



# East Texas Food Bank

## CONTENTS

EIN: 75-2222686  
Report Generated on: 03/28/2024

Executive Summary	2
Programs & Results	4
Financial Review	5
Operations & Leadership	7

## APPENDIX

Key Documents	20
Charity Check Report	21

# East Texas Food Bank

aka East Texas Food Bank

Tyler, TX

www.easttexasfoodbank.org

(903)597-3663

View GuideStar Profile



## MISSION

The East Texas Food Bank exists to fight hunger and feed hope in East Texas.

## EIN

75-2222686

## RULING YEAR

1988

## IRS SUBSECTION

501(c)(3) Public Charity

## FOUNDING YEAR

1988

## MAIN ADDRESS

3201 Robertson Road  
Tyler, TX  
75701

## AFFILIATION TYPE

Independent Organization

## CONTACT

Mr. David Emmerson, Chief  
Executive Officer  
(903) 617-2005  
demerson@easttexasfoodbank  
.org

## CHIEF EXECUTIVE OFFICER

David Emerson

## BOARD CHAIR

Jeff Johnston

## SUBJECT AREA

Food aid

## NTEE Code

Food Service, Free Food  
Distribution Programs (K30)

Food Banks, Food Pantries  
(K31)

PROGRAMS

1. East Texas Food Bank Programs

Population(s) served:Adults, Children and youth, Families

POPULATIONS SERVED

1. Children and youth

2. Adults

COMPLIANCE

- ✓ IRS Pub 78 Verified as of March 2024
- ✓ IRS BMF 509(a) (1) as of March 12, 2024
- ✓ A-133 Audit Required/Performed?
- ✓ Conflict of Interest Policy
- ✓ Written whistleblower policy

Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi)

TRANSPARENCY MEASURES

- ✓ Board Practices Reported?
- ✓ Diversity Data Reported?
- 22 Number of Independent Board Members

# Programs & Results

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## PROGRAMS

Source: Self-Reported by Organization,  
September 2023

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### East Texas Food Bank Programs

#### Population(s) Served:

General/Unspecified

The East Texas Food Bank cares about and serves children, families and seniors who do not have enough food to eat. Programs that target children include our Backpack Program, Afterschool Snack Program and Summer Food Program. Seniors are assisted through our Senior Box Program. Other programs provided include Mobile Pantry, Nutrition Education, Benefits Assistance and Fresh Produce Program



# Financials

**FISCAL YEAR START:** 07/01  
**FISCAL YEAR END:** 06/30  
✓ Financials audited by an independent accountant

## FINANCIALS QUICK VIEW

Total revenue, gains, and other support per audited financial statements	\$56,698,893
Total expenses and losses per audited financial statements	\$58,795,706
Surpluses in last 5 years	3
Negative Net Assets in past 5 years	0

## Financial Trends Analysis

### Business Model Indicators

Created in Partnership with  
 Nonprofit Finance Fund®

Profitability	2018	2019	2020	2021	2022
Unrestricted surplus (deficit) before depreciation	\$1,333,687	\$1,185,406	\$2,801,269	\$15,378,783	-\$556,931
As a % of expenses	4.1%	3.6%	7.4%	35.5%	-1.0%
Unrestricted surplus (deficit) after depreciation	\$998,687	\$916,093	\$2,435,220	\$14,803,386	-\$1,092,917
As a % of expenses	3.0%	2.8%	6.4%	33.7%	-2.0%
Revenue Composition					
Total revenue (unrestricted & restricted)	\$34,399,091	\$32,317,895	\$40,555,370	\$58,808,251	\$53,980,712
Total revenue, % change over prior year	5.1%	-6.1%	25.5%	45.0%	-8.2%
Program services revenue	2.5%	2.5%	2.0%	1.2%	1.5%
Membership dues	0.0%	0.0%	0.0%	0.0%	0.0%
Investment income	0.1%	0.1%	0.1%	0.0%	0.2%
Government grants	16.9%	24.3%	32.8%	34.8%	39.6%
All other grants and contributions	81.4%	75.1%	67.7%	66.8%	62.9%
Other revenue	-1.0%	-2.0%	-2.5%	-2.8%	-4.1%
Expense Composition					
Total expenses before depreciation	\$32,739,637	\$32,879,577	\$37,800,407	\$43,314,503	\$54,457,126
Total expenses, % change over prior year	2.8%	0.4%	15.0%	14.6%	25.7%
Personnel	8.2%	8.0%	8.1%	7.7%	7.7%
Professional Fees	0.1%	0.2%	0.2%	0.7%	1.7%
Occupancy	0.6%	0.6%	0.7%	0.6%	0.8%
Interest	0.0%	0.0%	0.0%	0.0%	0.0%
Pass-Through	0.0%	0.0%	0.0%	86.8%	87.4%
All other expenses	91.0%	91.1%	91.1%	4.3%	2.4%

# Financial Trends Analysis, continued

## Moving Toward Full Cost Coverage

Full Cost Components (estimated)	2018	2019	2020	2021	2022
Total Expenses (after depreciation)	\$33,074,637	\$33,148,890	\$38,166,456	\$43,889,900	\$54,993,112
One Month of Savings	\$2,728,303	\$2,739,965	\$3,150,034	\$3,609,542	\$4,538,094
Debt Principal Repayment	\$0	\$0	\$0	\$0	\$0
Fixed Asset Additions	\$1,181,178	\$1,779,239	\$627,548	\$1,034,036	\$1,481,426
Total Full Costs (estimated)	\$36,984,118	\$37,668,094	\$41,944,038	\$48,533,478	\$61,012,632

## Capital Structure Indicators

Liquidity					
Months of cash	1.3	0.7	2.1	4.9	3.7
Months of cash and investments	1.3	0.7	2.1	4.9	3.7
Months of estimated liquid unrestricted net assets	3.0	2.8	3.1	6.7	4.9
Balance Sheet Composition					
Cash	\$3,667,146	\$1,954,925	\$6,477,407	\$17,585,460	\$16,899,112
Investments	\$0	\$0	\$0	\$0	\$0
Receivables	\$1,181,717	\$775,912	\$443,593	\$1,035,687	\$1,176,053
Gross land, buildings, and equipment (LBE)	\$8,753,871	\$10,522,789	\$11,151,095	\$12,185,131	\$13,666,556
Accumulated depreciation (% of LBE)	50.9%	44.8%	45.6%	46.5%	45.3%
Liabilities (as % of assets)	3.1%	1.9%	11.7%	1.4%	5.9%
Unrestricted net assets	\$12,438,553	\$13,354,646	\$15,789,866	\$30,593,252	\$29,500,335
Temporarily restricted net assets	\$2,193,103	\$729,257	N/A	N/A	N/A
Permanently restricted net assets	\$0	\$0	N/A	N/A	N/A
Total restricted net assets	\$2,193,103	\$729,257	\$729,230	\$1,516,264	\$512,368
Total net assets	\$14,631,656	\$14,083,903	\$16,519,096	\$32,109,516	\$30,012,703

## Key Data Checks

Material Data Errors	2018	2019	2020	2021	2022
	No	No	No	No	No

Note: This issue is relevant to a small number of organizations: The nonprofit subject(s) of this report may have affiliates. The Form 990 data may not include information about any or all potential affiliates. If an organization does have affiliates and these affiliates have substantial financial activity, the financial data in this report may not present a comprehensive picture of the nonprofit's financial condition.Please consult the 990s of any potentially related affiliates for additional information.

- ☒ [Formulas for key metrics](#)
- ☒ ['Key Revenue & Expense Data from Form 990'](#)
- ☒ ['Key Balance Sheet Data from Form 990'](#)

# Operations

Source: Self-Reported by Organization, September 2023

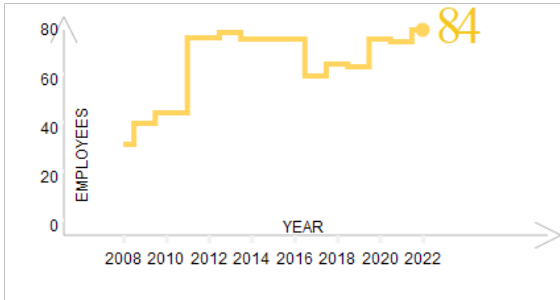
## CHIEF EXECUTIVE OFFICER

Mr. David Emerson

David Emerson joined the East Texas Food Bank in June of 2023. He is the sixth CEO in the 35 year history of ETFB. David has more than 20 years of senior leadership experience and most recently served as the Executive Director of the Midwest Food Bank. Emerson helped to restart operations for the Midwest Food Bank in Texas, increased revenue from \$9 million to \$25 million and grew the operations from 40 agency partners to 100 in Texas, Oklahoma, Louisiana and Arkansas. Emerson also has extensive non-profit experience with the American Red Cross in Arizona, New Mexico and Texas. He graduated with a Bachelor of Science degree from Henderson State University in Arkansas and a Master of Arts degree from Columbia International University in South Carolina.

## NUMBER OF EMPLOYEES

Source: IRS Form 990



## BOARD CHAIR

Jeff Johnston

Term: 2022 - 2023

## BOARD MEMBERS

Cathy Schreiber

Community Volunteer

Ann Howell

State Farm Insurance, Retired

Gregg Davis

Merrill Lynch, Tyler

Jay Jelinek

Brookshire Brothers Grocery Company, Lufkin

Howard Tagg

Attorney, Tyler

Kenneth Cobb

amaGoh Smoothie

Verna Hall

Community Volunteer

Leslie Harrison

Community Volunteer

Jeff Johnston

Chick-Fil-A, Broadway

Michele Bosworth

UT Health Science Center at Tyler

Jay Brooks

Smith County Fire Marshal/EMC

Moises Leandro

Southside Bank

Bill Mohl

Retired, Entergy Corp

Jim Noble

US Attorney's Office - Tyler

Christie Osuagwu

UT Health Science Center at Tyler

**Valerie Smith**

St. Paul Children's Clinic

**Dustin Wilkinson**

BancorpSouth

**Ivette Zavarce**

Encouragement Media Group

**Kristy Everitt**

Henry & Peters, PC

**Lisa Williams**

Black Nurses Rock

**Gina DeHoyos**

Edward Jones

**Chevella Layne**

Goodwill Industries of East Texas

**OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES**

FISCAL YEAR 2022

Name	Title	Compensation	Other	Related
Dennis Cullinane	CEO/EXECUTIVE DIRECTOR	\$208,525	\$21,779	\$0
Dustin Wilkinson	DIRECTOR	\$0	\$0	\$0
Michelle Bosworth	DIRECTOR	\$0	\$0	\$0
Valerie Smith	DIRECTOR	\$0	\$0	\$0
Christie Osuagwu	DIRECTOR	\$0	\$0	\$0
Bill Mohl	TREASURER/PAST CHAIRMAN	\$0	\$0	\$0
Lisa Williams	DIRECTOR	\$0	\$0	\$0
Jeff Johnson	CHAIRMAN	\$0	\$0	\$0
Moises Leandro	SECRETARY	\$0	\$0	\$0
Cathy Schreiber	DIRECTOR	\$0	\$0	\$0
Gregg Davis	DIRECTOR	\$0	\$0	\$0
Jay Brooks	DIRECTOR	\$0	\$0	\$0
Verna Hall	DIRECTOR	\$0	\$0	\$0
Ann Howell	DIRECTOR	\$0	\$0	\$0
Jay Jelinek	DIRECTOR	\$0	\$0	\$0
Kenneth Cobb	DIRECTOR	\$0	\$0	\$0
Jim Noble	DIRECTOR	\$0	\$0	\$0
Leslie Harrison	DIRECTOR	\$0	\$0	\$0
Kristy Everitt	DIRECTOR	\$0	\$0	\$0
Howard Tagg	DIRECTOR	\$0	\$0	\$0
Ivette Zavarce	DIRECTOR	\$0	\$0	\$0
Jim Daughtry	DIRECTOR	\$0	\$0	\$0
Diane Heindel	DIRECTOR	\$0	\$0	\$0
Bryan Jacobe	DIRECTOR	\$0	\$0	\$0

**OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES**

FISCAL YEAR 2021

Name	Title	Compensation	Other	Related
Dennis Cullinane	CEO/Executive Director	\$192,703	\$20,907	\$0
Michele Bosworth	Director	\$0	\$0	\$0
Jay Brooks	Director	\$0	\$0	\$0
Kenneth Cobb	Director	\$0	\$0	\$0
Jim Daughtry	Director	\$0	\$0	\$0
Greg Davis	Director	\$0	\$0	\$0
Kristy Everitt	Director	\$0	\$0	\$0
Verna Hall	Director	\$0	\$0	\$0
Leslie Harrison	Secretary	\$0	\$0	\$0
Diane Heindel	Director	\$0	\$0	\$0
Ann Howell	Director	\$0	\$0	\$0
Bryan Jacobe	Immediate Past Chairman	\$0	\$0	\$0
Jay Jelinek	Director	\$0	\$0	\$0
Moises Leandro	Director	\$0	\$0	\$0
Jeff W Johnston	Director	\$0	\$0	\$0
Aaron Martinez	Director	\$0	\$0	\$0
Bill Mohl	Chairman	\$0	\$0	\$0
James Jim Mack Noble IV	Director	\$0	\$0	\$0
Christie Osuagwu	Director	\$0	\$0	\$0
Cathy Schreiber	Treasurer	\$0	\$0	\$0
Valerie Smith	Director	\$0	\$0	\$0
Michael Stevens	Director	\$0	\$0	\$0
Howard Tagg	Director	\$0	\$0	\$0
Dustin Wilkinson	Director	\$0	\$0	\$0
Lisa Williams	Director	\$0	\$0	\$0
Ivette Zavarce	Director	\$0	\$0	\$0

**OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES**

FISCAL YEAR 2020

Name	Title	Compensation	Other	Related
Dennis Cullinane	CEO	\$194,640	\$13,515	\$0
Dustin Wilkinson	Director	\$0	\$0	\$0
Kenneth Cobb	Director	\$0	\$0	\$0
Kim Lewis	Director	\$0	\$0	\$0
Gregg Davis	Chairman	\$0	\$0	\$0
Ann Howell	Director	\$0	\$0	\$0
Dr Valerie Smith	Director	\$0	\$0	\$0
James Mack Noble IV	Director	\$0	\$0	\$0
Leslie Harrison	Director	\$0	\$0	\$0
Aaron Martinez	Director	\$0	\$0	\$0
Christie Osuagwu	Director	\$0	\$0	\$0
Jeff Johnston	Director	\$0	\$0	\$0
Jim Daughtry	Director	\$0	\$0	\$0
Jay Jelinek	Director	\$0	\$0	\$0
Michael Stevens	Director	\$0	\$0	\$0
Bill Mohl	Director	\$0	\$0	\$0
Verna Hall	Director	\$0	\$0	\$0
Cathy Schreiber	Treasurer	\$0	\$0	\$0
Diane Heindel	Director	\$0	\$0	\$0
Bryan Jacobe	Chairman	\$0	\$0	\$0
Howard Tagg	Director	\$0	\$0	\$0

**OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES**

FISCAL YEAR 2019

Name	Title	Compensation	Other	Related
Dennis Cullinane	CEO	\$183,652	\$13,947	\$0
Rosemary Jones	Director	\$0	\$0	\$0
Kenneth Cobb	Director	\$0	\$0	\$0
Kim Lewis	Director	\$0	\$0	\$0
Gregg Davis	Chairman	\$0	\$0	\$0
Ann Howell	Director	\$0	\$0	\$0
Dr Valerie Smith	Director	\$0	\$0	\$0
Edgar Burton	Director	\$0	\$0	\$0
Leslie Harrison	Director	\$0	\$0	\$0
Aaron Martinez	Director	\$0	\$0	\$0
Christie Osuagwu	Director	\$0	\$0	\$0
Jeff Johnston	Director	\$0	\$0	\$0
Jim Daughtry	Director	\$0	\$0	\$0
Jay Jelinek	Director	\$0	\$0	\$0
Michael Stevens	Director	\$0	\$0	\$0
Bill Mohl	Director	\$0	\$0	\$0
John Gaston	Director	\$0	\$0	\$0
Verna Hall	Director	\$0	\$0	\$0
Cathy Schreiber	Treasurer	\$0	\$0	\$0
Diane Heindel	Secretary	\$0	\$0	\$0
Bryan Jacobe	Chair-Elect	\$0	\$0	\$0
Howard Tagg	Director	\$0	\$0	\$0



**OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES**

FISCAL YEAR 2018

Name	Title	Compensation	Other	Related
Dennis Cullinane	CEO	\$180,414	\$12,390	\$0
Rosemary Jones	Secretary	\$0	\$0	\$0
Kenneth Cobb	Director	\$0	\$0	\$0
Kim Lewis	Director	\$0	\$0	\$0
Gregg Davis	Chair	\$0	\$0	\$0
Ann Howell	Director	\$0	\$0	\$0
Carol Bradley	Director	\$0	\$0	\$0
Edgar Burton	Director	\$0	\$0	\$0
Leslie Harrison	Director	\$0	\$0	\$0
Herbert Buie	Director	\$0	\$0	\$0
Bob Westbrook	Director	\$0	\$0	\$0
David Apperley	Director	\$0	\$0	\$0
Jeff Johnston	Director	\$0	\$0	\$0
Mark Scirto	Director	\$0	\$0	\$0
Jim Daughtry	Director	\$0	\$0	\$0
Jay Jelinek	Director	\$0	\$0	\$0
Michael Stevens	Past-Chair	\$0	\$0	\$0
Bill Mohl	Director	\$0	\$0	\$0
John Gaston	Director	\$0	\$0	\$0
Verna Hall	Director	\$0	\$0	\$0
Cathy Schreiber	Treasurer	\$0	\$0	\$0
Diane Heindel	Director	\$0	\$0	\$0
Bryan Jacobe	Chair-Elect	\$0	\$0	\$0
Howard Tagg	Director	\$0	\$0	\$0

HIGHEST PAID EMPLOYEES

FISCAL YEAR 2022

Name	Title	Compensation	Other	Related
Andrew Ayo	COO	\$105,240	\$10,804	\$0

Contractors

FISCAL YEAR 2022

Name	Address	Type of Service	Compensation
All In One	PO BOX 936517, ATLANTA 311936517	FUNDRAISING	\$420,666
Snelling Staffing Services	1225 WSW LOOP 323, TYLER 75701	STAFFING	\$170,061
Nj Malin Associates	PO Box 843860, DALLAS 75284	Equip Maintenance	\$141,822
Computing Strategies Llc	PO BOX 1281, BIG SANDY 75755	IT/COMPUTER SERVICES	\$110,619

Professional fundraisers

FISCAL YEAR 2022

Fundraiser name	Type of service	Gross receipts from fundraising	Retained by organization	Paid to fundraiser
One All LLC	direct mail digital fdg	\$924,977	\$524,227	\$400,750
Smart Meal Makers LLC	in-person soliciting	\$112,721	\$53,921	\$58,800

Paid Preparers

FISCAL YEAR 2022

Firm Name	Firm EIN	Firm Address	Firm Phone
FORVIS LLP		14241 DALLAS PARKWAY SUITE 1100, DALLAS TX 75254 USA	972-702-8262

Paid Preparers

FISCAL YEAR 2021

Firm Name	Firm EIN	Firm Address	Firm Phone
BKD LLP		14241 DALLAS PARKWAY SUITE 1100, DALLAS TX 75254	9727028262

Paid Preparers

FISCAL YEAR 2020

Firm Name	Firm EIN	Firm Address	Firm Phone
Prothro Wilhelmi & Company PLLC	74-2804360	6855 Oak Hill Blvd, Tyler TX 75703 USA	903-534-8811

BOARD LEADERSHIP PRACTICES

GuideStar worked with BoardSource, the national leader in nonprofit board leadership and governance, to create this section, which enables organizations and donors to transparently share information about essential board leadership practices.

BOARD ORIENTATION & EDUCATION

Does the board conduct a formal orientation for new board members and require all board members to sign a written agreement regarding their roles, responsibilities, and expectations?

Yes

CEO OVERSIGHT

Has the board conducted a formal, written assessment of the chief executive within the past year?

Yes

ETHICS & TRANSPARENCY

Have the board and senior staff reviewed the conflict-of-interest policy and completed and signed disclosure statements in the past year?

Yes

BOARD COMPOSITION

Does the board ensure an inclusive board member recruitment process that results in diversity of thought and leadership?

Yes

BOARD PERFORMANCE

Has the board conducted a formal, written self-assessment of its performance within the past three years?

Yes

Organizational Demographics

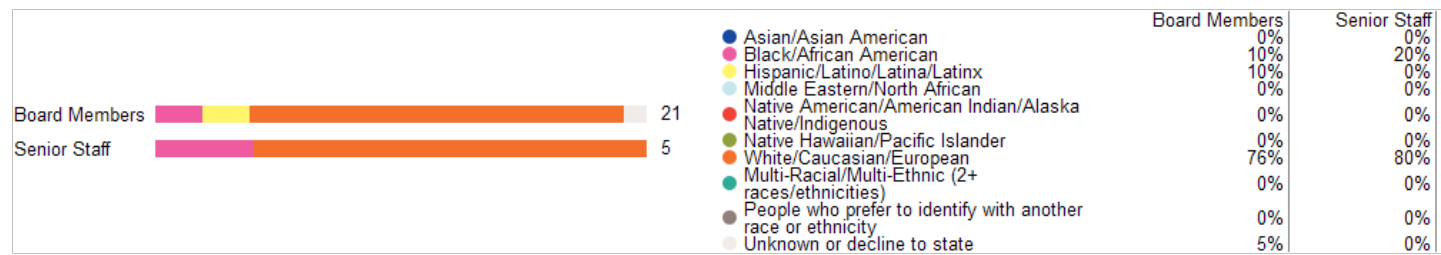
Who works and leads organizations that serve our diverse communities? This organization has voluntarily shared information to answer this important question and to support sector-wide learning. GuideStar partnered on this section with CHANGE Philanthropy and Equity in the Center.

Leadership

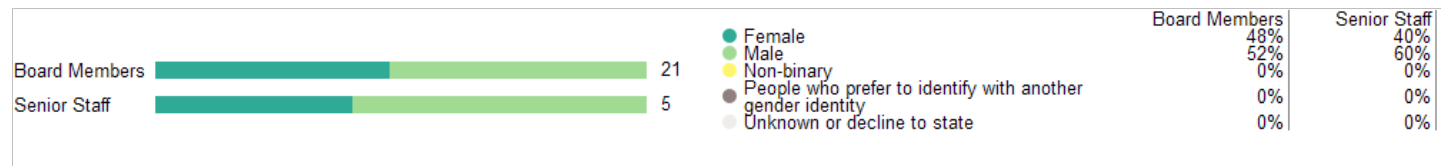
The organization's leader identifies as:

Race & Ethnicity	White/Caucasian/European
Gender Identity	Male, Not transgender
Sexual Orientation	Heterosexual or Straight
Disability Status	Person without a disability

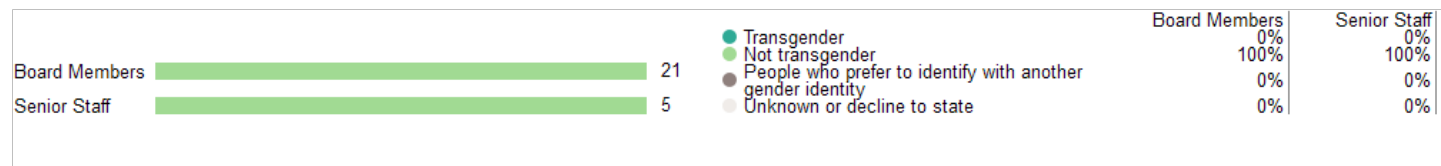
Race & Ethnicity



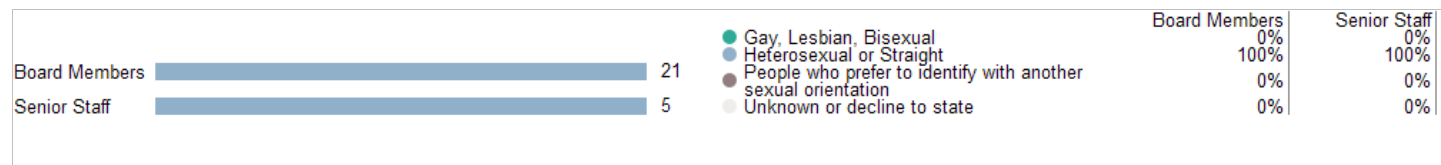
Gender Identity



Transgender Identity



Sexual Orientation



Disability

No data.

# Appendix

Key Documents

IRS Forms 990	<a href="#">2022 990</a>
	<a href="#">2021 990</a>
	<a href="#">2019 990</a>
	<a href="#">2018 990</a>
	<a href="#">2017 990</a>
IRS Forms 990T	Not Available
Audited Financial Statements	<a href="#">2022 Audited Financial Statement</a>
	<a href="#">2021 Audited Financial Statement</a>
Key Organization Documents	<a href="#">2022 Annual Report</a>
	<a href="#">2021 Annual Report</a>
	<a href="#">'Key Revenue &amp; Expense Data from Form 990'</a>
	<a href="#">'Key Balance Sheet Data from Form 990'</a>



## East Texas Food Bank

Aka East Texas Food Bank

3201 Robertson Road  
Tyler, TX 75701

✓ Foundation Status Code: PC\*  
✓ Public charity described in section 509(a)(1) or (2)

### IRS Publication 78 Details



Organization name	Location	Most recent IRS Publication 78
Regional East Texas Food Bank	Tyler, TX	March 2024
EIN	<a href="#">Deductibility status description</a>	Verified with most recent Internal Revenue Bulletin
75-2222686	A public charity (50% deductibility limitation).	March 25, 2024

### IRS Business Master File Details



Organization name	Most recent IRS BMF	Reason for Non-Private Foundation Status
REGIONAL EAST TEXAS FOOD BANK	March 12 2024	Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi)
EIN	IRS subsection	Ruling date
75-2222686	This organization is a <a href="#">501(c)(3) Public Charity</a>	07/1988
This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals (SDN) list.		

On September 8, 2011, the IRS issued [regulations](#) which eliminated the advance ruling process for a section 501(c)(3) organization. [Learn more](#)

\* The Foundation Status Code is the code that foundations are required to provide for each grantee annually on part XV of Form 990PF. Note that this code cannot be derived in some cases (e.g., supporting organizations for which 'type' can't be determined).

[IRS Revenue Procedure 2011-33](#) allows grantors to rely on third-party resources, such as GuideStar Charity Check, to obtain required Business Master File (BMF) data concerning a potential grantee's public charity classification under section 509 (a) (1), (2) or (3).

#### GuideStar Charity Check Data Sources

- GuideStar acquires all IRS data directly from the Internal Revenue Service.
- The [IRS Automatic Revocation of Exemption List](#) contains organizations that have had their federal tax-exempt status automatically revoked for failing to file an annual return or notice with the IRS for three consecutive years.
- [IRS Publication 78 \(Cumulative List of Organizations\)](#) lists organizations that have been recognized by the Internal Revenue Service as eligible to receive tax-deductible contributions.
- The Foundation Status Code is a value derived by mapping the codes found on the [990PF filing instructions](#) to the corresponding codes in the IRS BMF. Note that not all codes are able to be mapped due to insufficient data.
- The [IRS Internal Revenue Bulletin](#) (IRB) lists changes in charitable status since the last Publication 78 release. Between the release of IRS Publication 78 and the subsequent IRS Internal Revenue Bulletin, the IRB date will reflect the most recent release date of IRS Publication 78.
- The Office of Foreign Assets Control (OFAC) [Specially Designated Nationals \(SDN\) list](#) organizations that are owned or controlled by targeted individuals, groups, and entities, such as terrorists or narcotics traffickers. Their assets are blocked and U.S. persons are generally prohibited from dealing with them.
- The [IRS Business Master File](#) lists approximately 1.7 million nonprofits registered with the IRS as tax-exempt organizations.