LOOKING BACK

MOVING FORWARD

Annual Report
2018
Dear Friends,

Back in 1983, hunger was on the rise in Montgomery County, MD. A nationwide recession and straining safety net was taking its toll. The community responded by starting Manna Food Center out of an empty school building. Faith communities, local government, and businesses had a vision: feed hope and end hunger.

At the time Manna was born, the two of us were students and young activists filled with optimism about the good we could do in the world. Many of our current Manna teammates were just starting out as well. Others, like our longest serving employee, Victor Rojas, and Manna’s matriarch, Miss Blanche Hall, were working in the food service industry—perhaps hinting at a future fighting hunger. Of course, some of Manna’s staff and volunteers weren’t even born yet. But fast-forward to 2018 and all of these unique perspectives and energy are central to Manna’s growth and evolution.

In this annual report you’ll see much of what we’ve accomplished thanks to the community’s unwavering support. We share millions of pounds of food with tens of thousands of neighbors every year—but we do so with new techniques and technologies. We are creating improved ways to fight hunger both through community education and advocacy. Collaborations such as Thriving Germantown and Food is Medicine serve families holistically with participant-centered, data driven strategies that reflect the best practices in our field.

If Manna were a human being, she’d be a millennial—a generation that has transformed communication, embraced social action, and advanced the sharing economy. Institutions also have phases and stages. Manna Food Center—thanks to the commitment of our dedicated staff, supportive volunteers, and generous donors—is entering a new era in how we reach neighbors in need and fight hunger. With your help, we can build on the foundations our founders set, engaging with the community in new, deeper ways. As this next year unfolds, we look forward to celebrating 35 years of service together.

Ending hunger: it’s what we do!

Jackie DeCarlo
Chief Executive Officer

Selena Singleton
Board Chair

We are creating improved ways to fight hunger both through community education and advocacy.

Board of Directors

Executive Committee

Past Chair
Davis Bradley Tyner
Senior Strategic Advisor
Public Company Accounting
Oversight Board

Chair
Selena Mendy Singleton
Chief Operating Officer
National Association for Equal Opportunity in Higher Education

Chair Elect
Sarah Cody
Chief Development Officer Verasolve

Treasurer
Yuchi Huang, Ph.D.
Chinese Culture and Community Service Center (CCACC)

Board Members
Lisa Davis
Senior Director, No Kid Hungry campaign
Share Our Strength

Jorge Espinosa
Senior Commercial Lender TD Bank

Mitchell Glassman
Managing Director MLG Consulting, LLC

Carla Krivak
Administrative Patent Judge

Deanna Marion
District Director Giant Food/Ahold USA

Tara McDaniel
Independent Consultant

Idris Mokhtarzada
Co-Founder Truebill

Terri Robertson
Former Staff and Community Volunteer

Wendy Smith, RD, LDN
Sodexo, Inc.

Holly Wong
Vice President Global Health Advocacy Incubator
This year marks a special occasion in the history of Manna Food Center. At our annual Heroes Against Hunger Awards reception in April, we celebrated our 35th Anniversary of service in Montgomery County. All year long, we are remembering our past and honoring community leaders who are making an impact against hunger. Congratulations to honorees Ellen Teller (Individual Hero of the Year), Social and Scientific Systems, Inc. (Corporate Partner of the Year), and Mead Family Foundation (Community Partner of the Year) for their outstanding commitment to eliminating hunger in Montgomery County!

Manna is active throughout the community collaborating with elected officials and nonprofit leaders, attending national advocacy conferences, and extending our community education outreach through cooking sessions and workshops.

A Kitchen with A Mission

In partnership with Silver Spring United Methodist Church (SSUMC), Manna cut the ribbon on a new community kitchen. The kitchen is managed by Manna and supports our existing SSUMC choice pantry, provides needed processing space for Community Food Rescue and a cooking classroom. Manna provides hands-on lessons that teach cooking techniques and nutrition for eating and cooking healthfully, affordably, and enjoyably.

Community Food Rescue hosts cooking sessions to create delicious meals from donated misshapen, bruised or wilted produce. Guest chefs and local volunteers work with surplus produce to create dishes to be distributed among the 52 food assistance organizations in the Community Food Rescue (CFR) network.

FOOD INSECURITY IN MONTGOMERY COUNTY

1 in 15 people in Montgomery County are estimated to experience food insecurity.

30,022 MCPS elementary school students qualify for Free and Reduced Meals (FaRMs). 55,142 MCPS students (overall) are eligible for FaRMs.

Income needed for a family of 3 (1 adult, 1 infant, 1 school-aged child) to be self-sufficient in Montgomery County.

20% of County Seniors (55-64yo only) live below the self-sufficiency standard.

FOOD & HEALTH

29.6% of Montgomery County adults eat fruits and vegetables the recommended 5 times per day.

7% of adults & 25% of medicare recipients in Montgomery County have diabetes.

FOOD WASTE

147,000 tons of food Scraps disposed of per year in Montgomery County, this represents 23% of solid waste disposed of per year.

FOOD FOR FAMILIES
Manna collected and shared about 3.5 million pounds of food with our neighbors last year. Every month Manna offered an average of 3,250 families approximately 60 pounds of perishable and nonperishable foods – provided through community donations and daily food rescue from 56 local grocery stores.

26,401 individuals served
3.53 million pounds of food distributed
22 distribution sites throughout Montgomery County
1 Manna box = $100+ boost in monthly food budget

SMART SACKS
Karen Goldberg Smart Sacks Program provides weekend bags of healthy food items for elementary school students to help bridge the weekend meal gap. Smart Sacks piloted school-based pantries – a choice model to ensure the dignity of our families and provide a healthier and wider variety of food items to take home.

2,860 students served
97,193 bags distributed

ADVOCACY
To eliminate hunger we must eliminate the causes of food insecurity and create policies to support a vision of food for all. This year, the Board of Directors launched an Advocacy Task Force of peer organizations, staff, volunteers, and people with a lived experience of food insecurity.

430 participants applied for SNAP (food stamp) benefits with Manna’s assistance

Manna Food Center is focused on ending hunger in Montgomery County. Whether a neighbor in need is experiencing hunger temporarily or coping with an ongoing crisis, we aim to eliminate hunger by providing nutritious food, life skills, and connections that enable participants to be well and thrive.

There can be no greater calling than sharing the bounty with those in need.
Mark Mills, Farmer, Chocolates and Tomatoes Farm

Estoy muy contenta, es un buen proyecto que tiene la escuela. I am very happy, it is a good project that the school has.
Smart Sacks Participant

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COMMUNITY FOOD EDUCATION
Manna aims to inspire participants to achieve wellness. We worked with partner agencies, like Linkages to Learning, to offer a menu of healthy eating workshops for parents and youth that qualify for our services. Our programs reach residents across the county thanks to Manny, the Mobile Kitchen and Pop-Up Pantry and the new community kitchen at Silver Spring United Methodist Church (SSUMC). Manny is an all-in-one classroom and food distribution vehicle that builds on math, reading, and science school lessons all while learning how to make healthy foods.

1,238 participants on Manny
95 classes
17 partners hosted classes and pop-up pantries, including schools, community groups, and churches.

COMMUNITY FOOD RESCUE
Community Food Rescue (CFR) has widened its circle of food donors to include winter and smaller farmers markets, Montgomery County Public Schools, and our first large Corporate dining facility—Marriott International Headquarters. Using the new community kitchen, CFR launched “Community Food Rescue Cooks,” a series of volunteer cooking sessions led by area chefs.

3.9 million pounds of food donated through CFR since 2015
3.3 million meals served with rescued food since 2015
310 total CFR network members

FARM TO FOOD BANK
Fresh fruits and vegetables are an essential part of a healthy diet, and many Montgomery County residents don’t have access to these important nutritious foods. We provide fresh, locally and regionally grown produce to those experiencing hunger and food insecurity in our community by purchasing from neighboring farms throughout the growing season.

5 farmers markets
4 farms
137,964 pounds of local, fresh produce distributed

Manny is a brilliant way to inspire young people to get excited about healthy eating. We can’t wait for Manny and the staff from Manna to come back!

Meredith McNerney, Principal, Gaithersburg ES

“Manny is a brilliant way to inspire young people to get excited about healthy eating. We can’t wait for Manny and the staff from Manna to come back!”

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### MANNA Supporters

Our gracious donors help MANNA reach more people in our community.

<table>
<thead>
<tr>
<th>Bracket</th>
<th>Donor Name</th>
</tr>
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<tbody>
<tr>
<td>$50,000 &amp; Above</td>
<td>Doyle &amp; Catherine Johnson Fund, Greater Washington Community Foundation, NBCUniversal Foundation, Neighbors in Need Montgomery Fund of the Greater Washington Community Foundation, William S. Abell Foundation</td>
</tr>
<tr>
<td>$25,000 – 49,000</td>
<td>Wolpoff Family Foundation, Inc.</td>
</tr>
<tr>
<td>$10,000 – 24,999</td>
<td>Adventist Health Care Foundation, City of Gaithersburg, City of Rockville, Patricia Harvey, Mr. William P. Roberts, III, Sodeexo Foundation, Inc, Federal Credit Union, The Drescher Foundation, William E. Cross Foundation, Inc.</td>
</tr>
<tr>
<td>$1,000 – 2,499</td>
<td>Alice Shaver Foundation, Margaret Chao &amp; Tso-An Yu, Church of the Redeemer, Giant Food, Inc., Mitchell &amp; Judy Glassman, Harris Family Foundation, HAMS Host Foundation Inc., Irdis Mokhtarzada, Ina Kay Foundation, John Edward Fowler Memorial Foundation, Julius Cheng-Hu Memorial Fund, Mead Family Foundation, Osher at Johns Hopkins University, Ceresi Chevrolet, Inc.,fbe of Maryland, The Drescher Foundation, William E. Cross Foundation, Inc.</td>
</tr>
<tr>
<td>$1,000 – 2,499</td>
<td>Otsuka America Pharmaceutical, Inc.</td>
</tr>
<tr>
<td>$5,000 - 9,999</td>
<td>3M Foundation, Michael &amp; Leen Aleywine, Margaret Binns &amp; Patrick Mahon, Burns &amp; Cutting, Clifford &amp; Deborah White Family Fund, Daly Computers, Inc., Dick and Jody Vilaro Foundation, Emergent BioSolutions, Food Research &amp; Action Center, Inc., Dana M. Franklin, Great American Restaurants, John Hudson, Jewish Federation of Palm Beach County, Kaiser Permanente, Matthew Kene, Kiranpreet &amp; Kiran Khosa, Melanie &amp; Peter Kim, Dean &amp; Jill Lin, Lutheran Church of St. Andrew, Mac’s/Bloomington’s, Medstar Montgomery Medical Center, Daniel Mudd, Philip L. Graham Fund, Pillsbury Winthrop Shaw Pittman LLP, Jan Schupack, Sheehy Auto Stores, George Sigal &amp; Ann Ferriter, John-Paul Taylor, Wegmans- Germantown, Carolyn Weller, Wells Fargo Foundation,</td>
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</tbody>
</table>
FINRA
Forest Knolls E.S.
French International School
Future Vote
Gaithersburg Giants
Galway E.S.
Georgetown Preparatory School
Georgetown Visitation Prep School
Girl Scouts of America, GSCNC
The Goddard School
Herbert Hoover M.S.
Herson's Honda
Honest Tea Inc
Judith A. Resnick E.S.
Julia Bindeman Suburban Center
Julius West M.S.
Kensington Park Senior Living
Kids Helping Kids Campaign
Kingsbury's Orchard
Kol Shalom Congregation
KS Kuts
Leisure World
Living Faith Lutheran Church
Lutheran Church of St. Andrew
Yee Man
Mayorga Organics
Mill Creek Towne E.S.
Montgomery County Department of Health & Human Services
Montgomery County Department of Transit (Ride-On)
Montgomery County Master Gardeners
Montgomery County Muslim Foundation
Montgomery County Public Libraries
Montgomery Soccer Inc.
Norman's Farm Market
Norwood School
Pine Crest E.S.
Piney Branch E.S.
Poolesville H.S.
Quince Orchard H.S.
Rainbow Community Development Center
Richard Montgomery H.S.
Ridgeway M.S.
Rockville Express
Ronald McNair E.S.
Saint Mark Presbyterian Church
Saint Mary's Episcopal Church
Saint Mary's Orthodox Cathedral
Sandy Spring Friends School
SEEC
Seneca Valley High School
Seven Locks Baptist Church
Silver Spring United Methodist Church
Social & Scientific Systems, Inc.
Sodeco
SSSBC, Inc.
St. Paul's United Methodist Church
St. Mary's Catholic Church
St. Matthew Presbyterian Church
St. Paul's United Methodist Church (Kensington)
The Church of Jesus Christ of Latter-day Saints (Germantown)

SMART SACKS PARTNERS
American Speech-Language-Hearing Association (ASHA)
Anonymous RNS
ARC of Montgomery County
Ashby Methodist Village
Ashton United Methodist Church
ATHENA Consulting
Bank of America Merrill Lynch
Bethesda United Methodist Church
Bradley Hills Presbyterian Church
Capital Chinese Seventh-Day Adventist Church
Chevy Chase Trust
Christ Episcopal Church
CNSI
Colesville Presbyterian Church
Epworth United Methodist Church
First Alliance Church
Gaithersburg High School (NHS & Food for Thought Club)
Greenridge Baptist Church
Heraeus Noblelight America LLC
Hughes United Methodist Church
Islamic Center of Maryland
JFGH Sally and Robert Goldberg MOST
Kosher Liberty Grove United Methodist Church
Maplewood Park Place
Milton J. Berman Hebrew Academy
Millan Memorial United Methodist Church
Montgomery Blair High School
Montgomery College (Germantown)
Montgomery College (Rockville)
Montgomery College (Takoma Park)
MSC Inc.
MUFG Investor Services (US), LLC.
National Council of Negro Women (Potomac Valley Section)
Nauticon Imaging Systems
Paint Branch High School
Professional Services Network, Inc.
PSN, Inc.
Sandy Spring Friends School
SEEC
Seneca Valley High School
Seven Locks Baptist Church
Silver Spring United Methodist Church
Social & Scientific Systems, Inc.
Sodeco
SSSBC, Inc.
St. Paul’s United Methodist Church
St. Mary’s Catholic Church
St. Matthew Presbyterian Church
St. Paul's United Methodist Church (Kensington)
The Church of Jesus Christ of Latter-day Saints (Germantown)

MANNA PARTNERS
We love our grocery store & farmers market partners!
Bending Bridge Farm
Bethesda Central Farm Market
Central Farms Markets at Westfield Montgomery Mall
Chocolates and Tomatoes Farm
City of Rockville Farmers Market
Common Root Farm
Costco Wholesale
 Falcon Ridge
First Fruits Farm
Food Lion
Forest Glen Commissary
Giant Food
Harry Teeter
Homestead Farm
Faulkner Zamora Produce
Mock's Greenhouse and Farm Toigo Orchards
Mom's Organic Market
Montgomery Master Gardeners
Mountain Valley Orchard
Norman's Farm Markets
Oak Springs Farm
Olney Farmers & Artists' Market
One Acre Farm
Perry Farm
Pike Central Farm Market
Pleitez Produce
Quaker Branch
Rocklands Farm
Rockville Farmers’ Market
Rocks Market
Sam's Club
Sandy Spring Gardens, LLC
Scenic View Orchard
Shenandoah Seasonal
Spiral Path Farms
Springfield Farms
Target
Twin Springs Fruit Farm Young Harvest
Wee Bit Farms
Wegmans
Westmoreland Berry Farm
Westmoreland Produce
Whole Foods Market

MANNA FOOD DONORS
AARP
Adat Shalom Congregation
Doug Adler
Agency for Healthcare Research & Quality
ALDI
Beth Shalom Congregation
Bethesda Big Train
Bethesda Co-Op
Bethesda Jewish Congregation
Bloomberg BNA
B’nai Israel Congregation
Boy Scouts of America, NCAC
Boyd’s Presbyterian
Brown Station E.S.
Bullis School
Burtonsville E.S.
Cabin John M.S.
Cal Ripken Collegiate Baseball League
Canaan Christian Church
Cannon Road E.S.
Capital Area Food Bank
Cedar Lane Unitarian Universalist Church
Christ the Servant Lutheran Church
Church of Jesus Christ of Latter-day Saints
Church of The Redeemer
Sidney Katz
Church of St. Andrews
City of Rockville
Cidade São Paulo E.S.
Cannon Road E.S.
Canaan Christian Church
Cannon Road E.S.
Capital Area Food Bank
Cedar Lane Unitarian Universalist Church

Volunteers touch every aspect of our work at Manna. Their support and dedication helps us process 3 million pounds of food and distribute to more than 30,000 neighbors.

COMMUNITY PARTNERS
These groups served four or more times during the year.

Corporate
Aronson LLC
Boy Scouts of America
Daily Computers, Inc.
FINRA
Glenstone
Kaiser Permanente
MedImmune
Medstar Montgomery Medical Center
Nasdaq
OPIS
QIAGEN
Radius Travel
Sodexo
Xometry
Community Association/
MedImmune
Montgomery Master Gardeners
Faulkner Zamora Produce
Community Support Services

CHI Centers, Inc.

Community Options
Community Support Services
Filipino American Association of Bethesda
Fire Nation, Maryland
Frostmead Birds
Girl Scouts of America
King Farm
Lead For Future
Leadership Montgomery
Marcie Mishkin & Friends

40,705
volunteer visits
62,489
volunteer hours
$1.54
million value of volunteer services

REGULAR VOLUNTEERS
This list represents our core team of weekly & monthly volunteers. Thank you to all who devote their time and talents to Manna throughout the year.

Steve Debrecht
Marilu Del Carpio
Michael DiGenova
Marino Dimarzo
Hieu Dinh
Alicia Dinwiddie
Robert & Carol Dowling
Wendy Dowling
Louis Dyer
Tom Eagle
Donna Edwards
George Eng
Anne Engel
Jonathan Epstein
Tom Estrin
Kelly Evans
John Fajnor
Jill Fisher
Mary Jane Frahm
Annette Fuyquay
Denise Galindo
Xianfeng Gao
Taleen Ghazarian
Kellie Gilchrist
Bonnie Gitlin
Mitchell Glassman
Sharon Gobel
Dan Goldenberg
Marc Gordon
Marilyn & Michael Greenwood
Asini Gulananwatthalage
Paula Hall
Linda Hall
Carey Hansen
Mary Harding
Jim & Liz Hastings
Anne Hauprich
Julie Heatherly
Cynthia Herringa
Lisa Hofstetter
Suzann Tom

The remarkable thing is that we are all people with widely varied backgrounds who have come together to do a single thing, and that we do this as a team effectively.

Kuriacose Joseph
Manna served 31,710 adults and children in FY2018 thanks to the generous support of our community through food, funds and friends. We maintained the highest levels of financial stewardship, with a Charity Navigator 4-Star rating, Guidestar Platinum Seal of Transparency, and earning the Catalogue of Philanthropy “One of the Best” seals for 2018-2019.

### Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$1,203,507</td>
</tr>
<tr>
<td>Government Contracts &amp; Grants</td>
<td>$770,762</td>
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<tr>
<td>Foundation Grants</td>
<td>$471,480</td>
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<tr>
<td>Workplace Giving</td>
<td>$213,074</td>
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<tr>
<td>Faith-Based, Events &amp; Other</td>
<td>$156,225</td>
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<tr>
<td>Corporations</td>
<td>$138,507</td>
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<tr>
<td><strong>Total Cash Contributions</strong></td>
<td><strong>$2,953,555</strong></td>
</tr>
<tr>
<td>In-Kind (goods &amp; services)</td>
<td>$5,073,595</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$8,027,150</strong></td>
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</table>

### Expenses

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Salaries</td>
<td>$1,245,624</td>
</tr>
<tr>
<td>Food Purchasing &amp; Program Related Expenses</td>
<td>$463,574</td>
</tr>
<tr>
<td>Benefits &amp; Payroll Taxes</td>
<td>$238,713</td>
</tr>
<tr>
<td>Vehicles, Equipment &amp; Maintenance</td>
<td>$235,418</td>
</tr>
<tr>
<td>Warehouse Rental</td>
<td>$223,097</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>$154,827</td>
</tr>
<tr>
<td>Office Expenses &amp; Technology</td>
<td>$139,084</td>
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<tr>
<td>Grants</td>
<td>$40,230</td>
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<tr>
<td><strong>Total Cash Expenses</strong></td>
<td><strong>$2,740,567</strong></td>
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<tr>
<td>In-Kind Food Distributed</td>
<td>$5,202,897</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$7,943,464</strong></td>
</tr>
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To view a copy of Manna’s complete audited financial statements & 990, visit www.mannafood.org.
YOU MAKE A DIFFERENCE

DONATE FUNDS
Donations from supporters like you account for 41 percent of Manna’s budget! We are grateful to our friends for remembering us during annual campaigns, workplace giving, celebrations, and estate planning. If you would like to help fight hunger and feed hope in Montgomery County today, please use the enclosed envelope to make your donation. You can also make a secure one-time or recurring contribution online at manna.networkforgood.com.

DONATE FOOD
In addition to funds, Manna depends on food donations throughout the year to sustain our services. As we seek to give a healthy mix of food to neighbors in need, please check out our new Most Needed Foods List at mannafood.org/give-food. If you’re planning a food drive, turn it into a food and funds drive with our fundraising pages. Contact info@mannafood.org for details.

DONATE TIME
Volunteers are Manna’s backbone, and we would love for you to get involved as a volunteer in our warehouse, referral office, or out in the community. We would appreciate having you whether you can dedicate one day, one week or make it a regular service for you, your family, place of business or congregation. We have opportunities available during the day, evening and weekend, and invite you to check out mannafood.org/volunteer-with-us/ and fill out an interest form today!

MANNA TEAM
Thank you to the dedicated Manna staff who make all our work possible.

Madea Allen, Community Education Program Manager • Val Campbell, Staff Accountant • Michael Carter, Driver • Jackie DeCarlo, Chief Executive Officer • Marolia Dennis, Development Manager • Jerome Doulgas, Driver • Glenwood Howe, Driver • Edwin Driggs, Director of Logistics • Blanche Hall, Food Distribution Assistant • Julio Huacache, Driver • Stephanie Hubbard, Director of Development & Communications • Cheryl Kollin, CFR Program Director • Karena Kou, Smart Sacks Program Manager • Therese Lampe, Development Coordinator • Yelba Mojica, Participant Services Manager • Jaimie Mulligan, Program Coordinator, Manna Mobile Kitchen • Joel Porras, Warehouse Clerk • Jamal Ray, Warehouse Manager • Curtis Robinson, Driver • Victor Rojas, Warehouse Assistant • Dorothy Rudasingwa, Executive Assistant • Alii Sapon, Volunteer Manager • Ellie Shutak, Referral Assistant • Jenna Umbriac, Director of Programs & Policies • Fresica Vasquez Haber, Community Outreach Specialist • Angela Whitmal, Sr Dir, Admin/Participant Services • Michelle Whittaker, Communications Manager • Silvia Zelayandia, Referral Assistant • Dave Zuniga, Distribution Clerk

Photo credits: Thanks to staff, partners, and supporters for supplying photos. Heroes Against Hunger photo, Kate Lewis Photography. Farm to Food Bank photo, Red Wiggler Community Farm. Icons created by Flaticon

Keep up with Manna on social media!

Manna Food Center • 501(c)3 Tax ID #521289203 • United Way #8846 - CFC #23028

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35 years in service, fighting hunger & feeding hope