



# 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

**6481** 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.



Jackie and US Asst Secretary for Health, Rachel Levine, at the White House Challenge event.

..... “ .....  
[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 delivery ....I 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.

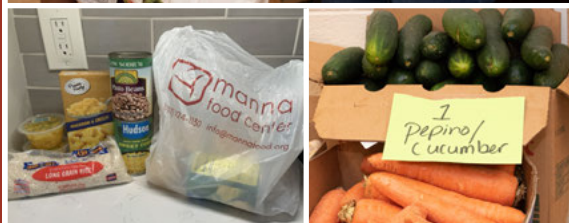


**SCHOOL PANTRIES**  
Reached  
**4,538 individuals**

**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



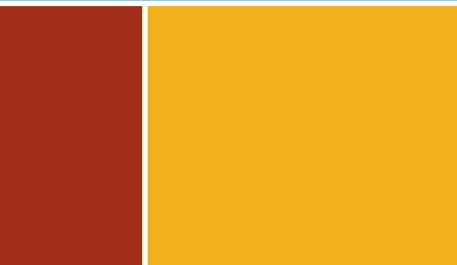
Supported by Our Community





# 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  
Church of the Redeemer  
The Deck Foundation  
The Drescher Foundation

Giant Food, Inc.  
Kay Family Foundation  
The Keehn Family Foundation  
Jacob Melamed and Robert Baker  
Milton and Dorothy Sarnoff Raymond Foundation

Rudolph & Hilda Forchheimer Foundation  
Meyer and Deanne Sharlin  
Temple Beth Ami  
William S. Abell Foundation

## \$10,000 – 24,999

Ada and Albert Wibel Foundation  
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AIM Charitable Foundation  
Alice Shaver Foundation  
Dwight and Ingrid Alpern  
Tim and Nadya Bartol  
Margaret Binns and Patrick Mahon  
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Lisa Davis and Robert Shapiro  
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Jeffrey and Betsy Toretzky  
Daniel Volchok  
Wegmans Food Markets, Inc.  
Jeffrey and Karen Wendel

## \$5,000 – 9,999

Adat Shalom  
Gurdeep and Avneet Bawa  
Chandler and Jesse Becker  
Barbara and Andrew Benson  
Edie and David Blitzstein  
Al and Melissa Blount  
Bou Family Foundation Inc  
Gary and Elise Bowman  
Bradley Hill Presbyterian Church  
Shirley Brandman and Howard Shapiro  
Laura and Steve Brown  
The Buchanan Family Foundation  
Elaine Buschor  
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Karen Mitchell  
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**\$5,000 – 9,999 (continued)**

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The Sulica Fund  
Tammy Taylor

TechSource, Inc.  
Carolyn Weller  
Jason Wilcox  
Peter Wilson  
Wraase Family Foundation

Jeffrey and Meredith Yentis

**\$2,500 – 4,999**

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Akin  
Janet Akman  
Edith Allison  
Richard and Judith Arndt  
Sandra-Lynn Berson  
Bethesda Big Train  
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Linda and Lanning Evans  
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Faith United Methodist Church  
Lisa Fajnor  
Federal Realty Invest. Trust  
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Martha Graf  
Linda Graham  
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Lynn Hamilton  
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Benjamin and Jennifer Hendricks  
Alan Heymann and Lindy Russell-Heymann  
Scott Hoekman  
Lori Honigman  
Elaine and Samuel Hope  
Chuck and Kathleen Howland  
The Hwang Foundation  
Inter-Faith Chapel Mission Committee

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Shondra and Greg Jenkins  
John Jensen  
Joel Family Charitable Fund  
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Evelyn Karson  
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Michael Kedda  
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Stephen Perry  
Jeff Peters and Kathy Juda  
Jeffrey and Patricia Pukatch  
Richard and Melba Reichard  
Lenora Rhodes  
Richman Family Charitable Fund  
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Jeremy Rosner and Laurie Duker  
Vivian Rosskamm  
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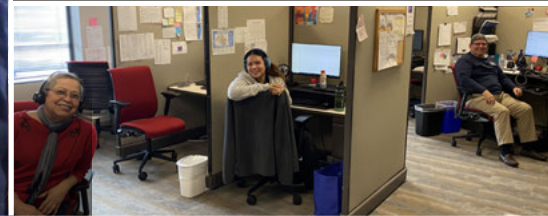
Larry Sainato  
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James Saulsbury and Claudia Cantoni  
A. Scher  
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Jay Schwarz and Abigail Beckel  
Gregory and Barbara Sears  
Marjorie Shapiro  
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Daniel and Amanda Waugh  
Jerry Weir  
John Werner  
William E. Cross Foundation, Inc.  
J Carol Williams  
Winrock International



**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](http://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
<b>Total Cash Contributions .....</b>	<b>\$ 9,335,090</b>
In-Kind (goods & services) .....	\$ 2,649,907
<b>Total Revenue .....</b>	<b>\$ 11,984,398</b>

## 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
<b>Total Cash Expenses .....</b>	<b>\$ 9,246,794</b>
In-Kind Food Distributed .....	\$ 2,577,632
<b>Total Expenses .....</b>	<b>\$ 11,824,427</b>

## IN-KIND DONORS

Thank you for supporting Manna with your services!

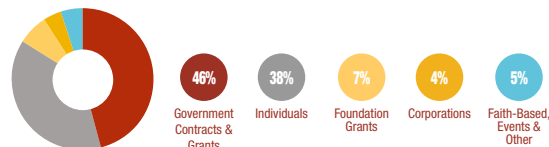
Anderson Quinn

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](http://www.mannafood.org)**.

# Board of Directors

## EXECUTIVE COMMITTEE

*Chair*  
**Holly J. Wong**  
Community Advocate

*Rising Chair-Secretary*  
**Jason L. Mills**  
Partner  
Partner (CPA), LRMD, P.C.

*Immediate Past Chair*  
**Jessica M. Nardi**  
Project Manager  
AstraZeneca

*Treasurer*  
**Gregory Jenkins**  
Assistant VP of Lending,  
Justice Federal Credit Union

## BOARD MEMBERS

**Chris Andracksek**  
Director / CTO  
Dembo Jones, PC, CPAs &  
Advisors

**Amy Coughenour Betancourt**  
CEO, Cadasta Foundation

**Jessica Cullen**  
Senior Relationship Manager,  
Bank of America

**Odessa Davis**  
Owner, Odessa's Home  
Cooking

**Dzibordi Egbenya-Hossoo**  
Community Advocate

**Jorge Espinosa**  
Vice President, Atlantic Union  
Bank

**Lorna P. Forde**  
President and CEO, Aria Travel  
Services, LLC  
Community Advocate

**Matthew J. Keene**  
Vice President, Client  
Management, Mid-Atlantic  
Region Cigna Healthcare

**David Luckett**  
Project Manager, Senior ISD,  
Edwards Projects Solutions

**Joan Rector McGlockton**  
VP, Associate General Counsel  
and Corporate Secretary  
Sodexo

**Karen Mitchell**  
Consultant

**Margaret Peng Rogers**  
CEO, Pariveda Solutions

**Patricia Rios**  
Senior Education and Advocacy  
Manager-Bladder Cancer  
Advocacy Network

**Jeremy D. Rosner, PhD**  
CEO, Rosner Research, LLC,

**Maryline Sabina**  
US Medical Affairs Associate  
Medical Director, Thoracic  
Oncology Franchise Medical  
Strategy  
AstraZeneca

**Kendra Venable**  
Fresh Sales Manager,  
Giant Food

## Office & Market

12301 Old Columbia Pike  
Suite 200  
Silver Spring, MD 20904

Participants' names changed for privacy.

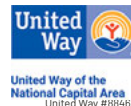
## Warehouse

9311 Gaither Road  
Gaithersburg, MD 20877

301-424-1130

[www.mannafood.org](http://www.mannafood.org)

501(c)3 Tax ID #521289203



12301 Old Columbia Pike  
Suite 200  
Silver Spring, MD 20904



Keep up with Manna on social media!