Thank you for being such a great friend to the Maryland Food Bank. Last year in our annual report, I shared that we would focus our efforts on positioning the Maryland Food Bank to “be able to purchase more nutritious food, invest in new and existing programs, and fortify our statewide partner network.”

I’m pleased to tell you that we not only achieved those three goals but celebrated a number of other successes that you’ll read about in the following pages.

How were we able to do so much for the 665,420 food-insecure children, seniors, veterans, hard-working individuals and families who rely on us for a helping hand?

Simple.

Because of you...

You are part of a caring community, one that stands up for our neighbors in need. And together, we accomplished some impressive things last year. We were able to do more, for more Marylanders than any other of our nearly 40 years of being Maryland’s food assistance safety net.

We fed more kids at more locations during the summer when they are most at risk. We continued to increase the output of fresh produce and healthy proteins. We launched an entirely new program — HEART Markets — to help Maryland families turn those fruits, vegetables, and meats into meals that they can enjoy together.

We launched more than 50 workforce-ready graduates into Maryland’s culinary industry. We debuted an upgraded and renovated Salisbury location, which now gets more food to more of our hungry neighbors on the Eastern Shore, faster than ever before.

2019 will mark our 40th year of leading the fight to end hunger in Maryland, and one that will see us expand our impact even further, through a new five-year strategic plan. We will continue to provide access to healthy food while helping more Marylanders become self-sufficient by providing pathways out of hunger to build a stronger Maryland for all.

With you by our side, I can’t wait to see how many more lives we can change, together.

CARMEN DEL GUERCIO
PRESIDENT & CEO, MARYLAND FOOD BANK
We know that healthier foods mean healthier people and healthier communities. Last year we:

- Ensured that hungry Marylanders have year-round access to fresh produce through new partnerships
- Distributed more protein thanks to the Maryland Department of Corrections, which now breaks down bulk frozen chicken into family-size portions
- Developed new farm and retail rescue partnerships in Western Maryland

You saw the vision for an expanded Salisbury facility, and helped make it happen. The new 2,400-sq-ft cold storage room, 54-foot conveyor belt, and expanded volunteer area means we can process more perishable food, accommodate more supporters, and feed more of our hungry neighbors on the shore.

WHAT’S NEXT

A deeper dive into data so we can better serve our hungry neighbors

and statewide
“All I know is that this is good food, and good food helps you with the energy you need to play and to do things with your friends and to grow up big.”

— Janille, W. age 9
We FED MORE KIDS IN MORE PLACES IN NEW WAYS

A new twist on our School Pantry Program, HEART Markets (Healthy Eats Are Really Tasty) make it fun for kids and their families to lead a healthy lifestyle. Families “shop” for healthy foods, then learn how to transform them into meals they can enjoy together.

HEART MARKETS

<table>
<thead>
<tr>
<th>NUMBER OF SITES</th>
<th>22</th>
</tr>
</thead>
<tbody>
<tr>
<td>POUNDS DISTRIBUTED</td>
<td>51,525</td>
</tr>
</tbody>
</table>

Kids are most at risk after hours and during the summer months, when they lose access to school meals. Thankfully, you helped feed more kids at more community sites than ever before — Summer Club participation was up 11 percent — meaning more Maryland schoolchildren returned to classrooms ready to succeed.

SUPPER AND SUMMER CLUBS

<table>
<thead>
<tr>
<th>NUMBER OF SITES</th>
<th>115</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEALS ENJOYED</td>
<td>394,679</td>
</tr>
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</table>
Keandre is one of 53 lives you changed last year through FoodWorks, our culinary training program.

He and his fellow graduates had a broader experience than any other class, gaining catering and prepared meals skills from our two new initiatives: FoodWorks Catering and our partnership with the Salvation Army.

"Without the support, guidance, and partnership of the Maryland Food Bank team we would not have been able to bring our DMG Foods non-profit grocery store to life."

– Amy Middleton, The Salvation Army

Keandre, FoodWorks Class 27 graduate

“I’ve gone nights without eating. I know how it feels. So to know that I’m helping those people who are in that position, it’s amazing.”

We TRANSFORMED LIVES

LIVES CHANGED

53

MEALS PRODUCED

86,780
Brandon Williams, MFB spokesperson and Baltimore Ravens defensive tackle, gave hope to hungry kids across the state by sharing his own personal experiences growing up with food insecurity at our Summer Club kickoff and on #GivingTuesday 2017.

Maryland State Attorney General Brian Frosh helped elevate the stature of the 30th Annual Lawyers Campaign Against Hunger, which raised $478K last year, enough to help provide about 1.5 million meals.

Long-time food bank friend Giant Food has continued to champion our MFB Kids programs, which are instrumental in ensuring our next generation of leaders are primed to succeed.

The Ravens and the Orioles raised not only much-needed food and funds for us, but also awareness by hosting drives during rivalry games versus the Bengals and Yankees, respectively.

7,489 volunteers gave more than 40,000 hours of their time last year, which saved us more than $1M. Special thanks to Jack O’Hara, who personally volunteered 700 hours, and Northrop Grumman, whose employees spent nearly 1,000 hours in our Baltimore warehouse. Together, they saved us $46,750!

Maryland First Lady Yumi Hogan led by example, partnering with the LDS Church to make a significant donation to us during Maryland’s Day to Serve.
We gave Marylanders a greater chance at better health by providing more nutritious food.
FROM THE FIELDS

Our innovative Farm to Food Bank Program partners with local farms to ensure a steady supply of fresh, local produce for kids, seniors, veterans, and hard working families.

Thanks to you, we were able to increase the amount of fresh produce (and healthy protein from meat, fish, and chicken) we distribute to our hungry neighbors by 13 percent. These foods now make up 35 percent of our total distribution!

PANTRY ON THE GO

In FY18, you helped bring 26 percent more Pantry on the Go events directly into the rural, urban, and suburban areas most affected by food insecurity, ensuring access to fresh produce and other nutritious foods.

STATEWIDE EVENTS 1,278
POUNDS DISTRIBUTED 8,697,585

PARTNER FARMS 54
POUNDS PRODUCED 2,789,952

“"I had to withdraw most of my 401K to help pay the medical bills after my heart attack in 2008. I wasn’t able to work again after that, and $30 in food stamps doesn’t go very far. Without you guys, I probably wouldn’t be able to eat.”
– Gary L. age 64

WHAT’S NEXT

Launching our official nutrition policy, providing training to food pantries, and educating the public
A snapshot of our statewide support

**Central**
- **81%** donors
  - Avg. gift $93.56
- 25.5 M meals
- 815 distribution points

**Western**
- **18%** of our food distribution
  - 6.7 M meals
  - 138 distribution points
  - Avg. gift $77.95

**Eastern**
- **8%** donors
  - Avg. gift $74.19
- 5.03 M meals
- 196 distribution points

**Note:** 4% of our donors are from out of state

- **37,233,443** Meals in FY18
- **1,149** Distribution Points
- **102,000** Meals per day
### Financial Activities

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE &amp; SUPPORT</strong></td>
<td></td>
<td></td>
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<tr>
<td>In-kind Food Donations</td>
<td>$55,313,079</td>
<td>$53,994,328</td>
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<tr>
<td>Contributions &amp; Grants</td>
<td>$17,162,996</td>
<td>$13,475,509</td>
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<tr>
<td>Other</td>
<td>$5,423,444</td>
<td>$5,174,023</td>
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<td><strong>Total Support &amp; Revenue</strong></td>
<td><strong>$77,899,519</strong></td>
<td><strong>$72,643,860</strong></td>
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<td><strong>EXPENSES</strong></td>
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<td>Program Services</td>
<td>$68,585,890</td>
<td>$67,349,137</td>
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<td>Management &amp; General</td>
<td>$2,383,536</td>
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<td>Fundraising</td>
<td>$3,788,433</td>
<td>$3,182,742</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$74,757,859</strong></td>
<td><strong>$73,004,493</strong></td>
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<tr>
<td>Change in Net Assets</td>
<td>$3,141,660</td>
<td>$(360,633)</td>
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*Total Expenses includes approximately $1.1 million of depreciation (noncash) expense in both FY17 and FY18.

### Financial Position

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<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
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<td></td>
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<tr>
<td>Cash, Cash Equivalents &amp; Investments</td>
<td>$6,954,731</td>
<td>$7,322,302</td>
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<tr>
<td>Accounts and Pledges Receivable</td>
<td>$2,824,829</td>
<td>$976,770</td>
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<tr>
<td>Other Assets</td>
<td>$2,856,265</td>
<td>$1,768,106</td>
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<tr>
<td>Property &amp; Equipment, net</td>
<td>$15,357,923</td>
<td>$14,534,692</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$27,993,748</strong></td>
<td><strong>$24,601,870</strong></td>
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<tr>
<td><strong>LIABILITIES &amp; NET ASSETS</strong></td>
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<td></td>
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<tr>
<td>Total Liabilities</td>
<td>$9,161,019</td>
<td>$8,910,801</td>
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<tr>
<td>Total Net Assets</td>
<td><strong>$18,832,729</strong></td>
<td><strong>$15,691,069</strong></td>
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<tr>
<td>Total Liabilities &amp; Net Assets</td>
<td>$27,993,748</td>
<td>$24,601,870</td>
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*Total Expenses includes approximately $1.1 million of depreciation (noncash) expense in both FY17 and FY18.
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Baltimore City Mayor’s Office & City Council
Baltimore County Executive & County Council
City of Cambridge
City of Salisbury
Emergency Food & Shelter Program
Frederick County Government
Howard County Executive & County Council
Howard County Public Schools
State of Maryland Governor’s Office
Washington County Gaming Commission
Worcester County Government

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$75,000+
Anonymous
BJ’s Charitable Foundation
Feeding America
Giant Family Foundation
Joy in Childhood Foundation
The Kenneth S. Battey Charitable Trust
Safeway Foundation
ShopRite Partners in Caring
The Abell Foundation
The Kahler Foundation Inc.
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The Venable Foundation
Walmart Foundation
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Weis Markets

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The Bewtra Charity Fund
BGE
Bunting Family Foundation Fund A
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M&T Charitable Foundation
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Monsanto Company
Priority Partners MCO
Sinsky-Kresser-Racusin Memorial Foundation
T. Rowe Price Foundation
Target
The Wills Group
Transamerica Foundation
United Way of Central Maryland
Wawa
Wegmans

$10,000-$24,999
Albertsons Companies Foundation
ALDI Inc.
Anonymous (2)
Merritt Properties Inc.
Ausherman Family Foundation
Baltimore City Foundation
Baltimore Women’s Giving Circle
Bea and David Zack Memorial Foundation
Bimbo Bakeries USA
Campbell Soup Company
Citicorp Credit Services
Costco
Evelyn Johnson Charitable Foundation
FedEx Corporation
George B. Todd Fund
Heart’s Place Services
Jean & Sidney Silber Foundation
John J. Leidy Foundation
Johns Hopkins Neighborhood Fund
Joseph and Harvey Meyerhoff Family Charitable Funds
Kellogg Company
Kraft Heinz Company
Louis H. Gross Foundation
Metallica/All Within My Hands Foundation
Morris A. Mechanic Foundation
Nationwide Insurance
Nextgen Foundation Charitable Trust
Northrop Grumman Corporation
P. Flanigan & Sons
Pampered Chef
PepsiCo Inc.
PepsiCo Public Policy & Government Affairs
Port Covington Development Impact Team
Proctor & Gamble
Ravens Act Foundation / Baltimore Ravens
Richard E. & Nancy P. Marriott Foundation
Henry and Ruth Blaustein Rosenberg Foundation
Sandy Spring Bank
Stayer University
Subway
Syco Eastern Maryland LLC
Taste of the NFL
The Marksmen Co.
The Nora Roberts Family Foundation
The Richard A. Henson Foundation
The Riepe Family Foundation
Patricia and Mark Joseph, The Shelter Foundation

* Indicates Sustainer’s Circle Members who contribute monthly.
JULY 1, 2017 – JUNE 30, 2018

$10,000-$24,999 CONTINUED
Trust U/W of Helen M. Hughes / William P. Baker
United Concordia Dental
W. D. “Pete” Class Foundation
W.R. Grace Foundation
William S. Abell Foundation

SpartanNash Foundation

$5,000-$9,999
ACME Markets Inc.
Aga Kahn University Alumni Association of North America
Ameriprise Financial
Antwerpen Toyota
Arronson Foundation
Baker Donelson
Box Lunch
Caliber Collision
CareFirst/BlueCross BlueShield
Cargill Salt
Carmen & Victoria Deyesu Family Foundation
Chesapeake Employers Insurance
CNA Insurance
Columbia Bank
Community Foundation of the Eastern Shore
Davidson Rutigan Foundation
Delaplaine Foundation
Design Foundry
DeVito Family Trust
Dominion Energy Charitable Foundation
DuPont Pioneer
Earle and Annette Shawe Family Foundation
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Elizabeth B. and Arthur E. Roswell Foundation
Embassy of the Republic of Azerbaijan
Emergent BioSolutions
Ernst & Young LLP
First Data Merchant Services
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Goodell DeVries
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Mary Jo Putney Inc.
Mathias Washington County Charitable Trust
Newman’s Own Foundation
Nymeo Federal Credit Union
Pendue Agribusiness
Petro Home Services
Potomac Edison
Recovermat Mid-Atlantic LLC
Saiontz & Kirk PA
Saul Ewing Arnstein & Lehr
SpartanNash Foundation

The Lois and Irving Blum Foundation
Tom White & Associates
Travelers
Wells Fargo Foundation
Whole Foods Market
Wissner Foundation for Children
Woodforest Charitable Foundation

$2,500-$4,999
7-Eleven
Advance Business Systems
Alex Cooper Auctioneers
Asbury United Methodist Church
Ballard Spahr LLP
BD
Bob’s Discount Furniture Charitable Foundation
C. Robert Passantino Charitable Annuity Trust
Cadence Design Systems
Campbell Foundation
CCG Facilities Integration
Community Foundation of Washington County MD
COPT
Crane & Barrel
Delmarva Power
Discover
DLA Piper
Ellin & Tucker
Friends Meeting School
Gordon Feinblatt LLC
HighTower Fiduciary Plan Advisors
Hogan Lovells US LLP
Hunt’s Memorial United Methodist Church
IKEA
Jiffy’s Choice
Joan H & Stanley Gould Charitable Foundation
John Vos Family Foundation
Johnson, Mirmiran & Thompson
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Kramer Family Foundation
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Macht Fund of The Associated
Macy’s/Bloomingdale’s
Maryland Department of Transportation MVA
Network Building & Consulting LLC
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Paternayan-Ramsden Fund
Red Hawk LLC
Semmes, Bowen & Semmes
SRA International
Synchrony Financial
The Alban Foundation
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Unilever
United Way of the Lower Eastern Shore
USA Bouquet LLC
Veterans Of Foreign Wars Post 7464
Whiteford, Taylor & Preston LLP
Whiting – Turner Contracting Company

$1,000-$2,499
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ACN Inc.
Aetna Foundation
Alliance Material Handling
Amazon Smile Foundation
Ambit Energy
American Legion Post 194
APWU Health Plan
ArmadaCorp Capital LLC
Ball Aerospace Wavefront
Basys
BB&T
Benedict A. Andrew American Legion Post 296
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Brown Advisory
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Christian Choir of Howard County
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Form Services
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Halle Family Foundation
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Martin F. Schmidt & Kate Schmidt Moninger Fund
Match Marketing Group
MECU of Baltimore
Menemsha Family Fund
Merkle
Miles & Stockbridge PC
Miller Family Foundation
Monster Lead Group
Moshman Charitable Foundation
Myers and Stauffer LC
Nancy Glazer Dickman Family Foundation
National Grocers Association
NuStar Foundation
Partnership Wealth Management
Pepco
Phoenix Academy-Annapolis
Players Philanthropy Fund
PNC Foundation
Proctor & McKee PA
Prodec Finishes
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Republic National Distributing Company Foundation
Richard N. Funkhouser Foundation
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* Indicates Sustainer’s Circle Members who contribute monthly.

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Includes Virtual Food Drive

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ShopRite
Sprouts Farmers Market
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AON
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Campbell & Company
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Howard Bank †
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BGE
Good wrappers
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Allstate
AltaVista Strategic Partners
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Aon
AT&T
Baltimore Country Club
Baltimore Ravens
Bank of America
Bayview
BGE
Bombardier
BrainTrust Holdings
Cadence Design Systems
CareFirst BlueCross BlueShield
Central Maryland Volunteers
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Kimco Mid-Atlantic Region
Lambda Chi Alpha - Stead East
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Megellan Columbia
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MECU of Baltimore
MetallicaAll Within My Hands Foundation
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Morgan Properties
Morgan Stanley
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Ravens Roost #27
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TESSCO Technologies
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† Includes Virtual Food Drive

* Bold face indicates 1 million pounds or more
* Indicates Sustainer’s Circle Members who contribute monthly.
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