



MARYLAND
FOOD BANK

FY19 IN REVIEW

THEN, NOW, AND UNTIL HUNGER *Ends.*





A look back, to the future...

When Ann Miller founded the Maryland Food Bank in 1979, she thought hunger was a temporary problem, and didn't expect the need for the food bank to last longer than five years. Well, we just marked our 40th Anniversary, and through different political climates, and economic conditions, we've remained the reliable food assistance safety net for hungry Marylanders. And we will continue to be here as long as there is need.

But as we've said throughout our year-long celebration, it will take more than food to truly end hunger in our state.

In FY19, we distributed enough food to provide more than 40 million meals—but it still wasn't enough to meet the need. The economy has improved for some, but not all. Costs are rising, but wages are not. Too many Marylanders are one unexpected event away from facing hunger.

That's why taking our first steps to become the food bank of the future over the last year was so important to the future of our state.

We not only distributed more food, but more nutritious food; we showed communities that by pooling resources together, we can identify and alleviate some of the root causes of hunger that drive people to seek out food assistance in the first place; we launched new initiatives to help families understand how different choices at the pantry and grocery store can help them thrive; and we laid the groundwork to expand FoodWorks, our highly effective workforce development program.

While many things have changed in 40 years, one has not — our most valuable asset in this fight against hunger is you.

Going forward, we know that this new approach will give Marylanders their greatest chance to succeed, and with you at our side, we know we will be successful.

THANK YOU,

CARMEN DEL GUERCIO
PRESIDENT & CEO, MARYLAND FOOD BANK



Our year-long celebration offered us a chance to both reflect on 40 years of developing into the reliable organization hungry Marylanders can count on and introduce the food bank of the future — one that will continue to treat the temporary symptoms of hunger while addressing and eliminating its root causes, ultimately ending hunger for more Marylanders.





Enough food to
provide more than

40 million
MEALS IN FY19

PANTRY ON THE GO

1,373 events

Food is a basic human need, and a right.

Simply put, feeding people is at the core of everything we do. Over the past 40 years, we've built a reliable and trusted food assistance safety net. And together, in FY19, we delivered on our promise to make sure hungry Marylanders had access to not just more food, but more nutritious food.

While food is the foundation of our programs, its impact extends far beyond the simple transactional act of distribution. It's families sampling food and learning about nutrition together at HEART Markets; it's children having the chance to study while safe and satisfied at Supper Clubs; it's the sense of relief a hard-working family feels being able to receive temporary help from a Pantry on the Go event.

And we know one of the most direct ways we can help Marylanders make different choices, is by offering more fresh produce. In FY19, our 54 Farm to Food Bank partner farms helped us distribute more local, fresh fruits and vegetables than ever before — more than 10 million pounds!



FAMILIES ACCESSED NEARLY

500,000 MEALS
THROUGH

84

HEART MARKETS

"This HEART Market is important. If you get to the kids early, eating fresh vegetables becomes a habit that stays with them for the rest of their lives."

— Rita Winstead, Guilford Elementary

When the unexpected happened, you stepped up

Because of your support, we were prepared to help individuals and families who unexpectedly needed food, while also ensuring we could continue to be there for Marylanders who face hunger on a regular basis.

Government Shutdown

During the harrowing 35-day shutdown, thousands of Marylanders discovered they were much closer to hunger than they realized. Thankfully, we were able to be there for them, distributing more than 125,000 timely meals.

"I never thought that I would have to go to the food bank. We would always donate, because a lot of families out there don't have the luxuries we have. I've been through four furloughs – this the first time that I've needed to reach out for help," said furloughed Coast Guard worker Michael Westmoreland.

Luke Paper Mill Closure

When the Allegany County mill shut down last year, 675 workers and families suddenly found themselves in need. Tammy Warnick, whose husband lost his job, faced unimaginable challenges for their diabetic son who requires expensive medical supplies.

"It's kind of scary," Warnick said. "He has to have those supplies. We can do without other things, but that's not one."

By providing not only more food, but more nutritious food, we are educating families in an effort to breaking the cycle of hunger and poverty for generations to come. We are leveling the playing field to give all Marylanders the opportunity to thrive.

SCHOOL PANTRIES

1.5 million meals

307 sites

SUMMER CLUBS

130,000 meals

62 sites

SUPPER CLUBS

250,000 meals

49 sites



The true power of neighbors...



40 AND FORWARD

During our 40th Anniversary, we conveyed what the “food bank of the future” will look like by harnessing the collective power of local allies to lift up entire communities during events at Tabitha’s Table (Hagerstown), City of Refuge (Baltimore) and Salisbury University (Salisbury).

What if food was just the starting point for food-insecure Marylanders? What if we could eliminate the root causes that block their pathways out of hunger?

Last year, we began transforming into the food bank of the future, by using more robust data to determine the true need in local communities. Our research tells us that there is no “one-size-fits-all” solution to hunger, so we’re using that data to identify local social service organizations that can provide additional support to the people who live and work in those neighborhoods. This thoughtful and disciplined approach is making Maryland communities stronger, more stable, and healthier.



helping neighbors

Food First Partner Capacity Grants

In FY19, we launched this new program to strengthen and expand the range of services our network of community partners provide to those in need. Ten partners were awarded \$60,000 in this inaugural round to purchase things like refrigerators, cargo vans, shelving, and in the case of the Howard County Food Bank, computer software. We will raise funds to continue this investment in our network for years to come.

"This grant means we can bring people one step closer to self-sufficiency, one step closer to ending poverty."

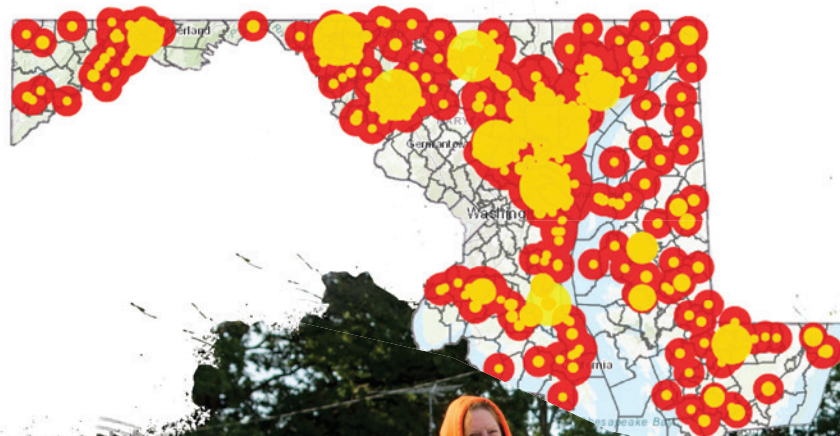
— Paul McElderry, Howard County Food Bank

Data Driving Decision-Making

A key component of MFB 2.0, our five-year strategic plan, is an increased focus on gathering and employing data to have an even greater positive effect on the lives of hungry Marylanders. FY19 saw the launch of two initiatives that will help us accomplish this goal.

Maryland Hunger Map – Our Hunger Action Work Group (HAWK) used new data to develop the most accurate picture of hunger we've ever had. It allows us to be more deliberate in delivering solutions into local communities.

Link2Feed - Currently running at nearly 100 sites, Link2Feed's client check-in and service software provides information that allows us to be more deliberate in distribution efforts and frees up administrative resources so our partners can focus more on helping their neighbors in need.





SWAP: Greenlighting Healthy Habits

In FY19, we introduced SWAP, a simple-to-follow “stoplight” system that ranks food based on its nutrition level. This program helps us ensure that we’re distributing more nutritious food; assists our partners in organizing their pantries and educating their clients; and makes it easier for clients to make better choices and maintain healthy habits.

Food Rescue: Keeping Food in the Neighborhood

We launched the Middle Mile Program to rescue excess food from local businesses by connecting them with MFB network partners in their neighborhood. Hungry Marylanders received thousands of meals during this pilot in FY19, and we’ll continue to expand this important program for years to come.

SNAP Outreach: Helping the Most Vulnerable

There may be no single social program that has had more impact on hunger than the Supplemental Nutrition Assistance Program (SNAP). It is the first of many social service solutions that we will continue to elevate throughout our network as a part of MFB 2.0. In FY19, our dedicated SNAP team:

- ✓ **Processed more than 1,000 applications**
- ✓ **Accounted for 656,103 additional meals**
- ✓ **Had a \$3.2 million impact on Maryland’s economy impact as recipients used SNAP to purchase foods from local businesses**

People who are hungry don’t perform as well at work and get sick more often. Lifetime earnings and productivity losses resulting from health issues that arise because of food insecurity also involve a social cost, as we all lose when the whole system is not strong. Through MFB 2.0, we are stemming the flow of negative impact. We are lifting up Maryland, community by community, benefitting us all.



“The food we get from the Middle Mile Program is different from our normal offerings and gives people in my community a sense of dignity.”

– Sierra Jackson, Beans & Bread



Until Hunger Ends

We know it takes more than food to end hunger. It takes opportunity, it takes support, it takes the collective power of all of us working toward the betterment of our fellow Marylanders. For many, a job with consistent income is the surest pathway to food security.

In FY19, more ambitious individuals than ever before changed their lives through FoodWorks, our 12-week culinary training program, which is having a greater impact on enrollees and local communities (higher graduation, placement, and retention rates) when compared to similar social enterprises.



**A 20% INCREASE
YEAR OVER YEAR**

124,000 meals

For MFB Kids Programs

**52 FoodWorks
graduates in FY19**

More than 300 since 2010



"FoodWorks graduates are different — they took a big step to better themselves, and it shows. They want to work, they want to earn it; those are the kind of people I want here."

— Chef Josh Distenfeld, Executive Chef, Centerplate



To help students and graduates realize their full potential, we brought on Employment Specialist Darcy Sullivan to assist in developing non-kitchen-related, but crucial skills from their first day in class through the end of their first year working.

"Maybe Darcy didn't teach knife skills, but she really helped me out with my resume, and job placement. She follows up a lot and makes sure you keep on track," said Robert Williams, FoodWorks Class 33 graduate.

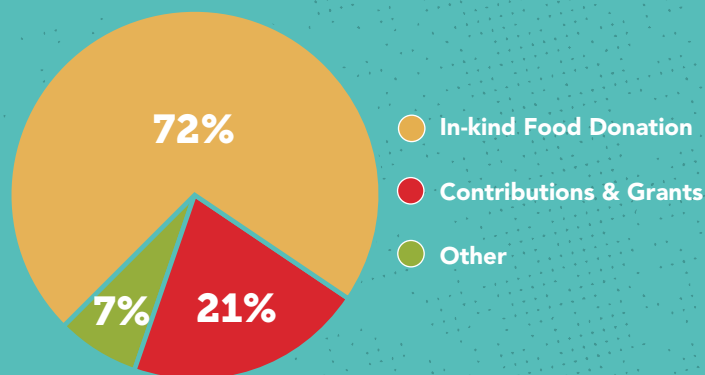
Over the next four years, we will open more pathways out of hunger for more Marylanders through a dramatic expansion of FoodWorks, with a goal of graduating hundreds of hard-working students annually.

"Food is history. Food is culture. Food is life. Knowing someone I may never even meet is on the receiving end of what I do here every day just gives me a lot of pride."

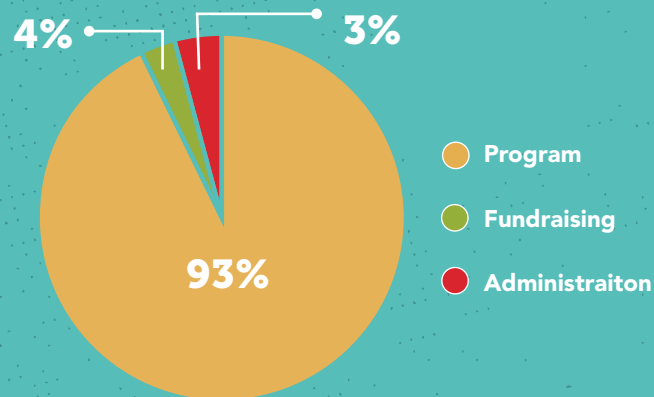
— Deanna Clark, FoodWorks Class 31 graduate

Financials

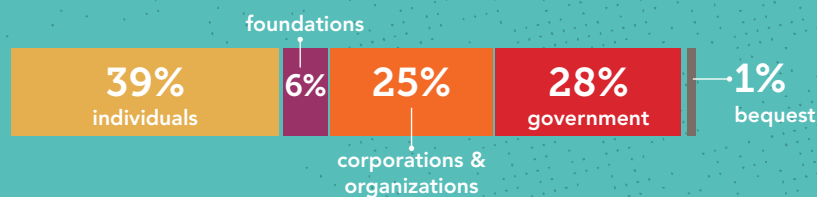
REVENUE



EXPENSES



CONTRIBUTIONS & GRANTS



Financial Activities

	2019	2018
REVENUE & SUPPORT		
In-kind Food Donations	\$56,563,815	\$55,313,079
Contributions & Grants	16,370,341	17,162,996
Other	5,958,939	5,423,444
Total Support & Revenue	\$78,893,095	\$77,899,519
EXPENSES		
Program Services	\$72,292,732	\$68,686,447
Management & General	2,244,492	2,282,979
Fundraising	3,578,484	3,788,433
Total Expenses*	\$78,115,708	\$74,757,859
Change in Net Assets	\$777,387	\$3,141,660

Financial Position

	2019	2018
ASSETS		
Cash, Cash Equivalents & Investments	\$7,231,234	\$6,954,731
Other Assets	6,938,728	5,709,953
Property & Equipment, net	14,909,070	15,357,923
Total Assets	\$29,079,032	\$28,022,607
LIABILITIES & NET ASSETS		
Total Liabilities	\$9,468,916	\$9,189,878
Total Net Assets	\$19,610,116	\$18,832,729
Total Liabilities & Net Assets	\$29,079,032	\$28,022,607

*Total Expenses includes approximately \$1.1 million of depreciation (noncash) expense in both FY18 and FY19

A Mission Moment

Our work is driven by our mission: feeding people, strengthening communities, and ending hunger for more Marylanders. Marylanders like Tom Bus, who needed help unexpectedly.

Four healthy kids, a home, and enough resources to pay their bills and put food on the table. Tom Bus' family was pretty much living the American Dream, until one morning – BOOM! A runaway tractor trailer came crashing into their home, changing everything in an instant.

"We heard this crash, and then we heard the house vibrate – it sounded like an earthquake," Tom said.

The family was forced out of their house, their bills quickly began to pile up, and eventually, their home slipped into foreclosure. Thankfully for the Buses, your support means places like Eastern Interfaith Outreach are there for Marylanders in times of unexpected need, as well as every day.

Even with all of the challenges his family has faced, Tom has remained hopeful, buoyed by recent job interviews.

"That's our aim: to get back on track, be able to provide for ourselves and then give back what the food bank has given us." – Tom Bus

Experience more Mission Moments at
mdfoodbank.org/news

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FOOD BANK

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 Good Wrappers
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 idfive
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 Megan Staczek, Capacity Group
 Microsoft Philanthropies
 Moss Hill Self Storage
 Nolan Financial
 Penske
 Penza Bailey Architects
 Perdue Farms, Inc.
 Skyline Technology Solutions
 The Johns Hopkins Bloomberg School
 of Public Health
 University of Maryland Extension,
 Caroline County
 Venable LLP
 Wicomico County Department of Public
 Works, Solid Waste Division

TOP VOLUNTEER GROUPS

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 ALDI Inc.
 Allegis Group Inc.
 Allstate
 Alternative Breakers
 Ameriprise
 Aon
 AT&T
 Ayers Saint Gross Baltimore
 Baltimore Convention Center
 Baltimore Orioles
 Bank of America/Merrill Lynch
 Bayview
 BD
 Bethany UMC
 Bombardier MARC

Breakthru Beverage Group
 Cadence Design Systems Inc.
 CallTrackingMetrics
 CareFirst
 Carver JROTC/Skills USA
 Central Maryland Volunteers Meetup Group
 Chesapeake Utilities
 Ciena
 CMMI PCMG
 Colby College
 Coldwell Banker Enchanted Forest
 Columbia Ski Club
 Comcast
 Communications Electronics
 Coordinating Center
 Coppin State University
 Deloitte
 Delta Sigma Theta
 Dickey Memorial Church
 Dove Pointe
 Dunkin'
 Education Affiliates
 Ellin & Tucker
 Enterprise
 Erickson
 Erie Insurance
 Ernst & Young
 BGE
 Express Employment
 FedEx
 Giant Food, Inc.
 Girl Scout Troop 5302
 GOCCP Team
 Gross Mendelsohn
 Habitat America/Habitat has Heart
 Hamilton Associates
 Healthy Habits For All
 Heritage Financial Consultants
 Internal Revenue Service
 J.P. Morgan Chase
 Jeannie's Genies
 Jensen Hughes
 JHU Salesforce Team
 John Hejl's Group
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 Kaiser Permanente
 Keller Williams Metropolitan
 Kforce
 Lions Anthem
 Living Legacy Foundation
 Lockheed Martin
 Lower Shore Enterprises
 M&T
 Mariner Finance
 Marriott
 Maryland Bankers Association
 Maryland Department of Transportation
 Maryland Environmental Service
 McCormick & Company Inc.
 MECU
 MedStar
 Metallica
 Michael Mak's Group

† Includes Virtual Food Drive

Bold face indicates 1 million pounds or more

* Indicates Sustainers Circle Members who contribute monthly.

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 Mosaic Christian Church
 MOST Network VISTAs
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 Quest Diagnostics
 R. J. Reynolds
 Ravens Roost #103
 Red Hawk LLC
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 ROI Works
 Sage Management
 Sandy Spring Bank
 SECU
 Shepard
 Sinclair Broadcast Group
 Sisters of Purpose
 Skyline Technology Solutions
 Southern Glazer's Wine & Spirits
 St. Timothy's School
 Stephanie's Group
 T. Rowe Price
 TEN.M.flats
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 Toyota
 Transamerica
 Travelers
 Trinity Baptist Church
 UFRAC
 Under Armour
 United States Coast Guard
 United States Navy
 United Way of Central Maryland
 UnitedHealthcare
 University of Maryland - Baltimore County
 University of Maryland - College Park

University of Maryland - Medical Systems
 UPS
 Venable LLP
 Wegmans
 Wilkens Explorers Post 9901
 Wills Group
 Worchester County Developmental Services

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