

## **Food for Others Fiscal Year 2006 Annual Report**

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Dear Friends,

Stable operations and continued financial security characterized our 10<sup>th</sup> year of feeding the hungry of Northern Virginia. The strong local economy meant jobs were available for nearly anyone willing to work. Nevertheless, families at the poverty level sometimes need emergency food assistance and we provided those services at our warehouse, 14 food distribution sites and to more than 40 organizations that used us as a food bank for their needy clients. And of course a strong economy meant funds were available to support those in need of assistance. Our change in net assets for Fiscal Year 2006 amounted to \$120,889, a respectable surplus although less than the \$210,131 in Fiscal Year 2005.

Food distribution remained at almost the same level as last year at 1.8 million pounds after two consecutive years exceeding 2 million pounds. Families served decreased from 14,649 to 13,646, but increasing needs are evident through the first four months of the current fiscal year. Lest we forget, a family's struggle to provide food for the family can quickly turn to distress. We stand ready to meet current needs and future requirements in the event our economy weakens and/or low-income families find themselves unable to cope with rising energy costs or other difficulties.

### **Major Achievements in FY 2006**

**Direct food assistance** at our Merrifield warehouse – 11,740 families compared with 12,764 in FY 2005. That's an average of nearly 50 families coming to our office each weekday due to a food crisis or to participate in the USDA Commodity Program. We serve families referred to us by churches, schools, other nonprofits as well as Fairfax, Falls Church and Arlington social workers. Families can return monthly for USDA commodities if qualified due to low income.

**Supplementary food assistance** at 14 sites in low-income neighborhoods averaged 249 families a night compared with 260 in FY 2005. We deliver to these 14 sites a total of 40 times each week with 28,903 families served during the year compared with 27,632 last year. The food sites are available to families and individuals who occasionally need help when financial needs exceed resources.

**Food bank services** were provided to 44 churches and other organizations compared with 40 in FY 2005. These groups served an average of 1,657 families compared with 1,625 families in FY 2005. These families are reached many times during the year with a total of 57,966 families served during the year.

**For Fiscal Year 2006 we provided aggregate food services to 98,609 families with 272,889 individuals, increasing from 87,238 families and 219,512 persons last year. We regret food assistance is needed so frequently and realize Food for Others is only one source of food for those in need. Community support is what makes it happen! This “community” includes more than 600 regular, committed volunteers who contribute time and financial support along with food and/or financial contributions from businesses, churches, foundations, the United Way and Combined Federal Campaigns, Fairfax County and Arlington County.**

Fiscal Year 2006 completed our tenth full year of operations. We’ve grown tenfold from our beginning and take pride in knowing that **Food for Others** is not only the safety net for people in need of food but that operations have stabilized since our peak year, Fiscal Year 2004. The annual volunteer meeting gave us a chance to celebrate our 10<sup>th</sup> anniversary and reflect back on how far we have progressed since organizing a new nonprofit to succeed Lazarus at the Gate when it ceased operations June 30, 1995. It’s rather remarkable that Lazarus volunteers, the volunteers who were only involved in food pickup, food distribution and warehouse/office work, were able to take a giant step forward back in 1995 and come up with a new nonprofit in a few short months.

Considering what’s happened these past 10 years, the tremendous growth in people served, the greater quantities and quality of food distributed, the capacity to react positively to the needs of the area after the September 11<sup>th</sup> attack on the Pentagon, it’s reassuring to know that our organization remains strong, all because of the great talents of those whose sole motive is help their less fortunate neighbors. Thank you.

### **Management**

A new member of the Board of Directors is Phyllis Kohlmann, former Director of Substance Abuse Services for the Arlington County Department of Human Services and now in private practice. We appreciate the services of Directors Ed Demoney, Nancy Malthouse and Jim Pottmyer who retired at the annual meeting in October 2006. We enjoyed the services of Lauren Austin, an ExxonMobil Community Summer Jobs Program Intern, who coordinated the review of all special groups using **Food for Others** as a food bank.

Current officers and board members are:

- **Anne Suter Zimmer** – Chair
- **Don Wallace** – Vice Chair
- **John Baldus** – Vice President for Operations
- **Carmine Carullo** – Treasurer
- **Phyllis Kohlmann** – Secretary
- **Pam Koch** – Director of Programs and Projects
- **Mary Bullock** – Member
- **Richard Guadagno** – Member
- **Roosevelt Hardwick** – Member

**Food for Others'** staff is listed below. Jonathan Hall was hired in November 2006 to fill the vacancy created by the resignation of Indalecio Robles who served **Food for Others** in a variety of capacities since we were incorporated in 1995. April Simmons and Marcos Bokajian celebrated five years at **Food for Others** this fall. Both April and Marcos were hired shortly after 9/11 when staff expansion was required to serve the surge in clients created by the shutdown of National Airport and other difficulties in the local economy. Liz Reinert joined us as Director of Operations after lengthy volunteer service. As a Master's level intern, Liz made herself so indispensable that she converted from intern to permanent staff in May 2005.

- **Roxanne Rice** –Executive Director
- **Liz Reinert** – Director of Operations
- **Charles Johnson** – Warehouse Manager
- **April Simmons** – Commodity Coordinator
- **Marcos Bokajian** – Driver/Warehouse Worker
- **Felicidad Senzano** – Warehouse Worker
- **Jonathan Hall** – Driver/Warehouse Worker

**Food for Others'** successes are due to the hard work of its dedicated staff, committed volunteers, board of directors and a community involved with all our activities. Without this partnership effort, **Food for Others** would be unable to serve as Northern Virginia's safety net for people in need of food assistance. The value of the 25,610 volunteer hours was \$484,797, exceeding last year's value of \$431,169 and is the equivalent of 12 full time employees. We are grateful to the 600 hundred regular volunteers and those that help out periodically. It would be impossible for **Food for Others** to accomplish its mission without them.

Keep up-to-date with our activities by visiting our web site, [www.foodforothers.org](http://www.foodforothers.org).

Sincerely,

Anne Suter Zimmer

In addition to the hundreds of individuals who contributed time and financial support, we received financial and other contributions from the following:

**Faith Community:**

Andrew Chapel United Methodist Church, Vienna  
Bruen Chapel United Methodist Church, Fairfax  
Capital Baptist Church, Annandale  
Centreville Presbyterian, Centreville  
Charles Wesley United Methodist Church, McLean  
Cherrydale United Methodist Church, Arlington  
Christ Crossman United Methodist Church, Falls Church  
Christ the King Lutheran, Great Falls  
Church of the Good Shepherd United Methodist Church, Vienna  
Congregation Adat Reyim, Springfield  
Epiphany United Methodist Church, Vienna  
Good Shepherd Catholic Church, Alexandria  
Grace Community Church, Arlington  
Grace Presbyterian Church, Arlington  
Idlwood Presbyterian Church, Falls Church  
Immanuel Presbyterian Church, McLean  
Jewish Community Center of Northern Virginia, Fairfax  
Little River United Church of Christ, Annandale  
Lord of Life Lutheran Church, Fairfax  
McLean Baptist Church, McLean  
McLean Bible Church, McLean  
Mt. Olivet United Methodist Church, Arlington  
National Capital Presbytery, Chevy Chase  
Northern Virginia Ethical Society, Vienna  
Olam Tikvah Congregation, Fairfax  
Our Lady of Good Council, Vienna  
Our Lady Queen of Peace Catholic Church, Arlington  
Pohick Episcopal Church, Lorton  
St. Anthony's Catholic Church, Falls Church  
St. Dunstan's Episcopal Church, McLean  
St. James Catholic Church, Falls Church  
St. James Episcopal Church, Mt. Vernon  
St. John' United Methodist Church, Springfield  
St. Marks Lutheran Church, Springfield  
St. Mark Catholic Church, Vienna  
St. Mary of Sorrows Catholic Church, Fairfax  
St. Matthew's United Methodist Church, Annandale  
Temple Rodef Shalom, Falls Church  
United Baptist Church, Annandale  
Vale United Methodist Church, Oakton  
Vienna Baptist Church, Vienna  
Warner Baptist Church, Falls Church  
Wesley United Methodist Church, Vienna

**Businesses, Foundations and Workplace Campaigns (over \$1,000):**

America's Charities - \$14,746  
Bank of America Foundation - \$1,000  
The Bogart Financial Group - \$3,000  
Commonwealth of Virginia Campaign - \$1,655  
Community Foundation for the National Capital Region – Emergency Services Fund - \$10,000  
Cropp Metcalfe Air Conditioning, Heating, Plumbing & Security - \$1,000  
ExxonMobil Foundation - \$8,226  
Fannie Mae Foundation (Help the Homeless Walk) - \$38,634  
The Hartford - \$1,000  
Marblex Design International - \$10,000  
May Department Stores Company Foundation - \$55,000  
Northern Virginia Community Foundation - \$1,500  
Philip L. Graham Fund - \$7,500  
Shiner Roofing - \$2,000  
United Way/Combined Federal Campaign - \$84,201  
United Way Community Impact Fund, - \$20,000  
Washington Forrest Foundation - \$5,000  
Wegmans Care About Hunger Campaign - \$35,637

**Other Support:**

ABDS Coupons  
All Star Movers  
Arlington County Schools  
Bay Country Lawns  
Boy Scouts of America, Fairfax  
Building Services Management  
Cherner Lincoln Mercury Isuzu & Kia  
Dick's Sporting Goods  
Ed Hogg/Allstate Insurance  
EMO Energy Solutions  
Exxon Mobil Corporation  
ExxonMobil Spouses Club  
Fairfax County Deer Management Program  
Fairfax Public Schools  
First of America Mortgage/Greg Fritz  
Flint Hill School  
Freedom Bank of Virginia  
Gables Residential  
George Mason Mortgage  
Girl Scouts of America  
Hunters for the Hungry  
McCabe's Printing Group  
National Association of Letter Carriers, Northern Virginia  
Paul VI Catholic High School

RSVP Catering  
Share, Inc.  
Tysons Dodge/Jeep

**Groceries and Produce:**

Agricultural Research Center, USDA, Beltsville, Maryland  
Capital Area Food Bank  
Cox Farms, Vienna  
Fairfax County Farmers' Markets  
Falls Church Farmers' Market  
Flashback Cafe  
Giant Food Inc.  
Mother's Macaroons  
Panera Bread  
Pizza Hut  
Safeway Food and Drug  
Shoppers Food Warehouse  
Starbuck's  
Trader Joe's  
Vina Café Bakery  
Wegmans  
Whole Foods Market

Our 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 help their neighbors by actively volunteering their service.

**Summary Statement of Financial Position for Fiscal Years Ending  
June 30, 2005 and 2006**

	<b>2005</b>	<b>2006</b>
<b>Assets</b>		
Cash and Cash Equivalents	\$203,483	\$190,868
Investments		149,419
Promises to Give	77,307	96,423
Donated Inventory	97,424	67,269
Resale Inventory	954	936
Prepaid Benefits	<u>4,714</u>	<u>7,682</u>
Total Current Assets	383,882	512,597
Property and Equipment	98,854	105,333
Less: Accumulated Depreciation	<u>(57,830)</u>	<u>(69,551)</u>
Net Property and Equipment	<u>41,024</u>	<u>35,782</u>
<b>Total Assets</b>	<b>\$424,906</b>	<b>\$548,379</b>
<b>Liabilities</b>		
Accounts Payable and Accrued Expenses	\$ <u>17,074</u>	<u>19,658</u>
Total Current Liabilities	17,074	19,658
<b>Net Assets</b>		
Unrestricted	323,738	423,310
Temporarily Restricted	<u>84,094</u>	<u>105,411</u>
Total Net Assets	407,832	528,721
<b>Total Liabilities and Net Assets</b>	<b>\$424,906</b>	<b>\$548,379</b>

This internal summary statement, and the one on the following page were compiled by **Food for Others, Inc.** A copy of the audit report prepared by Schreiner, Legge & Company, A Professional Accounting & Consulting Corporation, may be obtained by writing to Food for Others, Inc., 2938 Prosperity Avenue, Fairfax, Virginia 22031, or calling (703) 207-9173.

*Food for Others is funded in part through the Fairfax County Consolidated Community Funding Pool and the U. S. Department of Housing and Urban Development Community Services Block Grant Fund.*

**United Way/Combined Federal Campaign Designation Number is 8912.**

## Summary Statement of Activities for Fiscal Years Ending June 30, 2005 and 2006

### Revenues

Arlington County contract for services	\$ 18,900	\$ 18,900
Fairfax County contract for services	133,001	129,000
Fairfax County – donated rent and utilities	130,935	139,745
Fairfax County – tax abatement	1,938	
Donated food distributed	3,042,533	3,052,998
Donated inventory variance	48,222	(30,155)
Foundations	109,783	129,978
Churches	25,143	27,682
Individuals	86,157	65,337
Organizations	16,787	56,762
Combined campaigns	84,895	63,898
Special events	13,539	46,938
Investment income	1,430	6,399
Other		8,704
<b>Total</b>	<b>\$ 3,713,263</b>	<b>\$3,716,186</b>

### Expenses

Salaries	\$ 200,485	\$ 243,309
Benefits and taxes	55,786	56,988
Donated rent and utilities	130,935	139,745
Donated food distributed	3,042,533	3,052,998
Purchased food	15,743	21,986
Vehicle expense	12,852	10,030
Depreciation	10,864	11,721
Other	33,934	58,520
<b>Total (Note 1)</b>	<b>\$ 3,503,132</b>	<b>\$3,595,297</b>

<b>Change in net assets</b>	<b>210,131</b>	<b>120,889</b>
<b>Net assets – beginning of year</b>	<b>197,701</b>	<b>407,832</b>
<b>Net assets – end of year</b>	<b>\$ 407,832</b>	<b>\$ 528,721</b>

Value of volunteers (22,777 and 25,610 hours)	\$ 431,169	\$ 484,797
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Note (1) Management and general expenses totaled \$63,482 in FY 05 and \$78,207, in FY 06; fundraising activities totaled \$11,544 in FY 05 and \$17,897 in FY 06. Management and general plus fundraising expenses totaled 2.1% of total expenses in FY 05 and 2.7% in FY 06. Food donations were valued at \$1.50 per pound in both fiscal years in accordance with Second Harvest Food Bank valuations. The hourly rate for non-professional volunteer time is estimated according to Fairfax County guidelines.

**Our Vision: We are dedicated to assuring a food source for Northern Virginia's needy.**