



Blue Ridge Area
FOOD BANK



With You,

**We Are
Solving
Hunger,
Every Day**

Annual Impact Report

July 2023 - June 2024

Your Impact: Immense

Adding up the results of a year is important, and we hope we have effectively and adequately illustrated your impact and our outcomes on the following pages.

Equally important is what we can't quantify—and that is the heart that so many caring people put into this work.

There are the 70+ team members at the Food Bank, and almost 2,000 more who volunteer here throughout the year. They bring tremendous energy and passion for service to our mission.

But there are also hundreds upon hundreds of additional, compassionate people working on the front lines to serve our neighbors. At nearly 400 pantries and food programs across our vast service area, you'll find generous souls of all faiths and backgrounds picking up food donations, organizing storerooms, setting up food displays and dining rooms, preparing grocery boxes and hot meals, and warmly greeting their guests with compassion and support.

And they do it all with grace and humility.

Each one describes their work as a blessing received, not one bestowed. But work it is, and the work is getting harder as increasing numbers of children, families and seniors struggle with food insecurity and the population of volunteers grows older.

We give thanks for the generosity of your support; we also extend our gratitude for the generosity of spirit of all the volunteers and employees at the Food Bank and across our network of community partners.

The difference you make can't always be counted, but you can always be counted on.

Thank you,



Michael McKee

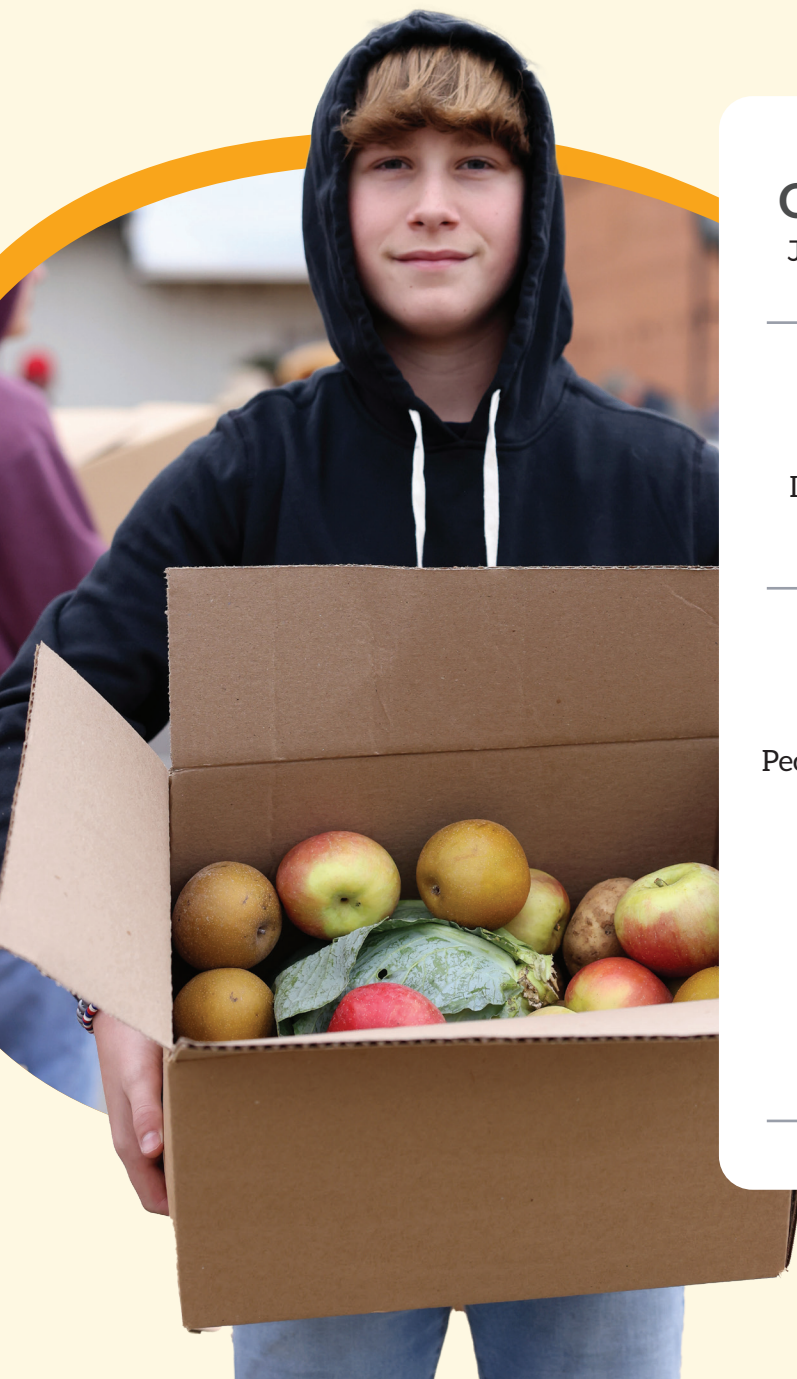
Michael McKee
Chief Executive Officer



Hatsy Vallar

Hatsy Vallar
Chair, Board of Directors

COVER PHOTO: Lindsay visits a local pantry in Loudoun County to help meet the growing needs of her household of six. She loves the food and is "grateful for any little bit that helps with the rising cost of groceries."



Our Collective Impact: By the Numbers

July 2023 - June 2024

172,000

Individuals (unduplicated) served*

27 million

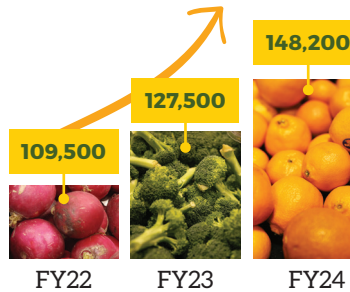
Meals provided

148,200

People served each month, on average

31 million

Pounds of food distributed



9 million

Pounds of produce distributed

*The unduplicated number of people served is a conservative and low estimate; not all partners use the same method of data collection at this time.

Food for Today, Hope for Tomorrow

You are making a difference in the lives of neighbors living with food insecurity. 1 in 10 Blue Ridge residents struggle to afford their groceries. Together, we are stocking pantry shelves and filling boxes and bags with nourishing food to distribute wherever the need is greatest.

Your gifts provide more than just food; they bring hope.

When people have access to enough healthy food, you lighten their load today *and* their futures are nourished. Two of the people you're helping share their gratitude, too.

Recently divorced mom **Paulette** found herself wondering how she was going to feed her five children. Thankfully, help was just around the corner at her local food pantry. "I was able to get enough food to feed my kids. It made me feel good, and it made me realize this: I am not alone."

Robert retired after a long career in construction and has been struggling to afford his rent and utilities while living on a fixed income. With little money left to spend on food, Robert shared that the groceries he receives from his local food pantry are "truly a lifesaver" and "a blessing."



Guest Snapshot: By the Numbers

JULY 2023 - JUNE 2024

172,000

Total unique (unduplicated) guests



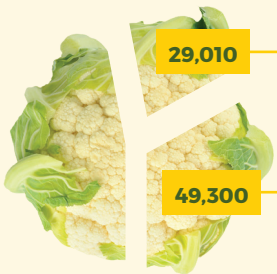
56,660

33%

of unique
(unduplicated)
guests were
first-time guests

148,200

Total visits in an average month



29,010

20%

of all visits
nourished **seniors**

49,300

33%

of all visits
nourished **children**



Sustainable Help Through SNAP

Every day, the Food Bank and its partners distribute food and provide immediate relief from worry and want. And yet there is more we can do to improve food security.

Only two-thirds of our neighbors who are eligible for the **Supplemental Nutrition Assistance Program** (SNAP) participate in the program, and among eligible seniors participation drops to one-third. That's why we're working to connect eligible neighbors to SNAP and other nutrition programs. For every meal that our network provides, SNAP provides nine. An added community benefit? SNAP benefit dollars are re-invested in local grocery stores and our economy.

From July 2023 through June 2024, the Food Bank's Public Benefits Outreach team (including staff, volunteers, and partners) helped **submit 145 SNAP applications**, resulting in total estimated yearly benefits of more than **\$644,000 to help local neighbors buy groceries**.



Watch this **video** to learn how Belinda, a local grandmother raising three grandsons, uses our partner network and SNAP to keep her family healthy.

Extraordinary Collaboration Creates Daily Wonders

Here's *how* we solve hunger, every day

Providing food assistance on the scale we do requires extraordinary collaboration to reach a shared goal: **ending hunger in the Blue Ridge region.**



Generous **volunteers** carefully inspect, sort, pack, and distribute food, doing the work of **13 full-time staff positions.**



“There is a need in the community and being able to get involved is easy. It's well-organized, so you feel like you are accomplishing something.”

—Wayne, volunteer



Financial donors provide us with the means to help growing numbers of neighbors respond to rising food prices. Collectively, and notably, monthly recurring donors provide \$100,000 every month for food and outreach.



The Food Bank's **Operations team** makes sure food is safe to consume, stored safely, and transported to network partners. And that's no easy feat; last year as a network we moved **31 million pounds** of food, the most in our history.



“Our partnership with the Food Bank has been phenomenal. Without their support, it would be impossible to serve and feed the members of our community who need that help.”

—Valencia Bailey, Program Director,
Good Samaritan Food Pantry and Clothing Closet

Volunteer Contributions: By the Numbers

JULY 2023 – JUNE 2024

24,783

Total hours contributed by all volunteers

1,415

Active volunteers (unduplicated)

1,195

New volunteers (unduplicated)

13

Full-time positions (staff equivalency)*

Partner Snapshot: By the Numbers

JULY 2023 – JUNE 2024

222 **20 NEW!**

Food pantry, soup kitchen, and shelter partners

172

Food Bank program sites, including:

18 Food Pharmacy sites

17 Mobile Food Pantry and
Neighborhood Produce Market sites

62 Senior nutrition program sites

58 Child nutrition program sites

394 pantry and program partners

work tirelessly amidst a historic surge of guests seeking food assistance to ensure families have access to nutritious food.

Every person and organization participating in this collaborative network inspires us. People show up in service of this mission and shared vision—nourishing food and good health, for everyone, every day.

We could not do this work without you. You provide sustenance for your community and, in doing so, you help us deliver far more than food.

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



When You Give Food, You **Nourish Health**

A simple act with a profound impact

If you've gone grocery shopping recently, you know that good nutrition is expensive.

Poor nutrition is even more costly.

Inadequate diets have negative effects on an entire community—students fall behind in their studies, affecting graduation rates; employees lack energy for work, affecting productivity; and older adults become increasingly frail, affecting community healthcare systems.

A community's quality of life, collectively, suffers.

More than half of our guests tell us that their health is poor or only fair, and an equal number say someone in their home has health-related dietary restrictions.



About a third (29%) of the food we distribute is fresh produce.

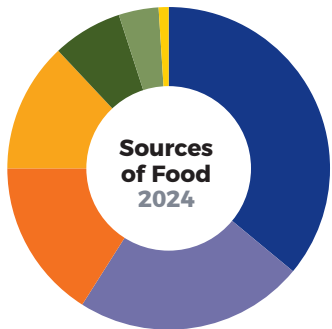


Cletus, who takes insulin, says it's a difficult choice between food and medicine, "You got to have the medicine." The healthy food he brings home from a pantry, "helps a lot," he explained. Cletus is a retired senior on a fixed income with a son and two grandchildren living with him.



This is why we are shifting our perspective from viewing "food as charity" to "food as medicine." This transformative idea leverages food as a tool to prevent and manage health conditions.

When the Food Bank and its network promote health through the food we distribute, together, we're helping individuals and the community thrive.



- Donations from Retail Grocers **36%**
- Government Food **23%**
- Food We Purchased **16%**
- Donations from Farmers and Produce Traders **13%**
- Donations from Manufacturers **7%**
- Miscellaneous **4%**
- Food Drives **1%**

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

Expanding Health Initiatives

The Healthy Pantry Initiative:

122 pantry partners are implementing healthy practices to improve access to nutritious food.



The Food Pharmacy program:

20 clinical sites provide food that meets the nutritional needs of patients receiving medical care.

Nutritious food:

We use tracking software (Nourish), developed with James Madison University, to help us source nutrient-dense and culturally familiar foods using evidence-based nutrition guidelines.

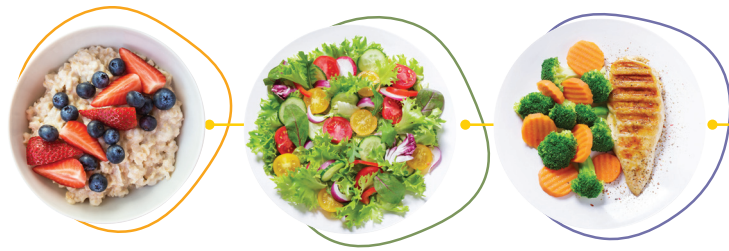


Last year, 99% of the food in our tracked* inventory was ranked as "green" (choose often) or "yellow" (choose sometimes) vs. "red" (choose rarely). This is our best rating yet.

*Of our food inventory, we are able to rank produce, purchased food, USDA contributions, and case-lotted donated food.

Earning Your Trust

By the Numbers



\$1

More than 3 meals—that's how much food we can distribute for every \$1 you donate.



94¢

How much of every dollar the Food Bank spends that is directed to food and programs to distribute food.*
*We use Charity Navigator's formula.

6¢

The balance is used for administrative and fundraising expenses.



4-STAR RATING

Recognition earned for 16 consecutive years from Charity Navigator. According to their rubric this means we exceed or meet best practices and industry standards across almost all areas they measure.

Platinum Transparency 2024

Candid.

PLATINUM TRANSPARENCY RATING

The highest possible recognition earned from Guidestar (now Candid), demonstrating our commitment to full transparency.



Visit our new website to learn more about the impact of your support: www.brafb.org

Financial Summary

Fiscal Year Ended June 30, 2023 – Audited

Assets

| | |
|----------------------------------|---------------|
| Cash | \$ 1,452,962 |
| Receivables, net | 2,701,824 |
| Inventory | 1,564,753 |
| Prepaid and Other Current Assets | 123,574 |
| Investments, Short-Term | 4,310,786 |
| Investments, Long-Term | 14,510,486 |
| Property and Equipment, net | 9,517,608 |
| ----- | |
| TOTAL ASSETS | \$ 34,181,993 |

Liabilities & Net Assets

Liabilities

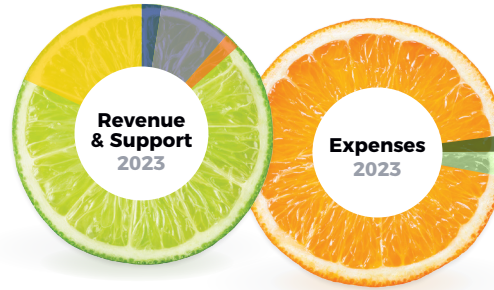
| | |
|-----------------------------|--------------|
| Current liabilities | \$ 1,081,611 |
| Accrued payroll liabilities | 563,903 |
| Operating lease liabilities | 1,412,306 |
| TOTAL LIABILITIES | \$ 3,057,820 |

Net assets

| | |
|---|---------------|
| Without donor restrictions | |
| Undesignated | \$ 16,100,019 |
| Board designated, Operating reserve | 3,528,000 |
| Board designated, Capital reserve | 3,959,000 |
| Board designated, Long-Term Investments | 5,530,318 |

| | |
|-------------------------|---------------|
| Total unrestricted | 29,117,337 |
| With donor restrictions | 2,006,836 |
| TOTAL NET ASSETS | \$ 31,124,173 |

| | |
|----------------------------------|---------------|
| TOTAL LIABILITIES AND NET ASSETS | \$ 34,181,993 |
|----------------------------------|---------------|



Revenue & Support

Revenue

| | |
|---|--------------|
| ● Agency handling and delivery fees 2% | \$ 1,621,938 |
| ● Government grants 9% | 5,778,500 |
| ● Investment earnings 1% | 379,244 |
| ● Investments, realized & unrealized gains 1% | 806,481 |
| ● Other <1% | 84,303 |

Support

| | |
|---------------------|---------------|
| ● Donated food 69% | \$ 44,666,026 |
| ● Contributions 18% | 11,785,395 |

| | |
|-------------------------|---------------|
| TOTAL REVENUE & SUPPORT | \$ 65,121,887 |
|-------------------------|---------------|

Expenses

| | |
|---------------------------|---------------|
| ● Program services 94% | \$ 58,783,973 |
| ● Fundraising 4% | 2,248,979 |
| ● Management & General 2% | 1,493,155 |

| | |
|----------------|---------------|
| TOTAL EXPENSES | \$ 62,526,107 |
|----------------|---------------|

| | |
|----------------------|--------------|
| CHANGE IN NET ASSETS | \$ 2,595,780 |
|----------------------|--------------|

Board of Directors 2024-2025

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CHAIR
Charlottesville, Virginia

DEBBIE METZ
VICE CHAIR
Staunton, Virginia

SHAVONE DUDLEY
SECRETARY
Associate Director of Employer Engagement and Recruiting, University of Virginia Darden School of Business

NICHOLAS A. PERRINE
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Vice President, Quad-C Management, Inc.

MICHAEL MCKEE
Ex-Officio

NOTE: These audited FY23 financials include the value of donated and purchased food. Donated product on hand at year-end is valued by using the national wholesale value of one pound of food as determined 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.

A NOTE ABOUT RESERVES AND ENDOWMENT FUNDS: As the backbone provider of charitable food assistance in this region, the Blue Ridge Area Food Bank maintains operating reserves to preserve services and to respond to increased demand during public emergencies and economic shocks. Capital reserves invest in the facilities, vehicles, and equipment needed to store and transport millions of pounds of food. An Endowment ensures reliable income to cover the cost of food and other operating expenses each year.



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

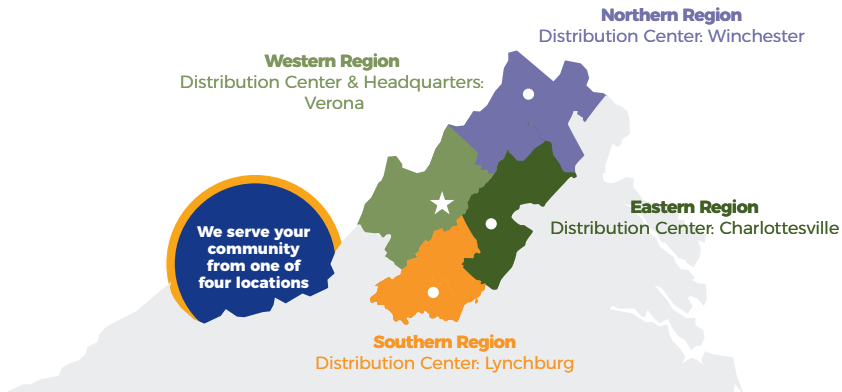


Blue Ridge Area
FOOD BANK

Everyone should have enough to eat.



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



Together, we deliver more than food. **Thank you!**

Our **VISION** is nourishing food and good health—for everyone, every day.

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 improve food security through equitable access to good nutrition and the resources that support health and well-being.

