



2006 ANNUAL REPORT

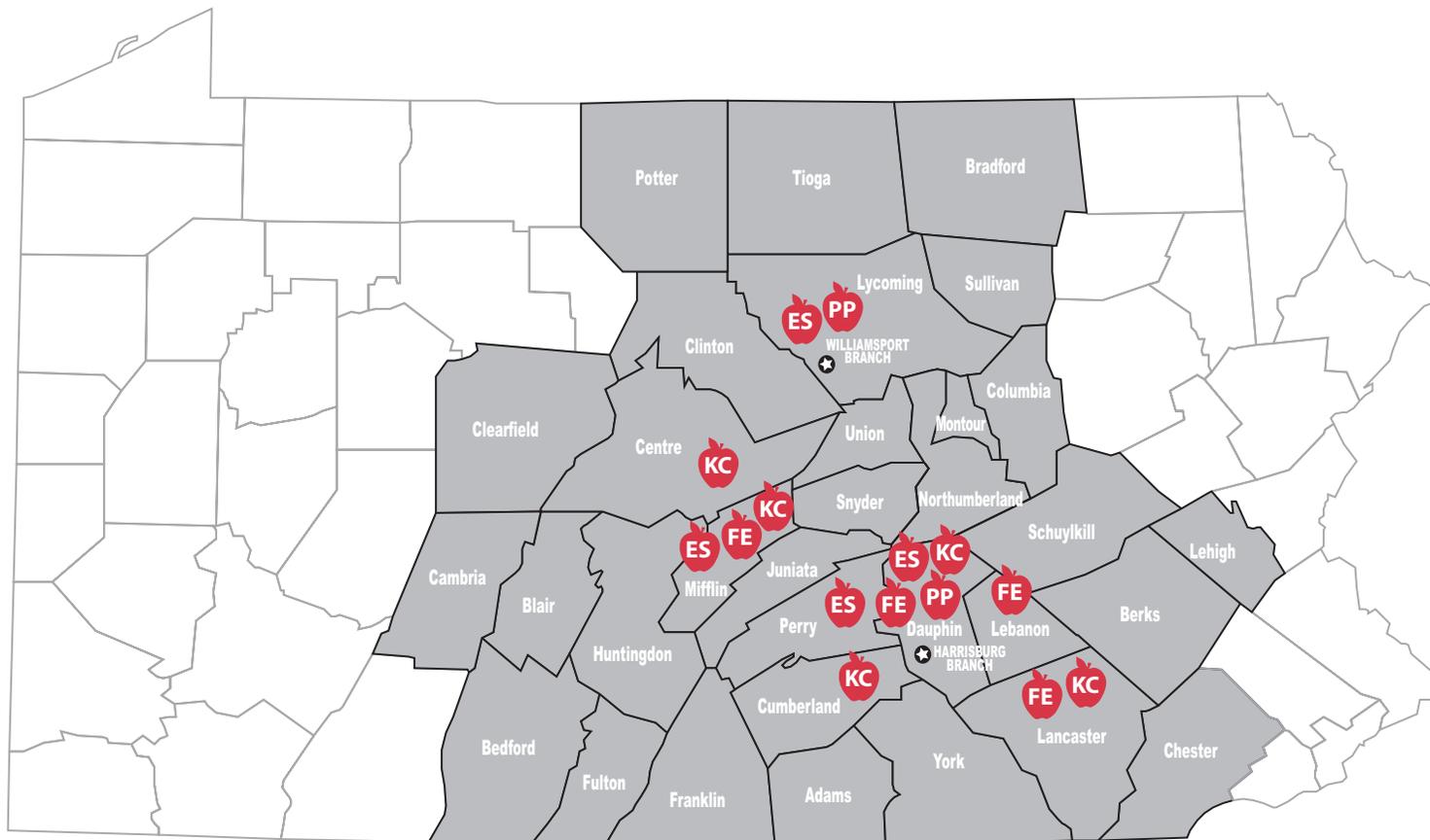


Central Pennsylvania Food Bank Service Area and Programs

The Mission of the Central Pennsylvania Food Bank

To reduce hunger in central Pennsylvania by soliciting, warehousing, processing, and distributing nutritious food to a network of community organizations that directly serve people who are hungry.

The Food Bank is also committed to increasing public awareness and understanding of the hunger problem.



-  Kids Cafe®
-  Power Pack
-  Elder Share
-  Fresh Express



Meeting needs on many lists

Imagine how many people use lists to remain organized, accomplish important activities, and even keep track of their thoughts, hopes, and dreams. Often, the lists we use to keep our daily lives on track are only the very top layer of a complex and intricate process to reach a goal. At the Central Pennsylvania Food Bank, we use lists in many of the same ways.

Our lists keep track of a growing network of member agencies served, the programs and initiatives launched, the successful events conducted, and the ever-changing food donated. We maintain lists of our donors, our volunteers, and our staff. The Food Bank issues lists of important events to attend, the critical efforts to support, and the goals that we strive to attain in our mission to reduce hunger in central Pennsylvania.

Although the pages of this annual report offer much more detail about the progress made in 2006, below is a sample list of the many needs we've addressed during the past year:

- ✓ The Food Bank distributed **13,913,729 pounds of donated food** to hungry families, children and seniors
- ✓ The "18 Wheels, Thousands of Meals" transportation consortium has **saved the Food Bank more than \$40,000 to date**, as The Hershey Company, Hess Trucking, and NAPA Transportation formed a unique partnership that is moving more food, for less money
- ✓ The Williamsport branch **expanded its hunger-relief efforts**, by securing the State Food Purchase Program (SFPP) and The Emergency Food Assistance Program (TEFAP) contracts for Lycoming County
- ✓ Successful **grant-seeking efforts have increased** with awards such as \$20,000 from Wal-Mart for a Williamsport Power Pack program; \$10,000 from The Sovereign Bank Foundation in sup-

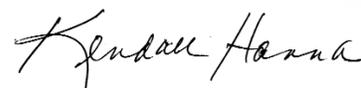
port of our Elder Share program that serves residents in Dauphin County and surrounding communities; a new refrigerated truck for the Williamsport branch from ConAgra; and \$2,500 from the Armstrong Word Industries Foundation to fund produce distribution in Lancaster County

- ✓ A newly designed Web site **offered richer functions, online product ordering, and a catalog of materials and information**, which have reduced mailing costs and increased outreach to prospective member agencies

You will see several lists in this report of what we believe to be our notable efforts during 2006. Many of them are not grand in scope, but important nonetheless, as they may make a lasting impact on a hungry family. Other accomplishments make us particularly proud to represent the Food Bank each and every day.

Regardless of which category any of our efforts fall into, they would not be possible without the dedicated and committed support from our donors, volunteers, member agencies, staff, and many other organizations and individuals from hundreds of communities in central Pennsylvania.

The Food Bank's list of achievements from the past year is one way of demonstrating that we are making a difference to people who are hungry. We hope, as you review this annual report and share in the progress made during 2006, that the Food Bank and our commitment to reducing hunger remains at the top of your list of missions worthy of continued support.



Kendall Hanna
Executive Director



Dennis Stover
President, Board of Directors



Receiving Donations of Food, Time and Money

giving that enables us to provide

Donations are why we exist. They are the starting point for all that the Food Bank does.

We acknowledge and thank the individuals and organizations whose giving enables us to provide. The Food Bank continues to benefit from the generosity of our donors who support our mission in so many ways—in the form of donated food, equipment, time, and monetary contributions.

Hundreds of organizations donated 15,119,522 million pounds of food during 2006

Donated foods and related items from our food industry partners allowed us to distribute a total of 12,808,612 pounds of food from our Harrisburg warehouse and 1,105,117 pounds from our Williamsport warehouse during the year. We have grown to become one of the largest food banks between New York and Florida.

Fall was our busiest season. October was the biggest month for receiving food donations, at 1,671,940 pounds. Our top months for distribution also came in the Fall, with more than 1,361,000 pounds of food delivered to member agencies in one month's time. Between our Harrisburg and Williamsport trucks, we logged more than 120,000 miles for the year, delivering food to member agencies.

Our largest food donors:

- ✓ General Mills, 2,154,721 pounds—cereals, complete meals, canned vegetables, desserts, fruit snacks
- ✓ Quaker, 1,725,798 pounds—hot cereals, rice dishes, pancake mix, syrup, cereal/granola bars, beverages

- ✓ Big Lots, 633,931 pounds—assorted cereals, personal care items, granola bars, baby food
- ✓ ConAgra Foods, 609,321 pounds—complete meals, frozen meat, margarine and whipped cream, spices and condiments, beverages
- ✓ Pepsico, 514,564 pounds—soda and water
- ✓ Four Seasons Produce, Inc., 496,787 pounds—produce
- ✓ Mott's, 457,733 pounds—apple sauces, juices
- ✓ Food Lion, 348,415 pounds—full spectrum of grocery products
- ✓ Procter & Gamble, 335,814 pounds—household cleaning products
- ✓ The Hershey Company, 316,716 pounds—candy, cocoa, syrups

In addition to the companies listed above, NAPA Transportation and Hess Trucking have helped by either providing their trucks free of charge or at minimal cost, through the “18 Wheels, Thousands of Meals” partnership. Collectively they moved 124 loads of food in a year's time. Given the increases in the cost of diesel fuel, this support resulted in a direct savings of more than \$40,000 to the Food Bank.

1,388 volunteers contributed 12,695 hours of their time during the year

The people of central Pennsylvania continued to make an invaluable contribution by volunteering their personal time.

Many groups and their members took part in food drives. In all, we benefited from 83 food drives that collected 218,745 pounds of food. In terms of volume, our top 10 food drives for the year were organized by the following groups and organizations:

- ✓ Boy Scouts of America, Scouting For Food, 43,400 pounds
- ✓ National Association of Letter Carriers National Food Drive, Stamp Out Hunger, 40,509 pounds
- ✓ Big 33 Scholarship Foundation Food Drive, 16,493 pounds
- ✓ Kiss FM 99.3 "Stuff A Bus," 11,120 pounds
- ✓ Patriot-News, Erase Hunger, 7,038 pounds
- ✓ Thomas Holtzman Elementary School, 4,586 pounds
- ✓ Mechanicsburg High School, 4,324 pounds
- ✓ Susquenita Middle School, 2,703 pounds
- ✓ Triple Crown Corporation, 1,996 pounds
- ✓ Penn National Insurance, 1,672 pounds

Our operation is not as simple as receiving food into our warehouses from donors and sending it back out to people in need. Many of the items we handle need to be repacked or relabeled. For instance, we pack a variety of foods into boxes for delivery as part of the Elder Share program. Many items we receive in bulk, such as lunch meat and vegetables, need to be repacked into smaller containers so they are suitable single or family size servings. This sorting and repacking process is labor intensive and needs to be accomplished quickly. Every day we depend on our volunteers to keep the flow going.

We benefit from teams of volunteers, representing local companies, community groups, and churches, among many others. Some of our hard-working volunteer groups for the year included:

- ✓ Highmark Employees
- ✓ Aldersgate United Methodist Church

- ✓ Shaffner Youth Center
- ✓ Keystone Rotary
- ✓ Paxton United Methodist Church

13,605 donors donated more than \$1,200,000 in financial contributions during 2006

More than 6,000 new donors joined the ranks of people who contribute financially to our mission, representing a 5.6 percent increase from the previous year. While the Food Bank makes several requests to existing and prospective donors throughout the year, our annual appeals during the traditional holiday season receive the most notable response. At the same time, we are respectful of the many requests that people receive in the mail, and we try to be sensitive to our donors' capacity to support the Food Bank's mission.

Corporate, foundation, and other organizational giving played a significant role in our ability to fulfill and extend hunger-relief efforts.

Our top contributors:

- ✓ C&S Wholesale Grocers, Inc., for the Elder Share program
- ✓ ConAgra Rapid Food Distribution, a 14-foot refrigerated truck for transportation
- ✓ Food Lion, for the Kids Cafe® program in Carlisle
- ✓ Giant Food Stores, for transportation and turkey drive support
- ✓ The Kline Foundation, for building expansion
- ✓ Mazon: A Jewish Response to Hunger, for transportation
- ✓ The Saltgiver Family Foundation, for support in Williamsport
- ✓ Sovereign Bank Foundation, for the Elder Share program in Dauphin County
- ✓ Wal-Mart, for the PowerPack program in Lycoming County

Scores of other donors gave sums of money during the year, all of which, regardless of amount, advanced the cause of reducing hunger in central Pennsylvania.

Board Members

Amy Beamer
Pavone

Tracey Calhoun
M&T Bank

David Diffenderffer
(Treasurer)
M&T Bank

Geoffrey Dunaway
(Vice President)
*Bureau of Accident
and Health
Pennsylvania Insurance
Department*

Lisa M. Durborow
*Tyco Electronics
Corporation*

Pastor Richard Eckert
Community Volunteer

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(Secretary)
*Penn National
Insurance*

Jane Landis
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Dickinson College

Dennis Stover
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*Clauser Real Estate
Appraisals*

Jane B. Tompkins
Community Volunteer

Kendall Hanna
Executive Director





Serving Member Agencies, Providing Hunger-Relief Programs

expanding our reach

2006 was a year of growth and service expansion

We added 30 new member agencies to the Food Bank's roster; 23 being served from our Harrisburg warehouse and seven being served from our Williamsport warehouse. In all, we delivered 130,345 pounds of food to these new programs, at locations in 17 counties within our service area, including the counties of Bedford, Blair, Huntingdon, and Mifflin, which we had specifically targeted for increased distribution.

In human terms, this expansion meant that more than 5,000 additional individuals in 1,700 households did not go hungry, as they otherwise might have.

We distributed nearly 14 million pounds of food and grocery products worth some \$20 million

That's a lot of generosity on the part of donors and volunteers who made it possible! This massive effort served approximately 500 agencies and programs—soup kitchens, shelters, food pantries, after-school programs, senior care centers, and more, in 27 counties.

Thanks to our participation in a national survey that helped to identify the circumstances under which people seek hunger-relief assistance, we now know we're making a positive difference in the lives of more than 160,000 people. That's the number of central Pennsylvania residents who, according to the survey, are ultimately receiving emergency food assistance on an annual basis as a result of our operation. Nearly 33 percent are under age 17, and 8 percent are seniors.

For the first time, our Williamsport branch, established in 2002 to serve the northern tier of central Pennsylvania, surpassed one million pounds in food distributed. We also secured contracts for the State Food Purchase Program and the Emergency Food Assistance Program in Lycoming County, both of which mean an increase in the amount of food that will be available for distribution resulting in more people being served.

During the year, we provided food that went to several direct-service programs:

- ✓ Kids Cafe® (after-school program for children), 26,169 pounds of non-perishable items, and 112,933 meals during the 05/06 school year
- ✓ Power Pack Program (healthy take-home weekend food for children), 10,956 pounds
- ✓ Elder Share (monthly food boxes for the elderly), 102,061 pounds
- ✓ Fresh Express (distribution of fresh produce and dairy items for families with children, and seniors), 1,066,208 pounds

Seeking to improve efficiency and education

We've made ordering easier for our member agencies by utilizing an online system called Primarius On Line. So far, 140 member agencies have signed up and 70 are actively using it on a regular basis. Agencies no longer need to call us and go through the order process on the telephone. They can just go online, see what foods

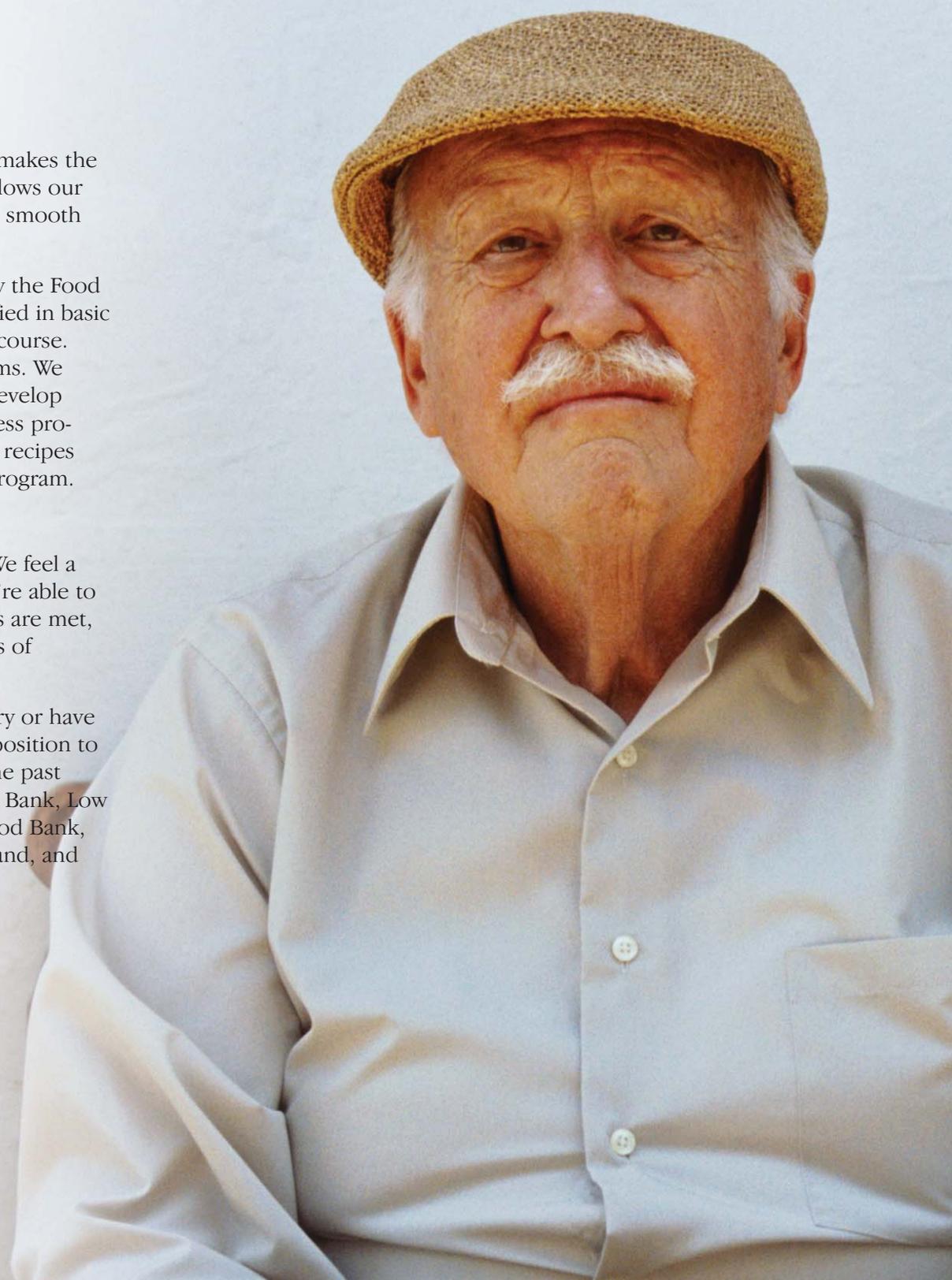
and other items are available, and place their orders. It makes the ordering process more efficient for our agencies, and allows our customer service staff to spend their time maintaining a smooth fulfillment process.

Seventy people attended ServSafe® classes sponsored by the Food Bank during the year. Twenty-nine attendees were certified in basic food safety; 30 were certified in a credentialed 16-hour course. Another 200 people attended various workshop programs. We worked with the Penn State Cooperative Extension to develop recipes for produce distributed through the Fresh Express program. A nutrition educator went on site to promote the recipes and conduct taste tests with individuals served by the program.

Helping beyond Pennsylvania's borders

There's nothing quite as gratifying as the work we do. We feel a sense of pride and accomplishment in knowing that we're able to help people in need. Once our member agencies' needs are met, we're often able to extend that help beyond the borders of Pennsylvania.

When we have too much of a particular item in inventory or have items that aren't moving fast enough, that puts us in a position to help food banks in other parts of the country. During the past year, we shared product with the Central Missouri Food Bank, Low Country Food Bank in South Carolina, San Francisco Food Bank, Western Maryland Food Bank, Food Resources in Maryland, and the Food Bank of the Rockies.



Benefiting from Public Support

engaging the public's support and participation

It was a hit! The first ever Central Pennsylvania Scooper Bowl served up 106 flavors of ice cream supplied by Hershey Creamery Company to more than 1,000 eager ice cream aficionados. This inaugural event raised \$2,400 and garnered significant media coverage.

The Scooper Bowl was just one in a successful parade of community-focused special events and interactions with the media and general public that not only encouraged donations of food and money, but also raised awareness about hunger as an issue. We continued to set new records.

- ✓ The 19th annual Taste of Central Pennsylvania held in November in the Harrisburg Hilton and Strawberry Square drew 1,750 people and raised a whopping \$101,104
- ✓ The Taste of Lancaster County in April at the Lancaster General Health Campus—2006 was the event's 10th year—drew 1,100 and raised \$50,525
- ✓ The 13th annual Soup & a Bowl in March at the Radisson Penn Harris Hotel and Convention Center was sold out for the third consecutive year, and raised \$17,910
- ✓ The 4th annual Hoops for Hunger was held in May at Penn State Harrisburg. The three-on-three basketball tournament was sponsored by the Chubb Group of Insurance Companies and raised more than \$16,000

Putting the spotlight on the problem of hunger

Regular appearances on news programs and speaking engagements at various public and private venues also kept the cause of hunger in the spotlight. We spoke out on hunger through a series of radio interviews and a number of appearances on cable television talk programs. Thanks to Pennsylvania State Employees Credit Union (PSECU), we were able to produce a public service announcement that ran all year highlighting information about the Food Bank and how to help.

We attracted valuable media coverage when U.S. Agriculture Secretary Mike Johanns and then-U.S. Senator Rick Santorum were our guests during National Volunteer Week. Their visit gave us the opportunity to reiterate our advocacy for congressional funding of the Commodity Supplemental Food Program, which provides much-needed food for senior citizens.

We found innovative and high-profile ways to call attention to the plight of the hungry. For example, we observed National Hunger Awareness Day in June with a tent on the steps of the state capitol. Thanks to Giant Food Stores, we provided free bag lunches to all who stopped by and to the elected officials inside the Capitol—all with the purpose of generating awareness through media coverage.

We gained valuable public attention when we worked with member agencies to generate and deliver to Governor Rendell more than 3,600 paper plates with handwritten messages of support for funding for the State Food Purchase Program.

Among dozens of efforts that the Food Bank initiated during the year to provide additional support to member agencies and clients, these particular activities made a significant impact on families in need:

- ✓ We assisted more than 1,700 low-income clients in applying for federal Earned Income Tax Credits on their 2005 tax returns; More than 1,600 qualified and received tax reductions totaling \$2 million
- ✓ We promoted a variety of valuable programs—such as the Low Income Home Energy Assistance Program, the Pennsylvania Venison Donation Program, and Together Access prescription cards—through our newsletters for the general public and for member agencies and volunteers
- ✓ We distributed fliers and brochures about the Food Stamp program from the U.S. Department of Agriculture and the Pennsylvania Hunger Action Center
- ✓ We worked with the Pennsylvania Association of Regional Food Banks to coordinate a survey that could help agencies receive Pennsylvania-grown fresh produce

Good news of our own

We've had lots of good news to share during the year. As one of the largest hunger-relief organizations on the East Coast, we rank in the top tier of food banks across the nation, in terms of efficiency and financial stability. And, for the sixth consecutive year, we were awarded Charity Navigator's highest rating for efficiency in operating our program, administrative, and fundraising efforts. We're honored, and we're motivated all the more to keep bettering ourselves each succeeding year.

Expanding avenues for financial commitment

This past year saw the creation of a general endowment fund to serve as a vehicle for planned giving. This is an important step in helping to assure a solid and stable flow of financial support into the future. Attorneys, auditors, and board members, among others, worked hard to create a plan, structure the fund, and set investment and spending policies to guide the operation of the fund.

We strive to offer interested donors flexible channels by which to contribute to our mission. The Food Bank's newly designed Web site has received significantly increased traffic, both in general visits as well as online donations. Once online donations and the tracking of those donations were instituted, we experienced a surge of contributions using our secure and convenient Internet channel. In fact, since early 2006, there has been a 30 percent increase in donations through www.centralpafoodbank.org.

Another area of financial support that continues to expand is sponsorships. The Food Bank is grateful that so many different organizations, companies, and individuals continually commit to supporting our annual events through sponsorships. Our goal is to exceed our sponsors' expectations—ensuring that they benefit from the exposure at our different events and reap the rewards of their investment in the Food Bank's mission. In this past year, more than a dozen new sponsors joined our events roster. This resulted in nearly \$20,000 of additional financial support directed toward the Food Bank's mission of reducing hunger.



Board of Directors
Central Pennsylvania Food Bank
Harrisburg, Pennsylvania

Independent Auditor's Report

We have audited the accompanying statements of financial position of the Central Pennsylvania Food Bank (a nonprofit organization) as of June 30, 2006 and 2005, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Central Pennsylvania Food Bank at June 30, 2006 and 2005, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated August 10, 2006 on our consideration of the Central Pennsylvania Food Bank's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audits.

Beard Miller Company LLP

Lancaster, Pennsylvania
August 10, 2006

Central Pennsylvania Food Bank
Statements of Financial Position

June 30, 2006 and 2005

ASSETS	2006	2005
Current Assets:		
Cash and cash equivalents	\$ 1,658,578	\$ 1,459,148
Short-term investments	378,500	358,675
Pledges receivable	11,037	11,037
Accounts receivable, less allowance for doubtful accounts of \$2,722 in 2006 and 2005	115,329	122,644
Grants, storage fees, and reimbursements receivable	67,650	24,093
Interest receivable	12,700	11,800
Food and grocery product inventory	3,748,098	3,838,865
Prepaid expenses	45,725	36,635
Total current assets	\$ 6,037,617	\$ 5,862,897
Long-term investments	5,727,981	5,167,326
Property and equipment, at cost, less accumulated depreciation of \$1,092,857 in 2006 and \$973,736 in 2005	1,682,760	1,696,104
Pledges receivable—one to two years	11,036	22,072
Total Assets	\$ 13,459,394	\$ 12,748,399
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable	\$ 53,400	\$ 65,337
Accrued payroll and taxes	134,226	115,782
County advances	12,157	9,915
Accrued expenses	19,850	19,300
Refundable advances	27,028	45,210
Current portion of capital leases	56,972	39,187
Total current liabilities	\$ 303,633	\$ 294,731
Capital leases—excluding current portion	100,571	92,871
Total liabilities	\$ 404,204	387,602
Net Assets:		
Unrestricted:		
Operating	\$ 6,817,162	\$ 5,415,087
Food and grocery product inventory	3,748,098	3,838,865
Board designated	2,467,857	3,073,736
Total unrestricted	\$ 13,033,117	\$ 12,327,688
Temporarily restricted	22,073	33,109
Total net assets	\$ 13,055,190	\$ 12,360,797
Total Liabilities and Net Assets	\$ 13,459,394	\$ 12,748,399

Central Pennsylvania Food Bank
**Statements of Activities and
Changes in Net Assets**

**For the Years Ended
June 30, 2006 and 2005**

	2006			2005		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Support and Revenue:						
Food and grocery product contributions	\$ 19,702,950	\$ 0	\$ 19,702,950	\$ 23,405,400	\$ 0	\$ 23,405,400
Purchased product sales	194,056	0	194,056	151,190	0	151,190
Mass purchase product	37,657	0	37,657	32,735	0	32,735
Shared maintenance contributions	1,326,922	0	1,326,922	1,397,063	0	1,397,063
Federal support—Kids Cafe® program	283,334	0	283,334	267,072	0	267,072
Federal support—Eldershare program	10,173	0	10,173	1,025	0	1,025
Harrisburg School District support— Kids Cafe® program	0	30,000	30,000	0	30,000	30,000
PA state food grant administration fees	8,500	0	8,500	8,000	0	8,000
General contributions	373,982	0	373,982	429,316	0	429,316
Commodity storage	41,895	0	41,895	33,168	0	33,168
Membership fees	19,050	0	19,050	18,673	0	18,673
Thanksgiving and spring appeals	297,178	0	297,178	179,484	0	179,484
Special events	174,703	0	174,703	163,022	0	163,022
Grants	99,195	10,500	109,695	56,202	33,283	89,485
Interest and dividends	184,428	0	184,428	133,755	0	133,755
Net realized gain on sale of investments	373,447	0	373,447	130,178	0	130,178
Net unrealized (loss) gain on investments	(36,782)	0	(36,782)	243,512	0	243,512
Other	41,708	0	41,708	32,459	0	32,459
Net assets released from restrictions	51,536	(51,536)	0	74,320	(74,320)	0
Total support and revenue	<u>\$ 23,183,932</u>	<u>\$ (11,036)</u>	<u>\$ 23,172,896</u>	<u>\$ 26,756,574</u>	<u>\$ (11,037)</u>	<u>\$ 26,745,537</u>
Expenses:						
Program services:						
Food and grocery product distributions	\$ 19,778,455	\$ 0	\$ 19,778,455	\$ 23,297,648	\$ 0	\$ 23,297,648
Purchased product distributions	143,228	0	143,228	98,232	0	98,232
Mass purchase distributions	41,102	0	41,102	0	0	0
Operations	1,464,584	0	1,464,584	1,362,641	0	1,362,641
Community programs	477,084	0	477,084	446,325	0	446,325
Management and general	351,151	0	351,151	327,998	0	327,998
Fundraising	222,899	0	222,899	157,759	0	157,759
Total expenses	<u>\$ 22,478,503</u>	<u>\$ 0</u>	<u>\$ 22,478,503</u>	<u>\$ 25,690,603</u>	<u>\$ 0</u>	<u>\$ 25,690,603</u>
Net increase (decrease) in net assets	\$ 705,429	\$ (11,036)	\$ 694,393	\$ 1,065,971	\$ (11,037)	\$ 1,054,934
Net assets—beginning of year	12,327,688	33,109	12,360,797	11,261,717	44,146	11,305,863
Net assets—end of year	<u>\$ 13,033,117</u>	<u>\$ 22,073</u>	<u>\$ 13,055,190</u>	<u>\$ 12,327,688</u>	<u>\$ 33,109</u>	<u>\$ 12,360,797</u>



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A United Way Program Partner

The official registration and financial information of the Central Pennsylvania Food Bank may be obtained from the Pennsylvania Department of State by calling toll-free, within Pennsylvania, 1-800-732-0999. Registration does not imply endorsement.