This past May, MOW President and CEO Tara A. Ellis, Buffalo Mayor Byron Brown, our board chairs, foundation representatives and a number of other officials unveiled a new 450-kw generator system in a ribbon cutting and generator test ceremony at the Meals on Wheels facility in South Buffalo.

The generator system is the result of more than three years of planning, fundraising and implementation and will fully power the 24,000 square foot commissary in the event of an emergency that impacts power in the area.

“We’re thrilled to have this generator system in place and fully functional,” Tara A. Ellis, CEO and President, Meals on Wheels for WNY, said. “Not only does it give us another layer of security in serving our frail, vulnerable clients, but it also enables us to be a true community partner in the event of an emergency – whether that is an isolated incident or one with region-wide impact.”

Meals on Wheels for WNY is the food production partner in the Emergency Preparedness Partnership, along with the American Red Cross, Bateman Senior Meals, the Food Bank of WNY, the City of Buffalo, and Erie County.

The $216,735 project was made possible in large part due to the generous support of: the City of Buffalo, Bank of America, Blue Cross Blue Shield, the Baird Foundation, the Cameron and Jane Baird Foundation, the Josephine Goodyear Foundation, the Marks Family Foundation, National Fuel, and The Frank G. Raichle Foundation.

This past winter was a particularly hard one – with crippling amounts of snow, ice and dangerously cold temperatures. Meals on Wheels works diligently to help prepare clients for potential dangers, but accidents do happen. Of course, MOW volunteers continue to be a daily check-in, providing peace of mind year-round.

Alan Winistorfer, a volunteer from Orchard Park, did this — and more — earlier this year when he saved the life of MOW client Richard S.

It was a snowy day in late January when Richard, a World War II veteran, visited one of his long-time friends, Mary, in Orchard Park. Deciding to do his friend — who is also a MOW client — a favor, Richard started shoveling her driveway, despite the fact that he uses a cane to walk. After 10 minutes, Richard realized he couldn’t realistically break the ice and stopped trying to shovel.

At that moment, however, the snow and ice got the better of Richard and he fell. Thinking quickly, Richard twisted so that he landed in a snow bank, rather than on the concrete, but he soon realized he couldn’t get up. Eventually, he slid out of the snowbank and onto the pavement, but no one from the road or inside the house could see him in either location.

“Don’t fall asleep,” Richard said. He laid there for nearly two hours. During that long, cold wait his temperature lowered to 94°F and hypothermia began to set in. Just then, his luck turned. Alan, who had arrived to deliver a meal to Mary, found him lying on the ground, slightly disoriented but still awake.

“Just kept thinking, ‘don’t fall asleep,’” Richard said. He laid there for nearly two hours. During that long, cold wait his temperature lowered to 94°F and hypothermia began to set in. Just then, his luck turned. Alan, who had arrived to deliver a meal to Mary, found him lying on the ground, slightly disoriented but still awake.

Alan — who has been a MOW volunteer for five years — recognized Richard’s distress and immediately went inside the house to get help. Alan told Mary about Richard’s condition and asked her to call 911. After getting Richard covered up with a blanket, Alan and Mary sat with him until the police and EMTs arrived to take him to the hospital.

Continued on next page
A Message from Our Board

Leadership

Tara A. Ellis
Richard A. Grimm, III, Esq.

Volunteer Spotlight

Continued from cover page

A couple weeks later, Alan and Richard were reunited at Mary’s house for an interview with The Buffalo News. There, they caught up with each other and Richard explained that his nurse said he had been on the edge of hypothermia and in critical condition. Alan said, “I don’t know if I saved his life. I think the credit should go to the EMTs.”

Alan said he appreciated Richard’s profuse gratitude, but was surprised when he was later named Erie County’s Senior of the Month for April 2015. The award cited his long-time commitment to the WNY area. “I was flattered, but I really didn’t feel like I had done that much,” Alan said.

If it weren’t for Alan’s Meals on Wheels delivery, however, there’s no telling how long Richard might have lain in the bitter cold. Ever humble, though, Alan said, “Anyone else would have done the same thing. I just happened to pull in the drive.”

David A. Smith
Chairman, Meals on Wheels
Foundation of Western New York, Inc.

Richard A. Grimm, III, Esq.
Chairman, Meals on Wheels for Western New York, Inc.

A Message from Our President & CEO

Two thousand and fourteen was a year to remember. Between the “snowvember” blizzard and numerous days with dangerously cold wind chills, there were times when it was an extreme challenge to fulfill our mission of providing food, friendship and safety checks to the homebound seniors and disabled individuals throughout WNY.

The staff and volunteers of Meals on Wheels rose to the challenge in a manner that I can only describe as selfless and inspiring. Rarely have I been more proud of the MOW team.

There are a number of other major changes that I’m proud to share with you today:

Generator – The installation and testing of our generator system was completed in May 2015. (See article, page 1)

New Client System – We are launching a new client system, complete with effective data migration from our prior (16 year old) system. This new system marks the completion of several years hard work and will provide greater system stability, track additional fields and do more sophisticated reporting.

Congregate Expansion – In late 2014, two new congregate dining sites were added. This February, African American and Hispanic meals were added once a week at select sites to better meet the needs of our clients.

New Business – As I’ve noted in previous reports, we are always looking for new opportunities to serve the community and to diversify our revenue. We are very proud of the advances we’ve made in this area over the last year. Meals on Wheels, in partnership with our food vendor Bateman Senior Meals, is now providing meals to two nursing facilities in Pennsylvania. We continue to serve fresh meals daily to Evergreen Health Services and to one of People Inc’s adult day care programs. And, I’m proud to announce here for the first time that we have recently begun providing the meals for the Buffalo City Mission and Cornerstone Manor. This wonderful partnership provides the residents with high quality, nutritious, delicious meals while allowing mission management to focus on core programming.

Demand for Meals on Wheels continues to grow and change as the needs of aging seniors change. We need to be prepared to meet these growing changes – including the need for new diets such as vegetarian, made-without-gluten and pureed – all of which we will begin piloting later this year.

We also know that growth will continue to come through health care changes, which focus on “aging in place,” a smart decision given its cost benefits to the community and quality-of-life benefits to those we serve.

We are working hard to ensure we can meet the needs of seniors today and tomorrow, but we need your help. Funding streams are not guaranteed and do not keep pace with rising costs, and the threat of sequestration looms.

We need your business leads. We need your hands and hearts to help us as volunteers - both as individuals and through our group Adopt-A-Route program. And we also need your financial assistance. Please consider a donation using the enclosed envelope.

Thank you for your ongoing support. We could not provide the food and friendship that means so much to so many without YOU!

Tara A. Ellis
President and CEO, Meals on Wheels for Western New York
CFO’s Report and Financial Highlights

Meals on Wheels for Western New York, Inc. and its related entity Meals on Wheels Foundation of Western New York, Inc. (MOW) consolidate their financial statements consistent with Generally Accepted Accounting Principles (GAAP). MOW’s fiscal year is the calendar year. For 2014, MOW once again received a favorable “unqualified” opinion from our independent auditors at Freed Maxick CPAs, P.C. There were no significant deficiencies or material weaknesses identified; the areas identified for improvement in accounting controls already have been or will be satisfied prior to the end of this calendar year. There were no findings related to the consolidated financial statement audit required to be reported in accordance with Government Auditing Standards and there were no findings or questioned costs for MOW’s federal awards.

On the balance sheet, our total assets are just over $10.8 million which includes our land, building and equipment of $5.9 million dollars. Total liabilities are a little over $3.3 million. Current liabilities are $772,000 of which $213,000 is the current portion of long-term debt on the commissary. There is long-term debt of $2.6 million on the commissary. Total net assets are just under $7.5 million of which, $6.9 is unrestricted. There was an increase in net assets of $348,000 for 2014.

There are two items that impacted the increase to net assets. First, the investment portfolio had a net increase of $95,000. Second, the Foundation this year raised $116,000 more than in 2013. MOW continues to pay down the debt on the commissary. At the time of the audit, the organization held approximately $2.6 million in short and long-term debt on the commissary.

The organization’s need for equipment upgrades, the anticipated further increases in meals served, and increase in food and delivery costs continue to drive up MOW’s costs and cash flow needs. However, we are optimistic about the steps we are taking to ensure a strong financial future.

Respectfully submitted,

Lucian Wiza  Chief Financial Officer

Major Donors for 2014
($5,000 and up)

The Cameron and Jane Baird Foundation
The Baird Foundation
Mrs. Nancy Berger
Business First of Buffalo, Inc.*
Marjorie and John Buyers Foundation
James H. Cummings Foundation, Inc.
Dash Markets, Inc.
David Collins Productions*
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Hyde Foundation, Inc.
The M&T Charitable Foundation
Mr. and Mrs. Cliff Nelson
Niagara Frontier Automobile Dealers Association
Niagara Frontier Automobile Dealers Association Charitable Foundation
The John R. Oishei Foundation
Mr. Michael Procknal & Ms. Karen M. Eckert
Mr. and Mrs. Todd Skare
Subaru of America Inc.
Mr. and Mrs. Manson C. Surdam
Tops Markets**
Tower Family Fund
Frederick D. Turner, Esq.
The Walmart Foundation
Western New York Ford Dealers*
Wegmans
The Western New York Foundation

*In-Kind, ** In-Kind and Cash

Meals on Wheels for Western New York, Inc. & Related Entity

Consolidated Financial Information  December 31, 2014

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<tr>
<th>Category</th>
<th>Amount</th>
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<td>Current Assets</td>
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<td>Investments</td>
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<td>Land, Building &amp; Equipment</td>
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<td>Current Liabilities</td>
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<td>Long-Term Liabilities</td>
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<td><strong>Total Liabilities</strong></td>
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<td>Net Assets</td>
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<td><strong>Total</strong></td>
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**Revenues**

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<th>Category</th>
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<td>Federal, State &amp; County Grants</td>
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<td>Client Contributions</td>
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<td>Private Pay Fees, Other Contracts, Investment Income &amp; Miscellaneous</td>
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<td>Fundraising Contributions</td>
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<td>Rental Income</td>
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<td>Investment Income, net of interest expense</td>
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<td><strong>Total</strong></td>
<td><strong>$7,075,777</strong></td>
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**Expenses**

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<td>Commissary</td>
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<td>Management &amp; General</td>
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<td>Fundraising</td>
<td>$347,725</td>
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<td><strong>Total</strong></td>
<td><strong>$6,727,379</strong></td>
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<tr>
<td>Change in net assets</td>
<td><strong>$348,398</strong></td>
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The essential work done by Meals on Wheels for Western New York is made possible by generous financial support from community members, local foundations and corporations, as well as through grants from the New York State Office for the Aging and Erie County’s Departments of Senior Services and Social Services.

Recent Sponsors & Supporters

Meals on Wheels for Western New York would like to thank the following individuals and organizations for their recent donations and generous support of Meals on Wheels.

Alliant Capital Management, LLC
Allied Mechanical, Inc.
Mr. and Mrs. Joseph D. Bielecki
Chubb Group of Insurance Companies
City of Buffalo Community Development Block Grant
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