



The Global
FoodBanking
Network

THE **POWER**
OF A NETWORK

ANNUAL REPORT 2010
JULY 1, 2009 - JUNE 30, 2010



A warehouse of Foodbank Australia

Cover photo: Schoolgirls enjoy a meal provided by Fundacion Saciar at a feeding center in Medellín, Colombia.

CHAIRMAN'S MESSAGE

2010: A YEAR OF ADVANCEMENT, LOSS AND RE-COMMITMENT TO BUILDING AND STRENGTHENING FOOD BANKS

Dear Friends,

As many of you know, this past summer we lost our co-founder, Bob Forney. Bob passed away unexpectedly in August. Bob was the driving force of The Global FoodBanking Network and our mission to alleviate world hunger by supporting food banks and food bank networks where they exist, and by working collaboratively to create them in communities where they are needed.

Yet despite this loss, or perhaps because of it, we have strengthened our commitment to fulfill Bob's vision. Jeff Klein, former Managing Director of Equity Group Investments, has grabbed the baton to lead our organization. Jeff's strong international background, business success, and commitment to GFN's mission make him the ideal person to lead our fight against world hunger.

Jeff shared with our Board of Directors that food is the baseline for all human development. He believes when people are hungry, child development, education, health, economic self sufficiency and productivity are all thwarted. For our organization, addressing hunger has wide implications, and it is a problem that must, and can, be solved.

Following are some of our success stories from last year:

- FoodBank South Africa celebrated their 2nd anniversary.
- In Israel, inspired by lessons learned at our Food Bank Leadership Institute, Table to Table and Leket: The Israel Food Bank merged to create Leket Israel. This new organization is a "one-stop shop" for food manufacturers, retailers and food service companies to donate their surplus product, and is better positioned to serve the hungry of Israel.
- India took a major leap forward. Dr. Sam Pitroda, Special Advisor to Prime Minister Manmohan Singh of India endorsed food banking and led the India FoodBanking Network team. A pilot food bank will open in Delhi by the third quarter of 2011.
- New networks created greater efficiencies for donors and more food for hungry people in Colombia and Turkey.
- GFN delivered the keynote address at the 10th anniversary celebration of the Porto Alegre Food Bank in Brazil.
- GFN facilitated the creation of a national network of food banks in Japan.

We continue to believe that food banking is a permanent, self-sustaining community asset. The growing demand for our technical expertise around the world is continuing evidence of the power of food banking to adapt and flourish in many different places. We could not have done this without you. Your help, financial support, donated food and grocery products, and goodwill throughout this year have helped us reach our goal of effecting permanent and positive change in communities. We truly thank you for being part of the "we" that seeks to lessen the impact of hunger.

Sincerely,



William Rudnick



BUILDING

NEW FOOD BANKS



मो श्री

दिन	न
सोमवार	रोटी सन्जी
मंगलवार	चावल सन्जी
बुधवार	चावल

India

Given the paradox of a booming economy, the harsh reality in India is that too many people go to bed hungry every night. India is home to about 25 percent of the world's hungry. According to government figures, around 43 percent of children under five are malnourished.

Despite producing enough food to feed their citizens, hunger persists on a massive scale. The magnitude of the problem gives all the more reason for establishing a scalable, national food bank system for getting food and grocery products to India's hungry people.

The Global FoodBanking Network has brought its technical expertise in collaboration with the core team of the India FoodBanking Network (IFBN), spearheaded by Dr. Sam Pitroda, Special Advisor to Prime Minister Manmohan Singh for Infrastructure, Technology and Innovation, to make the dream of creating food banks in India come true. A commitment from the team has set a launch date by the third quarter in 2011 for the opening of the IFBN Delhi Branch; and later in the year for the launch of the IFBN Kolkata Branch in collaboration with Catholic Relief Services, who have successfully administered USAID feeding programs in India for over 60 years.

The passion is strong to connect nutritious, surplus products in India

DLA Piper LLP (US) – A Valuable Partner

Running any business requires competent, efficient, and timely legal counsel from attorneys who understand the business and its operating environment. Running a not-for-profit charitable business is no different – especially when the work of the organization spans dozens of countries across six continents.

In this regard, The Global FoodBanking Network (GFN) is truly fortunate to have DLA Piper LLP (US) as one of its Founding Partners. DLA Piper has a decades-long track record of supporting food banking throughout the United States. This support has been in the form of pro bono legal services, board membership and volunteer services in food bank operations.

Under the diligent leadership of Henry Lesser – GFN's General Counsel, and a DLA Piper senior counsel at the firm's East Palo Alto, California, office – DLA Piper has deployed its nationwide and global reach to address GFN's legal needs. A large number of attorneys in the USA and around the world contribute their passion and skill to helping GFN operate in today's complex legal environment.

The firm, through the DLA Piper Foundation, has also provided a fund that GFN can draw against to cover the cost of legal services in those few situations in which there either is no DLA Piper presence or Mr. Lesser is unable to engage the pro bono services of a local firm. Beyond the legal work, the firm has also provided rent-free office space for GFN since our inception.

The Board and Staff of GFN are truly grateful for the incredible support provided by DLA Piper. The services it provides are a major contributor to the success of our efforts.

Photo left: Children in a Vrindavan School receive a nutritious, Mid-Day meal prepared by Akshaya Patra, an Indian organization supported by The Global FoodBanking Network. Photo courtesy of Akshaya Patra USA.



Chris Rebstock, GFN Vice President facilitates food bank network discussions in Japan.

with the agencies that serve the people in need. The multi-dimensional core team, with years of experience in logistics, technology, food and grocery products industry, and NGOs, has worked diligently to lay the groundwork for food banking attuned to India's customs and culture. The core team is making great strides to create food banks to fight for those who need help with the most basic staples of existence. They are also hard at work building an infrastructure based on food, funds and friends to help achieve these desperately needed goals within the set timelines.

We appeal to the global Indian community to support this permanent community asset that will become part of India's social fabric, serve every-day hunger needs, and play a major role during emergencies.

Japan

To increase the efficiency of the food banking system and establish guidelines for the 10 food banks in Japan, GFN facilitated the creation of a food bank network that was launched in celebration of World Food Day. A decade ago, Charles McJilton, Executive Director of Second Harvest Japan, toured Feeding America food banks and met with the founder of food banking, the late John van Hengel. Charles gained extensive knowledge from attending the first three years of the H-E-B/GFN Food Bank Leadership Institute in San Antonio, Texas.

In June 2010, GFN traveled to Japan. Following an open debate, consensus was reached among the participants that a national network would enhance the development and service delivery of the individual food banks.

Turkey

Turkey is fertile ground for food banks. Due to the vision of Professor Aziz Akgül, food banking legislation was passed whereby in-kind donations including food, clothing, cleaning and heating supplies are tax deductible. Food banks have been established through foundations, associations, and municipal governments. In October, The Global FoodBanking Network participated in a well-received press conference with more than 30 journalists in Istanbul, Turkey at the official launch of The Turkish Foodbanking Association, an umbrella group for food banks.

However, the biggest challenge for the association is that hunger and malnutrition are not perceived as big problems in this fast-growing economy, coupled with skepticism toward social programs, charity, and aid organizations.



Ugur Uralcan of Turkish Foodbanking Association tours a food bank in Silivri.

Bulgaria

Maya Kalcheva, Planning Forum Coordinator, transferred her knowledge from the 2010 H-E-B/GFN Food Bank Leadership Institute to her home country, Bulgaria, to advance the cause of food banking. Bulgaria Food Bank Planning Forum, which benefitted immensely from the technical expertise of GFN's Chris Rebstock on two visits to Sofia, has strong commitments of support and participation from the Bulgarian Departments of Agriculture and Defense, Sodexo, Bella, PriceWaterhouseCoopers, DLA Piper, Kraft Foods, Cargill, American Chamber of Commerce, and Nestlé.

PriceWaterhouseCoopers will provide pro bono services to amend tax laws to exempt donated goods from value-added tax. Three committees are very active: Operations and Logistics; Food Sourcing, and Public Policy and Distribution. GFN continues to support the work of the Planning Forum to establish a Bulgaria national food bank network.

South Korea

Craig Nemitz, GFN's Director of Field Services, visited the Seoul Food Bank Network's facility in South Korea. Craig met their leadership team and toured their warehouse and a nearby Food Market, a walk-in location that provides immediate product access and referrals to social services. The Seoul Food Bank and the Seoul Food Bank Network also have a robust mobile food pantry system. The trucks are sent to a designated neighborhood – usually in a rural or isolated area – and each truck has the ability to distribute products to over 300 people.



SUPPORTING

FOOD BANK NETWORKS AND FOOD BANKS

Building Relationships, Training and Mentoring



BUILDING RELATIONSHIPS

One of the most important ways in which GFN supports national food bank networks and their member food banks is by building and fostering relationships with international corporations and global partners. Establishing these strategic partnerships at a global level strongly supports the development of partnerships in any particular country. Through these connections, GFN is able to help food banks increase financial support, source more food and grocery products, involve more volunteers and give local countries brand building tools, thus helping them run their operations more efficiently and reach more hungry people.

Food and Grocery Products

Food banks provide a safe, efficient, environmentally friendly, and reliable food distribution channel for the food and grocery products industry. The industry uses that channel to direct surplus product that it can't market, but is still safe and acceptable for human consumption. By choosing this socially responsible alternative, the food and grocery products

industry saves hundreds of millions of kilograms of product from landfills around the world, as well as the costs associated with this disposal. Each day, because of this symbiotic relationship, tens of millions of hungry people around the world receive a meal rather than go hungry.



Kellogg officials (inset) are recognized for their outstanding contributions to the Guatemala Food Bank. Mexican school children (left) get milk at lunch.

Food banking is a proven solution to

Canada HungerCount 2010 discovered that of the 896,948 clients of Food Banks Canada, 38% were children.

United Kingdom FareShare launched two new depots in the UK, one in North Wales and another in London.

United States of America Feeding America's Hunger Study 2010 estimates that 37 million Americans received food in 2009.

Colombia The new national network, Asociación Bancos de Alimentos de Colombia (ABACO) made operations more efficient by consolidating information and organizing 28 Food Banks.

Mexico A pilot child feeding program modeled after Feeding America's Backpack Program was launched in Mexico City.

Argentina The Food Bank of Buenos Aires celebrated its 10th anniversary by gathering over 500 agencies together for the first time.

Brazil The Porto Alegre Foodbank in Brazil celebrated its 10th Anniversary, a decade marked by the distribution of 16 million pounds of food to the needy.

hunger with global **IMPACT**



Bulgaria The Bulgarian Ministry of Agriculture and Food has officially announced their engagement in the future of food banks in Bulgaria by assigning three experts to assist in the analysis and planning of a food bank network alongside the Food Bank Planning Forum.

Japan Second Harvest Japan celebrated World Food Day by announcing the creation of a national food bank network.

Hong Kong Spearheaded by Gabrielle Kirstein of Green2Greener and a GFN Leadership Institute Alumni, Hong Kong Food Bank development is currently in discussions.

India GFN is proud to announce that the first food bank operated by the India FoodBanking Network is scheduled to open its doors in third quarter of 2011.

South Africa FoodBank South Africa's Agri-Food Bank pilot is exploring food banking in certain rural areas of the country.

Australia Foodbank Australia has been instrumental in distributing aid to those affected by the devastating floods in Queensland.



Boxes of Kellogg cereal for families served by Foodbank Australia (right). Cargill employees volunteer and donate product at FoodBank South Africa (above).



Over the past year, GFN has worked with global partners such as Kellogg Company, Kraft Foods, Cargill, Walmart, General Mills, Procter & Gamble, Nestlé, Unilever, Danone, Campbell’s Soup, HJ Heinz, and many others to develop opportunities to direct product to our national food bank networks and their food banks in countries such as Argentina, Australia, Canada, Colombia, Guatemala, Japan, Mexico, South Africa, and United Kingdom with the goal of helping to feed the hungry people of the world.

Financial Support

GFN establishes relationships with international corporations to help direct financial support to national networks and their member food banks.

Cargill is an excellent example of this type of relationship. In 2009 Cargill provided an exceptionally generous gift to GFN of US\$1 million to help deliver hunger relief around the world. This funding was used in part to support existing food bank networks. In turn, during the past year Cargill has continued to support many food banks through regional and country level support and employee volunteer efforts. Funding to help food banks improve facilities and purchase equipment will continue to have benefits for years to come, and initial support for innovative programs like Lunch Buddies in South Africa will continue to expand to reach even more children.

“Our partners have worked with us in many countries across the globe in order to open up food distribution channels to assure that un-saleable product reaches hungry people around the world. We thank them for their support.”



Dick Hurst, GFN Food Ambassador

Photo right: The youngest volunteer of the Polish Federation of Food Banks.



Over the past year GFN has worked with global partners such as Abbott, Cargill, Kellogg Company, Kraft Foods, Lions Clubs International, Procter & Gamble, Rotary International, Share Our Strength, and other companies and organizations to increase volunteer engagement and financial support for food banks. GFN staff also worked directly with our food bank partners to help them identify funding opportunities and prepare grant proposals. Our global network also facilitates the exchange of fundraising best practices, ideas, and strategies amongst national networks and food banks.

TRAINING AND MENTORING

Training and mentoring are also key components of GFN’s support for our national food bank networks and their member food banks. GFN provides help to networks to:

- ✿ Develop food sourcing capacity
- ✿ Manage inventory and logistics
- ✿ Design volunteer programs and employee engagement opportunities
- ✿ Improve government relations
- ✿ Establish best practices in food safety

H-E-B/GFN Food Bank Leadership Institute

The jointly-sponsored annual Food Bank Leadership Institute has been a core service to global food bank members and friends since our first year of operation. The Institute provides training, knowledge sharing, and networking – critical factors in the ability of food banks to develop, expand, and be truly effective. A significant portion of the curriculum focuses on resource development, in particular the importance of building relationships with the food and grocery products industry. Participants share successes, discuss opportunities, and learn from each other.

Through 2010 GFN has provided in-depth training to over **120 professionals** representing **42 countries** at the global Food Bank Leadership Institute.

In addition to training on food bank operations, we are nurturing the first generation of leaders in food banking in countries where it does not yet exist. It is through these leaders that food banking will flourish, as they go home and engage others in developing solutions to reduce hunger using the proven solution of food banking.

Participants, both new and longstanding food bank professionals, leave inspired. In their words:

AUSTRALIA: “To meet such a wonderful team of dedicated people was an honor and each will be my inspiration as I now face the challenge of implementing the great learnings from the past week. We

have challenges, the magnitude of which I had not fully appreciated until your individual stories unfolded through presentations, discussions, or over a meal. We also have a rich pool of experience, solutions and ideas that when shared will turn many of these challenges into opportunities to benefit who we all serve.”

HONG KONG: “It’s been a busy 6 months since the GFN Leadership Institute but we’re at an exciting point and poised to seriously scale up our operations.

Next month, we have a meeting to pitch for funding ... We’re building up our presentation at the moment ...!”

ISRAEL: “It has been a week of extremes and unity, and exhilarating. I want to thank every one of you for sharing your information...

...The trick, for me, was to find a few of these particular items of information that will make a difference in what we do. And then to apply them to our practice. I am in the process of implementing a few of these ideas ...”

ARGENTINA: “That experience was very valuable and enriching to us, as it enabled us to meet new people, know the work of other organizations similar to ours, and share interesting and innovative experiences with people from all around the world...”

Mentoring

Dick Hurst, GFN Food Sourcing Ambassador, traveled to Argentina to train staff at the national network and local food banks on how best to engage the food and grocery products industry.

Hurst has worked closely with Claudio Teloni of the Buenos Aires Food Bank. A few highlights:

1. Buenos Aires Food Bank will end the year up 4.5% in volume.
2. Several companies are donating online products (Molinos, Granix, Danone yogurt), and Farm Frites (Belgian company making fries for McDonald’s).
3. Walmart is a great partner. They were part of their annual food drive for the first time, along with Carrefour and several other retailers. Walmart “matched” customers donations with approximately US\$8,800 in gift cards. Now, seven Walmart stores donate to the Buenos Aires food bank. Similarly, stores in other Argentine cities donate to food banks. ♦



Foodbank Australia staff and volunteers.



Leadership Institute attendees get a hands on tour of the H-E-B mobile kitchen.



Chris Rebstock (center, back row) meets with staff at an agency of Guatemala’s Food Bank.



A school administrator provides insight on the Backpack Program to a food bank visitor from Mexico City.

2009 2010 DONORS

We extend our thanks and deep appreciation to the many individuals, corporations, foundations, and organizations who support GFN's efforts to alleviate global hunger and who made it possible for GFN to touch thousands of lives during our past fiscal year. Because of your commitments, we are able to develop new national food banking systems and food banks and provide support to those networks and food banks already in operation, making it possible to get food to hungry people.

While we have made every effort to list each donor name correctly, please notify the GFN Development Department if a listing has been inadvertently misspelled or omitted. Please note that these donations were made between **1 July 2009 and 30 June 2010**.

US\$500,000

The Harry and Jeanette Weinberg Foundation, Inc.

US\$100,000 - US\$499,000

Anonymous
Kellogg's Corporate Citizenship Fund
The P&G Fund of the Greater Cincinnati Foundation

US\$25,000 - US\$99,999

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H-E-B
Kraft Foods Foundation
Share Our Strength
Sodexo Group

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Asociación Mexicana de Bancos de Alimentos (AMBA)
Aidmatrix Foundation
Debbie Bricker
Cheri Fox
MAZON: A Jewish Response to Hunger
Marriott International, Inc.
St. Mary's Food Bank Alliance

US\$5,000 - US\$9,999

Food Banks Canada
FoodBank South Africa
Tracy Family Foundation
Pat and Jane Tracy

THE HARRY AND JEANETTE WEINBERG FOUNDATION, INC.

GFN has been especially fortunate and honored to have the dedicated support of The Harry and Jeanette Weinberg Foundation (the Foundation) since our inception. In addition to making an early commitment to four years of generous funding, the Foundation allowed GFN to focus that support where it was most needed. As a result, GFN experienced early successes like establishing a national network of food banks in South Africa, and developing the annual Food Bank Leadership Institute to train food bank professionals from around the world. GFN has also been empowered to develop the organizational capacity necessary to meet the challenges of our work.

"The Weinberg Foundation was a founding partner of GFN because we recognized the potential of applying the Feeding America food banking model to hunger crises around the world. Bob Forney was the right leader with the right experience to launch GFN and during his tenure, the organization achieved some great successes. The Weinberg Foundation is committed to alleviating the effects of poverty, with hunger chief among them, and so this partnership with GFN contributed to our mission."

— Donn Weinberg, Chairman, The Harry and Jeanette Weinberg Foundation, Inc.

"The Weinberg Foundation's initial multi-year grant was not just helpful to GFN as we got started; it was critical. The Weinberg multi-year grant permitted us to open the doors. Being the first to fund a new idea takes vision, and Weinberg had that vision. We, along with hungry people all over the world, are grateful."

— Bill Rudnick, Chairman, GFN

FOUNDING PARTNERS

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FINANCIAL HIGHLIGHTS

The financial information presented here is drawn from the audited financial statements for The Global FoodBanking Network for the fiscal years ended 30 June 2010 and 2009, presented in accordance with accounting standards used in the United States.

A complete set of Audited Financial Statements and Form 990 are available at www.foodbanking.org.

STATEMENTS OF FINANCIAL POSITION

June 30, 2010 and 2009

	<u>2010</u>	<u>2009</u>
Assets		
Cash and cash equivalents	\$ 533,651	\$ 703,865
Other receivables	1,280	22,106
Other assets	<u>2,273</u>	<u>10,329</u>
Total current assets	537,204	736,300
Equipment, net of accumulated depreciation of \$7,440 and \$9,558, respectively for 2010 and 2009	<u>10,546</u>	<u>9,567</u>
Total assets	<u>\$ 547,750</u>	<u>\$ 745,867</u>
Liabilities		
Accounts payable	\$ 71,281	\$ 16,591
Project grants payable	185,000	25,000
Other accrued liabilities	<u>11,522</u>	<u>9,553</u>
Total current liabilities	267,803	51,144
Net Assets		
Unrestricted	63,163	472,992
Temporarily restricted	<u>216,784</u>	<u>221,731</u>
Total net assets	<u>279,947</u>	<u>694,723</u>
Total liabilities and net assets	<u>\$ 547,750</u>	<u>\$ 745,867</u>

STATEMENT OF ACTIVITIES

For the years ended June 30, 2010 and 2009

	<u>2010</u>			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>2009 Totals</u>
Public Support and Revenue				
Public support				
Individual contributions	\$ 110,916	\$ -	\$ 110,916	\$ 124,098
Corporate and foundation contributions	1,185,612	270,000	1,455,612	2,302,641
Nonprofit organizations	64,787	44,770	109,557	91,021
Net assets released from restriction	319,717	(319,717)	-	-
Revenue				
Donated goods and services	819,230	-	819,230	547,092
Other revenue	<u>9,050</u>	<u>-</u>	<u>9,050</u>	<u>15,968</u>
Total public support and revenue	<u>2,509,312</u>	<u>(4,947)</u>	<u>2,504,365</u>	<u>3,080,820</u>
Expenses				
Program services	1,882,251	-	1,882,251	1,769,935
Supporting services				
General and administrative	635,550	-	635,550	692,614
Fund development	<u>401,340</u>	<u>-</u>	<u>401,340</u>	<u>232,718</u>
Total supporting services	<u>1,036,890</u>	<u>-</u>	<u>1,036,890</u>	<u>925,332</u>
Total expenses	<u>2,919,141</u>	<u>-</u>	<u>2,919,141</u>	<u>2,695,267</u>
Decrease in Net Assets	(409,829)	(4,947)	(414,776)	385,553
Net assets, beginning of period	<u>472,992</u>	<u>221,731</u>	<u>694,723</u>	<u>309,170</u>
Net Assets, End of Period	<u>\$ 63,163</u>	<u>\$ 216,784</u>	<u>\$ 279,947</u>	<u>\$ 694,723</u>

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