

Hoosier Hills Food Bank

Annual Report 2018

A Grand Slam Year

	1	2	3	4	5	6	7	8	9
Hunger:	3	9	5	0	0	*	*		
HHFB:	4	8	7	6	8	0	8		



There are 39,500 food insecure individuals in the HHFB service area. In 2018, a record 4,876,808 pounds of food were distributed. It was a grand slam year but the game isn't over.

Issued March 2019

“Do what you can, with what you have, where you are.” – Theodore Roosevelt

“It ain’t over till it’s over.” – Yogi Berra

2018 was a Grand Slam year for Hoosier Hills Food Bank. Our fans (aka donors and supporters) helped us hit it out of the park with record levels of food donations and the acquisition of a new van. In turn, we distributed more food than ever before by far. The 4,876,808 pounds distributed represent an increase of 15.5% over 2017 and a 9% increase over our last record year of 2016. We were also just shy of a record for fresh produce with over 1.2 million pounds distributed.

Importantly, we were also able to report some very small gains (reductions, actually) in food insecurity levels. That doesn’t mean we’ve won, but it does mean we’re winning the fight against hunger.

Any team will tell you that championships are fleeting. You can celebrate your success, but the next day, you have to get right back to work and try to repeat it.

Hunger and food insecurity are still very serious and formidable opponents. Their impact is relentless and unforgiving. And we’re energized to keep fighting and to keep winning.

In 2018, we showed what we can do with the right level of support. But unfortunately, many of the systemic problems that keep people in food insecurity remain unresolved – too many for us to tackle as one organization. So, in 2019, we will stay focused on our efforts to ensure that no one goes hungry in our region, while we seek input, review our programs and strive toward developing goals that will provide “2020 Vision”, a new strategic plan for our future work.



**Not one child.
Not one senior.
And not one in between.
Hunger is not an option.**





HOOSIER HILLS FOOD BANK
Annual Report 2017
2333 West Industrial Park Drive
P.O. 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 2018:

- | | |
|-----------------------------|-------------------|
| Kevin R. Robling, President | Jessica McClellan |
| Adrian Reid, Vice President | Trina Mescher |
| Chuck Cooksey, Treasurer | Robin Mendyka |
| Nancy Kaster, Secretary | Margie Rice |
| Maurice Garnier | Tom Ruemler |
| Chris Gray | Scott Shackelford |
| George Huntington | Shelia Sines |
| Pam Vanzant | |



Member Agency

STAFF 2018:

- Julio Alonso, Executive Director and CEO
- Brandon Bartley, Food Sourcing Coordinator
- Will Bruce, Food Rescue Driver - Meal Share Route
- Jake Bruner, Director of Development & Administration
- Ashlynn Waldrip, IU Advocate for Community Engagement
- Michael Etter, SPEA Service Corps Fellow - Programs
- Cory Lamping, Programs Specialist
- Steven Lee, Indiana Leadership Program Intern
- Erin Hollinden, Agency Relations Coordinator
- Ryan Jochim, Manager of Volunteer Services and Community Engagement
- Carl Woody, SPEA Service Corps Fellow - Development
- Caleb King, Civic Scholar
- Ben Mescher, Inventory Specialist
- Donn Middleton, Warehouse Manager
- Karina Gutierrez, Indiana Leadership Program Intern
- Casey Steury, Director of Programs
- Bradley Drake, Garden & Gleaning Program Coordinator
- Dan Taylor, Assistant Director
- Aubree Thomas, Development Intern
- Saleem Tucker, Cox Scholars Intern
- Brad Williams, Food Rescue Driver - Rural Retail Route



The following staff contributed to our work in 2018, but moved on to other pursuits:

- Caroline Braun, Dylan Jones, Daisy Ren, Courtney Drescher,
- Mason Walther, Eesha Bemra, Thomas Dotson



Hoosier Hills Food Bank is an equal opportunity employer and provider. Federal discrimination complaints can be directed to 201-720-5964. Approximately 14% of our funding comes from federal government sources and 82% from non-governmental sources. Dollar amounts of all funding sources are provided in our financial statement on page 26. Full non-discrimination policy and most recent IRS form 990 are available on our website, www.hhfoodbank.org. Printed locally on recycled paper.



PROGRAMS, SERVICES & OPERATIONS

Local Food Rescue, Food Distribution & Nutrition

Hoosier Hills Food Bank's most important goal is ensuring that everyone has enough to eat every day and as such, our core function is collecting and distributing food. And a key component of our food sourcing philosophy is ensuring that no food goes to waste.

2018 was by far the largest year in the food bank's history on both counts.

A record of 5,088,955 pounds of food were collected and a record 4,876,808 pounds were distributed. Food distribution increased by 15% over 2017 and was 9% higher than our last record year of 2016. This included 1,269,963 pounds of fresh produce, which represented 26% of all food distributed. In addition to the record year, another milestone was the largest month in HHFB's history – July 2018 saw over 566,600 pounds of food distributed.



Food Rescue Drivers Will Bruce, Thomas Dotson and Brad Williams picked up most of the food we received on their daily routes from retail and wholesale donors and restaurants donating prepared food through our Meal Share program. Some food was immediately and directly delivered to partner agencies, but most came back to the food bank for sorting and/or repacking by volunteers. Meal Share donors provided us with the equivalent of more than 53,000 meals and repack volunteers put in 1,130.75 hours.



In addition to the food collected each day by drivers, warehouse, program and development staff received deliveries each week of purchases, USDA shipments, national donors, and individuals and collected food from food drives around the community. As a member of Feeding America, HHFB accesses significant amounts of donated food, including fresh produce, from donors across the country. In most cases, we incur only third-party transportation costs but often value added processing costs are paid to farmers to help cover their expenses. Some food received in bulk form requires repacking and we incur expenses for materials with volunteers performing the tasks of scooping loose pasta or bagging potatoes. Much of our direct purchasing includes products of this type, which we're able to obtain at good prices.

Drivers delivered 60% of all food distributed to agencies with the remainder disbursed to them at the warehouse by **Inventory Specialist Ben Mescher**. While many larger food banks have eliminated it, most of HHFB's partners prefer the "shop through" method that allows them to come and choose the particular items they want. One of our key delivery systems is the Garden Route on Wheels (GROW) which serves about a dozen local agencies with fresh produce deliveries timed to their distribution hours.



HHFB was also proud to step up to the plate when pinch hitters were needed for food providers in 2018. For most of the year we acted as a partner to Bloomington Meals on Wheels when that agency had a temporary need for someone to transport meals each day to their facility for their volunteers to pick up. Our staff stepped in to fill the void for about 10 months. We also worked through necessary arrangements and transitions to keep Crimson Cupboard as a partner agency and get this vital campus-oriented food pantry re-opened in the fall.

Each day that our doors were open in 2018, almost 10 tons of food or the equivalent of over 16,250 meals were distributed in our service area.

Families First Mobile Pantry

HHFB's mobile food pantry celebrated its tenth year of operation in 2018, having started in Bedford with a grant from the American Idol program. It now serves four communities in three counties in our service area – Bedford, Mitchell, Orleans and Shoals. Each month, our staff and vehicles travel to these communities and set up a client choice pantry at a regular location. Last year, a smooth transition in locations in Shoals was made to the Families Fellowship Church.



In 2018, our mobile pantry program served 13,077 individuals in 5,120 households, an increase of approximately 1.5% households over the prior year. On average each month 115 households were served in Bedford, 142 in Mitchell, 107 in Orleans and 63 in Shoals. Overall the program averaged 427 households and 1090 individuals each month.

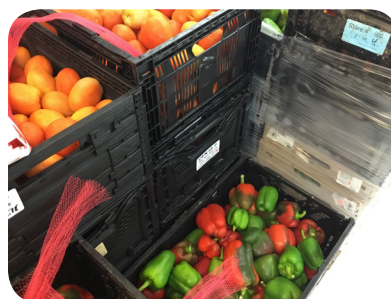
Each time they visited a mobile pantry, clients received an average of 48.6 pounds of food per household or 19 pounds per individual. Fresh produce is a key component of the program with over 70,000 pounds distributed in 2018.

Multiple staff help support the programs team in implementing our mobile pantries and we couldn't do them without the help of 100 volunteers who put in 1,078 hours of donated time.

We conducted a survey of mobile pantry clients in 2018 that produced the following demographic data about those we serve: 16% of households served had children under 18; 35% included seniors over 61; 49% of households had a member on disability; 33% had someone with chronic health issues; 41% included someone retired and 24% had someone employed part- or full-time. 90% of clients agreed or strongly agreed that "my household experiences less hunger because I come to the mobile pantry."

Farm Fresh Friday

On August 31st HHFB hosted the third annual Farm Fresh Friday. Volunteers and HHFB staff distributed **15,664 pounds** of corn, watermelons, potatoes, sweet potatoes, lettuce, peppers, tomatoes, squash, jalapenos, and milk to 322 individuals.



USDA Senior Food Box & Commodity Programs

With the support of our partners at the Indiana State Department of Health, HHFB administers two US Department of Agriculture commodity programs that together constituted 30% of the food distributed in 2018.

The Emergency Food Assistance Program (TEFAP) provides staple foods that we distribute to 33 food pantries, shelters and kitchens who meet the criteria and choose to participate. Food is distributed to clients who have incomes no greater than 185% of the federal poverty level. 2018 was our second biggest year ever for TEFAP with 1,058,378 pounds distributed including over 44 different items. In addition to usual canned and dry staple goods we saw a big increase in fresh and frozen TEFAP including fresh milk, cheese, fresh potatoes, frozen peas, blueberries and strawberries and frozen chicken, turkey, ground beef, catfish and pork chops among others.



The Commodity Supplemental Food Program (CSFP) provides a monthly box of food for income qualified senior citizens over 60. 2018 was our biggest year ever for CSFP with 11,976 boxes distributed to our caseload of 1050 clients. We supplemented over 420,000 pounds of government commodities with fresh produce wherever possible and almost 87,000 pounds of produce was distributed along with boxes. The CSFP program does require a fair amount of paperwork and we successfully recertified all seniors for the program in the spring. This program also couldn't be done without the support of volunteers who provided 2,246.5 hours of help last year.

These federal programs are administered at the state level by ISDH, whose staff works with us and other food banks to ensure as much food as possible is made available to hungry Hoosiers and ensures compliance with all federal laws and regulations related to the programs. HHFB successfully passed our biennial monitoring for both programs in 2018.



The importance of these vital nutrition programs can't be overstated. They are a crucial, steady source of quality, nutritious staple foods and many pantries would be hard pressed to serve their clients adequately without them. We also consistently hear from seniors how much they rely on their monthly box of food and how important it is to supplementing their nutrition needs on fixed incomes.

Our USDA programs, mobile pantries and garden initiatives come under the umbrella of our programs

team, lead by **Director of Programs Casey Steury** and supported by **Programs Specialist Cory Lamping**, who replaced Dylan Jones in mid-year after serving as the morning route driver for more than a year. While food banking is not rocket science, it is clearly good preparation as Dylan left to work for NASA in his home state of Alabama after nearly three years in various roles at HHFB. The programs team also includes our very able **SPEA Service Corps Fellow, Michael Etter** and **Indiana Leadership Program intern Steven Lee** (fall) and interns **Christian Ehlerding** (spring) and **Eesha Bemra** (summer).



Garden, Gleaning & Plant-a-Row Programs

Our local fresh produce efforts saw a transition in 2018 when **Garden and Gleaning Coordinator Bradley Drake** came on board in early spring. Bradley's past experience as Farmer's Market Master helped make that transition a smooth one and he brought new energy and ideas to the programs. This summer, Bradley was assisted by interns **Cathryn Janoski and Bransen Henderson**. Over 80 Volunteers put in 1,456.5 hours for G&G programs last year.

Their efforts helped us bring in 6,720 pounds of onions, cabbage, sweet potatoes, kale, lettuce and broccoli, among other things from our garden at Will Detmer Park, a partnership with Monroe County Parks and Recreation. Donors at the Bloomington Community Farmer's Market added 17,704 pounds of local produce and dairy products while gardeners participating in the Plant-a-row program donated another 8,073 pounds of local fresh produce.



Bradley Drake



Our gleaning program saw its biggest year ever, with 197,428 pounds of nutritious fresh produce rescued, most from our long-time partners at Harriman Farms.

In addition to the fresh, nutritious food they produce, these programs are important ways that we engage the community, particularly young people, whom make up the majority of garden volunteers. Volunteers and supporters also organized an Earth Day benefit concert for the G&G program at Player's Pub in Bloomington.



Harriman Farms

Farm Market | Greenhouse | Wholesale e³ Retail



Agency Relations

Our agency partners are the front-line heroes that we try to support every day. They include food pantries, kitchens, shelters, youth, counseling, health and senior programs and low-income day cares of many different types and sizes; and they are staffed both professionally and with volunteers.

In 2018, **Agency Relations Coordinator Erin Hollinden** conducted site visits with 55 of our 102 partner agencies. Active members included 68 food pantries and 33 on-site feeding programs. Three agencies voluntarily ended their membership and we added two new partners: Catholic Charities Bloomington and Redeemer Community Church Food Pantry.

A key advancement in agency relations in 2018 was the creation of a new option for submitting service statistics using an online form via HHFB's website, instituted in September. Early results have been positive with many agencies indicating that it has improved their ability to report statistics in a timely manner.

While the number of individuals served by food pantries each month dropped slightly to 46,611 in 2018, the number of households served increased by 4.5% to 15,004. On site feeding programs saw a 7% increase in the number of meals served each month to 91,408. Together, HHFB agencies provided over 1.27 million instances of service last year.



Wedsol Dummit of
Highland Village Church

Operations, Fleet & Facility Maintenance

Infrastructure is at the heart of HHFB's work. We collect, store and distribute food and that can't happen without a well-maintained warehouse and fleet of vehicles. Keeping everything running and coordinating the schedules of our own pick ups and deliveries along with those of third-party transportation contractors falls largely to **Assistant Director Dan Taylor and Warehouse Manager Donn Middleton**, who celebrated a milestone 15-year anniversary in June.

Our fleet includes 4 refrigerated box trucks (Connie, Wally, Ulysses and Jumbo), one non-refrigerated van (Barracuda), one pickup truck (Daredevil), one dump truck (Dumpy) and three refrigerated vans (Jack, Growver and Regina). Regina was a much needed and welcome addition to the fleet in late summer and has made a huge difference in our capacity. Funded by 100+ Women Who Care, Smithville Charitable Foundation and the City of Bloomington Jack Hopkins Fund, she's named after the 100+ Women member who made the successful pitch that brought in the initial funding, former City Clerk Regina Moore. Our vehicles logged 68,143 miles in 2018, up 3% over the prior year and it's surprising it wasn't up more given the extremely challenging traffic delays affecting all of our routes last year.



We also maintain other equipment including a fork lift truck, four battery pallet jacks and several hand jacks, which are key to moving all the food from one place to another. Staff keep busy with preventive maintenance, repairs, safety measures, pest control, cleaning and organizing all these working parts as well as our over 15,000 square feet of warehouse and office space and our large commercial walk in coolers and freezer. Keeping our facility and equipment functioning and maintaining the standards and procedures necessary to remain in compliance with our various regulatory authorities and inspections is no small task.



Development & Administration

Fundraising, Food Sourcing, Donors & Support

Bringing in the resources necessary to meet our mission goals each year is an important part of our work at HHFB and while everyone plays a part, this role falls largely to **Executive Director and CEO Julio Alonso**, **Director of Development and Administration Jake Bruner** and **Food Sourcing Coordinator Brandon Bartley**. The development team is also strengthened by the help of **SPEA Service Corps Fellow Carl Woody** and **Indiana Leadership Program Intern Karina Gutierrez** and **Interns Aubree Thomas** and **Mason Walther** (summer). **IU Kelley Institute for Social Enterprise intern Caroline Braun** undertook the task of redesigning our website over the summer.



Brandon worked consistently with our regular retail and wholesale donors to keep communication going and ensure that expectations were being met. Managing the relationships important to securing as much donated food as possible go far beyond the corporate level. Each retail store has not only a general manager but managers for multiple departments such as produce, bakery, meat, deli and dry. With well over two dozen regular facilities to visit, it is a comprehensive effort. He also works with the restaurants that donate to our Meal Share prepared food rescue program, farmers who donate at the Farmer's Market and with over 90 food drive donors each year.

Advancements in food sourcing in 2018 included the opening of a second Fresh Thyme store in Bloomington. Our largest and most successful food drive remains Stamp Out Hunger, the National Association of Letter Carriers Branch 828 annual event which brings in over 40,000 pounds. Year-long planning goes into this food drive that involves partnerships with the local union branch, regional labor council and United Way. Other significant food drives include Hoosier Hysteria, IU Health/Bloomington Hospital, IU Orientation/First Year Experience, IU Dorms and multiple MCCSC school food drives. IU Volleyball hosted a food drive during their opening scrimmage at Assembly Hall.

Development staff worked on more than 30 formal grant applications in 2018 and many were successful including a \$25,000 State Giving Grant from the Walmart Foundation for the More Than a Million 3 fresh produce initiative. Additional successful grant partners included SCI REMC, the Lawrence County Community Foundation, Martin County Community Foundation, Orange County Community Foundation, Bloomington Board of Realtors, individual Walmart stores and others.

Government grants helped fund both food purchases and operations with support in 2018 coming from the Indiana State Department of Agriculture Food Banks grant program, IHEDA Neighborhood Assistance Program tax credits, the Emergency Food & Shelter Program, Perry, Salt Creek and Van Buren Townships, the Community Development Block Grant program, City of Bloomington Jack Hopkins Fund and Monroe County Sophia Travis Fund.

One of the development team's major successes was the acquisition of Regina, a new RAM Promaster refrigerated van purchased with funding support from 100+Women Who Care, the Jack Hopkins Fund and Smithville Charitable Foundation.



Food donation partners continued to be strong financial supporters as well with Kroger making various large gifts during the year, support from Spartan Nash/MDV, Bloomingfoods and Lucky's sponsoring in-store cause marketing campaigns that raised funds, and Walmart's Fight Hunger. Spark Change. Campaign in the spring. Feeding America helps facilitate national marketing and fundraising campaigns including promotions like Red Nose Day, Pampered Chef, Subway and others with funds distributed to partner food banks including HHFB. Coca Cola, Sodexo, Woodforest National Bank, Bloomington Thrift Shop, Macy's and Jeffies Choice also made important gifts in 2018 and IU Biology again held an annual food drive and fundraiser to benefit HHFB during the holidays. The faith community was also supportive with gifts from St. Mark's UMC, St. Paul's UMC and First United Church among others.

The team also created various direct mail appeals including several issues of our regular newsletter, Hungry for Change, as well as newspaper and social media appeals. In addition to the big fundraising events like Soup Bowl and Book Fair, we worked on others such as Taste of Bloomington, Pie Run, Bloomington Disc Golf Tournament and numerous smaller dine and donate events. The development team also takes a key leadership role in events like the Annual Meeting and Hunger Action Awards.



Volunteer Program & Special Events

Raising funds and sourcing food are essential to keeping HHFB going, but equally important is recruiting, training and supporting volunteers. Our small staff couldn't possibly move almost 10 tons of food a day without the help of a large and loyal corps of volunteers.

In 2018, 1,968 individual volunteers provided 15,262.25 hours of service in all aspects of our work. Over 4600 hours were spent in the warehouse and office on a wide range of tasks; more than 1130 hours were recorded for the Meal Share repack program; mobile pantry volunteers put in 1078 hours; groups and individuals spent more than 2246 hours packing senior food boxes; 1456 hours were spent gardening and gleaning; book sorters logged over 2660 hours; board members put in more than 230 hours in meetings and over 1830 hours were spent working on special events.

Manager of Volunteer Services and Community Engagement Ryan Jochim helped recruit and train all our volunteers, supported by **Civic Scholars Saleem Tucker and Caleb King** and **Advocates for Community Engagement Courtney Drescher and Ashlynn Waldrip**. Courtney graduated from Indiana University in December after helping us at the food bank for three and a half years.

HHFB's volunteers come from all parts of the community and include individuals who come every week; groups that come on a regular basis and both who come just one time. Cook, Inc. volunteers logged the most of any group with 493 hours of service and Alpha Gamma Delta was close behind at 400 hours. John Harl put in the most time of any individual – over 250 hours! Other regular volunteers were like an extension of the staff putting in more than 50 hours each: Dan Morelli, Trevor Jones, Dale DeSmith, Rebecca Alter, Marlow Smethurst, Margie Hershey, Chuck Burns, AnnaMaria Mecca, Caroline Moh, Pam Bunis, Peggy Shaw, Dave Shaw, and Fabiana Fontes-Cloux.

Special volunteer day projects in 2018 included IU First Year Experience, IvyTech O'Bannon Institute, Global Youth Service Day and Comcast Cares Day among others.



Annual Meeting

At the annual meeting in March, HHFB celebrated the theme of “bein’ green” with Kermit the Frog’s song as inspiration. Staff and board members discussed how the ordinary day to day work of providing food to people in need was actually an extraordinary undertaking. The 150 guests in attendance saw “HHFB – The Average Year”, a video that was the culmination of a year’s work observing and recording all that HHFB does. Members of 100+ Women Who Care were also on hand to present their donation of over \$17,000 toward the purchase of a new van and lunch included salads made with product from Growing Opportunities.



Hunger Action Awards

In June and with the support of IU Catering we hosted the 12th Annual Hunger Action Awards Reception at the Indiana Memorial Union Tudor Room. Our guests, including volunteers and donors, enjoyed great food and received new HHFB t-shirts. The following were honored with 2018 Hunger Action Awards:

Rebecca Alter, Outstanding Volunteer

Alpha Gamma Delta, Beta Delta Chapter, Charlie Thompson Award

Garrard Chapel, Outstanding Agency Partner

Fresh Thyme, Outstanding Community Partner

Sue Wanzer and Cathy Fuentes-Rohwer, Outstanding Hunger Advocates

Mother Hubbard's Cupboard, Outstanding Hunger Advocate

Erin Hollinden, Leadership Award

Chris Gray, Leadership Award

Trina Mescher, Board Service Award

Donn Middleton, 15 Years of Service Award

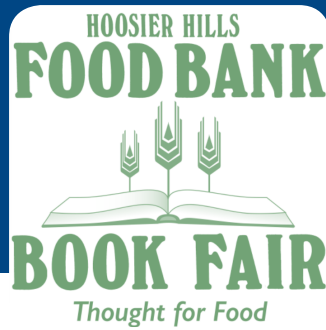




24th Annual Soup Bowl Benefit

About 700 guests enjoyed the music of the IU Soul Revue and enjoyed soup from 40 local restaurants at the annual Soup Bowl Benefit at the Monroe Convention Center. They also had the opportunity to select a hand made bowl by a local potter. HHFB's largest fundraiser has become an iconic and treasured community event. Guests and sponsors helped raise about \$125,000 for food bank programs and operations. This great event brings together the best of the food and art communities to raise funds for a great cause. In addition to the volunteer organizing committee, several dozen volunteers make the Soup Bowl possible by helping at the event, which always sells out well in advance.





2018 HHFB Community Book Fair

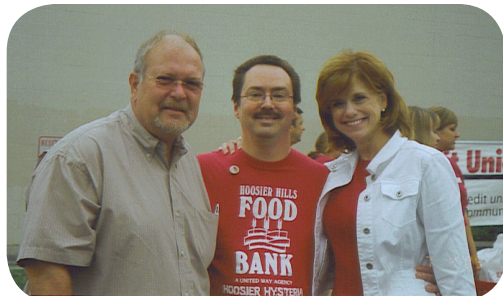
The fourth book fair hosted by HHFB turned out to be the most successful since we took over. Both attendance and revenue increased over 2017 as about 3099 people visited during the six-day fair (up nearly 200 over last year) to shop for books, media, puzzles, comics and sports cards. Book fair guests also enjoyed a variety of programming events from an opening day IU Color Guard that honored veterans to a Silly Safari visit and scavenger hunt. Heroes day once again honored local first responders and gave visitors the opportunity to see fire trucks up close and personal and adorable puppies were adopted through the Bloomington Animal Shelter. And, of course, tens of thousands of books, music and movies found new homes.

The book fair is a labor-intensive event so we're fortunate that it is a labor of love for about 30 dedicated volunteers who put in 2,663.5 hours sorting books throughout the year and over 150 more who put in hundreds of hours setting up, working and tearing down the event itself.



Advocacy, Education & Outreach

While HHFB never engages in partisan politics and only rarely lobbies, we do consider advocacy and education on hunger issues to be an important part of our mission and we work to engage both elected officials and the general public around the issues of food insecurity and hunger along with our efforts to reduce them.



Part of this effort involves maintaining a public profile and being visible in the community. We once again participated in the Bloomington 4th of July Parade and Monroe County Fair in 2018 and we put the finishing touches on the year-long video project that encompassed our 2017 year. “HHFB-The Average Year” debuted at the Soup Bowl in February and was featured at the Annual Meeting in March in addition to being posted to our You Tube channel and website. We also created a display for the City Hall Atrium during our anniversary month of November.

The complete revision and migration of our website was a big undertaking during 2018 with much of the actual work done by intern Caroline Braun. The much-improved website launched during Hunger Action Month in September and included the new feature for agency online statistics reporting.

During the congressional recess in August, HHFB hosted a visit with U.S. Representative Trey Hollingsworth (R-9th District). Congressman Hollingsworth toured the food bank, learned about our programs and discussed federal nutrition programs with staff. Staff also attended the Greater Bloomington Chamber of Commerce’s legislative preview with state legislators and the Feeding Indiana’s Hungry Annual Meeting.



Various staff gave tours of the food bank and addressed groups and school or university classes in the community throughout 2018 and our CEO gave numerous press interviews throughout the year including serving on a panel for WFIU’s Noon Edition to discuss proposed federal cuts to the SNAP program. We also maintained an online presence through social media posts and ended the year with 1981 Facebook likes, 1160 Twitter followers and 403 Instagram followers. Jake also served as president of the United Way Agency Directors Association during the year, Julio completed his third term as board chair for Feeding Indiana’s Hungry mid-year and Brandon represented HHFB in local food planning groups including the Bloomington Food Policy Council.



One of our most enjoyable education efforts is the annual Children’s Art Calendar. In the fall, staff and interns meet with various elementary and middle school classes at schools throughout our service area and speak to the children about hunger. The kids are then asked to create drawings representing their reflections about hunger and HHFB and many of them are used to create the annual calendar. Hunger facts and information about agency programs are added and the calendar is then used as a means to thank many of our food donors and volunteers and is shared with elected officials.

And of course, all these efforts are aimed at increasing awareness of food insecurity and hunger, and Feeding America provides us with an important tool that we use to do so. Each year, FA issues Map the Meal Gap – a report showing food insecurity levels at the county level. MMG 2018 showed that a big problem remains but there are small signs of progress.

Overall food insecurity in HHFB’s service area was 15.5%, slightly lower than the 15.9% reported in MMG 2017. And child food insecurity dropped to 19% from 19.8%. The numbers for each of our six counties are shown on the back of this report. Despite the good news that food insecurity may be trending downward, it’s important to remember that these numbers still show 39,500 people, including 9,020 children are food insecure in our region.



@HoosierHillsFB



@HoosierHillsFoodBank



#hoosierhillsfoodbank#

Administration & Compliance

We had a break from two of our big compliance monitoring audits in 2018 – the third party AIB International food safety audit and Feeding America compliance audit – as both biennial schedules will include 2019. It was time for the biennial Indiana State Department of Health monitoring visit which took place in the spring and which we passed. We continued to work hard to maintain compliance in all areas and passed both USDA visits and received a fully “clean” financial audit. We proactively hosted the IU Environmental Health & Safety food safety team to help ensure we met all their standards for our campus activities.

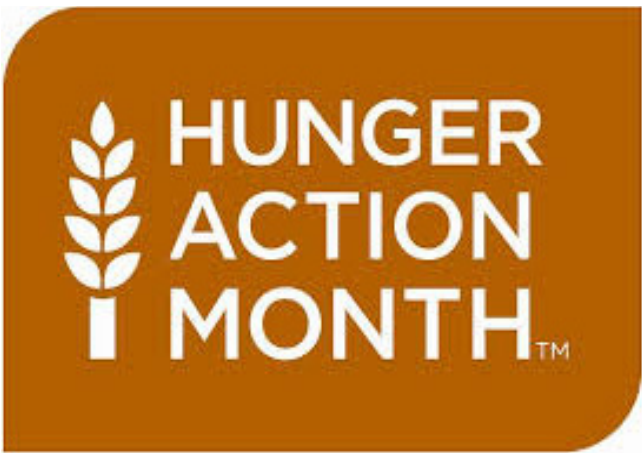
We held our regular full staff meetings as well as team and safety meetings throughout the year and ensured that all staff remained current with Serv Safe food safety certifications. Our board of directors also met regularly on its normal schedule, reviewing and approving matters of policy and finance, including the annual audit and tax returns. We welcomed a new board member, Shelia Sines, manager of the local branch of Woodforest National Bank. As part of an annual review, we opted to add cyber insurance to our business insurance policies for a further measure of risk management in this electronic-heavy age.

Julio and Jake attended the Feeding America Annual Conference in the spring and held extensive phone discussions with national office staff on strategic planning issues that will come to further discussion in 2019. We also maintained full compliance with FA's county level meals per person in need standards throughout the year and performed all the appropriate ongoing administrative duties related to grant reporting, regulatory reporting, human resources and financial reporting.

In a move that will be more impactful during 2019, HHFB took an important step in late December of 2018 by purchasing one of the properties adjacent to our existing two lots on Industrial Park Drive. Careful consideration was given to this purchase with our board and management agreeing that the opportunity was a good one that will have many long-term benefits for the food bank. The project will be discussed in greater detail at the annual meeting where this report will be released.









Since Then...and Looking Ahead

Because the annual report takes time to compile, we're always several months into the new year before we're able to report in depth on the prior one. The first couple of months of 2019 continued to be very busy for HHFB, with food distribution continuing to increase and with our agency developing responses to issues like trade mitigation commodities and the government shut down. Weather made things challenging at times, but we forged ahead with events and with plans for the release of this report at our March annual meeting.

2019 seems destined to be another eventful year, with lots of food to be collected and distributed, a new strategic plan to develop and eventual occupancy of our new property. We hope to share many of those plans with those who attend the annual meeting.



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.

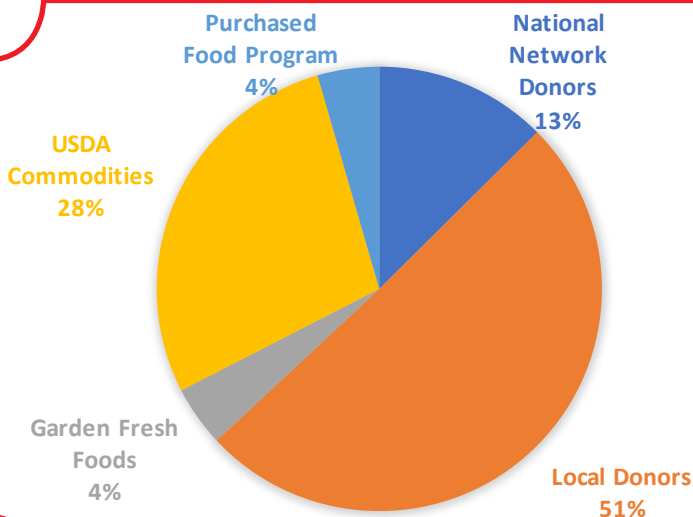
Our values, consistent with that purpose include:

- 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 2018

By Donor Source	2017	2018	Change	% Change	%Total
National Network Donors					
Feeding America Network	629,628	378,277	(251,351)	-40%	7%
Gleaners Cluster	53,998	2000	(51,998)	-96%	0%
Interaffiliate Transfers	215,523	258,740	43,217	20%	5%
Network Total	899,149	639,017	(260,132)	-29%	13%
Local Donors					
Local FA Donors	1,093,065	1,241,885	148,820	14%	24%
Local Regular Donors	888,113	1,143,791	255,678	29%	22%
Meal Share Donors	77,810	72,578	(5,232)	-7%	1%
Community Food Drives	123,866	111,039	(12,827)	-10%	2%
Local Total	2,182,854	2,569,293	386,439	18%	50%
Garden Fresh Foods					
BC Farmers' Market	27,615	16,219	(11,396)	-41%	0%
Plant A Row	1,163	4,337	3,174	273%	0%
Gleaning Program	101,850	196,681	94,831	93%	4%
HHFB Garden	13,319	6,720	(6,599)	-50%	0%
Garden Total	143,947	223,957	80,010	56%	4%
USDA Commodities					
TEFAP	739,970	1,008,400	268,430	36%	20%
CSFP	417,683	420,519	2,836	1%	8%
USDA Total	1,157,653	1,428,919	271,266	23%	28%
Purchased Food Program					
Purchased Total	79,363	227,809	148,446	187%	4%
Total Received	4,462,966	5,088,995	626,029	14%	100%

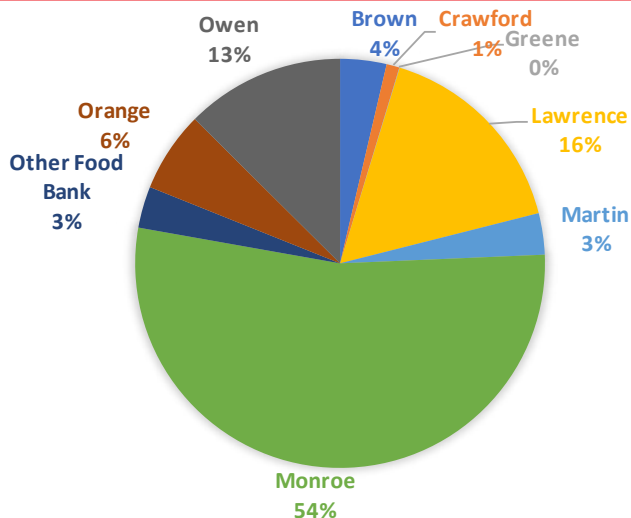
Food Received by Donor



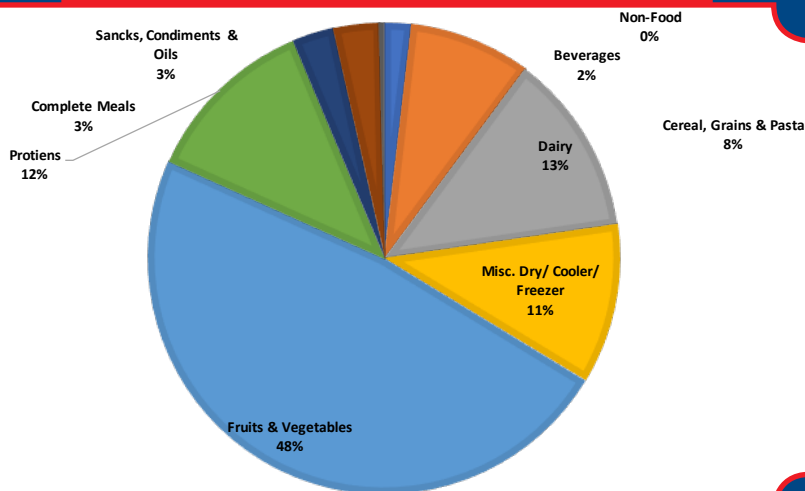
FOOD DISTRIBUTED 2018

By Donor Source	2017	2018	Change	% Change	% of Total
<u>National Network</u>					
Feeding America System	560,974	393,612	(167,362)	-30%	8%
Gleaners Cluster	52,923	1,793	(51,130)	-97%	0%
Inter-affiliate Transfers	212,093	238,914	26,821	13%	5%
Total FA Network	825,990	634,319	(191,671)	-23%	13%
<u>Local Donors</u>					
Community Food Drives	115,710	95,388	(20,322)	-18%	2%
Meal Share	72,785	64,039	(8,746)	-12%	1%
Local Retail	1,978,310	2,376,488	398,178	20%	49%
Total Local	2,166,805	2,535,915	369,110	17%	52%
<u>USDA</u>					
CSFP	417,683	420,519	2,836	1%	9%
TEFAP	727,159	1,058,378	331,219	46%	22%
Total USDA	1,144,842	1,478,897	334,055	29%	30%
Purchased	85,822	227,677	141,855	165%	5%
TOTAL DISTRIBUTED	4,223,459	4,876,808	653,349	15%	100%
By County	2017	2018	Change	Change %	% Total
Brown	155,185	178,208	23,023	15%	4%
Crawford	55,012	49,560	(5,452)	-10%	1%
Greene	8,562	1,948	(6,614)	-77%	0%
Lawrence	727,415	797,032	69,617	10%	16%
Martin	127,312	159,506	32,194	25%	3%
Monroe	2,299,636	2,607,932	308,296	13%	53%
Other Food Bank	67,508	159,906	92,398	137%	3%
Orange	278,821	311,031	32,210	12%	6%
Owen	504,008	611,685	107,677	21%	13%
TOTAL DISTRIBUTED	4,223,459	4,876,808	653,349	15%	100%
Fresh Produce Distributed	1,154,936	1,269,963	115,027	10%	26%

Food Distrubution by County



Food Distribution by Food Type



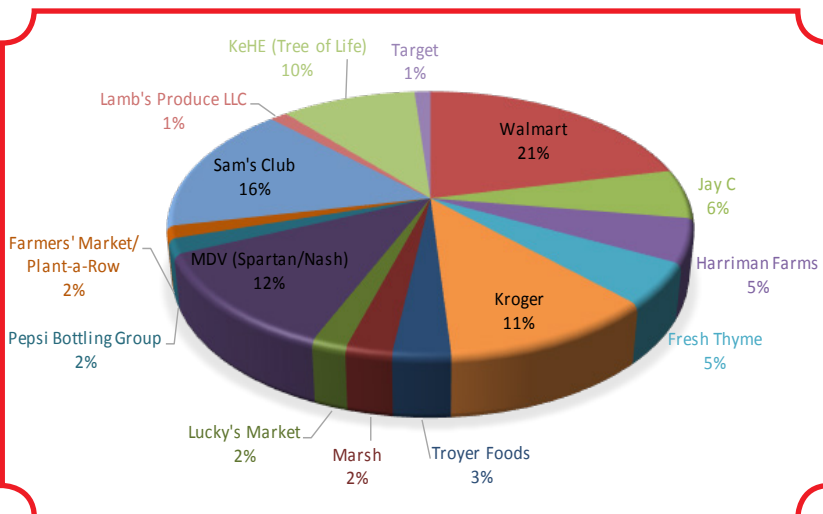
HHFB 2018 DISTRIBUTION BY FOOD TYPE

Category	2017	2017%	2018	2018%
Beverages	37,889	0.9%	89,246	1.8%
Cereal, Grains & Pasta	530,035	12.5%	407,186	8.3%
Dairy	386,367	9.1%	609,586	12.5%
Misc. Dry/ Cooler/ Freezer	444,311	10.5%	537,220	11.0%
Fruits & Vegetables	1,886,193	44.7%	2,343,592	48.1%
<i>Fresh Produce</i>	1,154,936	27.3%	1,269,963	26.0%
<i>Canned, Dried, Frozen Produce</i>	438,290	10.4%	893,952	18.3%
<i>Juice</i>	292,967	6.9%	179,677	3.7%
Protiens	584,938	13.8%	581,507	11.9%
Complete Meals	132,242	3.1%	139,101	2.9%
Sancks, Condiments & Oils	206,480	4.9%	153,494	3.1%
Non-Food	14,994	0.4%	15,876	0.3%
Total	4,223,449	100.0%	4,876,808	100.0%

HOOSIER HILLS FOOD BANK 2018 - TOP 15 LOCAL FOOD DONORS

2017 Donor	2017 #	2018 Donor	2018 #
Walmart	408,913	MDV	383,376
Sam's Club	303,860	Walmart	493,078
MDV (Spartan/Nash)	231,999	Sam's Club	335,344
Kroger	213,221	Kroger	272,792
KeHe (Tree of Life)	191,249	Harriman Farms	196,681
Jay C	116,222	KEHE Distributors	195,097
Harriman Farms	101,580	Fresh Thyme	101,667
Fresh Thyme	96,861	Melon Acres	73,508
Troyer Foods	57,379	Pepsi Bottling Group	59,931
Marsh	46,361	Jay C	53,810
Lucky's Market	35,175	Lucky's Market	49,827
Pepsi Bottling Group	34,867	Troyer Food Service	33,591
Farmers' Market/PAR	28,778	Snyders Lance Inc.	32,959
Lamb's Produce LLC	24,725	Coca Cola Bottling	31,095
Target	22,682	RPS	26,316

Top Local Food Donors



Lucky's Market



TARGET®



KeHE



HOOSIER HILLS FOOD BANK 2018 - TOP NATIONAL NETWORK DONORS

2017 Donor	2017 #	2018 Donor	2018 #
Gleaners Food Bank/Mixing Center	143,224	Feeding America	166,563
Kellogg Co. Choice System	119,184	Community Harvest Food Bank	131,174
Feeding America	113,050	Lower Midwest Produce	102,044
Bula Potato Farms	81,805	Mondelez	49,995
Mondelez	76,285	Food Bank of NW Louisiana	42,840
Akron-Canton Regional FB	41,869	Alsum Produce	41,575
Generation Farms	40,415	Mouzin Bros. Farms	35,280
Great Lakes Packers Inc	40,100	Northern Illinois Food Bank	27,417
Barilla America Inc	36,432	Tri-State Food Bank Inc	21,337
Premier	36,139	Kellogg Co. Choice System	8,895



HOOSIER HILLS FOOD BANK 2018 - TOP 15 MEAL SHARE DONORS

2017 Donor	2017 #	2018 Donor	2018 #
MCCSC	20,398	MCCSC	20,171
Tudor Room	15,636	Tudor Room	16,584
Avers Pizza	9,326	Hoosier Room	11,781
Hoosier Room	9,141	Avers	8,980
Hu Hot Mongolian Grill	5,943	Outback Steakhouse	4,543
Outback Steakhouse	5,527	Hu Hot Mongolian Grill	2,080
IU Hospital Kitchen	3,671	IU Hospital Kitchen	1,992
Terry's Banquet & Catering	2,325	Terry's Banquets & Catering	1,750
Pizza Hut	1,238	Chipotle	1,068
Chipotle	1,216	Bloomington Country Club	1,004
Dorm System	828	Pizza Hut	740
Bloomington Country Club	750	RPS	735
The Project School	474	The Project School	675
Bob Evans	307	Bob Evans	206



MONROE COUNTY
COMMUNITY SCHOOL CORPORATION



HOOSIER HILLS FOOD BANK 2018 - TOP 15 COMMUNITY FOOD DRIVE DONORS

2017 Donor	2017 #	2018 Donor	2018 #
NALC/ Stamp Out Hunger	48,826	National Ass. of Letter Carri	41,474
MCCSC School Food Drives	11,619	MCCSC	10,198
Kroger Share Your Feast FD	8,776	Hoosier Hysteria	6,755
Hoosier Hysteria	7,164	IU Health Food Drive	4,791
IU Health Food Drive	5,698	IU Residential Program Services	3,870
ACACIA Fraternity	2,592	IU Orientation	3,057
IU Orientation	2,433	Kroger JC SYF	2,988
YMCA Southeast	1,812	Monroe County Public Library	1,995
MCPL	1,757	Univ. Info. Tech Services	1,945
UITS	1,620	Summers Plumbing	1,942
St Vincent Dunn Hospital	1,505	YMCA South	1,862
DCS Monroe County	1,240	IU Intercollegiate Athletics	1,618
Summers Heating & Cooling	1,193	Bloom Insurance Agency	1,153
Regency Court Apartments	1,075	Cook Medical	966
Weddle Bros Building Group LLC	1,071	Child Protection Service	938

HHFB POUNDS DISTRIBUTED BY AGENCY

AGENCY	COUNTY	POUNDS DISTRIBUTED
Amethyst House	Monroe	5,278
Amethyst Women's House	Monroe	4,563
Area 10 Agency on Aging	Monroe	36,201
Area 10 Owen County	Owen	3,231
Backpack Buddies	Monroe	10,011
Becky's Place	Lawrence	12,048
Bedford Community Care Center	Lawrence	176,490
Bertha's Mission	Lawrence	7,803
Blair House - Centerstone	Monroe	6,852
Bloomington Beacon	Monroe	33
Bloomington Day Care East	Monroe	4,009
Bloomington Daycare West	Monroe	2,150
Bloomington Housing Authority Resident's Council	Monroe	25,612
Bloomington Township Trustee	Monroe	19,398
Bobby's Place Pantry	Monroe	39,898
Boys and Girls Club Bloomington	Monroe	110
Bread of Life/Mitchell Church of Christ	Lawrence	233,914
Brown County CSFP	Brown	23,660
Brown County Enrichment for Teens	Brown	5,660
Brown County Seniors Produce	Brown	3,066
Brown County Weekend Backpack Program	Brown	559
Camp Hunt/Wheeler Missiom	Monroe	39,882
Catholic Charites Bloomington	Monroe	226
CK Express Pantry	Monroe	11,853
Community Kitchen of Monroe County	Monroe	139,814
Crawford County CSFP	Crawford	49,560
Crawford Homes Program	Monroe	36,852
Crestmont Boys and Girls Club	Monroe	181
Crimson Cupboard	Monroe	14,884
Cunot Food Pantry	Owen	34,409
Feed the Needy	Monroe	2,475
First Assembly of God	Monroe	3,951
First Baptist Church	Greene	1,828
First United Methodist Church	Monroe	36,156
Garrard Chapel	Owen	227,133
Genesis Church Food Pantry	Monroe	1,758
Girls Inc. of Monroe County	Monroe	515
Gleaners Food Bank of Indiana	Other Food Bank	62,073
God's Place	Lawrence	58,452
Gosport Food Pantry	Owen	17,330
Grace Center Food Pantry	Monroe	28,440
Greater Works Ministry	Martin	21,235
Hannah House	Monroe	4,403
Harmony School	Monroe	6,316
Help Build A Better Life	Monroe	32,715
Highland Faith Assembly of God	Monroe	9,144
Hoosier House	Monroe	36
Hospice of IU Health Bloomington Hospital	Monroe	9,716
Indiana Dream Team	Owen	12,573
Indiana Indian Movement	Lawrence	453
Interfaith Emergency Winter Shelter	Monroe	195
La Campagne Ministries	Owen	7,379
Lawrence County CSFP	Lawrence	122,381
Lawrence County Seniors Produce	Lawrence	23,168
Lawrence Interfaith Endeavor	Lawrence	23,031

Lighthouse Fellowship Church	Owen	31,857
Loogootee UMC Youth Program	Martin	2,993
Loogootee United Methodist Church	Martin	14,931
Mark of Discipleship Mission	Owen	146,729
Martin County CSFP	Martin	26,975
MCUM Childcare Program	Monroe	6,672
MCUM Emergency Pantry	Monroe	25,844
Mercy Center	Orange	20,820
Middle Way House	Monroe	5,880
Middle Way House Transitional Living Center	Monroe	1,459
Mobile Pantry Bedford	Lawrence	69,189
Mobile Pantry Mitchell	Lawrence	70,073
Mobile Pantry Orleans	Orange	81,142
Mobile Pantry Shoals	Martin	63,658
Monroe County CSFP	Monroe	74,649
Monroe County Mobile Food Pantry	Monroe	15,644
Monroe County Seniors Produce	Monroe	15,311
Mother Hubbard's Cupboard	Monroe	1,238,634
Mother's Cupboard Community Food Pantry	Brown	25,379
Mother's Cupboard Community Kitchen	Brown	49,516
New Hope Family Shelter	Monroe	9,308
New Leaf New Life	Monroe	15,513
North Salem Pantry	Brown	2,348
Operation Outreach	Greene	120
Orange County CSFP	Orange	79,265
Orange County Seniors Produce	Orange	27,291
Owen County CSFP	Owen	44,029
Owen County Seniors Produce	Owen	27,261
Pantry 279	Monroe	496,659
Paoli Community Food Pantry	Orange	59,086
Perry Township Trustee	Monroe	12,281
Positive Link, IU Health Bloomington Hospital	Monroe	10,260
Recovery Engagement Center	Monroe	2,235
Redeemer Community Church	Monroe	158
Richland Township Food Pantry	Monroe	33,566
Richland Township Trustee	Monroe	9,690
Salvation Army of Bloomington	Monroe	22,911
Salvation Army of Brown County	Brown	3,784
SCCAP Head Start	Monroe	1,753
Shalom Community Center	Monroe	41,660
Shepherd of the Hills Lutheran Church	Owen	10,421
Spencer Presbyterian Food Pantry	Owen	56,211
Springs Valley Educational Program	Orange	3,175
Springs Valley Food Pantry	Orange	37,376
St Vincent de Paul of Brown County	Brown	53,815
St Vincent de Paul of Martin County	Martin	20,214
Stepping Stones	Monroe	4,734
Tabitha's Storehouse at Highland Village Church	Monroe	12,810
Terre Haute Catholic Charities Food Bank	Other Food Bank	68,929
The River	Martin	9,500
Tri State Food Bank	Other Food Bank	28,904
Walnut Grove Food Pantry	Monroe	16,813
Washington Township Trustee	Owen	3,043
White River Community Services	Monroe	1,594

TOTAL

4,876,308



HOOSIER HILLS FOOD BANK UNAUDITED 2018 FINANCIAL STATEMENTS

INCOME & EXPENSE STATEMENT

<u>Income</u>	
CDBG Grant	\$22,849.00
Donated Book Income (In-Kind)	\$12,995.24
Donated Food Value (In-Kind)	\$5,686,711.80
Donations	\$245,169.13
EFSP Grant	\$5,003.50
Fundraising	\$415,496.11
Interest Income	\$432.85
Local Government Grants	\$59,340.00
Miscellaneous Grants	\$55,954.53
Other Income	\$17,970.31
Shared Maintenance	\$181,997.93
United Way	\$29,158.02
USDA Program Reimbursements	\$130,357.95
TOTAL INCOME	\$6,863,436.37
<u>Expenses</u>	
Building Repair & Maint	\$4,230.21
Building Supplies & Maint.	\$2,307.52
Business Insurance	\$33,995.56
Compliance & Safety Expense	\$5,104.86
Computer Supplies & Maint.	\$5,454.85
Conferences/Lodging	\$2,872.79
Copy & Printing	\$8,570.16
Depreciation	\$62,412.23
Donated Food Expense (In-Kind)	\$5,766,208.56
Employee Mileage	\$1,866.20
Equipment Repair & Maint.	\$3,859.98
Food Purchase/Transportation	\$86,407.93
Food Rescue Supplies	\$19,503.27
Fundraising Expense	\$93,382.19
General Office Fund/Miscellaneous	\$5,818.05
Health Insurance Benefits	\$80,912.78
I.U. Work Study	\$68.29
Legal & Accounting	\$24,320.00
Membership Dues	\$8,452.94
Mortgage Interest	\$12,395.59
Office Supplies	\$1,950.44
Payroll Taxes	\$38,483.66
Pest Control	\$1,485.68
Postage	\$3,091.28
Retirement Benefits	\$8,986.45
Salaries	\$509,867.27
Subscriptions and Publications	\$636.94
Telephone	\$2,261.13
Trash & Recycling Removal	\$6,751.56
Utilities - Electric	\$18,645.57
Utilities - Gas	\$1,460.80
Utilities - Water	\$702.20
Vehicle Gas	\$33,688.09
Vehicle Registration	\$2,752.96
Vehicle Repair	\$36,770.96
Volunteer Supplies	\$5,947.12
TOTAL EXPENSES	\$6,901,626.07
NET RESULTS OF OPERATIONS	\$(38,189.70)

BALANCE SHEET

<u>Assets</u>	
Petty Cash	\$50.00
Checking & Savings Accounts	\$179,639.58
Certificates of Deposit	\$67,321.20
Accounts Receivable	\$15,106.79
Contribution Receivable	\$3,014.57
Grant Receivable-Unrestricted	\$9,086.29
Allowance for Uncollectible Accounts	\$(2,000.00)
Inventory	\$257,734.66
Prepaid Expense & Security Deposit	\$8,343.85
Total Current Assets	\$538,296.94
Land	\$75,000.00
Buildings	\$843,086.00
Building Improvements	\$351,340.72
Equipment	\$151,445.66
Vehicles	\$439,424.58
	\$1,860,296.96
Less Accumulated Depreciation	\$(896,076.24)
Total Fixed Assets	\$964,220.72
Total Assets	\$1,502,517.66
<u>Liabilities and Net Assets</u>	
<u>Current Liabilities</u>	
Accounts Payable	\$20,448.00
Accrued Wages	\$20,757.12
Accrued Paid Time Off	\$36,942.75
Payroll Taxes Payable	\$1,574.77
Withholding Payable	\$-
Mortgage	\$10,458.35
Employee Benefits	\$284.67
Total Current Liabilities	\$90,465.66
<u>Long-term Liabilities</u>	
Mortgage	\$625,541.65
Total Long-term Liabilities	\$625,541.65
Net Assets - Unrestricted	\$786,510.35
Total Liabilities and Net Assets	\$1,502,517.66

Notes on Financial Statements: Figures presented here are unaudited and include in-kind donated inventory value as required by generally accepted accounting principles, which also does not allow inclusion of value of federal commodities. HHFB's financial statements are audited annually by a CPA firm and 2018's audit will be completed in the summer of 2019 and available on request to interested parties. Audited statements will apply all other GAAP and include any needed adjustments and program/management/fundraising breakdowns. HHFB's IRS Form 990 will be filed on completion of the audit and posted on our website.

Community Supporters:

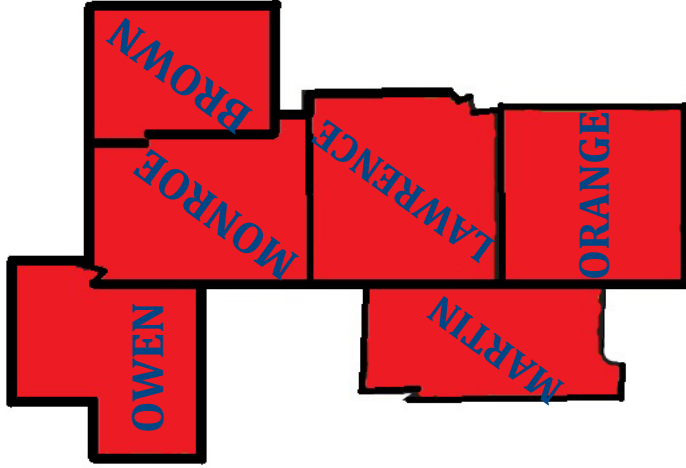


Thanks to all of our donors, supporters, and volunteers, of whom this page is a representative sample. Without you, none of what we do could be possible. With each hour volunteered and each donation received, we are helping "take the hunger out of poverty" and YOU are the driving force behind that.

**Hoosier Hills Food
Bank
P.O. Box 697
Bloomington, IN
47402-0697**



Member Agency



	Food Insecurity Rate	Food Insecure Individual	Child Insecurity Rate	Food Insecure Children
Brown	11.5%	1,720	17.8%	520
Lawrence	12.8%	5,830	19.1%	1,960
Martin	12.0%	1,220	17.7%	410
Monroe	17.6%	25,260	18.6%	4,260
Orange	13.8%	2,710	20.6%	970
Owen	13.1%	2,760	20.0%	900
Total	15.5%	39,500	19.0%	9,020
Indiana	13.7%	910,870	17.7%	279,840
US	13.0%	41,000,000	18.0%	13,000,000

Source: Map the Meal Gap 2017 www.feedingamerica.org/mapthegap