

TOGETHER

WE ARE

BLUE RIDGE AREA FOOD BANK

ANNUAL REPORT JULY 2020 - JUNE 2021



Blue Ridge Area
FOOD BANK

Everyone should have enough to eat.

A member of
**FEEDING
AMERICA**

TOGETHER

WE ARE

EMERGING STRONGER

Among all the lessons of the past year, the one that stands out most to us is the truth of our interdependence. We rely on each other.

Even as the pandemic forced us to shelter in our homes for safety, or required us to cover half our face, people and organizations across our region were motivated to respond, with neighbors helping neighbors, often those they had yet to meet.

Because hunger impacts an entire community, it takes an entire community to address hunger.

On the following pages we are grateful and proud to show you the best of humanity, the best of our community. See the difference we made together.

While the public health crisis is not yet entirely in the rearview mirror, we know that together we are emerging stronger—stronger in our shared mission, in our partnerships, and in community engagement.

Thank you for your generosity and your trust.



Michael McKee
Michael McKee
Chief Executive Officer



Nicholas Perrine
Nicholas Perrine
Chair, Board of Directors

COVER PHOTO: Volunteers at Hope Distributed, a pantry partner in Harrisonburg

Total Food Distribution

JULY 2020 – JUNE 2021



118,300
Individuals served
each month,
on average



23.9 million
Meals
provided



28.7 million
Pounds of food
distributed



6 million
Pounds of
produce distributed



TOGETHER

WE ARE

PUTTING GUESTS FIRST

Meet Gloria: Taking Care of Her Family

On the day we meet Gloria, she emerges from a partner food pantry carting sacks of groceries she'd selected moments before. When asked how she's faring, she responds, "I'm blessed." Despite having experienced several setbacks, she warmly greets everyone she encounters.

Gloria's first visit to the pantry was more than three years ago. Being able to visit to pick up food made "a big, big difference" because at that time, her husband was the only one working after she had major surgery. Referring to the pantry's staff, she says, if it weren't for them, "we would be lost."

Although Gloria has returned to her job as a certified nursing assistant on a part-time basis, her household grew in size this year when she took in her son and his young children, ages 6 and 3. With the food she obtains from the pantry, she gratefully reports, "we've been getting back on track food wise."

On her way to her car, Gloria stops by the pantry's outdoor-produce station, and picks from the sorted heaps of lush kale, turnips, and color-rich cauliflower. These fresh foods, donated directly by local farmers, provide more than familial sustenance: They are an indicator of community, a message of love, and a trunkful of hope.



Together, we ensured that tens of thousands of families across the Blue Ridge area like Gloria's had enough to eat last year.

**Turn the page to
learn how.**





TOGETHER WE ARE
SHARING ABUNDANTLY

Despite pandemic-driven realities like high numbers of unemployed individuals and public health concerns over the past year, we managed to meet the need for food assistance every step of the way.

We acquired and moved more food to more people than ever before, through our programs and our pantry partners. This included serving a significantly higher proportion of first-time visitors, people who had never visited a food pantry before. Throughout, we kept the food flowing to our community members living with hunger.

We also bolstered and expanded the pantry network—our partners on the front lines of hunger relief—by:

- waiving delivery fees and providing all food at no cost
- investing more than \$2 million in our community partners to fund cold-storage, technology equipment, vehicles, and other capital improvements to increase their capacity
- forging new relationships with health care partners and other community organizations to reach more people in need

A year ago, we were worried: Could we continue to keep staff, volunteers, and guests safe and healthy? How long would the food supply, the donor dollars, the active volunteers, the network itself hold up?

Today, we are pleased to report that we *did* continue to provide access to nutritious food to our neighbors in need, despite the strain. You made it possible.

Average Monthly Participation

COMMUNITY

FOOD DISTRIBUTION*

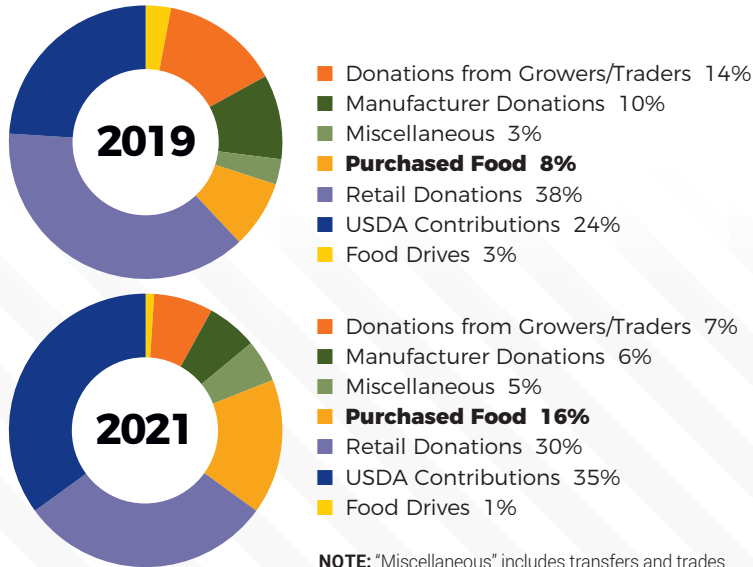
JULY 2020 - JUNE 2021



THE FOOD BANK PURCHASED MORE FOOD IN FISCAL

YEAR 2021 to compensate for declines in donations from food drives, growers, manufacturers, and retail grocers, and to keep up with increased need. USDA contributions were crucial.

Sources of Food PRE-PANDEMIC VS. PANDEMIC



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

Meet Robin: Partnering With Pantries

Robin Swecker serves as the partner engagement manager for the Shenandoah Valley area. A dedicated and passionate member of staff, Robin reflects so much of what the Food Bank stands for and the impact we make when we deepen engagement with our partners.

"We were able to build our capacity and grow our network, despite the pandemic," Robin says. "We gave millions of pounds of food to our partners to make certain they could focus on guests and adapt to all the pivots and changes instead of focusing on fundraising."

Although there have been countless challenges for everyone in the past year, Robin says she is constantly reminded of the resiliency of Food Bank leadership, partner agencies, and the communities they serve.

"I am in awe that 93% of our pantries remained open and distributed food from their parking lots in the heat and the cold," said Robin. "We benefit from strong partnerships. The pandemic only made us and our communities stronger."



Average Monthly Participation

NUTRITION PROGRAMS**

JULY 2020 - JUNE 2021



***COMMUNITY FOOD DISTRIBUTION** primarily refers to distribution through a network of food pantry partners plus mobile pantries and select, direct distributions organized by the Food Bank.

****NUTRITION PROGRAMS** are direct distribution efforts organized by the Food Bank, with the help of partners that are focused on reaching at-risk populations.

TOGETHER

WE ARE

INVITING COLLABORATION

Because we need the community to help us solve hunger.

Not only were our partners incredibly resilient last year amidst changing conditions, but our volunteer corps brought their best ideas and showed they could pivot, too. Veteran volunteers stepped up to more shifts and took on new roles, and new volunteers across the service area raised their hands to help.

To meet evolving community needs, we recruited volunteers for new roles. Food Lifeline volunteers made more than 1,000 phone calls to check on senior guests' well-being and need for food assistance. Volunteers for the pilot HERO (Homebound Emergency Relief Outreach) delivery service provided critical feedback that improved the program. We tapped the skills and talents of community members to a greater degree than ever before in Specialized Volunteer roles—from peer coordinators to Senior Food Box program assistants, from data support specialists to volunteer writers.

Our volunteers answer the call when we ask. They go where the need is greatest, even if that means driving to a distant location or a rural distribution or delivering emergency food.

Their countless hours of generous service and tireless spirit inspire us and make this work possible.

Volunteer Contributions

JULY 2020 – JUNE 2021

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



26,058
Total hours
contributed by all
volunteers



922
Active volunteers
(unduplicated)



918
New volunteers
(unduplicated)



\$759,330*
Value of all
volunteer hours



13
Positions
(staff equivalency)





Meet Monty: Jumping In Where Needed



“It is the best feeling in the world. You are giving of yourself to someone else.”

Monty began volunteering with the Food Bank in April 2020 after hearing a recruitment call on the radio. She dove in headfirst and became deeply involved. Most of her time is spent assisting with Mobile Food Pantries, particularly the Senior Food Box program. Once she figured out how the program worked, she collaborated with staff to make it better.

Every month, she travels from her home in Charlottesville to the mobile pantries in Palmyra, Scottsville, Orange, Reva, and Dillwyn, often making deliveries after those distributions.

Monty’s favorite thing about volunteering? The guests.

“There is no greater gift than to really, truly be able to make a difference in somebody’s life on a fundamental level,” Monty says. “And when you see how happy they are, it makes your heart fill because you know that you’ve made a difference ... that what you did on that day really helped somebody else’s life. What better thing is there than that?”

Ultimately, Monty’s contributions—like those of so many volunteers—are vital in making sure many of our community’s seniors have the food they need each month.

TOGETHER WE ARE
WELCOMING ALL

We serve without judgment because *everyone* should have enough to eat. And we act with a sense of urgency.

But while we serve record numbers of people, we also know that we aren't yet reaching everyone in need. This includes people who don't know how the charitable food-assistance system works or if it is available to them, community members who do not speak English, and immigrants or refugees who are reluctant to claim benefits.

We are committed to doing better. Increasing food access for underserved populations is one of the Food Bank's four strategic goals. In an effort to reach that goal:

- We built relationships with trusted community organizations—like schools, churches, and refugee centers—that work directly with immigrant populations. We aspire to tap into referral networks to better understand the barriers refugees and immigrants face in accessing food and identify how the Food Bank can help.
- We spread the word about how to access food by developing flyers in 11 languages, adding a translation tool on our website, enhancing our Food Finder tool to make it easy to access services by phone and in 13 languages, and leveraging news media and social media to help people find food.





MEET FAUQUIER COMMUNITY FOOD BANK:

ENGAGING THE COMMUNITY

With open arms, Fauquier Community pantry staff heartily welcome their guests.

“Follow her, honey, she’ll take care of you,” says Executive Director Sharon Ames to a hesitant new visitor.

“Society has lost customer service, to a certain extent,” she notes to a Food Bank staffer, and she is determined to change that trend. It’s the little things—like ensuring people can wait under cover from the weather and in comfortable chairs—and the big things like greeting people by name and maintaining a shopping experience where a guest can choose the foods that meet his or her family’s needs.

Of their guests, Manager Cindi Carter says, “I treat them like family. I mean, they kind of are!”

This work is not transactional. Staff, volunteers, guests, donors—Sharon and Cindi form relationships with all of them.

“This is the most respectful and uplifting (pantry). They are always happy to see you when you come in,” says one guest. “It is refreshing. And the amount of food you get—it’s astronomical; it is literally lifesaving.”

This is a community enterprise. A “leader” board tracks the latest food donations, noting donors and their associated pounds, which often sparks friendly competition. When they couldn’t secure turkeys last year for the 700-900 families that depend on the pantry for their Thanksgiving dinner, Sharon called the fire department for help, which in turn challenged the police department to a healthy competition. In less than two weeks, they received 1,300 turkeys! The call for help was answered with such generosity that they were able to share their abundance with another pantry. “Kindness comes around,” reflects Sharon.

These are extraordinary people, and we see this kind of sharing, collaboration, and welcoming approach across our pantry network.



TOGETHER

WE ARE

MEETING THE MOMENT



Subscribe to our **Come to the Table** e-newsletter for impact updates several times throughout the year: brafb.org/subscribe

This year we mark 40 years of serving the Blue Ridge area, and everything we've learned, built, and gleaned over four decades helped us meet the challenges of this past year.

Yes, the pandemic separated us, but we were never alone. We were astounded, humbled, and bolstered by growing numbers of new volunteers, partners, and financial donors who entrusted the Food Bank with their resources. Your gifts mattered. They enabled us to respond quickly and confidently in the face of crisis to ensure that everyone had enough to eat.

What's more, you provided endless hope. In the grateful words of our guest Anthony, it's not just the food. It's knowing that "people care."

FINANCIAL SUMMARY

Fiscal Year Ended June 30, 2020 - Audited

Assets

Cash and cash equivalents	\$	594,580
Accounts receivable, net		412,777
Inventory		2,919,273
Investments - Short-term		6,549,371
Investments - Long-term		6,100,859
Prepaid expense and other current assets		235,334
Property and equipment, net		5,273,274
TOTAL ASSETS	\$	22,085,468

Liabilities & Net Assets

Liabilities

Current liabilities	\$	260,148
Accrued compensation and related liabilities		350,193
Operating lease liabilities		1,354,184
TOTAL LIABILITIES	\$	1,964,525

Net assets

Without donor restrictions		
Undesignated	\$	11,067,097
Board designated - Operating reserve		2,246,400
Board designated - Capital reserve		959,000
Board designated - Quasi-endowment		5,093,133
Total unrestricted		19,365,630
With donor restrictions		755,313
TOTAL NET ASSETS	\$	20,120,943

TOTAL LIABILITIES AND NET ASSETS \$ 22,085,468



Revenue & Support

Revenue

● Agency handling & delivery fees 2%	\$	935,944
● Government reimbursements 3%		2,023,657
● Investment earnings, net <1%		136,901
● Other <1%		8,206

Support

● Donated food 75%	\$	43,858,765
● Contributions 20%		11,620,118

TOTAL REVENUE & SUPPORT \$ 58,583,591

Expenses

● Program services 96%	\$	52,115,807
● Fundraising 2%		1,317,903
● Management & General 2%		961,716

TOTAL EXPENSES \$ 54,395,426

CHANGE IN NET ASSETS \$ 4,188,165



NOTE: These audited FY20 financials include the value of donated and purchased 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 demand for food and constraints on in-person distribution during the pandemic in 2020 necessitated a greater reliance on the purchase of pre-packed food and produce. Our current (FY22) budget will double what we spent in FY20. The surplus funds reflected here will help us cover future expenses for food and storage capacity. The information in this summary was excerpted from our completed audited financial statements, which are available on our website and upon request.

Board of Directors 2021-2022

NICHOLAS PERRINE

CHAIR
Partner, PBMares, LLP

CARL ROSBERG

VICE CHAIR
CEO, CDR Investments LLC

HATSY VALLAR

SECRETARY
Charlottesville, Virginia

CHARLES "CHICK" DASSANCE

PAST CHAIR
President Emeritus, College of Central Florida

DIEGO B. ANDERSON

Senior Vice President and General Manager, Lumos Networks

KIM BLOSSER, EDD

President, Lord Fairfax Community College (becoming Laurel Ridge Community College)

TED BYRD

Harrisonburg, Virginia

MIKE DAVIS

District Manager, Kroger

DEBBIE METZ

Staunton, Virginia

CLINT MERRITT, MD

Chief Clinical Officer for Population Health, Augusta Health

DR. JAMES PERKINS

President Emeritus, Blue Ridge Community College

MICHAEL MCKEE

Ex-Officio



Blue Ridge Area
FOOD BANK



Headquarters:
P.O. Box 937 | 96 Laurel Hill Road
Verona, VA 24482
P: 540.248.3663

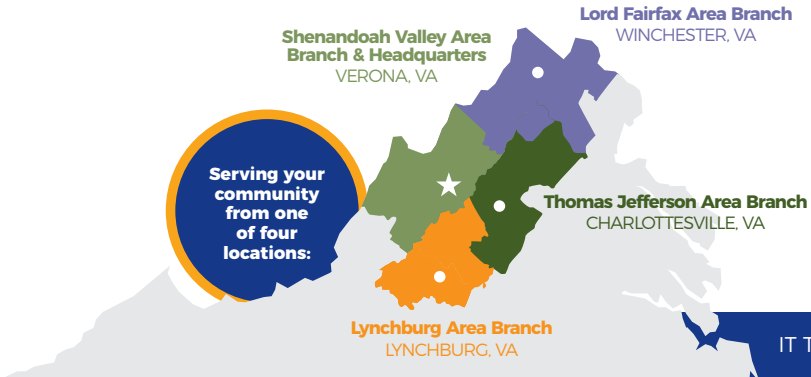


Blue Ridge Area FOOD BANK

Everyone should have enough to eat.



Headquarters:
P.O. Box 937 | Verona, VA 24482



IT TAKES AN ENTIRE COMMUNITY TO ADDRESS HUNGER—THANK YOU FOR YOUR SUPPORT

Our **VISION** is that everyone has enough to eat.

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.

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

