



The mission of Food for Others is to distribute food to our neighbors in need by mobilizing our giving community and volunteers.

FY2018 ANNUAL REPORT



Food *for* Others



MESSAGE FROM THE CHAIR



food in·se·cu·ri·ty

noun

1. The state of being without reliable access to a sufficient quantity of affordable, nutritious food.

More than 60,000 people in Northern Virginia live every day with hunger or food insecurity as their constant companion.

At Food for Others, we envision a community free from food insecurity as we nourish the lives of those in need across Northern Virginia each day. We don't want our neighbors to have to make the choice between paying rent and buying food for their family. Clients come to Food for Others due to a variety of circumstances (job loss, domestic violence, family tragedy, etc.). During these dark times, Food for Others is a beacon of light. It's a place where people can come and be treated with dignity and respect as they receive food from their neighbors in their time of need.

Our staff, volunteers and donors have worked tirelessly to provide this vital service in our community. I'm pleased to share a few key achievements from FY2018:

- Increased nutritious food - 25% of the food we received in FY18 was fresh produce.
- Food for Others achieved the Charity Navigator 4-star distinction for our 4th consecutive year. Only 14% of charities evaluated by Charity Navigator have received a 4-star rating for at least 4 consecutive years.
- We are being featured in the 2018-2019 Catalogue for Philanthropy as one of the best small charities in the Greater Washington region.
- Development of a progressive strategic plan for the next five years.

We've set some big goals for the organization, such as making food equity a focal point, so we hope you'll join us in achieving our vision of a community free from hunger and food insecurity.

Most Sincerely,

Sara Singmaster

Sara Singmaster
Chair, Board of Directors



FY 2018 IMPACT

2.2 MILLION
POUNDS OF FOOD DISTRIBUTED

91%
OF THE FOOD
DISTRIBUTED
WAS DONATED

32,000+
VOLUNTEER HOURS

Food for Others
nourishes hungry
families in our
community

29,133
INDIVIDUALS SERVED,
MANY MORE THAN ONCE

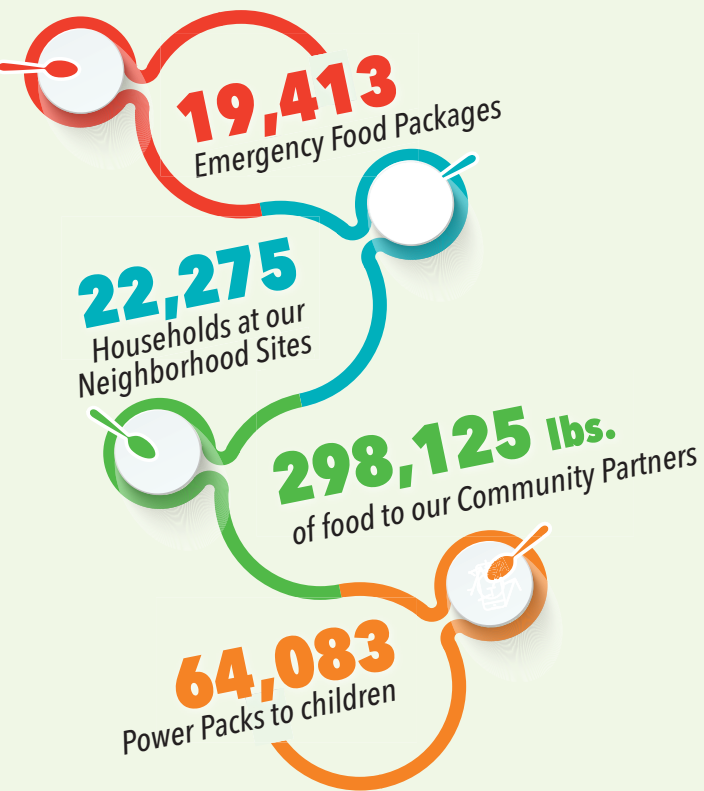
1,500
HOUSEHOLDS
SERVED WEEKLY
ON AVERAGE

2,130
CHILDREN SERVED
WEEKLY VIA P3

PROGRAMS & SERVICES

Food for Others is committed to engaging the community, embracing its role as the primary resource for those needing food when an emergency strikes, and the number of working poor facing barriers to feeding their families. The organization has been providing free food directly to neighbors in need for nearly 25 years. Six percent of Fairfax County residents live in poverty, including 1 in 14 children with over 60,000 people identified as food insecure. In an area known for its affluence, the high cost of living forces those who are struggling to make ends meet to choose between spending money for food, or on other basic needs such as housing and healthcare. Hunger affects people from all walks of life, and our vision is to continue leading the way toward achieving food security in Northern Virginia.

In FY2018 Food for Others served



4 WAYS TO FIGHT HUNGER

1 EMERGENCY FOOD OPERATIONS

Emergency Food operations at our warehouse (Monday-Friday, 9:30am-5pm) provide 3-5 days' worth of non-perishables as well as milk, eggs, and other fresh items to individuals and families referred to Food for Others by Fairfax County CSP and various social service providers. Clients have the option to shop for their own food, including fresh fruits and vegetables, in the "Choice" area of our warehouse. Those clients who qualify based on income eligibility may also receive monthly food supplements that we order on their behalf from the USDA Emergency Food Assistance Program (TEFAP).



2 NEIGHBORHOOD SITE DISTRIBUTIONS



Neighborhood Site distributions provide food to individuals and families via volunteers who pick up food at our warehouse and deliver groceries to low-income neighborhoods. This occurs every evening, Monday through Friday, serving 17 sites in Fairfax County.

3 COMMUNITY PARTNERS PROGRAM

The Community Partners program provides bulk food items to over 13 community partners on a weekly or bi-weekly basis. This includes faith-based organizations, homeless shelters and other groups serving at-risk residents facing food insecurity in Northern Virginia.



4 POWER PACK PROGRAM - P3

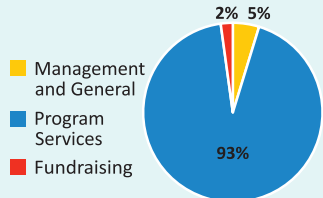


The Power Pack Program (P3) provides weekend backpack food to children identified by school social workers and teachers as in need of supplemental food at 28 Fairfax County public elementary schools.

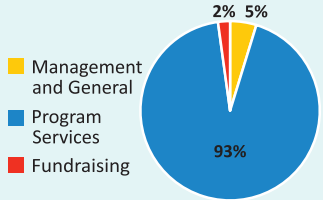
FINANCIAL STATEMENT Fiscal Year July 1, 2017–June 30, 2018

FY18 exemplified renewed commitment at Food for Others (FFO). We increased capacity by investing in new equipment thereby allowing for improved efficiency and productivity while also curtailing expenses. FFO experienced a reduction in total revenue of \$227,403 compared to the prior fiscal year. The primary factor was a decrease in the amount of food donated. Factoring out the decrease in food valuation, FFO saw a gain in revenue of \$66,259. This was attributable to an increase in cash contributions, government contracts for services, and a gain on investments. FFO maintains a healthy cash and investment balance with approximately 21 months of operating expenses in reserve.

STATEMENT OF ACTIVITIES



2018 Expense Allocation



2017 Expense Allocation

STATEMENT OF ASSETS

	2018	2017
CURRENT ASSETS		
Cash and cash equivalents	\$314,426	\$256,624
Contributions receivable, net	\$54,544	\$61,772
Other receivable	\$2,282	\$1,852
Inventory- food	\$348,848	\$407,350
Prepaid expenses	\$19,125	\$31,135
Total Current Assets	\$739,225	\$758,733
INVESTMENTS		
PROPERTY AND EQUIPMENT		
Furniture and equipment	\$216,177	\$179,646
Vehicles	\$144,873	\$114,373
Less, accumulated depreciation	(\$291,730)	(\$271,454)
Net Property and Equipment	\$69,320	\$22,565
OTHER ASSETS		
Deposits	\$5,128	\$5,128
TOTAL ASSETS	\$2,284,036	\$2,224,327

LIABILITIES AND NET ASSETS

	2018	2017
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$46,578	\$39,053
Deferred rent, current	\$0	\$4,369
Deferred revenue	\$16,000	\$15,565
Total Current Liabilities	\$62,578	\$58,987
NET ASSETS		
Unrestricted	\$2,095,650	\$2,081,254
Temporarily restricted	\$125,808	\$84,086
Total Net Assets	\$2,221,458	\$2,165,340
TOTAL LIABILITIES AND NET ASSETS	\$2,284,036	\$2,224,327

Food for Others appreciates all of our generous food donors. The following individuals and organizations contributed at a significant level. Capital Area Food Bank is once again our top food donor, donating more than 415,000 pounds in addition to delivering our USDA food.

Food Donors - Organizations - 10,000 Lbs +

Boy Scouts - Scouting for Food	Giant S. Glebe
Capital Area Food Bank (CAFB)	Giant Springfield
Costco Fairfax	Giant University Mall
Fresh Market	GMU Fraternity & Sorority Life
Giant 9th Road	Letter Carriers (local) Stamp Out Hunger
Giant Annandale	Paul VI Catholic High School
Giant Burke Center Parkway	Target Falls Church
Giant Cardinal Forest	Trader Joe's Tysons
Giant Fox Mill	Wegmans Fairfax
Giant Kingstowne	Western Fairfax Christian Ministries
Giant Oakton	

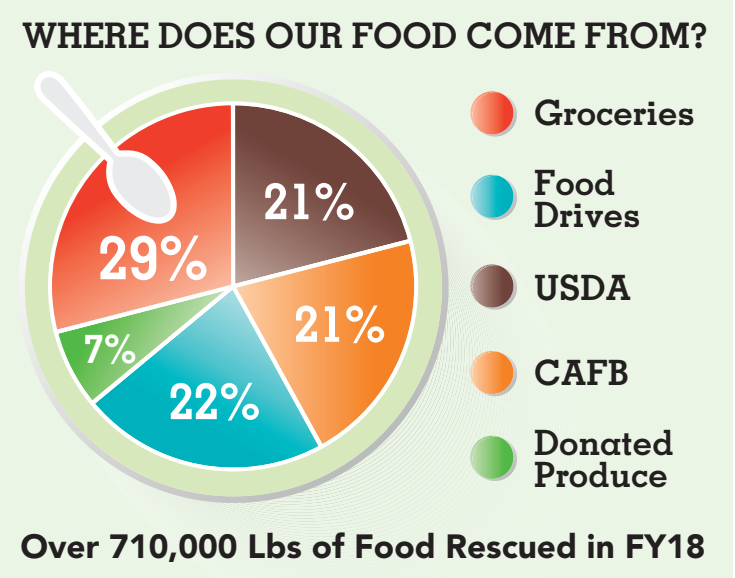


Food Donors - Organizations - 1,000 to 9,999 Lbs

7-11	Mosby Post Office
Annandale Farmer's Market	National Charity League - Cherry Blossom Chapter
Annandale Terrace Elementary School	NVBA Cares
Belvedere Elementary School	Oak View Elementary School
Bishop O'Connell High School	Oakton Post Office
Booz Allen Hamilton	Our Lady of Good Counsel
Boy Scout Troop 995	Pine Springs Elementary School
Brother's Brother Foundation	Pinnacle Academy
Burke Racquet & Swim Club	Primrose School of Chantilly
Chantilly Post Office	Reinventing Geospatial RGI
Chef Center	Rosenthal Properties
Clarion Wealth Management Partners	RSVP Catering
Congregation Olam Tikvah	Safeway PanAm
Cox Communications	Sangster Elementary School
Crossfield Elementary School	Share, Inc.
Donohoe	Shoppers Food Warehouse
F.J. Medina & Sons Farm	Sleepy Hollow Elementary School
Fairfax Circuit Court Clerk's Office	SSSBC Inc.
Fairfax County Community Action Advisory Board (CAAB)	St. Luke's UMC
Fairfax Host Lions Club	St. Matthew's UMC
Fairfax Main Post Office	Stenwood Elementary School
Fairhill Elementary School	Stribling Orchard
Falls Church Farmers Market	Stuff the Bus - Fairfax County
Falls Church High School	Sweet Rose Farm
First Baptist Church of Vienna	Target Merrifield
Frontpoint	The MITRE Corporation
Genesys Chantilly	The RMR Group LLC
George Mason University	Thomas Jefferson Elementary School
Giant Kings Park	Toigo Orchards
Giant S. Jefferson	Trinity Christian Church School
Giant Washington Boulevard	Truro Church
Glasgow Middle School	Turnpike Post Office
Glebe Elementary PTA	Twin Springs Farms
Great American Restaurants GAR	Tysons View Apartments
Holder Construction	UMD NOVA Terps Alumni
House of Mercy	United Baptist Church
Idylwood Presbyterian Church	Vienna Main Post Office
Interfaith Council	Volunteer Fairfax
J & W Valley View Farms	Wani & Associates
James Madison High School	West McLean Post Office
Jeff Wu - Agent Knows Homes	Westmoreland Farms Produce
Luther Jackson Middle School	Whole Foods Fair Lakes
Mantua Citizens' Association	Whole Foods Tysons
Marshall Road Elementary School	Womble Bond Dickinson
Mom's Organic Market	Woodson High School

Food Donors - Individuals - 250 Lbs +

Kristen Armstrong	Doreen Martin
David Barlow	Tazim Mawji
Joseph & Maggie Belsan	Kathy Moculski
David Breece	Yasuko Morimoto
Sherrie Cherdak	Ian Murphy
Tim Cooper	Eun Nam
Kaye Fanning	Minoo Sanjabi
Steve Grill	Rick Schwartz
Stanley & Meafelia Gusukuma	Mindy Scott
Andrea Hobbs	Linda Smyth
Mehrad Malek	Jifeng Yang



GIVING CIRCLE LEADERSHIP LEVELS

CHAMPION \$10,000+

ORGANIZATIONS	
Dominion Energy	Rosenthal Properties
Giving Circle of HOPE	TD Charitable Foundation
Great American Restaurants	VT iDirect
HDR Foundation	Wegmans
Jane & Robert Salzer Foundation	
Nader Family Foundation	
Northrop Grumman	
Philip L. Graham Fund	
INDIVIDUALS	
	Howard & Patsy Norton
	Pat & Nancy Snellings
	Thomas & Elizabeth Hefferon

PIONEER \$5,000 TO \$9,999

ORGANIZATIONS		INDIVIDUALS	
Dixon Hughes Goodman		Mark & Kathleen Aitken-Cade	
Emily's Hope		Scott & Jane Brown	
Jeff Wu - Agent Knows Homes		David & Nancy Cary	
Lear Family Foundation		Mary Considine	
Macy's – Bloomingdale's		Roger & Jessica Friedman	
Moser Family Foundation		Pamela Jones & Kristopher Heim	
Noblis		Eric & Norma Jean Murchison	
St. John Neumann Catholic Church		Phoebe Peterson	

NURTURER \$2,500 TO \$4,999

ORGANIZATIONS		INDIVIDUALS	
Capital Area Title		Charles Brewer	
Charles Schwab		Michael & Catherine Burton	
Civil Spur		Robert & Jean Durfee	
Hilton McLean Tysons Corner		Edward & Ellen Ebbe	
Lainoff Family Foundation		Vera Finberg	
Nationwide Credit Corporation		Gerald & Harriet Hopkins	
Quest Insurance		Ralph & Jane Johnson	
Rotary Club of Vienna Foundation		Joan Kasprowicz	
UPS Foundation		Chris & Nicole McGarrigal	
		Philip Mottola	
		Deborah Snedden	
		Stanley & Sandra Spooner	
		Jason & Sandra Williams	
		Theodore Winograd	

HARVESTER \$1,000 TO \$2,499

ORGANIZATIONS		
Advanced Systems Engineering Corporation		Holland & Knight
Arkin Youngentob Associates, LLC		J Willard Marriott Jr. Foundation
Bregman, Berbert, Schwartz & Gilday, LLC		Kaiser Permanente
Cityline Partners		Matthews, Carter & Boyce CPAs
Clifton Community Woman's Club		Merito Group
Deloitte Consulting		Merrifield Community Association Foundation
Donohoe		Next Level - Oath Pizza Inc.
ExxonMobil Foundation		St. Matthew's United Methodist Church
First Virginia Community Bank		TW Perry
Freddie Mac Foundation		Urenco, Inc.
Griffin-Owens Insurance Group		Washington Financial Group
HighPoint Global		Womble Bond Dickinson
INDIVIDUALS		
Marilyn & David Aldrich	Arlene Evans & Barry Dewberry	Kerri & Mitch Morehart
Terri & Ralph Alford	Ann & Donald Foster	Clare & John Neal
Peg & Rich Alpin	Angelina Giancarlo	Anne O'Neil & Lennox Shelton
Jennifer & Peter Beckman	Midori Tanino & Michael Giovannoni	Richard Owens
Megan Beerbower	Victoria Gogo	Laura Pennycuff & Sander Glick
Bobby Bhatnagar & Nisha Kumar	Kimberlee & Limond Grindstaff	Mary Elyn & Walter Perkowski
Patricia Birkhead	Meafelia & Stanley Gusukuma	Joseph Pierson
Mary & Thomas Booth	Theresa Gwaltney	Richard Rhodes
Anne & Gerald Bradley	Laura & Stephen Hahn	Jonathan Rosenthal
Emily & James Bresson	Mark Hardin	Christine & Richard Rudisill
Dan Burkhead	Myriam Kunzi & Lisa Harper	Judy & Kirk Schnoebelen
Joanne Burson	Karen Harshbarger	Alison Shearer
Nancy & David Cartier	Loren Hershey	Daniel Shively
Donna & Michael Cash	Phyllis Hester	Sara & Harry Singmaster
Peter Castine	Catherine Janowski	Elisa Soto
Rebecca Chanin	Rory Johnson	Dorothea & James Stahl
Scott Collins	Mary & Raymond Kent	Bill Stipe
Joan Culver	Jane Kidwell	Kathleen Stock
Sandra Cummins-Haid	Regina Krasner	Heidi Thomas
Nancy Dannels	Linda Levins	Susan & Robert Trice
Regina Dee	Karen Capell & Jeffrey Ludin	Jennifer Watts
Nancy Dietrich	Dawn & Charles Matson	Sharon Webb Almy
Renelda Dobbs	Lori Mayfield	Michelle & Darran Whitlock
Freddi Donner	Anne & David Meadows	Jessica & Stephen Zdravecky
Ekaterina Downey	Judith & Ashby Miller	Van Zeck
Karen & Daniel DuVal	Cornelia & Lewis Moore	

"I recently moved to the Northern Virginia area for better opportunities. I'm happy I did, but I ran into a significant financial situation. I am extremely grateful and feel very blessed to have found your organization. It's folks like you that keep hope alive and today have provided me with something that I'll never be able to thank you enough for. Bless your hearts and thank you so very much for helping my family." (message from FFO client)

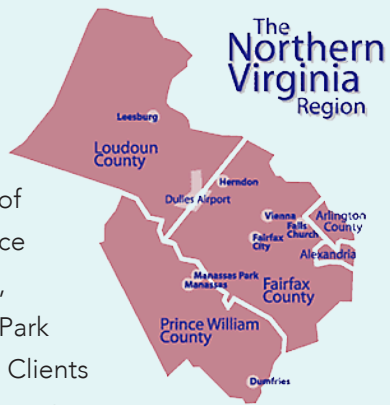
"The staff and volunteers at Food for Others are always pleasant and very helpful. I want to thank Food for Others for all the help that my family has received in our time of need. I don't know what I would have done without it."
(message from FFO client)



In FY2018

In FY2018, people from the counties of Arlington, Fairfax, Loudoun, and Prince William and the cities of Falls Church, Alexandria, Manassas and Manassas Park received food from Food for Others. Clients were primarily from Fairfax County, home to more than 1.1 million people, where 6% live in poverty.

Food for Others is funded in part through Fairfax County and the U.S. Community Services Block Grant Program. A financial statement is available upon request from the Office of Consumer Consumer Affairs, Commonwealth of Virginia.



"Thank you so much for all the wonderful work and compassion shared with those of us that need assistance. You make a difference in our lives. Food for Others is a friendly, courteous place for people in the community to come and get help."

(message from FFO client)

FY2018 VOLUNTEERS - 100 HOURS+

Diane Barth
Michael Brumas
Mary Bullock
Barbara Craig
Hecda Cuadros
Ruth DeJong
Bob DeRoy
Grover Dunn
Karen Dunn
Gay Fantozzi
Lori Farro
Vera Finberg
Ann Finnegan
Ann Goedde
Bridget Haislmaier
Buthina Hamadi
Louise Harbourt
Debbie Heitzer
Chip Hollands
Carol Hook
Tina Hynes
Christine Kenny
Mary Kent
Tatiana Korobeinikova
Charlie Kramer
Jenn Latessa
Zig Lenchert
Robert Lingo
Phil Loar
Mike Margeson

Dawn Matson
Marlene McHugh
Diane Meek
Michele Menapace
Jose Nolasco
Linden Perlman
Haleh Peterson
Benjamin Piper
Jane Polzer
Bev Portman
Michael Powers
Mike Pravlik
Carmen Quintero
John ReShore
Jonathan Rosenthal
Tom Ryan
Kathy Hawk Sawyer
Kiran Shahani
Anjali Singh
Debbie Snedden
Nancy Snellings
Pat Snellings
Peter Spain
Sandra Spooner
Valerie Sutter
Christie Talbot
Bill Tuceling
Elaine Wagner
Beth Wiles
Henry Wulf



STAFF

ANNIE TURNER
Executive Director

JOHN GOLDEN
Director of Development & Outreach

APRIL FRAZIER SIMMONS
Director of Operations & Client Services

NIKKI CLIFFORD
Director of Volunteer Services

MAYA BODDIE
Communications Coordinator

REGAN DAVIS
Volunteer Coordinator

VINCENZA GITHENS
Part-time Accounting Consultant

GRACE PLIHAI
Harvest Against Hunger AmeriCorps VISTA

LEO DELGADO
Warehouse Supervisor

MAURICIO CASTILLO

GEORGE GARDNER

JENNLLIZ GARCIA

ROBERT LEWIS

BOARD OF DIRECTORS

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BOBBY BHATNAGAR, Vice Chair

PAUL PREZIOTTI, Treasurer

REBECCA CHANIN, Secretary

JANE SCHAPIRO BROWN, Director

WILLIAM DALY, Director

ROBERT FARRELL, Director

PHYLLIS KOHLMANN, Director

JEFF MARIN, Director

ANNIE SEBASTIAN, Director

HILLARY WEST, Director

HENRY WULF, Director

We would like to thank Max from Max Taylor Photography and Justin at Donnelly's Printing & Graphics for their contributions to this Annual Report.



Food for Others

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www.twitter.com/foodforothers



www.linkedin.com/company/food-for-others



www.instagram.com/foodforothers

Visit our web site www.FoodForOthers.org

Looking Ahead 2019-2024

leading the way to achieving food security in our community

What's next for Food for Others? We proudly announce the creation of a new 5-year Strategic Plan. Zelos LLC, our consultant, performed an organizational analysis, gathering input from our stakeholders through in person interviews and surveys. A strategic planning forum was held with board members and key staff to discuss the state of FFO and opportunities for the future. The result is an innovative plan we consider ambitious but achievable.

OUR FOUR MAIN FOCUS AREAS INCLUDE:

- Access: Improve equitable access to food for those in need.
- Food: Provide nutritious and culturally diverse food while reducing food waste.
- Client Experience: Optimize our clients' experience.
- Funding and Resources: Expand and sustain our volunteer and donor base.

OUR VALUES

- We value integrity and respect in all of our relationships.
- We will treat those in need with dignity and fairness, serving them as a labor of love.
- We strive to be good neighbors, to empower our clients, and to improve the communities that we serve.
- We value cultural diversity, hard work, patience, creativity, innovation, commitment, and teamwork.
- We strive to create an environment that attracts, retains, and supports staff and volunteers, our greatest assets.



2019 CALENDAR OF EVENTS

FLIGHTS FOR FOOD
Thursday February 28, 2019

EMPTY BOWLS
(hosted by Giving Circle of HOPE)
Friday April 26, 2019

FFO TYSONS 5K AND FUN RUN
Saturday September 7, 2019