A Year of Moving Mountains

THE DAILY WORK OF FOOD BANKING is often as much about addressing unforeseen circumstances as it is about what we do to end hunger every day. We are frequently faced with the logistical challenges of moving large quantities of perishable foods in time for them to be eaten, working quickly to serve communities in crisis, and addressing large-scale events affecting thousands of people at once. 2018-2019 was a stand-out year for these unforeseen challenges, on top of accomplishing a new record of daily food distribution activities.

One such challenge came in the form of a massive increase in food support via The Emergency Food Assistance Program (TEFAP), a federal program providing food commodities directly to hunger-relief agencies. Every year, MANNA and the 200 other food banks in the national Feeding America network help to distribute this important food source to nonprofit partners who participate in TEFAP. TEFAP foods are often the very foods that families need—milk, produce, meat, and other grocery staples—so this massive increase came as a blessing with a logistical challenge. In 2018-2019, the amount of TEFAP product that food banks and their partners were required to distribute increased by more than 130% over the prior year.

Another challenge came in the form of destructive hurricane-related weather affecting the Carolina coastlines. Food banks are often tapped for first needs in the wake of such weather events, and MANNA provided water, supplies, and staff support to our sister food banks located in the most severely impacted areas, so they could serve the many people affected by the storm.

We’re proud to have the processes in place at MANNA that have allowed us to be nimble in adjusting for these unforeseen events, and we are humbled by our partner agency network, who has met us every step of the way, determined to get every bit of food into their community, while facing their own storage and distribution challenges with limited space and resources. MANNA and our nonprofit partners truly moved mountains this year.

As we continue to plan for the unforeseen, I am proud of the commitment, compassion and consistency of the volunteers and staff who make this daily work happen. Every volunteer sorting produce, every driver hauling thousands of pounds of food across the mountains, and every supporter giving of their resources are all part of what matters at the end of the day: a full plate of food for anyone in WNC who needs it. Thank you for being a part of moving these mountains for the people of WNC.

Steve Metcalf
Board President

Our Commitment to Stewardship

We are deeply committed to stewarding your support to have the most impact possible: 94 cents of every dollar donated goes directly to our mission to end hunger in WNC.

Because of our dedication to stewardship, and thanks to our extraordinary volunteers and food donors, we are proud to announce that, as of 2018-2019, for every $1 donated to MANNA, we are able to help provide 4 meals-worth of food for our neighbors facing food insecurity.
Moving Forward With Focus

IN THE FACE OF AN EVERYDAY, UPHILL PUSH to fill the thousands of empty plates across our service area, when solutions to problems are not always cut and dried, we take strength and guidance from our mission: To involve, educate, and unite people in the work of ending hunger in Western North Carolina. This collective work happens because people are at the heart of everything we do. That is my north star: to serve the people of Western North Carolina.

Each day, an army of people mobilizes across the mountains to address the day’s need for food. These hands and hearts come together into a singular focus that does indeed move mountains. And while we are relentlessly dedicated to filling today’s plates, we are striving to lay the groundwork for what continues to be an increasingly unknown future. We are determined to not just fill plates today, but to also ensure that tables are not empty tomorrow.

Looking forward is hard to do when you are hungry today – we’ve learned this over and over again when hearing the stories of our neighbors’ struggles – and it continues to be the fuel that propels us forward, to do more, to reach more people who so desperately need the basic life necessity of food. It is why, with this most recent year’s work, we have dedicated our efforts to building powerful new partnerships and to strengthening our connections with our friends and colleagues who are often a family’s last line of defense. We will continue shoring up this three-decades-strong foundation of food and partnerships that helped provide 45,000 meals a day in 2018-2019. This level of commitment is no longer a dream of the future: it is the reality of what is needed today.

As you read through these pages, we hope that you will see that commitment to feeding people today and the work to build for the future. Today’s need and tomorrow’s plans will remain our focus until we realize our vision of a hunger-free WNC. Thanks to your support, we are confident in what we can collectively achieve for the members of every community we serve: a full plate today, and hope for tomorrow.

Hannah Randall
Chief Executive Officer
**ONE**

**Source Food**
The Food Sourcing department works to grow and deepen relationships with local grocers, farmers, retail businesses, individual donors, and public programs to source fresh food, shelf stable items, and rescue edible food that might otherwise be thrown away.

**TWO**

**Procure & Store**
The Warehouse and Driving team picks up, receives, sorts, and inventories deliveries of food into a real-time online ordering system. Thousands of volunteers help maintain the food inventory by categorizing and organizing foods, checking for food safety, and culling fresh produce donations to keep food fresh for as long as possible.

**THREE**

**Pick Up & Deliver**
Staff and volunteers prepare individual orders received from MANNA partner agencies through the inventory and ordering system. The Distribution team supports local partners picking up orders, and loads trucks for pop-up markets and perishable deliveries. The Driving team delivers orders to partners across the 16-county service area.

**FOUR**

**Free Community Distributions**
Partner agencies host regular food distributions in their local communities, and MANNA staff and volunteers host pop-up markets, where any member of the community who needs it can pick up free food for themselves or their families.
TOTAL POUNDS OF FOOD DISTRIBUTED
(IN MILLIONS)

15.7
2015

17.3
2016-2017*

18.2
2017-2018

19.8
2018-2019

*Indicates organizational change from reporting calendar year to reporting fiscal year operations.

TOTAL POUNDS OF FRESH PRODUCE DISTRIBUTED
(IN MILLIONS)

5.8

OVER
180,000
miles driven
by MANNA staff and
volunteers to
deliver food
(equates to more than
7 times
around the Earth)

PARTNER AGENCY NETWORK

221
total nonprofit partner agencies distributed
17,594,184
pounds of food into communities across
16
counties of Western North Carolina
(6,434 square miles)

NEW THIS YEAR:
POP-UP MARKETS

Launched in July 2018

80
markets hosted

254,150
pounds of food
distributed

50%
fresh produce

MANNA PACKS AND SUMMER PACKS FOR KIDS

173,787
MANNA Packs for Kids:
total packs provided at
165 schools and sites across
16 counties

10,565
Summer Packs for Kids*
total packs provided at 10
sites and 122 homes across 10
counties

*Total number of Summer Packs provided in the summer of 2018, the time frame of which includes several weeks from the prior fiscal year.

FOOD AND NUTRITION SERVICES (FNS)
OUTREACH

7,675
households accessed the
Food Helpline

2,214
total SNAP applications and
recertifications supported

FOOD TO OTHER FOOD BANKS IN THE FEEDING AMERICA NETWORK

2,183,667
pounds

TOTAL POUNDS OF FOOD DISTRIBUTED
(in millions)

15.7
2015

17.3
2016-2017*

18.2
2017-2018

19.8
2018-2019

*Indicates organizational change from reporting calendar year to reporting fiscal year operations.
The Landscape of Hunger in WNC

The Beauty of the North Carolina Mountain Region also hides the persistent and chronic issue of hunger. The need for food in Western North Carolina remains stubbornly high—1 in 6 people do not know where they will find their next meal. Even more disturbing is the rate of food insecurity for WNC children: 1 in 4 children faces an empty plate.

An Uphill Battle in the Mountains
There continues to be a socio-economic “perfect storm” of confluences that keep families in a budget crisis. Despite the fact that many of the people MANNA and our partners serve work full-time jobs, and often a second job, their income cannot cover the costs of living. The following social determinants of health are much more significant for the Appalachian region of North Carolina, have a major impact on the community as a whole, and contribute greatly to the increasing number of families seeking food support through MANNA’s partner network.

Stagnant and Falling Wages
National unemployment numbers tell a story of a healthy labor market, with low unemployment and businesses seeking workers. But beneath those seemingly positive statistics is a hard truth: underemployment is eroding household budgets. According to the North Carolina Budget and Tax Center, average wages across North Carolina have fallen 10 cents since the 2008 recession, and even more in WNC, with wages in several counties in MANNA’s service area falling more than $1 since 2008.

High Cost of Housing
The cost of housing continues to be one of the most significant expenses in a family’s budget. In fact, rent is unaffordable for more than 50% of the population in WNC, forcing families to live further from economic centers. This places more cost burden on transportation and often results in households living in a food desert, where healthy food is either unavailable or too expensive for working families and people living on a fixed income.

Transportation Challenges
As people are forced to move further away from business centers, reliable transportation becomes more of a challenge. A distinct lack of public transportation creates major barriers to families who can barely afford food. One car repair can create a situation where a family living on the edge is suddenly thrust into crisis, losing income without a way to get to their place of work. Even in areas where public transit is an option, the bus schedules are irregular, taking up a large portion of a worker’s time resources, already strained with the hard work of trying to make ends meet on an inadequate income.
Working at the Intersection of Health & Hunger

MANNA launched the capital campaign to expand storage and operations to accommodate more fresh, healthy foods.

The Nutrition Works program was born, connecting food relief work to health care through partnerships with area clinics and doctors with food insecurity screenings, and began the work of training food relief agencies in nutrition education.

MANNA partnered with Thermo Fisher Scientific to provide cold storage to MANNA partners. MANNA Express, a just-in-time delivery of fresh produce and perishable foods to partner agencies, was launched.

In 2015, MANNA secured funding from partners focused on improved health outcomes for residents, The Glass Foundation and Blue Cross Blue Shield of North Carolina, to support a mobile pantry and resource center. In 2018 we launched pop-up markets as a program pilot to determine best practices for this important new undertaking, to be launched in the fall of 2019. This focused work continues, along with our commitment to supporting the health and well-being of the people we serve.

Healthy Food: The Pinnacle of Food Security

MANNA continues to focus on filling plates, and in the last several years has made important steps towards addressing what is most important for our community’s health: nutritious foods that support an individual’s overall wellness.

Across the Board, North Carolinians Experience a higher rate of health issues than the national average, and the Appalachian region of the state again outpaces even the state’s higher rates. The connection of hunger to chronic health issues is clear: processed, sugar-laden foods are far more affordable than nutritious foods, and thus more accessible and easier on a household budget already struggling to afford basic groceries. A single parent can often feed their family a full meal of “empty” calories for the same amount they would spend on just one pint of organic blueberries.

According to data from the WNC Healthy Impact report, a majority of counties in MANNA’s 16-county service area have identified a food-related chronic illness in the top three health concerns and priorities for the population. In an age where GoFundMe campaigns are how people pay for necessary medical care that is otherwise inaccessible, MANNA’s focus on healthy food and nutrition is more important than ever to the people we serve.

2014
MANNA launched the capital campaign to expand storage and operations to accommodate more fresh, healthy foods.

2015
MANNA partnered with Thermo Fisher Scientific to provide cold storage to MANNA partners. MANNA Express, a just-in-time delivery of fresh produce and perishable foods to partner agencies, was launched.

2016
The Nutrition Works program was born, connecting food relief work to health care through partnerships with area clinics and doctors with food insecurity screenings, and began the work of training food relief agencies in nutrition education.

2017
The Food Sourcing team worked to expand the number of local farms partnering to help provide fresh produce, more than tripling the number of local partners from 21 to 63. MANNA secured funding partnerships for a mobile pantry and resource center, to be launched in the fall of 2019.

2018
Nutrition Works partnered with NC State University’s Steps to Health program, and developed the first formal nutrition training for food pantries in North Carolina, called The Nuts & Bolts of a Healthy Pantry. MANNA pop-up markets began, bringing fresh food, healthy staples, and other grocery items into areas of WNC with few resources and a high need for food.

2019
MANNA’s formal nutrition policy regarding purchased food sources guided the work to source food with health-supporting nutrients. MANNA Express deliveries grow to 53 volunteer drivers and more than 270 deliveries. MANNA provided 80 pop-up markets from the summer of 2018 through June 30, 2019.
The Roadmap of Support: Many Hands Move Mountains

The Core of MANNA’s Work to End Hunger in WNC involves a large network of generous individuals, nonprofits, schools, food donors, and other organizations with direct connections to their communities.

Supporters: Fueling the Work of Ending Hunger

MANNA’s outreach and programs depend directly on the financial resources we receive, and it is with many thanks that we recognize our financial supporters for fueling the work of distributing 45,000 meals a day, each day of the year, in 2018-2019.

Total Contributions

- Private Contributions 61.5%
- Events 5.7%
- Public Support 11.6%
- Misc. Income 1%
- Earned Income 19.6%
- Investment Income (net) .6%

Sources of Private Contributions

- Individuals 47.6%
- United Way 2.6%
- Community Organizations 5.6%
- Foundations 8.9%
- Gifts In Kind 12.6%
- Businesses 22.6%

Total: 221 Partner Agencies

Public Support

The United States Dept. of Agriculture, through the NCDA State of North Carolina, through the NC Dept. of Health and Human Services Emergency Food and Shelter Program

Individual Donors

- $10,000 and up 32
- $5,000-$9,999 39
- $1,000-$4,999 358
- $500-$999 509
- $100-$499 3,070
- $1-$99 3,875
- Total 7,883

Community Support Partners

$50,000 AND ABOVE
- Anurja Interactive
- The Cannon Foundation
- Feeding America, thanks to Bank of America
- Feeding America, thanks to Walmart
- Mission Health Community Investments
- Publix Super Markets Charities, Inc.
- Thermo Fisher Scientific
- United Healthcare Community & State

$25,000-$49,999
- Allegiant Air
- Feeding America
- Feeding America, thanks to Morgan Stanley
- Arthur J. Fryar Charitable Fund, CFWNC
- Ingles Markets
- Sisters of Mercy of North Carolina Foundation
- TD Charitable Foundation
- United Way of Henderson County
- Waynesville Rotary Club

$10,000-$24,999
- The Dairy Alliance
- Combined Federal Campaign
- Feeding America, thanks to Food Lion
- Feeding America, thanks to Red Nose Day
- S.L. Gimbel Foundation Fund
- HomeTrust Bank
- McDermott
- Mountain Air Mechanical Contractors, Inc.
- Pisgah Investments Foundation, Inc.
- Publix Super Markets, Inc.
- Samuel L. Phillips Family Foundation
- Perry N. Rudnick Endowment
- David A. and Susan H. Schoenholz Foundation
- Spirit Airlines
- The David Tepper Charitable Foundation, Inc.
- United Way of Asheville and Buncombe County
- United Way of Haywood County
- Walnut Cove Members Association
- Wells Fargo Foundation
- Edward N. Ziegler & Gladys P. Ziegler Private Foundation, Inc.
Volunteers: Driving Hunger Relief Forward

**Volunteers are a crucial part** of what it takes to source and distribute millions of pounds of food—and almost a third of that food being perishable—across the 16 counties of MANNA’s service area. Our dedicated corps of volunteers has a hand in every aspect of MANNA’s operational, logistical, and organizational functions.

We are proud that, on average, more than 25% of our volunteers are student and youth groups, showing that philanthropy and giving back to the community are a priority for the young members of our community.

**MANNA Partner Agency Network: The Bridge Over a Widening Grocery Gap**

The frontline of addressing hunger happens with MANNA’s Partner Agency Network. They are the vanguard, supporting their local communities through free food distributions, community meals, nutrition programs for kids and seniors, and more.

**Volunteers**

- **Roles**
  - Food Sorters
  - FNS Helpline and Outreach
  - Express and Pop-Up Drivers
  - Order Pickers
  - Egg Candlers
  - MANNA Packs Bag Builders
  - MANNA Packs Delivery Drivers
  - Ambassadors
  - Agency Monitors
  - Distribution Floor
  - Development Committee
  - Special Events
  - Administrative and Office Support
  - Board of Directors

Shoring Up the Bridge: Network Capacity Support

In 2018-2019, MANNA helped build our partners’ capacity to provide the food their communities need. We connected partners through the Partner Agency Conference, “Nourishing Together,” and helped place 161 cold storage and freezer units to safely store and distribute perishable foods. The Agency Relations team also worked with 28 partners on capacity building projects, including heavy equipment sourcing, transport and food delivery support, and organizational planning.

*We value the support from our community partners, and do our best to list every organization who supports our mission. Our sincerest apologies to anyone inadvertently omitted.*

<table>
<thead>
<tr>
<th>$5,000-$9,999</th>
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<tbody>
<tr>
<td>Ameriprise Financial</td>
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<td>Anonymous</td>
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<tr>
<td>Asheville Radio Group</td>
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<td>The Beattie Foundation</td>
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<td>Beverly-Hanks &amp; Associates</td>
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<td>The Biltmore Company</td>
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<td>Continental Automotive</td>
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<tr>
<td>Feeding America, thanks to Box Lunch</td>
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<td>Feeding America, thanks to Omni Hotels &amp; Resorts</td>
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<td>Feeding America, thanks to TJX</td>
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<td>Feeding America, thanks to Wells Fargo</td>
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<td>French Broad River Brewery</td>
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<td>Hidden River Events</td>
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<td>Highland Brewing Company</td>
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<td>Jubilee! Community</td>
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<td>Kohl’s Department Stores</td>
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<td>The Orange Peel</td>
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<td>State Employees Combined Campaign</td>
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<tr>
<td>United Way Worldwide Emergency Food and Shelter Program</td>
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<tr>
<td>Victory Packaging</td>
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<tr>
<td>$2,500-$4,999</td>
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<tr>
<td>A.C. Reynolds High School</td>
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<tr>
<td>Asbury Memorial United Methodist Church</td>
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<tr>
<td>Bent Creek Lodge of Asheville</td>
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<tr>
<td>Blossman Gas</td>
</tr>
<tr>
<td>Chestnut</td>
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<tr>
<td>Feeding America, thanks to the Darden Foundation</td>
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<tr>
<td>Feeding America, thanks to National Fluid Milk Processors</td>
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<td>Feeding America, thanks to Southeastern Grocers</td>
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<tr>
<td>Grace Episcopal Church</td>
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<td>Harris Teeter</td>
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<tr>
<td>Huling Hotels</td>
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<td>Joy in Childhood Foundation</td>
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<td>Lee Steam Station Charity Fund</td>
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<td>Lowes Foods</td>
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<tr>
<td>Maggie Valley United Methodist Church</td>
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<tr>
<td>Mast General Store</td>
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<tr>
<td>Mount Carmel Baptist Church</td>
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<tr>
<td>Mountain View Free Will Baptist Church</td>
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<tr>
<td>NC Retail Merchants Association</td>
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<tr>
<td>Owle Construction, LLC</td>
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<tr>
<td>Pepsi-Cola Bottling Company</td>
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<tr>
<td>R&amp;W, Inc. Mechanical Contractor</td>
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<tr>
<td>Sodexo - Warren Wilson College</td>
</tr>
<tr>
<td>Wicked Weed Brewing</td>
</tr>
<tr>
<td>Wilsonart</td>
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<tr>
<td>Laurie Robeson Wright Charitable Fund, CFWNC</td>
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</tbody>
</table>
Moving Mountains: Food Distribution Program

The Food Distribution Program is MANNA’s main focus, utilizing the truck fleet for a variety of distribution strategies to get food to members of the Partner Agency Network, and directly to the public. MANNA staff and volunteers work every day to ensure these deliveries go out on a timely basis, especially perishable food and fresh produce, to ensure these foods can get to people who need food while it still has shelf-life. This program continues to provide millions of pounds of food each year, thanks to an incredible group of food donors, including large scale commercial food industry providers, retail grocery stores and chains, farms and produce packing companies, community food drives, backyard gardeners, and individual donors.

Food Delivery Methods

MANNA Mobile Deliveries
Every weekday, MANNA’s fleet of commercial trucks is on the road, first thing in the morning, delivering food to members of the Partner Agency Network across 16 counties. In 2018-2019, the MANNA Driving Team delivered almost 6 million pounds of food, including 2,725 agency orders, and 537 MANNA Pack orders. These deliveries alone account for 154,000 miles driven by MANNA staff.

MANNA Express Deliveries
MANNA Express deliveries are a way to get fresh produce and other perishables to partner agencies on the day they are open to the public for free food. These deliveries are driven by a team of 53 MANNA volunteer drivers, and provide our partners a way to offer fresh foods to their community without needing additional freezer, cooler, or building space in order to accommodate for perishable food needs. In 2018-2019, MANNA volunteers delivered 890,960 pounds of food, with more than 50% of each of the 276 deliveries comprised of fresh produce alone. These volunteers drove over 19,000 miles to get fresh, nutritious food to residents across WNC.

MANNA Pop-Up Markets
Launched as a pilot in the summer of 2018, Pop-Up Markets are designed to deliver food directly to communities by partnering with other organizations outside of the MANNA Partner Network. Pop-Up Market distributions are also driven by volunteer drivers. Each pop-up is located in an area where the community has a high need for food, but few resources to help access it. In 2018-2019, volunteer drivers hosted 80 total markets, driving almost 7,000 additional miles to distribute 254,150 pounds of food directly to residents, with at least 50% of that food being fresh produce.

Where Does MANNA’s Food Come From?

Food Sources
Donated Food 82%
MANNA Purchased 12%
State funded purchases 6%

Donated Food
Local Donors 42%
National Donors with WNC locations 23%
Federal funded TEFAP 14%
Other Food Bank 2%
National Manufacturers 1%

Food to other food banks in the Feeding America Network: 2,183,667

partner agency network
221 total nonprofit partner agencies distributed
17,594,184 pounds of food into communities across 16 counties of Western North Carolina (6,434 square miles)

Food Delivery Methods

Manna Mobile Deliveries
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Food to other food banks in the Feeding America Network: 2,183,667
Removing Obstacles:
Food Access Programs

Feeding Kids Year Round:
MANNA Packs and Summer Packs for Kids

Children are most at risk for food insecurity in WNC. In fact, one in four kids don’t know where their next meal is coming from. For more than a decade, with the help of dedicated volunteers who help pack and deliver the bags, we have provided MANNA Packs for Kids: a bag of supplemental food placed into kids’ backpacks every Friday during the school year. In 2018-2019, MANNA provided an average of 5,111 MANNA Packs every week of the academic year to help ease the burden for children who are facing the most desperate need.

In the summer, our focus shifts to providing Summer Packs, a week’s worth of food to help supplement kids during the summer when they don’t have access to school meals. Summer is a harder time to reach kids, and our outreach efforts are even more dependent on dedicated volunteers who help deliver these weekly bags to ten sites and more than 122 homes. In the summer of 2018, MANNA provided a total of 10,565 Summer Packs to children across 10 counties in MANNA’s service area.

Food and Nutrition Services Outreach

The most impactful program to address food insecurity in the country is the Supplemental Nutrition Assistance Program (SNAP), once called “food stamps.” In North Carolina, the program is administered under Food and Nutrition Services (FNS). This program puts food-purchasing power directly into people's hands, and helps provide 11 bags of groceries for every bag of groceries that MANNA helps provide.

The Food and Nutrition Services Outreach team helps connect people to this vital federal program, as well as connecting people to free public food distributions. This happens through MANNA’s Food Helpline, a free helpline offering support to access these resources, and through direct outreach at food distributions across the 16 counties.

In 2018-2019, the FNS team of staff and volunteers fielded 7,675 calls to the Food Helpline, assisting 2,214 individual households apply or recertify for SNAP, securing an estimated $3,705,338 value in food resources, which generated $6,632,555 in economic impact for WNC. We estimate this provides 1,291,058 additional meals outside of the food bank and partner agency network. This team also referred 1,030 individuals to members of the Partner Agency Network for free food.
Moving Forward:
Growing Healthy Food Access

Step by step, MANNA has worked to address the health and well-being of WNC residents facing food insecurity through focused work to increase access to nutritious foods and remove barriers to access. As we move forward in this work, a strategic approach to addressing the serious health implications of food insecurity through a lens of nutrition is imperative with each step.

Healthy Food Inventory

In 2018-2019, 29% of MANNA’s overall food distribution was fresh produce. More than 67% of the overall inventory is categorized as ‘healthy staples’ like proteins, calcium-packed dairy, whole grains, canned fruits and vegetables, and more.

Through partnerships with farmers, grocery retailers, produce packing operations, and the Feeding America network, MANNA continues to source a wide variety of fresh produce, including staples like apples and sweet potatoes grown in North Carolina.

Nutrition Works Program

Since 2016, the Nutrition Works program has built partnerships with members of the MANNA Partner Network and regional medical clinics to directly address health issues due to a lack of nutrient-rich foods. The program provides training for nonprofit partners, healthy cooking demonstrations, and connects to area clinics who screen patients with chronic issues—like diabetes and high blood pressure—for food insecurity.

In 2018-2019, the Nutrition Works team partnered with North Carolina State University to build and implement the state’s first nutrition training program for food pantries, called The Nuts and Bolts of a Healthy Pantry, and hosted 8 trainings last year. Since launching the Nutrition Works program, the team has trained 33 MANNA partner pantries—approximately 15% of our partner network—and provided materials and equipment through grants and funding partnerships to these pantries in health-focused work. These nutrition-focused partners continue to provide support to residents seeking food resources, helping to remove barriers to accessing fresh, healthy foods necessary to support their well-being.
Perishable Food Delivery

With the ongoing work to deliver perishable food to communities quickly, MANNA has deepened the mobile capabilities through partnerships with funders focused on addressing the need for fresh produce and other foods necessary to good health. This fiscal year, MANNA expanded the fleet of small box trucks utilized for MANNA Express and Pop-Up Markets with two new vehicles, and thanks to the support of an engaged volunteer driving team, continues to expand fresh food delivery to partner agencies and directly to the community.
A Place at the Table for Everyone

MANNA HOSTS TWO SIGNATURE EVENTS EACH YEAR—Blue Jean Ball and Empty Bowls—along with several industry-specific campaigns—Table for Three Raffle, Hops for Hunger, and Sweet Dreams, Full Plates—to sustain the funding needed to address food insecurity. Each year, local business partners come together to help make each event unique, exciting, and most importantly, impactful in the work to fill plates across WNC.

The success of these events is directly tied to our guests, and these incredible communities’ action and support. Special event community partners and event sponsors help ensure that all proceeds raised through these initiatives go directly to support MANNA’s mission. The dedication of these supporters is helping MANNA to build a bigger table for WNC, where everyone has a place.

**Meals Provided through Special Events**

<table>
<thead>
<tr>
<th>Event</th>
<th>Meals Provided</th>
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<tbody>
<tr>
<td>Blue Jean Ball (2019)</td>
<td>433,804</td>
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<tr>
<td>Empty Bowls (2018)</td>
<td>405,820</td>
</tr>
<tr>
<td>Table for Three Raffle (2019)</td>
<td>212,684</td>
</tr>
<tr>
<td>Hops for Hunger (2018)</td>
<td>57,824</td>
</tr>
<tr>
<td>Sweet Dreams, Full Plates (2018)</td>
<td>160,036</td>
</tr>
<tr>
<td><strong>Total special events</strong></td>
<td><strong>1,270,168</strong></td>
</tr>
</tbody>
</table>

**Annual Sponsors**

- Ingles Markets
- The Preserve Communities
- Anurja Interactive
- Asheville Radio Group
- The Cantina at Historic Biltmore Village
- Dixon Hughes Goodman
- Harrah’s Cherokee Casino Resort
- Duke Energy
- Highland Brewing
- Lamar Advertising
- Mast General Store

**Gold**

- Beach Hensley Homes
- Continental
- Inform Systems
- Just Running
- Louise T. & Patrick L. O’Connor
- Odyssey Clayworks
- Pepsi Cola Bottling of Asheville
- Smart Products USA
- Wicked Weed Brewing

**Silver**

- Alsco
- Biltmore
- Classic Event Rental
- Givens Estates
- Harris Teeter
- Publix
- RHA Health Services

**Copper**

- Asheville’s Dream Team/Keller
- Williams Biltmore Village
- AVL Technologies
- Blossman Propane Gas, Appliance & Service
- Button & Co. Bagels
- Carter, P.C.
- Danny’s Dumpster

- Deerfield Episcopal Retirement Community
- Evergreen Packaging
- Great Beginnings & Great Smiles Pediatric & Orthodontic Dentistry
- Mangum Pottery
- Mike Brown Subaru
- Morrow Insurance Agency, Inc.
- Owle Construction LLC
- Parsec Financial Wealth Management
- Zealandia Capital, Inc.
- Zoe Dental

**Culinary Sponsors**

**Blue Jean Ball, Empty Bowls, and Table for Three Sponsors**

- BiscuitHead
- Chestnut
- Corner Kitchen
- Red Stag Grill
- Rezaz Pan Mediterranean
- Twisted Laurel/Daphne
- Well-Bred Bakery

**Blue Jean Ball and Empty Bowls Sponsors**

- Biltmore
- Harrah’s Cherokee Casinos
- Mountain City Coffee Roasters

**Blue Jean Ball Sponsors**

- A La CupCakes!
- Avenue M
- The Cantina at Historic Biltmore Village
- Foothills Meats
- French Broad Chocolate Lounge
- Ingles The Chef’s Kitchen
- The Lobster Trap
- Posana
- Rosetta’s Kitchen
- Ultimate Ice Cream Company

**Empty Bowls Sponsors**

- 12 Bones Smokehouse
- Ambrozia Bar & Bistro
- Annie’s Bakery
- Deerfield Episcopal Retirement Community

**Empty Bowls 2018 and/or Blue Jean Ball 2019 Sponsors**

- Doubletree by Hilton Asheville-Biltmore
- Empire Distributors
- Grainger
- Highwater Clays
- Mosaix Group

**Empties Provided through Special Events**

- Blue Jean Ball (2019): 433,804
- Empty Bowls (2018): 405,820
- Table for Three Raffle (2019): 212,684
- Hops for Hunger (2018): 57,824
- Sweet Dreams, Full Plates (2018): 160,036
- **Total meals provided through 2018-2019 special events**: 1,270,168
### Annual Report: Audited Financial Statements

#### Key Financial Indicators

<table>
<thead>
<tr>
<th>Activities</th>
<th>Fiscal Year Total 2019</th>
<th>Fiscal Year Total 2018</th>
<th>Fiscal Year Total 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues &amp; Other Support*</td>
<td>32,740,208</td>
<td>34,000,496</td>
<td>30,088,642</td>
</tr>
<tr>
<td>Expenses</td>
<td>33,171,919</td>
<td>32,801,820</td>
<td>29,836,944</td>
</tr>
<tr>
<td>Investment Income (net)</td>
<td>43,062</td>
<td>71,228</td>
<td>145,230</td>
</tr>
<tr>
<td>Increase (decrease) in Net Assets*</td>
<td>(388,649)</td>
<td>1,269,904</td>
<td>396,928</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>9,462,815</td>
<td>8,192,911</td>
<td>7,795,983</td>
</tr>
<tr>
<td>Net Assets at End of Year</td>
<td>9,074,166</td>
<td>9,462,815</td>
<td>8,192,911</td>
</tr>
</tbody>
</table>

#### Financial Position

| Current Assets                                   | 2,885,044              | 3,123,038              | 2,780,706              |
| Long-Term Assets                                 | 6,853,981              | 6,809,237              | 5,796,291              |
| **Total Assets**                                 | **9,739,025**          | **9,932,275**          | **8,576,997**          |
| Total Liabilities                                | 664,859                | 469,460                | 384,086                |
| Net Assets                                       | 9,074,166              | 9,462,815              | 8,192,911              |
| **Total Liabilities & Net Assets**               | **9,739,025**          | **9,932,275**          | **8,576,997**          |

#### Functional Expenses

| Program Expenses                                 | 31,483,916             | 31,280,986             | 28,373,883             |
| Management & General                             | 855,418                | 759,506                | 745,729                |
| Fundraising                                      | 832,585                | 774,685                | 717,332                |
| **Total Function Expenses**                      | **33,171,919**         | **32,815,177**         | **29,836,94**          |

*Net decrease in 2019 is a factor of multi-year grants recorded in 2018 as revenue with the related expenses recorded in 2019 in compliance with GAAP accounting rules.

MANNA FoodBank
Board of Directors
2018
President: Melody Dunlop
President-Elect: Steve Metcalf
Vice President: Scott McLean
Treasurer: Sage Turner
Secretary: Judy Butler
Leeann Bridges
Keith Collins
Mary C. Davis
Ron Edgerton
John Forsyth
Bud Hughes
Allen King
Kip Marshall, Jr.
Rasheeda McDaniels
Louise T. O’Connor
Karen Olsen
Cindy Piercy
Jerry Prickett
Robert Simmons
Edward Zaidberg
Emeritus Members:
Joel Gillespie
Jim Mathews
Brad Searson
Cissie Stevens
Marjorie Ulin
Sheryl Williams
MANNA FoodBank
Board of Directors
2019
President: Steve Metcalf
Vice President: Judy Butler
Treasurer: Mary C. Davis
Secretary: Jerry Prickett
Past President: Melody Dunlop
Leeann Bridges
Keith Collins
Ron Edgerton
John Forsyth
Bud Hughes
David Jenkins
Kip Marshall, Jr.
Jim Mathews
Louise T. O’Connor
Karen Olsen
Cindy Piercy
Robert Simmons
Dr. Calvin O. Tomkins
Sage Turner
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Involving, educating, and uniting people in the work of ending hunger in Western North Carolina since 1983.
627 Swannanoa River Road, Asheville NC
MANNAFoodBank.org | 828-299-3663