food Pantry. With the support of Orange County volunteers, we also distribute monthly food boxes to 300 senior citizens in French Lick, Orleans and Paoli through the USDA Commodity Supplemental Food Program. In 2013, in response to the closure of the Orleans Food Pantry, HHFB will expand our Families First Mobile Food Pantry program to include Orleans.

HHFB has received generous support from the Orange County Community Foundation and the Orange County Commissioners Supporting Organization and regular food donors include Walmart and Jay C.

Owen County

HHFB distributed 17% more food in Owen County last year than the year before, a total of 455,409 pounds or 14% of our total distribution. We supply food to ten agencies in the county: Area 10 Owen County, Cunot Food Pantry, Garrard Chapel, Gosport Food Pantry, Indiana Dream Team, La Campagne Ministries, Lighthouse Tabernacle, Patricksburg Food Pantry, Mark of Discipleship Mission and Spencer Presbyterian Food Pantry.

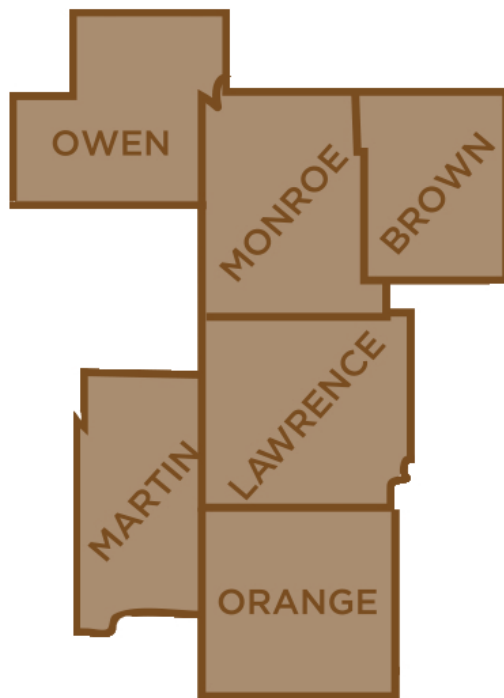
Generous support from the Owen County Community Foundation enabled us to begin a monthly central food distribution to our

Owen County partner agencies at Babb's in Spencer, and support from the Owen County Council is helping us distribute more fresh produce in the county. We also regularly collect food from the Spencer Walmart store.

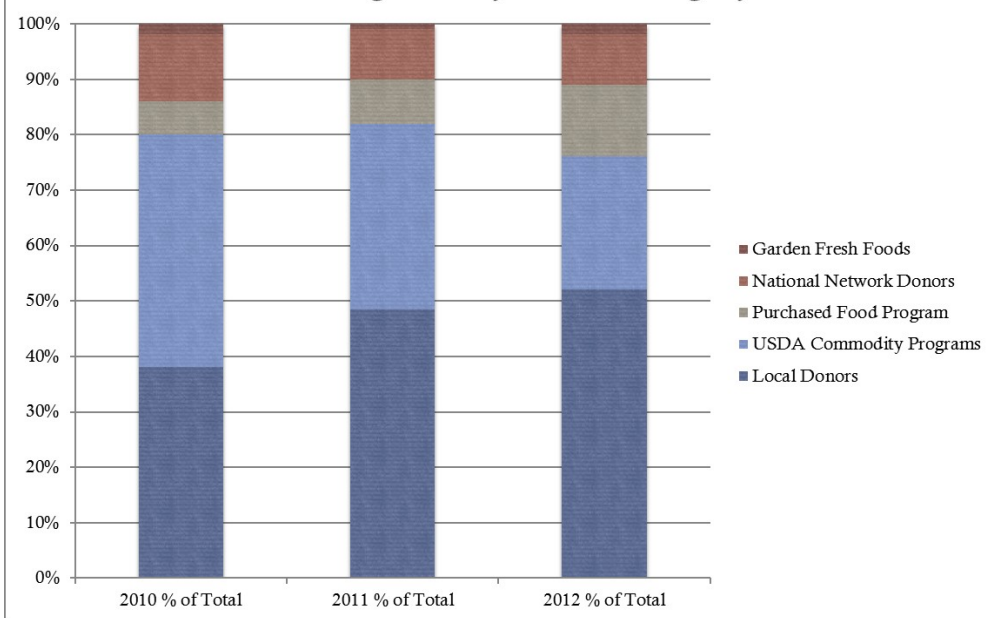
Martin County

HHFB distributed 71,004 pounds of food to Martin County in 2012. We've had a long and positive relationship with St. Vincent de Paul of Martin County and have worked to support their efforts. Late last year, we added a second partner agency in the county, Loogootee United Methodist Church Food Pantry. With the help of community volunteers, we also distribute monthly boxes of food to 88 low-income senior citizens in Loogootee and Shoals. In 2013, we will expand our Families First Mobile Food Pantry program to include a monthly distribution in Shoals.

HHFB regularly collects food from Food Ruler and Jay C stores in Martin County and has received support through the Combined Federal Campaign at Crane.



Incoming Food by Donor Category



Hoosier Hills Food Bank 2012 - Incoming Food by Donor Category

<u>Donor/Source</u>	<u>2010 Pounds Received</u>	<u>2010 % of Total</u>	<u>2011 Pounds Received</u>	<u>2011 % of Total</u>	<u>2012 Pounds Received</u>	<u>2012 % of Total</u>	<u>2012 vs. 2011</u>	<u>% Change vs. 2011</u>
<u>National Network Donors</u>								
Feeding America Network	284,415	9%	210,236	6%	165,641	5%	-44,595	-21%
Gleaners Cluster	51,314	1%	46,493	1%	25,320	<1%	-21,173	-46%
Inter Affiliate Transfers	68,971	2%	<u>78,970</u>	<u>2%</u>	<u>134,716</u>	<u>4%</u>	<u>55,746</u>	70%
NETWORK TOTAL	404,700	12%	335,699	9%	325,707	9%	-10,022	-3%
<u>Local Donors</u>								
Local Feeding America Donors	345,684	10%	428,861	12%	650,153	19%	221,292	52%
Local Regular Donors	691,884	21%	1,076,066	30%	880,510	26%	-195,556	-18%
Meal Share Prepared Food Donors	79,191	2%	61,058	2%	60,012	2%	-1,046	-2%
Community Food Drives	158,888	5%	<u>161,550</u>	<u>4%</u>	<u>151,834</u>	<u>5%</u>	<u>-9,716</u>	-6%
LOCAL TOTAL	1,275,647	38%	1,727,535	48%	1,742,509	52%	14,974	1%
<u>Garden Fresh Foods</u>								
BC Farmer's Market	36,836	1%	25,178	<1%	30,067	<1%	4,889	19%
Plant A Row for the Hungry	4,124	<1%	3,590	<1%	1,412	<1%	-2,178	-61%
Gleaning Program	17,238	<1%	12,240	<1%	12,004	<1%	-236	-2%
HHFB Garden Program	7,287	<1%	<u>10,145</u>	<u><1%</u>	<u>13,597</u>	<u><1%</u>	<u>3,452</u>	34%
GARDEN TOTAL	61,056	2%	51,153	1%	57,080	2%	5,927	12%
<u>USDA Commodity Programs</u>								
TEFAP	1,147,533	35%	939,208	26%	542,162	16%	-397,046	-42%
CSFP	241,124	7%	<u>242,232</u>	<u>7%</u>	<u>266,875</u>	<u>8%</u>	<u>24,643</u>	10%
USDA TOTAL	1,388,657	42%	1,181,440	33%	809,037	24%	-372,403	-32%
<u>Purchased Food Program</u>								
PURCHASED TOTAL	198,658	6%	294,320	8%	448,020	13%	153,700	52%
TOTAL Received	3,328,718	100%	3,590,147	100%	3,382,353	100%	-207,794	-6%

Hoosier Hills Food Bank 2012 - Top 15 Meal Share Donors

<u>2012 Donors</u>	<u>Pounds Collected</u>	<u>2011 Donors</u>	<u>Pounds Collected</u>	<u>2010 Donors</u>	<u>Pounds Collected</u>
MCCSC Schools	12,470	Tudor Room	9,189	Tudor Room	17,746
Tudor Room	9,623	Hoosier Room	8,065	MCCSC Schools	10,143
IU Health Bloomington Hospital	5,778	MCCSC Schools	7,706	Bloomington Hospital	6,692
Hoosier Room	4,992	Pizza Hut	5,190	Pizza Hut	5,505
Avers Pizza	4,597	Longhorn	4,718	Longhorn	3,960
Longhorn	4,557	IU Health Bloomington Hospital	4,462	Cyber Café	3,877
Pizza Hut	4,481	Avers Pizza	2,953	Chipotle	3,772
Chipotle	2,447	IU Greek System	2,646	Avers Pizza	3,392
IU Greek System	2,197	Cyber Café	2,536	Red Lobster	2,944
Cyber Café	2,118	Chipotle	2,455	Nick's English Hut	2,603
Red Lobster	2,085	Monroe County Pizza	2,291	Monroe County Pizza	2,346
Terry's Banquets & Catering	1,006	Red Lobster	2,238	Hoosier Room	2,164
Nick's English Hut	998	Nick's English Hut	1,423	Bloomington Hospital/Orange Co.	1,479
Project School	773	Collins Living Learning Center	1,129	Olive Garden	1,353
IU Dorm System	700	Terry's Banquets & Catering	500	Beta Theta Pi	1,287

Hoosier Hills Food Bank - 2010 Top 15 Local Food Donors

<u>2012 Donor</u>	<u>Pounds Collected</u>	<u>2011 Donor</u>	<u>Pounds Collected</u>	<u>2010 Donor</u>	<u>Pounds Collected</u>
Walmart	364,233	Walmart	337,748	Walmart	243,720
Tree of Life	223,070	Tree of Life	329,049	Tree of Life	230,927
Kroger	188,249	Kroger	181,828	Kroger	193,823
Marsh	164,392	Marsh	156,531	Sam's Club	94,066
MDV/Nash Finch	150,211	MDV/Nash Finch	99,309	Bloomingfoods	59,484
Sam's Club	84,657	Sam's Club	71,327	Farmer's Market/Plant a Row	40,960
Target	58,823	Pepsi Bottling	66,289	Troyer Food Service	35,837
Pepsi Bottling	53,265	Bloomingfoods	38,777	Target	34,459
Bloomingfoods	33,935	Target	35,837	Sara Lee Foods	11,743
Troyer Food Service	33,411	Troyer Food Service	29,021	Indiana Pork Producers	10,966
Farmer's Market/Plant a Row	31,479	Farmer's Market/Plant a Row	28,768	Wabash Valley Produce	9,900
Jay C	22,241	Sara Lee Foods	15,676	Pilgrim's Pride Poultry	9,042
Coca Cola	14,672	Indiana Pork Producers	14,982	Faith Lutheran Church	8,000
Brownberry Lot 18	14,532	Rose Acre Farms	8,220	Rose Acre Farms	6,000
Food Ruler	10,588	Brownberry Lot 18	7,718	Marsh	5,972

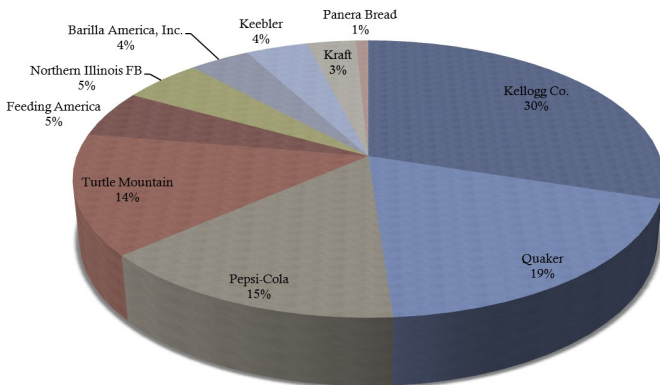
Hoosier Hills Food Bank - 2012 Top 10 National Network Donors

<u>2012 Donor</u>	<u>Pounds</u>	<u>2011 Donor</u>	<u>Pounds</u>	<u>2010 Donor</u>	<u>Pounds</u>
Kellogg Co.	49,575	DS Waters of America	43,470	Tropicana Beverages of NA	72,400
Quaker	31,384	Con Agra	41,400	General Mills, Inc.	64,240
Pepsi-Cola	24,354	Mars Snack Foods	36,036	Nestle USA, Inc.	61,463
Turtle Mountain	23,301	Kellogg Co.	33,561	Bayer Corporation	17,971
Feeding America	9,060	Kraft	29,300	Snack Factory, Inc.	12,000
Northern Illinois FB	8,400	General Mills	14,051	Abbott Laboratories, Inc.	11,288
Barilla America, Inc.	6,480	2nd Harvest FB of Southern Wisconsin	8,674	ConAgra	4,910
Keebler	6,613	Nestle USA	3,744	Kellogg Co.	4,892
Kraft	5,184				
Panera Bread	1,326				

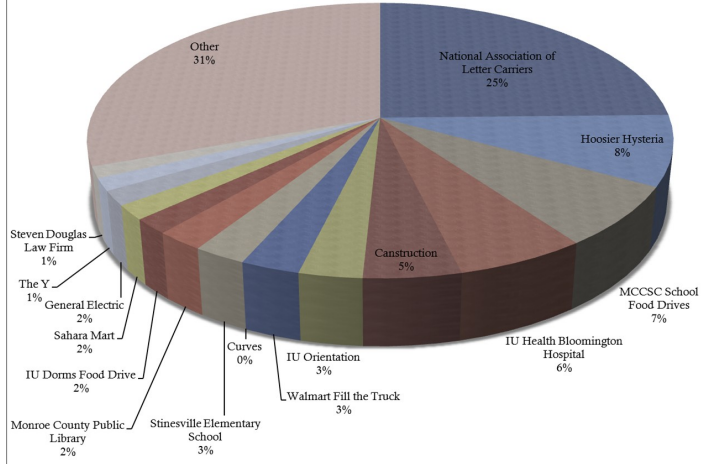
Hoosier Hills Food Bank 2012 - Top Community Food Drives

<u>Food Drive 2012</u>	<u>Pounds Collected</u>	<u>Food Drive - 2011</u>	<u>Pounds Collected</u>	<u>Food Drive - 2010</u>	<u>Pounds Collected</u>
National Association of Letter Carriers	37,431	National Association of Letter Carriers	39,439	National Association of Letter Carriers	37,667
Hoosier Hysteria	12,540	IU Health Bloomington Hospital	16,273	MCCSC School Food Drives	10,984
MCCSC School Food Drives	10,775	Hoosier Hysteria	10,988	Hoosier Hysteria	7,479
IU Health Bloomington Hospital	9,394	Canstruction	8,998	Bloomington Hospital	7,279
Canstruction	7,004	MCCSC School Food Drives	8,877	Otis Elevator	6,767
IU Orientation	4,553	Kroger Share Your Feast	5,132	Live From Bloomington	6,708
Walmart Fill the Truck	4,267	Sen. Lugar/Hoosiers Fighting Hunger	4,901	Helping Hands Across America/Sodexo	6,012
Curves	4,037	Curves	3,809	Hoosiers Fighting Hunger/Sen. Lugar	5,971
Stinesville Elementary School	3,805	Stinesville Elementary School	3,615	Volunteers for Change	4,685
Monroe County Public Library	3,496	IU Orientation	3,023	Curves	4,036
IU Dorms Food Drive	2,719	Live From Bloomington	1,960	IU Orientation	3,994
Sahara Mart	2,602	Volunteers for Change	1,795	RBB School Food Drives	3,974
General Electric	2,601	IU Dorms Food Drive	1,667	The Y	3,164
The Y	2,184	The Y	1,535	Comcast Food Drive	3,016
Steven Douglas Law Firm	1,988	Sahara Mart	1,520	IU Dorms Food Drive	2,143

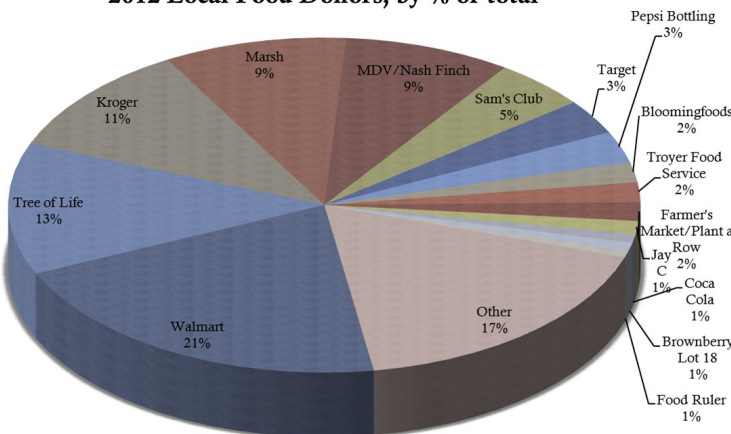
2012 National Network Donors



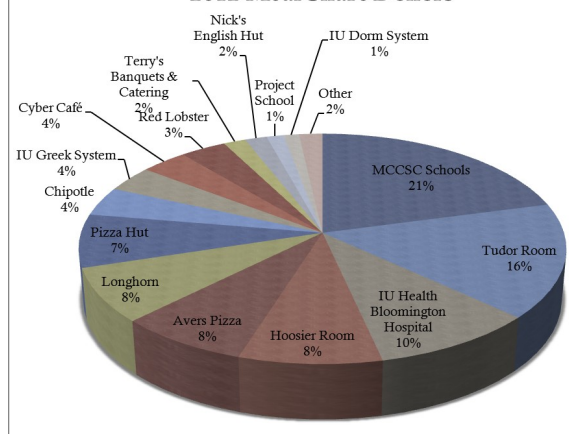
2012 Top Community Food Drives



2012 Local Food Donors, by % of total



2012 Meal Share Donors



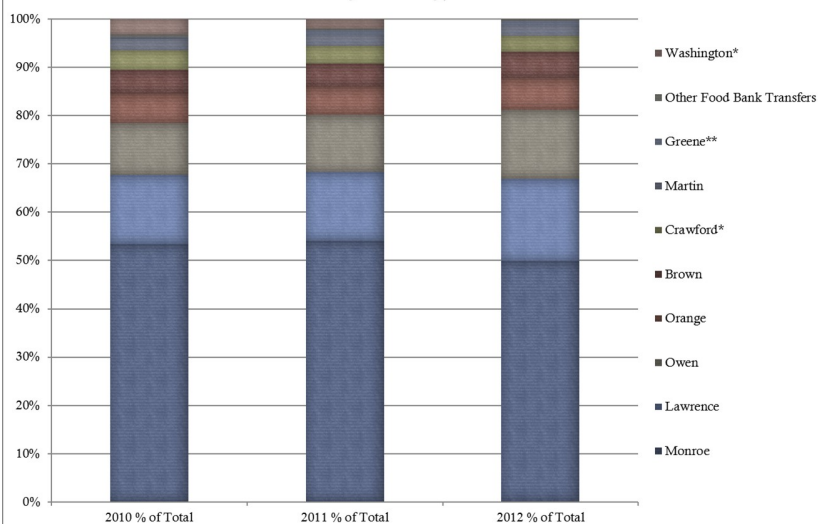
Hoosier Hills Food Bank 2012 - Food Distributed by County

County	2012 Pounds	2012 % of Total	2011 Pounds	2011 % of Total	2010 Pounds	2010 % of Total
Brown	174,133	5.0%	159,903	5.0%	158,857	5%
Crawford*	104,347	3.0%	117,009	3.5%	129,299	4%
Greene**	27,666	<1%	30,940	<1%	12,251	<1%
Lawrence	539,368	17.0%	468,851	14.0%	461,957	14%
Martin	71,004	2.0%	76,288	2.0%	73,296	2%
Monroe	1,591,171	50.0%	1,773,970	54.0%	1,723,915	53%
Orange	210,752	7.0%	188,032	5.5%	198,016	6%
Other Food Bank Transfers	13,615	<1%	12,651	<1%	21,234	1%
Owen	455,409	14.0%	388,131	12.0%	347,606	11%
Washington*	0	0%	66,363	3.0%	103,536	3%
Total	3,187,465		3,282,138		3,239,967	
Food Loss (Spoiled, expired)	195,364		229,904		144,754	

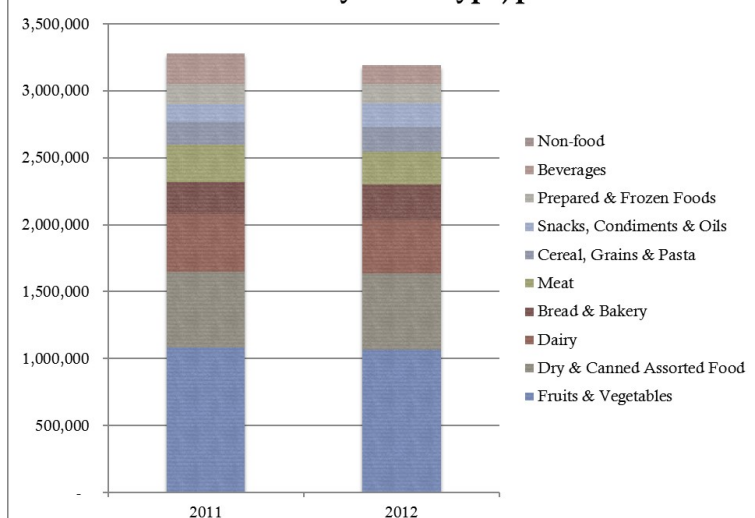
*USDA Commodities Only

**2 eastern agencies by agreement with CCTHFB

Food Distributed by County, % of total distribution



Distribution by Food Type, pounds



HHFB Distribution by Food Type

Category	2011	2011%	2012	2012%
Beverages	218,976	7.0%	132,270	4.0%
Bread & Bakery	241,336	7.0%	266,905	8.0%
Cereal, Grains & Pasta	167,327	5.0%	189,349	6.0%
Dairy	425,937	13.0%	399,090	12.5%
Dry & Canned Assorted Food	568,067	17.0%	570,326	18.0%
<u>Fruits & Vegetables</u>	1,084,369	33.0%	1,067,255	33.0%
*Fresh Produce	394,398	12.0%	647,576	20.0%
*Canned, Dried, Frozen Produce	689,971	21.0%	419,679	13.0%
Meat	280,139	8.5%	242,878	8.0%
Prepared & Frozen Foods	153,932	5.0%	147,793	5.0%
Snacks, Condiments & Oils	133,767	4.0%	170,873	5.0%
Non-food	8,288	<.5%	726	<.5%
Total	3,232,138		3,187,465	

HHFB Pounds Distributed by Agency 2012

<u>Agency</u>	<u>County</u>	<u>Pounds Distributed</u>
Amethyst Women's House	Monroe	2,464
Amethyst House	Monroe	7,235
SHFB of East Central Indiana	Other Food Bank	12,000
Area 10 Agency on Aging	Monroe	49,198
Area 10 Owen County	Owen	8,443
Backpack Buddies	Monroe	3,314
Backpacks of Blessings	Orange	315
Bedford Community Care Center	Lawrence	178,292
Becky's Place	Lawrence	2,853
Bloomington Housing Authority Resident's Council	Monroe	179
Blair House - Centerstone	Monroe	6,433
Bloomington Day Care East	Monroe	9,012
Bloomington Daycare West	Monroe	14,179
Bloomington Township Trustee	Monroe	8,537
Bobby's Place Pantry	Monroe	23,383
Boys and Girls Clubs	Monroe	319
Mitchell Church of Christ	Lawrence	31,541
Wheeler Mission Ministry/Camp Hunt	Monroe	5,725
CK Express Pantry	Monroe	12,975
Clay Township Trustees	Owen	1,556
Community Kitchen of Monroe County	Monroe	128,267
Crawford County CSFP	Crawford	104,347
Martin County CSFP	Martin	34,888
Orange County CSFP	Orange	127,140
Cunot Food Pantry	Owen	29,040
Dare To Care Louisville	Other Food Bank	1,615
Emmanuel Baptist Church	Monroe	241
First Assembly of God	Monroe	6,005
First Baptist Church	Greene	26,738
Feed the Needy	Monroe	4,514
First Christian Church	Monroe	13,512
First Presbyterian Church	Monroe	4,056
First United Methodist Church	Monroe	69,453
Garrard Chapel	Owen	81,814
Genesis Summer Shelter House	Monroe	6,719
Girls Inc. of Monroe County	Monroe	477
God's Place	Lawrence	52,803
Gosport Food Pantry	Owen	9,429
Grace Center Food Pantry	Monroe	81,510
Harmony School Corporation	Monroe	2,674
SCCAP Head Start	Monroe	2,407
Highland Faith Assembly of God	Monroe	7,822
Hoosier House - Centerstone	Monroe	2,314
Hospice of IU Health Bton	Monroe	4,519
Indiana Dream Team	Owen	24,184
Indiana Indian Movement	Lawrence	35,907
La Campagne Ministries	Owen	5,035
LIFE - Bedford	Lawrence	44,818
Lighthouse Tabernacle	Owen	92,485

Limestone Girls Club	Lawrence	121
Loogootee United Methodist Church	Martin	996
Martha's House	Monroe	1,011
MCUM Emergency Pantry	Monroe	9,194
MCUM Childcare Program	Monroe	4,733
Mercy Center	Orange	11,807
Middle Way House	Monroe	3,362
Middle Way House Trans Living Center	Monroe	6,006
Mitchell Wesleyan Church	Lawrence	43,475
Mobile Pantry Bedford	Lawrence	73,656
Mobile Pantry Mitchell	Lawrence	59,715
Mobile Pantry Orleans	Orange	1,316
Mother's Cupboard	Brown	92,393
Monroe Co. Mobile Food Pantry	Monroe	34,114
Mother Hubbard's Cupboard	Monroe	929,420
New Hope Family Shelter	Monroe	407
North Salem Pantry	Brown	6,747
Older Americans Services	Orange	824
Operation Outreach	Greene	928
Paoli Community Food Pantry	Orange	46,359
Patrickburg Food Pantry	Owen	42,109
Perry Township Trustee	Monroe	3,390
Phero Ministries	Monroe	112
Positive Link, IU Health	Monroe	9,976
Richland Township Food Pantry	Monroe	15,675
Richland Township Trustee	Monroe	2,840
Salvation Army of Lawrence County	Lawrence	16,187
Salvation Army - Brown County	Brown	5,472
Shalom Community Center	Monroe	61,836
Shepherd of the Hills Lutheran Church	Owen	30,935
Mark of Discipleship Mission	Owen	92,736
Spencer Presbyterian Food Pantry	Owen	66,174
Springs Valley Food Pantry	Orange	22,991
St Vincent de Paul of Brown County	Brown	38,329
Stepping Stones	Monroe	1,749
St Vincent DePaul of Martin County	Martin	35,120
Salvation Army of Bloomington	Monroe	19,542
Walnut Hills Retreat	Brown	257
Washington Township Trustee	Owen	2,404
Westside Assembly of God	Monroe	3,476
White River Community Services	Monroe	6,885
Total		3,187,465

Hoosier Hills Food Bank Unaudited 2012 Financial Statements

Income & Expense Statement

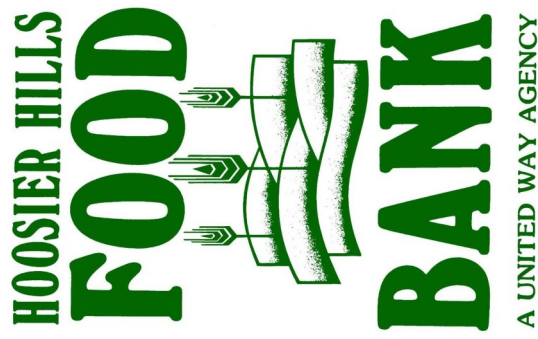
<u>Income</u>	
Capital/Restricted Income	\$ 2,000.00
CDBG Grant	\$ 22,595.00
Donated Food Value (In-Kind)	\$ 3,948,190.48
Donations	\$ 154,842.62
EFSP Grant	\$ -
Fundraising	\$ 258,478.89
Interest Income	\$ 419.32
Local Government Grants	\$ 47,090.50
Miscellaneous Grants	\$ 91,203.00
Other Income	\$ 12,617.00
Shared Maintenance	\$ 164,002.50
United Way	\$ 54,624.02
USDA Program Reimbursements	\$ 79,073.93
TOTAL INCOME	\$ 4,835,137.26
<u>Expenses</u>	
Bldg Repair & Maint	\$ 3,856.58
Building Supplies & Maint.	\$ 3,645.08
Business Insurance	\$ 26,858.87
Computer Supplies & Maint.	\$ 2,709.17
Conferences & Lodging/Travel	\$ 564.00
Copy & Printing	\$ 10,316.13
Donated Food Value (In-Kind)	\$ 3,948,190.48
Employee Mileage	\$ 1,100.20
Equip. Repair & Maint.	\$ 2,412.73
Food Acquisition/Transportation	\$ 134,060.50
Food Rescue Supplies	\$ 18,004.81
Fundraising Expense	\$ 40,825.97
Gain/loss on sale of assets	\$ (1,227.23)
General Fund	\$ 3,524.27
Health Insurance Benefits	\$ 37,872.68
I.U. Work Study	\$ 994.29
Legal & Accounting	\$ 20,750.00
Membership Dues	\$ 6,995.34
Miscellaneous	\$ 708.50
Mortgage Interest	\$ 22,300.88
Office Supplies	\$ 2,263.10
Payroll Taxes	\$ 27,505.30
Pest Control	\$ 850.00
Postage	\$ 3,748.75
Retirement Benefits	\$ 7,574.89
Salaries	\$ 369,391.31
Subscriptions and Publications	\$ 445.00
Telephone	\$ 3,340.25
Trash & Recycling Removal	\$ 7,455.69
Utilities - Electric	\$ 12,510.10
Utilities - Gas	\$ 640.28
Utilities - Water	\$ 1,444.86
Vehicle Gas	\$ 26,613.86
Vehicle Registration	\$ 2,503.85
Vehicle Repair	\$ 18,746.78
Volunteer Supplies	\$ 5,517.77
Total Expenses	\$ 4,775,015.04
Net Results of Operations	\$ 60,122.22

Balance Sheet

<u>Assets</u>	
Petty Cash	\$ 50.00
Checking & Savings Accounts	\$ 218,481.21
Certificates of Deposit	\$ 65,991.20
Accounts Receivable	\$ 15,798.59
Contribution Receivable	\$ 3,014.57
Grant Receivable-Unrestricted	\$ 20,188.92
Allowance for Uncollectible Accounts	\$ (2,000.00)
Inventory	\$ 257,431.14
Prepaid Expense	\$ 4,467.73
Total Current Assets	\$ 583,423.36
Land	\$ 75,000.00
Buildings	\$ 790,445.98
Bulding Improvements	\$ 89,502.00
Equipment	\$ 85,375.24
Vehicles	\$ 319,354.56
	\$ 1,359,677.78
Less Accumulated Depreciation	\$ (418,824.46)
Total Fixed Assets	\$ 940,853.32
Total Assets	\$ 1,524,276.68
<u>Liabilities and Net Assets</u>	
<u>Current Liabilities</u>	
Accounts Payable	\$ 7,960.62
Accrued Wages	\$ 7,821.77
Accrued Paid Time Off	\$ 36,202.02
Payroll Taxes Payable	\$ 4,564.71
LIFE Grant	\$ 49,500.00
Mortgage	\$ 9,069.01
Total Current Liabilities	\$ 115,118.13
<u>Long-term Liabilities</u>	
Mortgage	\$ 374,955.50
Total Long-term Liabilities	\$ 374,955.50
Net Assets - Unrestricted	\$ 1,034,203.05
Total Liabilities and Net Assets	\$ 1,524,276.68

Notes on Financial Statements: Figures presented here are unaudited and include donated food value on an offset basis. HHFB's financial statements are audited annually by a CPA firm and 2012's audit will be completed in the summer of 2013 and available on request to interested parties. Audited statements will apply generally accepted accounting principles and include the full value (including loss or profit) of donated food and non-cash expenses such as depreciation along with program/management/fundraising breakdowns. HHFB's IRS Form 990 will be filed on completion of the audit and posted on our website.





Hoosier Hills Food Bank
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Bloomington, IN 47402-0697
(812) 334-8374
www.hhfoodbank.org

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3,282,017 pounds of food in 2011
34,952,038 pounds to feed the hun-
gry since 1982





