



ANNUAL REPORT 2019

SUPPORTERS:
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A LOOK AT HOW THE FOOD BANK OF DELAWARE WORKS



WORKFORCE DEVELOPMENT

**Delaware
Food Works**

An initiative of the Food Bank of Delaware

Warehousing
Food Service
Agriculture

FOOD DISTRIBUTION



Backpack Program
Healthy Pantry Center
Mobile Pantry
Hunger Relief Partners
Senior Nutrition

OUTREACH & EDUCATION



Nutrition Education
Benefits Outreach
\$tand By Me Financial
Coaching

DELAWAREANS

Working Poor • Elderly • Single-Parent Families
• Children • Adults with Disabilities • Homeless
• Individuals with Substance Use Disorders

• Unemployed • Underemployed
• Adults who were Previously
Incarcerated • Adults in Recovery



Our Bold New Future at Lake Drive

Thanks to our generous community, we officially cut the ribbon on our new home at 222 Lake Drive in June 2019. Our new facility enables us to improve our services to the community through:

- Enhanced workforce development training space for culinary arts, warehousing/logistics and agricultural training
- Four-acre farm with farm stand
- Cafe for on-the-job culinary training
- Food pantry to directly serve the public
- Clean room to repack and repurpose foods
- Increased dry and cold storage space
- Enhanced volunteer experience
- Improved logistics and efficiency



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Delaware Food Industry
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Strategic Initiatives Director

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Chief Programs Officer

Chad Robinson
Community Relations Director

Kim Turner
Communications Director

Trevor Turner
Chief Operations Officer

Financials

July 1, 2018 - June 30, 2019

PUBLIC SUPPORT AND REVENUE

Public Support

Contributions:	\$ 3,744,687
Donated Product:	\$15,007,256
Capital Campaign:	\$ 2,760,976
Government:	\$ 2,419,971

Total Public Support **\$23,932,890**

Revenue

Food Sales:	\$ 602,955
Shared Maintenance:	\$ 117,075
Shoppers Choice	\$ 14,785
Transportation	\$ 38,609
Membership Dues	\$ 7,000
Interest Income	\$ 38,057
Gain on Building Sale	\$ 715,270
Miscellaneous	\$ 38,429

Total Revenue **\$ 1,572,180**

Net assets released from restriction **\$ 8,224,742**

TOTAL PUBLIC SUPPORT & REVENUE **\$25,505,070**

EXPENSES

Program Services

Food Distribution	\$16,111,397
Community Development	\$ 2,669,408

Total Program Services **\$18,780,805**

Support Services

General & Administrative	\$ 827,790
Fundraising	\$ 1,062,972

Total Support Services **\$ 1,890,762**

TOTAL EXPENSES **\$20,671,567**

FUNDING SOURCES



- SHARED MAINTENANCE
\$387,015
- FOOD SALES
\$470,095
- STATE CONTRACTS
\$369,210
- FOUNDATIONS & BUSINESS ORGS
\$4,849,311
- DIRECT MAIL
\$978,716
- MARKETING & EVENTS
\$958,640
- FEDERAL CONTRACTS
\$1,769,557
- DONATED PRODUCT
\$15,007,257

Our Programming



Backpack Program

This program provides food to children for weekends and holidays when school is not in session and meal programs are not available. Bags are stocked with kid-friendly foods. Last year we distributed **187,183 bags**.



SNAP Outreach

The SNAP Outreach team educates Delawareans about available food benefits and assists with applications.



Delaware Food Works

Our workforce development initiative features training and social enterprise programs in food service, logistics/warehousing and agriculture. Last year, **82 students graduated**.



WIC Education & Outreach

WIC Education and Outreach conducts cooking demos throughout the community using foods on the WIC package. Last year **107 cooking demonstrations** were conducted in WIC clinics for **822 individuals** and **109 community demos and nutrition education classes** were conducted for **747 individuals**.



Mobile Pantry

Our mobile pantry vehicle travels to underserved communities. Families choose foods that are best suited for their households. Last year **212 pantries** were held at **114 sites**, serving a total of **10,619 households**. A total of **2,413,415 pounds of food** were distributed.



SNAP Education

Last year **1,000+ individuals** received direct education. The team encourages the ordering and procurement of healthy foods by Food Bank partners and behavioral economic strategies including site layout and signage to encourage participants to choose healthier foods



Senior Nutrition Program

We distributed **26,047 boxes** to low-income Delaware seniors last year through a variety of sites that service senior citizens. Boxes include fresh and shelf-stable foods. Many seniors often choose between foods and medications.



Stand By Me

A financial coach is housed at the Food Bank of Delaware to provide the community with financial literacy education. Last year our coach assisted **253 customers**.



Healthy Pantry Center

Food assistance is available at the Food Bank in Newark and Milford by appointment. A variety of foods are available including fresh and nonperishable.

SUPPORTING THE FIGHT AGAINST HUNGER

Fiscal Year 2019: July 1, 2018 - June 30, 2019

OUR TOP PRODUCT PARTNERS

Mission Partners – 100,000 - 500,000 pounds

Acme
BJs
Food Lion
Perdue
Walmart
Giant
Sams Club
Dole
Trader Joes
National Association of Letter Carriers
ShopRite

Signature Partners – 50,000 - 99,999 pounds

Redners
Target
Maryland Food Bank
Fifer Orchards

Relief Partners – 20,000 - 49,999 pounds

Bay Shippers
Philabundance
Weis Markets
Dover Air Force Base
Food Lion Feeds Day at the Delaware State Fair
Magee Farms
Canada Dry
JP Morgan Chase

Advocate Partners – 15,000 - 19,999 pounds

Bank of America
Ministry of Caring
Costco
Harrington Raceway
Kraft
Tyson
Shadybrook Farms

OUR TOP FINANCIAL PARTNERS

Champion of Hope – \$100,000 +

State of Delaware
Crystal Trust
Harry K Foundation
Feeding America
Welfare Foundation, Inc.
Barclays Bank Delaware
Bank of America Charitable Foundation, Inc.
DuPont S&L
Ellice and Rosa McDonald Foundation
The Laffey - McHugh Foundation

Leader of Hope – \$50,000 - \$99,999

JPMorgan Chase & Co
Wakefern Food Corporation
Walmart Foundation
TD Charitable Foundation
The Arthur W. Perdue Foundation, Inc.
Delaware Community Foundation
Capital One Services, LLC
The Chichester duPont Foundation, Inc.
Our Family Foundation by Giant

Nourisher of Hope – \$25,000.00 - \$49,999

Islamic Relief USA
Palmer Home Inc.
JPMorgan Chase Foundation
United States Department of Agriculture
Newark New Century Club
Incyte Corporation
Alliance Marketing Partners LLC
Alliance Data
Chesapeake Utilities Corporation
Northern Trust Charitable Giving Program
Fidelity Charitable Gift Fund
Delaware City Refining Company
E.I. DuPont De Nemours & Company
Enterprise Holdings Foundation
M&T Charitable Foundation
New Castle County

Funding the Fight Against Hunger

Fiscal Year 2019 (July 1, 2018 - June 30, 2019)

Cultivator of Hope - \$10,000-\$24,999

The Community Foundation For The
National Capital Region
Deutsche Bank Americas Foundation
State of Delaware
Retail Business Services
Delmarva Power
Ellen And Alan Levin Family Foundation
Albertsons Companies Foundation
D.T. & Sons, Inc.
YourCause, LLC Trustee for Vanguard
Wells Fargo Foundation
WSFS Bank
Ms. Ann E. Lawson
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SECC Charitable Campaign
Costco
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United Way of Delaware
Delaware Burger Battle
Merrill Lynch
JPMorgan Chase Employee Giving
Wilmington Trust Company
Anthony & Catherine Fusco Charitable
Foundation
Citizens Bank Charitable Foundation
Joy In Childhood Foundation
Masonic Charities of Delaware
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Dr. and Mrs. William M. Sheppard

Gatherer of Hope - (\$5,000.00 - \$9,999)

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Mr. Andrew K. Miller
Drs. Herbert Eleuterio and Marianne
Eleuterio
Food Lion Feeds Charitable Foundation,
Inc.
The Hompe Foundation
Mr. Jonathan Jaffe
National Financial Services LLC

Rosemary & Ted Lassiter Foundation, Inc.
Bob's Discount Furniture Charitable
Foundation
The Wright-Hager Foundation
Macy's Foundation
Harris Teeter
Mr. and Mrs. Charles E. Falletta
Benevity Causes
Red Clay Creek Presbyterian Church
TJX Foundation
Dr. Barbara L. Sheer
Ms. Lois T. Lanzalotti
Share Our Strength
United Church
Mr. and Mrs. Kenneth W. Young
Mr. Richard Legatski
Chesapeake Bay Area CFC
Paypal Charitable Giving Fund
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Discover Financial Services
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Bloomberg L.P.
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Dean Foundation, Inc.
Delaware Kids Fund
Delmarva Power & Light Co
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Jane M. Sheehan Charitable Foundation
Mr. and Mrs. Jason C. Jowers
Mr. and Mrs. Kenneth Lau
Marvin Family Foundation
Miss Anabel Panayotti
Mr. Michael Porter
Mr. and Mrs. Michael G. Rhodes
Mr. David Snyder
J. Rollin Swanson
The Katzin Foundation
Mr. Brice Vallett Jr.

Gardener of Hope - (\$2,500.00 - \$4,999)

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Mr. and Mrs. William and Deborah Hartnett
Barclay's
Delaware National Guard
Trinity Foundation
United Way of Greater Philadelphia and Southern New Jersey
AmeriHealth Caritas Delaware
Bank of America Employee Giving
All Saints' Church & St. George's Chapel
The Martin Dealerships
Dover Federal Credit Union
3B Brae's Brown Bag Foundation
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Wawa Foundation
Weis Markets, Inc.
Facebook Payments, Inc.
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Mr. and Mrs. Stephen C. Thompson
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Captain's Lady Charters
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United Way of Delaware Tocqueville Society
Network For Good
BNY Mellon Community Partnership
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Mr. Paul Romagano
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The Tuttleman Foundation
Mr. and Mrs. Barry W. Wilson
YourCause, LLC Trustee for Pfizer Foundation

Seed of Hope - (\$1,000.00 - \$2,499)

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Bryn Mawr Trust Company
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RKD Alpha Dog
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Westminster Presbyterian Church
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Mr. and Mrs. Marcus D. Wilson
Dr. and Mrs. Gary B. Witkin
Ms. Lynda Woodward
Young Conaway Stargatt & Taylor LLP

You can **help those facing hunger** in Delaware today.



GIVE FUNDS

For every \$1 donated, we can provide 2 meals.

Consider a financial contribution to help Delawareans in need.



GIVE FOOD

Fresh and non-perishable foods accepted.



BECOME A PARTNER

Meet the emergency food needs of your community by becoming a partner.



GIVE TIME

Volunteers are the heart and soul of our organization.



GIVE VOICE

Spread the word about hunger issues in our community.

