



Seasons change.
Faces change.
But the **need** remains.
Year after year, we're
here for the hundreds
of thousands of
hungry **Marylanders**
who **rely** on us.

ANNUAL REPORT | FY2017

Hunger doesn't take a summer break

Our fiscal year begins on July 1, just after thousands of Maryland's school children lose their access to free or reduced-priced breakfasts and lunches. For many of these kids, school meals are their most consistent source of nourishment.



Donations from our monthly Sustainer's Club members powered the food bank for 4.5 days last year, allowing us to distribute

540,000 meals
TO HUNGRY MARYLANDERS



Thankfully, your support allowed us to fuel Maryland's children through this challenging season via summer clubs, a part of our successful MFB Kids initiative. We know that food is a basic building block for success, so when we feed kids during the summer, they are focused and ready to fulfill their potential when they return to classes in the fall. Last year, kids ate more than **119,290 meals** at 57 summer club locations across the state.

Summertime also means that our Farm to Food Bank is bustling with activity. By the end of the growing season, you helped us move **3,130,634 pounds of nutrient-rich produce** from Maryland farms directly into the hands of hungry hard-working families, seniors, veterans, and children across the state. That's nearly 40 percent of all the produce we distributed in FY17.



20 million lbs.

That's how much fresh produce our Farm to Food Bank Program has put on the tables of Marylanders since 2013.

While some of those children were getting exercise playing baseball at Summer Clubs, the Baltimore Orioles and WJZ-TV went to bat for our mission for the 30th consecutive year, collecting \$27,000 during their annual Food and Funds Drive.

As the summer wound down, long-time MFB friend Giant Food renewed their alliance with us

in the fight to end hunger. Their continued financial backing provided 10 refrigerators, 20 freezers, 15 coolers, and 15 thermal blankets to partners, which helped get more nutritious foods to people in need, allowed us to create MFB Eats videos, and ensured statewide school pantry shelves were stocked.



Volunteers collected food and funds from Orioles fans during a series with the Yankees.



Our Charles T. Bauer Community Kitchen crafted



119,290

meals to feed kids like Miracle in our Summer Club Program.

Statewide Partners

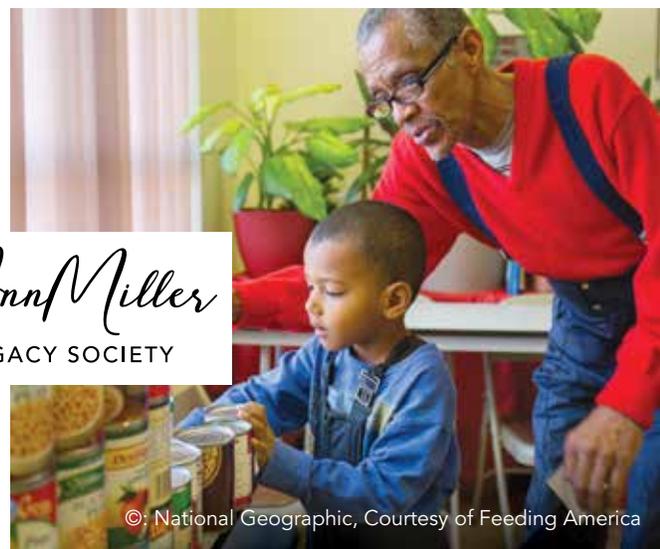
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“When I don’t eat lunch, I’m really tired and don’t feel like doing much. When I eat a big lunch here, I can run faster, and I have more energy.”

— Miracle, age 9

The 20 members of our Ann Miller Legacy Society have made long-term commitments to us through estate planning. These planned gifts ensure that MFB Kids initiative and other programs are available to future generations who may need them.

Ann Miller
LEGACY SOCIETY



Rising to meet the need in falling temperatures

209 school pantries. 49 Supper Club sites. Nearly 4 million meals. That's what it took to feed food-insecure Marylanders last fall.

As the 2016–17 school year began, we convened the best and brightest minds in the anti-hunger community from all parts of the state for our "Be a Voice" biannual symposium. Solution-oriented workshops focused on topics such as pantry design, fundraising, nutrition, and exploring new and innovative ways to feed hungry Marylanders. Sister Simone Campbell of *Nuns on the Bus* inspired attendees with a rousing lunchtime speech on the impact of working together toward the common goal of ending hunger.

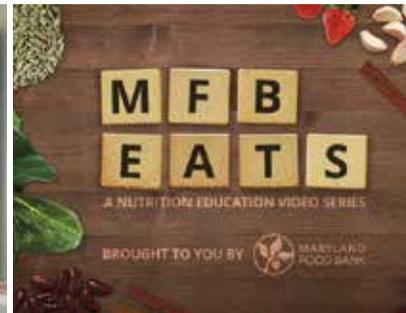


3,382,392 meals
TO MARYLAND STUDENTS

Through our School Pantry Program, you helped us ensure that students have the nourishment they need to succeed. Last year, 209 locations distributed enough food to supply 3,382,392 meals to Maryland students and their families in familiar and stigma-free environments from Clear Spring to Cambridge.

Our commitment to children didn't end when the afternoon school bell rang. Our Supper Club Program, located at partner agencies, schools, and community-based organizations, offered financially-strapped households a safe and structured environment designed to help foster a strong sense of self-worth and growth in children. The hot meals that you helped provide meant that kids went to sleep at night with a full belly, and woke refreshed and ready to thrive in their academic pursuits.

MFB Eats is a lively paced series of eight videos designed to help students and their families create healthy meals with items they might receive from school pantries.



LAWYERS CAMPAIGN AGAINST HUNGER

Each fall, Maryland's attorneys have banded together to raise funds to fight hunger through the Lawyers Campaign Against Hunger. In FY17, they raised the bar, collecting more than \$403,000. Maryland Attorney General Brian Frosh (pictured right) and other lawyers also volunteered in our warehouse. In total, their efforts have **raised more than \$5 million over 29 years, which equates to more than 15 million meals** for food-insecure Marylanders.





FoodWorks for Maryland

Maryland's most impactful culinary training program had a successful FY17, graduating its 200th student.

January 2017 graduate Ron Willis was homeless following his release from jail. But with the help of the FoodWorks Program, he is now the sous chef at The BBQ and on a solid career path.

“Being able to help other people means a lot to me because I know what it feels like to go to bed at night hungry. The problem is real, and it gives me so much joy to know I’m helping other people who are like me.” – Ron Willis

The 44 students who cooked meals for the community during their 12 weeks of training are now graduates, and work at local destinations, such as the Corner Bistro, Horseshoe Casino, Woodberry Kitchen, and more.

44 graduates  **117,628** meals

Warming stomachs, hearts & minds

For more than 682,000 food-insecure Marylanders, the holiday season can be the most stressful. Heating bills go up, while food budgets stay the same, forcing some to make tough choices.



"I feel for the kids who go to school and don't have money for lunch or come home on Friday, and then they don't eat until the next Monday when they finally get back to school."

— BRANDON WILLIAMS, BALTIMORE RAVENS DT



Tackling hunger in winter is an annual challenge, but thankfully the Ravens are great teammates. For 20 years, they have collected food and funds for the food bank, with FY17's efforts resulting in more than 180,000 meals for hungry Marylanders. The team also expanded their relationship as star defensive tackle Brandon Williams — who experienced hunger as a child — came on board as our official spokesperson.

Our annual Pack to Give Back Local event once again brought

together businesses, individuals, community and faith-based organizations, and MFB staff to package **44,000 holiday meals** for thousands of Maryland families who might otherwise go without.

The effort is really a microcosm of the impact that teamwork has on our hungry neighbors every day of the year. For the first time in FY17, we moved this powerful event outside of our Baltimore warehouse, and directly into 21 of the communities we serve.

This new Pack to Give Back Local approach also featured the debut of our new President & CEO, Carmen Del Guercio (pictured above). Del Guercio brought nearly 30 years of managerial experience from his tenure at long-time MFB supporter M&T Bank. His passion for our mission was ignited by his own experiences receiving food assistance after his parents immigrated to the U.S. from Italy in the 1960s.



Partner Productivity

Our hard-working network partners accounted for more than half of our total food distribution this year.

Our ability to get food into the hands of hungry Marylanders quickly is made possible primarily by our partners. These community and faith-based organizations, soup kitchens, and shelters provide 1,250 distribution points across the state, directly interacting with individuals in need.

Last year, we launched a partnership with the Johns Hopkins Bloomberg School of Public Health to survey, assess, and strategically work with our

partners to increase our impact. We expect to see the fruits of this labor in FY18 and beyond.

We also found ourselves in the fortunate position to be able to extend our wholesale purchasing power to our partners in April 2017. We deeply discounted some of the most popular items on our menu, including fresh produce (apples, carrots, and bananas), as well as peanut butter, macaroni & cheese, pork & beans, and collard greens.



Springing into action for Maryland's hungry

1 in 6 Maryland children don't always know where their next meal will come from. We have a variety of programs to ensure that their needs are met year-round.

In the early months of 2017, we were still feeding kids in schools and bringing fresh food into communities in need. In May, we celebrated Maryland State Delegate Adrienne Jones, the T. Rowe Price Foundation, and Wegmans, three of our state's true "Heroes Against Hunger," at a special awards breakfast.

The change in season also found us transitioning from Supper to Summer Clubs in June, and we were honored to have Maryland First Lady Yumi Hogan help us kick things off at the Wiley Bates Boys & Girls Club in Annapolis. Hogan demonstrated her commitment to alleviating child hunger by serving the kids lunch.

She spoke about her own exposure to hunger as a child in South Korea, and encouraged them to always choose healthy options and not to be picky eaters!

We also nurtured our relationship with Farm to Food Bank partners to ensure an uninterrupted flow of fresh produce to hungry Marylanders, and continued to seek new and innovative ways to increase our impact.



FIRST LADY YUMI HOGAN

"Making sure that the children, seniors, veterans and hard-working families in our state have consistent access to food is something we can all feel good about supporting."



"Simply stated, it is our responsibility to provide for those who need our help. You never know when circumstances in an individual's life may necessitate a need to use the Maryland Food Bank."

– ADRIENNE JONES

PANTRY ON THE GO PROGRAM

Next to our partners, our Pantry on the Go Program (POTG) is our second largest food distribution channel. POTG removes barriers to food access by bringing groceries into food deserts and places underserved by other forms of hunger relief.

Your unwavering support allowed us to improve and expand this market-style program. In FY17, **943 events distributed** enough fresh produce and staple foods to food-insecure Marylanders to account for nearly **7 million meals**.

Virtual Food Drives offer maximum impact for minimal effort. Last year, you hosted enough online fundraisers to provide **25 truckloads of fresh produce** to your hungry neighbors.



Maryland's Volunteering Perfection (MVP)

As you may imagine, one of our most valuable partner groups are our volunteers. The results of their tireless and selfless efforts show on the faces of the food-insecure Marylanders who rely on the food that volunteers help sort and distribute, as well as our bottom line. This year, we launched VolunteerHub, an online registration and check-in system that made it easier for volunteers to view and schedule sessions in Baltimore and Salisbury.

43,000+ = **\$ 1.2 million**
volunteer hours *in savings*

“There is no better feeling than doing hard work for others. I love the way I feel when I leave the Maryland Food Bank because I know I made an impact on multiple lives. Great work is done here!” – MFB VOLUNTEER



For nearly 40 years, the Maryland Food Bank has led the effort to end hunger in Maryland. In that time, we've grown from founder Ann Miller handing out frozen donuts to hungry Baltimore City residents from her garage, to an extended family of more than a hundred staff members at three locations, over a thousand distribution points, tens of thousands of supporters, and millions of pounds of food to meet the needs of our hungry neighbors statewide.

2017 was an important year for the Maryland Food Bank. It was a year in which we continued to serve the needs of hundreds of thousands of food-insecure Marylanders while also taking a number of important steps to ensure the long-term financial sustainability of the food bank.

We are pleased to report that the year was a success on both fronts. Operating efficiencies gained over the course of the year, combined with your ongoing generous support, allowed us to achieve both our financial and distribution objectives.

On the financial front, last year's vastly improved performance strengthened our balance sheet —

reducing our debt levels and providing additional liquidity to help expand our reach and overall impact. As a result, we will be able to purchase more nutritious food to supplement our donated menu, invest in new and existing programs, and fortify our statewide partner network.

At the end of the day, it's the people in need who drive us. Our efforts focus on getting healthy food to the Marylanders who rely on us, as quickly and efficiently as possible. We appreciate what your support allowed us to accomplish in FY2017, and we eagerly anticipate where it will take us in the future.

Carmen Del Guercio, President & CEO
Maryland Food Bank

Peter Rosenwald, Board Chair
Gordon Feinblatt, LLC



209

school pantries



943

pantries on the go



57

summer clubs



49

supper clubs



1,250

distribution partners

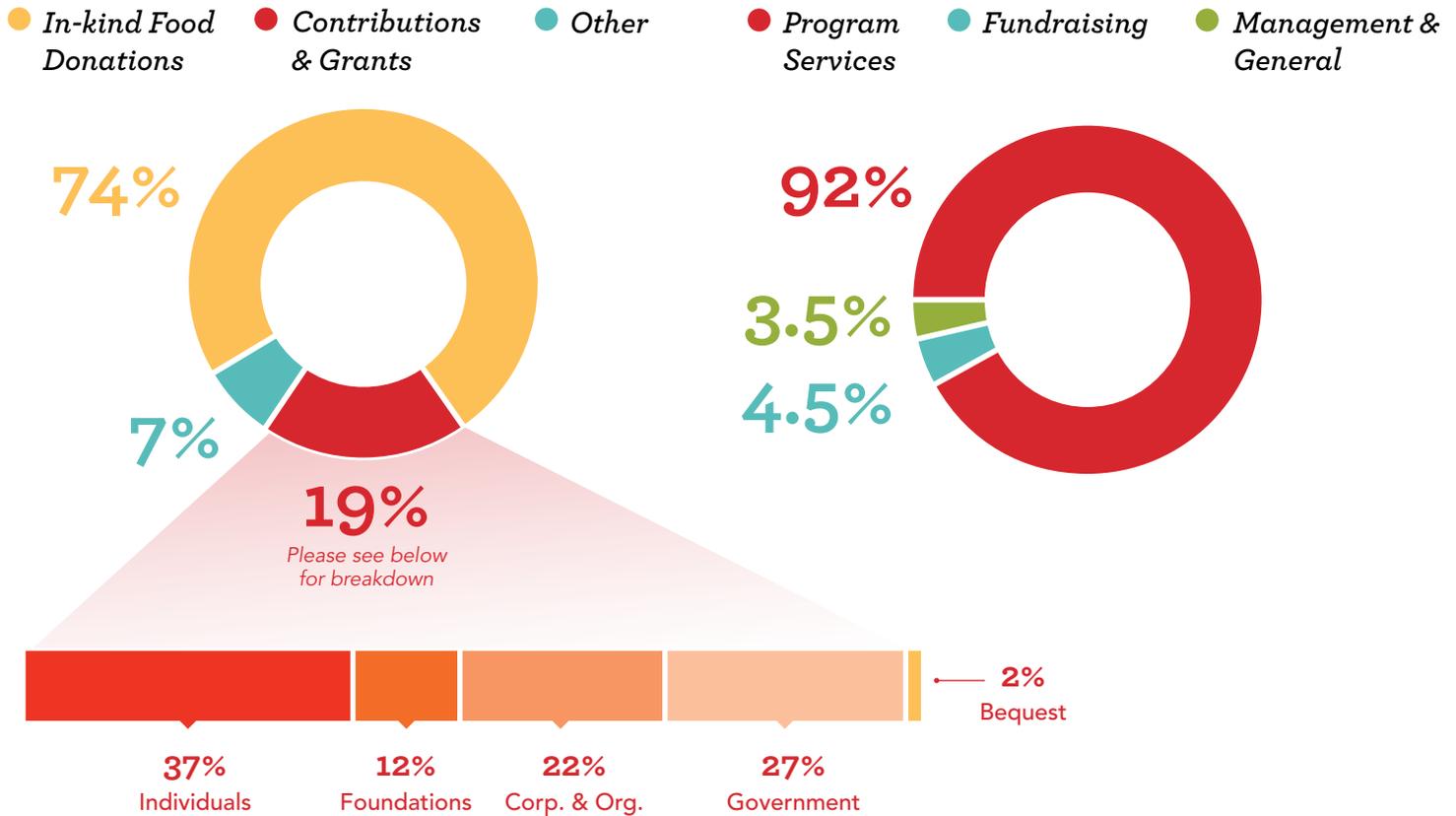


37 million

meals distributed

Revenue

Expenses



Financial Activities

Financial Position

	2017	2016
Revenue & Support		
In-kind Food Donations	\$53,994,328	\$56,677,205
Contributions & Grants	13,475,509	13,370,325
Other	5,174,023	5,105,204
Total Support & Revenue	\$72,643,860	\$75,152,734
Expenses		
Program Services	\$67,349,137	\$70,870,680
Management & General	2,472,614	2,518,116
Fundraising	3,182,742	3,531,824
Total Expenses*	\$73,004,493	\$76,920,620
Change in Net Assets	\$(360,633)	\$(1,767,886)

	2017	2016
Assets		
Cash, Cash Equivalents & Investments	\$7,322,302	\$6,399,044
Other Assets	2,744,876	3,594,169
Property & Equipment, net	14,534,692	17,694,673
Total Assets	\$24,601,870	\$27,687,886
Liabilities & Net Assets		
Total Liabilities	\$8,910,801	\$11,636,184
Total Net Assets	\$15,691,069	\$16,051,702
Total Liabilities & Net Assets	\$24,601,870	\$27,687,886

*Total Expenses includes approximately \$1.2 million of depreciation (noncash) expense in both FY16 and FY17.

For a detailed list of all donors and a copy of the audited financial statements please visit mdfoodbank.org/ar17.

We Are the Maryland Food Bank

1 in 9 of our fellow Marylanders don't always know where their next meal will come from. But thankfully, you're here to help.

None of the accomplishments you've read about in this report would have been possible without your passion. You supported us financially; you gave us your time; you shared your knowledge and experience; you donated resources — all with the common goal of ending hunger in our state.

While the economy is improving, there are still many left behind who need our help. With your continued support, we will be here for any child, adult, veteran, or senior citizen who needs us.

On behalf of the entire Maryland Food Bank family, our partners, and the hundreds of thousands of hungry Marylanders whose lives wouldn't be the same without you — **THANK YOU.**

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