



MARYLAND  
FOOD BANK  
UNTIL HUNGER ENDS.

2016

ANNUAL REPORT

# ALWAYS EVOLVING





# CONTENTS

---

**02** LEARNING

**04** DOING

**06** LEADING

**08** BUILDING

**10** GIVING

**12** BELIEVING



# ALWAYS EVOLVING

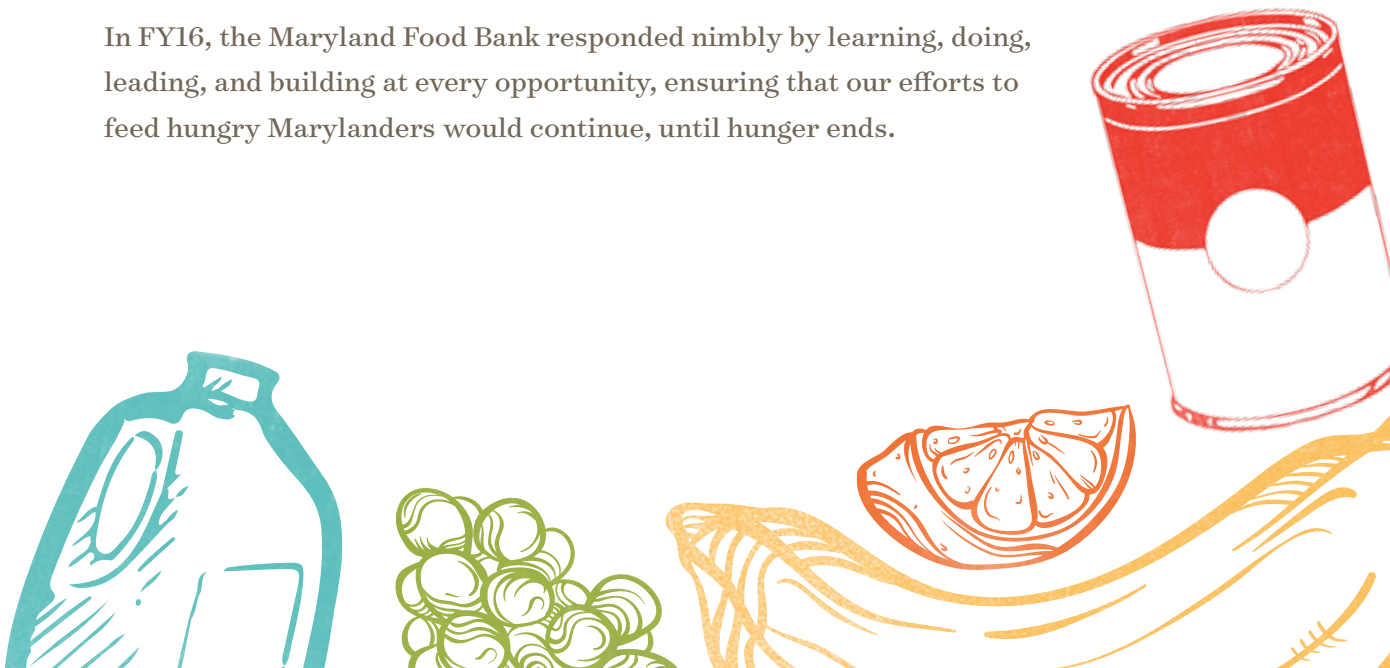
In the fast-paced world we live in today, an organization as vital as the Maryland Food Bank can't remain static and expect to meet the changing needs of the communities we serve.

Despite our size and reach, we've got to be nimble — identifying new areas of need, responding quickly, evolving constantly — to continue to be effective as the cornerstone of the movement to end hunger in Maryland.

In recent years, the food bank dramatically increased the overall volume of food distributed to Marylanders in need. We were excited to reach more food-insecure families, but as the amount of food provided rose from 26.5 million pounds in FY12 to 53 million pounds in FY15, so did the associated costs.

The food bank needed to adapt, and FY16 was the year we took action. Thanks to intense collaboration between our staff, Board of Directors, and key stakeholders, we were able to improve the food bank's logistics and increase efficiency... all while meeting our mission and placing the food bank on strong footing for the future.

In FY16, the Maryland Food Bank responded nimbly by learning, doing, leading, and building at every opportunity, ensuring that our efforts to feed hungry Marylanders would continue, until hunger ends.



# LEARN

FY 2016 was a year of learning and self-examination, as the Maryland Food Bank intensely focused on retooling our operations following years of rapid growth. The challenge: finding more efficient ways to distribute food and lower expenses, all while better serving our partners, clients, and communities.

At the heart of this work, the food bank reconfigured the design of our Baltimore warehouse and adopted advanced truck-routing technology while also fully implementing a hub and spoke model of food distribution wherever possible.





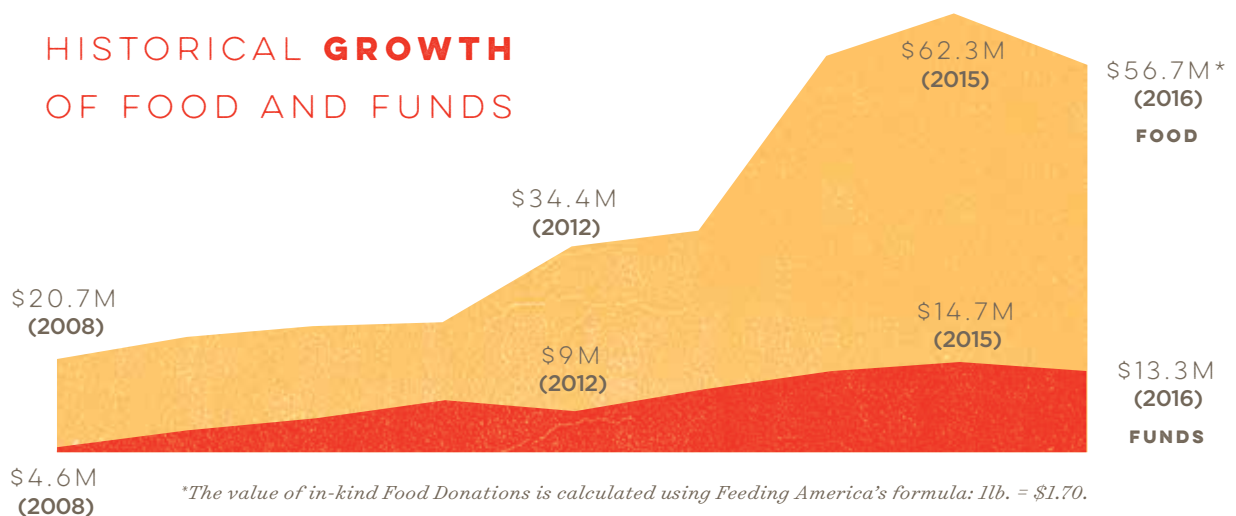
# ARNING

All told, these adjustments enabled us to streamline our distribution model, cutting annual operating costs by 22%. Alongside our partners we were able to work smarter and more efficiently, paving the way toward sustainable growth.



THIS RAPID  
GROWTH HAS  
BEEN CRUCIAL  
TO PROVIDING  
MORE ACCESS  
TO NUTRITIOUS  
FOOD – FRESH  
PRODUCE FUELED  
OUR GROWTH.

# HISTORICAL **GROWTH** OF FOOD AND FUNDS



*\*The value of in-kind Food Donations is calculated using Feeding America's formula: 1lb. = \$1.70.*

# DOING



Our network of partners distributed more than 41 million meals in FY 2016, proving that despite a year of change we continued to do what we do best — getting food on the tables of those who need it most.

Through our FoodWorks program, 41 students from four different classes transformed nutritious produce and protein into 126,000 healthy meals for individuals and families struggling against hunger.



MARYLAND  
FOOD BANK

kids

# 4.6M

*Meals distributed*

*Last year, MFB Kids™ programs distributed 4.6 million meals to hungry children!*



# 8.6 MILLION

POUNDS OF PRODUCE DISTRIBUTED

Meanwhile, our youth programs continued to serve our most vulnerable, as more than 4 million meals were served at 227 schools through our statewide School Pantry Program. After school, more than 350,000 meals were distributed at 51 locations via our Supper Club Program, while 83 different sites served nearly 220,000 meals during the summer as part of our Summer Club Program.

Looking back, this tremendous impact was fueled by the food bank's unwavering belief in the importance of our work and by the partners and supporters who share that vision.





# LEADING

While the food bank was looking inward to become more efficient and ensuring our programs continued to flourish in FY 2016, we were simultaneously working to better serve our 1,250 distribution partners.

These food pantries, soup kitchens, and community centers serve hundreds of thousands of families every year — they are our greatest assets and our greatest strength in the fight to end hunger statewide. So as new strategies were implemented at the food bank, we worked to fortify these same partners that rely on us to help keep their shelves stocked.

Throughout FY16, we made every effort to improve the lines of communication with our network partners, fostering continued conversation and dialogue through town hall meetings, training sessions, site visits, and other communications. In return, these partner agencies provided an immediate feedback loop through real-time conversations that paved the way for a more dynamic and impactful partnership which will benefit the more than three-quarters of a million Marylanders who face food insecurity on any given day.



NG



1,250

*Network Partners*

“THE MARYLAND  
FOOD BANK IS  
ALWAYS EXPANDING  
AND ALWAYS  
THINKING OF NEW  
PROGRAMS AND  
WAYS TO HELP THE  
FOOD PANTRIES  
THEY SERVE.”

RABBI GOLDSTEIN,  
AMERICAN FRIENDS





# BUILD

**34%** *Increase*

*In volume of pounds distributed on the Eastern Shore, transforming our capacity to serve our neighbors.*

In FY 2016, we began building the food bank of the future, one that will get more food into the hands and homes of Marylanders in need.

We recognized early on that the our facilities have paid the price for the organization's rapid growth. In tandem with refining our internal operations, the food bank made improving these facilities a top priority.

With the help of public and private supporters statewide, we harnessed capital





# NG

investments through *Food First: The Campaign for the Maryland Food Bank* to build upon our existing facilities.

Funds raised through this \$3.5 million campaign will allow the food bank to revitalize the Eastern Shore branch and enhance the Baltimore warehouse, while at the same time enabling us to expand fresh produce distribution, the food safety program, and capacity-building opportunities for our network partners.

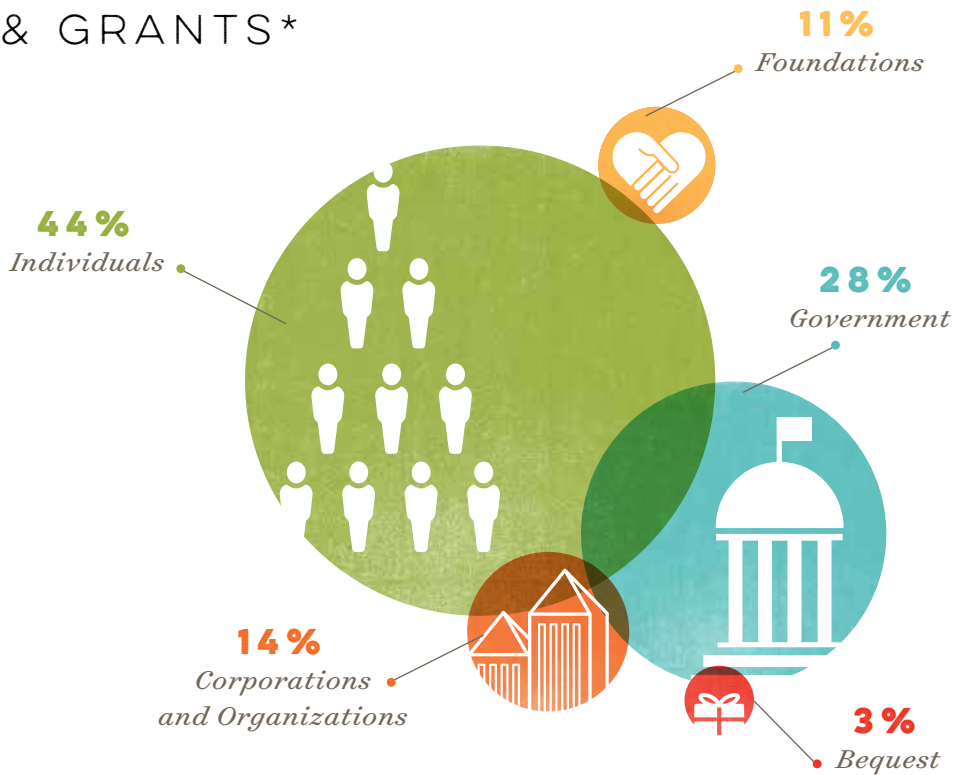


WE'RE WORKING  
SMARTER AND MORE  
EFFICIENTLY, PAVING  
THE WAY TOWARD  
**SUSTAINABLE  
GROWTH.**

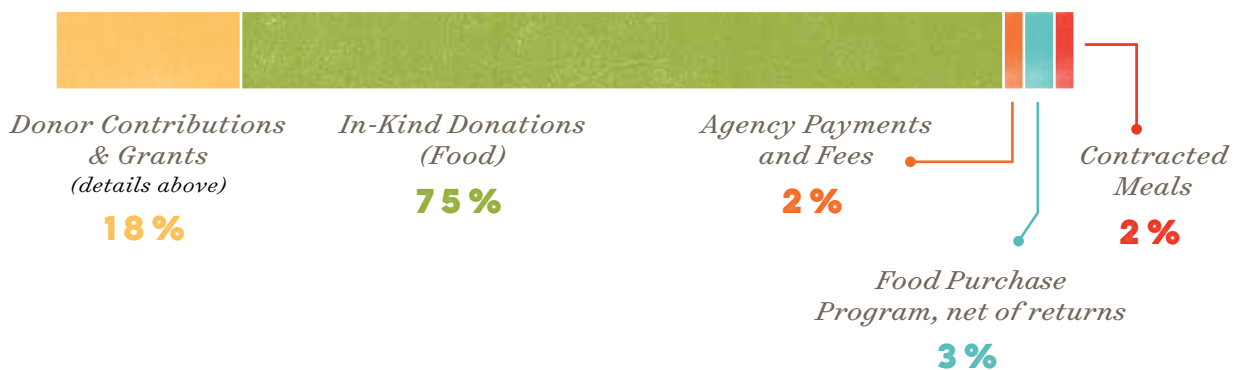


# GIVING

## DONOR CONTRIBUTIONS & GRANTS\*



## TOTAL REVENUE AND SUPPORT



# RESOURCES IN ACTION



*Program Services*

**92%**



*Management & General*

**3%**



*Fundraising*

**5%**

	FY 2015	FY 2016
<b>REVENUE</b>		
In-kind Food Donations	\$62,435,173	\$56,677,205
Contributions & Grants	15,845,522	13,370,325
Agency Payments and Fees	1,480,274	1,798,071
Food Purchase Program, net of returns	1,867,754	2,063,396
Investment & Other Income	163,932	17,254
Contracted Meals	1,260,036	1,226,483
Total Support & Revenue	\$83,052,691	\$75,152,734
<b>EXPENSES</b>		
Program Services	\$78,628,025	\$70,870,680
Supporting Services		
Management and General	2,590,406	2,518,116
Fundraising	3,847,174	3,531,824
Total Expenses	\$85,065,605	\$76,920,620
Change in Net Assets	(\$2,012,914)	(\$1,767,886)
<b>ASSETS</b>		
Current Assets		
Cash, Cash Equivalents & Investments	\$7,036,136	\$6,399,044
Accounts & Pledges Receivable	1,806,889	1,084,914
Inventories	1,569,035	1,867,885
Other Current Assets	159,674	69,874
Total Current Assets	\$10,571,734	\$9,421,717
Long-Term Pledges Receivable	630,960	305,208
Assets Held In Trust	196,950	245,448
Cash and Cash Equivalents, Restricted	20,000	20,840
Deferred Financing Costs	76,254	83,500
Property and Equipment, net	\$15,444,042	\$17,694,673
Total Assets	\$26,939,940	\$27,771,386
<b>LIABILITIES &amp; NET ASSETS</b>		
Current Liabilities	1,754,291	3,888,163
Long-Term Debt, net of current maturities	7,149,111	7,565,233
Deferred Compensation Payable	216,950	266,288
Total Net Assets	17,819,588	16,051,702
Total Liabilities and Net Assets	\$26,939,940	\$27,771,386





# BELIE

The story of the Maryland Food Bank's evolution over the last year is one of learning, doing, leading, and building, but most of all, believing.

We believe that every man, woman, and child should have access to food — today, tomorrow, and a decade from now — and every day we are pushing to make our mission a reality.

We believe reaching food-insecure Marylanders with nutritious food will help stabilize lives and position our state for a better future.

And we believe that in order to create the food bank of the future, we need to be nimble in our approach to serving Maryland communities, working in smarter, more efficient and productive ways that maximize our overall impact statewide.

As a donor, you are a part of this intricate web of impact and we are grateful for your willingness to give of yourselves every day to bring our mission to life.



# VINING



THANK  
YOU

“THE MARYLAND FOOD BANK IS INDISPENSABLE. IF THE MARYLAND FOOD BANK DOESN'T DO WHAT THEY DO, THERE IS NO REPLACEMENT FOR IT. THERE IS NO GOVERNMENT AGENCY, NO ORGANIZATION THAT CAN DO THIS WORK.”

WES MOORE,  
LOCAL AUTHOR





**MARYLAND  
FOOD BANK**  
UNTIL HUNGER ENDS.

**BALTIMORE**

*Harry & Jeanette Weinberg  
Distribution Center*  
2200 Halethorpe Farms Rd.  
Baltimore, MD 21227  
T 410.737.8282

**EASTERN SHORE**

Salisbury  
T 410.742.0050

**WESTERN BRANCH**

Hagerstown  
T 410.737.8282

Thank  
you