



*FY2022 MARYLAND FOOD BANK
ANNUAL REPORT*

FOOD IS JUST THE
Beginning



MARYLAND
FOOD BANK

THE POWER OF "YES, AND..."

Back in 2017, we began to lay the foundation to finally solve hunger in our state. Guided by MFB 2.0, we completely restructured our Programs team, and started to form new partnerships and launch new programs to do more. Then the pandemic struck.

But even with all the challenges the historic, pandemic-era need demanded of us, we continued that strategic work, refreshing that plan into MFB 3.0. while staying true to three pillars—Expanding Food Access, Creating Pathways Out of Hunger, and Investing in Organizational Sustainability & Growth.

We've emerged from the pandemic as an agile, data-informed, person-centric organization that is now able to do more than provide food to our neighbors in need. We are here to say "Yes, and..."

As you turn the pages, you'll see how this new mindset has allowed us to say "Yes, we can provide food to Marylanders who need it, AND we can help address the root causes that lead these neighbors to our community-based partners in the first place."

We are part of a national movement of food banks using this strategy which originated in improvisational comedy. The "Yes, and..." concept—where an idea is constantly added to, improved upon,

and made better—is exactly the collaborative and affirmative mentality that will allow us to help more Marylanders prosper.

Food is just the beginning—we are reaching people through food and are bringing more than food to the table.

We are a strong, passionate staff of more than 150 who believe we can only do the best for our neighbors when we are the best versions of ourselves. That's why we're dedicated to continuing our Diversity, Equity, and Inclusion educational journey; why we'll continue taking advantage of professional education, training, and advancement opportunities; why we will continue to stay on the cusp of the latest best practices and technology; and why we will continue to find more ways to deliver on "Yes, and..."

While we are proud of how we've evolved into the resource that our neighbors need us to be, we remain humbled that you recognize us as the right partner to help realize your vision for Maryland as a state where everyone thrives.

Thank you for your continued support,

Maryland Food Bank Staff





PROMISING OUTCOMES FOR

OUR NEIGHBORS



*49 Million
pounds of food*

*enough to provide the
equivalent of*



*40+ Million
Meals*

through nearly



*1,200 Statewide
distribution points*



\$700,000

increase in our food purchasing from
Maryland-owned organizations

*126 NEW OR EXPANDED
PARTNERSHIPS IN
HUNGER HOTSPOTS*

Balt City - 39
Northern - 35
Eastern - 25
Southern - 22
Western - 15

(see next page)



Pathways out of Hunger

*GRADUATED 23
NEW CHEFS*

with food safety certification
and improved earning potential
through our FoodWorks program

Built Workforce Development
partnerships with
7 TRAINING PROGRAMS
in high-growth industries such as
IT, health care, and green jobs



60% OF PURCHASED FOOD WAS HIGHLY NUTRITIOUS



AT A COST OF \$11M

Network Support

\$12.8 Million

in food purchased and distributed to
no cost to MFB partners

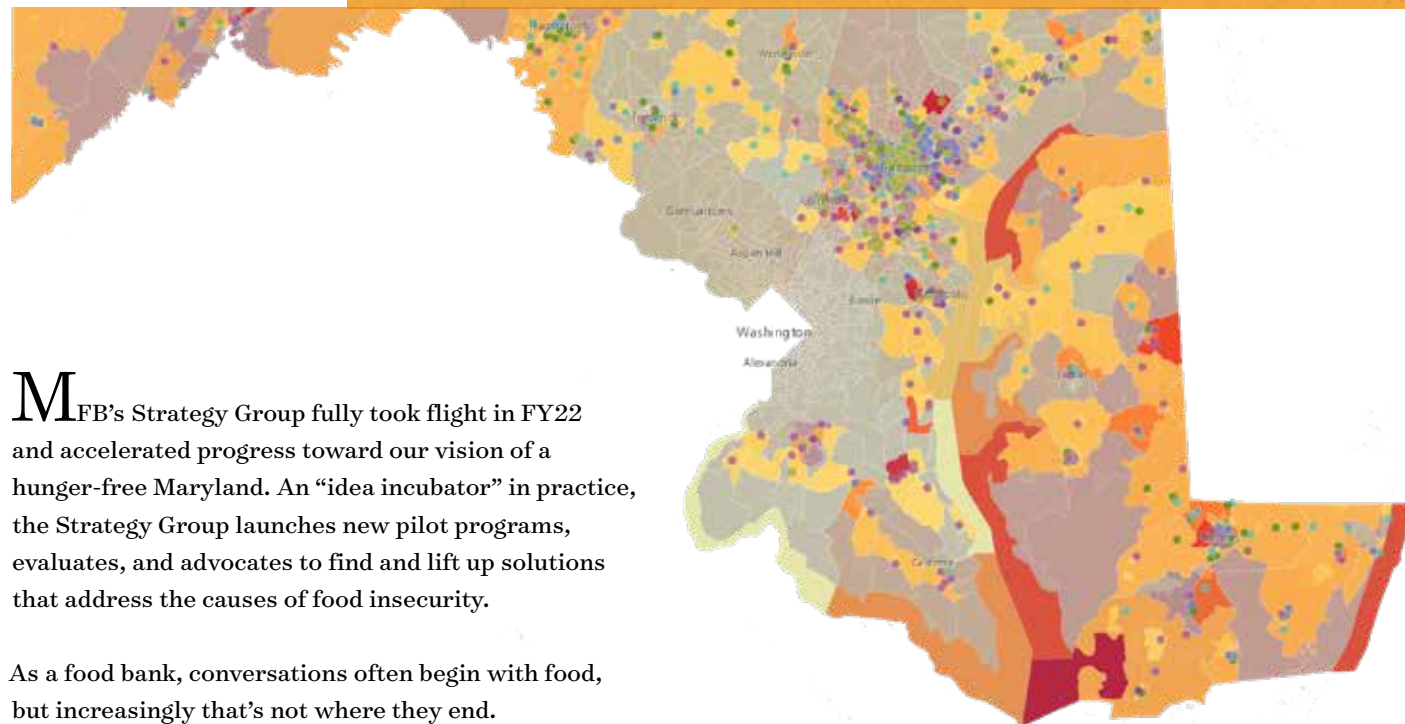
\$1.1 Million

in grants to local organizations to
expand food access and pathways
out of hunger



FOOD, AND STRATEGY

WE'RE USING DATA TO PROVIDE HOLISTIC SOLUTIONS, LEADING TO BETTER OUTCOMES.



MFB's Strategy Group fully took flight in FY22 and accelerated progress toward our vision of a hunger-free Maryland. An "idea incubator" in practice, the Strategy Group launches new pilot programs, evaluates, and advocates to find and lift up solutions that address the causes of food insecurity.

As a food bank, conversations often begin with food, but increasingly that's not where they end.

While we continued to make great strides in MFB 3.0's first pillar (Expanding Access to Nutritious Foods) we're finding that the root causes of hunger—which overwhelmingly stem from a lack of financial resources—are deeply entrenched in our state. But your support fueled our ability to continue that conversation with hungry Marylanders and say "yes" to wraparound services that provide pathways out of hunger and lead to economic stability, our second pillar.

"The Strategy Group focuses on improving outcomes for Marylanders. We provide proof of concept for what works and then turn those learnings into new programs, partnerships, and policies. Our work runs the gamut from workforce training programs, to research, and technology-enabled home delivery. None of this would be possible without the generous support of our donors," said Meg Kimmel, MFB's EVP & Chief Strategy Officer.

One of the most prominent new resources to emerge from the Strategy Group is the Maryland Hunger Map (MHM).



Even the best ideas won't take root unless our local partners have the resources they need to grow.

THE \$1.1M IN CAPACITY GRANTS WE MADE IN FY22 HAVE COVERED THE COST OF EVERYTHING FROM FOOD, FREEZERS, AND TECHNOLOGY, TO SHELVING, VEHICLES, AND EVEN A BUILDING.

“

The Maryland Food Bank finds ways to provide help and a hand up to our neighbors in need, no matter where they are, and no matter who they are,” said Kim Nechay, Executive Director, the Perdue Foundation. “And we find that this is the perfect partnership to help us ‘deliver hope to our neighbors,’ as we say here at Perdue.”

For decades, we had little choice but to rely on generalized, often dated data to guide strategy and programming, informing our food distribution decisions. But now, our innovative Maryland Hunger Map (MHM) combines a number of local data sources to give us a deeper understanding of both the true drivers of need, but our Network as well—who they are, what they can do, where they are located, and where there are gaps. And we’re using better data to work those gaps. This combination is the true value of the MHM.

“The Maryland Hunger Map has become an invaluable tool for us,” said MFB Chief Programs Officer Nekeisia Booyer. “Having timely, accurate, and most importantly, localized data lets us make that crucial shift from being reactive to proactive, to purposefully distribute healthy food while rooting out the causes of hunger before they can take hold and negatively affect our neighbors’ lives.”

Knowing that our ability to affect change in Maryland is only limited by the capacity of our nearly 1,200 statewide partners, MFB has been helping some of these community organizations say “Yes, and...” to their neighbors through grants to help them distribute more complex types of healthy foods such as meat, dairy, and fresh produce, as well as improve the neighbor experience which you’ll read about on page 8.



Hardships Hit Home

48%

INCREASE IN MARYLANDERS STRUGGLING TO PAY FOR USUAL HOUSEHOLD EXPENSES

(12/21-11/22)

28%

OF MIDDLE CLASS FAMILIES EXPERIENCED FOOD INSUFFICIENCY

30%

OF MD FAMILIES SAID THEIR KIDS WERE NOT EATING ENOUGH DUE TO HIGHER FOOD COSTS

2 in 5

MARYLAND HOUSEHOLDS EXPERIENCED HARDSHIP IN SOME FORM—AND WOULD STRUGGLE TO COME UP WITH \$400 TO PAY FOR AN UNEXPECTED BILL.

**Visit mdfoodbank.org/research for sources and to learn more.*

Workforce Development Pilot

We’re addressing long-term financial stability by helping Marylanders enroll in seven training programs that lead to good-paying careers in high-growth industries such as technology, healthcare, and clean energy. But we’re also doing more to help participants in the moment by connecting them to assistance with public benefits, providing food and even offering a stipend to cover incidentals that could prevent their successful completion of the program. Stay connected and see how this program is helping more Marylanders thrive.





Learn more about our efforts to expand food access through urban farming.



FOOD, AND NUTRITION

WHEN PEOPLE CAN EAT BETTER, THEY CAN LIVE BETTER. IT'S JUST THAT SIMPLE.



At the true core of the Maryland Food Bank's efforts, nutrition is Maryland's surest route to a healthy and thriving population.

For nearly half a century, you have understood this, and supported our efforts to ensure healthy food is available to any Marylander in need. But recently, there has been a downward trend in donated food, prompting us to spend nearly 40% of our food sourcing budget on produce. And while we're thrilled to get more produce to more Marylanders, purchasing food at nearly 4x pre-pandemic costs is not financially sustainable.

Programs like MFB's Farm to Food Bank have done a great job supplying fresh produce to Marylanders from primarily Eastern Shore farms and will continue to do so, but we have taken this opportunity, albeit a costly one, to

also increase access, reduce our environmental impact, and provide our neighbors with culturally appropriate foods. That's why our investment in local farming and the Culturally Inclusive Crop pilot program will lead to better outcomes.

"This pilot program is so important because it lifts so many up," said Kate Long, MFB's Director of Nutrition. "In addition to supplying our neighbors with culturally relevant foods, which people are more likely to actually eat—we're ensuring that farmers are paid sustainable wages for their hard work."

In Princess Anne, Wood Duck Landing Farm is growing callaloo, jute, eggplant, as well as scotch bonnet and habanero peppers—ingredients that are familiar, making it easier for families to cook healthy meals.



Culturally Inclusive Crop Pilot Program

“Farming can be unpredictable, so it can be hard to get people to work. This project funding from MFB means consistency—now I can tell the people that work for me that they will have regular hours, and they can now plan their lives around regular pay,” said Michael Edwards, owner of Wood Duck Landing Farm.

And while the Eastern Shore’s rich agricultural history remains vital to our plans, we’re reducing the environmental and financial impact of transporting food by partnering with local urban farms, like Strength to Love (STL) in northeast Baltimore. STL is providing nutrient-dense greens like collards and rainbow chard, as well as beets, cucumbers, green peppers, zucchini and garlic, and we’re making this in-demand produce available at no cost to our neighbors visiting food pantries.

“

Knowing that the faster Marylanders get fresh fruits & vegetables, the healthier it is, we were thrilled to help the Maryland Food Bank by providing a refrigerated truck to shorten the time it takes to get locally grown produce from farmer to your partners here on the Eastern Shore, and ultimately onto the tables of our neighbors.”

—Stacy McMichael, Executive Director, Richard Henson Foundation

900%

INCREASE IN PER POUND
PAYMENT TO FARMERS
(FROM \$.30/LB TO \$3.00/LB. ON AVG.)

13
Million

POUNDS OF PRODUCE DISTRIBUTED
AT 1,200 STATEWIDE SITES

2.5
Million

POUNDS OF PRODUCE FROM
53 FARM TO FOOD BANK FARMS

Nearly
27%

OF TOTAL POUNDS DISTRIBUTED
WERE FRESH FRUITS & VEGETABLES





**166% increase
IN NUMBER OF
SWAP PANTRIES**

**SCHOOL PANTRY: MORE
THAN 2.3 MILLION MEALS**

**40% of newly food-insecure
people forgo pantries
due to stigma**

FOOD, AND DIGNITY

THERE'S NO REASON A TRIP TO A FOOD PANTRY SHOULD BE DIFFERENT THAN A TRIP TO THE MARKET.



As we continue to seek ways to help our partners do more, we're also focusing on how to make that experience more positive and rewarding for all.

We're using the latest best practices to help our partners improve the experience for neighbors and squash the stigma that can be a barrier on its own. Recent data shows that as many as 40% newly food-insecure people will not go to a food pantry or distribution event due to stigma.

Some of MFB's partners statewide are returning to this type of neighbor-choice model, where people can shop and select their own food, while others have added home delivery options. Some sites are doing more by helping visitors make informed choices through vibrant signage explaining the Supporting Wellness At Pantries' (SWAP) "stoplight" method for assessing the nutritional value of food where foods are labeled Green (choose often), Yellow (choose sometimes), and Red (choose rarely).

"What we really like about the SWAP program is that it's about putting more information in people's hands (and in languages other than English) to empower them, and make it easier for Marylanders to access and eat healthy, nutritious food" said Elizabeth Hang, Director, Social Responsibility, UnitedHealthcare.

“

Sometimes it makes you feel degraded. You know, like somebody's trying to dehumanize you because you can't afford things, but this is a very nice experience."

Alma T., a neighbor visiting an outdoor choice pantry in the Greenmount West community

In FY22, 89 partners received nearly \$1.1 M in Food First Capacity Grants from MFB to enhance their neighbors' visits, including the 40 West Assistance and Referral Center. At their Edmonson Village site, technology upgrades mean neighbors stay informed about 40 West's food distribution events, while new canopies provide comfort, sheltering shoppers from the elements while they choose and place their preferred foods into reusable bags.

We also want to make sure we're asking for—and listening to—the input and feedback our neighbors across the state share, because we want to provide solutions that they want and need. In the end, we want to work with our neighbors, and not for them.



FOOD, AND PATHWAYS

PROVIDING MORE OPPORTUNITY IS HOW WE TRULY END HUNGER FOR MORE OF OUR NEIGHBORS

In the 12 years since its launch, our FoodWorks culinary training program has paved the way for hundreds of Marylanders to lift themselves out of economic insecurity. In FY22, MFB launched a new training location at Wor-Wic Community College on the Eastern Shore, dramatically expanding opportunities for Marylanders to achieve financial stability and break the cycle of food insecurity once and for all.

FoodWorks Class 40 graduate Bria Evans epitomizes MFB's ethos, having launched "Fresh Start Mobile Services" in the spring of 2022 to provide not only hot meals, but hot showers to neighbors who lack stable housing.

"FoodWorks elevated my skills to a level where I could apply them and scale up my efforts to help my neighbors in need," said Chef Bria. "And without the incredible support from the FoodWorks team, there's no way that I would be here now, and be able to do so much for so many of my neighbors."

While the addition of this new FoodWorks location and MFB's Workforce Development program means Marylanders have even more options, our FoodWorks Case Management team is providing the "and" through supportive services like SNAP, stipends to cover transportation and other incidentals, and connections to other benefits.

And because we know that legislators also have the ability (and power) to say "Yes, and..." we've expanded our advocacy efforts at the local, county, and state levels to address the very systems and practices that trap people in cycles of poverty and food insecurity.

“

People are never going to be able to achieve their dreams if they're dealing with food insecurity. We partner with the Maryland Food Bank to support Marylanders' basic needs, so people can focus on their aspirational goals. We have to invest in our communities and take care of them, because that's the only way we're all going to be able to fully prosper.”

—Blackie Wills, President and COO,
The Wills Group



438 FoodWorks Graduates
23 IN FY2022

3 Training Sites:
BALTIMORE COUNTY,
BALTIMORE CITY &
EASTERN SHORE

3 new legislative bills
addressing hunger



YOU GOT US TO "YES, AND..."

While the daily uncertainty that accompanied the pandemic is finally behind us, it has taken most of FY22 for the seismic impact that the last two years had on the Maryland Food Bank to begin to recede.

Today, MFB is a larger, smarter, and more complex organization than we were just three years ago. We have always excelled at our core business—food distribution—and now we are once again leveraging our resources to address the many, interconnected reasons that leave as many as 2 million Marylanders food insecure.

At the Maryland Food Bank, we will always use our reach, our partnerships, and our financial resources to source and distribute as much nutritious food as possible. We expect to purchase twice as much food as we did before the pandemic, despite rising costs. *(See Q&A with Sue Zavoyna, CFO to learn more)*

At the same time, we know that ending hunger will take more than food. Families struggle to put healthy food on the table because they don't make enough money to cover the basic cost of living. They too often must choose between food and rent, utilities, medical costs, housing, and transportation.

We would not be the organization we are today without you. Your support made sure that we were able to withstand the pressures of historic, ongoing levels of need, gave us the flexibility to refresh our strategic plan, and helped us take care of our team. We emerged from FY22 stronger and with a blueprint to do even more to end hunger.

And while we entered the year with a significant cash balance, we spent into those reserves over the course of FY22. We will continue to be good stewards of our financial resources and invest them in a thoughtful way over time, while continuing to ask for your ongoing partnership to fuel our future because... there is still more work for us to do, together.

It is early 2023, and the rough waters look to continue for some time. The amazing show of support from the federal and state governments, businesses, foundations, and individuals that fueled our ability to grow last year must remain for us to be able to continue giving more Marylanders the resources they need to break through barriers, stabilize, and thrive.

We have the right people, the right programs, the right strategies, and the right vision. And we hope you'll consider your on-going support of our work the right thing to do.

UNTIL HUNGER ENDS,

CARMEN DEL GUERCIO
President & CEO,
Maryland Food Bank

JENNIFER DARDIS
Chair, Board of Directors,
Maryland Food Bank



FINANCIALS

FY2022

Q&A WITH MFB'S CFO, SUE ZAVOYNA

Q. PURCHASING FOOD IS OBVIOUSLY A SIGNIFICANT EXPENSE FOR A FOOD BANK. WHAT DID THAT LOOK LIKE IN FY22?

A. Last year, MFB saw a 40% reduction in donated foods and food prices at nearly twice pre-pandemic levels. Higher costs were driven by ongoing supply chain issues, labor shortages, fuel costs and even the cost of cardboard. In FY22, MFB spent nearly \$20 million on food. We are committed to using our purchasing power to access more nutritious food, even though that translates into higher costs. While we continue to look for efficiencies, I anticipate that food purchase will remain one of our most expensive strategies.

Q. WHAT IS THE FORECAST FOR FY23 AND BEYOND?

A. The challenges we faced in FY22 have continued into FY23. Through the first four months of the fiscal year, we spent \$9.5M to purchase food. To put that into context, that is 170% of our total food expenditure in FY19 (pre-pandemic).

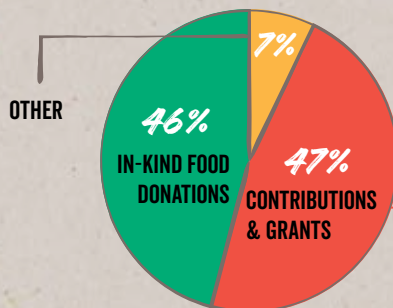
Q. FROM YOUR PERSPECTIVE, HOW WAS FY22 DIFFERENT THAN THE PREVIOUS YEAR OR TWO FOR THE MARYLAND FOOD BANK?

A. Through a financial lens, FY22 was a year where our expanded size and scope began to normalize. While we distributed 30% more pounds than we did before the pandemic, revenues dropped, programs stabilized, and we renewed efforts to increase operational efficiency. There are still strong head winds, but I'm relieved that the worst of the pandemic's chaos is behind us.

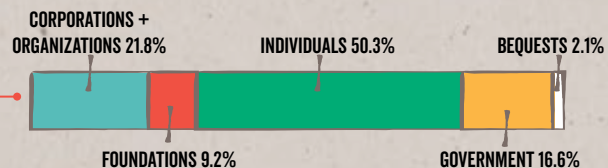
Q. DO YOU FORESEE THE ECONOMY AFFECTING THE FOOD BANK'S ABILITY TO CONTINUE WITH THE REFRESHED STRATEGIC PLAN?

A. Market forces always play a significant role in our work. The health of the economy affects how much people can afford to donate to nonprofits. And, while inflation is currently driving up costs, we also need to consider the role that wages play in continuing to drive high levels of need for food assistance. That said, the food bank is committed to making choices and supporting programs and strategies that have the potential to end hunger for more Marylanders.

Revenue



Contributions & Grants (47%)



Financial Activities

	2022	2021
REVENUE		
In-kind Food Donations	\$35,491,000	\$65,036,000
Contributions & Grants	36,349,000	64,526,000
Other	5,066,000	14,304,000
Total Support & Revenue	\$76,906,000	\$143,866,000
EXPENSES		
Program Services (90%)	\$75,367,000	\$108,974,000
Management & General (4%)	3,303,000	3,041,000
Fundraising (6%)	5,027,000	4,650,000
Total Expenses*	\$83,697,000	\$116,665,000
Change in Net Assets	(\$6,791,000)	\$27,201,000

Financial Position

	2022	2021
ASSETS		
Cash, Cash Equivalents & Investments	\$39,864,000	\$48,387,000
Other Assets	7,340,000	11,757,000
Property & Equipment, Net	17,428,000	14,796,000
Total Assets	\$64,632,000	\$74,940,000
LIABILITIES & NET ASSETS		
Total Liabilities	\$6,977,000	\$10,495,020
Total Net Assets	\$57,655,000	\$64,445,000
Total Liabilities & Net Assets	\$64,632,000	\$74,940,000

*Total Expenses includes approximately \$1.2 million of depreciation (noncash) expense in both FY22 and FY21



THIS IS OUR **NEW MINDSET**

Since Ann Miller founded MFB back in 1979, the way we interact with our neighbors in need has changed dramatically.

Gone are the days where simply offering a hungry Marylander whatever donated nourishment was available was an acceptable outcome.

Today, our conversations with our neighbors still begin with food (more thoughtfully sourced, more nutritious food) but we're using current, local data, our decades of experience, and newly formed partnerships to help our neighbors address the root causes that force them into food insecurity in the first place.

We're saying "Yes, we will be here for you with nutritious food, and...we can help you achieve the financial stability you need to thrive"

Going forward, we'll continue to use all of the tools that you so graciously provide to "shorten the line," and meet people where they live and work.

We'll partner with even more local farms and farmers of color to make our neighbors have access to fresh (and culturally relevant) produce; we'll help more students achieve financial stability through FoodWorks' expansion and increased access to training in lucrative industries like solar and IT; and we'll continue to ensure that we are listening to and representing all Marylanders who need us.

We're encouraged by the successful outcomes that MFB 3.0 is helping us realize for Maryland families.

And with you at our side, we can say "Yes, and.." to even more of our neighbors.

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