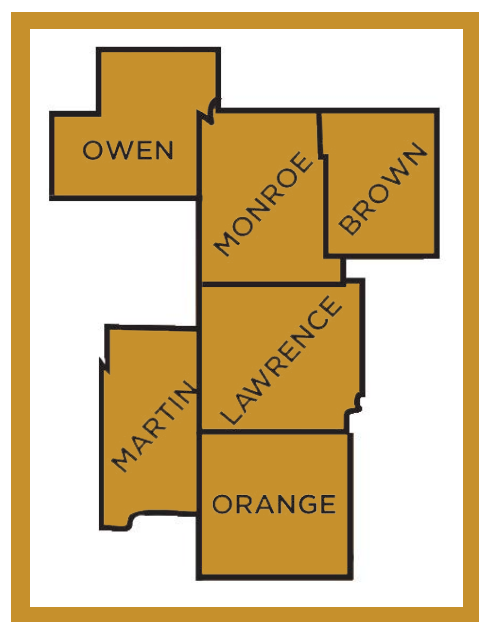




2015 Annual Report

Hoosier Hills Food Bank



*“The first essential component of social justice is adequate food for all mankind. Food is the moral right of all who are born into this world.”
– Norman Borlaug, 1970 Nobel Peace Prize*

It starts with food. Food is essential for human life and healthy development. In 2015, Hoosier Hills Food Bank marked our 33rd year of working to ensure that food was available to everyone in need in our service area. We distributed nearly 3.8 million pounds of food with our nearly 100 partner agencies and through our direct service programs.

In many ways it was a challenging year. We placed a lot of focus on meeting compliance standards to pass audits and we saw substantial drops in certain kinds of food donations. But we also achieved a great deal of success and ended the year with the highest food distribution month in our history.

Driven by the premise that no one deserves or needs to go hungry, we continue to focus on our core mission of rescuing food that would otherwise be wasted and securing additional food resources to reduce hunger and food insecurity.

We know that ending hunger in the long run ultimately requires a larger societal commitment to addressing income inequality, health care, economic opportunity, education, housing, and a host of other issues. But nothing is achievable without food – and people don’t eat in the long run, they eat every day. Taking the hunger out of poverty is the least we can do.

Our annual report is one means to demonstrate our accountability to the communities we serve and to those who support us. We hope that in reading it you will know our commitment and compassion; approve our effectiveness and efficiency; and accept our gratitude and appreciation.



Hoosier Hills Food Bank Staff, October, 2015



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 (FIH), and United Way of Monroe County.

BOARD OF DIRECTORS 2015:

- | | |
|-----------------------------|-------------------|
| Kevin R. Robling, President | Jessica McClellan |
| Adrian Reid, Vice President | Trina Mescher |
| Chuck Cooksey, Treasurer | Jeremy O’Leary |
| Nancy Kaster, Secretary | Margie Rice |
| Maurice Garnier | Tom Ruemler |
| Chris Gray | Scott Shackelford |
| Nita Horrar | Everett Southern |
| George Huntington | |

STAFF 2015:

- Julio Alonso, Executive Director and CEO
- Dan Bauccho, Repack Supervisor
- Angeline Bickner, SPEA Service Corps Fellow - Development
- Bobbi Boos, Garden & Gleaning Program Coordinator
- Will Bruce, Food Rescue Driver - Meal Share Route
- Jake Bruner, Director of Development & Administration
- Courtney Drescher, IU Advocate for Community Engagement
- Kelly Fraser, SPEA Service Corps Fellow - Programs
- Laura Gambrel, Nutrition & Inventory Specialist
- Marshall Gardner, SPEA Professional Development Intern
- Deke Hager, Food Rescue Driver - Morning Route
- Erin Hollinden, Agency Relations Coordinator
- Ryan Jochim, Volunteer Coordinator
- Ben Mescher, Inventory Specialist
- Donn Middleton, Warehouse Manager
- Casey Steury, Director of Programs
- Dan Taylor, Assistant Director
- Brad Williams, Food Rescue Driver - Rural Retail Route
- Marina Young, IU Advocate for Community Engagement

The following staff contributed to our work in 2015, but moved on to other pursuits:

- Ashlynn Andrews, Community Service Leader
- Brandon Bartley, SPEA Intern
- Leslie Burns, Nutrition & Inventory Specialist
- Dylan Jones, SPEA Vista
- Hunter Roberts, Work Study Warehouse Assistant

HOOSIER HILLS FOOD BANK
Annual Report 2015
2333 West Industrial Park Drive
P.O. Box 697
Bloomington, Indiana 47402
(812) 334-8374
www.hhfoodbank.org



“There are genuinely sufficient resources in the world to ensure that no one, nowhere, at no time, should go hungry.” - Ed Asner

HHFB is an equal opportunity employer and provider. Federal discrimination complaints can be directed to 201-720-5964. Approximately 12% of our funding comes from federal government sources and 5% from other government sources with 83% coming from non-governmental sources. Full non-discrimination policy is available on our website, www.hhfoodbank.org. Printed locally on recycled paper.

PROGRAMS, SERVICES & OPERATIONS

Local Food Rescue, Food Distribution & Nutrition

HHFB's primary function is to collect and distribute food, with an emphasis on rescuing food that might otherwise be wasted. In 2015, we distributed 3,766,104 pounds of food – the second highest amount in our history. Approximately 22% of the total, or 847,308 pounds was fresh produce.

Distribution was down about 7.6% from 2014 levels and we wish we could say that was due to decreasing demand, but unfortunately it was the result of about 12% less incoming food. Smaller amounts of federal commodities and a significant drop in retail/wholesale donations meant we had less food to distribute.

Each day, Food Rescue Drivers Will Bruce, Deke Hager and Brad Williams visited some combination of our 26 core retail/wholesale and 46 Meal Share prepared food donors. Periodically, we also collected or received food from about 75 other regular, retail and wholesale donors. The drivers also visited partner agencies each day, allowing them

to choose food for their programs. Over 2 million pounds or about 55% of HHFB's food was delivered to agencies through 41 weekly and 26 monthly deliveries.

Drivers bring the rest back to the food bank where Inventory Specialist Ben Mescher records it and disburses it to those agencies coming to the food bank to choose what they need for their programs. Food was also collected or received and sorted from nearly 120 community food drives in 2015.



Prepared food rescued from restaurants and food service operations is repacked several times each week by volunteers in our repack kitchen and then frozen for distribution to agencies. For most of the year, this process was guided by Repack Supervisor Dan Baucco, who resigned in the fall to pursue new projects after fighting back from an unexpected illness. The repack program was revised to two nights per week under the supervision of other existing staff. Meal Share donors provided the equivalent of nearly 55,000 meals in 2015 and represent some of Bloomington's highest quality restaurants.

The Garden Route on Wheels (GROW) had a successful first full year in 2015, with Ben and Nutrition & Program Specialist Laura Gambrel delivering 80,623 pounds of fresh produce to 19 agencies. Laura also developed a variety of nutrition related information for agencies including recipes for products like the many varieties of squash we received, rice meals, MRE's and other unusual products as well as information on the benefits of organic products. Nutrition information was shared both with agencies and with



mobile pantry clients and Laura also acts as a resource for agencies, responding to questions about products and how to use them. Laura replaced Leslie Burns in the spring, when Leslie moved on to other pursuits.

While the total was down about 14%, HHFB received a significant amount of food through our Feeding America network. FA works with national donors to make food available to the 200 food banks across the nation. We are allocated shares to bid on product donations based on poverty and unemployment statistics for our service area. When we successfully bid on a donated product load, we pay the transportation costs to get the food here. Produce may also carry a valued added processing (VAP) in addition to transportation cost.

The FA network is one of our best and most cost-effective means of obtaining produce and through this relationship we were able to bring food into our community valued at over \$925,000 in 2015. Because donations alone do not provide enough food to meet agency needs, HHFB also purchases food directly either with grant funding or general operating funds. In 2015, we distributed 14% more purchased food to help offset a huge drop in food donations.



CareSource sponsored fresh holiday potatoes for 4,000 families and volunteered at the Bedford Mobile Pantry.

Families First Mobile Pantry

With leadership from our Director of Programs, Casey Steury, HHFB's mobile food pantry program continued to serve significant numbers of people in Bedford, Mitchell, Orleans and Shoals. The monthly food distribution, which involves multiple staff members working with more than a dozen volunteers served an average of 482 households and 1,387 individuals each month. Mitchell remained the largest site, serving 140 households, followed by Bedford (133), Orleans (119) and Shoals (90).

These distributions would not be possible without the support of our host sites – Community Fellowship Baptist Church in Bedford, American Legion Post 250 in Mitchell, Orleans Christian Church and Shoals Baptist Church.



USDA Commodity Programs

In a great partnership with the Indiana State Department of Health, HHFB operates two U.S. Department of Agriculture commodity programs that provide an important source of nutritious staple foods.

The Emergency Food Assistance Program (TEFAP) is an important source of nutritious food for 34 of HHFB's partner agencies. While we received about 9% less TEFAP food in 2015, it still represented 17% of the total distributed. TEFAP is an income based program which uses self-declaration. In other words, clients must be provided with food if they indicate that they meet the household income guidelines of no more than 185% of the federal poverty level. TEFAP requires extensive record-keeping and agency monitoring. In the spring, we developed a TEFAP programs manual to help document all of our internal procedures.



The Commodity Supplemental Food Program (CSFP) saw a lot of activity in 2015. CSFP provides a monthly box of staple foods for income-qualified senior citizens, who must enroll and be certified for the program. SPEA Service Corps Programs Fellow Kelly Fraser helped Casey implement the required recertification which resulted in many seniors removal from the program under new income guidelines. This, combined with a small increase of our caseload to 800 allowed us to add Lawrence County to the program in June. Lawrence is now our second largest CSFP county, serving 220 seniors each month at sites in Bedford and Mitchell.

We served an average of 818 seniors per month in Brown, Crawford, Lawrence, Martin, Monroe, and Orange counties, helping the state to meet its overall caseload. In addition to the 17 items in each monthly box (pasta, peanut butter, cereal, canned vegetables, dry milk, beef stew, etc.), we strive to supplement the seniors with fresh produce whenever possible and were also able to distribute 27,798 pounds of produce to seniors who wanted the option.



Garden, Gleaning & Plant-a-Row Programs

Excessive June rains and a dry August made for a very challenging garden and farming season this year, but over 200 volunteers helped Garden & Gleaning Coordinator Bobbi Boos and VISTA Member Dylan Jones control the weeds and plant, maintain and harvest over 15,000 pounds of organic fresh produce at our Will Detmer Park garden in partnership with Monroe County Parks and Recreation. Our crops included beets, onions, radishes, kale, squash, cucumber, eggplant, peppers, watermelon, tomatoes, and butternut squash. We also had our first ever December harvest of giant broccoli heads.

A grant from the Archer Foundation enabled us to collaborate with the Monroe County Youth Council and a plethora of other high schoolers to grow 2,874 pounds of potatoes on 1/8 of an acre.

We also had a great gleaning year and our volunteers helped harvest over 68,800 pounds of great

produce from Harriman Farms, providing our member agencies with a nice variety. The apple saplings planted last year survived and doubled in size so with further nurturing they'll bear fruit in coming years. Unfortunately, we heard the weather woes from most of our regular supporters through the Plant-a-Row Program and Bloomington Community Farmer's Market. Donations from these sources were down pretty significantly because farmers and gardeners struggled to get their crops planted and successfully harvested.



Our fresh food initiative programs provide us with high quality produce but they also help us engage volunteers and show the community the importance of fresh, local products that we can share with clients. Many food pantry and kitchen clients are from vulnerable populations – young, old, and ill. We will continue to strive to provide them with fresh, nutritious produce.



Agency Relations

Along with the work we do with our TEFAP partners, Agency Relations Coordinator Erin Hollinden worked closely with all 96 active HHFB member agencies to improve our service and ensure compliance. Our food pantry, kitchen, shelter, youth program and other agencies must meet basic standards established by the IRS and Feeding America in order to obtain food from HHFB, and must be monitored for compliance at least every other year.



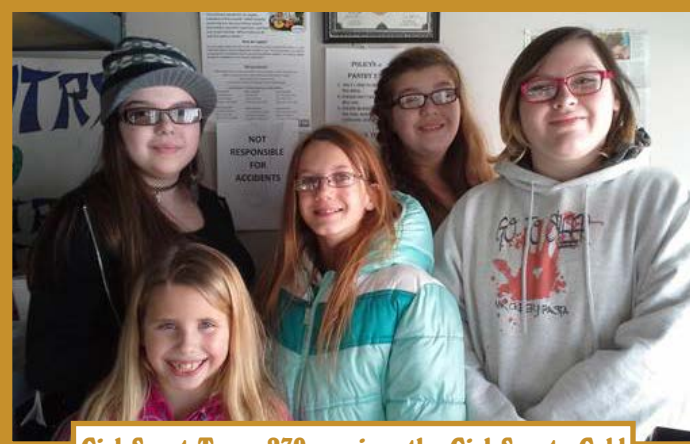
Erin conducted 67 site visits in 2015 and helped welcome six new agencies: Interfaith Winter Shelter, Walnut Grove Food Pantry, Hannah House, Pantry 279 (all Monroe County), Brown County Enrichment for Teens Association (BETA), and The River (Martin County). Two agencies that temporarily suspended operations were revived with new leadership: Grace Center and First United Methodist Church Pantry. Two agencies allowed their membership to expire because they rarely used our services and Bloomington homeless shelter Martha's House ceased operations.

We conducted a biennial agency conference at the Bloomington Convention Center in September and provided training on ServSafe for Food Banking and civil rights. 100% of agencies attended either the conference or one of two make-up sessions. Overall satisfaction with the conference was rated 2.6 on a 3 point scale.



We also conducted an annual survey of member agencies and saw 72 of 95 respond. HHFB was given an 8.7 rating out of 10 overall on service, with very high ratings on service but lower ratings on variety and quantity of products available. 58% of agencies indicated they could have used more food from HHFB in the past year, and agencies rated meat/proteins, produce, dairy, and canned/boxed goods as their top priorities.

Supporting agencies is the crux of our mission at HHFB and we strive to find the appropriate balance between providing the oversight and compliance monitoring that we are required to do, embracing their individuality, and respecting the limited resources many of them have to provide services.



Girl Scout Troop 279 receives the Girl Scouts Gold Award for starting and running their own pantry!



Woodforest National Bank provides annual donation to the Hoosier Hills Food Bank

Operations, Fleet & Facility Maintenance

Most new visitors who tour HHFB are surprised by the tremendous level of logistics involved in our operations. "I didn't know it was so big and so involved!" is the comment we hear most frequently. But moving almost 8 tons of food a day safely and efficiently does take a lot of infrastructure and planning and it is the primary responsibility of Assistant Director Dan Taylor and Warehouse Manager Donn Middleton.



We maintain over 15,000 square feet of warehouse, office and refrigerated space along with a fleet of 10 vehicles and warehouse equipment. Our four-wheeled team members – Connie, Wally, Ulysses, Jumbo, Daredevil, Growver, Jack, Barracuda, Benji, and Dumpy are almost as important as our human staff. Together with our mechanized warehouse help – Forky, Porter, Argos, Thing One and Thing Two – they require fuel, maintenance and occasional coaxing. HHFB's vehicles logged over 70,000 miles in 2015.

Coordinating incoming and outgoing food deliveries, vehicle maintenance schedules, warehouse cleaning and maintenance, pest control, supplies and safety efforts is a huge job and must be done to standards that enable us to pass regulatory audits and inspections. Work study student Hunter Roberts and Community Service Intern Ashlynn Andrews helped out around the warehouse along with many regular volunteers like Dan Morelli, John Harl, Trevor Jones, Mark Frye, Georgia Emmert, Caroline Moh, Kim Mitchell, Matt Gougherty and Dale DeSmith.

DEVELOPMENT & ADMINISTRATION Fundraising, Food Sourcing, Donors & Support

It takes a great deal of resources to run an operation on the scale of HHFB, and while gathering those resources is a team effort, it is the primary focus for Director of Development and Administration Jake Bruner and Executive Director and CEO Julio Alonso, assisted by SPEA Service Corps Development Fellow Angeline Bickner. We were also fortunate to have the help of SPEA Professional Development Intern Marshall Gardner, Intern Brandon Bartley and Summer SPEA Intern Kelly Fraser.

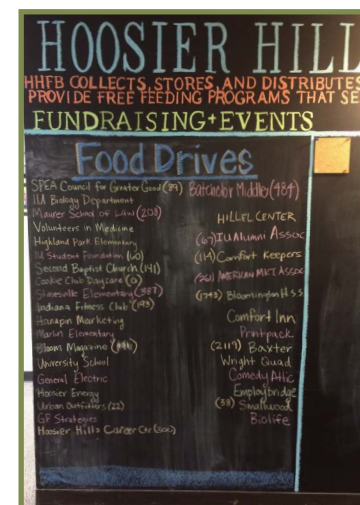


New Donors in 2015: Green Bean Delivery (above)
Lucky's Market (below)

Walmart remained one of our most important supporters in 2015, once again topping the food donation list but also providing a number of store financial grants and a State Giving Grant to fund the 20/20 Food Drive Project. 20/20 set a goal to increase our food drive collection by 20,000 pounds through 20 new food drives. Walmart funding allowed for the purchase of a full trailer load of beef ravioli to kick off the drive and for the purchase and rebranding of 75 food collection barrels, which IU freshmen helped us paint on New Student Service Day. Walmart's Fight Hunger Spark Change spring campaign also helped us raise funds through store promotions and social media.

Government partnerships are important and we saw continued support from several federal, state and local government sources including the Community Development Block Grant Program (CDBG, through City of Bloomington), Emergency Food & Shelter Program (EFSP), Neighborhood Assistance Program (NAP tax credits through the Indiana Housing & Community Development Authority), Indiana State Department of Agriculture (food banks grant program), Indiana State Department of Health (administrative funds for USDA programs), Monroe County Council Sophia Travis Grant Program, Perry Township and Van Buren Township. We also continued to receive support from United Way of Monroe County. Federal government support (primarily for the 2 USDA programs) accounted for about 12% of HHFB's revenue with another 5% coming from other government sources.

Grants from South Central Indiana REMC Round Up, Care Source, Smithville Charitable Foundation and the Martin County Community Foundation helped us fund much needed food purchases and grants from Sodexo, Lucky's Market Foundation, MDV/Spartan Nash Foundation, provided support among others. Cause marketing promotions through Feeding America and our ongoing direct mail programs helped raise additional funds for our operations. We were also pleased to receive support from 50+ Men Who Care. Private donations and fundraising made up 53% of our support with another 6% coming from private grants.



The 21st annual Soup Bowl Benefit, which has become a beloved and iconic community event, was a sold out success in February and HHFB benefited from a variety of other events





including various “dine and donate” efforts at local restaurants, the annual Pi(e) Run, Taste of Bloomington, and CROPWalk.

As noted earlier, we saw a drop in many of our food donations from local retail and wholesale sources, but supporters like Walmart, Kroger, Sam’s Club, MDV, Marsh, Kehe (Tree of Life), Jay C, Troyer and Target still provided substantial levels of food. We lost a good source of food with the closure of O’Malia’s, but fortunately the new Lucky’s Market became a donor immediately and provided us with nearly 75,000 pounds of great food. The Indiana Memorial Union Tudor Room was once again our largest Meal Share donor, followed closely by the various Monroe County Community Schools (MCCSC). New donor partnerships were also cultivated with HATCH against hunger, Green Bean Delivery & WFIU, and Great American Milk Drive promotions through Prairie Farms and Kroger.

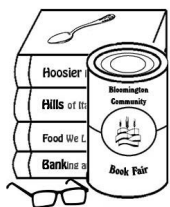


We weren’t shy in communicating our lower level of food donations and in promoting 20/20 – and the community responded. Our biggest food drive, the National Association of Letter Carriers Stamp Out Hunger food drive went up by 28% and MCCSC food

drives jumped by 60%. We saw a lot of new organizations step forward to do food drives including St. Charles School, Printpak, Hutton Honors College and Acacia fraternity – all of which landed in the top 15. The community also responded to our call for protein donations and protein distribution went from 7.6% to 11.8% of our total.

By far our biggest new development undertaking in 2015 was the Community Book Fair. We were chosen as the new host of this great community event in December of 2014 and work began in earnest shortly thereafter. Fortunately about 30 or so existing book fair volunteers came along as part of the deal and together we made a successful transition. Much like the reaction to the scope of HHFB’s food distribution operations, many people are surprised by the effort that goes into the book fair, which is an ongoing year-round project of significant proportions.

Our first task was to secure sorting space so that volunteers could process the approximately 140,000-150,000 items we receive to come up with the 110,000 books, cds, dvds, albums and tapes that make it to the book fair. We took a leap of faith by renting space down the road from the food bank which we affectionately dubbed the book annex. Book donations are received at HHFB and regularly transported to the annex where a dedicated crew with regular shifts comes in to sort and pack each day. We also purchased two storage trailers to hold packed books until the sale each year.



After investing a great deal of time in preparation and promotion, we set up operations at the Monroe County Fairgrounds for two full weeks as all staff helped move books and equipment. Volunteers put in over 2000 hours to set up and host the event which Julio, Jake and Ryan staffed the entire time. Over 3,300 guests attended during the six day fair and ultimately, we raised a net profit of over \$45,000. Some special features were added to the book fair including an opening ceremony with Bob Hammel, a Michael Koryta book signing, and adoptable animals from the Bloomington Animal Shelter. We learned a great deal and look forward to the 2016 book fair which we believe will be an even more successful event.



In June, with the help of the Tudor Room and Sodexo, we hosted our 9th Annual Hunger Action Awards and over 100 supporters attended. 2015 honorees included: Area 10 Agency on Aging, Emily Weikert Bryant, Harriman Farms, Trevor Jones, SCI REMC, Bill Walters, Charlie Thompson Award: Book Fair Volunteers, Leadership Awards to board members – Jeremy O’Leary and Kevin R. Robling.



Volunteer Program & Special Events

Volunteers are absolutely essential to our ability to function at HHFB. Simply put, we couldn’t do it without them. In 2015, we were supported by 2,045 individual volunteers who provided us with 14,979.5 hours of help – up 18% over 2014’s hours. Recruiting, training, managing and supporting this huge number of helpers is the responsibility of Volunteer Coordinator Ryan Jochim and he handles it with great enthusiasm because of the value we place on our volunteers.

Our program provides opportunities for partners like Stone Belt and Life Designs, who send volunteers each week and for service learning programs at Indiana University where our two Advocates for Community Engagement Marina Young and Courtney Drescher help recruit and train student volunteers.



IU First Year Experience:
The O-Team Volunteers at HHFB



IU First Year Experience:
New Student Service Day Volunteers

Volunteers help in almost all aspect of HHFB operations from lending their expertise to our board of directors to helping in the office, warehouse and the garden, at our mobile pantries, repacking Meal Share, preparing senior food boxes, sorting food drive and sorting books. They are a big part of special events including Martin Luther King Day of Service, the Soup Bowl Benefit, Hoosier Hysteria, 4th of July Parade, CROP Walk, Stamp out Hunger food drive, Taste of Bloomington and the Community Book Fair.

If we very conservatively valued the hours volunteers provide using the federal minimum wage, it would come to over \$108,000 – and we know the help they provide is worth much, much more!

Hunger Action Awards

HHFB Celebrated its community supporters and volunteers at a special event in the IMU Tudor Room.

“We wouldn’t exist without community support and we think it’s very important to pause and thank our donors, advocates and the over 3000 volunteers who help us each year. This annual event is also a chance to reflect on both our successes and on how much work remains to be done to ensure that no one goes hungry in our community.”

- *HHFB Executive Director Julio Alonso*

Area 10 Agency on Aging – a long-time partner agency serving Monroe and Owen counties which serves hundreds of seniors and partners with the food bank in many ways.

Emily Weikert Bryant – Executive Director of Feeding Indiana’s Hungry and an outstanding advocate for hungry Hoosiers and for Indiana’s food banks.

Harriman Farms – one of the food bank’s best partners for fresh produce donations and one of the first to help launch the gleaning program in 2009.

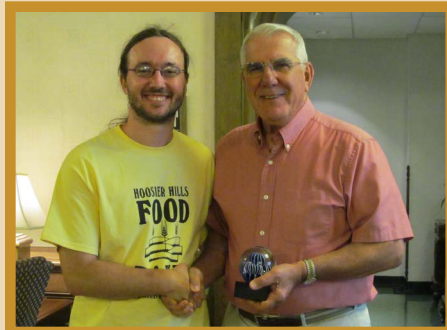
Trevor Jones – a regular volunteer for over two years who averages three shifts every week sorting retail donations and helping with special projects.

Bill Walters – a Brown County volunteer who has been a strong advocate for HHFB, helped organize multiple initiatives and works with several agencies to end hunger in Brown County.

South Central Indiana REMC Round Up – a grant program which has been a generous supporter of HHFB’s efforts to distribute fresh produce for several years.

Bloomington Community Book Fair Volunteers – The Charlie Thompson Award, named for HHFB’s longest-serving board member, who passed away last year, is given to the Bloomington Community Book Fair Volunteers for saving this iconic community event and for their dedication and hard work.

Leadership Awards for outstanding service are presented to HHFB Board Member Jeremy O’Leary, manager of the Spencer Walmart store; and to Board President Kevin R. Robling, a local attorney and owner of GSD Consulting.



Advocacy, Education & Outreach

As a 501c3 non-profit organization, HHFB does not engage in political activity and very rarely lobbies. We rely on our partners, Feeding America and Feeding Indiana’s Hungry to make our case to federal and state officials, supporting them as appropriate. We do, however, advocate for our mission and to reduce food insecurity and hunger. We raise awareness through outreach and education and we encourage both private and public officials to visit and learn about our efforts.

In 2015, we hosted tours and visits with State Representative Peggy Mayfield and with representatives from the office of Senator Joe Donnelly. We also attended Feeding Indiana’s Hungry’s 10th anniversary event at the Indiana State House.

Our Children’s Art Calendar is one of our most important education and advocacy tools and we worked with local schools to create the 2016 version which we shared during the holidays with food donors, elected officials and other supporters. The calendar contains interesting hunger facts and drawings that represent children’s impressions of the discussions we had with them about hunger.



Keeping our message in front of the public is an important way for us to ensure that hunger remains a priority. Our staff engaged the public in dozens of tours, presentations to volunteer and community groups and through media releases about our efforts. We increased our social media presence to 1022 Facebook Friends and 900 Twitter followers, published five newsletters and our annual report and saw over 160 print media hits.



State Representative Peggy Mayfield Visits HHFB

Administration & Compliance

HHFB is accountable to a variety of government and private regulatory agencies and is required to meet standards equal to those of the private sector, for profit food industry. Maintaining compliance was a key focus of our efforts in 2015, largely due to new requirements of the Feeding America contract.

FA food banks undergo a comprehensive compliance audit every other year and our biennial audit took place in the spring. Extensive pre-audit work was completed and submitted and followed up by a two-day visit with Compliance and Capability Manager Judy Alberg of the FA national office. The visit is intended both to assess compliance with FA contract standards and to discuss and explore opportunities for expanding capacity and sharing best practices with other members of the network.

The compliance audit evaluates 24 areas of food bank operations including Product Recordkeeping and Inventory Control, Product Allocation and Distribution, Programs, Food Safety, Facility, Legal Compliance, Staffing, Fundraising and Donor Relations, Financial Recordkeeping and Management, Board Management and Governance, and levels of Community Support. The audit concludes with a meeting of the full HHFB board and staff to discuss results. HHFB was found fully compliant in all areas evaluated.

The member contract also requires all food banks to meet food distribution level standards in each of the counties in their service area. The new contract changed this measurement from “Pounds Per Person In Need” (PPIN) to “Meals Per Person In Need” (MPIN) – a change we opposed because we believe it obscures the actual work we do in favor of a more convenient marketing tool. The required standard is for each food bank to distribute at least 50% of the network median MPIN in each county served, and HHFB greatly exceeded this standard in all six counties.

The new FA network contract, approved in October 2014, also requires all member food banks to undergo a scored third-party food safety audit. This audit focuses on procedures and recordkeeping as well as food safety and facility management. AIB International conducted our audit in late spring and we passed with a score of 890/1000.

Maintaining the standards necessary to comply with these audits calls for extensive staff training, policy and procedure review, record maintenance, equipment and facility maintenance and substantial financial investments. While we have sometimes questioned the necessity of multiple audits and the degree to which certain areas are scrutinized, HHFB is fully committed to food safety, employee and volunteer safety, and to meeting all of our legal and contractual requirements.

In addition to these two major audits, HHFB passed our annual inspections by the Indiana State Department of Health, the USDA, and the Food and Drug Administration with no issues, and filed all required reports with the Internal Revenue Service, Indiana Department of Revenue, Indiana State Board of Accounts and Indiana Secretary of State. We also underwent an annual CPA audit of our financial statements and met all required grant reporting requirements.

The new FA contract also requires that our board chair undergo training through the national office and Board President Kevin R. Robling completed this requirement in the summer. HHFB welcomed a new board member, Jessica McClellan in 2015 and our board met frequently to review financial statements as well as our Personnel Policies, Diversity Assessment, Annual Work Plan and Strategic Plan Review, Staff Reports, Board Membership, CPA Auditor's Report, and Annual Budget among other issues.



Final Note:

Consistent with our mission and statement of values, Hoosier Hills Food Bank is first and foremost focused on ensuring that no one goes hungry in our service area. We will continue to work hard to serve our communities with compassion, effectiveness, efficiency and safety; and to maintain the trust and approval of our supporters. That message will be the same every year that we exist, but each year brings its own successes and challenges. We hope this summary of 2015 is informative.

HHFB is a team effort involving thousands of volunteers, donors and partners. Staff are identified in this report with the programs that they are most closely associated with, but it is important to note that all members of our staff play a role in all aspects of our operations.

Statement of Values

Hoosier Hills Food Bank, Inc.

Adopted by Board of Directors April 19, 2010.

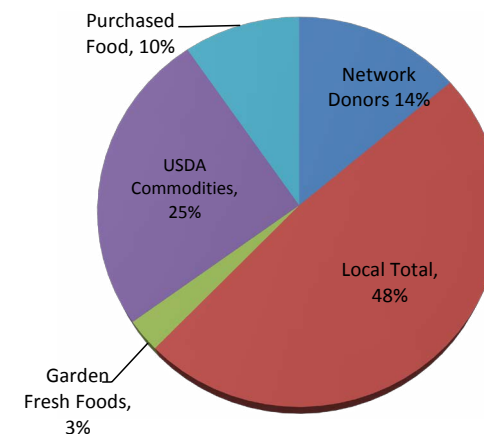
Hoosier Hills Food Bank is a non-profit corporation dedicated to the elimination of hunger in south central Indiana. Our values, consistent with that purpose include:

- A commitment to the fair treatment and dignity of all persons, but especially those individuals using the services of HHFB and its partner agencies and the volunteers who support those services.
- A commitment to the right of all people to have access to safe, affordable, nutritious food.
- A commitment of accountability and transparency to the food and financial donors who support our work and to respecting their privacy and intentions.
- A commitment to providing our employees with a living wage, reasonable employment benefits and fair and equitable treatment.
- A commitment to providing our partner agencies with the best possible variety of quality food that our resources will allow and to being responsive to their needs.
- An appreciation of the diverse nature of our community and a commitment to inclusive practices in the hiring of staff, recruitment of volunteers and provision of services.

FOOD RECEIVED 2015

By Donor Source	2014	2015	Change	% Change	%Total
National Network Donors					
Feeding America Network	582,264	435,082	(147,182)	-25%	11%
Gleaners Cluster	10,100	27,400	17,300	171%	1%
Interaffiliate Transfers	72,729	66,658	(6,071)	-8%	2%
Network Total	665,093	529,140	(135,953)	-20%	14%
Local Donors					
Local FA Donors	1,061,820	947,333	(114,487)	-11%	25%
Local Regular Donors	922,643	704,576	(218,067)	-24%	18%
Meal Share Donors	64,048	69,331	5,283	8%	2%
Community Food Drives	120,453	129,042	8,589	7%	3%
Local Total	2,168,964	1,850,282	(318,682)	-15%	48%
Garden Fresh Foods					
BC Farmer's Market	41,261	19,910	(21,351)	-52%	1%
Plant A Row	4,419	1,497	(2,922)	-66%	0%
Gleaning Program	70,317	66,802	(3,515)	-5%	2%
HHFB Garden	28,030	15,608	(12,422)	-44%	0%
Garden Total	144,027	103,817	(40,210)	-28%	3%
USDA Commodities					
TEFAP	674,439	615,117	(59,322)	-9%	16%
CSFP	335,871	353,269	17,398	5%	9%
USDA Total	1,010,310	968,386	(41,924)	-4%	25%
Purchased Food Program					
Purchased Total	357,776	368,438	10,662	3%	10%
Total Received	4,346,439	3,820,063	(526,376)	-12%	100%

Food Received by Donor Source

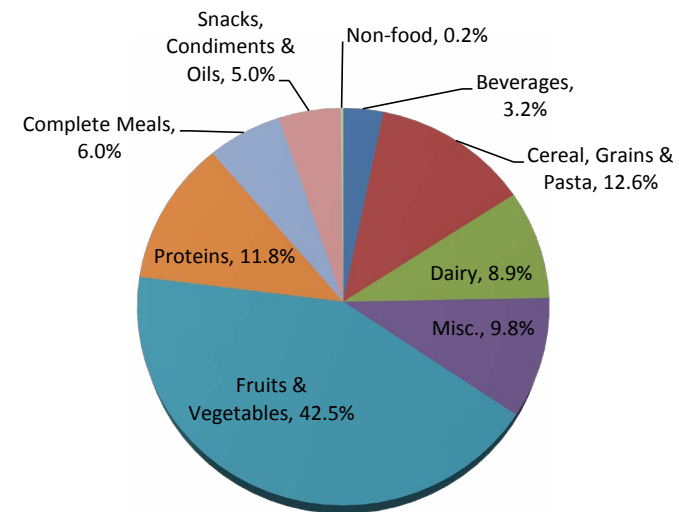
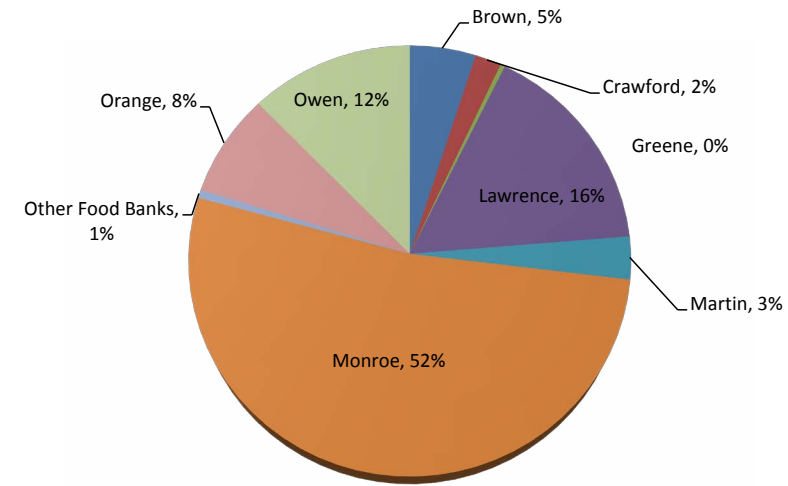


FOOD DISTRIBUTED 2015

Donor Source	2014	2015	Change	% Change	% of Total
National Network					
Feeding America System	556,964	450,371	(106,593)	-19%	12%
Gleaners Cluster	11,625	27,050	15,425	133%	1%
Inter-affiliate Transfers	67,259	66,751	(508)	-1%	2%
Total FA Network	635,848	544,172	(91,676)	-14%	14%
Local					
Community Food Drives	111,596	110,300	(1,296)	-1%	3%
Meal Share	58,639	65,989	7,350	13%	2%
Local Retail	1,924,106	1,688,115	(235,991)	-12%	45%
Total Local	2,094,341	1,864,404	(229,937)	-11%	50%
USDA					
CSFP	335,871	353,269	17,398	5%	9%
TEFAP	689,297	636,505	(52,792)	-8%	17%
Total USDA	1,025,168	989,774	(35,394)	-3%	26%
Purchased Food Program					
Purchased	321,443	367,754	46,311	14%	10%
TOTAL DISTRIBUTED	4,076,800	3,766,104	(310,696)	-8%	100%
County					
Brown	188,833	187,694	(1,139)	-1%	5%
Crawford	103,516	74,381	(29,135)	-28%	2%
Greene	12,821	13,007	186	1%	0%
Lawrence	680,882	617,588	(63,294)	-9%	16%
Martin	139,582	120,850	(18,732)	-13%	3%
Monroe	2,076,782	1,970,059	(106,723)	-5%	52%
Other Food Bank	60,014	23,538	(36,476)	-61%	1%
Orange	309,876	293,919	(15,957)	-5%	8%
Owen	504,494	465,068	(39,426)	-8%	12%
TOTAL DISTRIBUTED	4,076,800	3,766,104	(310,696)	-8%	100%
Fresh Produce Distributed					
	1,074,590	847,308	(227,282)	-21%	22%



2015 Food Distribution by County



2015 Food Distribution by Food Type



HHFB 2015 DISTRIBUTION BY FOOD TYPE

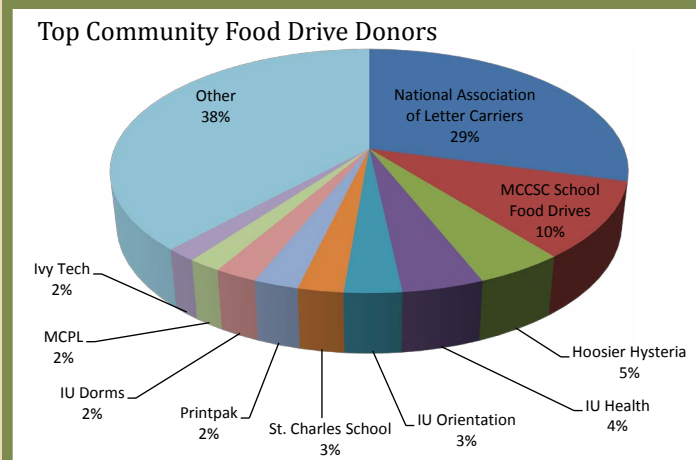
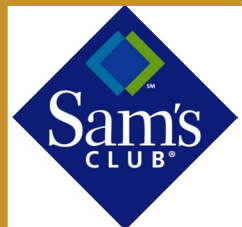
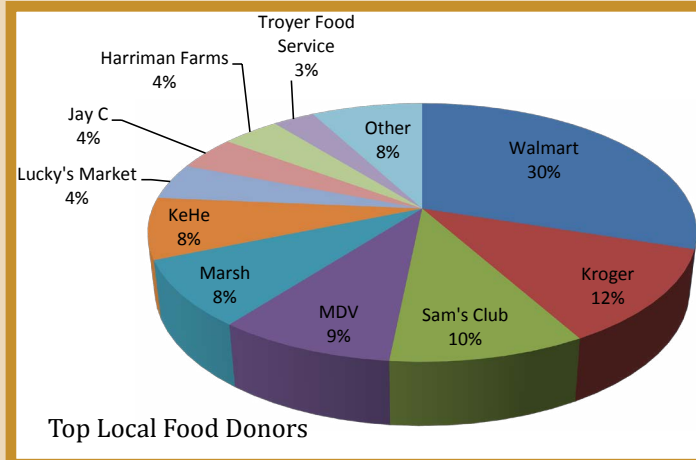
Category	2014	2014%	2015	2015%
Beverages	45,209	1.1%	118,979	3.2%
Cereal, Grains & Pasta	516,531	12.6%	474,796	12.6%
Dairy	386,009	9.4%	333,684	8.9%
Misc. Dry/Cooler/Freezer	464,473	11.4%	370,873	9.8%
Fruits & Vegetables	1,783,522	43.7%	1,599,233	42.5%
*Fresh Produce	1,074,590	26.3%	847,308	22.5%
*Canned, Dried, Frozen Produce	415,028	10.1%	557,027	14.8%
*Juice	293,904	7.2%	194,899	5.2%
Proteins	425,901	10.4%	444,590	11.8%
Complete Meals	224,472	5.5%	225,536	6.0%
Snacks, Condiments & Oils	230,529	5.7%	189,520	5.0%
Non-food	154	0%	8,876	0.2%
TOTAL	4,076,800		3,766,088	

HOOSIER HILLS FOOD BANK 2015 - TOP 15 LOCAL FOOD DONORS

2014 Donors	Pounds Collected	2015 Donors	Pounds Collected
Walmart	567,333	Walmart	495,332
MDV/Nash Finch	260,477	Kroger	196,245
Kroger	195,142	Sam's Club	160,661
Marsh	180,051	MDV (Spartan/Nash)	145,966
Sam's Club	176,538	Marsh	137,092
Tree of Life	167,791	KeHe (Tree of Life)	126,539
Kids Against Hunger	76,230	Lucky's Market	74,763
Harriman Farms	70,317	Jay C	70,691
Jay C	64,778	Harriman Farms	66,802
Troyer Food Service	57,564	Troyer Food Service	48,526
Target	56,555	Target	24,174
Farmer's Market/Plant a Row	45,680	Farmer's Market/Plant a Row	21,407
Bloomingfoods	25,365	Bloomingfoods	20,752
IU Dorms	20,288	IU Dorms	17,878
Pepsi Bottling	16,251	Arnold/Brownberry Bread	13,367

HOOSIER HILLS FOOD BANK 2015 - TOP 15 MEAL SHARE DONORS

2014 Donors	Pounds Collected	2015 Donors	Pounds Collected
Tudor Room	18,571	Tudor Room	19,547
MCCSC Schools	14,673	MCCSC Schools	17,327
Hoosier Room	7,221	Avers Pizza	7,082
IU Health Bloomington Hospital	6,073	Hoosier Room	6,200
Avers Pizza	5,565	Pizza Hut	3,891
Pizza Hut	3,502	IU Dorm System	3,188
Longhorn Steak House	2,121	IU Health Bloomington Hospital	2,232
Project School	1,621	Chipotle	2,083
Chipotle	1,579	The Y West	1,454
Terry's Banquets & Catering	882	Terry's Banquets & Catering	1,380
Nick's English Hut	813	Darn Good Soup	1,266
Alpha Phi	492	Project School	921
The Y	449	Outback	617
Lennie's	298	Longhorn Steak House	616
IU Dorm System	181	Lennie's	198



HOOSIER HILLS FOOD BANK 2015 - TOP NATIONAL NETWORK DONORS

2014 Donors	Pounds	2015 Donors	Pounds
Kellogg Co.	98,697	Second Harvest Heartland	80,000
ConAgra	87,756	Feeding America	62,513
Gumz Farms	82,747	Campbell's Soup Company	44,352
Ralcorp Holdings	63,971	Kraft	43,972
Folson Potato	44,000	Wilk Farms	40,000
Bushman's, Inc	40,000	Dannon Company	38,264
Russett Potato Exchange	40,000	Mouzin Bros. Farms	35,504
Cabbage, Inc.	36,000	Heartland Produce Auction	20,266
Mid-Ohio Food Bank	36,000	General Mills, Inc.	18,144
Greg Orchard & Produce	35,000	Kellogg Co.	15,509

HOOSIER HILLS FOOD BANK 2015 - TOP 15 COMMUNITY FOOD DRIVE DONORS

2014 Food Drives	Pounds Collected	2015 Food Drives	Pounds Collected
NALC/Stamp Out Hunger	29,336	NALC/Stamp Out Hunger	37,741
IU Health Bloomington Hospital	10,374	MCCSC School Food Drives	13,012
Canstruction	8,368	Hoosier Hysteria	6,007
MCCSC School Food Drives	8,104	IU Health Bloomington Hospital	5,562
Hoosier Hysteria	6,781	IU Orientation	3,891
Kroger Share Your Feast	4,395	St. Charles School	3,090
IU Dorms Food Drive	3,865	Printpak	3,063
IU Orientation	3,018	IU Dorm Food Drives	2,924
RBB School Food Drives	2,936	Monroe County Public Library	2,261
The Y	1,692	Ivy Tech	2,140
Baxter	1,678	Baxter	2,119
Rotary Club of Bloomington	1,491	Marsh	2,025
Lambda Chi Alpha	1,392	The Y South	1,596
Pinnacle School	1,091	Hutton Honors College	1,534
Comedy Attic	973	Acacia	1,503

HHFB POUNDS DISTRIBUTED BY AGENCY

Agency	County	Pounds Distributed
Amethyst House	Monroe	4,432
Amethyst Women's House	Monroe	5,255
Area 10 Agency on Aging	Monroe	56,756
Area 10 Owen County	Owen	13,696
Backpack Buddies	Monroe	14,944
Becky's Place	Lawrence	5,794
Bedford Community Care Center	Lawrence	169,816
Bertha's Mission	Lawrence	21,933
Blair House - Centerstone	Monroe	6,326
Bloomington Day Care East	Monroe	5,706
Bloomington Daycare West	Monroe	6,727
Bloomington Housing Authority Resident's Council	Monroe	35,252
Bloomington Township Trustee	Monroe	11,492
Bobby's Place Pantry	Monroe	35,118
Boys and Girls Club Ellettsville	Monroe	916
Boys and Girls Club	Monroe	80
Bread of Life/Mitchell Church of Christ	Lawrence	124,185
Brown County CSFP	Brown	22,979
Brown County Seniors Produce	Brown	1,668
Brown County Weekend Backpack Program	Brown	609
Camp Hunt/Wheeler Mission	Monroe	638
CK Express Pantry	Monroe	23,876
Community Kitchen of Monroe County	Monroe	180,957
Crawford County CSFP	Crawford	74,381
Crawford Homes Program	Monroe	44,260
Crestmont Boys and Girls Club	Monroe	3,018
Cunot Food Pantry	Owen	24,057
Feed the Needy	Monroe	2,800
First Assembly of God	Monroe	4,467
First Baptist Church	Greene	9,869
First Presbyterian Church	Monroe	2,640
First United Methodist Church	Monroe	47,482
Food Finders Food Bank	Other Food Bank	8,160
Garrard Chapel	Owen	104,336
Gathering Place at First Christian Church	Monroe	6,867
Genesis Church Food Pantry	Monroe	3,539
Girls Inc. of Monroe County	Monroe	313
God's Place	Lawrence	39,836
Gosport Food Pantry	Owen	18,844
Grace Center Food Pantry	Monroe	15,806
Hannah House	Monroe	1,802
Harmony School	Monroe	1,353
Highland Faith Assembly of God	Monroe	13,286
Hoosier House - Centerstone	Monroe	107
Horizons-Centerstone	Monroe	645
Hospice of IU Health Bloomington Hospital	Monroe	883
Indiana Dream Team	Owen	25,688
Indiana Indian Movement	Lawrence	46,740
Interfaith Emergency Winter Shelter	Monroe	2,402
International Development Organization	Monroe	10,773
La Campagne Ministries	Owen	6,926
Lawrence County CSFP	Lawrence	43,766
Lawrence County Seniors Produce	Lawrence	800

Agency	County	Pounds Distributed
Lawrence Interfaith Endeavor	Lawrence	36,675
Light House Fellowship Church	Owen	65,239
Loogootee UMC Youth Program	Martin	2,838
Loogootee United Methodist Church	Martin	14,166
Mark of Discipleship Mission	Owen	104,869
Martha's House	Monroe	1,011
Martin County CSFP	Martin	34,858
Martin County Seniors Produce	Martin	2,309
MCUM Childcare Program	Monroe	5,534
MCUM Emergency Pantry	Monroe	5,933
Mercy Center	Orange	34,952
Middle Way House	Monroe	3,719
Middle Way House Transitional Living Center	Monroe	2,575
Mobile Pantry Bedford	Lawrence	57,406
Mobile Pantry Mitchell	Lawrence	63,330
Mobile Pantry Orleans	Orange	47,918
Mobile Pantry Shoals	Martin	38,637
Monroe County CSFP	Monroe	73,071
Monroe County Seniors Produce	Monroe	11,088
Mother Hubbard's Cupboard	Monroe	1,121,535
Mother's Cupboard	Brown	73,875
New Hope Family Shelter	Monroe	6,520
New Leaf New Life	Monroe	20,331
North Salem Pantry	Brown	4,995
Older Americans Services	Orange	65
Operation Outreach	Greene	3,138
Orange County CSFP	Orange	117,114
Orange County Seniors Produce	Orange	11,933
Pantry 279	Monroe	12,496
Paoli Community Food Pantry	Orange	52,570
Patrickburg Food Pantry	Owen	45,749
Perry Township Trustee	Monroe	5,359
Positive Link, IU Health Bloomington Hospital	Monroe	15,361
Renovo Ministries	Monroe	605
Richland Township Food Pantry	Monroe	22,589
Richland Township Trustee	Monroe	5,433
Salvation Army of Bloomington	Monroe	25,157
Salvation Army of Brown County	Brown	7,147
Salvation Army of Lawrence County	Lawrence	7,307
SCCAP Head Start	Monroe	6,132
Shalom Community Center	Monroe	53,580
Shepherd of the Hills Lutheran Church	Owen	29,422
Spencer Presbyterian Food Pantry	Owen	52,468
Springs Valley Food Pantry	Orange	29,367
St Vincent de Paul of Brown County	Brown	46,999
St Vincent de Paul of Martin County	Martin	26,931
Stepping Stones	Monroe	7,781
Terre Haute Catholic Charities Food Bank	Other Food Bank	15,378
The River	Martin	1,111
Walnut Grove Food Pantry	Monroe	12,086
Washington Township Trustee	Owen	3,196
White River Community Services	Monroe	1,245
Total		3,766,104

HOOSIER HILLS FOOD BANK UNAUDITED 2015 FINANCIAL STATEMENTS

Income & Expense Statement

INCOME	
CDBG Grant	\$24,999.00
Donated Food Value (In-Kind)	\$6,402,376.80
Donations	\$157,804.24
EFSP Grant	\$11,000.00
Food Purchase Reimbursement	\$-
Fundraising	\$364,533.57
Interest Income	\$177.18
Local Government Grants	\$51,197.91
Miscellaneous Grants	\$58,189.47
Other Income	\$19.80
Shared Maintenance	\$179,431.48
United Way	\$48,085.50
USDA Program Reimbursements	\$82,571.63
TOTAL INCOME	\$7,380,386.58
EXPENSES	
Bldg Repair & Maint	\$3,815.92
Building Supplies & Maint.	\$3,356.33
Business Insurance	\$30,408.70
Computer Supplies & Maint.	\$4,078.51
Compliance & Safety Expense	\$5,275.84
Copy & Printing	\$10,471.56
Donated Food Value (In-Kind)	\$6,402,376.80
Employee Mileage	\$1,599.80
Equip. Repair & Maint.	\$1,922.45
Food Acquisition/Transportation	\$170,638.07
Food Rescue Supplies	\$12,628.09
Fundraising Expense	\$73,742.89
Gain/Loss on Sale of Assets	\$(4,644.78)
General Office Fund	\$790.91
Health Insurance Benefits	\$63,319.17
I.U. Work Study	\$1,107.01
Legal & Accounting	\$21,552.91
Membership Dues	\$5,787.02
Miscellaneous	\$2,274.97
Mortgage Interest	\$12,775.21
Office Supplies	\$2,535.14
Payroll Taxes	\$32,606.04
Pest Control	\$950.00
Postage	\$4,583.54
Retirement Benefits	\$9,875.71
Salaries	\$430,329.78
Subscriptions and Publications	\$755.39
Telephone	\$2,507.17
Trash & Recycling Removal	\$4,979.72
Utilities - Electric	\$15,450.65
Utilities - Gas	\$2,230.78
Utilities - Water	\$1,148.71
Vehicle Gas	\$23,216.07
Vehicle Registration	\$3,152.59
Vehicle Repair	\$23,974.48
Volunteer Supplies	\$6,192.98
Total Expenses	\$7,387,766.13
NET RESULTS OF OPERATIONS	\$(7,379.55)

BALANCE SHEET

Assets	
Petty Cash	\$50.00
Checking & Savings Accounts	\$111,010.64
Certificates of Deposit	\$66,551.00
Accounts Receivable	\$19,996.99
Contribution Receivable	\$3,014.57
Grant Receivable-Unrestricted	\$28,315.50
Allowance for Uncollectible Accounts	\$(2,000.00)
Inventory	\$252,519.12
Prepaid Expense & Security Deposit	\$7,137.90
Total Current Assets	\$486,595.72
Land	
Land	\$75,000.00
Buildings	\$779,210.39
Bulding Improvements	\$101,632.00
Equipment	\$132,476.49
Vehicles	\$363,578.30
	\$1,451,897.18
Less Accumulated Depreciation	\$(603,999.29)
Total Fixed Assets	\$847,897.89
TOTAL ASSETS	\$1,334,493.61
Liabilities and Net Assets	
Current Liabilities	
Accounts Payable	\$-
Accrued Wages	\$14,468.95
Accrued Paid Time Off	\$29,019.48
Payroll Taxes Payable	\$1,302.04
Withholding Payable	\$2,720.66
Mortgage	\$13,978.73
Employee Benefits	\$2,652.19
Total Current Liabilities	\$64,142.05
Long-Term Liabilities	
Mortgage	\$334,928.15
Total Long-Term Liabilities	\$334,928.15
Net Assets - Unrestricted	\$935,423.41
TOTAL LIABILITIES AND NET ASSETS	\$1,334,493.61

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 2015's audit will be completed in the summer of 2016 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 adjustments and program/management/fundraising breakdowns.

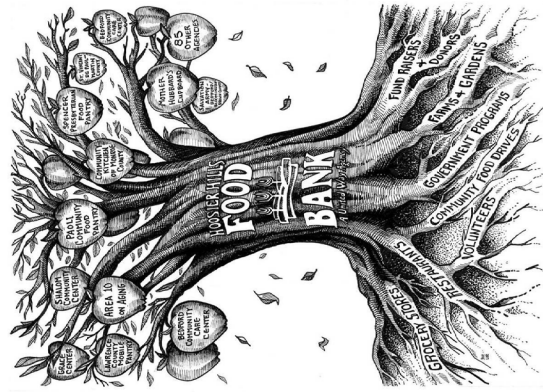
Community Supporters:

The collage features logos for the following organizations and businesses:

- Lucky's Market
- Macy's
- IU Credit Union
- Walmart
- Kroger
- YANKEE CANDLE
- INDIANA MEMORIAL UNION
- STORAGE EXPRESS
- MARTIN COUNTY COMMUNITY FOUNDATION
- CITY OF BLOOMINGTON INDIANA
- soma coffee house & juice bar
- MDV
- LAWRENCE COUNTY COMMUNITY FOUNDATION
- HEALTH
- FARMERS MARKET
- Smithville fiber
- Walmart
- Boston Scientific
- Simply Clean
- CareSource
- sodexo
- Harriman Farms
- Sam's Club
- The Herald-Times
- Sweet Grass RESTAURANT
- INDIANA'S HOMEGROWN GROCER
- MARSH
- WOODFOREST NATIONAL BANK
- Baxter
- Southside Rental
- Printpack
- ROTARY INTERNATIONAL
- BIM
- MONROE COUNTY GOVERNMENT
- SEARS FARMS
- COMMUNITY FOUNDATION
- German American

Thanks to all of our donors, supporters, and volunteers, of whom this page is a representative sample. 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.

Hoosier Hills Food Bank
P.O. Box 697
Bloomington, IN 47402-0697
812-334-8374
www.hhfoodbank.org



Food Insecurity in HHFB's Service Area 2015

	Food Insecurity Rate	Food Insecure Individuals	Child Insecurity Rate	Food Insecure Children
Brown	13.2%	1,990	24.4%	750
Lawrence	15.3%	7,070	24.9%	2,660
Martin	13.1%	1,350	22.7%	550
Monroe	18.0%	25,110	20.5%	4,650
Orange	15.7%	3,110	24.8%	1,220
Owen	14.5%	3,110	23.5%	1,130
Total	16.5%	41,740	22.6%	10,960
Indiana	15.4%	1,012,970	21.8%	348,570
U.S.	15.9%	49,100,000	21.6%	15,800,000

Source: Feeding America Map the Meal Gap 2015