



ANNUAL REPORT

2024



Dear Friends,

As Manna entered its fifth decade, we expected this year to be a time of both growth and transition. And while that has been true, some things haven't changed. Manna remains the largest community-based organization focused on ending hunger in Montgomery County. We accomplish that by balancing the "three legs of our stool" — food distribution, education, and advocacy. This approach is unique and critical to meeting our community's needs and advancing our vision of "Food for All".

Focused on making the most of our limited resources, we initiated important transitions this year to better meet evolving community needs and leverage existing assets.

- We restructured our distribution efforts in collaboration with partners, ensuring efficient and effective delivery of healthy foods while allowing participants the dignity of choosing their own food.
- We focused on assisting other agencies in fulfilling their missions and created new opportunities for Manna team members.

And our Board's commitment to fair compensation and staff wellness continues to enhance Manna's human resources, infrastructure, and financial sustainability, ultimately optimizing our long-term impact on the community.

Writing this allowed us to reflect on changes taking place at Manna as our own tenures are coming to an end. Holly has served on the Board of Directors for six years and is stepping down as Chair, but will continue to volunteer regularly and enthusiastically in Manna's Market. And after 11 years as Manna's CEO, Jackie is stepping away at the end of 2024 to pursue new adventures and find new ways to contribute to the community.

As we enter this new chapter, take a look at what your support has helped create and how we can continue to move **our bold vision forward: for our community to be a place where all people always have access to safe, sufficient, nutritious food in order to lead fulfilling lives and contribute to making our neighborhoods a place where all live in dignity.** Our work is possible due to the contributions of our resourceful staff, and the critical support of our volunteers, partners, and donors. Thank you for the tremendous support over the past year, and we are confident you will continue to be part of our mission into the future. We hope you use the enclosed envelope to continue to be a part of our mission.

With gratitude,


Holly Wong
Chair of the Board




Jackie DeCarlo
CEO

SUPPORTING OUR NEIGHBORS

60,865

participants supported



4 Million

pounds of food distributed

OUR SERVICES & PROGRAMS

FOOD FOR FAMILIES

56,027

Individuals supported

26

distribution sites throughout Montgomery County



1 = **\$118+ boost**
in monthly food budget

ACCESSIBILITY

2,526

Lyft rides to a Manna choice distribution

6,876

household deliveries of food packages

VOUCHERS

33

vouchers redeemed

\$291,645

infused into the local economy

COMMUNITY FOOD EDUCATION

54

workshops and cooking classes sharing healthy tips

285

youth and adult participants

FARM TO FOOD BANK



120,015

pounds of food purchased

34

Farms and Farmers Markets

68

beneficiary organizations



SCHOOL-BASED PROGRAMS

5,234

students and families support at **69** schools partners

ADVOCACY

969

Participants prescreened for SNAP (food stamps)

66

SNAP outreach events with community partners

COMMUNITY FOOD RESCUE

2,515,357 lbs

pounds of food donated

In March, the Biden-Harris Administration announced the White House Challenge to End Hunger and Build Healthy Communities. This nationwide call to action is aimed at encouraging stakeholders across all of society to make bold commitments to advance President Biden's goal to end hunger and reduce diet-related diseases by 2030—all while reducing disparities. With your support, Manna's two community led efforts circulate financial and food resources throughout our local economy.

Two programs, Farm to Food Bank and Small Business Vouchers, were uplifted in support of the national strategy.



..... “
 [Farm to Food Bank] offers an innovative win-win for local farmers and hungry families at a time when both groups are facing new challenges
 -Washington Post

Farm to Food Bank:

- Provides fresh inventory for the local network of food assistance providers including our municipality's service consolidation hubs.
- Foods produced are more relevant to our community and support healthful, nutritious eating that can decrease the incidence of diet-related diseases.
- Manna is committed to paying small farmers, especially women and people of color, fair negotiated prices.

Small Business Vouchers:

- This initiative brings a choice model to the needs of our immigrant communities. Participants use a paper based coupon system that allows more purchasing autonomy at local markets increasing the availability of culturally relevant food and infusing cash into local grocers.
- Vouchers increased in value by 25% this year, from \$36 to \$45





6876 household deliveries



2526 Lyft rides

\$39,180
in value

average ride **\$14**

Choice and accessibility is always a priority for Manna. We've increased our investments in home deliveries by adding an additional driver to the staff. And more people than ever took a lyft ride to get to a distribution site.



..... “

I must take the time to say thank you for the grocery deliveryI am a senior, have worked hard for more than 40 years and never thought I would see the day when I would need to ask for help. Rent is too high and I just cannot keep up. Thanks to all of you. If I still drove, I would certainly volunteer, but [I am] depending on public transportation these days. Thanks again, thanks to all of you including corporate donors. Blessings always.

- Sarah



Prioritizing Choice

Our Partnership with MCPS aligns with Montgomery County's Strategic Plan to End Childhood Hunger. This plan emphasizes the dignity and efficiency of providing families with extra money to purchase food, supporting local businesses, and contributing to a thriving local food economy.

In addition to our **51 weekend bag** partnership, Manna expanded our **school pantry partners to 10** and our grocery gift cards are now shared in **8 schools**.

Our investment in the Red Wiggler CSA impacted **95 families** who received **5,578 lbs** of produce.

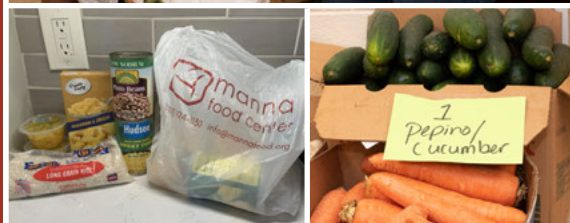


SCHOOL PANTRIES
Reached
4,538 individuals

145,180 lbs of fresh fruit,
vegetables, and pantry staples
distributed over 86 events

GIFT CARDS
2,800 gift cards distributed
400 families served

WEEKEND BAGS
111,214 weekend bags
at **51** schools



Our Advocacy Task Force hosted a roundtable discussion and open house in honor of Dr. King's birthday. The focus was childhood hunger. During the event, the group

- educated elected officials and other community members about our role in promoting food and nutrition security,
- prompted legislators to make commitments and offer concrete actions for the audience to address childhood hunger



Volunteer Task Force members advocate to protect the Supplemental Nutrition Assistance Program (SNAP) from cuts in the 2024 Farm Bill. The 2024 Farm Bill provides a key vehicle to strengthen SNAP and make it an even more effective food safety net for residents that struggle with lower incomes.



One of Manna's top priorities is to expand access to healthy food, promote food system resilience, and leverage our reputation to address underlying inequities.

Through strategic advocacy partnerships, we educate, create awareness opportunities, and provide resources to implement change.





969 Participants
prescreened
for SNAP with Manna's
assistance



Pop-up Pantries allow Manna to use the power of food to encourage participation in small resource fairs that connect community members to additional services like health care and employment support.

36 Pop-up Pantries were
conducted and served
4255 Households

For every SNAP dollar spent an additional **\$1.80 is invested in our local economy** impacting local grocery stores, farmers markets, and other locations where SNAP benefits may be used. This extra support helps alleviate food purchasing pressures in a family's budget.

66 SNAP outreach
events with
community partners



Our small business vouchers program partners with 12 stores from Gaithersburg to White Oak.

Whether through direct purchases via vouchers, or access through food distribution sites, Manna is committed to connecting County residents with food that is both culturally relevant and nutritious. This initiative has received consistent positive feedback, with one respondent saying that in addition to the fresh produce she receives from Manna, she's benefitting from being **"able to buy foods that I could not afford before getting the vouchers because of the cost. I am able to break down the amount and get everything I want."**

Photo courtesy of: African International Market
<https://africaninternationalmarket.com/>



**Since 2021,
we have
shared more
than 13,300
grocery
vouchers for
a redemption
rate of over
95%**

6481 vouchers redeemed at
12 local stores Redemption rate = **98%**

\$291,645 infused into the local economy



Collaborating across sectors to utilize resources available and multiply our efforts is a core value. **Farm to Food Bank** efforts ensure that we have nutritious food that promotes well-balanced, culturally appropriate diets by purchasing from 32 local farms. Manna's multifaceted approach leverages the public sector, businesses, volunteers, and local agriculture to make Food For All a reality.

120,015 lbs
of food purchased

34 Farms and
Farmers Markets

68 beneficiary
organizations



A community volunteer recently shared how she came to Manna. When Kenia was pregnant with her son, she needed our support getting access to food, especially fresh fruits and vegetables. Years later, when her kids needed student service learning hours, she knew exactly where she wanted them to volunteer and give back. Most Saturdays you can find Kenia and her family paying it forward volunteering at one of our choice distributions.



“
Thank you for another amazing year! Whether you volunteer once a week, once a month, or once a year, your hard work and dedication is vital to supporting our community
- Katie, Manna Volunteer Manager



Our Volunteers

Made
16,120 Visits

Donated
38,604 Hours

Provided
\$1,292,850 in value





Grocery Stores
851,564 lbs
donated

Individuals
189,613 lbs
donated

Food Drives
217,613 lbs
donated

Farm to Food Bank
120,015 lbs
purchased

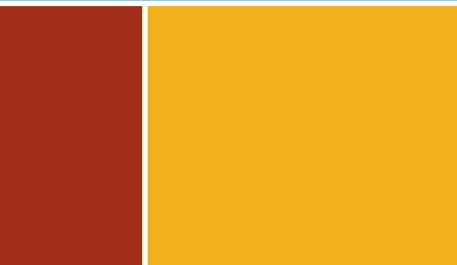


Supported by Our Community



THANK YOU TO OUR GENEROUS FINANCIAL DONORS

July 1 2023 - June 30 2024



\$50,000 & Above

City of Gaithersburg
J. Willard and Alice S. Marriott Foundation
Montgomery County

William P. Roberts, III
Roberts Oxygen Company
Sodexo Stop Hunger Foundation, Inc

State of Maryland
The Morningstar Foundation
Wolpoff Family Foundation, Inc.

\$25,000 – 49,999

David and Naomi Balto
The Bank of America Charitable Foundation
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The Deck Foundation
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The Keehn Family Foundation
Jacob Melamed and Robert Baker
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William S. Abell Foundation

\$10,000 – 24,999

Ada and Albert Wibel Foundation
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\$5,000 – 9,999

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\$2,500 – 4,999

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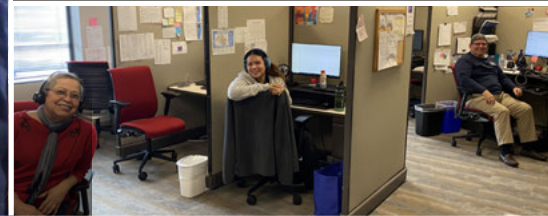
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**Thanks to your investments over the years
the Manna team has grown to over 50 staff!**



1st row: Furman R., Julia D., Kijana M., Edwin D., Joanne M., Cynthia P.C., Jenna U., Reggie B. 2nd row: Juan V., Russel M., Alex M., Silvia Z., Mari F., Agar M., Joel P., Therese L., Camila F.S. 3rd Row: John H., Morgan C., AnnaRose K., Maria C., Angela W., Yelba M., Victor R., Steve C. Back rows: Michael S., Antonio DL. M., Julio H., Jamal R., Jason J., Corey O., Michael C., Hugo M., Mardia D., Dave Z., Johanna R., Jackie D., Eric R., Doogie W., Katie S., Dorothy R., Carlos Z., Jozmin Z., and Gustavo C.. Staff not pictured: Jackie E., Priya N., Herberth S., Fresia V.



Fund for the Future Endowment:

This fund is dedicated exclusively to supporting staff salaries, benefits, and professional development, ensuring that our dedicated team is fairly compensated for their vital contributions. Investments in the endowment will allow us to generate a stream of income for staff compensation costs in perpetuity. Our board is committed to strict governance and prudent management of the fund, and all contributions will be managed and distributed in accordance with the highest standards of transparency and accountability. We are excited about the potential of the Fund for the Future Endowment to help shape the trajectory of lives of Manna teammates. To learn more, reach out to Manna's Development staff.



Your investments of financial donations, food donations, and valuable volunteer hours sustain our programs and services. Visit **mannafood.org** to learn more.



FINANCIAL YEAR IN REVIEW

Manna reached 60,865 adults and children in FY24 thanks to the generous support of our community through food, funds, and friends.

REVENUE

Government Contracts & Grants	\$ 3,995,592
Individuals	\$ 3,601,347
Foundation Grants	\$ 862,240
Corporations	\$ 382,121
Faith-Based, Events & Others	\$ 493,787
Total Cash Contributions	\$ 9,335,090
In-Kind (goods & services)	\$ 2,649,907
Total Revenue	\$ 11,984,398

EXPENSES

Food Purchasing & Program Related Expenses	\$ 4,174,804
Salaries	\$ 2,549,734
Professional Fees	\$ 672,687
Benefits & Payroll Taxes	\$ 587,108
Office Expenses & Technology	\$ 465,568
Facilities Rental	\$ 429,411
Grants	\$ 254,609
Vehicles, Equipment & Maintenance	\$ 103,165
Total Cash Expenses	\$ 9,246,794
In-Kind Food Distributed	\$ 2,577,632
Total Expenses	\$ 11,824,427

IN-KIND DONORS

Thank you for supporting Manna with your services!

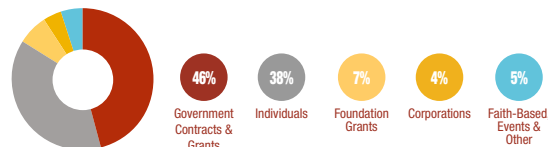
Anderson Quinn

Gibson Dunn

Meakem

Stein Sperling

REVENUE



FOOD DONATIONS



We maintained the highest levels of financial stewardship, earning a Charity Navigator 4-Star rating and Candid Platinum Seal of Transparency for 2023-24 and the Catalogue for Philanthropy "One of the Best Growth Partners" seals for 2024-25.

To view a copy of Manna's complete audited financial statements & 990, visit **www.mannafood.org**.

Board of Directors

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Community Advocate

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Partner
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Edwards Projects Solutions

Joan Rector McGlockton
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Participants' names changed for privacy.

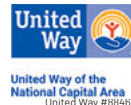
Warehouse

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301-424-1130

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Suite 200
Silver Spring, MD 20904



Keep up with Manna on social media!