
What does it look like to stand strong against headwinds like these?

We’re proud to say that it looks like the Blue Ridge Area Food Bank and our community of partners, supporters, and friends.

In the following pages we share our collective resilience, the traction that we’re making in the effort to end hunger, and the continued urgency that we feel.

There’s more to do and we will do it. We will use data to identify and map disparities in access to food across our region. We will learn about community members’ challenges and the barriers they face in getting food assistance. We will enlist our guests, partners, and other community stakeholders in designing solutions that ensure equitable access to nutritious food.

But first, let’s reflect on and celebrate the difference that we made last year, together.

Your gifts inspired and uplifted all of us in this community. You provided food and hope.

Thank you for your generosity and your trust.

Michael McKee
Chief Executive Officer

Nicholas Perrine
Chair, Board of Directors

*Credos to: Fauquier Community Food Bank and Thrift Store’s Executive Director Sharon Ames greets a returning guest.
We exist to serve our guests, and we are inspired by them, too, like Carmen and Alfred.

“We pick up for seven different families and it’s a must for these people to get food,” explained Carmen at a recent Mobile Food Pantry (MFP) in Dillwyn. “Some of them are older and disabled and they can’t get out, and they need the groceries to live. So, this is an important place.”

Raising two grandchildren (ages 10 and 12), Carmen and Alfred have been visiting the MFP for three years and never miss a distribution. Neighbors each pitch in $2 or $3 to help them fill up the gas tank for the 50-mile round trip.

The urgency fuels them too: “Without this food bank a lot of people would be in trouble. They rely on this,” Carmen stressed.

The Food Bank volunteers and staff packed good food into every corner of their van because as Carmen insisted: “We can’t leave anybody out if we can get it for them.”

“Tell your people they’re doing awesome work. And that people are really grateful.”
Grants from the Food Bank enable pantries who apply for such equipment to expand their fresh food offerings for guests. Erika picked up fresh dairy and produce from the Verona Community Pantry for her family of five.

Investing in greater impact and innovation

Many of our pantry and program partners have big dreams for improving nutrition security and health in their community but operate on very modest budgets. This is where the Partner Impact & Innovation Grants* come in. In 2022 the Food Bank was able to award $1.4 million in grants to 107 partners across the service area.

What do we mean by impact and innovation?

We mean helping to create a dignified, welcoming experience for guests. We mean helping our partners enhance services or expand so they can serve more people. We mean making their work easier by providing necessary tools and technology. And we mean improving the volunteer experience so pantries can retain their workforce.

With the help of Food Bank donors, over the past six years we’ve invested more than $4.1 million in building the capacity of our distribution network. Our aim is to equip our partner food pantries, soup kitchens, shelters, and program partners with the tools and resources they need to keep their doors open, no matter what comes.

We couldn’t anticipate the pandemic when we launched this initiative in 2017, but the annual investments made through these grants meant our network was better positioned to meet the unprecedented need, when it arrived.

The need still exists, and our investments continue.

*We changed the name this year. These were formerly called Agency Capacity Fund grants.
HERE ARE TWO PARTNERS WHO ARE USING FOOD BANK GRANTS TO INCREASE THEIR IMPACT IN THEIR COMMUNITIES.

PANTRY PROFILE

Feeding Greene
- Serving 800 families per month with 63,000+ pounds of food
- Location: Stanardsville, Virginia
- Operating since: before 1997
- Open: Tuesdays, Thursdays, and Saturdays, with home delivery as needed

“We’re relying on the [Partner Impact & Innovation Grants] more than we ever have. Rural communities don’t have as many funders available, and competition for dollars has gone up. These grants definitely made a difference for us. We absolutely would not be here without the Blue Ridge Area Food Bank.”
- RHONDA OLIVER

“When I apply for the grant, I think of things that will help my volunteers. [Thanks to the Food Bank] we’re able to get more pallets of food, work much more efficiently, and we’re able to serve a lot more people.”
- DONNA FIELDS

PANTRY PROFILE

Elkton Area United Services
- Serving: 582 families per month with 60,000 pounds of food
- Location: Elkton, Virginia
- Operating since: 1973
- Open: Tuesdays and Fridays, with home delivery for 43 households
Giving their time, talent, voice, and muscle to help their neighbors, volunteers across the service area inspire us.

Some are or were guests at one time. Some were new to the Food Bank family this year, and some have been donating their time for decades. Some inspect food for safety and repackage food for distribution. Some contribute their unique skills like collecting data, training other volunteers, or playing music at a distribution. Some arrive in groups and some come by themselves (and meet new friends).

We are grateful for your valuable contributions—we could not do this work without you!
The Winchester Wednesday Crew: Service and Camaraderie

Stop by the Food Bank’s Winchester warehouse on a Wednesday morning and you will see a group of five friends who delight in each other’s company and in helping their neighbors get enough food to eat.

- They meet for breakfast at a local restaurant before their volunteer shift.
- They help with the Partner Pickup Program, rescuing food from grocery retailers and delivering food to local pantries.
- They have logged a combined total of 9,324 volunteer hours.

“Every time something leaves out of here, we know we’re helping someone. A lot of folks get things here that they just can’t afford to buy. And [it brings] a sense of accomplishment when you see that happen.”

- DAVE BARNETT

Volunteers Tom Morris, Harry Newman, Tom Lloyd, David Barnett (not pictured: Jimmie Shipp)
Nutrition programs are direct distribution efforts organized by the Food Bank, with the help of partners focused on reaching underserved populations. These numbers do not include the children or seniors who receive food from pantries in our network.

To help our community members enjoy brighter tomorrows, we are focused on providing nutritious food today.

One way we strive to reach our strategic goal to “support improved nutrition and health” is by tracking the nutrient profile of the foods we receive. After securing donations from a variety of sources (see chart on page 9), we purchase food to round out a healthy offering for our guests. Food in our inventory system is ranked Green, Yellow, or Red, based on the levels of saturated fat, sodium, and added sugars.

**Average Monthly Participation**

**NUTRITION PROGRAMS***

**JULY 2021 – JUNE 2022**

- **13,200** Children served monthly through nutrition programs
- **2,800** Seniors served monthly through nutrition programs
- **200** Food Pharmacy visits, on average, each month

*Nutrition programs are direct distribution efforts organized by the Food Bank, with the help of partners focused on reaching underserved populations. These numbers do not include the children or seniors who receive food from pantries in our network.

LEFT: Robinson, who works 7 days a week at his Harrisonburg-based employer, picked up his daughter Amayd from an after-school program, along with a produce box at the Food Bank’s Neighborhood Produce Market.
A good life starts with good food.

It’s really that simple, though the solutions are not. After more than 40 years of working to solve hunger and fueled by a renewed sense of urgency, we are thinking differently about solutions. We are digging deeper to find those who need us and to partner with others to innovate and to serve. This is a transformational time for food banking, and we are grateful for the generous support of our community.

Nutrient Profile of Food Received

JULY 2021 – JUNE 2022

*Purchased, USDA, and bulk food donations are now screened by the Food Bank’s innovative Nourish system, a tool we pioneered and are actively working to improve to share with sister food banks.

Sources of Food

- Retail Grocer Donations 37%
- USDA Contributions 24%
- Donations from Farmers and Produce Traders 15%
- Purchased Food 10%
- Manufacturer Donations 8%
- Miscellaneous 4%
- Food Drives 2%

Product Mix

- Dry 52%
- Produce 29%
- Perishable 19%

Average Monthly Participation

COMMUNITY FOOD DISTRIBUTION**

JULY 2021 – JUNE 2022

*Community food distribution primarily refers to distribution through a network of pantry partners plus Mobile Food Pantries and other, direct distributions organized by the Food Bank.

- 93,300 People served each month through partner food pantries
- 4,000 People served monthly through mobile distributions
- 1,000 First-time visits each month
- 400 People served monthly with Emergency Food Boxes
Thank you for your steadfast support of our collective work this year.

Your gifts mattered more than ever as we faced the economic headwinds of rising food and transportation costs and continuing supply chain disruptions. In addition, we shouldered more financial costs for our partners and worked hard to overcome disparities, all possible because of your support.

OPPORTUNITIES TO STAY INVOLVED

Learn
more about hunger in the Blue Ridge: www.brafb.org/learn

Donate
time: www.brafb.org/volunteer
funds: www.brafb.org/give-now

Engage
Follow us on social media and subscribe to our Come to the Table e-newsletter for impact updates several times throughout the year: www.brafb.org/subscribe.

Your donations helped Carmen and Alfred, Joe and Joey, Robinson and Amayd, Erika, and tens of thousands of other neighbors across 25 counties and 8 cities in central and western Virginia. Thank you.
**FINANCIAL SUMMARY**

Fiscal Year Ended June 30, 2021 - Audited

<table>
<thead>
<tr>
<th><strong>Assets</strong></th>
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<tbody>
<tr>
<td><strong>Cash</strong></td>
<td>$1,728,398</td>
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<tr>
<td><strong>Receivables - Government Programs</strong></td>
<td>374,263</td>
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<tr>
<td><strong>Inventory</strong></td>
<td>5,529,954</td>
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<tr>
<td><strong>Investments - Short-Term</strong></td>
<td>9,218,430</td>
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<td><strong>Investments - Long-Term</strong></td>
<td>10,070,888</td>
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<tr>
<td><strong>Other Current Assets</strong></td>
<td>280,545</td>
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<tr>
<td><strong>Property and Equipment, net</strong></td>
<td>5,540,837</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$32,743,315</td>
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<table>
<thead>
<tr>
<th><strong>Liabilities &amp; Net Assets</strong></th>
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<tbody>
<tr>
<td><strong>Liabilities</strong></td>
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<tr>
<td><strong>Current liabilities</strong></td>
<td>$289,423</td>
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<tr>
<td><strong>Accrued payroll liabilities</strong></td>
<td>463,409</td>
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<tr>
<td><strong>Operating lease liabilities</strong></td>
<td>1,387,210</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
<td>$2,140,042</td>
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<tr>
<th><strong>Net assets</strong></th>
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<tr>
<td><strong>Without donor restrictions</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Undesignated</strong></td>
<td>$15,368,019</td>
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<tr>
<td><strong>Board designated:</strong></td>
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<td><strong>Operating reserve</strong></td>
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<td><strong>Capital reserve</strong></td>
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<td><strong>Quasi-endowment</strong></td>
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<td><strong>Total unrestricted</strong></td>
<td>28,590,502</td>
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<td><strong>With donor restrictions</strong></td>
<td>2,012,771</td>
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<td><strong>TOTAL NET ASSETS</strong></td>
<td>$30,603,273</td>
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<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$32,743,315</td>
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<thead>
<tr>
<th><strong>Revenue &amp; Support</strong></th>
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<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
</tr>
<tr>
<td>• Agency handling &amp; delivery fees &lt;1%</td>
<td>$151,333</td>
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<tr>
<td>• Government reimbursements 5%</td>
<td>3,237,050</td>
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<tr>
<td>• Investment earnings 3%</td>
<td>1,674,291</td>
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<tr>
<td>• Other &lt;1%</td>
<td>43,049</td>
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<tr>
<td><strong>Support</strong></td>
<td></td>
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<tr>
<td>• Donated food 70%</td>
<td>$46,353,637</td>
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<tr>
<td>• Contributions 22%</td>
<td>14,686,640</td>
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<tr>
<td><strong>TOTAL REVENUE &amp; SUPPORT</strong></td>
<td>$66,146,000</td>
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<tr>
<th><strong>Expenses</strong></th>
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<tr>
<td>• Program services 95%</td>
<td>$52,925,689</td>
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<tr>
<td>• Fundraising 3%</td>
<td>1,648,824</td>
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<tr>
<td>• Management &amp; General 2%</td>
<td>1,089,157</td>
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<td><strong>TOTAL EXPENSES</strong></td>
<td>$55,663,670</td>
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<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td>$10,482,330</td>
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**NOTE:** These audited FY21 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. A significant increase in the amount and value of donated inventory on hand is reflected in the change in net assets. This inventory and other surplus funds will help us to meet future demands for and costs of food and storage capacity for the Food Bank and its partners.

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CEO, CDR Investments, LLC

MICHAEL MCKEE  
Ex-Officio

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

**Blue Ridge Area Food Bank**
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 without judgment.

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

Serving your community from one of four locations:

- **Headquarters:** P.O. Box 937 | Verona, VA 24482
- **Shenandoah Valley Area Branch & Headquarters:** Verona, VA
- **Thomas Jefferson Area Branch:** Charlottesville, VA
- **Lynchburg Area Branch:** Lynchburg, VA
- **Lord Fairfax Area Branch:** Winchester, VA

IT TAKES AN ENTIRE COMMUNITY TO ADDRESS HUNGER—THANK YOU FOR STANDING STRONG WITH US.