



Deliberate Thoughtful Intentional

MARYLAND FOOD BANK FY2024 ANNUAL REPORT



Mindful Hunger Solutions and More in FY24

(July 1, 2023 - June 30, 2024)

THE NEED

Hunger continues to hold Marylanders back from thriving, and the continued impact of inflation made things even more challenging for families and individuals alike. But in FY24, your support allowed us to continue being deliberate, thoughtful, and intentional about the ways that we interact with our neighbors. Because of your generosity, we helped people overcome challenges by expanding access to nutritious food and building pathways out of hunger for more Marylanders—and by investing in our own sustainability to ensure we are here as long as the 1 in 3 of our neighbors who are food insecure need us to be.

THE NETWORK

 7,152,104 total neighbors helped

 1,021,000 unique neighbors helped



Fresh Produce

27% increase
from FY23

75% SWAP Green
up 12% from FY23



NUTRITIOUS FOOD



43.5M
meals distributed

52M lbs.
of food distributed

14.3M lbs.
was fresh produce



PATHWAYS PROGRESS

Because of your belief in us, more Marylanders are moving along their personal pathways out of hunger.

Last year, 67 students graduated FoodWorks as professional chefs, headed for good-paying careers—**that's 34 percent more than FY23!**

And a newly launched Workforce Development web page is offering neighbors access to job training and skill building in several sectors, including, green energy, construction, cyber security, and more.

Programs



School Pantry Program (K-12)

185 sites
2,480,682 meals

Supper Club Program

57 sites
487,345 meals

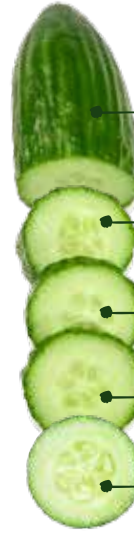


Summer Club Program

40 sites
72,336 meals

Higher Education Pantry Program

17 sites
171,754 meals



Network Partner Pantries 53%

Pantry On The Go 24%

School Pantries 7%

Summer/Supper Clubs 2%

Mobile Markets 1%



Government Programs:

TEFAP—5,001,299 meals

DSS—137,423 meals

MOBILE MARKETS

409 statewide stops
605K meals (726K lbs.)
101,883 neighbors helped



PANTRY ON THE GO

2,075 events
10.5M meals (12.5M lbs.)
1,760,236 neighbors helped

VOLUNTEER PROGRAM

6,789 volunteers
15,995 shifts
37,789 hours
\$1.5M in economic value



"We've volunteered at other organizations, but the Maryland Food Bank is the only place where everybody is happy to be there—never ever experienced anything like it!"

—Chip & Cathy Hiebler

365 Days of Deliberate, Thoughtful, and Intentional Actions

In FY24, 1 in 3 Marylanders still faced hunger, leading to 43.5 million meals accessed at more than 780 community partner sites statewide.

While those numbers may feel a bit overwhelming, from our perspective, the Maryland Food Bank is stronger than it's ever been, capable of feeding that many of our neighbors, while focusing on the future.

From 2020-2023, the exponentially higher need for food due to the pandemic forced us to focus exclusively on feeding Maryland. While we are proud of that work, it absorbed all of our time and energy, leaving us little room to advance the critical root cause and internal sustainability initiatives that will continue our evolution into the food bank of the future.

But in FY24, your unwavering support gave us the space to get back to the bigger questions, concepts, and challenges of truly ending hunger in our state, allowing us to be more **deliberate, thoughtful, and intentional**.

We **deliberately** built more pathways out of hunger than ever before: 34 percent more Marylanders graduated our FoodWorks culinary training program as professional chefs; we expanded workforce development opportunities through a new web page; and are finding new ways to bring even more neighbors into the MFB family through the Speakers Bureau and Community Navigator programs.

Changes to our menu, and the places and ways that neighbors can find food, were **thoughtful**. We expanded access to the healthiest choices our partners have ever offered – in local schools and colleges, through Pantry on the Go events that offer more fresh produce, and with a fleet of Mobile Markets that are going even deeper into neighborhoods.

Intentional efforts to foster existing relationships through grantmaking with our distribution partners is helping ensure the right resources are in the right place, at the right time. But we're also deepening purchasing partnerships with Maryland-based farmers, watermen, and other food producers that can help make things better for both neighbors who access highly nutritious, locally sourced foods, while realizing the economic stability of consistent funding. And when these actions contribute to the sustainability of the land and waterways that we call home, we all win.

And while you'll see much more in the coming weeks and months, we're excited to announce "Operation Innovate," a transformative technology overhaul that has modernized and streamlined our financial and logistical activities, allowing us to be even more deliberate, thoughtful, and intentional in our efforts to end hunger in Maryland.

Together, we can help more neighbors thrive in 2025,



Carmen Del Guercio
CARMEN DEL GUERCIO
 President & CEO,
The Maryland Food Bank



Terry Squyres
TERRY SQUYRES
 Chair, Board of Directors,
The Maryland Food Bank

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EX OFFICIO

Carmen Del Guercio
Maryland Food Bank

Hunger Relief **Adds Up%**

\$1 = 10 meals / \$1 = 5 meals / \$1 = 1 meal

You may have seen numbers like these from non-profits over the years, and they sound good, but they don't tell the real story of how much your support actually impacts food-insecure Marylanders.



NEIGHBOR 1

**Occasional visits
(7x/year)**

saves \$449

Helps provide support for monthly utilities.



Average utilities - \$500
(energy, water, internet, gas, phone, streaming)



NEIGHBOR 2

**Monthly visits
(12x/year)**

saves \$771

Allows Sam to play soccer with his friends.



Average annual family spending on one child, one sport - \$693
(Registration, Equipment, Travel, Lessons, Camps)



NEIGHBOR 3

**Frequent visits
(24x/year)**

saves \$1,542

Allows a family to purchase safe transportation.



Average car payment - \$527 new/\$330 used



NEIGHBOR 4

**Regular visits
(52x/year)**

saves \$3,341

Helps alleviate the choice of healthcare or food.



Average out of pocket healthcare cost - \$1,142/year

Deliberate ✓



To be the resource that food-insecure Marylanders need us to be, our actions must be **deliberate**—made only after careful and thorough consideration of the consequences.

In FY24, MFB continued to deliberately chip away at the powerful systems and policies that create food insecurity and continue to hold it in place. Several key efforts are making a tangible difference for neighbors.

Investing In Network Partners To Weaken Hunger's Root Causes

Operating in 21 counties and Baltimore City, the majority of the meals we distribute (23.1 M, or 53 percent) went through our Network Partners, statewide community-led organizations that best know what neighbors need to thrive.

Through our Grantmaking program, we invest in our network to ensure that local organizations have resources to offer dignified access to nutritious foods and connect neighbors to supports and services that address their needs. Discussions with Partners during the application process give our Community Programs team a deeper understanding of our Partners' programs, needs, and

opportunities, and elevates local neighborhoods in ways we could never accomplish otherwise.



"Yes! I will tell you how this place makes me feel. It makes me feel GOOD! Did you see what I just did there? I grabbed the canned green beans, but now that I see these fresh ears of corn—I'd rather have that—and it's MY choice!"

—NEIGHBOR, Epicenter

Catalyzing Economic Mobility Creates Pathways Out of Hunger

If MFB had a "Little Engine That Could" department, it would be FoodWorks. Between our two campuses (Halethorpe & Wor-Wic Community College), 67 Marylanders entered the FoodWorks program as students in FY24 and left as professional chefs—that's 34 percent more than FY23!

And in the 15 years of FoodWorks' existence, more than 550 Marylanders have graduated, forging their own paths to good paying careers. During twelve intense weeks of training, students learn about food safety, cooking techniques, the hospitality & culinary industries, and most importantly, themselves:



"I've learned so much in the kitchen in relation to a culinary career, but the biggest thing I took from the class was learning life skills—how to understand, relate to, and approach different people and situations," said Avant Fortt, Wor-Wic Class 9. 🍳



\$675K
Neighbor
Impact Grants



\$625K
Hunger
Hotspots Grants



\$450K
Capacity
Grants



Take a deeper dive into our Grantmaking program

“By focusing on skill-building and sustainability, FoodWorks is not just providing immediate relief but also empowering individuals to build lasting careers in the culinary field. This kind of investment can truly transform communities, foster confidence, and create opportunities for long-term prosperity. Especially now, when inflation is high, and the need for good paying food service careers is on the rise, FoodWorks offers a common-sense solution that goes well beyond basic needs to life-changing outcomes.”

— **RAYMA ALEXANDER**, Director of Corporate Communications & Diversity, Equity and Inclusion, Wills Group/Dash In



Developing a Passion for Thriving

We also know that many neighbors seek gainful employment but may not be interested in the culinary arts, and we offer those neighbors two choices:

Our Community Navigator Program is designed to help neighbors that struggle with food insecurity. Much like the Speakers Bureau, Navigators use their lived experience to help others, but this team focuses on connecting neighbors to government benefits like SNAP (food stamps) and community resources.

The all-new Workforce Development web page is helping neighbors navigate their preferred pathway out of hunger, offering job training and skill development in fields like green energy, IT, construction, and cyber security.

And Marylanders are noticing some of the more deliberate aspects of the program. “I appreciated having instructors that really cared about our growth and wanted to see us succeed. It was also very convenient to have it online to be able to work with my work schedule,” said one Workforce Development Program participant in Summer 2024.

Fully Leveraging the Power and Potential of Advocacy

Over the last year, we ramped up efforts to infuse the all-important neighbor point of view into even more of our work. Members of our Speakers Bureau once again advocated at the state level in Annapolis, had the opportunity to influence lawmakers in Washington, DC, and participated in national hunger awareness efforts with Feeding America. Their deep knowledge of what is needed lends credence to MFB’s advocacy agenda, which raised both awareness of, and funding for key food bank priorities:

- Guaranteeing that all children can eat healthy meals at school (regardless of a family’s ability to pay)
- Ensuring that the food assistance safety net is adequately resourced
- Simplifying access to public benefits that can financially sustain a household, including food assistance benefits like SNAP
- Building an accessible, resilient, and equitable food system for our state
- Eliminating the root causes of hunger



Thoughtful

And while deliberate actions ensure that we are maximizing our impact on hunger, our nearly 50 years of experience allow us to be *thoughtful* in the way we interact with neighbors. We use fresh data and feedback to anticipate the needs and wants of food-insecure Marylanders, then apply solutions based on careful planning.



“

As a single mother, there have been some very difficult times that come and go, and with the rising costs of food, having this resource available has been a saving grace! I visit the food locker when times are tough, sometimes skipping a few weeks or months, and other times, visiting a few times each month. It truly helps supplement and relieve the financial burden at home. Your services are so greatly appreciated!

—**NEIGHBOR**,
Carroll Community College

In FY24, the Maryland Food Bank went deeper into Maryland’s communities, meeting more neighbors closer to where they live and work.

Mighty Mobile Markets Matter

Combining the local data on our robust Maryland Hunger Map with conversations with local leaders, our Neighbor Engagement team has the ability to deploy Mobile Markets into under-resourced communities where other forms of food assistance are not viable. And through a partnership with Feeding America, MFB participated in Starbucks’ Equitable Food Access Grant

Program, which helped us gather critical neighbor feedback from households with individuals who are Black, Indigenous, and People of Color (BIPOC) residing in communities experiencing high food insecurity rates to improve services offered.

Mobile Markets made 409 stops in underserved, priority locations, where neighbors shopped our 26-foot-long trucks for fresh produce, proteins, and other foods before connecting with on-site wraparound services.



STARBUCKS MOBILE MARKET SURVEY RESULTS

86%

of neighbors said they did not feel judged by staff

78%

reported low food security

67%

said that free food helps free up resources to pay for other necessities

36%

said they received more food

27%

said they received healthier food

Used to distribute boxed groceries during the pandemic, Mobile Markets have returned to a “shop the truck” model, and neighbors are noticing! “The senior residents at Brunswick kept hugging our driver because they were so happy about the produce variety they received. They liked the new set up and variety much more than they liked the previous offerings of pre-packed boxes,” shared Christopher DePiazza, MFB’s Mobile Market Manager, following a July 2023 Mobile Market stop in Frederick County.



School and Higher Ed Pantries Provide Fresh Produce and Proteins

Now, families are able to access fresh produce and proteins in places they've never been able to before—at School and Higher Ed Pantries like the one at Carroll Community College. This Westminster-based partner has been able to expand twice due to MFB grants, most recently into a Choice-style pantry. And these changes are making a difference.

Continuing Education—Nutritional Information, Tips, and Nudges

But we don't stop at making access to food easier. We want to be sure that our neighbors have nutritious food that they recognize, understand how to use, and most importantly, actually want to eat—and nutrition education is going a long way to help neighbors make healthier choices.

Offering healthier foods is one thing, but having neighbors actually enjoy them is another! Led by Kate Long, our Nutrition team embarked on a months-long "focus group" by travelling around the state, and having real kids taste and give feedback on real foods like shelf-stable yogurts and healthy alternatives to traditional snacks, such as root vegetable chips and fruit & nut bars.

We're finding it a challenge to keep these items available to our network—as soon as they become available on our menu, partners are snapping them up!

What's Next?

Imagine what the availability of healthier heat-and-eat style foods means to busy parents, working adults, and families: the ability to pop a lower-sodium, yet still-tasty meal into the microwave means there's time for homework help, or other quality family activities.

“Not only are we proud to support the Maryland Food Banks Supper Club by funding single-serving, ready-to-eat fruit and vegetable snacks, but our associates from local Maryland Stores enjoyed volunteering at the Food Bank to assemble the snack packs for youth in the Maryland community.”

— ELIZABETH SIMEONE, President, The Wawa Foundation



“We're not just sending these products to food pantries aimlessly, we're offering our expertise and real guidance on how to make neighbors aware of the new products—through communication and display—and ask our partners to continue soliciting that all important feedback from neighbors.” — KATE LONG, Senior Director of Nutrition, Maryland Food Bank



Intentional

But to really do the work of ending hunger in Maryland, it is our solemn responsibility to be *intentional* in how we show up in the partnerships we form. Each relationship has the potential to bring tangible change—to individuals, families, and Maryland’s entire food assistance safety net.



Whether it's newer team-ups, which help to get high quality, Maryland-grown foods onto the tables of neighbors in greater quantity and faster than ever before; or by continuing to help our well-established community partners be more intentional in their communities by funding new services through our grant programs—our neighbors know things are changing.

In FY24, we continued innovating to offer all Marylanders a more equitable, resilient, and accessible food system through three areas of focus.

The Right Resource in the Right Place, at the Right Time

Our Maryland Hunger Map is constantly updated with timely and local information to help us remain agile in our efforts to make sure Marylanders can find the help they need.

But much of the knowledge and expertise we've gained over the past 45 years comes from the passionate people who make up our partner network. These community partners are having conversations with their neighbors daily. They recognize and really understand the needs of the communities best but may not have the financial resources to offer solutions.

Convening Experts, Gleaning Local Knowledge

During Regional Gatherings, MFB Community Programs staff and community partners come together to collaborate, innovate, and develop solutions that make food assistance simpler, more effective, and more dignified for all. These localized meetings provide valuable insight into the true needs of the community, and often lead to one-on-one conversations about how MFB's grantmaking can help partners expand access to nutritious foods, while helping build pathways out of hunger for more neighbors.

Since the grantmaking program's inception five years ago, we've been able to say "yes" to partners with more than \$4.5M in funding, resulting in the ability to offer neighbors healthier choices, through programs designed to meet neighbors closer to where they live and work (and at times that work with more neighbors' schedules.)





Keeping it Local: Made by Marylanders for Marylanders

When we look back in a few decades, the Local Food Purchase Assistance Cooperative Agreement Program (LFPA) may turn out to be a pivot point not only for the food bank, but the land and waterways, as well as the Marylanders who work them. Governor Moore summed up the power of the LFPA well in introducing the program.

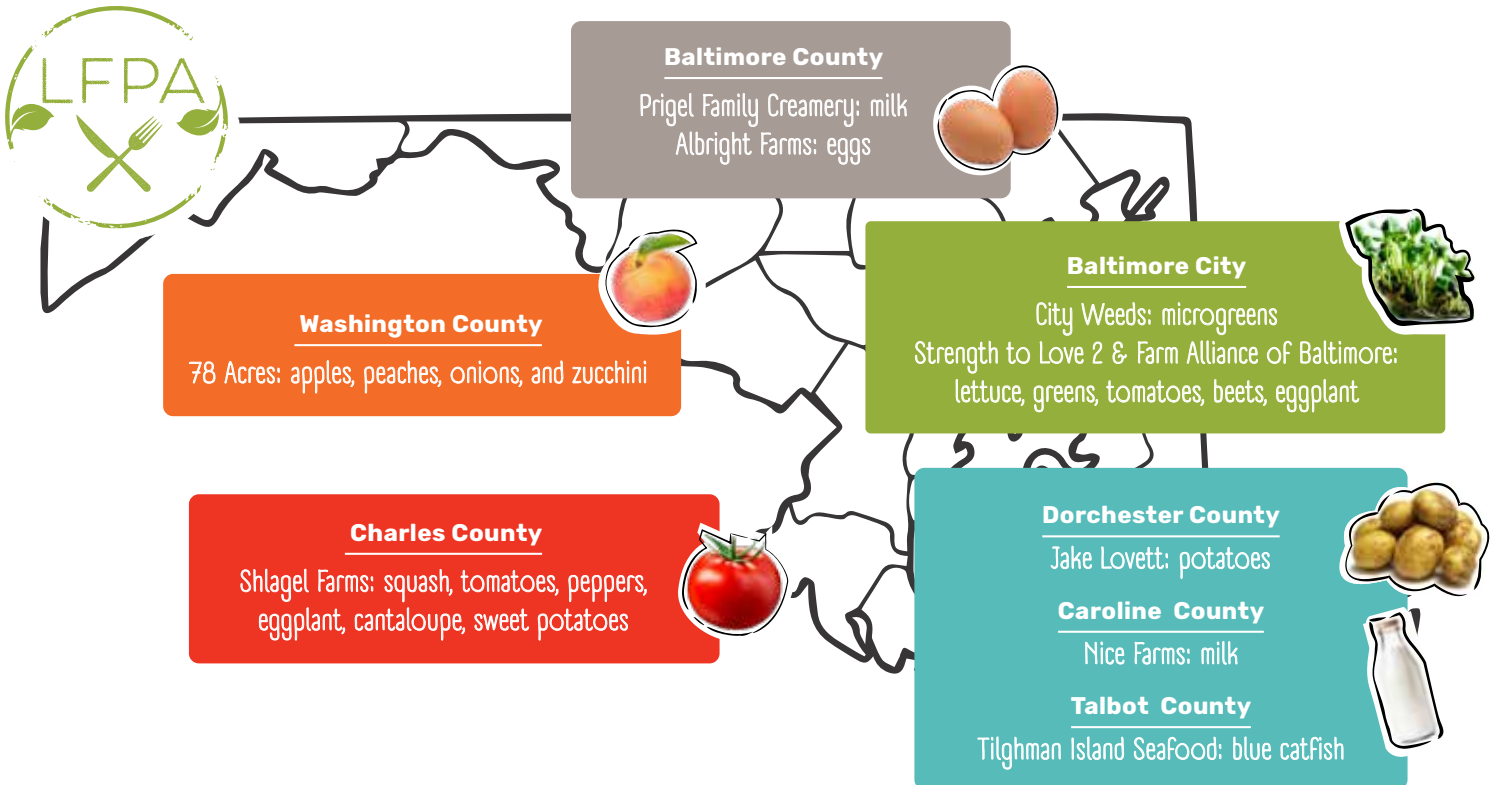
“

This grant will tackle hunger by supporting our farmers, and our watermen, and all of our producers; so we're talking about a grant that is literally going to be a win-win-win—we do not need to choose between supporting agriculture, supporting our seafood sector, and fighting hunger; we can and we must do all of the above absolutely at the same time, and that's what this represents.”

— **WES MOORE**, Governor, The State of Maryland



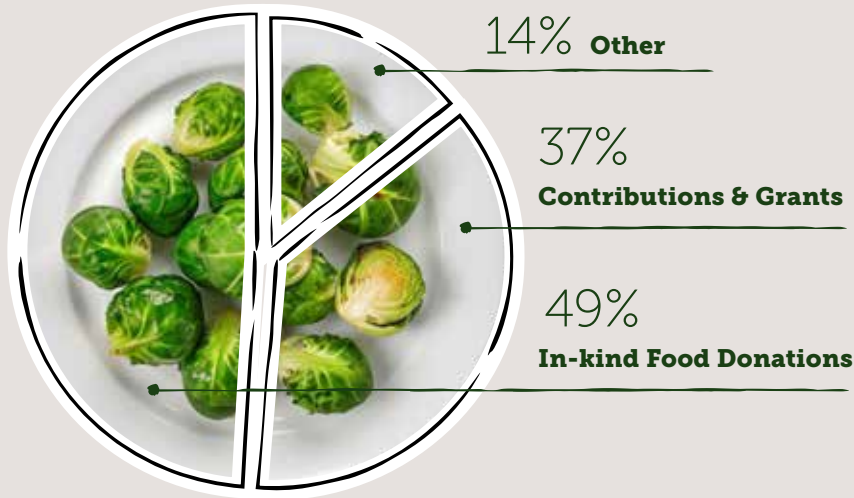
We take seriously our responsibility to engage in actions that are environmentally conscious. Our burgeoning partnerships with Maryland-based farms, fisheries, and other food producers are proof that we can do just that, all while offering neighbors more nutritious foods.



Financials



Revenue



After reading an article about the need for food in the summer when children are home—and people are not thinking about the need to donate—we created our Christmas in July event to help people in Maryland. It was so easy to partner with the Maryland Food Bank, and their support makes it a win-win for everyone involved!"

— **STEPHANI MARTELLA**, 2024
Chairperson, Maryland Women of Asphalt

Contributions & Grants



Financial Activities

	2024	2023
Revenue		
In-kind Food Donations	\$49,831,000	\$44,892,000
Contributions & Grants	37,483,000	36,427,000
Other	14,568,000	7,984,000
Total Support & Revenue	\$101,882,000	\$89,303,000
Expenses		
Program Services (91%)	\$90,735,000	\$85,833,000
Management & General (4%)	4,031,000	3,389,000
Fundraising (5%)	5,108,000	4,560,000
Total Expenses*	\$99,874,000	\$93,782,000
Change in Net Assets	\$2,008,000	(\$4,479,000)

Financial Position

	2024	2023
Assets		
Cash, Cash Equivalents & Investments	\$31,679,000	\$32,916,000
Other Assets	11,838,000	9,161,000
Property & Equipment, Net	21,005,000	18,842,000
Total Assets	\$64,522,000	\$60,919,000
Liabilities & Net Assets		
Total Liabilities	\$9,339,000	\$7,743,000
Total Net Assets	\$55,183,000	\$53,176,000
Total Liabilities & Net Assets	\$64,522,000	\$60,919,000

*Total Expenses includes approximately \$1.6 million and \$1.2 million of depreciation (noncash) expense in FY24 and FY23, respectively.



To support our mission of feeding people, strengthening communities, and ending hunger for more Marylanders, please visit mdfoodbank.org/donate



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