

2013 Annual Report

Commemorating 30 Years of Working to End Hunger



MANNA
FOODBANK

A member of **FEEDING**
AMERICA



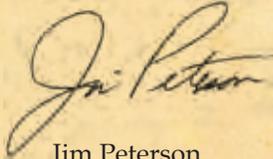
A continued commitment to the people of Western North Carolina.

That's what I see when I look at MANNA FoodBank's first 30 years. It starts with the care and respect for the people we serve, and it is evident in our strong relationships with volunteers, corporate partners, and donors. Due to the strong foundation that our founders built and the continued hard work and diligence of staff and volunteers, the MANNA name has become synonymous with accountability, transparency, and fiscal health. Notable commendations:

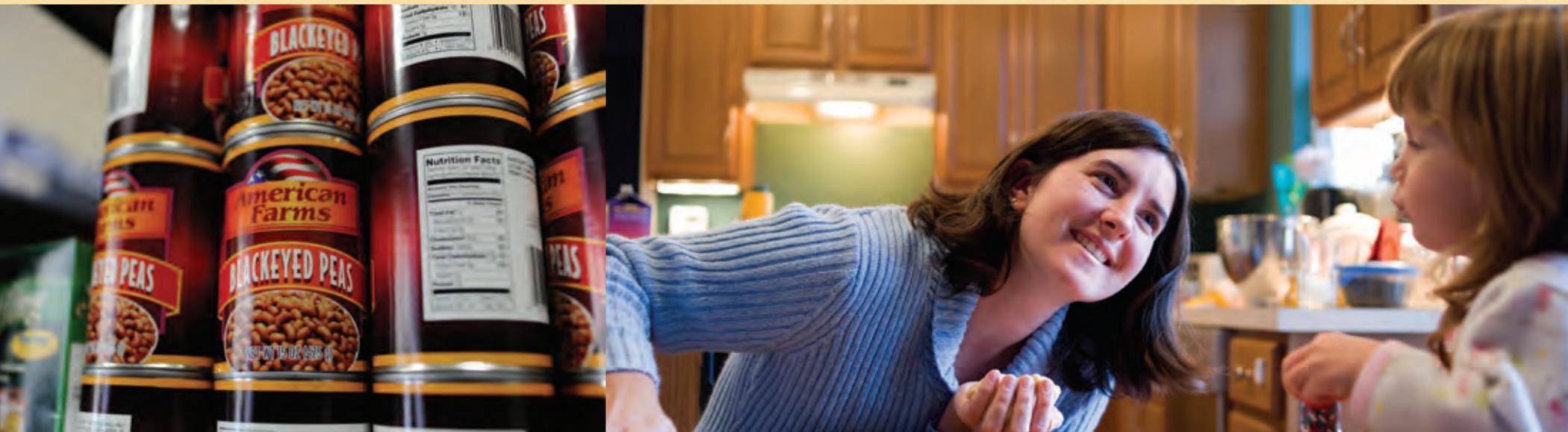
- In November 2013, we completed a rigorous compliance audit conducted by Feeding America. MANNA was deemed "in compliance" in all 25 categories.
- A recent independent financial audit performed by Carter Accounting and Consulting found MANNA to be in a sound financial position. MANNA met every requirement, exceeded every measure, met every compliance standard, and received no citations.
- Once again, MANNA FoodBank earned the coveted 4 Star Rating from Charity Navigator. This is the highest rating possible and puts MANNA in company with the most respected non-profit organizations in the country.

My thanks to the staff, volunteers, partner organizations and community supporters. All of you deserve tremendous credit for both the effort you put into the results cited above and for being an integral part of an organization with such high standards.

Ending hunger in Western North Carolina is our mission, and the motivation for all that we do at MANNA. I hope this report inspires you to continue to work with us toward that goal.



Jim Peterson
Board President



Have you ever cried, not out of sadness, but from joy and relief?

At MANNA, we hear stories from our program and pantry directors about these kinds of tears. Tears of happiness from a grandmother who can now prepare a holiday meal to share with children and loved ones. Tears of relief from an out-of-work father, knowing that for this month, all the bills will be paid.

This year we distributed 12.8 million pounds of food, more than we've ever distributed before, and more than double what we distributed in 2008. At MANNA we provide enough food for 1,100 meals every hour of the day, every day of the year.

Yet 1 in 6 people in Western North Carolina struggles each day to put food on the table. This number is especially egregious in light of this fact: more than 40% of the food produced in our country never makes it to the table at all. Hunger and wasted food co-exist in our country, and in our community.

With the support of our partners, volunteers, and donors, MANNA will continue to be the connection that ensures that more of this surplus food is part of a healthy meal, not a landfill. We will also continue to advocate for a stronger nutrition safety net and help people utilize the programs that can help feed their families during tough times.

Thank you for your support in this very important work.



Cindy Threlkeld
Executive Director



MANNA at a Glance



997

HOUSEHOLDS

strengthened through our
FNS (Food Stamp) outreach program.



56,754

VOLUNTEER HOURS

12.8

MILLION POUNDS

of food distributed, which supplied

29,000

DAILY MEALS

through MANNA's agency partners.



2.9

MILLION POUNDS

of fresh produce distributed.

203,025

POUNDS

of Henderson County apples
donated by the King Orchard
and harvested by MANNA volunteers.



4,600

MANNA PACKS FOR KIDS

distributed weekly
during the 2012/2013
school year.



=



FOOD FOR 3 MEALS

6,935

VOLUNTEERS

donated their time
and energy.





Through our partner agency network, we distribute food that provides the equivalent of 1,100 meals every hour of the day, every single day of the year.

Agency Network

Nutritious staples and fresh produce are hard to afford when a household budget is already stretched to its limits. Our robust pantry network is filling that gap, helping households across Western North Carolina put food on the table.

We serve a network of **211 pantries, meal programs, and emergency food suppliers across our 16 county service area**. These agencies provide a selection of grains, proteins, produce and other grocery staples, allowing low-income households to substantially augment their food budgets.



"When we take responsibility for our own health, and then find ways to nurture that attitude in others while also providing the necessary support, resources, and tools, then we are truly effecting powerful change in our society."

Susan Williams, Grace Episcopal Church Pantry/Haywood Saturday Produce Market.

Fresh Produce

Sweet potatoes, golden corn, leafy greens...a steady stream of farm fresh vegetables flows in and out of our warehouses every week.

Our focus on freshness brings in-demand emergency foods to those who need it most. We do this by working closely with packing houses, local growers, grocers, and retailers to secure valuable donations of nutritious produce. For many of our clients, the fruits and vegetables from MANNA are their only source of fruits and vegetables.

This year, MANNA **distributed 2,915,772 pounds of produce**. As we continue to distribute record amounts of food to our partners, we remain focused on providing the most nutritious food possible.

“The FNS program (food stamps) is vital to many local families as a way to supplement their limited food budget when times are hard. It helps improve the health and nutrition of vulnerable members of our community, such as low income seniors and children, by putting more nutritious food on the table.”

Jason Turnbull, FNS Program Manager

FNS Outreach

For many individuals and families throughout Western North Carolina, every dollar counts. Food and Nutrition Services (Food Stamps) is an important resource helping to put food on the table. This year, MANNA’s outreach efforts **assisted 997 households with FNS applications**. Food stamps add revenue to the local economy and boost jobs in the farm and retail sectors and beyond. It is estimated that **each \$5 of food stamps can generate up to \$9 in economic activity**.

FNS is an assistance program that allows people with little or no income to buy nutritious food. Food stamps can help a family survive a crisis of unemployment, poor health or other hardships that can trigger a downward spiral into poverty.



"The number of children receiving free/reduced lunch at our school has increased substantially over the last five years. The MANNA backpack program has provided a much needed support to families who are having financial difficulties. It is unconscionable that children should go hungry. MANNA's backpack program ensures that they don't."

Andrew Peoples, Principal at North Buncombe Elementary

MANNA Packs for Kids

Working families are struggling to regain their foothold in this post-recession economy. The government assistance that many of our clients count on to put food on the table has been delayed, reduced, or stopped altogether. Despite their best efforts, many families can't afford all the food their children need for healthy, normal development. **1 in 4 children in our service area don't have access to three square meals a day.**

The MANNA Packs for Kids program provides emergency food assistance to public school students throughout all 16 counties in our service area. MANNA works closely with school employees to identify at-risk student populations. In the 2012-13 school year, **an average of 4,600 MANNA packs were slipped into backpacks each Friday.**





MANNA Market Program

Fresh, nutritious groceries are hard to come by when budgets are already stretched to the limits. To make ends meet, many families are forced to “shop for calories.”

MANNA FoodBank’s Market Program **distributes fresh fruits and vegetables to low-income individuals and families at no charge.** These markets are hosted in a variety of locations such as community centers, churches, senior citizen housing neighborhoods, day care centers, food pantries, and soup kitchens.

This program has evolved over the past decade as a response to a need for fresh and tasty food that can promote individual health and stronger communities. The market resembles a community farmer’s markets and often includes featured products, recipes, and food tastings. With 15 markets and counting in our service area, this exciting new program is changing the way people think about food pantries.

More pantries are offering “client choice,” which means people select the food they want and need rather than receiving a “one size fits all” box.

Food Sources (in pounds):

Donated Food

2 MILLION AND ABOVE
Ingles Markets

1,000,000 – 1,999,999
The United States Department
of Agriculture
Walmart

500,000 – 999,999
Flavor 1st Growers and Packers

250,000 – 499,999
Food Lion
Lipman Produce/Custom Pak
Sam's Club

100,000 – 249,999
BI-LO
Bimbo Bakeries
Flowers Bakery
Food Bank of Central and Eastern
North Carolina
Allen and Sheree King
Paul Collins Produce
Philabundance
Society of St. Andrew
Target

▶ **9,369,427** FOOD INDUSTRY DONATIONS

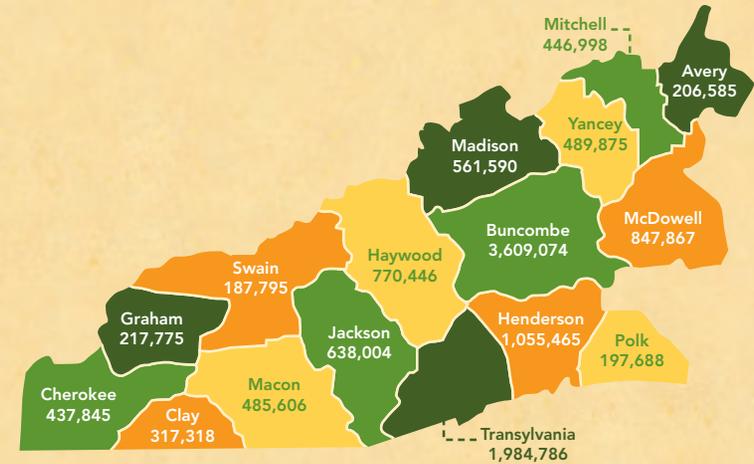
▶ **1,768,105** USDA TEFAP (THE EMERGENCY
FOOD ASSISTANCE PROGRAM)

▶ **1,337,953** PURCHASED

▶ **741,848** SNAP (STATE NUTRITION
ASSISTANCE PROGRAM)

▶ **302,118** FOOD DRIVES

Food Distribution (in pounds):



23%
OF DISTRIBUTED FOOD
was fresh produce.

12.8
MILLION POUNDS
Total Distribution



In 2013, 263,310 pounds of apples were donated locally, including a record setting volunteer harvest of 203,025 pounds donated by Allen and Sheree King.



Volunteer Support

MANNA distributes enough food through our **partner agencies to provide 29,000 meals every day**. This year round effort has no “slow season,” and it takes tremendous community support to achieve. Volunteers are at the very heart of our operations, helping us stretch each dollar as far as it can go.

2013 volunteer projects included the following:

- Picking and bagging over 200,000 pounds of Henderson County apples.
- Creating over 2,400 emergency food boxes in response to economic stress in our state.
- Packing and delivering MANNA Packs for Kids.
- Gathering information for the latest national Hunger Study.

This year, **6,935 volunteers provided 56,754 hours of their time**, and they play a critical role as we work to solve hunger in our region.

MANNA volunteers work the equivalent of 27 full-time staff members.

Special Events

Commemorating 30 Years

Hundreds of MANNA supporters came together at Diana Wortham Theater on November 3rd to commemorate 30 years of working to end hunger in our region. Though large in numbers, the event had the sweet mood of a family reunion, as many old friends and colleagues reconnected.

The powerful program highlighted the way that our community has come together around this vital human need. It included live music, performance poetry, and the personal testimony of Pam Reid, who was able to keep her house and her family fed through the help of food pantries and food stamps.

Attendees left energized from all the good work that has been done and united in the continued effort for a hunger-free Western North Carolina.

"It is bittersweet. We're very glad we're here for the community, but I don't think anyone 30 years ago thought we would be distributing 1 million pounds of food a month and there would still be hungry people in Western North Carolina."

Carolyn Wallace, First MANNA Executive Director

30th Anniversary Sponsors

Premier Sponsor:



MAST GENERAL STORE
MISSION HEALTH

LOUISE T. & PATRICK L.
O'CONNOR

PEPSI COLA BOTTLING
OF ASHEVILLE
SIGNARAMA

SPECIAL RECOGNITION: INGLES MARKETS

EVENT SPECIAL THANKS

Herb Arnold
Megan Bunck
Sherry Coggolia
Jeff Corpening
Bruce & Nora Daniels
Danny's Dumpsters
Annie & Joe Ebel
Empire Distributing
Christine Garvin
John Hartom and Lisa Blackburn
Paul Heumiller

Shanita Jackson
Mel Kelley
Gabe Klein and Odyssey Center
for Ceramic Arts
Diana McCall
Brian & Gail McCarthy
David La Motte
Melissa Murray
Louise O'Connor and the
BJB Auction Committee
Zack Page
Donna Potruski

Alitia Rathbone
Pam Reid
Mathew Richmond
Chris Rosser
Al Schlimm and Joan D'Entremont
Lori Theriault
The Asheville Youth Slam
The Potters of Empty Bowls
The Wintry Mix CD artists
Eddie Wells
Toni Williams and the Biltmore
volunteers



Photo credit: Asheville Citizen-Times



Photo credit: Michael Oppenheim

Presenting Sponsor: Harrah's Cherokee Casino Resort

Blue Jean Ball

PALLET SPONSORS

BlueCross BlueShield
of North Carolina
Clear Channel of Asheville*
Empire Distributors*
Harris Teeter
Ingles Markets
Lowe's Foods

CASE SPONSORS

AlSCO*
Biltmore
Echoview Farm
Lamar Advertising*
Oskar Blues Brewery
Roberts & Stevens, P.A.
SunTrust Bank

CARTON SPONSORS

Asheville Savings Bank
Classic Event Rental*
Emma Bus Lines*
Evergreen Packaging
First Bank
HomeTrust Bank
Inform Systems Data Documents
Mast General Store+
Mission Health+
Mosaix Group, Inc.*
MyNewsletterBuilder*
Nypro Asheville
Louise T. & Patrick L. O'Connor+
Parsec Financial
Pepsi Cola Bottling of Asheville+
Sourwood Inn

CAN SPONSORS

Alford Design*
BB&T
Blossman Gas
CarePartners Foundation
Carter P.C.
Deerfield Episcopal Retirement Community
Janie & David Dunn
Jan Davis Tire Store
Milkco, Inc.
MMS Direct*
Smith Dray Line
Susan McBride Design*

Empty Bowls

SOUP POT

Biltmore Farms Hotels
Clear Channel*
The Cantina

SOUP BOWL

CarePartners Foundation
Fairway Outdoors*
Highwater Clays*
Lamar Advertising*
Odyssey Center for Ceramic Arts

SOUP LADLE

Arden Dental
Blue Ridge Orthodontics
Mast General Store
Mission Health
Louise T. & Patrick L. O'Connor
Pepsi Cola Bottling of Asheville
Signarama*

CULINARY SPONSORS

12 Bones
131 Main
Annie's Bakery
Biltmore
Biscuit Head
Brixx
Cantina Biltmore
Carmel's
Chestnut
Corner Kitchen

Cucina 24
Deerfield Episcopal Retirement Community
Doubletree by Hilton Asheville Biltmore
DOUGH
Echoview Farms
French Broad Chocolate Lounge
Givens Estate
GO Kitchen Ready
Harrah's Cherokee Casino Resort
Lexington Avenue Brewery
Lobster Trap

Luella's Bar-B-Que
Mountain City Coffee Roasters
Old Europe
Pampered Palate Café
P.F. Chang's
Posana Café
Red Stag Grill
Rise 'n Shine Café
Rosetta's Kitchen
Roux
Season's Restaurant at Highland Lake Inn

Sunny Point Café
Tiffany's Bakery
Tupelo Honey Café
Ultimate Ice Cream
Webo's BBQ

+30th Anniversary sponsors
*in-kind sponsors



The Blue Jean Ball and both lunch and dinner of Empty Bowls sold out in 2013. BJB was voted as the 2013 Best Fundraising Event in WNC by Mountain Xpress readers.



Photo credit: Facing the Lens Photography

Donors and Sponsors: 2012-13 Fiscal Year

Financial Support

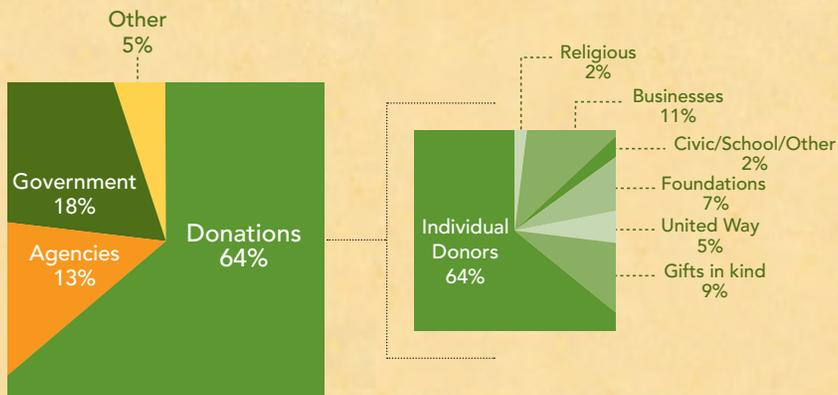
MANNA received over \$4 million in contributed income for fiscal year 2012-13. The largest source of revenue came from the 9,713 individuals who donated over \$1.7 million. This incredible outpouring of support inspires us to manage our resources with the highest level of integrity and stewardship. In keeping with our policy of donor confidentiality, MANNA generally does not list our individual supporters by name.

The following is a breakout of the levels of support:

\$10,000 or more: 25 individuals
 \$5,000 to \$9,999: 20 individuals
 \$1,000 to \$4,999: 239 individuals
 \$500 to \$999: 345 individuals
 \$100 to \$499: 2,626 individuals
 \$1 to \$99: 6,458 individuals

Total: 9,713 individuals

Contributed Income: 2012-13 Fiscal Year



Community Support Partners

\$10,000 AND ABOVE

East-West, Inc.*
 Food Lion
 Ingles Markets, Inc.
 Regional Food Bank of Oklahoma*
 Thermo Fisher Scientific*
 United Way of Asheville and Buncombe County
 United Way of Haywood County
 United Way of Henderson County
 Walnut Cove Members' Association
 Waynesville Rotary Club
 Wilsonart*

\$5,000 – \$9,999

Lessons in Leadership
 Henderson County Hunger Coalition
 Jubilee! Community
 Lowes Foods
 Maggie Valley United Methodist Church
 Parish of St. Eugene

\$2,500 – \$4,999

A Rooter King, Inc.
 AllCare Clinical Associates
 Amcor Flexibles
 First Baptist Church of Asheville
 Fisher Architects
 Griffith Painting, Inc.
 Highland Brewing Company
 Kohl's
 Mast General Store
 Microsoft*
 Mitchell Community Health Partnership
 Pepsi-Cola Bottling Company
 Pisgah Brewing Company
 Rotary Club of Asheville
 Shell Oil Company Foundation
 Skyland Distributing Company
 The Cantina at Historic Biltmore Village

*in-kind donors

Foundations

\$25,000 AND ABOVE

McMichael Family Foundation
 Mission Health Community Benefits Subcommittee
 Sisters of Mercy of North Carolina Foundation
 TD Charitable Foundation
 Walmart Foundation

\$10,000 – \$24,999

Bailey Family Foundation
 BI-LO Charities, Inc.
 Community Foundation of Western North Carolina
 Fanny Landwirth Foundation
 MAZON: A Jewish Response to Hunger
 Mission Health Systems Public Relations

Provident Benevolent Foundation
 Stiver Foundation
 Wells Fargo
 Edward N. Ziegler & Gladys P. Ziegler Private Foundation, Inc.

\$5,000 – \$9,999

Bank of America Charitable Foundation
 Liz Whitney Tippett Foundation

Audited Financial Statements as of 6/30/2013



KEY FINANCIAL INDICATORS

Total 2013

Total 2012

ACTIVITIES:

Revenues and Other Support	\$19,193,582	\$16,709,921
Expenses	\$19,025,726	\$16,520,673
Investment Income	\$89,427	(\$7,486)
Increase (decrease) in Net Assets	\$257,283	\$181,762
Net Assets at Beginning of Year	\$4,606,551	\$4,424,789
Net Assets at End of Year	\$4,863,834	\$4,606,551

FINANCIAL POSITION:

Current Assets	\$2,244,718	\$2,373,985
Long-Term Assets	\$2,840,872	\$2,437,039
Total Assets	\$5,085,590	\$4,811,024
Total Liabilities	\$221,756	\$204,473
Net Assets	\$4,863,834	\$4,606,551
Total Liabilities and Net Assets	\$5,085,590	\$4,811,024

FUNCTIONAL EXPENSES:

Salaries and Related Expenses	\$2,067,528	\$1,954,831
Total Food/ Program Costs	\$16,444,381	\$14,064,178
Other Expenses	\$513,817	\$501,664
Total Functional Expenses	\$19,025,726	\$16,520,673

2013 Board of Directors

President: Jim Peterson
 Vice President: Janie Wilson
 Treasurer: Jim Mathews
 Secretary: Kip Marshall
 Past President: Carla Sutherland

Elaine Beattie
 Jo Blaylock
 Cindi Brooks
 Melody Dunlop
 Fran Durden
 Phillip Hardin
 Allen King
 Terry Latanich
 Scott McLean
 Joyce Miles
 Beth Palien
 Carol Pennell
 Mary Ritter
 Teresa Roach
 Tom Ruff
 Cissie Stevens

Executive Director:
 Cindy Threlkeld

Emeritus:
 Joel Gillespie
 Brad Searson
 Marjorie Ulin
 Sheryl Williams

Audit conducted by Carter Accounting & Consulting.

Involving, educating and uniting people in the work of ending hunger in Western North Carolina since 1983.

MANNAFoodBank.org | 828-299-3663

