



2021 ANNUAL REPORT



manna
food center

STRONGER THROUGH PARTNERSHIP

Dear Friends,

To say this was a challenging year would be an understatement. The COVID-19 pandemic brought illness, loss, and economic hardship to so many families, and demand for food support grew higher than we ever could have imagined. We are proud of how Manna—through collaboration with amazing partners, the generosity of donors, and our staff and volunteers' dedication and ingenuity—developed new and better ways to support our neighbors. Here are a few highlights:

- COVID-19 home deliveries, first powered by dozens of our Community Food Rescue volunteer food runners, evolved into a permanent home delivery service for seniors and disabled members of our community who face transportation challenges.
- Our versatile food runners are now delivering recipe ingredients so that cost won't be a barrier for Manna participants to join our virtual cooking classes right from their own kitchens.
- Manna has always partnered with other food assistance groups. When COVID hit, many of the smaller ones lost access to storage space. With County support, Manna provided healthy food to them at bulk prices, and stored it in our warehouse.
- When schools closed, Manna partnered with Montgomery County Public Schools and the DOT to distribute nearly 200,000 weekend Smart Sacks food bags to families with school children.

A single parent in Chevy Chase reached out recently to say, "Thank you, from the bottom of my heart for your services to those who are in such an awkward stage." Her note, and many others we received, highlighted how economic hardship can hit anyone. We also know that economic and health disparities disproportionately affect people of color and that stigma, language barriers, and lack of trust can keep some people from reaching out to ask for help. In response, Manna sought the support of trusted community organizations in Montgomery County's immigrant and African American communities and together, we are making progress toward Manna's goal of "Food for All."

Because of our partners and supporters like you, Manna is stronger and more prepared than ever for the months and years ahead as so many of our neighbors struggle to move from crisis into recovery. We thank you, and we hope you enjoy reading about all you have helped us accomplish.

With gratitude and determination,



Lisa Davis
Chair of the Board



Jackie DeCarlo
CEO

FOOD INSECURITY IN MONTGOMERY COUNTY

19
out of
100

people in
Montgomery
County are
estimated to
experience food
insecurity

13
out of
100

elementary
school students
qualify for Free
and Reduced
Meals (FARMs)

20%

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

\$45.25
PER HOUR

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

HEALTH & SUSTAINABILITY

26%

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

124,000
TONS

of food scraps
disposed of
per year in
Montgomery
County



Data sources from before the COVID-19 pandemic and recession: Feeding America, Montgomery County Public Schools, The Self-Sufficiency standard for Maryland (2019), Healthy Montgomery, and the Division of Solid Waste Services.

SUPPORTING OUR NEIGHBORS

45,210
participants supported



5.3 Million
pounds of food distributed

OUR SERVICES & PROGRAMS

FOOD FOR FAMILIES

38,326

Individuals supported

19

distribution
sites throughout
Montgomery
County

SMART SACKS

4,477

students supported



187,816

bags of weekend
food distributed

(VIRTUAL) MOBILE KITCHEN AND POP-UP PANTRY

996

Participants

65

classes

16

Pop-Up
Pantries at
schools,
community groups,
and churches

COMMUNITY FOOD EDUCATION

266

participants at
workshops and
classes

COMMUNITY FOOD RESCUE



779,200

pounds of food donated

965

members in the
CFR network

3,131

individual food runs

FARM TO FOOD BANK

3

Farmers
Markets



21
Farms

153,711

pounds of local, fresh
produce distributed

ADVOCACY

504

participants applied for
SNAP (food stamps) benefits
with Manna's assistance

14

elected officials participated
in countywide MLK
Advocacy Drive

Impact numbers are for FY 2021, July 1, 2020 – June 30, 2021. For more information about our programs, visit www.mannafood.org.

Montgomery County has been hit hard by COVID-19.

Soon after the pandemic struck our county in the Spring of 2020, Manna's frontline workers began hearing stories of lost jobs, reduced work hours, and uncertain futures. We implemented safety precautions and support for our staff, adapted and expanded our services, and more than doubled the amount of food delivered to our neighbors. The community rallied behind Manna's mission and because of the incredible support we received and the partnerships we forged, we are stronger than ever and ready to support our community through the long economic recovery ahead.

2X
more
Smart Sacks
food bags

given to school children and their families through our partnership with 12 MCPS elementary schools and the Dept. of Transportation



16,900
neighbors



received food from Manna for 1st time



Manna CEO Jackie DeCarlo and volunteers at Guru Gobind Singh Foundation

“ Manna's bulk purchasing power and weekly deliveries empower us to serve 500 community members each week. Together we have achieved so much.

- Aman Shergill, Guru Gobind Singh Foundation volunteer ”

“ I am forever grateful to each of you for your continued support of my family. I am getting myself back on my feet and hope to soon write that I do not need your assistance any more—my goal is by this autumn. Thank you from the bottom of my heart for your service to those who are in such an awkward stage. Having your support is how I made it through this past year.

- Marilyn, single parent in Chevy Chase ”



Food distributed directly and through **19** faith-based and community organization partners and **7** service hubs established in response to COVID-19

Seniors and community members with disabilities already faced transportation barriers, and the pandemic made it even harder to access food assistance.

Manna partnered with Lyft to provide free rides for participants who can't access public transportation. And we quickly deployed our Community Food Rescue app and volunteer food runners to deliver food for neighbors who needed to stay safely at home. Now we have drivers and refrigerated vans dedicated to home deliveries.

4,709
HOME DELIVERIES



Engaging Communities through Trusted Partnerships

As the severity of the pandemic became more clear, Manna knew that many communities that previously had not needed our assistance may be uniquely hurting due to COVID-19 and that stigma, fear, language barriers, and lack of trust were already keeping some people from reaching out to ask for help.

Our Response & Impact

Manna sought the support of six trusted community organizations that could connect us with residents who were disproportionately impacted by the pandemic in communities of African immigrant, African American, Caribbean, and Latino/a residents.



Farm to Food Bank: Strengthening Our Local Food System

The pandemic revealed the vulnerability of our food supply chain and the need for a more resilient local food system. Manna launched a Farm to Food Bank program 10 years ago, and this year we administered an expanded program funded by Montgomery County and the Greater Washington Community Foundation Food for Montgomery Fund, in partnership with the County's Food Council and Office of Agriculture.



22% more local fresh produce purchased from **21** Local Farmers & **3** Farmers Markets



Tanya Spandha, owner of Passion to Seed Gardening

Partnering for Greater Impact



8,000 neighbors connected to Manna services



“The choice of food with the voucher really gives me the opportunity to get foods that are much needed and that I can cook.”
- Kamali

Manna provided financial resources so partners could hire community outreach workers to reach deep into neighborhoods.



Manna and the Ethiopian Community Center of MD piloted a voucher program to address the challenge of supplying culturally specific food to Ethiopian households.

450 pilot project vouchers used at neighborhood markets



Indhu Balasubramaniam and her husband, Vijay Kandaswam

“Farm to Food Bank makes me feel that we have people in our corner, so I can confidently expand my farm and grow vegetables for people who experience hunger. That's a wonderful feeling.”
- Indhu Balasubramaniam, owner, Amaranth Acres



COVID-19 put the kibosh on last year's Heroes against Hunger celebration so we invited the community to an extra-special online party to honor Bruce Adams (Individual Hero), Cigna (Corporate Hero), and Rainbow Community Development Center (Community Hero.)

Manna in the (Mostly Virtual) Community

We missed seeing people in person for most of this year, but Manna stayed connected in creative ways to support our community, show our gratitude to local heroes, and advocate for change.



385 registrants for Breaking Bread

discussions to explore how we can correct racial and economic disparities, tackle the root causes of hunger, and create a more just and sustainable food system in Montgomery County.



756 Participants

signed up for cooking classes, workshops, and personal nutrition consultations



Community Food Education Goes Virtual!

We couldn't welcome participants into Manna's classrooms this year, so we took the classroom to them. We knew we had to be creative to succeed. We launched a new web page to make it easy for people to sign-up for classes and individual consultations. We launched a text outreach program to let participants know what we were offering. And our Community Food Rescue food runners delivered ingredients to participants' doors to eliminate financial barriers. We can't wait to welcome people back to our East County Center, but we won't stop this new way of delivering nutrition education!



Providing Food is Essential but Not Sufficient

That's why Manna's Advocacy Task Force works to keep food insecurity and its underlying causes in the minds of our government leaders and the media.

90% more participants applied for SNAP

(food stamps) with Manna's assistance



14 elected official participated in Manna's county-wide online MLK advocacy day

Thank You
to Our Volunteers
and Partners for
Generously Giving
Your Time, Talent,
Treasures & Food

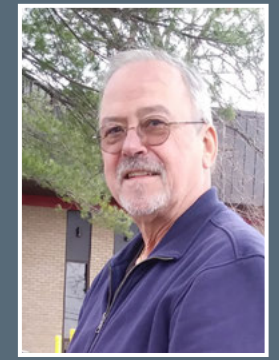


Grocery Stores
576,461 lbs
donated

Food Drives
126,146 lbs
donated

Individuals
269,871 lbs
donated

Farm to Food Bank
153,039 lbs
purchased



Manna will remember

long-time and beloved volunteer, Dean Swanson, for his good humor and dedication to community.



MANNA VOLUNTEERS

Made **12,578** Visits

Donated **25,692** Hours

Provided **\$804 THOUSAND** in value



Supported by Our Community

OUR GENEROUS FINANCIAL DONORS

July 1, 2020 – June 30, 2021

“Our donors’ generosity enabled Manna to respond to the COVID-19 crisis and invest in innovation and partnerships that have strengthened us for the long economic recovery ahead. We are so grateful!”

-Jackie DeCarlo, CEO



\$50,000 & Above

Adventist HealthCare The Bank of America Foundation Lynn Barclay City of Gaithersburg Food For Montgomery Fund Healthcare Initiative Foundation	Matthew and Katherine Johnson Kay Family Foundation Majic Vermont Foundation J. Willard and Alice S. Marriott Fdn. Montgomery County Government Peterson Family Foundation	Robert Schattner Foundation William P. Roberts, III Roberts Oxygen Stuart and Joy Stein Bob and Carol Tyson
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\$25,000 – 49,999

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\$10,000 – 24,999

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\$5,000 - 9,999

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\$5,000 - 9,999 (continued)

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\$3,000 – 4,999

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Financial Donors



Manna staff pictured: Maria C., Julio Q., Brizali I., Fresia H., Edwin D., Ellie S., Angela W., Alejandro Y., Reggie B., Jenna U., Therese L., Agar M., Michael C., Eric K., Jackie D., Cynthia W., Joel P., Katie S., Priya N., Julio H., Mardia D., Victor R. Not pictured: Alex M., Cheryl K., Daniel C., Dave Z., Doogie W., Dorothy R., Elijah R., Herberth S., Jamal R., Jose G., Julio P., Michael S., Silvia Z., Silvia Z., Simone B., Susan W., Yelba M.



There's so much more to do.

Manna's amazing team worked hard to stay safe and meet the growing needs of our community throughout the pandemic. As the County enters a long economic recovery, we will utilize our resources to pursue our vision of Food for All, from crisis to recovery.

Please join us. Your support kept us going and growing through an incredibly challenging year and it will enable us to continue strengthening our support to our neighbors experiencing food insecurity. If you'd like to help us achieve our vision of Food for All, please use the enclosed envelope to make your donation. You can also make a secure one-time or recurring contribution online at mannafood.org/give-online.

Manna also depends on food donations, food-and-funds drives, and volunteers to sustain our service. Please visit mannafood.org to learn more about how you can help.



FINANCIAL YEAR IN REVIEW

Manna served **45,210** adults and children in FY2021 thanks to the generous support of our community through food, funds, and friends.

REVENUE

Individuals	\$ 3,350,888
Government Contracts & Grants	\$ 1,223,726
Foundation Grants	\$ 856,395
Corporations	\$ 619,853
Workplace Giving	\$ 241,562
Faith-Based, Events & Other	\$ 166,896
Total Cash Contributions	\$ 6,459,320
In-Kind (good & services)	\$ 3,811,983
Total Revenue	\$ 10,271,303

EXPENSES

Salaries.....	\$ 1,745,478
Benefits & Payroll Taxes	\$ 319,814
Food Purchasing & Program Related Expenses...	\$ 699,028
Facilities Rental	\$ 456,044
Professional Fees	\$ 266,216
Vehicles, Equipment & Maintenance	\$ 313,648
Office, Technology, Bank Fees & Other	\$ 416,340
Grants	\$ 82,400
Total Cash Expenses	\$ 4,298,968
In-Kind Food Distributed	\$ 3,791,522
Total Expenses	\$ 8,090,490

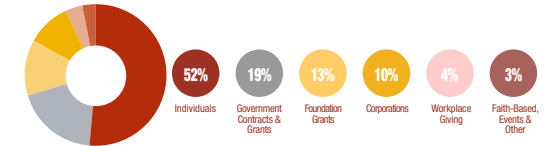
Generous response to COVID-19 emergency appeals as of June 30, 2021 resulted in a surplus for future use.

IN-KIND DONORS

Thank you for supporting Manna with your services!

Anderson & Quinn, LLC
Blank Rome LLP
Meakem Group
Pillsbury Winthrop Shaw Pittman LLP
Wiley Rein LLP

REVENUE



FOOD DONATIONS



We maintained the highest levels of financial stewardship, earning a Charity Navigator 4-Star rating and GuideStar Gold Seal of Transparency for 2020-2021 and the Catalogue of Philanthropy "One of the Best" seals for 2021-2022.

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

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www.mannafood.org

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Participants' names changed for privacy.

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CFC #23028



United Way of the
National Capital Area

United Way #8846



Keep up with Manna on social media!



fighting hunger and feeding hope in montgomery county

12301 Old Columbia Pike
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