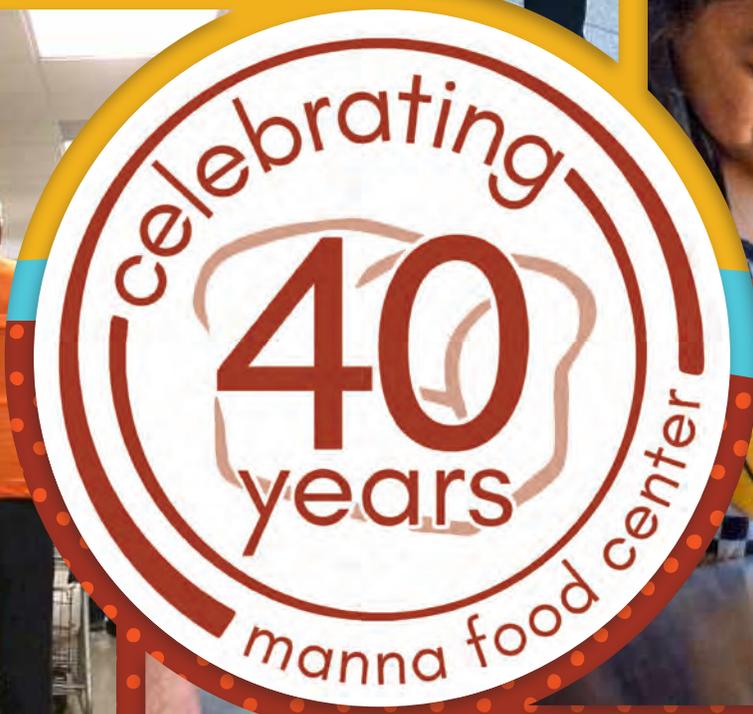


40 YEARS OF PROGRESS THROUGH RESPECT, COLLABORATION AND SERVICE



2023 ANNUAL REPORT



Rev. Mansfield “Kasey” Kaseman, Manna founding partner

“When we started Manna, of course providing food was important, but it meant just as much to provide our neighbors hope, and a feeling that they weren’t alone. When I think about where Manna is today, it’s awesome! Manna is about so much more than food, it embodies and reflects compassion coming in from every sector of our community.”

Dear Friends,

Manna Food Center turned 40 this year, a milestone that has sparked a mix of emotions. We feel extremely proud of what Manna and our many partners have accomplished together over the past four decades, and we are so grateful for the community’s unwavering support for our mission. At the same time, we are humbled by the fact that 40 years after Manna first opened its doors, so many people in our community still experience food insecurity. This reality hit home when Manna provided food for a record high 5,500 households in June.

Our team was prepared to meet the higher demand for food support starting in March, when the federal government ended a pandemic-related boost to SNAP* benefits even as inflation was pushing food costs higher. These cuts delivered a tremendous blow to older and disabled residents who rely on fixed incomes, and to thousands of county residents who work full-time or even juggle multiple jobs but still don’t earn enough to meet their basic needs. Manna provided food, including produce grown by 29 local farm partners, to more than 16,000 community members who sought our support for the first time.

Manna staff also worked hard to support participants’ journeys to self-sufficiency, strengthening partnerships so that neighbors coming to our Choice Markets for food can easily access career support and health services. We deepened our commitment to offering choice by expanding home deliveries and our voucher program, opening three new school choice pantries and piloting a gift card program at two elementary schools. After a pandemic hiatus, Manna’s mobile kitchen was back in action so our team could offer more nutrition and cooking classes to children across the county. In addition, Manna’s staff and volunteer Advocacy Task Force facilitated and participated in conversations about how policymakers and community organizations can better address the complex root causes of hunger in our community.

We hope you enjoy reading about all that you helped Manna accomplish this year. In honor of Manna’s 40 years of service, we also share several “Manna Memories,” reflections on Manna’s history and evolution offered by long-time staff, volunteers and partners. As we think about the challenges ahead, we are excited about the next generation of staff, volunteers, partners and supporters who will take Manna forward, and we remain determined and confident that Manna will achieve our vision of *Good Food for All in Welcoming Spaces*.

With gratitude,

Jessica Nardi
Chair of the Board



Jackie DeCarlo
CEO



Scan the QR code above to watch a short video about our 40 years of service.

SUPPORTING OUR NEIGHBORS

50,499
participants supported



4.6 Million
pounds of food distributed

FOOD INSECURITY IN MONTGOMERY COUNTY

3 in 10
people in MoCo are estimated to experience food insecurity



4 in 10
school students qualify for Free and Reduced Meals (FARMS)

20%
of county seniors (55-64 yo only) live below the self-sufficiency standard

\$56.81 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

8.6%
of Maryland adults eat fruits and vegetables the recommended 5 times per day



90,000 TONS
of food scraps disposed of per year in Montgomery County



Data sourced from: Capital Area Food Bank Hunger Report (2022), Montgomery County Strategic Plan to End Hunger (2023), Self-Sufficiency Standard for Maryland (2023), America's Health Rankings (2022), and the Division of Solid Waste Services (2023).

OUR SERVICES & PROGRAMS

FOOD FOR FAMILIES

40,375
individuals supported

25 distribution sites throughout Montgomery County

32 pop-up pantries

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

SCHOOL PROGRAMS

4,265 students and their families supported



97,305 bags of Smart Sacks weekend food distributed

36 school pantry events

COMMUNITY FOOD EDUCATION

80 workshops and cooking classes

417 youth and adult participants

COMMUNITY FOOD RESCUE



727,348 pounds of food donated

107 members in the CFR network

4,633 individual food runs

FARM TO FOOD BANK

3 farmers markets

29  participating farms

191,212 pounds of local, fresh produce distributed

ADVOCACY

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

12 Breaking Bread community conversations

Good Food for All in Welcoming Spaces

For 40 years, Manna has strived toward a goal of providing Food for All in welcoming spaces. Our commitment to reaching more community members and providing the best possible experience is grounded in listening. We heard that transportation barriers are real. This year, we opened three new distribution sites and expanded our home delivery and free Lyft ride programs to make reaching us even easier. We also know that like everyone, Manna participants like to choose food that best meets their families' needs. We expanded our choice model to new schools and community settings, and we provided even more fresh produce and food that fits our community members' diverse cultural preferences.



16,391
neighbors
received food
from Manna for
the 1st time

5,021 home
deliveries

1,769 free Lyft
rides

32 Pop-Up
Pantries
with **17** partners

10%
MORE fresh
fruits and
vegetables
shared

4,967 vouchers
used at
African and Asian markets

..... “
Manna's voucher program is generating more traffic, and more people know about our store and the goods and services we provide. Our sales are up 22% this year. It is a lifeline for our store and our customers!

— Thomas M Maibetot,
Red Sea Market, Burtonsville
.....



Manna's growing voucher program ensures more people we support can shop on their own schedules for food that fits their cultural and family preferences. In addition, the program boosts sales at neighborhood markets, which are so important to a strong local food system.



**2X
MORE**
school choice
pantries

97,305
Smart Sacks
weekend food
bags distributed by
56 elementary
school
partners

2 schools
piloted Gift
Card program



No child should experience hunger, yet more than four out of 10 Montgomery County Public School (MCPS) students qualify for Free and Reduced Meals (FARMs.) In our 18-year partnership with MCPS, Manna's Smart Sacks program has bridged the weekend food gap. We piloted our first school-based pantry in 2018 and this year, we expanded from three locations to six. With the pandemic limitations behind us, our Community Food Education team provided cooking demos and nutrition tips at school pantry events, and we were back in the community for cooking and nutrition classes in Manny, our mobile kitchen.



**Anne Koroknay, Community School Liaison
at Rolling Terrace ES**

“Manna started providing Smart Sacks weekend bags in 2005. The program has meant so much to us. Many parents in our large immigrant community struggle to find consistent, reliable work that pays a livable wage, and they often work seasonal jobs like construction and landscaping. Then the pandemic struck. Restaurants and other businesses closed and parents weren't getting paid, so having Manna support our community throughout COVID was amazing.

We jumped at the chance when Manna suggested a monthly choice pantry last year. Families have responded with such enthusiasm. There are always desirable staples like beans, rice, cooking oil, and masa, and parents especially appreciate the produce and perishables. As a bonus, Manna's education team occasionally provides cooking and nutrition demos, in Spanish! We love working with Manna's whole team and, through our partnership, parents know that Manna is a safe place for anyone in the community to go for support.”



It's More than Food

At Manna, food is what brings people together, but it's just the start of our commitment to support community members' journeys to self-sufficiency.

This year, we expanded our SNAP outreach program to help more people understand and apply for this crucial benefit, and we connected neighbors with partners' services at pop-up pantries across the community. As the pandemic waned, we welcomed more partners to our space so our participants had easy access to health services, computer literacy programs, and career support services. In addition, we nearly doubled our investment in our community partners, whose outreach workers help connect our services to neighbors who might not come to Manna directly because of language barriers, cultural beliefs, or perceived stigma.



Breaking Bread: A Community Conversation about Ending Hunger

..... “

I am a student at Montgomery Community College. I was homeless for a while, until I advocated my way out of that situation. I went to Manna for food, but the staff were also central to my advocacy, helping me navigate the broken system. My dignity was completely intact—it was all about ‘here’s what you need to do’. I joined Breaking Bread because I want to help other people advocate their way out of homelessness and ensure they know that Manna can support them.

— Joshua

.....



Manna is committed to educating our elected officials and making sure the people we support have a voice in conversations about public policy and other solutions to end hunger. In March, as inflation pushed food prices higher, thousands of community members suddenly had less money to spend on groceries after federal pandemic aid that boosted SNAP payments expired. Our staff and volunteer Advocacy Task Force advocated for county and state resources to fill that gap for families. In other advocacy highlights, we brought state and county officials, advocacy partners and Manna participants together for a Martin Luther King, Jr. Day conversation on ending childhood hunger and we sent a team to the National Anti-Hunger Policy Conference and Capitol Hill Day. Manna was also proud to participate in the second-ever White House Conference on Food, Nutrition, Hunger and Health.



“



I've been an anti-hunger advocate for a while now, motivated by my own experience. I've always worked hard—often juggling multiple jobs—so I could put myself through school, raise my son and follow my life's passion of starting a catering business. But working hard doesn't mean it's easy getting by without support, especially in a community like ours with high costs of housing, food and other necessities.

One of my jobs is working as a Montgomery County Public School paraeducator. Like other support staff, we don't get paid at all during the summer and we're only paid for part of the winter break. A lot of us work multiple jobs to make ends meet, but we still sometimes need support.

I'm an advocate because I know a lot of people are in my boat but they don't feel comfortable speaking up, so I want to speak up for them. I want people in our community to know that needing and looking for help is not a bad thing. Everybody with

a goal needs some kind of help to get to where they need to be, and if someone's goal is to become self-sufficient or get through school, getting support from Manna or from government programs should never feel like a punishment.

I'm an advocate, and I am proud to serve an organization like Manna that values the perspective and voice of people like me who know what it's like to experience hunger.

— Odessa Davis, Manna Board and Advocacy Task Force Member

Farm to Food Bank: Good Food, Strong Food System

This year, our Food to Farm Bank program invested \$125,000 in capacity building grants to help local farmers boost production. They used the grants for capital investment in farm equipment, cold storage to keep produce fresh longer, new growing systems and other farm improvements. Farmers who received these grants increased farm profitability by \$78,500 and grew nearly 32,000 more pounds of produce.

“The potato harvester allowed us to double production on the same amount of land. Enough said!”

— Marc Grossman, The Farm at Our House

Manna also piloted a contract growing program, which guarantees a market for farmers' bounty and gives us certain availability of produce that meets the needs and cultural references of the diverse communities we serve.

We are grateful for public and private support of our farmer partners in collaboration with the local Office of Agriculture and the Montgomery County Food Council.



**MANNA
MEMORY**

Woody Woodroof, Executive Director and Founder, Red Wiggler Community Farm

“In 1997, our farm was just a year old. I had started Red Wiggler for people with and without developmental disabilities to come together to work, learn, and grow healthy food. A volunteer on our farm, who also volunteered at Manna, offered to take some excess produce to Manna’s Lofstrand location. I loved that we could support Manna and prevent food waste. What I didn’t anticipate was what this partnership would mean for our team. People with intellectual and developmental disabilities often are cared for in ways throughout their life. And for these individuals to have the opportunity to give back, to contribute to people that they recognized needed support, that has been such a great experience for our folks.

Eventually, Manna raised money to start purchasing produce from Red Wiggler and then other Upcounty farms started growing for Manna. They’d bring their produce to me, then I’d inspect it and put it on Manna’s truck. As Manna grew, their team took over the coordination with other farmers. It’s amazing to see how the program has grown!

We don’t send anything to Manna that we wouldn’t eat ourselves. It’s about treating people in a dignified manner. I appreciate that Manna expects quality, and that they are making an effort today to purchase fruits and vegetables that fit their participants’ cultures. And for us, it’s great that Manna is helping local farms thrive and support the community’s needs.”



Credit: Erica Baker, BitterSweetMonthly.com

FARM TO FOOD BANK GROWTH

<p>1997</p> <p>Red Wiggler donates 2000 pounds of produce to Manna and continues for 10 years</p>	<p>2009</p> <p>Manna begins purchasing unsold produce at Clarksburg Farmers Market</p>	<p>2009</p> <p>Manna’s Farm to Food Bank (F2FB) program is born with a \$10,000 investment to purchase produce at market price from Red Wiggler</p>	<p>2010</p> <p>Whole Foods 5% Day funds partnerships with Bethesda Central, City of Rockville, Clarksburg and Olney farmers markets to pay vendors for unsold produce</p>	<p>2010-2012</p> <p>Red Wiggler coordinates Manna’s purchasing from Butler’s Orchard, Button Farm, Homestead Orchard, House in the Woods, Lewis Orchard and One Acre Farm</p>	<p>2013</p> <p>Manna expands staff and takes over F2FB coordination</p>
<p>2017</p> <p>Many F2FB partners join Manna’s Community Food Rescue (CFR) network of businesses, donating perfectly good produce that would otherwise be thrown away</p>	<p>2018</p> <p>Manna’s Food for All campaign supported expanded cold storage to keep produce fresh</p>	<p>2020</p> <p>F2FB expands from 4 to 11 and then 30 participating farms with investment from Montgomery County and private foundations and new partnership with the Office of Ag and Montgomery County Food Council</p>	<p>2021</p> <p>Manna awards its first capacity-building grants to help farmers grow and sell more produce to the Farm to Food Bank program</p>	<p>2023</p> <p>Manna pilots advance-purchase contracting so farmers can plan and Manna can ensure access to produce that fits the needs of our culturally diverse communities</p>	<p>2023</p> <p>Approximately 30% of Manna’s partner farms are owned by women or farmers of color</p>



Community Partnerships are Essential

We extend heartfelt thanks to all of the individual, government and non-profit community partners who have rallied behind Manna's mission for 40 years.



Isiah "Ike" Leggett, Montgomery County Executive (2006-2018), Member-at-Large (1986-2002)

MANNA
MEMORY

“Over my many years in public service, I’ve had the honor of working closely with Manna and have come to recognize its invaluable commitment to our county. Manna is an indispensable organization that has provided essential resources for many members of our community for 40 years. They have done so in a manner that respects the dignity and humanity of individuals and organizations in the most efficient way possible. We are truly indebted to the many hard-working staff, volunteers, and supporters who continue to respond positively to Manna’s worthy mission.”



**MANNA
MEMORY**

**Felis Andrade, Giant Food,
DC Metropolitan Region**

“Giant was Manna’s first donor 40 years ago, and we are proud to have contributed to Manna’s success through donations of food and funds over all these years. But our partnership is much more than that. Our team members contribute their time and talents by preparing food donations, hosting food drives, and serving on Manna’s board of directors. These opportunities are meaningful to our employees, making Giant a better place to work.”

Since 2017, Manna’s Community Food Rescue (CFR) network of businesses, volunteers and hunger relief organizations has used innovative technology to find perfectly good food that local farms and businesses would have thrown away, and dispatch volunteers to deliver it to food assistance partners across the county. This year, Manna awarded grants to help nine community-based organizations boost their ability to store, refrigerate and distribute more rescued food. The program helped AfriThrive fund a volunteer coordinator to recruit, train and supervise 30 volunteers for their weekly food distribution events.

Grocery Stores

**677,636 lbs
donated**

Food Drives

**217,656 lbs
donated**

Individuals

**252,238 lbs
donated**

Farm to Food Bank

**191,212 lbs
purchased**





Staff & Volunteers Power Manna

Manna staff: (1st row l to r) Tess K., Brizali I., Mardia D., Ellie S., Victor R., Cheryl K. (2nd row l to r) Katie S., Joel P., Therese L., Agar M. (3rd row l to r) Jackie E., Alex M., Reginald B., Jenna U., Camila F., Priya N., Fresia V., Steve C. (4th row l to r) Yelba M., Sylvia Z., Dorothy R., Cynthia W., Juan V., Maria C., Edwin D. (5th row l to r) Angela W., Carlos Z., Xandra C., Dave Z., Michael S. (6th row l to r) Kijana M., Douglas W., Jamal R., Furman R., Jackie D., Julio Q., Gustavo C., Julio H., Annarose K., Corey O. Not pictured: Cynthia P.C, Herberth S., Michael C., Randy B.

We know that Manna's support to the community is only as strong as our support for the individuals who make up our awesome team.

We are proud that our 44 staff members have been part of Manna for a combined 249 years. One of our longest-serving team members is Angela Whitmal, who reflects on Manna's evolution, below.



Angela Whitmal, Senior Director for People and Culture at Manna

“When I joined the Manna team in 2005, 13 staff members worked out of a small, dingy warehouse and community members would come by once a month to pick up a “Manna Box” along with vegetables and prepared items. Today, we are 44 people strong. We have a beautiful warehouse and market, 25 distribution locations, and robust education and advocacy programs.

I feel a lot of pride looking back at what I've been a part of at Manna. I've seen our team respond to huge economic crises in our county, like the 2008 economic downturn and more recently, the pandemic. Our staff and the entire community really stepped up during those tough times.

What I'm most proud of is our commitment to Justice, Equity, Diversity and Inclusion (JEDI). It starts with a willingness to have tough conversations, and that's why Manna started Breaking Bread nearly a decade ago. These monthly conversations began with just our staff and then we invited participants and community members to join. I really believe that giving our staff and community a space to share a meal and talk about the connections between issues like inequality, poverty and hunger makes Manna a better place to work and a more welcoming space for the neighbors we support.”



**MANNA
MEMORY**

**Tyra and Marcus Peanort:
Inspiring Action and Leadership**

“We met at Montgomery College and have worked there for 18 years. Over that time, Tyra has connected dozens of students to Manna community service projects as part of the school’s leadership development and service learning programs. So it was natural to think of Manna when our daughter, Madison, began to see that some people in our community need more than others and struggled with how she could help. Together, we came up with the idea of a Food and Funds drive to coincide with Madison’s eighth birthday.



It started with asking Madison’s family and friends to donate to Manna or bring food donations instead of gifts to her birthday party. But Madison was inspired, and her actions inspired us. She designed a poster, our local print shop donated printing, we put up a sign in our yard and handed out flyers in the neighborhood. The response from our community was awesome, and Madison learned that she could turn emotional upset into action. We truly appreciate that Manna is a place where young people can be leaders and change makers.”

Volunteers

Made
14,466
visits

Donated
33,576
hours

Provides
\$1,067,700
in value



Our Generous Financial Donors

July 1, 2022-June 30, 2023



\$50,000 & Above

Bank of America Charitable Foundation
Capital Area Food Bank
City of Gaithersburg
The Deck Foundation
The Brigitte Donkin Estate

Giant Food, Inc.
Healthcare Initiative Foundation
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Roberts Oxygen Company
Sodexo Stop Hunger Foundation, Inc
Jeannette M. Wells Revocable Trust
Wolpoff Family Foundation, Inc.

\$25,000 – 49,999

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Rudolph & Hilda Forchheimer Foundation

Helen Schmitt
State of Maryland
Stuart and Joy Stein
Temple Beth Ami

\$10,000 – 24,999

Adat Shalom
Tim and Nadya Bartol
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Margaret Binns and Patrick Mahon
Bradley Hill Presbyterian Church
Shirley Brandman and Howard Shapiro
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\$5,000 – 9,999

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Carolyn Weller
Wraase Family Foundation

\$2,500 – 4,999

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Shantanu Agrawal and Kavita Parikh
Allan and Janet Akman
Nasrin Amirtahmaseb and Mehrdad Dastouri
Richard and Judith Arndt
Sandra and B. Jay Baraff
Daniel Barney
Gurdeep and Avneet Bawa
Tarandeep Bawa
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Peter Wilson

[CLICK HERE](#)

to see donors who supported us with gifts of \$500-2,499.

Financial year in review

Manna reached **50,499** adults and children in FY2023 thanks to the generous support of our community through food, funds and friends.



REVENUE

Government Contracts & Grants	\$ 3,995,593
Individuals	\$ 3,601,347
Foundation Grants.....	\$ 862,241
Faith-Based, Events & Other	\$ 493,788
Corporations	\$ 382,122
Total Cash Contributions.....	\$ 9,335,090
In-Kind (goods and services).....	\$ 2,649,308
Total Revenue	\$ 11,984,398

EXPENSES

Food Purchasing and Program-Related Expenses..	\$ 4,174,805
Salaries	\$ 2,549,734
Professional Fees.....	\$ 672,688
Benefits & Payroll Taxes.....	\$ 587,109
Office Expenses & Technology.....	\$ 465,569
Facilities Rental	\$ 439,116
Grants.....	\$ 254,609
Vehicles, Equipment & Maintenance.....	\$ 103,165
Total Cash Expenses.....	\$ 9,246,795
In-Kind Distributed Food	\$ 2,577,633
Total Expenses	\$ 11,824,427

IN-KIND DONORS

Thank you for supporting Manna with your services!

- Anderson & Quinn, LLC
- Gibson Dunn & Crutcher LLP
- Meakem Group

REVENUE



FOOD DONATIONS



We maintained the highest levels of financial stewardship, remaining listed by Candid as a “Platinum Rated Charity,” while Charity Navigator named us one of the “Best Highly Rated Charities” for 2023. Spur Local, formerly Catalogue for Philanthropy, recognizes us as a “Critical Nonprofit.”

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

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AstraZeneca

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Office & Market

12301 Old Columbia Pike,
Suite 200
Silver Spring, MD 20904

Warehouse

9311 Gaither Road
Gaithersburg, MD 20877

301-424-1130

www.mannafood.org

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