



LOOKING BACK



MOVING FORWARD



manna  
food center

# 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.



Jackie DeCarlo



Selena Singleton

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

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# CELEBRATING FOOD & FRIENDS

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!



Jeff Miller, Jackie DeCarlo, and Selena Singleton cape the Heroes Against Hunger honorees.

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.



Jamie Mulligan, Chuck Short, Jackie DeCarlo, Madea Allen, and Rep. Jamie Roskin enjoy a food sample during the opening of the community kitchen.

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.

# \$86,580

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.



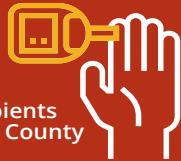
## FOOD & HEALTH

# 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.

Data sources: Feeding America, Montgomery County Public Schools, The Self-Sufficiency Standard for Maryland (2016), Healthy Montgomery, and the Division of Solid Waste Services.

# OUR PROGRAMS IMPROVE PEOPLE'S LIVES



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

**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.**

## 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.

“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*

**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





## 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). Manna 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.

“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*

**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

# MANNA SUPPORTERS

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

## \$50,000 & Above

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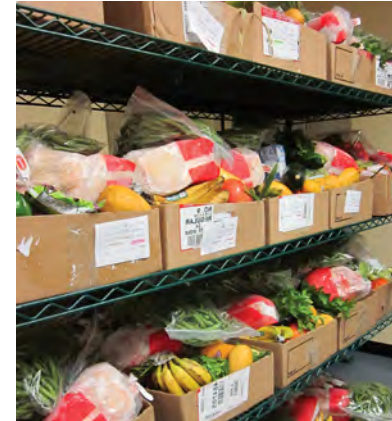
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*Volunteers sort cans (circa 1992).*

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The Goddard School  
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Wheaton Area Moms  
Winston Churchill High School  
Smart Sacks Club

## 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  
Harris Teeter  
Homestead Farm  
Faulkner Zamora Produce  
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Mom's Organic Market  
Montgomery Master Gardeners  
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Pike Central Farm Market  
Pleitez Produce  
Quarter Branch  
Rocklands Farm  
Rockville Farmers' Market  
Roots 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 VOLUNTEERS

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  
Bank of America  
Daly Computers, Inc.  
FINRA  
Glenstone  
Kaiser Permanente  
MedImmune  
Medstar Montgomery Medical Center  
Nasdaq  
OPIS  
QIAGEN  
Radius Travel  
Sodexo  
Xometry

### Community Association/ Government/Civic Group

Boy Scouts of America  
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

MoCo Over 40 Active and Social Meet Up Group  
Norbeck Country Club Women's Group  
Olney Lions  
Potomac Bethesda Rotary Club  
RIO Works  
SEEC  
Susan Young and Friends  
Tilden Woods  
Wounded Warriors

### Faith-Based

Adat Shalom  
Catholic Singles of Greater Washington  
Congregation Beth El  
Epworth United Methodist Church  
HOPE Church  
Kol Shalom  
Magen David Synagogue  
Oakdale-Emory UMC  
Redland Baptist Church  
Temple Beth Ami  
Tikvat Israel

### School

Bullis School  
Gaitherburg High School NHS  
JFK NHS  
Norwood School  
Robert Frost Middle School Student Group  
UMD Bioengineering Graduate Society

## REGULAR VOLUNTEERS

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

Theodora Adedeji  
Carol Amburgey  
Carlos Andreu  
Bob & Lee Arthur  
Kofi Asamoah  
Jan Austin  
Arvind Awasthi  
Fidel Baeza  
Kay Barger  
Elaine Barnard-Luce  
Vrinda Bawa  
Delores Beamon  
Elise Becher  
Joanne Beckish  
Flor Benasayaey  
Jean Bender  
Steven Bernstein  
Jeannette Beyinte  
Larry Blaskopf  
George Borden  
Harris Bouvier-Weinberg  
Isabelle Braly-Cartillier  
Samuel Brittain  
Roe Burrell  
Genevieve Callands  
Marla Caplan  
Ivan Carbonell  
Carolyn Carlson  
Mary Lou Carter  
Evelyn Chan  
Zackery Chavez  
Gabe Chikes  
Joseph Chiu  
Ruth Cipolla  
Jane Melaney Coe  
Susan Colby  
Cathy Conklin  
Carol Cooper  
Joan Crum  
Kristi Cruzat  
Tom Dai

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 Filler  
Mary Jane Frahm  
Annette Fuquay  
Denise Galindo  
Xianfeng Gao  
Taleen Ghazarian  
Kellie Gilchrist  
Bonnie Gitlin  
Mitchell Glassman  
Sharon Gobel  
Dan Goldenberg  
Marc Gordon  
Marilyn & Michael Greenwood  
Asini Gulanawatthalage  
Paula Hall  
Linda Hall  
Carey Hansen  
Mary Harding  
Ivan Hastings  
Anne Hauprich  
Julie Heatherly  
Cynthia Herringa  
Lisa Hofstetter  
Randy Huff  
Sheila Hundley  
Linda Huss  
Guliz Imre  
Pauline Jakobsberg  
Jesse Jefferson  
Delois Jenkins  
Bruce Johnson  
Kathi Jones  
Elaine Joselovitz

Kuriacose Joseph  
Ann Kennedy  
Wendy Kent  
Katheryn Kim  
Mike King  
Shyam Lakshmanan  
Mary Lang  
Deb Lang  
Helen Lazzarin  
Bill Levitan  
Yile Li  
Charla Lillis  
Samantha Steckel  
Yonit Lurie  
Linda Mahar-Wivel  
Dean Swanson  
Ronnie Malone  
Steven Mandel  
Marieliza McClain  
Christopher McCullough  
Gary Metz  
Rena Milchberg  
Victoria Montes  
Nancy Murphy  
Robert Myers  
Alex Naron  
Cara Navarro  
Julia Neumer  
Sue O'Hara  
Hwei Ling Ong  
John Oppenheim  
Melanie Orhant  
Leslee Ortiz  
Jason Palermo  
Betsy Palmer  
Nicholas Piazza  
Alan Poland  
John Porter  
Teri Poux  
Tharini Ramakrishnan  
Andrew Reiver  
Joanne Richards  
Billye Joyce Roberts  
Terri Robertson  
William Rodriguez  
Doris Roitman  
Karen Rollings  
Jennifer Rossmere  
Gail Rothberg  
Oendriela Roy  
Cindy & Rich Rubenstein

Susan Schatten  
Barbara Schuler  
Heather & Richard Seid  
Sharon Seidel  
Bryna Selig  
Savithri Selvaraj  
Carolyn Shargel  
Bernard Silverstein  
Marilyn Simonds  
Wendy Smith  
Don Spicer  
Sharon Staiger  
Samantha Steckel  
Ram Subramanian  
Cris Sutton  
Dean Swanson  
Ranjana Tandon  
Beth Taylor  
Suzann Tom  
Gary Tominovich  
Judy Treanor  
John Triplett  
Linda Vause  
Karen Venit  
Robert Walker  
Anne Wallace  
Laura Wilhelm  
Alan Wilson  
Ahalya Wise  
Gwen & Gary Wooddell  
Jennie Yuda

“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*

# FINANCIAL YEAR IN REVIEW

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

Individuals.....	\$ 1,203,507
Government Contracts & Grants .....	\$ 770,762
Foundation Grants.....	\$ 471,480
Workplace Giving .....	\$ 213,074
Faith-Based, Events & Other.....	\$ 156,225
Corporations.....	\$ 138,507

**Total Cash Contributions ..... \$2,953,555**

In-Kind (goods & services)..... \$ 5,073,595

**Total Revenue..... \$8,027,150**

## Expenses

Salaries.....	\$ 1,245,624
Food Purchasing & Program Related Expenses \$	463,574
Benefits & Payroll Taxes.....	\$ 238,713
Vehicles, Equipment & Maintenance .....	\$ 235,418
Warehouse Rental .....	\$ 223,097
Professional Fees .....	\$ 154,827
Office Expenses & Technology .....	\$ 139,084
Grants .....	\$ 40,230

**Total Cash Expenses ..... \$2,740,567**

In-Kind Food Distributed..... \$ 5,202,897

**Total Expenses..... \$7,943,464**

## In-Kind Donors

Thank you for supporting Manna with your services!

Andrew Lang Glass

Branding Ovation LLC

Gene's Johns

Kate Lewis Photography

Pillsbury Winthrop Shaw

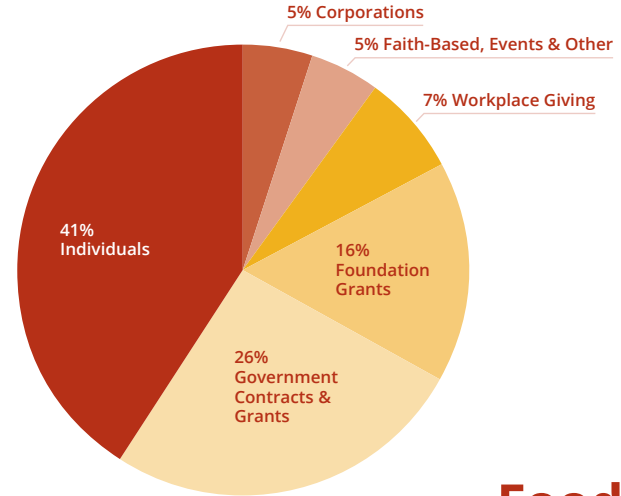
Pittman LLC

Garson Law LLC

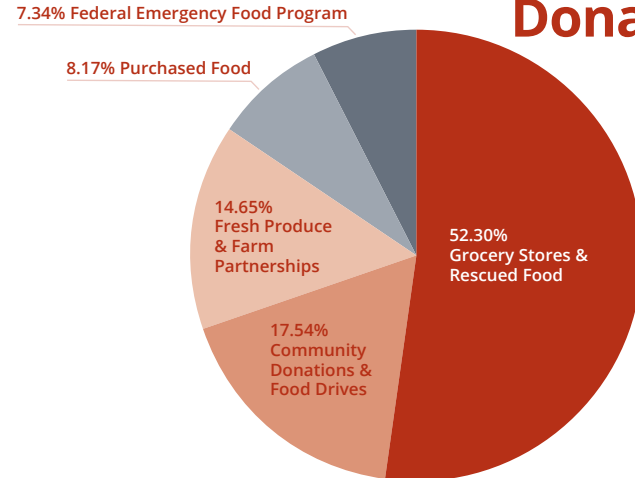
**94 cents**

of every dollar goes to support programs & services

# FY2018 Revenue



# Food Donations



To view a copy of Manna's complete audited financial statements & 990, visit [www.mannafood.org](http://www.mannafood.org).





## 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 • Mardia Dennis, Development Manager • Jerome Douglass, Driver • Glenwood Doye, Driver • Edwin Drijas, 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 • Katie Sayago, Volunteer Manager • Ellie Shutak, Referral Assistant • Jenna Umbric, Director of Programs & Policies • Fresca Vasquez Haber, Community Outreach Specialist • Angela Whitmal, Sr Dir, Admin/Participant Services • Michelle Whittaker, Communications Manager • Silvia Zelayandia, Referral Assistant • Dave Zuniga, Distribution Clerk

## 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](http://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](http://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](mailto: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/](http://mannafood.org/volunteer-with-us/) and fill out an interest form today!

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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**Manna Food Center**  
**9311 Gaither Rd.**  
**Gaithersburg, MD 20877**  
[www.mannafood.org](http://www.mannafood.org)

“35 years in service, fighting hunger & feeding hope”