

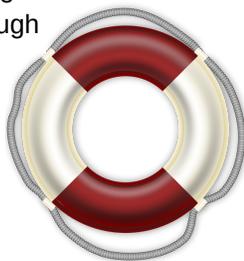
Food > Education > Freedom > Legacy

## STAYING AFLOAT

In October, BCS held a *Staying Afloat* fundraiser at the Tye Yacht Club to help educate our community about our mission: to provide a community where people can be responsible and accountable for meeting their basic needs, and to equip them with tools to overcome financial difficulty.

Growing up in a family of five children, we kids often felt the stress as our parents experienced a continuous struggle to feed, clothe and house their rowdy bunch. In fact, I only remember a few select times when constant worry wasn't present in the thread of life. As we grew, the tension increased. My parents were drowning – emotionally and financially – and eventually divorced, sending family fragments in all directions as my older brothers escaped the resulting conflicts. It was a revelation when Barry and I married to find that couples could actually communicate well with each other regarding the crucial decisions needed to keep a family afloat. Although quite broke at times, we were able to love each other well as we navigated unpredictable life. And because of a commitment we made before getting married, were able to stay out of debt.

At BCS we meet families like mine every day. People who are drowning, weighed down by the destructive force of debt as they fight to keep their heads above water. Many are on the edge in their relationships because of the stress. It's a privilege and joy to offer a proverbial life preserver through the four pillars of the Sustainable Families Program. As our families shop weekly, receiving **food** and household items, the anxiety begins to recede. Meeting with Dino Biaggi, our Financial Literacy Manager, they welcome good financial counsel, and gain **education** through his Re\$tart classes. So often we hear that couples have been able to talk about money for the first time in their marriages! The confidence from having a plan in place and the resulting debt



reduction affords these families **freedom** many have never experienced and gives them a **legacy** of wisdom and promise to pass on. If you don't live in a family like mine, you know someone who does; someone who would flourish in the environment of caring, learning and accountability. The staff at BCS is delighted to offer them the tools to buoy themselves up through these challenging times. It's been a good year for BCS. We've reached some big goals and set others that sometimes feel unreachable. We continue to seek out ways to serve better and are so very blessed and thankful for each one who walks with us.

Gratefully,

Suzanne Birch



## From Food to Legacy

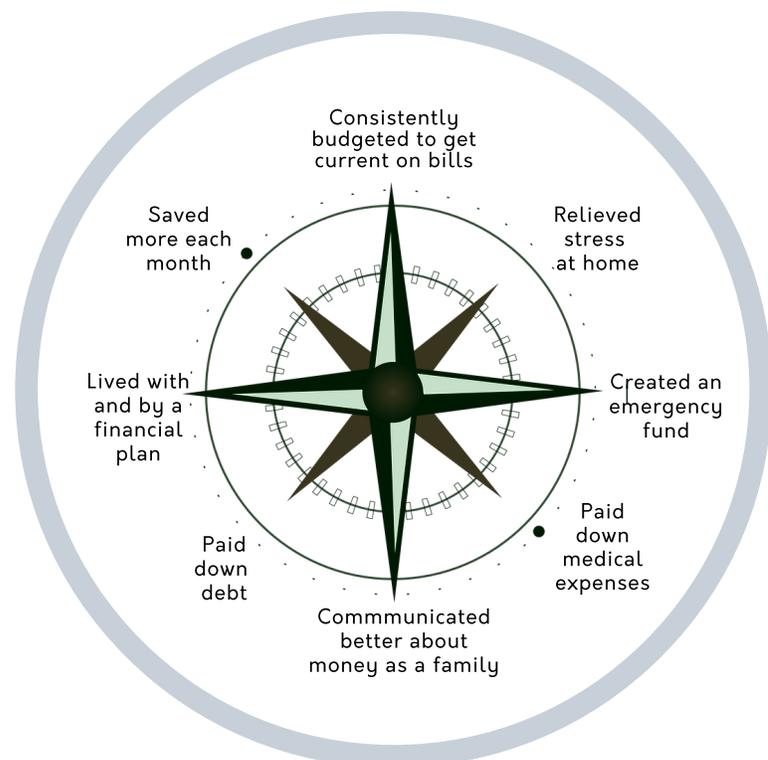
by Dino Biagg *Financial Literacy Manager*

It's not easy sitting across from someone, especially someone you just met a few minutes ago, to unpack your very personal, and perhaps unpleasant, financial situation. I might argue it's one of the most difficult things we can do, especially if our significant other is sitting three feet away.

Yet, this is the norm at BCS. I have the privilege to enter that sacred space with hundreds of families each year. As you can imagine, there are numerous layers to talking through our financial dynamics. Often the math works, but there's no agreement on financial priorities or next steps. This contributes to increasing pressure and stress within the home.

I ask families to enter into a dialogue about how to sort through the emotional, financial, historical and relational components that make up their financial decision-making. Many adults know what to do, but are still figuring out why they're not doing what they know they ought to do. Emotion and perspective play a powerful role in how we make decisions around money, and often it is about the "tyranny of the urgent."

### Top achievements made by our participant families



We'd love to think about buying a home in the future, helping with kids' college, and saving for a family vacation, but the medical bills, back utilities, house repairs, or car accidents begin to chew away at the ability to look beyond the next payment. I grew up on the California beaches and I really like this analogy, which pairs nicely with a recent event we held titled "Staying Afloat." When you're at the beach and look at the ocean, what always comes? Waves. Never-ending waves. When you're in the water, what typically do you focus on? The wave coming at you. Many of us find ourselves focusing on surviving that wave. If the focus stays on the next wave coming at you, you never have a chance to fully appreciate the ocean, and you never have a chance to choose and anticipate a special wave you want to really enjoy.

If you've ever watched a seasoned surfer, they're never focused on the first wave. They're looking at the second, third and fourth. Since waves come in sets, they're often keeping the next set in view and thinking through their timing, approach and positioning to be able to take the right wave for a great ride.

BCS loves helping families consider the bigger picture so they can fully enjoy their opportunities in the moment, and still help raise their gaze to the future so they can enjoy the ride.

# 2019 Fiscal Year Report Card

## HOW WE OPERATE



## PARTICIPANTS



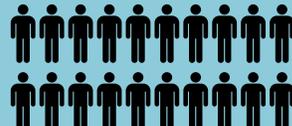
818 families served annually  
 580 families served weekly  
 15,000 Individuals served annually

## PRODUCT

240 Product Donors   
 10,400,000 lbs. In-Kind Donations *including*

- 2,820,953 lbs of produce
- 610,258 lbs of meat
- 1,963,139 lbs of dairy

## TEAMWORK

1,597 Individual Volunteers 

39,996   
 Volunteer Hours Served

## RECOGNITION



The Better Business Bureau recognized us as an accredited charity!

We were deemed a 2019 Top-Rated 4-Star Nonprofit at Charity Navigator



## SUSTAINABLE FAMILIES PROGRAM

 9 class offerings  
 6 classes on financial literacy  
 193 participants attended!

## COMMUNITY

68+ agencies and other nonprofits served as they serve thousands of people each month!

## Past Year Financials

Fiscal Year Ended Oct. 31, 2019

### Revenues, Gains and Other Support:

Contributions:	\$313,720
Membership Service Fees:	\$522,818
Donated Food and Clothing:	\$15,307,568
Recycling Income:	\$45,767
Other Income:	\$26,579
<b>Total Revenue:</b>	<b>\$16,216,452</b>

### Expenses:

Program Expenses:	\$16,028,985
Operational Expenses:	\$186,148
<b>Total Expenses:</b>	<b>\$16,215,133</b>
Ending Net Assets:	\$1,289,237



# Did You Know?



Over 68 other nonprofit agencies benefit from donations to Birch!

*"Birch saves us thousands of dollars every month in disposing of food that we can't sell anymore. We tried partnerships with other organizations, but nobody else was reliable. With Birch, I knew that I could count on them to pick up our donated food every week to distribute to participant families, as well as the other nonprofit organizations that don't have consistent pick-up schedules." - Rick Teeny, Teeny Foods*

## Thank You To Our In-Kind Donors:

211 Info  
7-11 Food Store  
Albertsons  
Albertsons Distribution Center  
Alpenrose Dairy  
Angels of God  
Animal Inc  
Apple Foods  
Associated Global Systems  
Atlas Pizza  
Auntie Anne's Pretzels  
Baarspul Household  
Baby & Me  
Badger State Western Inc  
Bell-Carter Packaging  
BJ's Gifts  
Blackwell Blue Trucking  
Cabela's  
Canvas Protein  
Charlie's Produce  
Chef George, Inc.  
Children's Club, Inc.  
Chinook Book  
City Of Gresham  
CJ Trucking  
Clackamas County Gleaners  
Classic Foods  
Clear Creek Trucking  
Coast Guard Station Port  
Coast Truck Center  
CollegeNET  
Columbia Farms  
Costco  
Crossroads Food Bank  
D'Angelo's donated soup  
Danner Shoe Manufacturing  
Darigold  
Dave's Killer Bread  
Doggie Dash  
Dossier Hotel  
Emanuel Hospital (Legacy)  
Ever Fresh Fruit Co  
Everyday Deals

Excel Brokerage  
Farmers Brothers Coffee  
FB4KFFE Transportation, Inc  
Fivecoat Household  
Gulick Trucking  
Habitat for Humanity Restore  
Harry's Fresh Foods,  
The Harris Soup Company  
Hartland Express  
Helen Bernhard Bakery  
Henningson Cold Storage  
Heritage Specialty Foods  
Hilltop Produce  
Hi-School Pharmacy  
Hope Station Community Services  
Frito-Lay Frozen Food Express  
Fulton Meats  
Georgia Pacific Corporation  
Georgia-Pacific  
Grand Central Bakery  
Grayrose Marketing Group Inc.  
Graziano Produce  
Grocery Outlet  
Grow and Make  
Impact Northwest  
Inmar Supply Chain Services  
K&B Transportation Inc  
KeHe  
Kimpton Hotel Monaco  
Kinco Gloves  
Knight Transportation  
Knight Trucking  
Kool Pak

Kroger Swan Island Dairy  
LDR Trucking  
Lipman Produce  
LND Hauling  
M Brothers Transport  
Made In Oregon  
Magno-Humphries Labs

Marsee Foods  
Inc.McTavishMedical Teams  
InternationalMicrochip  
Mildren Household  
Mission Foods  
Multnomah Food Pantry  
Multnomah University

New Cascadia Bakery  
New Seasons Market  
NW Children's Outreach  
Odwalla  
Olive Garden  
Omni Logistics  
Oregon Brewers Festival  
Oregon Children's Ministries  
Oregon Children's Outreach  
Organic Valley  
Organically Grown Company  
Oroweat Baking Co.  
Pacific NW Outreach  
Pacific Seafood  
Pass It On  
Pepsi Beverages Company  
Pilgrim's Pride  
PJ Food Services  
Portland Food Project  
Portland Fruit  
Portland Marathon  
Portland Public Schools  
Portland Rescue Mission  
Portland Specialty Baking  
Provvista (Chef's Warehouse West Coast)  
Rational Alternatives  
Red Lobster  
Restaurant Relay Resources  
Rescuing Leftover Cuisine  
Reser's Fine Foods  
Rinella Produce  
Roma / Performance Foodservice

Rowlett Household  
Safeway  
Salt & Straw  
Sanctuary Church Food Pantry  
Shamrock Foods  
Shepherd's Door  
Shin Shin Foods  
SHR Transport  
Shriners Hospital  
Sky Chefs  
Snow Cap  
Starbucks  
Stumptown  
Sunderland Garden  
Sunshine Division  
SuperKids Resale  
Supervalu  
Swift Transportation  
Sysco  
Teeny Foods  
The Pumpkin Patch  
Tim's Cascade  
Townsend Farms  
Trailblazer Foods  
Trapold Farms  
Treehouse Foods  
Trident Seafood  
TXR Transport  
Union Gospel Mission  
United Salad  
US Bank  
Ventura Foods LLC  
Veritiv  
Village Kids Supply  
Wayne Farms  
WinCo Foods  
With Love Inc.  
XPO Logistics  
Zion Trucking



## Honored to Distribute Weekly to:

X-Fest NW  
Grace Church Molalla  
Basic Needs  
Southern Oregon  
Brainstormers  
St. Vincent DePaul  
Open Door Youth Ministries  
St. John The Baptist St. Vincent DePaul  
Freedom House Ministries

Compassion 360  
Potluck in the Park  
Lifeline Connections  
Children's Club, Inc.  
Harbor (Portland Rescue Mission)  
St. Mary Magdalene Parish  
Angels of God  
Estacada Area Food Bank  
Harvest Christian Church  
St. Henry's St. Vincent DePaul  
Colton Helping Hands, Inc.  
Church of the Nazarene Adonai  
City Bible Church/ Hope Resources  
The Redeemed Christian Church of God Chapel of Mercy  
Tigard Community Friends  
Church Food Share Pantry  
Constructing Hope

Mother & Child Education Center  
Salvation Army Corps (Gresham)  
Won By One Church  
Mission Teens, Inc.  
(Northwest Bible Training Center)  
House of Myrrh Ministries  
Emmanuel Community Services  
Zarephath's Pantry  
Shepherd's Gate Church  
Sanctuary Church Food Pantry  
Portland Lents Foursquare  
(Revolution Foursquare Church)  
No One Left Behind  
Set Free Christian Fellowship  
WonGen Central Community Services

Gethsemane Ministries  
Global Messengers of Hope  
Crossroads Food Bank  
Generous Ventures  
Hope Station Community Services, Inc.  
Portland Community Reinvestment Initiatives Inc.  
Teen Challenge Men  
Do Good Multnomah  
Tremont Church Food Pantry  
On The Move Ministries  
Life Christian Center  
Woodland Action Center  
Live Love Center (NW)  
Immaculate Heart (St. Vincent)  
Need 2 Feed (As Is Church)  
South Kelso Neighborhood Association  
Reedwood Friends Church

Beautiful Portland  
Anawim Christian Community  
The Salvation Army A.R.C. (Portland)  
Straightway Services  
Waste Not Food Taxi  
St. Henry's Day Shelter  
Felida Bible Church  
The Father's Heart Street Ministry  
Columbia Gorge Helping Hands Program  
Inn His Care  
Almost 600 Individual Families

# Grateful for Our Families

Everything BCS does is geared to help our families reach their goals!

Since the class we've come together as a family in budgeting. We have a family meeting about needs, wants, and groceries...Since joining BIRCH I have someone to be more accountable to and my financial decisions have improved and I now have a family goal/vision for a secure financial future. Again, thank you. - *Esther*

Communication and Tracking Spending has gone hand in hand as a new change. Instead of budgeting just being "my job" as it's seemed in the past (he makes the money, I make it work kind of thing), my husband has now been included in the budgeting so we can have a full picture of our finances and how to balance spending. - *Demisa*



BCS created a safety net for our family. I learned how to be the money manager by using the principles I learned at BCS. They provided the strength for me to do that, despite years of financial difficulty. - *Jennifer*

I understand more about money in these two days than I ever did in my 34 years of life. This helped my marriage too.

Thank you!  
- *Kimberly*

I am so grateful for the help you give to our family each week. I just took inventory of our fridge and freezer and came up with FOURTEEN dinners I can make over the next 2 weeks. Incredible! This is so wonderful and amazing to me, that I just have to share with you all we can make at home because of all you guys do each week for us. I don't know that \$70 has every stretched so far. - *Annie*

There is no way to calculate the ripple effects, but I can say that the impact has been long-lasting and I continue to hold the Birch Community in high regard. - *Connie*



# Thankful for Our Staff



Suzanne Birch  
*Executive Director*  
At BCS Since 1992  
Suzanne is always looking for her next cooking class.



Andrew Rowlett  
*Operations Manager*  
At BCS Since 2008  
On a Saturday, you can find Andrew gleefully changing his son's diaper, usually while climbing a mountain.

Dino Biaggi  
*Financial Literacy Manager*  
At BCS Since 2015

If Dino could have dinner with anyone, it would be C.S. Lewis.



Valerie Rippey  
*Community Development Manager*  
At BCS Since 2019

On a Saturday she's finding a new coffee shop with friends.



Amber Smart  
*Administrative Assistant*  
At BCS Since 2008  
One word that describes Amber is *family*.

Sara Johnson  
*Account Coordinator and Dispatch*  
At BCS Since 2019

On a Saturday she's sleeping in, and then going to the PSU or the Hollywood Farmer's Market.



Ameena Farrouge  
*Account Coordinator and Marketing Assistant*  
At BCS Since 2016

On a Saturday she's planning her next trip to Disneyland.



Jeanelle Holstine  
*Warehouse Assistant*  
At BCS Since 2017

One thing you may not know about Jeanelle is that she and her husband are raising her 12 and 13 year old brothers.



Lynn Holstine  
*Warehouse Assistant in charge of Coolers and Freezers*  
At BCS Since 2008  
If Lynn were an animal, she would be a bunny...the energizer bunny!

Danny Landis  
*Driver*  
At BCS Since 2016  
One thing you may not know about Danny is that he grew up in Japan.



Lauren Prusso  
*Clean Room Supervisor*  
At BCS Since 2013

If Lauren could have dinner with anyone, it would be Barack and Michelle Obama.



Zee Smart  
*Warehouse Assistant*  
At BCS Since: 2019  
On a Saturday, he's doing videography.

Dave Toedtemeier  
*Driver*  
At BCS Since 2007  
Dave is still mourning the loss of our Saturday morning staff meetings at HomeTown Buffet.



# Thankful for Our Board



Suzanne Birch  
*Executive Director*  
At BCS Since 1992



Alex Krider  
*President of the Board*  
Avier Wealth Advisors  
At BCS Since 2015



Mark Childs  
*Board Member*  
Capacity Commercial Group  
At BCS Since 2007



Aaron Aigner  
*Treasurer of the Board*  
Aigner & Company  
At BCS Since 1994



Greg Cervetto  
*Board Member*  
Grayrose Marketing Group Inc.  
At BCS Since 2011



Egbert Kunrath  
*Board Member*  
Kunrath & Willard Insurance  
(Retired)  
At BCS Since 1994



Leann Rowlett  
*Secretary of the Board*  
Maryhill/Kiyokawa  
At BCS Since 1994



Dave Riewald  
*Board Member*  
Bullard Law  
At BCS Since 2007



Rick Teeny  
*Board Member*  
Teeny Foods  
At BCS Since 2006



Kenechi Onyeagusi  
*Board Member*  
Heritage Bank  
At BCS Since 2018



Alexander Spalding  
*Board Member*  
Daniel House  
At BCS Since 2019



Angela Small  
*Board Member*  
Past Participant  
At BCS Since 2018



# Thankful for Our Donors

Notes from Andrew Rowlett, Operations Manager



## Harry's: The End of an Era

Forty-one years after opening its doors, Harry's Fresh Foods is closing its Portland operations and moving to Everett, Washington. The Harry's name has been synonymous with generosity in the Pacific Northwest and it is no surprise why. For nearly two decades, Harry's has blessed thousands of BCS families with heartwarming, wholesome soups, meals, side-dishes, and desserts. In the last five years alone, BCS has been the fortunate recipient of over 2.6 million pounds of Harry's provisions. Harry's giving policy has only been surpassed by the care and encouragement its staff has bestowed on BCS drivers and volunteers over the years. Harry's will be deeply missed in Portland but their benevolence has left a lasting impression that will never fade. Thank you, Harry's, for filling the cupboards and hearts of so many.



## Why Did the Chicken Cross the Road?



When Wayne Farms LLC, now one of the largest poultry producers in the U.S., first started in 1895, its founders knew quality poultry had to "come from a place of integrity and transparency". This belief, exemplified through Wayne Farms' passion for sustainability and community stewardship, continues to be evident today. For over a decade, Wayne Farms has generously provided Birch Community Services' families with wholesome, fresh chicken cuts, ready-to-cook, and ready-to-eat poultry products. In the last five years alone, BCS families have been blessed with nearly half a million pounds of donated chicken from Wayne Farms' warehouses in Alabama. The age-old question has finally been answered; the chicken crossed the road (in this case, the nation!) to serve working struggling families. This remarkable gift, in large part because of the generosity and compassion of Vice President of Prepared Foods and Sales,

Thomas R. Bell, and his dedicated team, has consistently brought stability, hope, and freedom for thousands of families in need. Thank you, Wayne Farms, for your immense generosity and dedication to serving your communities near and far.





# Grateful for Our Donors and Volunteers



## The Withrows: A Heart for Giving

At Birch, every time we receive a gift, we are filled with gratitude. We feel blessed from the encouragement and support from all our donors and volunteers, and this month we would like to give an extra thanks to Chad and Karen Withrow, the owners of Northwest Enforcement. When asked why they love Birch, Chad replied, "Birch empowers people with knowledge and education to bring true change -- long-lasting change. BCS will meet their need for today, but help them plan to meet their needs forever." This mission is so close to their hearts, the Withrows started their own nonprofit last year, called REACH, where they converted their old house into three apartments for people who need help finding affordable housing. Participants pay a small fee to live in the building, and must be consistently putting money into a savings account. We thank Chad and Karen for their consistent donations, but more importantly for their belief and support in our mission to care for people by meeting their basic needs, and to equip them with tools to overcome financial difficulty.



## The Bolings: Volunteering Through the Generations



Everyone knows that to receive all the benefits of being a Birch family, you must give as well. All families are required to volunteer two hours a month, but we have many families who volunteer above and beyond their required hours. This year, we are especially thankful for the Boling family! We are lucky to have 17 members of the Boling family spanning three generations who are always around BCS. Charles and Michele started on the program nine years ago. It wasn't long before Michele encouraged her father, Wayne, to donate his experience as a truck driver picking up food, and his wife, Bev, followed suit in volunteering her time. Nine years

later, we know the whole family will come to faithfully help us every week. The four children over 14 are volunteering stars, with Miriana and Shana putting in 12 hour days around their college courses, and the two oldest boys, Alexander and Matthew, serving about four hours a week. Thank you to the Boling family, and all the volunteers who help keep BCS running smoothly!

# CULTURAL VALUES & PRINCIPLES

An organization's culture has a direct impact on the long-term value the organization and its employees create so we want to be deliberate about the culture. In application, this generally means:

- The core values establish expectations for all employees (at Birch this includes volunteers and participants).
- There is shared understanding among all employees of what the stated core principles mean and why they are important.
- All employees are accountable for putting them into practice.

## VALUE CREATION

Everything we do should optimize the experience and impact the organization has on our participants. Through innovation, strive to create an atmosphere of efficiency and effectiveness, eliminating waste and bolstering productive decision-making, resulting in creating an environment where people feel valuable. This includes fully developing your capabilities to produce fulfillment and meaning in your work.

## RELATIONSHIP-FOCUSED

Embrace and encourage a community of dignity and empathy. Foster an environment of purpose and meaning for all. People first. ("BCS is 10% about the program and 90% about the people." Barry Birch)

## RESPECT

"Life is 10% what happens to you and 90% how you respond to it." Treat others with kindness, honesty, dignity, grace and sensitivity.

## COMPLIANCE

Safety of our culture and people is paramount, requiring 100% compliance. Stop, think and ask before making decisions.

## KNOWLEDGE/HUMILITY

"Wise men seek wise counsel." Seek and use best knowledge from all sources. Proactively share knowledge, equipping each other. Embrace challenge and the change process that drives creative destruction and fosters discovery. Develop measures that lead to more effective action. Encourage and practice teamwork. Be transparent and intellectually honest with others regarding our own strengths and weaknesses.

## INTEGRITY

Being above reproach in everything we do, honoring the freedom BCS' mission creates for our participants. We are an open book. We courageously embody our principles, never compromising one for another

## GRATITUDE

BCS is thankful for the opportunity to serve all our stakeholders. It is a privilege to work alongside donors, participants and volunteers. Donations are an immense blessing, never routine. Gratitude is a powerful catalyst for hope, directs our efforts and inspires others.





# Thankful for 2019



**July 20:**

## *Daniel House Croquet Classic*

For the third year the DH Croquet Classic allowed BCS donors and staff to challenge each other with unusual handicaps and unlimited laughs. We're thankful for their support and creative FUNdraising; make sure to join us at Cannon Beach in July 2020!

**May 24:**

## *Breakfast with Birch*

We love the opportunity to share the Sustainable Families Program with like-minded supporters. While breakfasters eat a delicious hot meal with plenty of coffee at 7:00am, this annual event allows us to efficiently explain how BCS serves struggling working families. An hour later they are on their way to their busy days! Do you know someone who would love to help these families? Join us next May!



## **Our 2020 Needs**

We are grateful to have had so much support over the last 27 years, but with an aging organization, we find ourselves overdue for some updates. In 2020, we need support in accomplishing the following:

- New Ford Transit Refrigerated Van: \$68,000
- Bathroom Updates (They're 20 years old!): \$8,000 each
- Paint and Flooring in the Main Office: \$4,500
- Increase Electrical Capacity of Fridge/Freezers
- Freight for Donations (especially chicken): \$4,950
- Soil for our garden (1 pallet of Black Gold): \$700
- Grow Lights (for garden plant starts - really!): \$500
- Industrial Floor Scrubber (20,000 sq ft to clean): \$9,300

### **BHAGs (Big Hairy Audacious Goals)**

- New 25' Refrigerated Truck: \$150,000
- New, expanded warehouse space (2024?)

**WANT:** Espresso Machine for hard-working staff: \$6,500

**October 10:**

## *Tjce Yacht Club Event*

Our first silent auction was a blast, and not at all silent! In a healthy spirit of competition, attendees played a game while eating, drinking and bidding on interesting auction items. It's definitely an event to repeat!





17780 NE San Rafael  
Portland, OR 97230  
www.bcsi.org  
503.251.5431

# Did You Know?

## Double Your Donation to BCS via CrowdRise

For the rest of 2019\*, any donation given to Birch through the CrowdRise website will be **matched** by Stand Together, dollar for dollar! We are grateful this opportunity of being featured on their website, and to have every donation up to \$1,000 doubled. Go to our website, [birchcommunityservices.org](http://birchcommunityservices.org), and click "Give."

\*This may potentially extend into 2020.



We are thrilled to be one of Amazon's charities. If you shop on Amazon, next time go to [smile.amazon.com](http://smile.amazon.com), select Birch Community Services, and a portion of your regular purchase will be donated to BCS. It's that easy!

Charity Navigator ranked Birch as a top non-profit with 4/4 stars!

