

Annual Report

FY 2010



For friends and supporters of Food for Others in Fairfax, Virginia

FEEDING FAMILIES ◆ NOURISHING LIVES

FISCAL YEAR 2010
DECEMBER 2010

Our Services

Food for Others provides free food to people in need in Northern Virginia in the following three ways:



PHOTO BY B. CHRISTOPHER PHOTOGRAPHY

Staff member Leo Delgado sorts donations

Direct Food Assistance

Many families come directly to the warehouse to obtain food through The Emergency Food Assistance Program (TEFAP) of the U.S. Department of Agriculture, or through the emergency referral process for a three-to-five-day supply of food. Some families come only one time, others come once a month.

During the last fiscal year, 25,406 family food distributions took place at our Merrifield warehouse. This represents a modest 3% increase over FY 2009, but continues the record levels of demand established over

the past two years (up 61% over FY 2008.) There were 1,521,311 pounds of food distributed at the warehouse, an increase of 10% over FY 2009.

Supplementary Food Assistance at 15 Street Corner Sites

Volunteer teams pick up food at the Merrifield warehouse between 5:00 and 5:30 p.m. and deliver and distribute the food at our neighborhood sites. The only question asked of the individuals in line is, "How many people in your family?" This question provides the information needed to report to stakeholders on how many people receive our food. Due to greater demand in Annandale, a distribution site was added there for the first time this year.

The numbers of families served at the sites decreased in FY 2010, mostly due to a reduction in the number of deliveries per week at some sites. These changes were made in order to regularize the schedules at all the sites. The amount of food distributed, however, went up 1% (to 508,949 pounds).

Food Bank Services—Special Groups

An average of 22 community groups received food from Food for Others each month in FY 2010. These social-service nonprofits and faith groups helped to distribute over 350,000 pounds of food to families and individuals over the course of FY 2010. Several new community-based organizations applied to participate during the year and their programs were reviewed by a volunteer committee to assure proper oversight of donated food.

Cooperation with these organizations represents outreach to various sectors of the low-income population that we might not be able to assist via other channels: the elderly, the disabled, and school children. Through the work of these organizations, our Special Groups Program spreads our food resources further into the community of those in need. ◆



GREATER WASHINGTON

From the Chair

by Donald Wallace, Board Chair

What a year, and what a pleasure! With the U.S. economy in the dumps, our food requests have been higher than ever. Last year, we provided close to 2.4 million pounds of food to those in need in Northern Virginia. However, the good side of all of this chaos is that our generous supporters stepped up and provided the necessary additional assistance for our programs. As a result, we have been able to meet the food needs of our clients, and to actually improve our ability to provide support in the future.

Fortunately, we had expanded our office and reception area two years ago, so we were able to accommodate the increased number of clientele this year. We have now expanded our warehouse refrigeration and freezer capability so we can accept and store a greater amount and variety of food, and we have more power equipment to handle food in the warehouse. We have also purchased a refrigerated truck to expand our ability to receive and disburse dairy products. In implementing the first two years of our Five Year Strategic Plan, we have validated our clients and are providing even more food to those who need it.

Our dedicated Board of Directors and our staff have worked long and hard to ensure that we are providing the right

See FROM THE CHAIR, page 2

Major Food Donors

Thank you to the following commercial and nonprofit organizations. These major food donors each gave over 1,000 pounds of food in fiscal year 2010 and are major sources of food for our clients.

Arlington Food Assistance Center
 Capital Area Food Bank
 Costco
 Cox Farms
 DC Central Kitchen
 Distribution and Service, Inc.
 Fairfax County Farmers' Markets
 Fairlington UMC
 Falls Church Farmers' Market
 FCPS Food & Nutrition Services
 George Mason Dining Services
 Giant Foods, Inc.
 Hunters for the Hungry
 Koinonia Foundation
 Lamb Center
 LSG Sky Chefs
 Mother's Macaroons
 MyVo Produce
 Pepperidge Farms
 Safeway
 See's Candies
 SHARE, Inc.
 Shenandoah Pride Dairy
 Shoppers Food Warehouse
 Target
 Trader Joe's
 USDA Agricultural Farm
 Wegmans
 Western Fairfax Christian Ministries
 Whole Foods Markets

Statement of Activities and Changes in Net Assets for the Years Ended June 30, 2010 and 2009

	2010	2009
Support and Other Revenue		
Donated Goods and Services	\$ 4,009,553	\$ 3,746,817
Contributions	806,282	553,188
Government Contracts	161,551	161,551
Special Events	46,037	62,929
Other	1,716	430
Investment Income	6,312	9,183
Total Revenue	\$ 5,031,451	\$ 4,534,098
Expenses		
Program Services	\$ 4,452,678	\$ 4,060,583
Management and General	151,071	116,196
Fundraising	118,119	81,178
Total Expenses	\$ 4,721,868	\$ 4,258,657
Change in Net Assets	309,583	275,441
Net Assets - Beginning of Year	1,069,380	793,939
Net Assets - End of Year	\$ 1,378,963	\$ 1,069,380

Food donations were valued at \$1.60 per pound in FY 2010 and \$1.58 per pound in FY 2009 in accordance with Feeding America valuations.

◆ FROM THE CHAIR, from front page

kind and amount of food assistance to our clients. We are now offering more visits to our warehouse for our clients to obtain food. You just cannot escape or ignore the energy and vitality of our employees and over 1,000 volunteers as we provide emergency help to our friends and neighbors in Northern Virginia. We are even experimenting with providing some of our support and volunteer efforts on Saturday morning so we can reach out to the community even further.

While I will be stepping down as the

Board Chairman this year, I am secure in the knowledge that our organization is in the very good hands of those stepping up to provide leadership in the coming year. I thank all of you for the privilege of steering the Food for Others organization over the last two years, and look forward to serving one more year as a member of the Board. We have needed your dedicated support to be able to help as many people as we do, and we will continue to need that support to provide the kind of help that they need and deserve. ◆

Statement of Financial Position as of June 30, 2010 and 2009

	2010	2009
ASSETS		
Current Assets		
Cash and Cash Equivalents	\$ 599,630	\$ 807,491
Contributions Receivable	118,586	111,159
Inventory—Food	102,810	148,679
Prepaid Expenses	<u>13,581</u>	<u>10,884</u>
Total Current Assets	\$ 834,607	\$ 1,078,213
Investments		
Property and Equipment	388,282	-
Furniture and Equipment	167,520	51,843
Vehicles	118,273	60,898
Less: Accumulated Appreciation	<u>-86,282</u>	<u>-91,041</u>
Net Property and Equipment	<u>199,511</u>	<u>21,700</u>
TOTAL ASSETS	<u>\$ 1,422,400</u>	<u>\$ 1,099,913</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable and Accrued Expenses	\$ 43,437	\$ 30,533
Net Assets		
Unrestricted	1,258,176	956,844
Temporarily Restricted	<u>120,787</u>	<u>112,536</u>
Total Net Assets	\$ 1,378,963	\$ 1,069,380
Total Liabilities and Net Assets	<u>\$ 1,422,400</u>	<u>\$ 1,099,913</u>



Staff

Roxanne Rice
Executive Director

Liz Reinert
Deputy Director

Lynne Galanis
Administration and Finance Manager

April Frazier
Inventory and Facilities Manager

Nikki Clifford
Volunteer Coordinator

Mauricio Castillo

Leo Delgado

Melvin Bonilla

Rossio Senzano

Orlando Figueroa

Board of Directors

Don Wallace
Chair

Steven Cole
Vice-Chair

Annie Turner
Secretary

Carmine Carullo
Treasurer

James Bogart

Mary Bullock

Hecda Cuadros

Phyllis Kohlmann

William Schneider

Peter Spain

Carolann Wilson

Food for Others is funded in part through the Fairfax County and U.S. Community Services Block Grant Fund. A financial statement is available upon written request from the Office of Consumer Affairs, Commonwealth of Virginia.



United Way of the National
Capital Area

FOOD FOR OTHERS
2938 Prosperity Avenue
Fairfax, VA 22031
Phone 703-207-9173
Fax 703-207-9204
TTY 711
E-mail info@foodforothers.org
www.foodforothers.org

Mission Statement

Food for Others' mission is to obtain and distribute free food to the hungry of Northern Virginia and to support food programs of other community-based organizations. We provide a channel for people to volunteer their services to help their neighbors in need.

The statements on page 2 and 3 of this report are part of the Financial Statements compiled by LarsonAllen LLP, a professional accounting and consulting firm. To obtain a complete copy of the audit report please write to Food for Others, 2938 Prosperity Ave., Fairfax, VA 22031 or call 703-207-9173.



FOOD for OTHERS thanks all donors

Thank you to everyone who contributes to Food for Others. We appreciate all gifts—no matter the size! Every year hundreds of generous individuals and institutions make monetary donations to Food for Others. While most of our food is donated, we need to pay for the gas for our trucks, to pay our staff, and to pay for all our other expenses throughout the

year in order to collect and distribute the donated food. The following list does not include the many donors who give to Food for Others through the United Way, CFC, and through other means. While space does not allow us to list everyone who contributes, to all of our donors we say, Thank You!

Listed below are donors of \$100 and above.

ORGANIZATIONAL DONORS

Accelerated Physical Therapy
Accotink Unitarian Universalist Church
Action Auto Salvage
Aetna
American Association of Colleges of Pharmacy
Andrew Chapel UMC
Apogee Technology Services
Apple Spice Junction
Blissliving Home
Bloomingdales
Bruen Chapel UM Church
Buchanan Ingersoll & Rooney PC
Cape Financial, Inc.
CH2M HILL
Charles Wesley UMC
Cherner Lincoln Mercury Isuzu & Kia
Cherrydale UMC
Church of Jesus Christ of Latter Day Saints - Vienna
Church of the Good Shepherd UMC
Combined Federal Campaign
Combined Virginia Campaign
CompSec Inc.
Cox Communications
Cox Farms Vienna
Curry's Auto Service
Del Ray Artisans
Distribution and Service, Inc.
Dominion Foundation

Dominion VA Power
EAI Technologies
Eastern Grounds Maintenance LLC
Ecolab
Econo Building Maintenance
ECS Mid-Atlantic LLC
ElSawy Family Foundation
ExxonMobil - Legal
ExxonMobil Foundation
Fannie Mae Foundation
FCPS - MSDSSA
First Baptist Church of Merrifield
First Potomac Realty Investment, LP
Forensic Drug & Alcohol Testing, LLC
Freddie Mac Foundation
Freedom Bank of Virginia
Frost Middle School
Gannett Foundation
Gesher Jewish Day School PTO
Giving Circle of HOPE
Hamilton Insurance Agency
Heritage Landscape Services
Hilliard Charity & Fellowship Outing
ICS Nett, Inc.
iDirect
Immanuel Presbyterian Church
IXI Corporation
JGW Group
Joseph R. Takats Foundation
JVZResponse, Inc.
Kaiser Permanente
Kirin Realty

Kirkwood Presbyterian Church
Latisys
Lerner Corporation
Level 3 Communications
Little River United Church of Christ
Living Epistle Church of God in Christ
Macy's Tysons Galleria
Marketing Management Associates Inc.
Merrifield Lions Club
Metropolitan Contractors, Inc.
Mount Olivet UMC
Nathan Associates Inc.
Noblis
Northern Virginia Ethical Society
Oakton Church of the Brethren
Oakton Elementary School
Oakwood School
PAASS, Inc.
PalmerCare Chiropractic
Palmer's Contracting Group
Paul VI Catholic High School
Philip L. Graham Fund
Pizzano Contractors
Pohick Church
Providence Presbyterian Church
Quest Insurance
R.W. Murray
Raytheon Virtual Technology Corporation
RBC Foundation
Reznick Group
Robert W. Baird & Co.
Ronnie Elias Salons Inc.

Rotary Club of Vienna
SAIC
Servimax, LLC.
SHARE, Inc.
Sharp, Konopask & Associates
Shiner Roofing
St. Dunstan's Episcopal Church
St. James Catholic Church
St. John Neumann Catholic Church
St. John's UMC
St. John's UMC / United Methodist Women
St. Mark Catholic Church
St. Matthew's UMC
TD Charitable Foundation
Temple Rodef Shalom
The Clay Connection
The Hartford
The Insurance Exchange
The PAX Community
Transaction Network Services Inc.
United Way - Los Angeles
United Way of the National Capital Area
Urenco, Inc.
Vienna Health Improvement Center
Vienna Presbyterian Church
Warner Baptist Church Ministry
Washington Forrest Foundation
Wegmans
Whole Foods Market Tysons
Wildfire Restaurant
ZETA Associates

INDIVIDUAL DONORS

Stephanie and Edward Abbott
Shelley Adler
Nanda and Amelia Alapati
Ralph and Terrell Alford
Carolyn L. Almer
Sandra M. Amato
Mike and Cindy Aronoff
Margaret Aseem
Peter Balint
Lisa Beaulieu

Virginia and Darrell Bertness
Stephen and Linda Beste
John Carl Beyer
Ellen and Charles Bielaski
Lloyd and Colleen Blackburn
Dawn Blankenship
James and Linda Board
Joseph and Linda Bolognesi
Thomas Booth
Thomas Botts
John and Sherry Boyer
John and Dianne Boyle
Ruth Braun

Christine Britton
David and Julie Brown
Mary Bullock
Marvin and Libby Burge
Dan Burkhead
Jennifer Burmester
Matt Camp
Gay and Patrick Campbell
Steven Cantrell
David and Nancy Cartier
Paul Chandler
Benjamin and Betsey Chaykin
David and Cindy Chojnacky

Thomas and Kathleen Christie
Julie Cohen
Kathleen and Charles Collins
Marianne and Douglas Cook
Tanya Cowperthwaite
Elizabeth Creef
Ginna Minasian Dalton
Meredith and Kevin Dalzell
Robert Damashek
Lucy Daris
Patricia and Jonathan Darling
Henri R. Davis
James and Kim Deal

**INDIVIDUAL
DONORS (continued)**

Ramona and Robert Deal
William and Earling DeGraff
Edwin Demoney
Matthew Dendinger
Patricia Derwinski
Nancy and Carl Dietrich
Renelda and James Dobbs
Linda Donaldson
Guy and Diana Dryden
Robert Durfee
Edward and Ellen Ebbe
Cheri Edwards
Mark Elias
Bill Fairl
Robert and Gloria Farina
Kathleen and Kevin Fast
Douglas Faulkner
Sue and Ed Federico
Carol and Fredric Feer
Rose Fefegula
Leo and Dawn Filipowicz
Harvey and Vera Finberg
Ann and David Finnegan
Ann Foster
James C. Fox
Glenn Franklin
Colene and Peter Frederick
Roger and Jessica Friedman
Thomas and Robin Gaillot
Charles and Marianna Garrett
Janet Gaydos
Judith Gayer
Deborah Geismar
Lisa George
Craig Gfeller
Delio and Elizabeth Gianturco
Aaron Gibson
Jennifer Gilkey
David and Lorina Gladstone
Laurel Glassman and William Neff
Judith Glaubig
Dale and Rhonda Goddeke
Julia Goldman
John Grady and Nancy King
Mark Green
Cary and Julianne Greenberg
Joel and Rebecca Greene
Donna Grossman
Elizabeth and Keith Haas
William Hafker
Sharon Harkins
Christina and Robert Harkness
Charles and Mary Jan Harper
Barry Harrelson
Anthony Harriman
Catherine and Kevin Harrington
Gene and Joan Harshbarger
Steven and Virginia Hendrickson
William and Karen Herbert
Lisa Hill
Shanunta Hill

Jeffery Hipp
Jane and Peter Hoffman
Cindy Holland
Fred and Lois Holland
Gerald Hopkins
Howard Houghton
Thelma Ann Hovis
Michele Hughes
Todd and Tonya Hutson
Samuel and Laura Jacknin
Clarion Johnson
John Johnson
Ralph and Jane Johnson
Anne Jondrow
David Jones
Pamela Jones
Saul and Susan Kaplan
Janice Karaffa
Michael and Diana Katz
Maureen and David Kavjian
Mark and Patricia Kellogg
Dina Kenemore
Jane Kidwell
Beverly and Joseph Kinego
Jeanmarie Klitzner
Gary Kocis
Phyllis Kohlmann
Judith Kramer
Graciela Lagumen
Steve and Riea Lainoff
Martha and Larry Langrehr
John and Deborah Lannen
Seana Larson
Jo Ann Lasseigne
Jean-Yves Laty
Robert and Lorraine Lavet
Andrew Lawless
Jeanne and Mark Leckert
Phyllis and Christopher Lee
Roger Lee
Kimberly M. Lenhardt
Stephen Lethbridge
Leonard Levitt
Franklin and Wanda Lewark
Ellen Lindo
Maurice Lipton
Arthur Lorton
Suzanne and Dan MacDougall
Lenore Magrum
Jerry and Sharon Mailey
Cheryl Mansfield
Linda Maramba
Jennifer and Richard Marshall
Karen and Harkey Mayo
Julie and Warren McCulloch
Gloria McGee
Dick Nottingham and Richard McGrath
Michael and Sarah McGrath
Anne and David Meadows
Julie Broadus Meigs
Keith Mendelson
Phoebe and Raymond Meyer
J. D. Meyers

Deborah Miles
Ashby and Judith Miller
Don and Barbara Minner
Pankaj and Natalie Modessa
Lewis Moore
Wendell Moore
Lawrence Morgan
Wayne and Linda Morris
Barbara Morton
Walter Mosby
Jo Anne Murphy
Catherine Murray
Joseph Musso
Mary Clare and Michael Muzyka
Darlene and Jon Nassar
Michele Nellenbach
Paige Newell
Nancy Nolan
Barbara Novitsky
Barbara and Dennis Obermayer
Kathleen and Monty O'Connor
Boofie O'Gorman
Kathryn Orlando
Willis and Linda Owens
David M. Paino
Susan Park
Anne W. Patchell
Mark and Laurie Pedry
Laura Pennycuff
Frank and Barbara Perrini
Joe and Mary Pettit
Casey Plain
Cathie Plouzek
Kenneth and Jane Plum
Jane Polzer
James Pottmyer
Mary and Robert Purdy
Sally and Al Quenneville
Jeanne Raeder
Davide Ratti
Spencer Raymond
Patricia Reed
Mark and Fredda Regen
Julianna Reid
Laurie Rice
Roxanne Rice
Jacquelyn M. Rixse
Beverly and Charles Rogers
Kevin Rohleder
Jason and Melissa Romano
Philip and Gloria Rosenthal
Richard and Christine Rudisill
Vincent Russo
Tom and Judy Ryan
Leslie Rye, D.D.S.
Jon and Kathy Safley
Barbara Saladino
Timothy Clay Sanders
Monica Sasscer
Jack and Kathy Sawyer
Mark Sawyer
M. James and Lois Scherbenske
Richard Schlatter
Frank Schmidt

Bill and Mimi Schneider
Judy Schnoebelen
Karren Scott
Craig and Nancy Searls
Alison Shearer
Diana and Robert Sherman
John Sipos
Deborah Skold
Elaine Sloan
Kevin and Catherine Smith
Tylee and David Smith
Nigel and Linda Smyth
Todd and Deborah Snedden
Peter and Marybeth Spain
Sherry Spinelli-Hester
Michael and Linda St Onge
James and Dorothea Stahl
Judith Stehling
Deborah and Lee Steinmeyer
Margaret Stephens
Patricia Stringer
Wayne and Carol Sukow
Vernon Sullivan
Valerie and Robert Sutter
Holly Svetz
Cecilia Swensen
Hope F. Syverson
Patrick and Patricia Tansey
Barbara Taylor
Paul Taylor
Douglas and Alix Thompson
Heather Thompson
John and Claire Thoms
Bruce Tickner
Nancy Tomford
Stephen Turner
Roger and Cecilia Vanderhye
Patricia and E. B. Vandiver
Scott and Rebecca Vaughn
Mark and Susan Vogel
Eric and Jane Walker
James Walkinshaw
Charles and Mary Wallace
Donald and Jane Wallace
Kerry and Jean F. Weems
Kenneth and Michelle Weldy
Wendy Whittemore
Alma and Kenneth Wiegand
Edmund G. Wilde
Germaine and Paul Williams
Holly Wilson
Jacqueline Wilson
Mark and Laurie Wishner
Elvera and Ronald Woltz
Harry Wood
Michael J. Worley
Carolyn Wright
Jeff Wu
A. Yazdani
Ralph and Ann Yeatts
Jean and Vance Zavela
William and Dorothy Zuellig
George and Patricia Zug
Mark and Jodee Zuschek



FOOD *for* OTHERS

2938 Prosperity Avenue
Fairfax, VA 22031

NONPROFIT
ORGANIZATION
U.S. POSTAGE
PAID
MERRIFIELD, VA
PERMIT NO. 374

A Tie That Binds

On a recent afternoon at Food for Others, two women came in at just about the same time, both for the first time. We welcomed them and explained how to fill out the registration form. As they sat down to this task, one of the women began to weep. We know it can be hard to come to Food for Others—harder for some than for others. Her husband had left her and closed their accounts. She had never worked in this country. She was in pain. At the age of 58, asking for help was not something she had ever done. So she wept.

The other woman was the first to notice. She asked us for some tissues. And then, after the crying woman had dried her eyes, they returned to their registration forms and finished together. As they handed in the forms, the second woman embraced the other and held her for a good long time. They cried together. Then they sat down and waited the few minutes to be called. When the loudspeaker called their names, they went out to the warehouse, gathered their food packages, and went their separate ways.