

CREATING A SUSTAINABLE FUTURE

# Maryland Food Bank

ANNUAL REPORT FY 2008

## TO OUR FRIENDS

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Our first order of business this year was to update our mission statement to reflect our new path in this ever changing economy. **"To lead the movement and nurture the belief that together we can improve the lives of Marylanders by ending hunger"** has become our guiding light. As we face an unstable economy with many more hungry people seeking assistance, the Maryland Food Bank will keep our eye on the horizon of ending hunger in Maryland.

Our board of directors met and produced the single most important task to date—four outcomes towards which the Maryland Food Bank will strive over the next five years. This fine work resulted in a five-year plan that is achievable, measurable and inspirational. It is the driving force behind our organization. You can learn more about these four outcomes in this Annual Report in the section titled Fresh Baked Goals. Take a look—we are sure you will be pleased.

Internally, we perfected many of our systems while building a staff of professionals well equipped to take on the challenges of today. More than ever, the Maryland Food Bank is poised to be an effective and efficient operation.

Nationally, the Farm Bill with an expanded Nutrition Title was passed. This will mean many more pounds of commodity foods to the state.

This year, we also launched Pantry on the Go—a mobile food pantry program guaranteed to reach rural communities in need. We operated our first Summer Food Service Program, feeding 900 children lunch throughout the summer months. And we held an incredibly successful 2008 Blue Jean Ball that netted \$257,000 for our organization—enough for 760,000 meals.

The Maryland Food Bank has seen traditional sources for donated product dwindling, which causes us to create new and unique ways to obtain more food and distribute it to our communities. We are turning to the farmers to help us utilize all of the 9 million pounds of excess produce left on the fields in Maryland. We are turning to the food industry and asking for their help in providing more nutritious perishable and frozen products. We are turning to the grocers to develop effective retail rescue programs that provide the Maryland Food Bank with meats, deli products, bakery, produce, and dairy products each week.

And, we are turning to our donors who tangibly keep our mission alive. We feel incredibly fortunate to have their support, and that of our many volunteers and our communities. For this we are most grateful.



**MARTIN P. BRUNK**

Board Chair



**DEBORAH A. FLATEMAN**

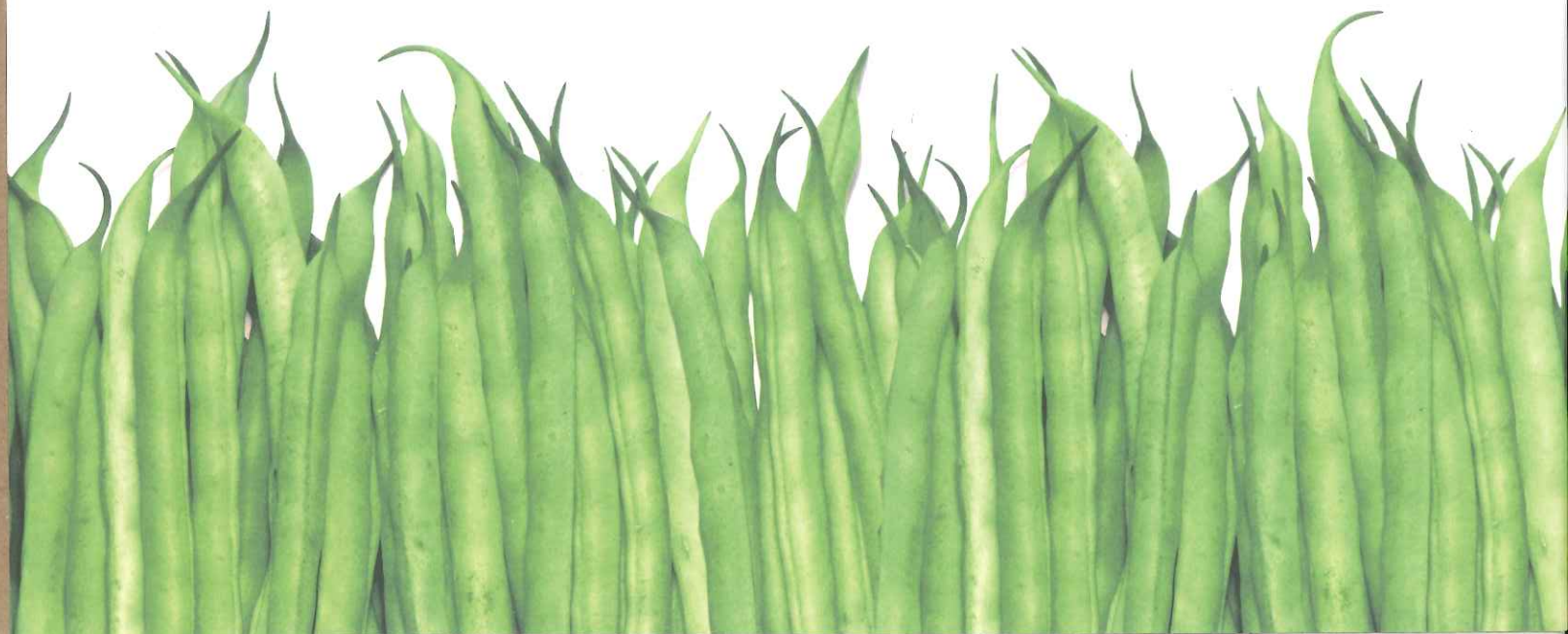
Chief Executive Officer



# GROWING OUR MISSION.

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THE MISSION OF THE MARYLAND  
FOOD BANK IS TO LEAD THE  
MOVEMENT AND NURTURE  
THE BELIEF THAT TOGETHER  
WE CAN IMPROVE THE LIVES OF  
MARYLANDERS BY ENDING HUNGER.



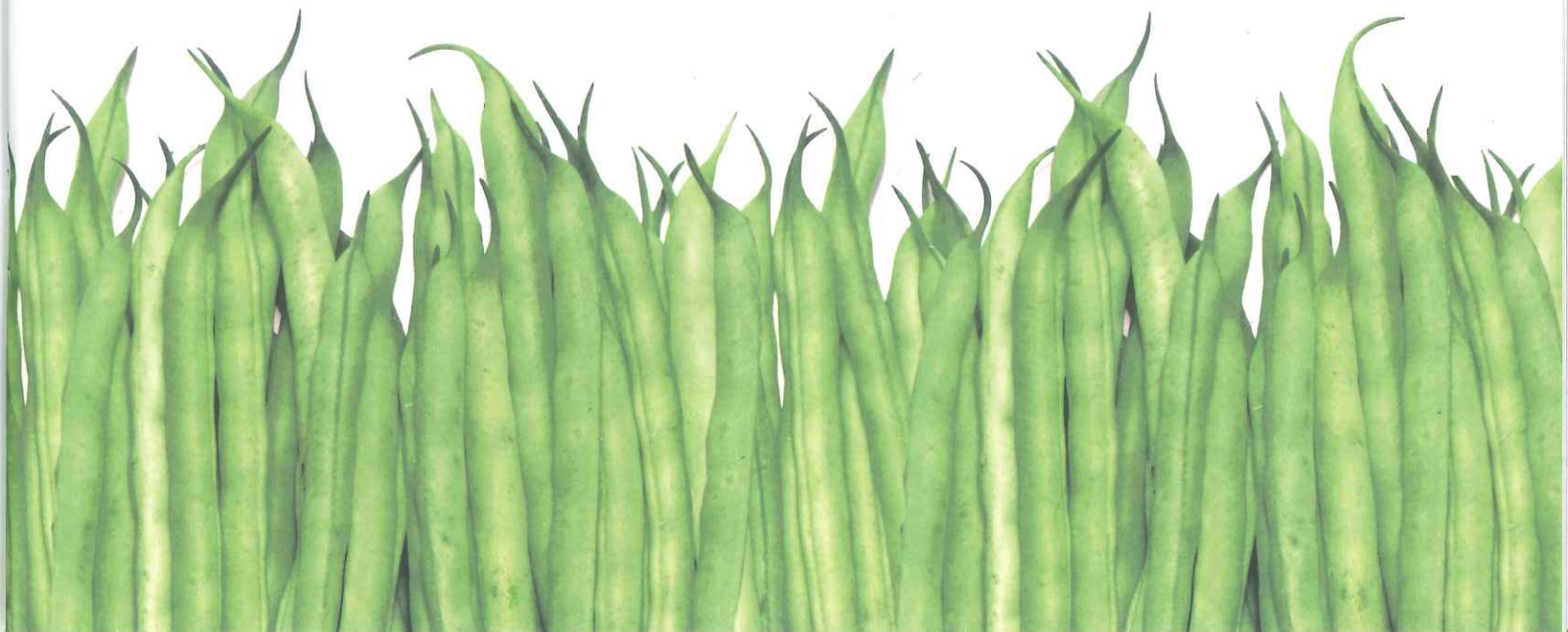
### **FIGHTING HUNGER AND FEEDING MARYLAND FOR NEARLY 30 YEARS.**

The concept of food banking was developed in Phoenix, Arizona by John van Hengel in 1967.

Van Hengel was working at a local soup kitchen when he spoke to a woman who regularly fed her children food from local grocery store dumpsters. He quickly realized that the food industry was throwing away perfectly good food that could be donated to the hungry in the community. Mr. van Hengel spent his life working tirelessly to connect the food industry to the hungry. He also founded the first food bank in the world—St. Mary's Food Bank Alliance in Arizona.

In 1979, this idea traveled to Baltimore City where the Maryland Food Bank was founded out of a warehouse on Fairlawn Avenue. As the first food bank on the East Coast, the Maryland Food Bank distributed 400,000 pounds of food to 38 network partners including soup kitchens, food pantries and emergency shelters. In FY2008 the Maryland Food Bank distributed over 14 million pounds of food to 1,000 network partners.

Growing from a grass roots organization that served Baltimore City to a more efficient and lean operation that serves the entire state has been a 29-year process. The Maryland Food Bank expanded to the Eastern Shore in 1980 and since then has utilized six Regional Distribution Organizations to serve all of Maryland except Prince George's and Montgomery Counties. Today, Maryland Food Bank programs reach many local demographic groups including families with children, the elderly, the homeless, the home bound, low-income workers, the recently unemployed, and people with AIDS and other health problems.





# HANDLE WITH CARE.

## **TOUCHING THOSE IN NEED.**

The stereotype of who is hungry in America has long been outdated. In the public's mind, the typical food pantry client is homeless, chronically unemployed, mentally ill or a substance abuser. The reality though, is that the typical food pantry client is often just as hard-working as your neighbor or friend. In recent years, the working poor have come to rely more heavily on food assistance as they struggle to stretch their wages far enough to cover monthly bills. Now they're joined by an increasing number of previously middle-class families thrust into newly uncertain economic chaos, unprecedented layoffs and growing rates of unemployment. But the numbers only tell part of the story.



Behind the statistics are people accustomed to productive jobs who must confront the growing stress of not being able to provide something as basic as food for their families. Many face cruel choices: Pay the mortgage, or buy food? Take a sick child to the doctor, or go without groceries next week? These are choices that no family should have to face. The Maryland Food Bank is here to help. With more than 1,000 Network Partners across 21 counties and Baltimore City, the Maryland Food Bank spends 93 percent of its funds directly on hunger relief. With each donated dollar we can process up to 4 pounds of food. All of this is possible because of donations from corporations and individuals who care.



### GETTING FOOD INTO THE RIGHT HANDS.

We utilize a wide range of resources to the best of our ability in order to service 22 of 24 counties in Maryland. The flow of food through our established network is illustrated below.





# WE TURN LIVES AROUND.

Today, there are 516,000 Marylanders currently living at or below the federal poverty level. Of those, 370,000 live within our service area. The Maryland Food Bank collects millions of pounds of surplus food industry donations and purchased food through supporters, and distributes that product to our network partners across Maryland. What does that mean to you? Through our network and programs, your generous gifts reach many, many people in need every single day of the year.

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## FOOD BANK FACTS & FIGURES

**14.3 MILLION**  
POUNDS DISTRIBUTED IN FY 2008

**11.6 MILLION**  
MEALS PROVIDED IN FY 2008

**93%**  
OF EVERY DOLLAR DONATED GOES  
TOWARD FEEDING THE HUNGRY

**OVER 1,000**  
NETWORK PARTNERS



### **Second Helping**

The Maryland Food Bank works with Baltimore area restaurants, caterers, and institutions to gather prepared foods. Ready-to-eat meals are collected five days a week and distributed directly from our refrigerated truck to soup kitchens and food pantries at no cost.

### **Kids Cafe**

The Maryland Food Bank provides snacks and meals to after-school programs that serve low-income children. These programs give children consistent access to healthy food in a safe, familiar setting.

### **Summer Food Service Program**

This important initiative addresses child hunger during the summer months when children no longer receive school breakfasts and lunches.

### **BackPack Program**

Children who are eligible for free or reduced school lunches are provided with backpacks filled with food on Fridays to take home and share with family over the weekend.

### **School Pantry**

Parents of low-income students are engaged in volunteering at their children's schools and are offered access to school-operated food pantries.



### **Nutrition Education**

The Maryland Food Bank partners with USDA and the University of Maryland Cooperative Extension to conduct nutrition education and food safety classes and demonstrations to help low-income families stretch their food dollars and improve their diets.

### **Produce Give-Away**

The Maryland Food Bank distributes growing quantities of fresh produce donated from three sources:

- 1) Produce People Care at the Maryland Wholesale Produce Market in Jessup
- 2) Volunteers with the Mid-Atlantic Gleaning Network harvest crops from farmers' fields; and 3) Feeding America offers truckloads of produce from across the country.

### **Pantry on the Go**

A mobile pantry program that provides more food to communities without straining the operations of already overburdened Maryland Food Bank agencies.

### **Community Kitchen - coming soon!**

Donated food will be prepared, quick frozen and packaged for distribution to our network partners. The program will include training in proper food handling and preparation so participants can find jobs in the food service field.



# FRESH BAKED GOALS.

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With an increase in need of 25 to 50 percent at the end of FY2008 and an economic recession projected in 2009, it has become more important than ever for our organization to take a strategic approach to feeding the hungry. Listed below are the newly developed board directives that the Maryland Food Bank will incorporate to ensure that all Marylanders in need are well fed.

## **Outcome 1:**

### **Narrow the Hunger Gap**

Food from traditional sources is dwindling. Manufacturer's overruns and production mistakes are decreasing. To get more food, the Maryland Food Bank must utilize:

- » more government food sources;
- » engage in retail rescue programs;
- » collaborate with farmers to glean leftover produce from the field; and
- » purchase food from the food industry through group buying with other food banks.

## **Outcome 2:**

### **Build a Stronger Network**

In order to build a stronger network we must start with the basic building blocks. To do this the Maryland Food Bank must:

- » listen to our Network Partners' needs by conducting research;
- » facilitate inter-agency collaboration by conducting annual meetings; and
- » expand opportunities for our agencies to share best practices with each other.



**Outcome 3:  
Create A Movement to End Hunger**

Over the next five years, the food bank's focus will be to bring ending hunger to the front and center of the minds of all Marylanders. To do this the Maryland Food Bank must:

- » engage its network and general public in advocacy and public policy;
- » collaborate with other anti-hunger agencies; and
- » institute a branding and marketing campaign that effectively creates a movement to end hunger.

**Outcome 4:  
Build a Sustainable Organization**

The Maryland Food Bank's long-range plan delves into ways to improve financial health, attract and retain high-quality staff, ensure top-notch financial reporting and create ways to measure success. Some areas that will be explored are:

- » an endowment fund;
- » expansion of the annual fund program;
- » planned giving;
- » improvement of benefits and professional development support; and
- » the creation of a "culture of accountability."

**THE MARYLAND FOOD BANK IS  
DISTRIBUTING UNPRECEDENTED  
AMOUNTS OF FOOD. IN FY08,  
OUR ORGANIZATION INCREASED  
DISTRIBUTION BY CLOSE  
TO 3.2 MILLION POUNDS.**





# THANKS FOR DOING YOUR PART.

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"The Maryland Food Bank not only does good every day by feeding individuals and families in need; it is also at the forefront of strategic efforts to end hunger in this country. Indeed, the remarkable leadership and commitment of those who work and run the food bank make it possible to envision systems and processes where every child and every person has access to nutritious meals on a consistent basis. We should all be inspired by their efforts to eliminate waste and find ways to eradicate the very real problem of hunger in Maryland and America."

- Congressman John Sarbanes



## FINANCIALS

FY 2008

FY 2007

	FY 2008	FY 2007
<b>SUPPORT &amp; REVENUE</b>		
<b>Support</b>		
Support, Contributions & Grants	\$25,291,509	\$17,317,162
<b>Revenue</b>		
Shared Maintenance, Delivery & Program Fees	\$908,065	\$997,823
Food Purchase Program, net of returns	\$1,108,964	\$944,313
Blue Jean Ball Revenue, net of expenses	\$256,741	\$246,078
Investment & Other Income	\$81,121	\$170,788
<b>Total Revenue</b>	\$2,354,891	\$2,359,002
<b>Total Support and Revenue</b>	\$27,646,400	\$19,676,164
<b>EXPENSES</b>		
<b>Program Services</b>	\$25,104,867	\$18,019,840
<b>Supporting Services</b>		
Management and General	\$1,027,499	\$1,143,861
Fundraising	\$1,443,210	\$1,024,640
<b>Total Expenses</b>	\$27,575,576	\$20,188,341
<b>Change in Net Assets</b>	\$70,824	-\$512,177
<b>ASSETS</b>		
<b>Current Assets:</b>		
Cash, Cash Equivalents & Investments	\$3,108,646	\$2,365,648
Accounts & Pledges Receivable	\$767,774	\$758,448
Inventories	\$1,176,371	\$1,781,175
Other Current Assets	\$38,417	\$21,221
<b>Total Current Assets</b>	\$5,091,208	\$4,926,492
Long-Term Pledges Receivable	\$153,051	\$108,467
Property and Equipment, net	\$7,712,054	\$7,513,279
<b>Total Assets</b>	\$12,956,313	\$12,548,238
<b>LIABILITIES &amp; NET ASSETS</b>		
Current Liabilities	\$1,750,648	\$738,822
Long-Term Debt, net of current maturities	\$869,879	\$1,544,454
<b>Total Net Assets</b>	\$10,335,786	\$10,264,962
<b>Total Liabilities and Net Assets</b>	\$12,956,313	\$12,548,238



## VOLUNTEERS

Individuals with over 50 hours of service to the Maryland Food Bank.

Jim Barnett  
Elder Clayton  
Paula Connelly  
Kathleen Dunne  
Dan Edlavitch  
Joell Irving  
Maurice Johnson  
Tim Kwei  
Sharon Leter  
Jim Moore  
Kathy Moore  
Trenae Moore  
Pamela Morley  
Jennifer Morse  
Richard Neil  
Erica Nelson  
Tim Ouellette  
William Rodenhauser  
Ellen Segal  
Augusta Sharkazy  
Marsha Sigwart  
Elder Spencer  
Allen Spurr  
Frances White  
Jeremy York  
Beulah Young  
Kevin Yue

## Returning Groups

70th Intelligence Wing, USAF  
Alliance  
ARC of Howard County  
Baltimore Marriott Inner Harbor  
Becton Dickinson  
Camp Sunshine  
Catonsville High School Life Skills Program  
CCBC - Catonsville Service Learning Center  
Celebration Singers & Ringers - Church of the Savior  
Center for Social Change  
Chimes Liberty Club East  
Church of Latter Day Saints  
Church of the Nativity  
CitiFinancial  
College Connection - Community  
College of Baltimore County  
Columbia Baptist Fellowship  
Covenant of Grace  
Dickey Memorial Church  
Experience Mission  
GBMC Healthcare  
Jemicy High School  
Jewish Volunteer Connection  
Johns Hopkins School of Medicine  
Johns Hopkins University Health Care  
Kennedy Krieger LEAP Program  
Lansdowne High School  
Leo's Club  
Medicare - Div. of Plan Data  
Moravian Academy  
Northrop Grumman  
Oldfields' School  
PepsiCo - Quaker  
Police Athletic League  
Procter & Gamble  
Rainbow Girls  
The Redeemed  
RSM McGladrey  
Severna Park Baptist Church  
Social Security Administration

SVBA - Single Volunteers of Baltimore & Annapolis  
Sykesville Group Home  
T. Rowe Price  
University of Baltimore Leadership Program  
University of Maryland Baltimore County  
United Way of Central Maryland  
Upper Fall Retirement Group  
UPS  
USNS Comfort  
Wellesley Baltimore Alumni Club  
Zeta Phi Beta

## New Groups

Ancient Order of Hibernians  
Antioch Church  
AT&T  
Audacious Inquiry LLC  
Auto Traders  
Baha'i Faith  
Board of Childcare  
Boy Scout Troop # 261  
The Bridge  
Bristol-Myers Squibb  
BWI Airport Marriott Hotel  
Cambridge Church of Christ  
Centennial High School  
Chesapeake Bay Girl  
Chinese Christian Church of Baltimore  
Clifton T. Perkins Institution  
Constellation Energy  
Emory University of Atlanta  
Epworth UMC Youth and Young Adults  
Erickson Retirement Communities  
Eurest Dining Services - Mid-Atlantic Region  
Frito-Lay  
Girl Scout Troop# 395  
Government Services Group  
IBM  
Kids Cafe Sites  
Lord of Life Lutheran Church  
M&T Bank  
McCormick & Company, Inc.  
Mt. Moriah  
Nelson Family  
Our Daily Bread - Christopher Place  
The Progressive National Baptist Convention Eastern (Region)  
Resurrection of our Lord  
Sid Jacobson  
Starbucks  
St. Mary's Little Kitchen  
The Greater Baltimore Urban League/Nulites  
T-Mobile  
TownSuite Hotel Marriott  
UMBC Athletics  
Visions America

## FOOD DONORS

A & L Foods, Inc.  
Ace Logistics  
Donna Adler  
All About Tan  
Alpharma  
Applebee's International  
Armour-Eckrich Meats, LLC.  
Associated  
Astral Foods  
Avenue Gourmet  
B & T Market

B&G  
Bakery Express - Ms. Desserts  
Barcelona Nut Company  
Basic American Foods  
Bayer, Inc.  
Kathryn Beich  
Beverage Capital Corporation  
Blazer Wilkerson  
Bloom  
Boscov's  
Boy Scouts  
Bozel Transfer, Inc.  
Burriss Food  
C & S Wholesale Grocers  
Coldwell Banker  
Campbell's Soup Company  
Canstruction  
Cargill Salt, Inc.  
Catholic School at Ocean Pines  
Bruce Chance Fundraiser  
Chesapeake Utilities  
Choptank Delivery  
Cianelli Foods  
Clorox  
Coastal Sunbelt Produce/East Coast Fresh Cuts  
Coco Cola North America  
Coldwater Seafood  
Colorado Premium Foods  
Comcast Cares  
ConAgra Foods  
Cross Pointe Church  
Crown Sports Center  
Curves  
Dale Dilworth  
DCI Cheese  
Del Monte Foods  
Delmarva Beauty Academy  
Delmarva Poultry Industry  
Delmarva Power  
Delmarva Shore Birds  
Diversified Foods, Inc.  
Domino's Pizza  
Eastern Food Service  
Eastland Food Corporation  
Eastside Vending  
Eby-Brown Company  
Empire Farms  
Esskay Meat Company  
Farmland Foods  
Food King Supermarket  
Food Lion  
Fresh Pride  
Friel Farms  
Frito Lay, Inc.  
General Mills  
George J. Falter  
George Weston Bakeries  
George's National Beef  
Gianni's Food Concepts, Inc.  
Giant Food, Inc.  
Girl Scouts  
GlaxoSmithKline  
Glen Avenue Elementary School  
GoJo Industries  
Grand Super Center, Inc.  
The Greene Turtle  
H & S Bakery  
H.R. Nicholson & Company  
Handy Crabs  
Hanover Foods  
Hearn-Kirkwood, Inc.  
Herr Food  
Hershey Chocolate Company  
Hoffmaster  
Holly Center  
Holly Poultry  
Holt Paper  
Hurley Neck Farms  
Impero Foods & Meats  
Islander Ice Cream

Jack & Jill Ice Cream  
Jennie-O Foods  
Joe Corbi's Pizza  
John Cox Trucking  
K & L Microwave  
Kellogg Sales Company  
Kens  
Kraft Foods, Inc.  
Ladies Night Out  
Diane Lessor  
Lift Off Distribution  
Lisa's Trucking, Inc.  
Long & Foster  
Magnet Gleaning Project  
Maine's Paper & Food Service  
Majestic Salse Corporation  
Mallard Landing  
Mars  
Maryland State Department of Education  
McCormick and Company, Inc.  
Maryland Department of Human Resources USDA/TEFAP  
Merchants Terminal Corporation  
Minute Maid  
Mister Fish  
Mitchell Martial Arts  
Morrison Management  
Motor Cross Event  
Mt. Washington CSA  
The Mushroom Company  
My Organic Market, (MOM)  
Mystic Harbor  
Naked Juice  
Natural Food Products Show  
Nestle USA, Inc.  
New Valley Farms  
Nino's  
Nutrisystem  
Odwalla, Inc.  
Off the Neck  
Old Dominion Freight Line  
Panache Cuisine  
Paris Foods  
Pastore's, Inc.  
PepsiCo. Beverage of North America  
Robert Pesto  
Perdue Incorporated  
Performance Food Group  
Perkins Paper Company  
Preferred Meal Systems  
Prime Trucking  
Procter & Gamble  
Produce People Care  
Quaker Foods & Beverages  
Quaker Oats, Inc.  
Ridgely & Ferrens Market Place  
Rite Aid  
Safeway  
Salisbury Chamber of Commerce  
Salisbury University  
Sam's Club  
Sanofi-Aventis  
Sara Lee Corporation  
Saval Foods  
Schmidt Baking Company, Inc.  
Sea Watch  
Sears - Kent Island  
SmithField Packing Company  
Smucker Quality Beverages  
Snapple Beverage Corporation  
Snow Hill School  
Solo Cup, Inc.  
Southern Connection Seafood  
Spring Grove State Hospital  
St Paul's A.M.E. Church  
Standard Coffee  
Starbucks Coffee

## STAFF

### Administration

Deborah Flateman  
Chief Executive Officer

Alnora Evans  
Deborah Grant  
Elijah Hopper

### Development

Elizabeth Benson  
Chief Development Officer

Laurie Andrews  
Eleanor Conyers  
Barbara Craig  
Sheldon Gaines  
Tami Karwacki  
Kate Kinsel  
Stacy Miller  
Rebecca Pon  
Vanessa Reed  
Lisa Scott  
Nancy Smith  
Lindsay Stroh  
Stacey Wise  
Shanna Yetman

### Finance

Barbara Jeffries  
Chief Financial Officer

Robert Alonso, Jr.  
Darwin Antoine  
Wanda Covington  
Leroy Jackson  
Frederick Jones  
Jackie Stubbs

### Human Resources

Michael DeAgro  
Human Resources Director

### Programs

John Shaia  
Director of Programs &  
Network Services

Jarrod Crawford  
Derryck Fletcher  
Paulette Harris  
Tonya Harrison  
Dea Harrison  
Chiaka Johnson  
Elise Jones  
Kea McKoy  
Lavonzell Nicholson  
Lori Walls

### Operations

John May  
Chief Operating Officer

Tracey Adams  
Nathaniel Bartow  
Romaine Casey  
Richard Cotton  
Michael Curry  
Kizzy Dawkins  
Wayne Flickinger  
Mark Ford  
Marquies Gray  
Mark Harris  
Justin Harvey  
James Hyman  
Butch Langenfelder  
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Charlie Samuel  
Ellen Saval  
Roscoe Scott  
Ronald Smith  
Randy Stewart  
Pete Streat  
Alfred Tuck  
Tim Vaughn  
Mary Ellen Voorhees  
Bobby Waddell  
Danielle Whitmore

### Maryland Food Bank— Eastern Shore

Yvonne Terry  
Branch Manager

Lemuel Abdullah  
Ruth Blake  
Jack Carpenter  
Aydelotte Deshields  
James Grant  
Jameon Maycock  
Carol Messick  
Shirley Nelson  
Lucille Nutter  
Rod Owens  
Smiley Perdue  
Kent Thornton  
Brenda Todd

## BOARD OF DIRECTORS

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Helen Holton  
Baltimore City Council

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Shohreh Kaynama, Ph.D.  
Towson University

Robert W. Locke  
The Columbia Bank

Sharon Maben  
Visionmark Communication

Andy Meister  
Sonum Technologies, Inc.

Jamie Miller  
Giant Food

John A. (Jack) Moeller  
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Jenny G. Morgan  
Sterling Partners

Jon Myers  
ML3, LLC

Patrick G. Nolan  
BGE

E. John Pipitone  
M&T Bank

Robert W. Schroeder  
McCormick & Company

Steven M. Schwalb  
Perdue Incorporated

Evan Z. Steiner  
Constellation New Energy

### Eastern Shore Advisory Board

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Perdue Incorporated

Lee (Skip) Johnson  
Vice President  
First Shore Federal Savings & Loan

Rev. Harvey Dixon  
Faith Community Church

Ashrrya Dotson  
Associated Black Charities

Katarina Ennerfelt  
Toroid Industries of Maryland, Inc.

Mike Gershenfeld  
Lankford SYSCO Food Services

Andrea Williams  
Perdue Incorporated

Robert Williams  
Retired—USDA

Sharon Wilson  
Associated Black Charities

Deborah Flateman  
Maryland Food Bank

## CONTACT INFORMATION

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

**FEEDING  
AMERICA**

