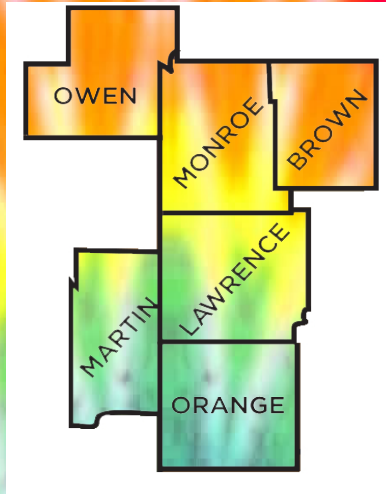


2020 Annual Report Hoosier Hills Food Bank

Issued May 2021



“In this country that grows more food than any other nation on this earth, it is unthankable that any child should go hungry.” Sela Ward

A YEAR LIKE NO OTHER

That’s really the only way to describe 2020. An incredible 7,089,749 pounds of food distributed during a global pandemic. Food insecurity skyrocketing and a local hunger crisis averted with determination and action and through tremendous community support.

This will also be an annual report like no other. We’ll do our best to capture the facts, figures, accomplishments, and emotions of 2020 when we responded to the greatest challenge we’ve ever faced but comparisons to the prior year will be significantly skewed. Almost everything was different – except our commitment to ensuring that no one went hungry.

Please also visit our website, www.hhfoodbank.org and view the video we created with Duane Busick that captures the spirit of our 2020 efforts. And rest assured, as we work toward returning to a “better normal”, Hoosier Hills Food Bank will continue to insist that hunger is not an option.

In fact, that is the connection that makes our theme this year. With a tremendous outpouring of support and with great determination, we turned fear into action and love in 2020. Despite the hardship and horror, last year was a “summer of love” as our community rallied to help neighbors have enough to eat. We launch this report at the start of another “summer of love” determined to continue in that spirit with your support.



Hoosier Hills Food Bank Staff, March, 2020

“I went to bed hungry many nights as a child. It was a Dream that dressed me up when I was ragged, and it was a Dream that filled me up when I was hungry. Now its my Dream to see that no child in this world ever goes hungry, certainly not here in America, the most bountiful country in the world. We can do better...we must!” Dolly Parton



HOOSIER HILLS FOOD BANK
 Annual Report 2020
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 Bloomington, Indiana 47402
 (812) 334-8374
www.hhfoodbank.org

Not one Child.

Not one Senior.

And not one inbetween.

Hunger is not an option.

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 2020/2021:

- | | |
|------------------------------|-------------------|
| Kevin R. Robling, President | Chris Gray |
| Adrian Reid, Vice President | Robin Mendyka |
| Jessica McClellan, Treasurer | Trina Mescher |
| George Huntington, Secretary | Margie Rice |
| Julio Alonso, CEO* | Thomas Ruemler |
| Chuck Cooksey | Scott Shackelford |
| Maurice Garnier | Shelia Sines |
| *non-voting member | Pamela Vanzant |
| | Todd LaDow |

STAFF 2020/2021:

- Julio Alonso, Executive Director and CEO
- Brandon Bartley, Manager of Food Sourcing and Food Policy
- Will Bruce, Food Rescue Driver - Meal Share
- Jake Bruner, Director of Development & Administration
- Sydney Graham, SPEA Service Corps Fellow-Programs
- Erin Hollinden, Agency Relations Coordinator
- Ryan Jochim, Manager of Volunteer Services and Community Engagement
- Matt Johnson, Food Rescue Driver-Morning Route
- Cory Lamping, Programs and Garden Manager
- Ben Mescher, Inventory Specialist
- Donn Middleton, Warehouse Manager
- Natalie Payne, Indiana Leadership Development Intern
- Dave Ruszkowski, Programs Specialist
- Casey Steury, Director of Programs
- Dan Taylor, Assistant Director
- Tyler Wenande, SPEA Service Corps Fellow-Development
- Jordan Whalen, Work Study Warehouse Assistant
- Brad Williams, Food Rescue Driver-Rural Route
- Wolf Davis, Cox Civic Scholar



The following staff contributed to our work in 2020, but moved on to other pursuits:

- | | |
|--|---|
| Erin Doherty, McDonalds Scholar | Sarah Schivera, Indiana Leadership Program-Programs |
| Caleb King, Cox Civic Scholar | Aubree Thomas, Development Intern |
| Alex Kritzer, BHSN Intern | Saleem Tucker, Cox Civic Scholar |
| Miranda Lockwood, Indiana Leadership Program Intern-Programs | Ashlynn Waldrip, Advocate for Community Engagement |
| Becky Oates, Indiana Leadership Program Intern-Development | |

Hoosier Hills Food Bank is an equal opportunity employer and provider. Federal discrimination complaints can be directed to 201-720-5964. In 2020 Approximately 11% of our funding came from federal government sources and 85% from non-governmental sources. Dollar amounts of all funding sources are provided in our financial statements. Full non-discrimination policy and most recent IRS form 990 are available on our website, www.hhfoodbank.org. Printed locally on sustainability produced paper.

PROGRAMS, SERVICES & OPERATIONS

Local Food Rescue & Food Distribution, Meal Share & GROW

Daily food rescue from donors is normally Hoosier Hills Food Bank's key activity and it continued in 2020 but under much different circumstances and at much different levels as did the ongoing distribution of food to partner agencies. Significant drops in local retail, restaurant and food drive donations were countered by increased food purchasing and federal commodity programs.

Among the first impacts of COVID-19 was a drop in local food donations from regular sources. Shelves emptied at stores and less food was available for donation. Restaurants closed and we suspended our Meal Share prepared food rescue collection and repacking program, and our Garden Route on Wheels, which delivered fresh produce to local agencies. All food drives were cancelled including our largest, Stamp Out Hunger. Our drivers continued to run modified routes and collect from retail/wholesale donors who had food to share and we implemented new procedures to help them remain safe. Overall, local food donations dropped by 23% and went from 43% to 24% of the total food distributed.



With the support of key donors, we started purchasing additional food as early as mid-March. Because we focus and rely on donated food, our food purchasing budget was only



\$90,000 for the year and normally accounts for only 4% of food received and distributed. We worked through numerous supply chain issues to continue purchasing and ultimately spent over \$1.1 million on food purchasing and increased the distribution of purchased food by 433% to make it 16% of all food distributed. As detailed later, food from USDA commodity programs also significantly increased as well, ultimately constituting over half the food we distributed in 2020.



More food also became available to us through the Feeding America network Choice System. National donors provided food that we accessed by paying transportation costs and some fresh produce came through Gleaners Fresh Connect Central produce cooperative. We also partnered with Catholic Charities Terre Haute to share food and Tri-State Food Bank facilitated several retail donations. Network food accounted for about 9% of the total distributed in 2020.

Our warehouse and agency relations team also had to quickly pivot to a completely new set of procedures for food distribution. Normally, HHFB operates a "shop through" disbursement process where agencies come to the warehouse and choose the food they need from available options in the member agency room. Often, as many as a dozen or more agency volunteers "shopped" in the warehouse and lined up to have their food weighed out. COVID protocols were implemented which made that impossible. Access to the warehouse was restricted and we limited the number of agencies and number of people allowed to receive food at one time with an appointment-only system. We also began staging food for agencies in advance rather than having them sort through it and choose. Because we had no mechanism for agencies to choose food, we worked off their stated preferences from surveys and did our best to provide them with food useful for their programs.

Throughout the summer and fall, supported by National Guard troops who replaced regular volunteers,

staff worked to refine and improve an entirely new method of food distribution in support of our agency partners while maintaining vigilant implementation of safety protocols that included social distancing, wearing masks and regular, ongoing sanitizing and cleaning procedures in addition to our normal food safety policies.

Ultimately, we distributed an overwhelming 7,089,749 pounds of food in 2020 – up 39% over 2019. This included at least 1,394,731 pounds of fresh produce, up 8% and representing 20% of the total. This averages to the equivalent of 23,169 meals each day we were open.



And even as we scrambled to distribute the most food in our history under extraordinary challenges, we looked ahead strategically to the need for an overhaul of our inventory management system. With a grant from United Way of Monroe County in the fall, we were able to purchase and install the Primarius 2 inventory management software that is used by roughly half the food banks in the Feeding America network. P2 gives us the ability to provide online ordering and statistic reporting for our partner agencies and streamlines required reporting responsibilities that we have to FA. A team consisting of about half the staff worked for months learning and adapting the new software, doing massive data entry, and training agencies to prepare for full deployment on January 1.



Families First Mobile Pantry

HHFB's mobile pantry program serves four sites each month in Bedford, Mitchell, Orleans, and Shoals. Mobile pantries served 12% more households in 2020, providing a monthly average of 502 households and 1,248 individuals with food.

The mobile pantry program underwent a significant overhaul due to COVID with all distributions moving to drive thru, no contact and all food being pre-packed in bags and/or boxes. Distribution hours were changed to match senior food box distributions to reduce the amount and lengths of trips clients needed to take. Multiple trucks were sent on at least 12 occasions to support the additional amounts of food being distributed and National Guard soldiers stepped in for lost volunteers in packing monthly boxes. A core of volunteers continued to help at distribution sites, logging 1,030 hours last year.

2020 brought our two biggest overall months ever for mobile pantry with 654 households in November and 710 in December. We also saw our two biggest distributions ever in Mitchell and in Orleans.



USDA Senior Food Box & Commodity Programs



HHFB runs two key US Department of Agriculture commodity programs in partnership with the Indiana Department of Health. The Emergency Food Assistance Program (TEFAP) provides staple foods for distribution to our partner food pantries and kitchens, and the Commodity Supplemental Food Program (CSFP) provides a monthly box of food for income-qualified senior citizens. Major changes were made to both programs in response to COVID-19, with the most significant being a switch to all drive thru, no-contact distributions.

With the loss of our volunteers, we relied heavily on National Guard troops to pack senior food boxes throughout the year and in November our volunteer crew from Cook Medical returned and pledged to pack 1,000 boxes each month going forward. In order to minimize risk for senior clients, all CSFP distributions were moved to every two months, with seniors receiving two boxes each time. In 2020, we distributed 11,721 boxes to seniors, an average of 976 per month. Due to the pandemic, an average of 187 seniors didn't drive thru to pick up their boxes, but about 132 seniors on our wait list were served each month with the unclaimed boxes. In addition to the staples provided through the CSFP program, seniors received additional food that included 22,274 pounds of fresh produce, 8,200 pounds of fresh meat and 3,100 pounds of fresh milk.

The TEFAP program was expanded to include additional food authorized by the federal government through trade and COVID-response programs including Trade Mitigation, Families First Coronavirus Response Act (FFCRA) and Coronavirus Aid, Relief and Economic Security Act (CARES). Combined, these efforts allowed us to distribute over 2 million pounds of TEFAP for the first time in history.

Our staff was kept busy receiving a record 200 loads of TEFAP in 2020 including 106 loads of perishable product.

The Coronavirus Food Assistance Program (CFAP) (also known at various times as "Truck to Trunk" or "Farmers to Families") was a new USDA-sponsored program that operated outside the parameters of the other federal commodity programs. This project was intended to help support farmers and food distributors by purchasing pre-boxed food for distribution to those in need. It evolved over several phases and at times included the distribution of separate boxes of produce, dairy and meat before eventually moving to single combination boxes. The program was not without challenges and had a number of flaws, including unpredictability, and was not always implemented as advertised, however it resulted in receipt and distribution of substantial amounts of high-quality food and we were grateful to be a part of it. We distributed over one million pounds of CFAP through our mass distributions and to partner agencies.



Garden, Gleaning & Plant-a-Row Programs



The loss of volunteers and other factors seriously impacted our local fresh food efforts in 2020. After a year of cover-cropping our garden at Will Detmer Park we were excited to begin growing there in the spring. Unfortunately, COVID-19 put a hold on that, and we decided to institute another cover-cropping regimen to improve the soil even more while we doubled down on fighting the pandemic and the rise in need for our services. Rye and Vetch kept the weeds at bay and fixed valuable nitrogen in the spring; buckwheat shaded out the weeds and helped add organic matter to the soil during the summer and a fall mix of rye, vetch, radish and clover has kept the soil in place over the winter and helped to aerate the heavy clay for spring seeding. We are excited to finally start digging in the dirt again and growing healthy fresh produce for our community.

Gleaning was also largely suspended during 2020 as volunteers were not available and opportunities were few. Many people continued to donate produce through the Plant-a-Row program but our collection of produce at the Farmer's Market was interrupted by COVID as well.



Fresh Friday Mass Food Distributions

HHFB's standard operating procedure is to supply our partner agencies and limit our own direct service programs to times or locations that are underserved. With an overwhelming demand placed on our pantry partners, we were called on to do this in a big way during the height of the COVID pandemic.



Normally we sponsor one mass produce distribution at the food bank during the summer called Farm Fresh Friday. This model increased to a dozen distributions of both perishable and non-perishable food in 2020.

We held our first mass food distribution at College Mall in Bloomington on Memorial Day weekend at the invitation of Simon Properties and with the support of the Indiana National Guard and Monroe County Sheriff's Auxiliary. We served 465 families that Saturday with boxes of non-perishable goods, fresh produce, and hand sanitizer.

Based on that response and the continuing high demand on our pantry partners, we launched Fresh Fridays In June – a weekly food distribution at the food bank and we extended it to bi-monthly distributions in July, August and September, increasing to serve over 1,000 households at a time. We also partnered with Pantry 279 to host their Thanksgiving box distribution in November and served 1,515 households over two days.

In all, 10,426 households were served through these mass distributions. In a survey we conducted, 79% of clients reported that COVID had affected their ability to get the food they need. Of those, 48% reported lost jobs or cut hours, 14% illness, 10% lost childcare and 70% reported being high risk and afraid of exposure.

Our survey also showed a high prevalence of seniors in households served at 60% with 37% reporting children under 18 and 46% of households including an unemployed person.

Crimson Cupboard

HHFB partners with Indiana University to sponsor the Crimson Cupboard Food Pantry on campus and helped maintain a good and varied supply of food throughout the pandemic. Crimson Cupboard saw a huge increase in student shoppers beginning in mid-March. The pantry shifted its operations from a small room in Campus View apartments to using the outside and lobby areas in order to keep the shoppers and staff safe. They offered prepackaged bags and a few tables of assorted foods for people to choose from along with fresh produce provided through the GROW route.



Agency Relations

HHFB's partner agencies weathered the COVID storm with us and experienced big increases in demand. In a series of pulse surveys conducted with agencies over 2020, 76% reported serving increased numbers of clients due to COVID-19. Over half also reported that the amount of food they were giving had increased. And we were pleased to note that since July between 92%-100% of agencies reported that they were getting enough food from HHFB. The overall satisfaction rate for agencies with HHFB's services was 9.47 on a 10-point scale.



97 total agencies were served in 2020 including 65 food pantries and 30 on-site feeding programs. 32 agencies participated in the TEFAP program. Three agencies ceased operating in 2020: First Assembly of God Food Pantry, Girls Inc. of Monroe County, and God's Place Food Pantry and three declined to renew membership while 9 new agencies were added: Artisan Alley Art Camp, Benton Township Trustee, Love Never Fails Community Kitchen & Food Pantry, Loaves and Fishes Food Pantry, New Hope Food Pantry, Owen Valley Backpack Buddies, People's Open Pantry, and Souls Matter Food Pantry.

We are unable to provide unduplicated totals but agencies served a total of 668,387 individuals in 2020, an average of 55,691 per month, both down from 2019 for a variety of reasons. The COVID impact caused a see-saw effect, with some agencies seeing dramatic increases in numbers served and some agencies reducing hours or unable to serve due to school closures and other changes. Some agencies cut their open hours, some closed for several months and a few closed entirely. The overall number of patrons decreased significantly in April with stay-at-home orders, school, and program closures and COVID fears. Increases in federal benefits (unemployment compensation, SNAP, and stimulus funds) helped people access food but when these benefits expired, numbers at pantries jumped again.



<u>Top 10 Distributing Agencies</u>	<u>2020 Pounds</u>	<u>2019 Pounds</u>	<u>Difference</u>	<u>% Change</u>
Pantry 279	1,242,933	542,445	700,488	129.14%
Mother Hubbard's Cupboard	989,845	1,340,869	(351,045)	-26.18%
Garrard Chapel	762,108	348,699	413,409	118.56%
HHFB Monroe Mobile Pantry	643,448	36,434	413,409	1666.06%
Bread of Life	351,732	298,213	53,519	17.95%
Mark of Discipleship Mission	233,792	139,503	94,289	67.59%
Bedford Community Care Center	170,896	190,279	(19,383)	-10.19%
Paoli Community Food Pantry	148,404	88,275	60,147	68.15%
Community Kitchen of Monroe Co.	136,583	151,585	(15,002)	-9.90%
Shalom Community Center	102,493	58,421	44,072	75.44%

Operations, Fleet & Facility Maintenance

Pandemic or not, HHFB's infrastructure needs to be maintained. Our two buildings constitute over 22,000 square feet of office, warehouse and refrigeration space and our fleet includes 11 vehicles. Regular maintenance, repairs and pest control efforts are essential to keeping a food-safe environment. The purchase of our adjoining second warehouse in 2019 now seems to be one of our smartest moves ever, as it would have been impossible to get through the pandemic without the additional food storage and staging space it provided. Our storage needs were also significantly improved when Penske donated the use of two trailers and delivered them to us in the spring.

At the start of the year, we were able to retire Jumbo, our oldest truck and replace him with Annie, the new refrigerated box truck we purchased through our 2019 capital campaign. And a Feeding America grant enabled us to add another smaller, used box truck to the fleet, Jeffrey. These trucks joined Connie, Wally, and Ulysses along with our vans Growver, Regina, Jack, and Barracuda, our pickup truck, Daredevil and dump truck, Dumpy. While the last three get minimal use these days, only as needed, the remainder of our fleet is in constant action. The new trucks gave us the flexibility to send two vehicles on mobile pantries, to pick up food from network partners like Gleaners when needed, and to keep things running when vehicles were in for repairs or maintenance.

Grants also enabled us to add a second forklift and another power jack to our equipment along with storage racking in our second building, the "Bannex". We also completed the energy-saving lighting replacement project started in 2019 and added fans, bug barrier screens and an ADA accessible rest room to the Bannex.





DEVELOPMENT & ADMINISTRATION

Fundraising, Food Sourcing, Donors & Support

Food and financial donors are the backbone of our ability to fulfil our mission and meet our goals and we started 2020 with a solid plan to enhance our regular events and resource development efforts and continue earning the trust of our supporters. We were able to attend a wonderful donation reception by Zeta Phi Beta – Upsilon Kappa Zeta chapter in January and pull off a successful Soup Bowl Benefit in February but after that, all the best laid plans went out the window, replaced by crisis management and response to unprecedented circumstances and drastically increased needs.

One of the first casualties of the pandemic were our food drives. In fact, we had just delivered over 40 barrels to IU Health campuses to start their annual food drive in March when it hit. Obviously, a food drive could not be the top priority of the area's key health care provider and due to safety reasons, barrels languished at locations for several months. Despite the challenges, IU Health managed to provide over 1,200 pounds of food donations. Ironically, a food drive barrel labeling project was also undertaken in 2020 with support from South Central Indiana REMC and we were able to add about 75 much needed collection barrels to our supply for future use. Summers Plumbing, Heating and Cooling came through as our top food drive donor with nearly 4,900 pounds and Fresh Thyme's ongoing round up and food drive promotions brought in over 4,500 pounds. Meineke Car Care Center and IU Panhellenic Association also held important food drives. While we couldn't hold a Hoosier Hysteria food drive, the IU Athletic Department made sure that HHFB was the beneficiary of a Camping World gift of \$20,000 from the Maui Invitational Tournament.

We also instituted a no contact system for food drive donations with a quarantine process. Hundreds of anonymous donors made use of the food donation bin outside our office to eventually donate over 23,000 pounds of food. These donations were a constant and visible reminder of the community's tremendous generosity in a time of limited social interaction.



While we worked to maintain important relationships, the focus on food drives, restaurant rescue and retail donations shifted to finding the best and fastest purchasing opportunities and coordinating the increases in federal program foods. Low cost purchases through HATCH provided a steady supply of fresh eggs and the newly re-branded Fresh Connect Central produce cooperative at Gleaners helped us procure quantities of fresh produce and CFAP boxes.

Another event we were able to get in before the pandemic hit was a naming ceremony for our new truck, marking the end of the 2019 capital campaign to secure it. "Annie" made her debut on a cold January day with about 70 donors and supporters on hand.

One of the most encouraging aspects of 2020 was the fact that a generous network of local, state, and national donors stepped up to the plate and provided us with more financial support than we had ever seen. More grants were offered, applied for, and received and more individual donations came in both spontaneously and in response to our appeals. Effectively managing, recording, reporting, and stewarding these valuable resources was a key effort by our development team.

An exciting aspect of the increased support was the opportunity afforded to help support our partner agencies with large quantities of personal protective equipment (masks, thermometers, wipes, hand sanitizer, etc.) and with direct grants for capacity building including the purchase of freezers and refrigerators to handle increased amounts of perishable foods and salaries to help support additional staff help. We were able to provide over \$150,000 in grant support to nearly 20 partner agencies with CARES funding and Feeding America grants. We also provided several agencies with free boxes for their food distributions.

As those familiar with food banking know, most food banks assess agencies a small handling fee on some foods to help recover operating and food purchasing costs. Shared Maintenance Contributions (SMC) of nineteen cents per pound were assessed on about 25% of the food HHFB distributed in 2019 and accounted for about 14% of our operating revenue. In response to the pandemic and due to the increased community support we received, HHFB was able to suspend SMC in mid-March. All food distributed to agencies throughout 2020 (and into the first quarter of 2021) included no fees for agencies.

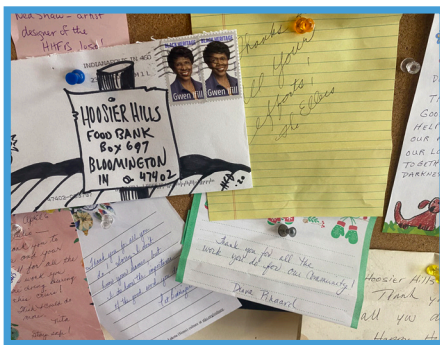


By far, the most important fundraising effort we undertook in 2020 was the Covid Food Project. It was evident in mid-March that we would be needing extraordinary levels of additional food and that there were likely to be serious disruptions to the national food supply chain. We recognized immediately that we needed to start ordering food if we were to keep our partners and clients supplied. Our ED sent an urgent message to a number of community leaders the Monday after we cancelled our annual meeting, and within 24 hours, United Way of Monroe County and the Monroe County Commissioners responded with pledges of \$75,000, giving us the ability to begin food purchasing.

We worked through shortages, cancelled and delayed orders, funding ups and downs and by the end of the year, we had spent over \$1.1 million dollars to purchase over 1.4 million pounds of food.

Specific donors contributed the majority of our increased purchasing costs with the balance coming from hundreds of individual donors. Key institutional supporters of the food purchasing project included: Brown County Community Foundation, Catalent, CDBG CARES, City of Bloomington Jack Hopkins Fund, Delta Dental, Duke Energy, EFSP Monroe County, Feeding America, IU Health, Lawrence County Community Foundation & Pennington Fund, Martin County Community Foundation, Monroe County Government, NALC Branch 828 & National, Orange County Community Foundation, Owen County Community Foundation, Perry Township, Salt Creek Township, Smithville Charitable Foundation, United Way of Monroe County, Washington Township, Van Buren Township.

Another highlight of an otherwise dark year was the 2020 Rotary Toast honoring Bob Hammel. Held as a virtual event in November, this event was an uplifting tribute to a community treasure who has supported the food bank for many, many years. We were honored to be chosen as the co-beneficiary and to participate in this well-planned and executed tribute.



Volunteer Program & Special Events

One of the most dramatic impacts of the COVID-19 pandemic was the effect on Hoosier Hills Food Bank's volunteer program. In past years, over 2,000 volunteers provide us with over 15,000 hours of much needed support, but those numbers dropped dramatically in 2020, starting with mid-March when all Indiana University students were sent home for the semester and people over 60 were advised to stay home and limit contact with others.

Fortunately, from March 13 to December 31, the Indiana National Guard was deployed to food banks across the state to help keep the food assistance network functioning. We started with a crew of about a dozen guardsmen that was eventually reduced to about five toward the end of the final deployment extension. These soldiers completed 6,282 hours of service to HHFB and became a core part of our efforts.

A small core of regular volunteers were able to continue helping throughout the pandemic but most were not. However, before restrictions were imposed, during the height of the pandemic and after things began to ease a total of 709 volunteers completed 8,133 hours of service. Combined with Guard hours, we saw 14,415 hours of volunteer service in 2020.

Some volunteer needs diminished alongside the drop in people – Meal Share Repack and the Garden program were suspended completely and special events like the 4th of July Parade and Book Fair were cancelled. But other needs intensified as we moved to the labor-intensive process of pre-staging all agency food orders and pre-bagging or pre-boxing all food for distribution to clients and hosting mass food distributions.

Warehouse volunteering accounted for 48% of total volunteer hours with box packing and book sorting coming in at 16% each. The remainder of volunteer hours were contributed by board members and by those working at early special events, mobile pantries and in the office.

The deployment of the Indiana National Guard to our food bank was an absolute game-changer that made it possible for us to get through the pandemic. We simply could not have held a dozen mass food distributions or packed over 20,000 boxes of food for various programs without them. We worked to show our appreciation in various ways including creating camo-style t-shirts and sweatshirts, providing meals each week, and hosting an appreciation lunch with the help of Feeding America partner Unilever which sponsored a great meal from Joella's Chicken. Our executive director worked with Monroe Fire Protection District Chief Dustin Dillard to arrange a thank you parade of emergency/first responder vehicles in the summer and with the Monroe County Commissioners to issue a "Soldiers of the Indiana National Guard Day" proclamation. We were also able to "share" our guard troops regularly to help support food distributions at Pantry 279 and Garrard Chapel.

In addition to the Guard, two groups provided significant volunteer support in 2020: Alpha Gamma Delta Sorority and Cook Medical. Key volunteers logging the most hours included John & Linda Harl, Dan Morelli, Chuck Burns, Rebecca Alter, Elisabeth Heyerdahl, Mike Horvath, Natalie Kravchuk, Kathy Anderson, Nancy Bowlen, Judy Dillon, Johnnie White, Elaine Rivron, Susan Eastman, Joanne Frye, Stephen Cole, Dave & Jeannette Hewins, Gayle Steube, Patty Bissey, Sara Gore, Joan ten Hoor, Jan Wasson and Patty Denison.



Hunger Action Awards

Our 14th Annual Hunger Action Awards volunteer reception was another victim of the pandemic. Gathering in the Tudor Room was impossible, so we chose a different approach and named 19 Heroes of COVID-19 and printed up “Six feet apart but closer than ever” t-shirts for distribution to volunteers and supporters. We ran a full-page ad and featured the award winners in our newsletter and website. In addition to the 19 heroes, we presented Kathy Anderson and Natalie Kravchuk with the 2020 Charlie Thompson Award for volunteer service. And, we presented Leadership Awards for our board and staff to Jessica McClellan and Brandon Bartley, respectively. Our 19 Heroes of COVID-19 were:

Indiana National Guard

Penske

Joan ten Hoor

Bob Fuller

Catalent

College Mall

Mary Blizzard & Cecilia Murphy

Garrard Chapel

Pantry 279

Paoli Community Food Pantry

Summers Plumbing Heating & Cooling

Rachel Lane and Indiana FSSA

Jon Barada & Bloomington Health Foundation

Efrat Feferman & United Way of Monroe County

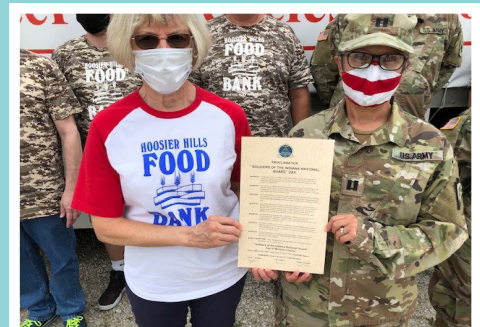
Monroe County Commissioners

Chuck Burns

Elisabeth Heyerdahl-Larsen

Mike & Barb Horvath

John & Linda Harl



Annual Meeting

The 2020 Annual Meeting was our first victim of COVID-19. We were set for an amazing future-themed event acknowledging our 5 million-pound year and releasing our 2020 Vision Strategic Plan. The tables were set, food was ordered, decorations were up, speeches were written, annual reports were printed, guest speakers were booked, and we were turning people away because we reached our capacity.

Things were starting to happen and sure enough the day before our event, we learned the Monroe County Health Department was issuing guidelines to take effect the following week that discouraged mass gatherings. Naturally, we did the responsible thing and cancelled.

It was unfortunate not to be able to share our plans and accomplishments with the community or to be able to recognize our long-serving departing interns, Caleb King, Saleem Tucker and Alex Kritzer. But we knew that safety was more important. Fortunately, we took some photos before we broke everything down.



26th Annual Soup Bowl Benefit

COVID rumors were starting to surface at the time of the Soup Bowl Benefit in mid-February, but definitive information and guidance was still to come. We didn't know it at the time, but this event was one of the last large gatherings to be held for quite some time. In Soup Bowl tradition, nearly 700 guests enjoyed music and soup at the Monroe Convention Center and were



able to choose a hand made bowl by a local potter. Soup Bowl is the food bank's largest fundraiser and brought in about \$150,000 in support of our hunger relief efforts.



Community Book Fair

As the summer progressed it became evident that we would not be able to host the 35th Annual Community Book Fair in October. With approximately 4,000 visitors over the course of book fair week, a mass gathering would not be safe. We continued to accept book donations throughout the year and after a brief suspension, sorting books by volunteers resumed in the summer. We will now have the largest number of books ever available for the 2021 sale. Our online book sale efforts continued and made a contribution toward the loss of book fair revenue, largely due to the efforts of volunteers Kathy Anderson and Natalie Kravchuk, who shared the 2020 Charlie Thompson Award for outstanding volunteer service, and Better Books sorters Joan ten Hoor and Bob Fuller, who both were named among the 19 Heroes of COVID-19, working through the pandemic to continue sorting.



Advocacy, Education & Outreach

Many of our advocacy, education, and outreach efforts in 2020 revolved around response to the pandemic and increasing collaboration and coordination with other organizations. Early on, we joined a weekly conference call meeting that included representatives of other food banks, Indy Hunger Network members and multiple state and federal agencies. A local group also formed for weekly Zoom meetings that included food pantries, school districts, City and County departments, and other food-providing agencies. These meetings proved crucial to coordinating needs, resources and efforts and providing both physical and moral support to all the various food insecurity entities.

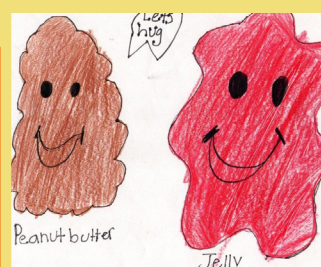
Regular contacts with state and national partners were also maintained through participation in Feeding America conference calls, webinars, and pulse surveys and through Feeding Indiana's Hungry board meetings. We also continued participation in United Way Agency Director's Association meetings and in what he termed a recognition of our total staff effort, our ED was honored as a Local Hero of COVID-19 by the Greater Bloomington Chamber of Commerce.

As always, we relied on Feeding America to keep us informed and provide advocacy on the national level which was important not only to secure pandemic relief for food banks but to increase benefits from the Supplemental Nutrition Assistance Program (SNAP) for food insecure individuals and families. While the emergency/supplemental food assistance network of which HHFB is a part provides tremendous levels of hunger relief, SNAP benefits provide 9 meals to every 1 provided by food banks. As noted earlier, SNAP increases helped people cope and relieved stress and demand on food pantries and feeding programs. Feeding America provided a voice for these programs and helped us know how and when to add ours for the most impact.

We stepped up our outreach efforts with regular newspaper ads and press releases detailing our efforts and produced and distributed tens of thousands of Finding Food brochures to help people in need of food locate the options best for them.

Before the pandemic hit, we were able to attend the Greater Bloomington Chamber of Commerce's legislative luncheon and our executive director participated in a food security panel discussion as part of the Wake Up! With United Way series. Our ED was also appointed to serve on the Indiana 211 Advisory Board. Key staff also conducted multiple interviews throughout the pandemic with media outlets that included The Herald-Times, Indy Star, WFIU, WTIU, WGCL and National Public Radio.

While we did not have the opportunity to visit school classes and share hunger information, we were determined to publish a 2021 Children's Art Calendar and we did so using a compilation of the best artwork from previous years. This annual project helps bring an understanding of hunger to children



and brings those children's reflections on hunger to our supporters and volunteers.

Recognizing the light shone on inequities in our systems due to COVID-19's disproportionate impact on people of color, and with grant support from Feeding America, we also took steps in 2020 to develop an Equity Project. Most of this effort was centered around identifying possible pockets in our service area that included underserved communities of color, Latino or Native populations and developing ideas and plans on how to determine ways to ensure they had access to our resources. We also reached out to contacts that could better inform us on how to approach the development of a response to these equity issues. These efforts are ongoing and one component that will come to fruition in 2020 is a small, targeted mobile pantry program.

Administration & Compliance

Key areas of HHFB's accountability and health as an organization often go unseen by most people. This work involves both our administrative staff and volunteer board of directors.

Fortunately, 2020 was an "off year" on our biennial cycle of Feeding America compliance audits and AIB International third-party food safety audits, both of which were successfully completed in 2019. Nonetheless, despite the pandemic we worked to maintain the accountability standards required of us by our national partner Feeding America, as well as local authorities including the Indiana Department of Health, Monroe County Health Department, State Board of Accounts, Internal Revenue Service and our grant and funding partners. And administrative and program staff worked to complete the requirements for a late-year monitoring audit of our CSFP program.

Rapidly evolving situations called for quick action and our ED/CEO maintained regular contact with our Board President and Board Treasurer and provided regular updates to the full board. For safety reasons, the board met less frequently in person, with more virtual and electronic discussion and review. But management reports and financial statements were still consistently reviewed and approved. To help maintain continuity, all but one board member with a term expiring agreed to remain in place through the pandemic as did our executive committee.

Administration staff worked with our financial auditors to complete the 2019 audit under challenging circumstances with more virtual and electronic exchanges of information than usual and ensured that all required government and grant reporting requirements continued to be met. Operations staff continued the upkeep of food safety and increased sanitation standards. Agency relations staff conducted 32 monitoring visits in 2020, under new safety considerations.

HHFB continued to meet and exceed the Feeding America Meals Per Person In Need (MPIN) standards for food distribution in all six of our counties for all four quarters of 2020.



2020 Vision Strategic Plan

As described in last year's annual report, our staff and board spent much of 2019 compiling our new strategic plan, "2020 Vision". It was published with the annual report and intended to be introduced at the 2020 Annual Meeting, which became our first COVID casualty. Little did we know how prescient a product the plan turned out to be.

2020 Vision is posted on our website so we will not repeat all the details here but rather provide a progress report on how we met the five key goals in the plan's first year.

Get more food: We rose to the pandemic challenge and distributed 39% more food than in 2019. Jumping nearly two million pounds in a year is unheard of and obviously related to the pandemic, but it showed our ability to react to changes in our food sources and create the new relationships necessary to obtain more food.

Make it better food: Our agencies would likely support the statement that we were able to provide a better mix and quantity of food than ever in 2020. Being able to purchase over a million pounds helped meet those goals. But we also maintained a focus on fresh produce, distributing 8% more than the prior year. While it was 20% of our total instead of our 25% goal, the difference is attributable to the significant overall increase in food and in the challenges of procuring fresh produce during the pandemic. We also exceeded our goal of distributing at least 75% Foods To Encourage by distributing 76%.

Invest Internally: We continued making progress toward establishing a minimum starting wage of \$15 per hour and Feeding America grants enabled us to invest in equipment and facility improvements that included a new truck, second forklift, storage racking and other projects. We were also finally able to invest in a new inventory management system, Primarius 2, which enables our agencies to place food orders online.

Engage Externally: Weekly zoom and conference calls with both a statewide network of food providers and government agencies and a local group provided substantial opportunities for engagement with others working to end food security. While most events such as panel discussions, conferences and the like were cancelled, we maintained a visible profile as an advocate for those facing food insecurity and those working to fight hunger.

Adapt Appropriately: This was the essence of our year. Likely we will never be called upon to make such rapid and far-reaching changes to our policies and procedures again. But we proved our resilience and adaptability in ways we never thought possible.

2020 Vision is intended as a five-year plan and the key goals remain in place. Obviously, the methods and specifics of implementation will continue to be affected by what we have learned and experienced during the COVID pandemic and we will continue to update it each year.



A Personal Note from the CEO

It's unprecedented for me to include a personal message in our annual report, but if ever a year called for it, it would be 2020.

As it became apparent that the impact of COVID-19 was going to be far-reaching and long-lasting, I set two key goals for our organization. First, to do everything possible to keep distributing as much food as possible to meet what was certain to be a significantly increased need. Second, to keep our staff as safe as possible and serve as a model of how an organization should treat it's employees during a crisis such as this. I'm not surprised that our staff and our board embraced these goals.

Despite the fact that my staff was unwavering in their determination to meet that first goal, the second goal provided me with my greatest personal challenge – looking them in the eye each day and telling them they had to come to work. If we were to keep our commitment to ensuring that hunger was not an option, then neither was working from home.

While others worked on revamping procedures and processes, I worked on creating a temporary schedule that put us at half staff for two months during the height of the crisis. This provided a needed break for half the staff at a time but left those who were working pulling double duty. It was a challenging period, but we got through it and bought time to refine our procedures and keep our personal lives in order.

Typically, we include a mention of each of our staff members in the part of the narrative that most closely aligns with their roles at the food bank. For several reasons, that just didn't seem to be as appropriate this year, so I'd like to do it here.

Our **Food Rescue Drivers, Will Bruce, Matt Johnson and Brad Williams** put themselves at great risk from the very start, continuing to visit retail donors and agencies when not everyone was following the recommended safety protocols and when we weren't sure how much risk was included in handling our food donations. As our Meal Share route ended with the closure of most restaurants, Will transitioned to serving as a customer service rep to our partner agencies, finding them the food they needed during our disbursing hours.

Our **Inventory Specialist Ben Mescher, Programs Specialist Dave Ruskowski and Agency Relations Coordinator Erin Hollinden** were all called upon to take on new roles and find new ways to support our agency partners. They too, were at risk daily, serving agency representatives and volunteers, problem-solving and trying to provide the best customer service possible under difficult and limiting circumstances.

Our **Programs and Garden Manager Cory Lamping** stepped up to take on the huge responsibility of staffing almost all of our monthly programs, risking exposure to large numbers of people and spending a great deal of time on the road. **Warehouse Manager Donn Middleton** helped receive, store, and move around more food than ever between two warehouses while filling in for drivers as needed and maintaining all our equipment and facilities.



Manager of Food Sourcing Brandon Bartley displayed wizard-like skills setting up our initial online calendar system for agency appointments, playing a key role in implementing the new inventory software and shifting from his normal food sourcing methods to working with CFAP contractors, purchase vendors and anyone else who could provide us with food. **Manager of Volunteer Services and Community Engagement Ryan Jochim** saw his entire crew of 2,000 volunteers disappear overnight. But he managed to shift to supervising a dozen National Guard soldiers and worked through the military protocols to keep us on target while stepping in himself whenever needed to stage or distribute food.

In addition to helping manage, record and track a huge increase in private donations, completely pivot our fundraising strategies and efforts, deal with cancelled events and manage much of our grant application and compliance efforts, **Director of Development and Administration Jake Bruner** spent his share of time on a forklift helping unload trucks and serve agencies and continued to step into any role where he was needed.

Director of Programs Casey Steury oversaw the complete overhaul of all our client-focused food distribution programs, developing new procedures for mobile pantries, senior food box distribution, and agency commodity distribution and compliance. He also completed a required USDA/IDOH audit of our CSFP program late in the year. Just as he has been for 35 years, **Assistant Director Dan Taylor** was a solid presence throughout the pandemic, playing a role in the transformation of every aspect of our food collection and distribution procedures and paving the way to keeping us on track for distributing as much food as possible to agencies and clients as each new challenge came our way.

We lost our interns in mid-March when IU and MCCSC shut down, so **Caleb King, Saleem Tucker, Ashlynn Waldrip, Wolf Davis, Becky Oates, Miranda Lockwood, and Alex Kritzer** moved on without us having the opportunity to give them a sendoff. **Natalie Payne** helped us through the summer while **Sydney Graham and Tyler Wenande** returned in the fall and our Work Study **Jordan Whalen** continued through the spring and returned in the fall as well. High School student **Hugo Leake** has also been a valuable intern since mid-2020. We've always appreciated our student interns, but we really came to notice how much they bring to our organization once we had to do without them

My staff was my rock during this whole horrible year but another quarter that gave me hope and support was our community. I distinctly remember the first few weeks in March and April, sitting in my car at the post office and writing out deposits for the checks I just picked up so that I could get them in the bank immediately in case I got sick, or we got locked in our homes or any number of other crazy and unimaginable things happened. I honestly didn't know how people were going to respond and for how long we could keep people paid and food moving.



What shortly followed was the greatest outpouring of support I've ever experienced. We saw unprecedented levels of generosity from local individuals, businesses, state and national partners, government entities, and faith institutions. People seemed to recognize how much we were needed, how hard we were working and that we had to have support to keep going. It was incredibly sustaining and heartwarming.

The toll this pandemic took was felt by people across the world. Some more acutely than others and some through the ultimate consequence. But almost everyone on the planet was impacted in some way. My intent is not to measure our experience against that of others, but rather to simply relate our experience because it's closest to home and I think it's important to share. In the "I can't believe we've been through a year of this" analysis, it's a testament to the resiliency of our staff and our community.

We did, in fact, prove that we could be closer together than ever even while standing six feet apart. And I am incredibly proud of the people I have the privilege to work with each day and of the community in which I live.

2020 was a horrible year. There's no way around that. The fear and confusion and the terrible physical and mental toll it took on all of us is something we'll not soon forget. But we can also take solace in knowing that for the most part, our institutions held, our neighbors came together, and we worked our way through to a brighter day. Our challenge now is to take the lessons learned and translate them to a better normal, where cooperation, support, and equity are not emergency measures, but standard operating procedure and where food insecurity and hunger are things of the past.

We're very grateful for the support that made it possible for us to rise and meet the greatest challenge we've ever faced.

Sincerely,

Julio Alonso
Executive Director and CEO



The 2021 Update

As always, the annual report is published several months into the new year and this time it will be even later due to the circumstances involved with the pandemic. As such we try to make this report timely by acknowledging a few highlights that have happened in the space between the end of the year and publication.

Like everyone, we started 2021 with renewed hope for a better year to come. And as news of increasing availability of the COVID-19 vaccines grew, our optimism did as well, further improved with passage of the American Rescue Plan which increases support for working families and those facing food insecurity.

Since January 1 we have endured a Snowpocalypse that caused us to close for two days but otherwise we've started positive moves toward a post-pandemic era. We have reinstated the GROW Route and renewed a partnership with Meals on Wheels to deliver their meals to their new location for distribution by their volunteers. And while we continue to refine and work through kinks, we've successfully implemented the P2 software and our agencies are placing food orders online.

A bright spot was our 27th Annual but first ever virtual Soup Bowl Benefit in February. The event was hosted on the Mandolin streaming platform and was a huge success with an estimated 1,000 guests watching and a record amount of support raised. Other highlights included the check acceptance ceremony for the Rotary Toast and selection as first quarter beneficiary by 100+ Women Who Care Bloomington.

Sadly, we lost a member of our family, this year when long time board member Trina Mescher passed away unexpectedly. We're now planning for a hybrid type of event to present this annual report to the community, possibly combined with our Hunger Action Awards and hoping for the all clear to be able to host the Book Fair in October.

While we are still cautious and wary, we're optimistic and enthused about the future and hopeful for decreasing food insecurity and furthering our mission in new ways.



Statement of Values

Hoosier Hills Food Bank, Inc.

Adopted by Board of Directors April 19, 2010.

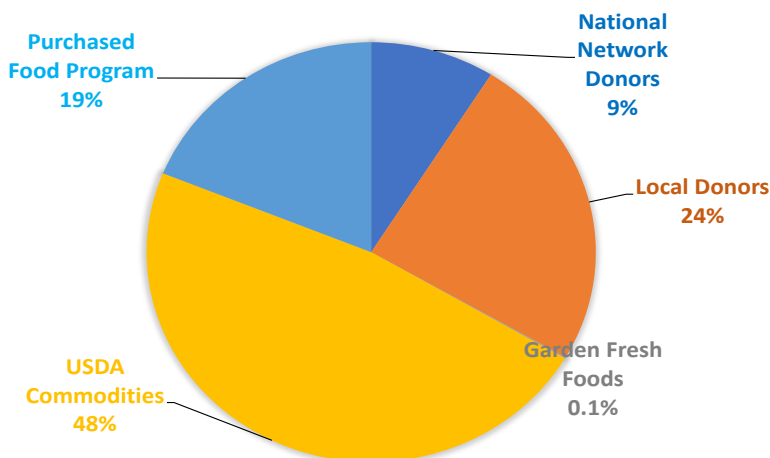
Hoosier Hills Food Bank is a non-profit corporation dedicated to the elimination of hunger in south central Indiana. Our values, consistent with that purpose include:

- 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 2020

By Donor Source	2019	2020	Change	% Change	%Total
<u>National Network Donors</u>					
Feeding America Network	414,490	509,750	95,260	23%	7%
Gleaners Cluster	0	36,871	36,871	100%	0%
Interaffiliate Transfers	68,653	121,752	53,099	77%	2%
Network Total	483,143	668,373	185,230	38%	9%
<u>Local Donors</u>					
Local FA Donors	1,170,119	942,238	(227,881)	-19%	13%
Local Regular Donors	976,338	787,710	(188,628)	-19%	11%
Meal Share Donors	82,383	41,700	(40,683)	-49%	1%
Community Food Drives	120,494	48,712	(71,782)	-60%	1%
Local Total	2,349,334	1,820,360	(528,974)	-23%	24%
<u>Garden Fresh Foods</u>					
BC Farmers' Market	3,650	0	(3,650)	-100%	0%
Plant A Row	9,002	5,705	(3,297)	-37%	0.1%
Gleaning Program	12,584	1,203	(11,381)	-90%	0.0%
HHFB Garden	91	0	(91)	-100%	0.0%
Garden Total	25,327	6,908	(18,419)	-73%	0.1%
<u>USDA Commodities</u>					
TEFAP	1,828,427	2,084,770	1,319,233	72%	28%
CSFP	415,869	410,340	(5,529)	-1%	5%
USDA Total	2,244,296	2,495,110	1,313,704	59%	33%
<u>CFAP Commodities</u>					
CFAP Total	0	1,062,890	0	0	14%
<u>Purchased Food Program</u>					
Purchased Total	224,141	1,408,244	1,184,103	528%	19%
Total Received	5,326,241	7,461,885	2,135,644	40%	100%

Food Received by Donor Source

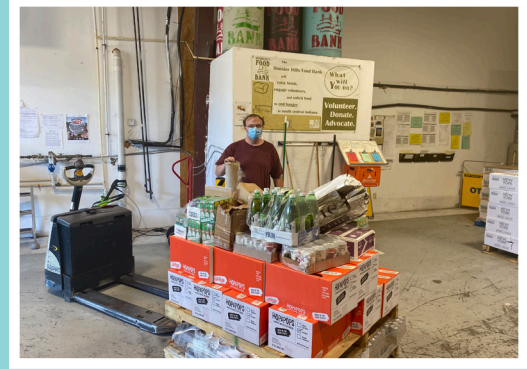
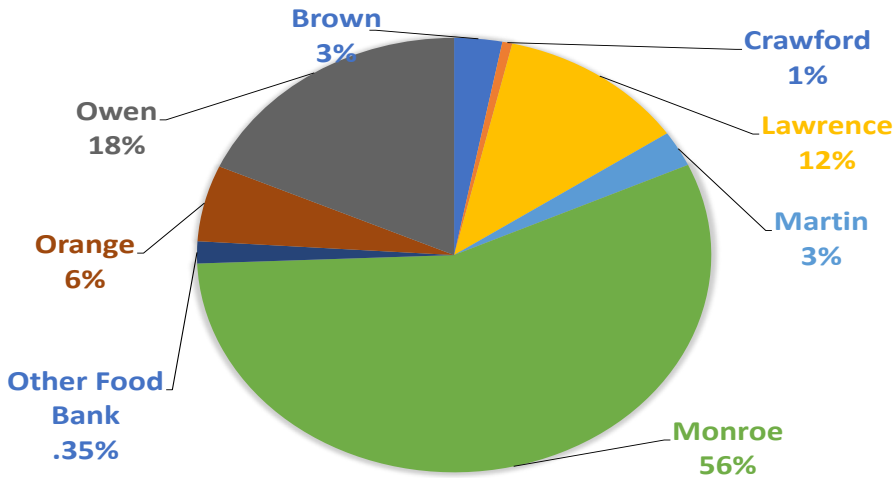


FOOD Distributed 2020

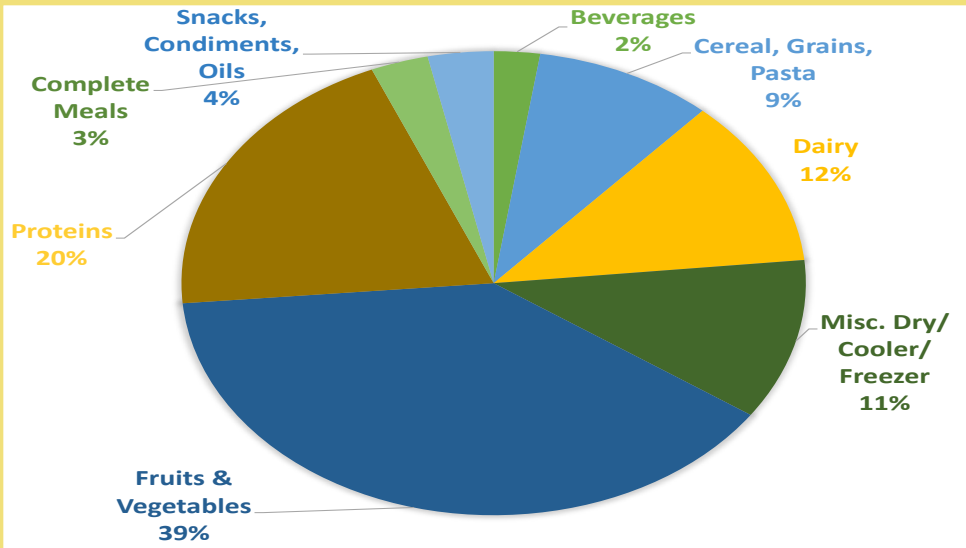
By Donor Source	2019	2020	Change	% Change	%Total
<u>National Network Donors</u>					
Feeding America Network	370,668	531,844	161,176	43%	8%
Gleaners Cluster	3,974	28,002	24,028	605%	0%
Interaffiliate Transfers	71,254	106,766	35,512	50%	2%
Total FA Network	445,896	666,612	220,716	49%	9%
<u>Local Donors</u>					
Community Food Drives	110,398	50,615	(59,783)	-54%	1%
Meal Share	66,495	36,057	(30,438)	-46%	1%
Local & Retail	2,033,315	1,616,985	(416,330)	-20%	23%
Total Local	2,210,208	1,703,657	(506,551)	-23%	24%
<u>USDA Commodities</u>					
CSFP	415,869	410,340	(5,529)	-1%	6%
TEFAP	1,812,533	2,100,365	1,348,626	74%	30%
Total USDA	2,228,402	2,510,705	1,343,097	60%	35%
<u>CFAP Commodities</u>					
CFAP Total	0	1,060,794	0	0%	15%
Purchased Total	215,360	1,147,981	932,621	433%	16%
TOTAL DISTRIBUTED	5,099,866	7,089,749	1,989,883	39%	100%
<u>By County</u>					
Brown	173,743	213,540	39,797	23%	3%
Crawford	46,144	44,240	(1,904)	-4%	1%
Lawrence	815,397	843,591	28,194	3%	12%
Martin	168,010	187,982	19,972	12%	3%
Monroe	2,846,184	3,984,037	1,137,853	40%	56%
Other Food Bank	17,661	116,032	98,371	557%	1.6%
Orange	324,812	402,129	77,317	24%	6%
Owen	707,915	1,298,198	590,283	83%	18%
TOTAL DISTRIBUTED	5,099,866	7,089,749	1,989,883	39%	100%



Food Distribution by County



Food Distribution by Food Type



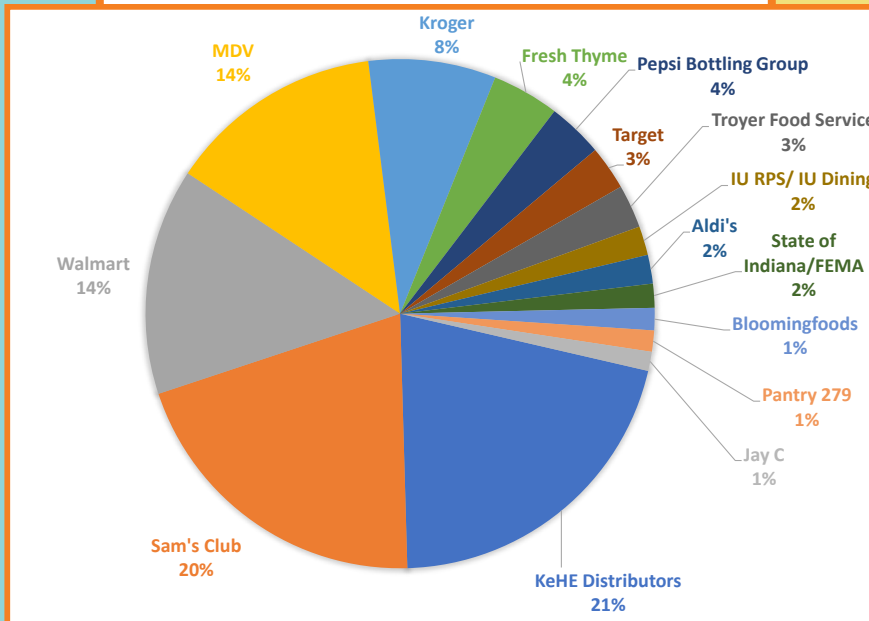
HHFB 2020 DISTRIBUTION BY FOOD TYPE

Category	2019	2019%	2020	2020%
Beverages	155,614	3.1%	169,373	2.4%
Cereal, Grains & Pasta	612,735	12.0%	657,660	9.3%
Dairy	512,331	10.0%	832,135	11.7%
Misc. Dry/Cooler/Freezer	591,461	11.6%	794,660	11.2%
Fruits & Vegetables	2,072,127	40.6%	2,765,199	39.0%
<i>*Fresh Produce</i>	1,236,696	24.2%	1,400,671	19.8%
<i>*Canned, Dried, Frozen Produce</i>	624,916	12.3%	1,009,682	14.2%
<i>*Juice</i>	210,515	4.1%	354,846	5.0%
Proteins	963,288	18.9%	1,417,842	20.0%
Complete Meals	80,466	1.6%	211,629	3.0%
Snacks, Condiments & Oils	111,844	2.2%	240,740	3.4%
Non-food	-	0%	511	0.0%
Total	5,099,866	100%	7,089,749	100%

HOOSIER HILLS FOOD BANK 2020 - TOP 15 LOCAL FOOD DONORS

2019 Donor	2019 #	2020 Donor	2020 #
Sam's Club	336,701	KeHE Distributors	343,850
MDV	328,980	Sam's Club	334,329
KeHE Distributors	321,012	Walmart	236,391
Walmart	300,541	MDV	225,098
Kroger	269,983	Kroger	132,857
Fresh Thyme	113,928	Fresh Thyme	70,191
Pepsi Bottling Group	58,481	Pepsi Bottling Group	57,918
Jay C	53,265	Target	45,992
Lucky's Market	50,991	Troyer Food Service	45,225
Target	45,845	IU RPS/IU Dining	30,223
Troyer Food Service	41,121	Aldi's	29,933
Aldi's	34,257	State of Indiana/FEMA	25,000
IU RPS/IU Dining	28,602	Bloomingfoods	23,303
Bloomingfoods	27,142	Pantry 279	22,099
Prairie Farms	20,078	Jay C	19,929

Top Local Donors



HOOSIER HILLS FOOD BANK 2020 - TOP NATIONAL NETWORK DONORS

2019 Donor	2019 #	2020 Donor	2020 #
Feeding America	107,872	Feeding America	182,669
Elmable Farm	40,320	Fresh Connect	128,611
Glanbia Preformance Nutrition	40,320	Tri-State Food Bank Inc	89,073
Mouzin Bros. Farms	39,900	Niagara Bottling	75,072
LMRPC/Fresh Connect	39,822	Gleaners Food Bank	41,708
Melon Acres	39,200	Agrow Fresh Potatoes	38,352
Campbells Soup Supply	35,594	ConAgra Choice System	31,501
Mondelez	34,541	Post Consumer Brands	19,512
Food Bank of Central Missouri	15,059	Mondelez	17,709
General Mills, Inc.	12,932	Terre Haute Food Bank	16,650

HOOSIER HILLS FOOD BANK 2020 - TOP 15 MEAL SHARE DONORS

2019 Donor	2019 #	2020 Donor	2020 #
Hoosier Room	26,474	Hoosier Room	21,301
MCCSC	21,348	MCCSC	11,846
Tudor Room	10,728	Avers Pizza	2,934
Avers Pizza	9,379	Outback Steakhouse	1,094
Outback Steakhouse	4,692	Tudor Room	1,036
IU Health Bloomington	1,902	IU Health Bloomington	986
IU Dining	1,231	Bloomington Country Club	363
Chipotle	1,231	Chipotle	333
Pizza Hut	1,072	Starbucks	318
Bloomington Country Club	821	Alpha Gamma Delta	266
Terry's Banquets & Catering	807	Pizza Hut	261
One World Enterprises	730	IU Dining	238
The Project School	597	Phi Gamma Delta	228
Phi Gamma Delta	492	One World Enterprises	205
Bob Evans	314	The Project School	183



HOOSIER HILLS FOOD BANK 2020 - TOP 15 COMMUNITY FOOD DRIVE DONORS

2019 Donor	2019 #	2020 Donor	2020 #
NALC/Stamp Out Hunger	42,432	Anonymous (Various, Total)	23,203
MCCSC	7,749	Summers Plumbing	4,890
Hoosier Hysteria	6,566	Fresh Thyme	4,520
IU Health Food Drive	6,358	Panhellenic Assoc IU	1,588
IU Dorm Food Drives	4,605	Meineke Car Care Center	1,494
Summers Plumbing	2,875	IU Health Food Drive	1,280
YMCA of Monroe County	2,659	YMCA of Monroe County	1,218
IU Orientation	2,411	Girl Scouts of Central Indiana	1,195
Monroe County Public Library	1,515	NALC/Stamp Out Hunger	1,147
IU Athletics	1,434	MCCSC	1,101
IU Day Food Drive	1,360	Alpha Gamma Delta	866
WCLS Radio Station	1,300	Remax Realty Professionals	710
Cook Medical	1,212	EmployBridge	580
iFix Screens LLC	1,146	IU Dorm Food Drives	510
IU Law School	987	Renaissance Rentals	377

HHFB POUNDS DISTRIBUTED BY AGENCY

AGENCY	COUNTY	POUNDS DISTRIBUTED
Amethyst House	Monroe	1,038
Amethyst Women's House	Monroe	615
Area 10 Agency on Aging	Monroe	82,670
Area 10 Owen County	Owen	4,848
Artisan Alley Art Camp	Monroe	201
Backpack Buddies	Monroe	1,037
Banneker Community Center	Monroe	3,021
Becky's Place	Lawrence	2,172
Bedford Community Care Center	Lawrence	170,896
Bertha's Mission	Lawrence	1,726
Blair House - Centerstone	Monroe	4,335
Bloomington Housing Authority Resident's Council	Monroe	29,152
Bloomington Township Trustee	Monroe	10,474
Bobby's Place Pantry	Monroe	30,980
Boys and Girls Club at Lincoln Street	Monroe	942
Boys and Girls Club at Crestmont	Monroe	9,028
Boys and Girls Club of Ellettsville	Monroe	1,289
Bread of Life/Mitchell Church of Christ	Lawrence	351,732
Brown County CSFP	Brown	10,150
Brown County Enrichment for Teens	Brown	2,823
Brown County Weekend Backpack Program	Brown	4,002
Catholic Charities Bloomington	Monroe	238
CK Express Pantry	Monroe	4,338
College Square Food Pantry	Monroe	24,567
Community Kitchen of Monroe County	Monroe	136,583
Crawford County CSFP	Crawford	44,240
Crawford Homes Program	Monroe	40,863
Crimson Cupboard	Monroe	51,610
Cunot Food Pantry	Owen	42,977
Feed the Needy	Monroe	5,496
First Assembly of God	Monroe	2,454
First United Methodist Church	Monroe	43,389
Garrard Chapel	Owen	762,108
Genesis Church Food Pantry	Monroe	711
Girls Inc. of Monroe County	Monroe	103
God's Place	Lawrence	13,196
Gosport Food Pantry	Owen	28,985
Grace Center Food Pantry	Monroe	40,019
Greater Works Ministry	Monroe	31,341
Hannah House	Monroe	3,019
Harmony School	Monroe	2,574
Help Build A Better Life	Monroe	31,495
Highland Faith Assembly of God	Monroe	7,065
Hoosier House	Monroe	619
Hospice of IU Health Bloomington Hospital	Monroe	18,296
Indiana Dream Team	Owen	28,647
Knightridge Food Pantry	Monroe	8,160
La Campagne Ministries	Owen	6,099
La Campagne Youth Program	Owen	13,843
Lawrence County CSFP	Lawrence	117,495
Lawrence County Seniors Produce	Lawrence	5,533
Lawrence Interfaith Endeavor	Lawrence	18,324
Lighthouse Fellowship Church	Owen	5,250
Loaves and Fishes Food Pantry	Brown	40,113
Loogootee UMC Youth Program	Martin	12,338

Loogootee United Methodist Church	Martin	12,829
Love Never Fails	Orange	20,926
Love Never Fails Food Pantry	Orange	7,047
Mark of Discipleship Mission	Owen	233,792
Martin County CSFP	Martin	21,875
MCUM COMPASS Childcare Program	Monroe	3,800
MCUM Self-sufficiency Program	Monroe	28,803
Mercy Center	Orange	8,477
Middle Way House	Monroe	21,552
Middle Way House Transitional Living Center	Monroe	5,521
Mobile Pantry Bedford	Lawrence	79,690
Mobile Pantry Mitchell	Lawrence	82,827
Mobile Pantry Orleans	Orange	81,044
Mobile Pantry Shoals	Martin	64,927
Monroe County CSFP	Monroe	61,915
Monroe County Mobile Food Pantry	Monroe	643,448
Monroe County Seniors Produce	Monroe	46,932
Mother Hubbard's Cupboard	Monroe	989,815
Mother's Cupboard Community Food Pantry	Brown	11,588
Mother's Cupboard Community Kitchen	Brown	61,428
New Hope Family Shelter	Monroe	12,971
New Hope Food Pantry	Monroe	1,224
New Leaf New Life	Monroe	9,034
North Salem Pantry	Brown	7,529
Orange County CSFP	Orange	88,445
Orange County Seniors Produce	Orange	8,097
Owen County CSFP	Owen	66,220
Owen County Seniors Produce	Owen	9,011
Owen Valley Backpack Buddies	Owen	6,420
Pantry 279	Monroe	1,242,933
Paoli Community Food Pantry	Orange	148,404
People's Open Pantry	Monroe	5,843
Perry Township Trustee	Monroe	1,557
Positive Link, IU Health Bloomington Hospital	Monroe	15,065
Recovery Engagement Center	Monroe	1,977
Redeemer Community Church	Monroe	21,372
Richland Township Food Pantry	Monroe	48,696
Richland Township Trustee	Monroe	16,245
Salvation Army of Bloomington	Monroe	31,991
Second Harvest FB of East Central Indiana	Other FB	11,040
Shalom Community Center	Monroe	102,493
Souls Matter Food Pantry	Monroe	14,770
Spencer Presbyterian Food Pantry	Owen	89,412
Springs Valley Educational Program	Orange	300
Springs Valley Food Pantry	Orange	39,389
St Vincent de Paul of Brown County	Brown	75,907
St Vincent de Paul of Martin County	Martin	31,767
Stepping Stones	Monroe	3,591
Tabitha's Storehouse at Highland Village	Monroe	20,421
Terre Haute Catholic Charities Food Bank	Other FB	98,981
The River	Martin	12,905
Volunteer Water	Monroe	6,006
Washington Township Trustee	Owen	586
Wheeler Mission/Camp Hunt	Monroe	21,692
Total		7,089,749

HOOSIER HILLS FOOD BANK UNAUDITED 2020 FINANCIAL STATEMENTS

Income & Expense Statement

Income

Donated Book Inventory	\$51,034.37
United Way	\$273,692.26
Miscellaneous Grants	\$890,023.00
Donations	\$863,274.15
Donated Food Income	\$3,718,505.09
Miscellaneous Income	\$59,582.00
Shared Maintenance	\$38,788.79
Food Purchase Reimbursement	\$11,505.62
EFSP	\$10,424.50
USDA Program Reimbursements	\$255,803.67
Local Government Grants	\$122,460.00
CARES Grant	\$125,000.00
Investment Income	\$21,163.56
Fundraising	\$663,863.09
Total Income	\$7,105,120.10

EXPENSES

In Kind Food Expense	\$3,449,112.89
Salaries	\$699,842.05
Payroll Taxes	\$52,820.88
Health Insurance	\$108,031.79
Employee Benefits	\$11,428.77
Membership Dues	\$3,317.28
Food Purchase & Transportation	\$1,176,332.78
Bldg. Supplies & Maintenance	\$7,269.96
Trash & Recycling Collection	\$6,632.00
Utilities-Electric	\$16,505.84
Utilities-Water	\$1,014.02
Utilities-Gas	\$2,227.69
Pest Control	\$2,463.08
Office Supplies	\$3,236.06
Miscellaneous	\$1,513.86
Computer Supplies & Expenses	\$40,854.32
Telephone	\$2,473.35
Postage	\$6,248.68
Subscriptions & Publications	\$693.02
Conferences/Travel/Mileage	\$371.53
Business Insurance	\$32,634.57
Copy & Printing	\$12,345.38
Fundraising Expenses	\$95,044.62
Vehicle Fuel	\$23,078.06
Vehicle Repair	\$40,749.77
Vehicle Registration	\$2,805.92
Mortgage Interest	\$35,101.78
Compliance & Safety Expense	\$10,300.51
Equipment Repair & Maintenance	\$4,962.56
Bldg. Repairs & Maintenance	\$9,609.66
Accounting Expenses	\$26,741.85
Volunteer Supplies	\$18,689.80
Rent Expense	\$17,679.53
Depreciation	\$108,981.57
Grants to Agencies	\$36,000.00
CARES Grant Expenses	\$127,091.57
Food Rescue Supplies	\$37,083.18

Gain/Loss on Sale of Assets	\$(5,000.00)
Total Expenses	\$6,226,290.18
Net Results of Operations	\$878,829.92

Balance Sheet

Assets

Petty Cash	\$50.00
Checking Account	\$664,080.49
Savings Account	\$126,914.85
Certificates of Deposit	\$153,987.04
Accounts Receivable	\$-
Beneficial Interest In Trust	\$266,019.79
Grant Receivable-Unrestricted	\$49,894.59
Allowance for Uncollectible Accounts	\$(2,000.00)
Donated Food Inventory	\$490,797.06
Donated Book Inventory	\$126,353.37
Prepaid Expenses & Deposits	\$11,851.16
Loan Origination Fees	\$6,780.57
Capital Projects Account	\$10,019.80
Total Current Assets	\$1,904,748.72

Property & Equipment

Land	\$157,500.00
Buildings	\$775,731.00
Bulding Improvements	\$370,419.65
Equipment	\$186,030.26
Vehicles	\$613,435.57
	\$2,103,116.48
Less Accumulated Depreciation	\$(1,044,688.45)
Net Property & Equipment	\$1,058,428.03
Total Assets	\$2,963,176.75

Liabilities and Net Assets

Current Liabilities

Accounts Payable	\$26,352.94
Accrued Wages	\$9,185.52
Accrued Paid Time Off	\$45,733.93
Payroll Taxes Payable	\$10,489.53
Withholding Payable	\$-
Mortgage - Current	\$20,357.63
Employee Benefits	\$2,273.62
Total Current Liabilities	\$114,393.17

Long-term Liabilities

Mortgage	\$577,053.80
CARES Act PPP Loan Funds	\$127,030.00
Total Long-term Liabilities	\$704,083.80
Total Liabilities	\$818,476.97

Net Assets - Unrestricted	\$2,144,699.78
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Total Liabilities and Net Assets	\$2,963,176.75
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Notes:

These are unaudited financial statements
Audited statements and IRS 990 will be
available on completion mid-2021

Community Supporters:



IU Credit Union

Baxter



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