Hunger Has an Impact.
So Do You.
You Make All the Difference

You support our work because you want to make a difference in people’s lives.

And the difference you make extends far beyond food.

The groceries you provide help families make the rent, keep the heat on, pay the babysitter, fix the car, fill prescriptions, buy clothes, get to work...

The list is endless. The point is this: Your impact is real, it’s tangible and it feels life-saving to those who are barely hanging on.

Your motivation to make life better for others powers everything we do at the Food Bank... every food purchase, every delivery, every box we pack, every program we launch.

In front of us are people who need us, behind us, people we need, people like you.

We’re grateful for your support. Hunger has an impact, and so do you.

Robert C. Mayo  
Chair, Board of Directors

Michael McKeel  
Chief Executive Officer

COVER PHOTO COURTESY OF FEEDING AMERICA
Alexus and her partner want to raise healthy kids. But for many hard-working families like theirs it’s still hard to afford necessities — including food.

“It can get stressful not having enough food or running out of food,” she said.

Despite working 11-hour days, Alexus’ partner can’t get ahead financially. They simply can’t pay bills and buy enough food to eat.

Alexus doesn’t want her family to struggle with hunger or poor nutrition. Neither do we.

When the Food Bank’s mobile Neighborhood Produce Market stops nearby, Alexus receives nutritious foods for the children she loves.

Your gifts lessen the stress of food insecurity for families when and where they need us.

“The Neighborhood Produce Market helps me get the fruits and vegetables I need to feed my family. It gives us something fresh to eat, which is a welcome change.”

— Alexus
You find a way to help because you can. You plug in to the mission with commitment and a fierce belief that everyone should have enough to eat. You lead, you plan, you work hard, you witness firsthand the definition of community.

You — our partners working in food pantries and at program sites — are the daily manifestation of compassion.

**Your Impact on the Frontlines:**

**Average Monthly Participation**

July 2018 – June 2019

**Community Food Distribution**

- 90,375 People served through partner agencies
- 4,184 People served monthly through mobile distribution
- 205 Partner pantries, soup kitchens and shelters

**Nutrition Programs**

- 7,300 Served monthly through child nutrition programs
- 2,853 Served monthly through senior nutrition programs
- 174 Nutrition program site partners

**How We Work**

We secure donations → We move food → We safely store and distribute food via...

- Partner food pantries, soup kitchens, and shelters
- Together, we feed people in need
- Mobile food pantries and other Food Bank programs

Volunteers at partner pantries like **Congregational Community Action Project** in Winchester play a vital role, working five days a week to supply meals to individuals and families.
The Good Food Truck delivers fresh fruits and vegetables as part of the Food Bank’s Neighborhood Produce Markets. With your support, we supply wholesome goodness. Block by block, neighborhood by neighborhood, children and families in need choose a variety of produce to take home.
Located near the Food Bank’s headquarters, **Ball Corporation** associates volunteer every month to pack Senior Food Boxes; a total of 159 hours donated since 2017. The Food Bank is also the beneficiary of Ball’s Let’s Can Hunger food and fund drive resulting in a total of 74,409 meals provided since 2009 through food and funds.
Your Investment of Time:

**Volunteer Contributions**
July 2018 – June 2019

- 30,281 Total hours contributed by all volunteers
- $832,728* Dollar value of all volunteer hours
- 15 Positions Staff Equivalency
- 716 Number of onsite volunteers (unduplicated)

*We use the standard value of volunteer time in Virginia, provided by independentsector.org

You volunteer because the optimist inside you spies a glimmer of hope. You understand that your time invested is worthwhile. You believe that you can promote change and make a difference.

**You — our volunteers — are generous, compassionate, and your hard work matters.**

“We want other companies to understand that their employees come from the community, and therefore we should all give back.”
—Tim Montgomery, Ball Corporation, Plant Manager, Verona
Frank Padilla runs a farm in Mt. Crawford where he donates everything he grows — to the Food Bank and to food pantries. He's been at it for at least 20 years.
The Nourishment You Provide:

You give food because you care. The donation of food is tangible, immediate, and gratifying. Dropping a box of cereal, a pack of diapers, or a can of beans into a collection barrel is a public act of compassion. The art of cultivating and harvesting food intended for donation takes compassion to another level.

You — our food donors — are thoughtful and creative, and your donations matter.

“Twenty years ago, my wife and I volunteered for the Food Bank’s partner pantry at Blessed Sacrament. I was able to learn what people needed and wanted to eat. I decided to start growing fruits and vegetables to donate to the pantry. Shortly after, I also began donating directly to the Food Bank so I could help more people.”

— Frank Padilla
## Your Gifts Matter

You care about humanity, and you invest in the health of your community. You understand that food is a basic need and essential right, and you want to make a tangible difference. You have been blessed, and you’re willing to share your bounty to help someone less fortunate than you.

You — our donor — believes that everyone should have enough to eat.

### Financial Summary  
**Fiscal Year Ended June 30, 2018 – Audited**

#### Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$730,748</td>
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<tr>
<td>Accounts receivable, net</td>
<td>244,630</td>
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<tr>
<td>Inventory</td>
<td>3,096,665</td>
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<tr>
<td>Prepaid expense and other current assets</td>
<td>81,158</td>
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<tr>
<td>Investments – Short-term CDs</td>
<td>2,246,750</td>
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<tr>
<td>Investments – Long-term investments</td>
<td>4,373,066</td>
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<tr>
<td>Property and equipment, net</td>
<td>5,469,253</td>
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</table>

**TOTAL ASSETS**  
$16,242,270

#### Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>$181,720</td>
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<tr>
<td>Accrued compensation and related liabilities</td>
<td>165,766</td>
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<tr>
<td>Operating lease liability</td>
<td>1,472,636</td>
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**Total liabilities**  
$1,820,122

**Net assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Unrestricted</td>
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<tr>
<td>Undesignated</td>
<td>$7,752,067</td>
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<tr>
<td>Board Designated – Operating reserve</td>
<td>1,767,800</td>
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<tr>
<td>Board Designated – Capital Reserve</td>
<td>959,000</td>
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<tr>
<td>Board Designated – Quasi-endowment</td>
<td>3,424,379</td>
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**Total unrestricted**  
$13,903,246

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Temporarily restricted</td>
<td>518,902</td>
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**Total net assets**  
$14,422,148

**TOTAL LIABILITIES AND NET ASSETS**  
$16,242,270

#### Revenue and Support

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Gifts and support</td>
<td></td>
</tr>
<tr>
<td>Donated food</td>
<td>$40,980,568</td>
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<tr>
<td>Contributions</td>
<td>6,152,518</td>
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<tr>
<td>Other revenue</td>
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<tr>
<td>Agency handling and delivery fees</td>
<td>812,020</td>
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<tr>
<td>Government reimbursements</td>
<td>730,574</td>
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<tr>
<td>Investment earnings, net</td>
<td>151,410</td>
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<tr>
<td>Other</td>
<td>18,700</td>
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**Total revenues**  
$48,845,790

#### Expenses

<table>
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<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$46,731,026</td>
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<tr>
<td>Fundraising</td>
<td>1,236,928</td>
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<tr>
<td>Management and general</td>
<td>784,451</td>
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</table>

**Total expenses**  
$48,752,405

**CHANGE IN NET ASSETS**  
$93,385

**NOTE:** Financials include the value of donated food. Donated product on hand at year-end is valued at the national wholesale value of one pound of food, as determined by the most recent study conducted by Feeding America. Food donations and distributions of donated product are recorded at the weighted average wholesale value in effect during the year. The information in this summary was excerpted from our complete audited financial statements, which are available on our website and upon request.
Sources of Food
- Food Drives 3%
- Donations from Growers/Traders 15%
- Retail Donations 38%
- Manufacturer Donations 10%
- USDA Contributions 24%
- Purchased Food 8%
- Miscellaneous 2%

**NOTE:** Miscellaneous includes transfers and trades with other food banks, prepared foods, and other misc.

Revenues & Support
**Fiscal Year July 2017 – June 2018**
- Donated Food 84%
- Contributions 13%
- Handling Fees 2%
- Other Revenues 1%

Expenses
**Fiscal Year July 2017 – June 2018**
- Program Services 96%
- Management & General 2%
- Fundraising 2%

*Audited Financial Summary — Fiscal year ended June 30, 2018*
Our **VISION** is that everyone has enough to eat.

Our **MISSION** is to provide nourishing food to our neighbors in need through vibrant community partnerships and passionate public support.

Our **CORE BELIEFS** are that hunger is unacceptable; that everyone deserves access to enough food; that food sustains life and nourishes health; and that we are called to serve neighbors in need without judgment.

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**BRANCH LOCATIONS**

Serving your community from one of four locations:

**Shenandoah Valley Area Branch & Headquarters**
P.O. Box 937
96 Laurel Hill Road
Verona, VA 24482
P: 540.248.3663

**Thomas Jefferson Area Branch**
1207 Harris Street
Charlottesville, VA 22903-5319
P: 434.296.3663

**Lynchburg Area Branch**
501 12th Street, Suite B
Lynchburg, VA 24504-2527
P: 434.845.4099

**Lord Fairfax Area Branch**
1802 Roberts Street
Winchester, VA 22601-6312
P: 540.665.0770

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