

A Tale of Resilience

ANNUAL REPORT 2019-2020



Blue Ridge Area
FOOD BANK

Everyone should have enough to eat.

A member of
FEEDING AMERICA

This is OUR Story

My dear friend,

The following pages illustrate 12 months of local impact. But as you will undoubtedly agree, **the** story of the year has been the COVID-19 pandemic and the resulting economic downturn that began in March 2020.

This is a story of challenges and triumphs, of losses and gains. But mostly, this is a story of resilience and of hope, and of countless friends like you who mobilized to help neighbors in need.

Thank you for helping us make a difference, every single day. We're so glad that you are standing alongside us. Because this is OUR story, and it's a remarkable tale.



Michael McKee

Michael McKee
Chief Executive Officer

Total Food Distribution July 2019 - June 2020



23.2 million
Meals
provided



118,000
Average individuals
served each month



27.8 million
Pounds of food
distributed



7.5 million
Pounds of produce
distributed



Before the storm. Early in our fiscal year and long before the COVID-19 pandemic, volunteers at a Mobile Food Pantry prepare to load nutritious food into clients' cars.



Before the Storm

There once was a time when the COVID-19 pandemic did not exist.

The Food Bank's focus then was on strengthening the charitable-food assistance network in the Blue Ridge area. With your support, we prepared a strong foundation, never guessing what was headed our way.

In 2019, we launched new, creative ventures with schools and healthcare organizations to connect teens and high-risk patients with much-needed nutritious foods.

- We collaborated with the University of Virginia Kidney Center to meet the nutritional needs of chronically-ill and food-insecure patients by launching the Food Pharmacy program. This initiative is part of a multi-year partnership with Sentara Healthcare.

We were on track—executing a strategic plan and steadily improving access to nutritious food for vulnerable populations. But a perfect storm was about to hit.



Good Food School Market: Harrisonburg High School student volunteers prepare food to promote the program.

What's for dinner tonight?

For grateful high schoolers, the Good Food School Market provides the makings for a good meal.

- With support from Perdue Farms, we opened Good Food School Market at Harrisonburg High School and Broadway High School. Monthly food distributions offer staple food items and fresh produce to growing youth while protecting their dignity and choice.

A Pandemic Strikes

The health crisis created sudden challenges. How could we get food to people in need while keeping staff and volunteers safe? With supply disruptions, how could we secure enough food?

We needed to be flexible and respond quickly. This required countless adaptations and innovations to support our partner pantries.

And whenever we asked the community for help, you answered. In fact, you often stepped up without being asked.

- We welcomed hundreds of new volunteers who raised their hands to help when some long-term, faithful contributors had to stay at home for their own safety.

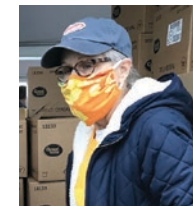
- Together, we prepacked boxes and bags of food and produce to shift to safer low- or no-touch distributions.
- Your donations ensured an adequate purchased food supply to make up for the loss of donated food. Your generosity also made it possible for us to waive all shared fees to reduce the burden on our partners.
- We remained focused on strategies to get food to children and seniors by adapting the Family BackPack program, forming new partnerships, and engaging volunteers to deliver food to seniors in need.

As we were adapting to the health crisis, the bottom dropped out of the job market ...



Meet Empowering Culpeper: Charting a New Course

From the beginning, food-pantry partners demonstrated incredible resilience. One such example is Empowering Culpeper, led by Jill Skelton. They added a second distribution each month and moved their operation to the Culpeper Sports Complex.



JILL SKELTON

They set up a shuttle for individuals in need of transportation and added a third volunteer translator. When asked about the commitment of her volunteers, Jill commented on "their heart." Her teammates have their health, safety, and security to consider, but they are willing to come out because they care and they want to make a difference," she said. "They are phenomenal; they are special."



Average Monthly Participation

July 2019 - June 2020

Community Food Distribution

Nutrition Programs

96%

of our partner food pantries, soup kitchens, and shelters stayed open during the COVID-19 crisis, **one of the highest rates among food banks in the nation.**



106,230

People served each month through partner food pantries



7,405

Children served monthly through nutrition programs



4,373

People served monthly through mobile distributions



3,434

Seniors served monthly through nutrition programs



203

Partner pantries, soup kitchens, and shelters



180

Nutrition program site partners



691

People served monthly with Emergency Food Boxes

NOTE: We are reporting a marked increase in average monthly participation from FY19 to FY20 due to the implementation of an improved data-collection system and dramatically increased demand during the pandemic period.



Frank Barker
VOLUNTEER AT SCOTTSVILLE
MOBILE FOOD PANTRY




28,546
 Total hours
 contributed by all
 volunteers


Volunteer Contributions

July 2019 - June 2020

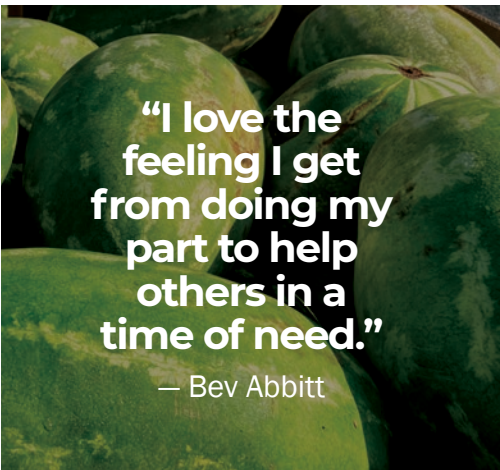
*We use the standard value of volunteer time in Virginia, as provided by independentsector.org


1,592
 Number of
 on-site volunteers
 (unduplicated)


\$785,015*
 Value of
 all volunteer
 hours


822
 Number of new
 volunteers in response
 to COVID-19


15
Positions
 Staff equivalency



“I love the feeling I get from doing my part to help others in a time of need.”

— Bev Abbitt



Meet Bev: Going the Extra Mile

With more food moving through our warehouses and out into the communities we serve, members of our Operations team, like Warehouse Assistant and Driver Bev Abbitt, have stepped up big time to help their neighbors. Bev has been a member of the Food Bank family for nearly two years—picking up and delivering food and supporting operations out of our Lynchburg warehouse.

A Tidal Wave of Job Losses

The economic downturn came quickly, leaving people across the country in need of food assistance—in many cases, for the first time. Since March 2020, more than 136,000 Virginians in the Food Bank's service area have reported job loss.

The health and economic crises pulled back the veil and laid bare the truth about hunger in our communities—about the vulnerability of large numbers of Virginians and the fragility of the social safety net.

And this unexpected spotlight illuminated the critical role of the Food Bank.

With your support of funds and time, we:

- responded immediately in service to our mission, grateful that we had the financial reserves to be nimble. Expenses related to COVID-19 topped \$1.9 million through the end of June 2020, and 90% of those dollars went toward food.
- moved more food. Food flowing through our warehouses was up 30% between March and June, compared to the same time period in 2019.
- launched new distributions—the Reva and Rustburg Mobile Food Pantries—and dramatically expanded distribution of Summer Kid Packs (monthly food bags to families with children).

The economic challenges spurred by COVID-19 will cause ripple effects for months, if not years, to come. The Food Bank will continue to forecast and plan, as well as pivot when fresh challenges arise.



Meet Cindy: A Steadfast Volunteer

Cindy Connors does it all: She volunteers in food recovery, as a Community Ambassador, at Mobile Food Pantries, as an office assistant, and as a food-drive coordinator. And the pandemic hasn't slowed her down. She's continued showing up, donning a face covering and asking, "How can I help?" In fact, Cindy has increased her volunteer hours in response to COVID-19, working two or three days every week. Why? Because she is needed, because the work is rewarding, and because the Food Bank "feels like home." She misses the regular volunteers who've stayed home for their safety but appreciates the dynamic that the new volunteers bring with them. Reflecting on this spring, she noted the spirit of cooperation, the patience, and the extra gratitude: "Recipients are really thankful."

Meet Georgiana: STANDING STRONG



Lack of a computer may have hampered her access to unemployment benefits, but lack of a car did not stop Georgiana from picking up the nutritious food she needed to feed her family. When we met this single mother of two at a pantry, she'd just returned to work at a retail store following a months'-long closure. Georgiana was thankful because if it weren't for

Food Bank supporters, she said bluntly, "We would be hungry." As for so many, the times are stressful, so Georgiana manages "with a lot of patience." Approaching the day with grace isn't an easy feat when you carry the weight of responsibility for your family, but Georgiana exuded strength as she headed to the bus stop carrying bags filled with chicken, ham, eggs, milk, cheese, bread, and vegetables.

Gray Skies with Silver Linings

Throughout the challenging last months of our fiscal year, heroes emerged and sustained us. We witnessed the strength of our clients, the compassion of our donors, and the resilience of our staff and partners.

This is our community, and these are our neighbors. We know it's not easy to ask for help, but people receive the help they need because you show up with kindness and without judgment.

We are in awe of and grateful for the incredible response of the public: New volunteers signed on in droves, and financial support was astounding. With this historic help, we are in a strong position through summer.

But this story is not over.

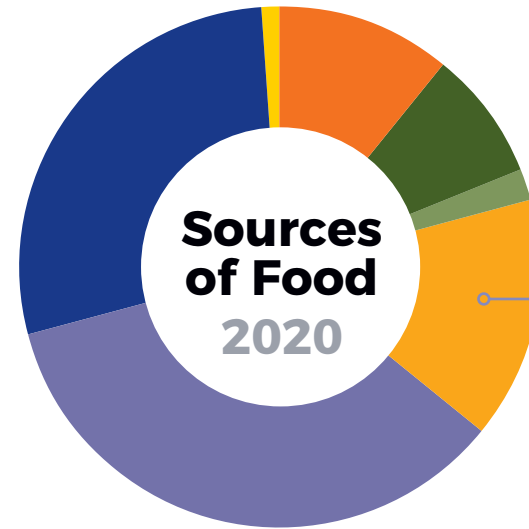
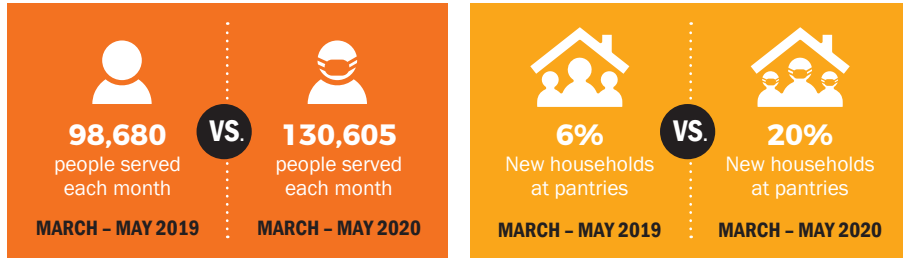
If only we could write a happy ending: "And no one was ever hungry again." But long lines persist at food pantries. Hunger is out in the open, in plain sight in a way that it hasn't been in most of our lifetimes.

Yet we are hopeful. Thank you for standing with us throughout it all.

Help us write the next chapter.

Your Impact During the COVID-19 Crisis

Comparing 2019 and 2020



Purchased food was up 100% this year as donations from food drives, growers, manufacturers and retail grocers declined

- Donations from Growers/Traders **11%**
- Manufacturer Donations **8%**
- Miscellaneous **2%**
- Purchased Food **15%**
- Retail Donations **35%**
- USDA Contributions **28%**
- Food Drives **1%**

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

Your Gifts Matter

Your support enabled us to respond quickly and confidently in the face of crisis to ensure that everyone had enough to eat. We are called to serve those in need because hunger is unacceptable; food sustains life and nourishes health. Together, we will tackle the challenges that lie ahead and stay true to our course.

Financial Summary Fiscal Year Ended June 30, 2019 – Audited

Assets

Cash and cash equivalents	\$	644,901
Accounts receivable, net		242,899
Inventory		3,198,105
Prepaid expense and other current assets		86,551
Investments – Short-term		2,516,270
Investments – Long-term		5,542,845
Property and equipment, net		5,614,165
TOTAL ASSETS	\$	17,845,736

Liabilities and Net Assets

Liabilities

Accounts payable and accrued liabilities	\$	164,363
Accrued compensation and related liabilities		195,462
Operating lease liability		1,553,133
Total liabilities	\$	1,912,958

Net assets

Unrestricted		
Undesignated	\$	7,899,941
Board Designated – Operating reserve		1,878,600
Board Designated – Capital reserve		959,000
Board Designated – Long-term investment		4,539,808
Total unrestricted	\$	15,277,349
Temporarily restricted		655,429
Total net assets	\$	15,932,778

TOTAL LIABILITIES AND NET ASSETS **\$ 17,845,736**

Revenue and Support

Gifts and support		
Donated food	\$	41,405,721
Contributions		7,255,405
Other revenue		
Agency handling and delivery fees		917,070
Government reimbursements		999,226
Investment earnings, net		347,475
Other		18,351

TOTAL REVENUES **\$ 50,943,248**

Expenses

Program services	\$	47,346,742
Fundraising		1,269,029
Management and general		816,847
Total expenses	\$	49,432,618

CHANGE IN NET ASSETS **\$ 1,510,630**

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 completed audited financial statements, which are available on our website and upon request.



“ The Board of Directors feels deep pride regarding the Food Bank's response to historic challenges during the pandemic. And we are humbled by and greatly appreciative of the incredible support of volunteers and donors during this food emergency. Regardless of what the next year brings, we will be there, with the help of our community, with food for those who need it. ”

— Charles “Chick” Dassance
Chair, Board of Directors

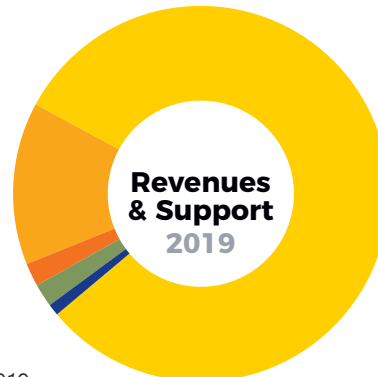


Expenses
Fiscal Year July 2018 - July 2019*

- Program Services 96%
- Management & General 2%
- Fundraising 2%

Revenues & Support
Fiscal Year July 2018 - July 2019*

- Donated Food 81%
- Financial Contributions 14%
- Handling Fees 2%
- Government Reimbursements 2%
- Other Revenues 1%



*Audited Financial Summary — Fiscal year ended June 30, 2019

Board of Directors 2019-2020

CHARLES “CHICK” DASSANCE

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President Emeritus, College of Central Florida

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VICE CHAIR
Partner, PBMares, LLP

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Senior Vice President and General Manager, Lumos Networks

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Harrisonburg, Virginia

REBECCA GIRVIN-ARGON

Keswick, Virginia

CHAD GUNSCH

Senior Supply Chain Manager, Kroger

AMY MACFARLAND

Director of Operations, Genworth Financial

JEANNE MCCUSKER

Owner, Home Instead Senior Care of Charlottesville

DR. JAMES PERKINS

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CEO, CDR Investments LLC

DOUG SENSABAUGH

Mt. Sidney, Virginia

MICHAEL MCKEE

Ex-Officio



Blue Ridge Area
FOOD BANK

A member of
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Blue Ridge Area FOOD BANK

Everyone should have enough to eat.

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**FEEDING
AMERICA**

Headquarters:

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**Shenandoah Valley Area
Branch & Headquarters**
VERONA, VA

Lord Fairfax Area Branch
WINCHESTER, VA

Thomas Jefferson Area Branch
CHARLOTTESVILLE, VA

Lynchburg Area Branch
LYNCHBURG, VA

Serving your
community
from one
of four
locations:

THANK YOU FOR STANDING WITH US!

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.

