

# Together We Move Forward



MARYLAND FOOD BANK  
FY2023 ANNUAL REPORT



# WHY *YOU* WERE SO IMPORTANT IN FY23

## *The Need*

**Up to 2 million Marylanders** may face hunger on any given day, and more than 1 in 3 of us find it difficult to pay for usual household expenses. Thankfully, thoughtful supporters like you are helping provide more equitable and inclusive solutions, giving more Marylanders the chance to thrive.



**807,433**

Estimated Number of Neighbors Served



**305,846**

Estimated Number of Households Served

## *The Output*

**41,605,239 meals**



**49,926,286 pounds**



**26% (13,122,709 lbs.)** was fresh produce, and 68% of overall food distributed was "SWAP Green"

TOTAL NUMBER OF DISTRIBUTION POINTS

**1,076**



TOTAL NUMBER OF NETWORK PARTNERS

**363 statewide**

## *Pathways Out of Hunger*

FoodWorks Graduates

**50 (488 total since 2010)**

Workforce Development Program

**7 Partnerships**

Speakers Bureau

**18 Members**

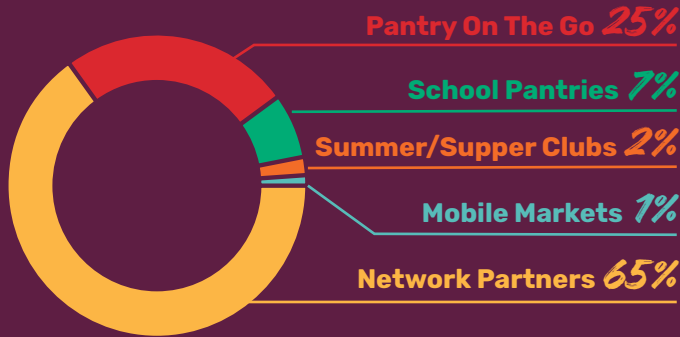
Community Partnership Grants

**More than \$1.1M to 105 Partners**



## The Work

### MEALS DISTRIBUTED BY PROGRAM



**School Pantry Program (K-12)**  
189 sites  
2,485,085 meals



**Supper Club Program**  
33 sites  
606,666 meals

**Summer Club Program**  
38 sites  
71,229 meals

**Higher Education Pantry Program**  
17 sites  
163,708 meals

### BACK UP BOXES

**105,570 BUBs**

nearly 25% home delivered



### FARM TO FOOD BANK PROGRAM

**2,448,780 pounds**

**59 farm partners**

### MOBILE MARKETS:

**242 events**

**616,446 pounds**

**513,705 meals**

**9,969 neighbors served**



### PANTRY ON THE GO:

**2,063 events**

**10,980,583 pounds**

**9,150,486 meals**

**177,584 neighbors served**



### GOVERNMENT PROGRAMS:

**TEFAP—4,006,478 meals**

**DSS—4,510 boxes**

### VOLUNTEER PROGRAM:

**4,877 volunteers**

**15,614 shifts**

**36,691 volunteer hours**

**\$1,200,000 economic value**



## MFB BOARD CHAIR TERRY SQUIRES & MFB PRESIDENT/CEO CARMEN DEL GUERCIO DISCUSS FY23



*MFB President & CEO Carmen Del Guercio, MD House Speaker Adrienne Jones, FoodWorks' Kira Coates, MFB Board Chair Terry Squires, and Speakers Bureau Member Kimberly Evans.*

# THE YEAR THAT ***WAS***

### **TS: How would you best characterize FY23 at the Maryland Food Bank?**

CDG: This past year we were able to emerge from the shadow of the pandemic and really focus on our relationships with our neighbors, our partners, and our supporters. No longer were we in crisis response mode, where food assistance felt more like that carnival game "Whack-a-Mole" and every time we were able to eliminate one hunger hotspot, two more popped up in other parts of the state. Our strategic plan—MFB 3.0—continues to be our roadmap for navigating the ongoing elevated need while allowing us to refocus on our longer-term objective of ending hunger for more Marylanders.

### **TS: How is MFB positioned to handle this elevated need through FY24 and beyond?**

CDG: The economy doesn't just affect individuals' and families' ability to afford food; it has affected our operations significantly by increasing the cost of food we purchase as well as our ongoing, daily expenses. Our data shows that this won't be changing any time soon. Thankfully, even in these challenging economic times, Marylanders still stood up to support their neighbors, giving our team the ability to fully execute our plan and

position the food bank to be the resource our neighbors need us to be.

### **TS: Is there one word you could use to describe what MFB was able to accomplish in FY23?**

CDG: As I interact with different departments and colleagues at the food bank, the word I hear most often is strategic. It may not be a "buzzy" marketing word, but it is the right word for what we are today. Across MFB, we're being much more deliberate, intentional, and focused on ensuring that the right amount of nutritious and culturally preferred food is being distributed through the right programs, at partners located in the right neighborhoods in communities all across our state.

It also means that we continue to focus on root cause work, ensuring our partners and neighbors are supported by the right wraparound services for their particular community. On the next page, you'll read about one of these "strategic" partners—Catherine's Family & Youth Services in northwest Baltimore—where communication and coordination with the community is the key to bringing about more positive outcomes for Edgemcombe residents.





# THE RIGHT PARTNER IN THE RIGHT PLACE

*"The greatness of a community is most accurately measured by the compassionate actions of its members"*

— CORETTA SCOTT KING

**A**t 10 a.m. on a balmy Wednesday morning in June, Valarie Williams stands at the edge of a parking lot bordering Dupont Avenue with a bullhorn, getting ready to announce to more than 100 of her neighbors (many of whom had started lining up at 6 a.m.) that the first of the bi-monthly distribution events at Catherine's Youth & Family Services was ready to start.

"Today, we have fresh produce, an assortment of meats, toiletries, diapers, light bulbs to give away, plus resources like Transformation Health Services, because people here are hurting," said Valarie, who co-founded Catherine's Youth & Family Services and serves as its executive director.

"You see these 100 people?" she asked. "We'll help them by about 12:30. Then, since today is the last day of

school, we'll have two more lines like this. Food stamps have been cut, and families are in great need."

In the Edgewcombe community, food takes up 24.5% of most household budgets—nearly 8% higher than the state average. And 44% are Asset Limited, Income Constrained, Employed, or "ALICE," the United Way's language describing neighbors living above the federal poverty line, but still unable to afford the basic cost of living in their community.

Families are experiencing the same challenges statewide. Every day, across the 22 areas we serve (all Maryland counties except Montgomery & Prince George's Counties, plus Baltimore City), events like the one at Catherine's are happening, and it's only possible because of you.



## THE RIGHT PARTNER IN THE RIGHT PLACE (CONT.)



(educational signage and pavilion sponsored by Medifast)

"I'm angry," said Sean Williams, one of the neighbors at Catherine's food distribution event. "I'm on disability, just trying to help my family. We used to get almost \$400 in food stamps (SNAP benefits) each month, but now it's down to about \$150—do you have any idea how much Pampers cost for my two granddaughters?"

Sean, who often struggles with balancing the need to have food and supplies like diapers with the need to pay bills, has a much different feeling for Catherine's Youth & Family Services:

**"I really love this place because they look out for all their people and make sure that we get everything we need, Today. I was able to get chicken, toilet paper, light bulbs, and of course, those Pampers!"**

Sean also took advantage of the opportunity to visit with Transformation Health Care, a Baltimore-based organization focused on mental wellness. "I don't have any health insurance, so anytime I can get some help like this, I am surely thankful," she shared.

"We've been in the area for more than 13 years and have been coming here to Catherine's since their inception," said Transformation Health Care's Kelly Smith. "I mean, it's a no-brainer—Miss Valarie is here with free food, and there's no reason why mental health isn't also one of the things people have access to."

The partnership between the Maryland Food Bank and Catherine's Youth & Family has been deepening since 2015. What began as support through monthly food distributions has blossomed into a deep and complex relationship that is providing real relief in Edgemoor.

Keeping in close contact with the food bank through Symposium, regional gatherings, and regular visits to our Halethorpe warehouse, Valarie is able to offer new resources from emerging efforts like MFB's Local Food Purchasing Agreement, which means her neighbors are able to access high quality Maryland grown or produced foods like blue catfish from local waterways.

She also has plans to bring her staff to the MFB's Education Garden (sponsored by Medifast), where they'll have the opportunity to learn more about where food comes from and help educate their neighbors about ways to make healthier eating choices.

**Without you at our side, building the type of partnership we have with Catherine's Family & Youth Services would be virtually impossible.**

**SNAP OUTREACH PROGRAM**  
*658 applications processed,  
resulting in 349,845 meals*

**ESTIMATED LOCAL ECONOMIC IMPACT:**  
*\$2,025,742*

# TOP MFB *IN THE NOW* MOMENTS

We thank you for your belief in our ability to expand access to nutritious food while helping Marylanders build long-term paths to self-sufficiency. We celebrate our successes throughout the year by recognizing "MFB In the Now" moments, and hope you enjoy this retrospective from FY23.

## *Mobile Market Expansion*

Thanks to our friends at Perdue and M&T Bank, neighbors can now visit THREE Mobile Markets!

TOTAL MEALS DISTRIBUTED/POUNDS DISTRIBUTED

*513,705 meals / 616,446 pounds*

ESTIMATED NUMBER OF NEIGHBORS SERVED

*9,969 individuals*

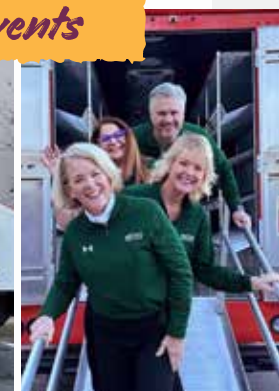
ESTIMATED NUMBER OF HOUSEHOLDS SERVED

*3,776 households*

TOTAL NUMBER OF BACK UP BOXES (BUBS) DISTRIBUTED

*17,081*

## *242 Mobile Market Events*



*"I was touring the food bank, and when I saw one of these in your parking lot, I said M&T Bank just has to get their name on one of these, so I turned to [MFB President & CEO] Carmen and simply said 'How much is it going to take to get this done?'"*

— Anna Smith, Senior Vice President (ret.) | M&T Bank | Wilmington Trust Community Involvement | Family Wealth

## *Pathways Out of Hunger*



*50 graduates*

24 FROM HALETORPE/UA HOUSE  
26 FROM EASTERN SHORE

*488 graduates*

TOTAL NUMBER OF  
GRADUATES SINCE 2010

## *Workforce Development Program*

*30 individuals completed training with 7 partners:*

- Baltimore Alliance for Careers in Healthcare (phlebotomy, healthcare apprenticeships)
- Byte Back Baltimore (computer foundations, IT professional training)
- Center for Urban Families (essential workplace skills, certificate programs)
- Civic Works Center for Sustainable Careers (utility infrastructure)
- I'm Still Standing Community Corporation (cyber/IT, solar energy)
- Npower (IT fundamentals)
- Turn Around Tuesday (essential workplace skills)







*\$1,100,000 was awarded  
to 105 partners in FY23*



## *Partner Grants*

While distributing food will always remain vital to MFB's mission, we also know that it takes more than food to end hunger. With your support, we expanded our grant making efforts in FY23, helping to fund new projects and programs that address the unique needs of individual communities.

Learn more about how your donations are directly making a difference through MFB Partner Grants.



## *MFB In-Person Events*

Collaboration is key to our ability to do more for neighbors. Events like our Hunger Action Symposium and Regional Gatherings are where the real work is done to create solutions that help Marylanders in need.

## *Advocacy*

To bring about real change, we're lifting up the stories of local neighbors who face hunger everyday.

For the first time ever, our policy team's visits to Annapolis were enhanced by the personal stories of hunger shared by our new Speakers Bureau members, resulting in the passage of six bills during the 2023 Maryland legislative session.

### *Family Prosperity Act*

**GOVERNOR MOORE MADE THE EITC/CTC PERMANENT**

### *Farmers Feeding Families Act*

**MD GENERAL ASSEMBLY MADE FARMERS' CROP  
DONATION TAX CREDIT PERMANENT**

### *Local Farm Purchase Assistance Cooperative Agreement Program*

**USDA SUPPORTS OUR EFFORTS TO SOURCE MARYLAND-GROWN  
PRODUCE, DAIRY, EGGS, AND MEAT, STRENGTHENING THE LOCAL  
FOOD SYSTEM**







FY2023



# FINANCIALS

Q&A WITH MFB CHIEF FINANCIAL OFFICER  
SUE ZAVOYNA

- 1. Last year, you shared that forces out of MFB's control played a significant role in the food bank's work. How did the country's volatile economic landscape affect MFB's ability to see MFB 3.0 through in FY23?**

In FY23, we distributed just under 50M pounds of food—the equivalent of 41.6M meals—to Marylanders in need. We also focused our efforts on building relationships with community leaders to transform the neighbor experience and build sustainable solutions that address the root causes of hunger.

The same economic trends that drove our daily operating expenses higher also increased the cost of housing and food for neighbors, creating more demand on our partner network.

- 2. Do you foresee these economic trends continuing into FY24?**

While the increase in food prices is expected to slow in FY24, the cost of store-bought food has increased over 20% since the pandemic, with some household staples up even more. Marylanders are paying more for less, forcing them to shift spending from other budget categories or to buy less nutritious items so they can buy enough food. In FY24, MFB is continuing to focus on providing nutritious food throughout all of our programming while continuing to diminish the stigma of food insecurity.

- 3. What type of support is most needed in FY24?**

By contributing to MFB, donors make it possible for us to listen and respond to our neighbors' needs, create opportunities that lead to financial stability, promote community-led solutions to food "security", and advocate for a future without hunger.

The philanthropic gifts you provide support our strategic priorities that provide people-centric food distribution, create pathways out of hunger, build community partnerships, and position Maryland for progress.

- 4. What are you most excited about in FY24?**

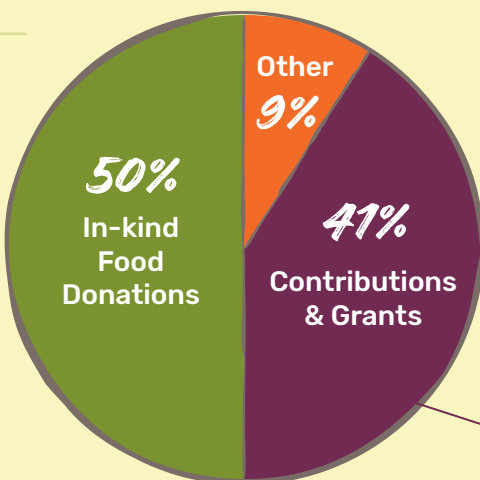
One of our learnings from the pandemic was a need to invest in MFB's infrastructure to maximize our ability to fulfill our mission. In FY24 one of our areas of focus will be investing in cutting edge technology to strengthen our data-informed structure. We are excited to be kicking off several technology initiatives including a new Enterprise Resource System (ERP) to improve the flow of data, a new Customer Relationship Management System, and a new Data Warehouse.

These projects will continue over 18-24 months and will position MFB to do our work more efficiently, utilizing more targeted data to refine strategy and better support our mission. We are very optimistic that these projects will not only support where we are today, but where we are headed in the future!

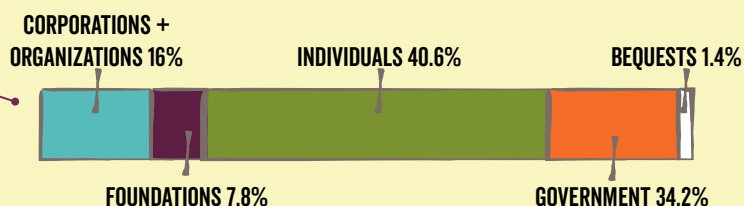
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# FINANCIALS

## Revenue



## Contributions & Grants (41%)



## Financial Activities

## Financial Position

	2023	2022
<b>REVENUE</b>		
In-kind Food Donations	\$44,892,000	\$35,491,000
Contributions & Grants	36,427,000	36,349,000
Other	7,984,000	5,066,000
<b>Total Support &amp; Revenue</b>	<b>\$89,303,000</b>	<b>\$76,906,000</b>
<b>EXPENSES</b>		
Program Services (90%)	\$85,833,000	\$75,397,000
Management & General (5%)	3,389,000	3,303,000
Fundraising (5%)	4,560,000	4,997,000
<b>Total Expenses*</b>	<b>\$93,782,000</b>	<b>\$83,697,000</b>
<b>Change in Net Assets</b>	<b>(\$4,479,000)</b>	<b>(\$6,791,000)</b>

	2023	2022
<b>ASSETS</b>		
Cash, Cash Equivalents & Investments	\$32,916,000	\$39,864,000
Other Assets	9,161,000	7,340,000
Property & Equipment, Net	18,842,000	17,428,000
<b>Total Assets</b>	<b>\$60,919,000</b>	<b>\$64,632,000</b>
<b>LIABILITIES &amp; NET ASSETS</b>		
Total Liabilities	\$7,743,000	\$6,977,000
<b>Total Net Assets</b>	<b>\$53,176,000</b>	<b>\$57,655,000</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$60,919,000</b>	<b>\$64,632,000</b>

\*Total Expenses includes approximately \$1.2 million of depreciation (noncash) expense in both FY23 and FY22



## CARMEN DEL GUERCIO AND TERRY SQUIRES LOOK FORWARD



## THE YEAR TO COME

**CDG: You've been a Board Member since 2019, and recently moved into the role of Board Chair. Why did you choose to give even more of yourself to the Maryland Food Bank?**

TS: I just really felt like I could use my passion for fighting hunger and my experience to help the food bank realize its strategic goals, allowing more neighbors to break free of hunger and move forward financially. To have this opportunity at this point in the food bank's history is humbling.

**CDG: How has the Board evolved over your tenure, and how will today's Board help further MFB 3.0?**

TS : While I have always been impressed at the dedication of my fellow board members to lend their expertise to the food bank's efforts, today's board is engaging on an entirely different level, based on a foundation of fundraising. We're on our own DEI journey, we're brand ambassadors, and everything we've learned/are learning

fuels the expansion and deepening of relationships that can help the food bank maintain the right balance of distributing nutritious food and continuing to eliminate the root causes of hunger. It's about using new perspectives to develop more equitable solutions that help more neighbors realize better outcomes.

**CDG: Is there one word you could use to describe how supporters should feel about the food bank in FY24 and beyond?**

TS: Just one word? I would say "optimism." While its somewhat disheartening that 1 in 3 Marylanders can still face hunger on any given day, the food bank is full of optimism. Because of your ongoing support, we're able to continue to innovate. From the Programs team's work to right-size our statewide partner network to our continued efforts to expand pathways out of hunger, you can feel optimistic that we have the right plan, the right people, and the right partnerships to help all Marylanders thrive.



## YOU SPOKE UP

In FY23, inflation exacerbated hunger's root causes, making it challenging for too many Marylanders to manage everyday household expenses and provide nutritious food for their families. Thankfully, you've stepped up and added your voices to the ever-growing chorus of people who want to see all Marylanders thrive.

Following their volunteer shift during Pack to Give Pack 2022, platinum sponsor Transamerica's Shalonda Green shared: **"Knowing that inflation is affecting everyone, these holiday meals are going to be a blessing to so many who may not be able to make ends meet, so we're happy to be part of it."**

*"I feel better connected to others as a result of helping to glean fresh produce."*

— **Monica Addison-Walker, donor & volunteer who participated in MFB's gleaning event at First Fruits Farm in Freeland, Md.**



### FY23 BOARD OF DIRECTORS

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GWWO Architects

**Mary Frances Isakov**, Vice Chair  
M&T Bank

**Jennifer Reilly**, Secretary

**Tom Albero**, Treasurer  
Alliance Material Handling, Inc

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**Mike Blair**  
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**Derrick Dickens**  
BGE

**Mary Kate Federico**  
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**Dyani Hanrahan**,  
Giant Food

**Delegate Shaneka Henson**  
Maryland State Delegate

**Alia Kemet**  
Shipt

**Rachel O'Neill**  
Travelers Insurance

**Melanie Perreault**  
Towson University

**Dawn Rhodes**  
University of Maryland,  
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**Lori Amos Robinson**  
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**Robert Thomas**

**Bob Waldman**  
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**Teresa Woodard**  
T. Rowe Price  
Associates

#### Ex Officio

**Carmen Del Guercio**  
Maryland Food Bank



**mdfoodbank.org**

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