



Dedication



Innovation



Collaboration

Elemental to Maryland's Recovery

Fiscal Year 2021 Annual Report



100% Teamwork
Thank you for all you do!



MARYLAND
FOOD BANK

Contents vary
by region

EASTERN



If it were any other year, the impact stories we would share in this publication would focus solely on the 365 days between July 1, 2020, and June 30, 2021. Yet it's not possible to truly tell the story of Fiscal Year 2021 without seeing it through the lens of the previous year. In 2020, we began with the intention of deepening our work on the key tenets of our strategic plan — expanding access to nutritious food while creating more pathways out of hunger.

But then COVID-19 struck, and priorities quickly shifted once a global pandemic was declared and a “Stay at Home” order was issued. These unprecedented events forced the Maryland Food Bank and our employees to step up and serve as essential service providers, a role we continued throughout FY21.

Over this time, we've kept our facilities open, our vehicles moving, and worked hard to meet a historic surge in demand for food, one that has yet to subside. The food bank's leadership was forced into the unenviable position of navigating through the pandemic while continuing to plan for the future.

And while your generosity helped lift up the entire state, our impact across your region on Maryland's Eastern Shore was indisputable.

About six percent of all Marylanders also call this part of the state home, many of whom join in providing hope to families in Caroline, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester counties.

In FY 2021, your support meant that your neighbors in need on the Eastern Shore were able to access enough food to provide **8,248,270 meals** (including more than 3 million pounds of produce) from **62 Network Partners**.



Here for all Hungry Marylanders





Donors Elevate Us All

It takes planning, vision, and focus from the Maryland Food Bank and our network of community partners to distribute enough food to provide **more than 8 million meals across this region**. But more importantly, it takes dedication from local organizations that believe in our mission to make this work possible.

In addition to a host of new donors, long-standing food bank friends like M&T Bank and Perdue really stepped up for the extraordinary number of Marylanders who faced food insecurity in FY21 — many for the first time.

While M&T Bank has supported our efforts for years, COVID-19 spurred the company into wanting to do more. Monty Sayler, M&T Bank's Administrative Vice President, has lived on the Eastern Shore for 37 years and was familiar with the work of the Maryland Food Bank.

"The folks that were losing their jobs, like the frontline workers, were the most vulnerable to food insecurity. The pandemic targeted them, and we wanted to make sure to reach out to help," said Sayler, who lives

in Salisbury. "The first thing we wanted to do was help hungry people. People need to have food!"

The pandemic also drove home the importance of MFB's ongoing work for Sharon Clark, the Senior Vice President for Regulatory Affairs & Compliance at Perdue AgriBusiness, LLC.

Passionate colleagues introduced Clark to the food bank when she moved to Salisbury in 1988, and she is pleased to continue the dynamic partnership.

"MFB is a well-run organization and is constantly evolving with community outreach efforts. I know that every donation is used in a meaningful way to the betterment of our local community," she added.

"As COVID has shown us, our lives can change quickly. Our daily routines have been disrupted, and as we operate in our 'new normal,' it's all about neighbors helping neighbors. Being able to help on a local level is a privilege."

— Sharon Clark, Senior Vice President for Regulatory Affairs & Compliance at Perdue AgriBusiness, LLC





Dedication

Dedication to Reaching All Marylanders

Your support over four decades has allowed us to build and maintain a robust food assistance safety net across the Eastern Shore's eight counties.

In FY21, 62 Network Partners stood up for their Eastern Shore communities and helped keep a constant stream of food flowing into the hands of their neighbors in need. Older adult Cindy Ann W. doesn't mince words when sharing her thoughts on the help she receives.

"It's hard, trust me. It's very hard. I do get a little bit of food stamps a month, but if it weren't for the food bank, I don't think I'd eat," she said.

MFB Network Partner Society of Saint Vincent de Paul, located in Cindy's home town of Easton, reached out to MFB for help in transitioning their traditional indoor pantry to a pandemic-safe outdoor program.

"When COVID hit, we wondered, 'how are we going to get food to people in a safe way?'" recalls Kate Mansfield, the organization's pantry manager. "But with the help of MFB, we never missed a day, and people here are very grateful."

"They're beautiful people at St. Vincent's. You're not just a number, you're not just somebody to feed. They know me by name and treat me with the utmost respect." – Cindy Ann W., Denton resident

3.1
MILLION

pounds of produce
distributed on the
Eastern Shore





Innovation and Inspiration: Meeting the Need

By July 2020, most Marylanders had been sheltering in place for several months. Businesses were either closed or operating at an extremely limited capacity, forcing a historic number of Marylanders to face food insecurity.

In those early days, we were 100 percent focused on staying operational in a way that was safe and effective for our staff, our partners, and the millions of hungry Marylanders who needed us.

“COVID tore things apart in unimaginable ways, but the combination of the strength of our staff with the relationships we’ve worked so hard to develop and maintain over four decades made all the difference in providing stability to Maryland,” said Meg Kimmel, Executive Vice President & Chief Strategy Officer.

And you recognized our ability to help get Maryland families through this crisis. The early support we received was incredible. It gave us the flexibility to innovate and develop solutions to keep food flowing into local communities and keep critical programs like FoodWorks running.

We knew that this was not a short-term increase in need. This was a global pandemic that would have far-reaching effects on food security for years to come. And the summer of 2020 was like a dress rehearsal for the challenges that lay ahead.

Every barrier COVID put in our way, we broke through, to provide the relief that so many Marylanders sought through innovation and inspiration.

When food donations declined, we explored different avenues for purchasing greater quantities of nutritious food. We transformed our Summer Club program from family-style hot meals to safe and nutritious “Grab & Go” meals so that kids had enough to eat.

We developed new ways to provide hope through drive-through, contactless Pantry on the Go events. And we brought on new staff to help connect more Marylanders to critical programs like the Supplemental Nutrition Assistance Program (otherwise known as SNAP).



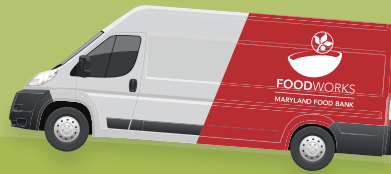
DISTRIBUTED ENOUGH FOOD TO PROVIDE
22,566,227 MEALS
AT **3,095** PANTRY ON THE GO
EVENTS STATEWIDE



“Stability is such a key aspect of FoodWorks for students, staff, and the community, so I’m really proud of the fact that not only did we maintain our successful workforce development program during the pandemic, but we actually expanded it – adding a second location in Baltimore City to offer more Marylanders pathways out of hunger.”

– Tim Regan, FoodWorks Executive Director

UA
HOUSE



Also, we continued to strengthen our statewide network of more than 330 Network Partners, the knots that tie both the food assistance safety net and local communities together.

Prior to the pandemic, we supplied the means for these partners to expand their capacity and increase services in their neighborhoods through the Partner Capacity Grant program, which provided the funds to purchase refrigerators, freezers, and vehicles, as well as larger quantities of food.

We are proud to have continued this program throughout FY21, ultimately dispensing more than \$2.1 million in grants to Network Partners during this fiscal year.

And while one might think that simply rising to meet the need would be sufficient, your generosity gave us the space to actually increase the amount of nutritious food our partners distribute in communities statewide.

“While some might see the fact that food donations dropped significantly during the pandemic as yet another barrier, we actually took advantage of

the opportunity to be more intentional in our food acquisition,” said Nekeisia Booyer, MFB’s SVP of Programs. “Due to the strong financial support we received, we were able to purchase more nutritious food and actually increase the amount of healthy food we provide by 125 percent!”

As protective measures expire, we know that making nutritious food accessible to our neighbors in need will be key to the state’s successful recovery. And we hope you’ll continue to help ensure that no Marylander has to worry about where their next meal might come from.



“At a time of crisis, MFB offered a streamlined ordering process – a huge benefit when resources are limited. And the ability to work closely with them to respond to the ever-changing conditions, and get relief to the communities that needed it the most, was just a godsend to Caroline County.”

— Jamie Beechey, Deputy Director, Caroline County Recreation & Parks



Collaboration Made the Difference

At the start of the pandemic, the challenge of accessing food became greater for everyone, especially food-insecure Marylanders. So, we shifted our efforts to devising ways to keep the nutritional lifeline of food assistance open, accessible, and – most importantly – safe for millions of our neighbors in need. That’s when Back Up Boxes (BUBs) were born.

Within 30 days of Governor Hogan’s stay home order, we launched Alco Place, an offsite facility to pack, store, and prepare pallets of these boxes with a two-week supply of shelf-stable food to be distributed statewide. And this quick action proved to be crucial to our ability to continue meeting the need in FY21.

“Back Up Boxes have become emblematic of the Maryland Food Bank,” said Rick Condon, Senior Vice President of Operations. “They are data-driven, thoughtfully constructed care packages full of nutritious foods that are able to break through virtually any barrier to food insecurity.”

Originally planned for distribution through our partner network, BUBs were the optimal solution in FY21 when local jurisdictions – the City of Baltimore, as well as Baltimore, Anne Arundel, and Calvert counties in central Maryland – sourced the Maryland Food Bank to supply the food for their local distribution efforts. And out of the more than 340,000 total BUBs we distributed in FY21, we supplied more than 300,000 through local agreements.



Total BUB Distribution by Region

Central 322,970

Eastern 8,329

Western 70



Guiding Our Evolution: The Strategy Group

Throughout FY21, we fueled Maryland's recovery while keeping an eye on the future. Taking the lessons we learned early on in the pandemic, we refreshed our already impactful strategic plan to evolve into the more equitable, resilient, and accessible food system Marylanders need.

And leading that evolution is MFB's Strategy Group, which uses critical tools, such as pilot programs, policy, grantmaking, and measurement and evaluation, to enhance existing programs with new ideas and partnerships that expand food access and address the underlying causes of food insecurity for more Marylanders.

"The Strategy Group was formed to improve outcomes and put more organizational resources toward creating pathways out of hunger — work that started back in 2018," said Kimmel. "Now, in 2022, we are in an incredibly strong position to produce positive results from each of MFB 3.0's strategic pillars."



MFB 3.0, Our Refreshed Strategic Plan

Expanding Food Access

Strengthening local food systems and eliminating barriers to food access by continuously improving our food distribution programs and the nutritional quality of all the food we distribute

Creating Pathways Out of Hunger

Addressing the root causes of hunger for more Marylanders by expanding workforce development programs and partnerships while advocating for policy changes that can end food insecurity for good

Organizational Sustainability & Growth

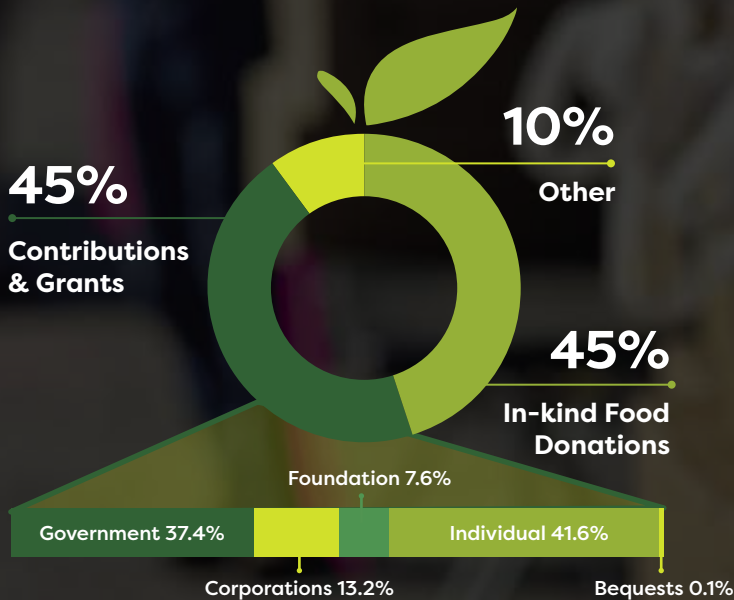
Investing resources in MFB's ability to manage more complex needs in the future, including a DEI journey, technology, employee engagement, and fundraising



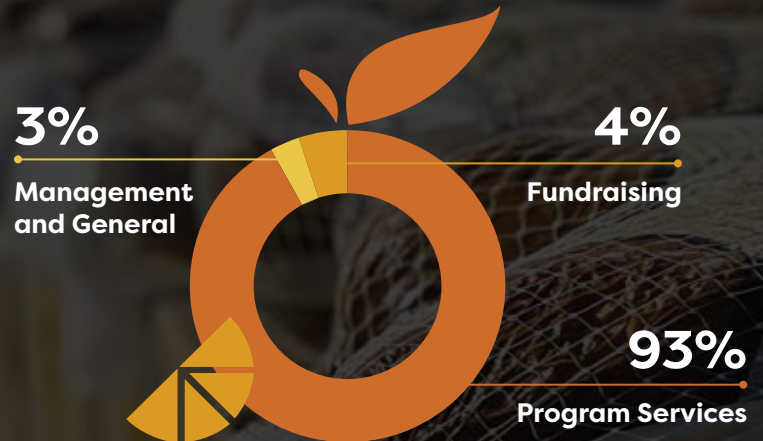
Financials

FY21 IN REVIEW

Revenue



Expenses



Financial Activities

	2021	2020
REVENUE		
In-kind Food Donations	\$65,035,437	\$55,647,391
Contributions & Grants	64,526,231	37,031,420
Other	14,304,064	8,088,598
Total Support & Revenue	\$143,865,732	\$100,767,409
EXPENSES		
Program Services	\$108,742,872	\$76,697,152
Management & General	3,051,425	2,323,781
Fundraising	4,871,094	4,111,471
Total Expenses*	\$116,665,391	\$83,132,404
Change in Net Assets	\$27,200,341	\$17,635,005

Financial Position

	2021	2020
ASSETS		
Cash, Cash Equivalents & Investments	\$48,386,630	\$29,449,831
Other Assets	11,757,186	10,799,849
Property & Equipment, Net	14,796,666	14,518,694
Total Assets	\$74,940,482	\$54,768,374
LIABILITIES & NET ASSETS		
Total Liabilities	\$10,495,020	\$17,523,253
Total Net Assets	\$64,445,462	\$37,245,121
Total Liabilities & Net Assets	\$74,940,482	\$54,768,374

*Total Expenses includes approximately \$1.1 million of depreciation (non-cash) expense in both FY20 and FY21

While FY20 seems like ages ago, it truly helped the food bank prepare for the hard work we knew was facing us in FY21 and beyond. Everything that COVID broke down, we built back stronger in the face of the highest levels of food insecurity we've seen in decades. And it's a good thing we did. Donated product continues to decline, and a combination of rising prices with increased need means our work requires more resources than ever.

Our ability to rise up and meet the surging demand has required an expansion of our programs, operations, and community partnerships. The evidence that our approach has worked is unequivocal and clear. Last fiscal year, we distributed enough food to provide nearly 62 million meals — at a much higher cost per pound — which was 37 percent more than FY20's 45 million meal total.

Even with everything in flux, we've emerged from the crisis with a stronger, more engaged team — a team proud of the fact that with your support, we've been able to provide solutions and support communities. We are truly the statewide resource that Maryland needs us to be.

We achieved this through dedication, innovation, and collaboration. The increased need strained our capacity and required us to grow and expand our pandemic responses, including providing relief to homebound Marylanders through home delivery and Back Up Boxes; rolling out Mobile Markets for families who experienced transportation challenges; transforming Pantry on the Go, our largest food distribution program, into a safe, contactless drive-through model; and keeping FoodWorks running.

As a result, our expenses have increased dramatically — about 45 percent.

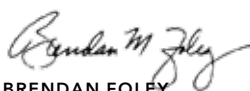
But an incredible, and ongoing, show of financial support from businesses, foundations, individuals, and the state of Maryland has made it possible for us to continue to bring our best ideas forward and pivot as the pandemic's impacts evolved and changed. And, while we ended last fiscal year with a substantial cash balance, we remain committed to investing these resources in targeted ways over time — guided by MFB 3.0 and the Strategy Group — that will allow us to remain at the forefront of Maryland's recovery.

With your support, the Maryland Food Bank will continue feeding people, strengthening communities, and ending hunger for more Marylanders.

In continued partnership,



CARMEN DEL GUERCIO



BRENDAN FOLEY



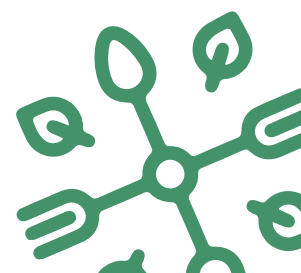
**CARMEN
DEL GUERCIO**

PRESIDENT & CEO,
MARYLAND FOOD BANK



**BRENDAN
FOLEY**

BOARD CHAIR, MFB
MCCORMICK &
COMPANY, INC.





A Look Ahead

“When written in Chinese, the word crisis is composed of two characters – one represents danger, and the other represents opportunity.”
— John F. Kennedy

Spoken more than 50 years ago, President Kennedy’s reflection is just as valid to describe the Maryland Food Bank in FY21. We see the danger that hunger – especially heightened by a crisis like a global pandemic – poses to every Marylander, regardless of their level of food security. We know how hunger can tear apart families and the very fabric of our society.

But we also see the opportunity to do more. When faced with the challenge of decreased donated product, we took the opportunity to increase the amount of healthy food we distribute by purchasing more nutritious foods.

We see the opportunity to open more pathways out of hunger by helping more Maryland families overcome the root causes of hunger and thrive.

You are elemental to our ability to care for our neighbors in need, and we appreciate your continued partnership in fueling Maryland’s recovery.



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FOOD BANK**

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AMERICA**