

## A Year in Review



2018 brought both success and growth for Feeding America West Michigan. We successfully upheld our mission by distributing 25.1 million pounds of food to our 900+ partner agencies, who then served 21 million meals to those struggling with hunger in our 40-county service area. But in the face of an ever-changing food environment, we were also challenged to grow.

One challenge we encountered was fewer food donations, due in part to more efficient food labeling and ordering practices. Each year, our food donors find themselves with less excess food to donate, and therefore, less food is ending up on the food bank's shelves. In 2016, we received nearly 30 million pounds of donated food, while in 2018, we received just under 27 million pounds.

Since the need for our services remains, we're seeking unique solutions to this challenge, such as compensating farmers to reclaim end-of-season crops that would otherwise go unharvested. By allocating funds toward food purchasing, we are presented with an opportunity to procure more fresh, healthy food. In addition, we hope to empower our neighbors to nourish themselves by providing nutrition information and recipe ideas at various Mobile Food Pantries through our "Fresh Start" program.

These modifications to our processes prompted us to reflect on past changes. We are very pleased to see that the decision to change our Upper Peninsula distribution process elicited a positive outcome. By moving to a depot delivery model, and by utilizing the Mobile Pantry Program,

we were able to increase the amount of food provided to our Upper Peninsula neighbors by over 50 percent!

We're proud of this improvement but are continually seeking solutions that will bring food to rural communities like those found in the Upper Peninsula. Stories like Frederick's (see page 8) illustrate just how necessary our resources are in rural areas where food insecurity rates can soar to over 16 percent.

In response, we joined a new advisory committee, put together by the Feeding America National Organization, focused on ending hunger in America's most rural communities.

Thanks to the combined efforts of our partner agencies, volunteers, staff, and generous donors like you, Feeding America West Michigan can continue to provide solutions that will bring healthy options and, ultimately, end hunger in West Michigan and the Upper Peninsula.

Sincerely,

Kelly Crosse  
Board Chair

Ken Estelle  
President &  
Chief Executive Officer

# The NUMBERS

STATEMENT OF FINANCIAL POSITION | DECEMBER 31, 2018

## EXPENSES

Programs	45,958,408	97.55%
Fundraising	681,308	1.45%
Administration	471,462	1.00%
<b>Total</b>	<b>47,111,178</b>	<b>100%</b>

**Programs:** All expenses related to reclaiming, storing, and distributing food in the 40 counties served by Feeding America West Michigan. Includes the value of \$40,814,275 for food and grocery items distributed.

**Fundraising:** The cost of communications and development activities.

**Administration:** Cost related to administrative and accounting activities, along with other expenses not directly connected to food distribution.

97.55%

Programs



1.45%  
Fundraising



1%  
Administration



## REVENUE

Handling Fees	2,468,013	5.24%
Contributions	2,891,586	6.14%
Grants	478,718	1.02%
Other revenue	111,241	0.24%
Non-Cash	41,168,503	87.37%
<b>Total</b>	<b>47,118,061</b>	<b>100%</b>
<b>Net Assets</b>	<b>9,599,791</b>	

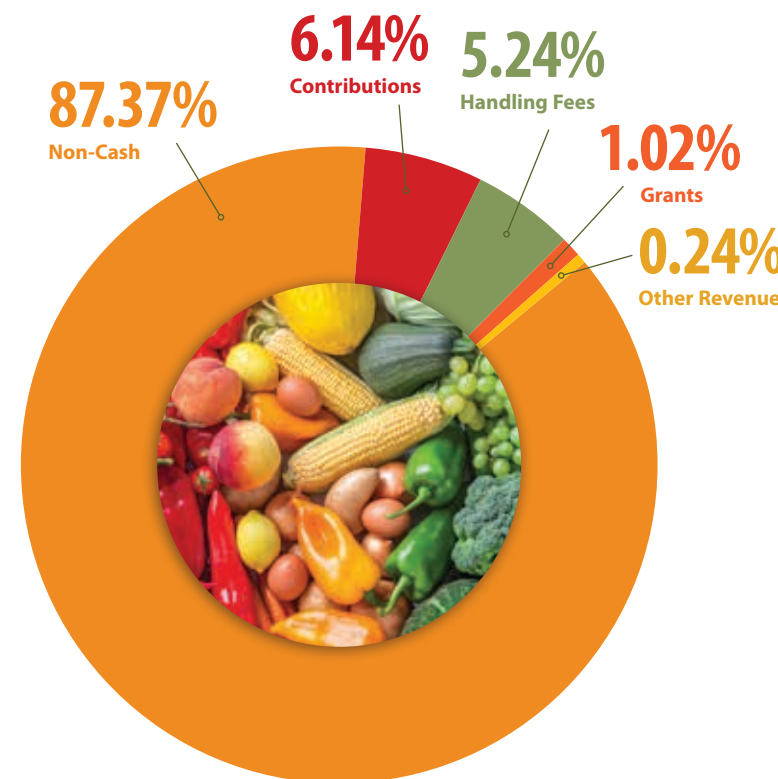
**Handling Fees:** Cost-sharing with partner agencies, who pay 6 to 18 cents per pound for most items.

**Contributions:** Gifts from individuals, companies, and other organizations.

**Grants:** Income from charitable foundations and government agencies.

**Non-Cash:** The value of food and other in-kind donations received.\*

\* Value based on an annual analysis done by Feeding America's national office by an independent auditor KPMG.



864 West River Center Drive NE  
Comstock Park, MI 49321  
616.784.3250

FeedWM.org

Feeding America West Michigan gathers and distributes food to relieve hunger and increase food security in West Michigan and the Upper Peninsula. By working with more than 900 local hunger-relief agencies, the food bank is able to serve half a million people in need each year.

Call us at 616.784.3250 or learn more at [FeedWM.org](http://FeedWM.org).

Feeding America West Michigan is a member of Feeding America, The United Way, and The Food Bank Council of Michigan.



You Can Feed West Michigan  
To give online please visit [FeedWM.org](http://FeedWM.org)



FACEBOOK



TWITTER



INSTAGRAM



YOUTUBE



LINKEDIN

# 2018 Top Food Donors

Feeding America West Michigan receives food from hundreds of grocery stores, farms, and manufacturers who donate every conceivable type of food, from fresh lettuce and frozen meat to breakfast cereal and milk. In 2018, these partners provided a total of 26,604,827 pounds of food.

Organization	Pounds Donated
Meijer Stores	1,832,819
Wal-Mart Stores	1,776,359
Sam's Club Stores	1,346,427
Coca-Cola North America	791,224
Gordon Food Service	778,479
Sysco Grand Rapids	600,221
SpartanNash Stores	545,477
Costco Stores	542,467
Kerlikowske Farms	523,592
Kelloggs Company	481,877
Country Fresh Dairies, Inc	378,634
ALDI Stores	370,173
National Food Group	357,803
General Mills	292,194
Target Stores	276,394
Forgotten Harvest	274,154
Old Orchard Brands LLC	265,895
FairLife, LLC	225,888
Tyson Foods	206,567
Mondelez International	204,443
<b>Top 20 Donors Total</b>	<b>12,071,087</b>

# RESCUED and REPACKED

Last year, food bank volunteers worked to sort, repackage, and label the millions of pounds of food that Feeding America West Michigan received from farms, stores, and manufacturers. In 2018, these volunteers repacked 4,318,107 pounds of food or 3,598,423 meals.

**1,129** Volunteers  
**639** First-time Volunteers  
**23,027** Hours  
**156** Meals Per Hour



## 2018 Top Agencies

Agency	City	Pounds Dist.
Community Food Club	Grand Rapids	538,828
Salvation Army - Adult Rehab	Grand Rapids	219,472
UCOM	Wyoming	210,714
Love INC - Newaygo County	Grant	176,194
TrueNorth Community Services Food Pantry	Fremont	174,419
Streams of Hope Food Center	Grand Rapids	171,450
Project Hope of Allegan County	Dorr	148,464
SECOM South End Community Outreach Ministry	Grand Rapids	146,320
Senior Meals Program Food Pantry	Grand Rapids	145,649
Holy Family Healthcare	Hartford	141,797

## 2018 Top Mobile Agencies

Agency	City	Pounds Dist.
Muskegon County Cooperating Churches	Muskegon	565,864
Love in Action - Tri-Cities	Grand Haven	341,400
Ishpeming CUP/FAWM	Ishpeming	183,216
Good Neighbor Services	Manistique	178,985
Family Network	Wyoming	158,145
Tahquamenon Area Schools	Newberry	105,581
A.C.T.I.O.N. Ministry Center	Dowagiac	104,733
Barryton Area	Barryton	103,079
JKL Bahweting/FAWM	Sault Ste Marie	97,910
Laketon Bethel Reformed	Muskegon	95,995



## 2018 County Distribution Totals

County	Total Pounds	Active Agencies
Alger	117,526	8
Allegan	636,515	22
Antrim	641,180	8
Baraga	132,514	2
Benzie	230,307	6
Berrien	1,582,777	82
Cass	464,684	22
Charlevoix	459,523	13
Chippewa	398,090	35
Delta	285,796	13
Dickinson	307,131	15
Emmet	944,211	14
Gogebic	250,075	7
Grand Traverse	626,931	11
Houghton	693,988	3
Ionia	431,395	18
Iron	217,757	2
Kalkaska	215,033	6
Kent	6,616,839	291
Keweenaw	29,588	1
Lake	349,316	9
Leelanau	144,021	4
Luce	170,537	6
Mackinac	180,563	13
Manistee	147,806	11
Marquette	599,549	25
Mason	162,621	8
Mecosta	472,313	16
Menominee	152,354	8
Missaukee	83,323	6
Montcalm	506,310	21
Muskegon	1,204,190	37
Newaygo	1,226,204	26
Oceana	372,832	10
Ontonagon	109,780	8
Osceola	324,616	19
Ottawa	1,727,861	62
Schoolcraft	272,697	5
Van Buren	555,505	33
Wexford	454,095	22

**Total** **24,498,353** **928**  
 To other food banks: 586,758



Dan Weingartz

*Serving the community has always been a part of Weingartz Supply Co.'s core values. The food bank is so grateful for their generous support.*

## A Family Tradition of Helping the Community

The Weingartz family legacy began in 1945 when Weingartz Feed Store first opened its doors. In its early days, the store served the needs of local farmers in Utica. The family business has grown and changed with the times and is now known as Weingartz Supply Co. As the company expanded, so did their ability to serve those in need.

Currently, the business operates in six locations and is owned by four members of the family's third generation, including Dan Weingartz, who began working for the company at just 13 years old. He learned early on that charitable giving was a huge part the family business. In 2010, just as his father did before him, Dan filled his father's shoes as the company's president. With Dan at the helm, philanthropic giving has remained a core purpose of the company.

"We've always looked at our business as being an extension of our Christian faith. It's always been a part of what we do," Dan said.

Dan believes that food banks are one of the best ways to reach those in need, which is why the company now supports every food bank that exists near one of their stores.

"We try to be responsible in each of our communities," Dan said.

Since the company originated near Detroit, the Weingartz family has been a longstanding supporter of Gleaners Community Food Bank, a nonprofit that has been serving their neighbors in

**CONTINUED on next page ...**