

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










Food for Others

FY2019

ANNUAL REPORT



FY 2019 IMPACT

-  **1,905,658** POUNDS OF FOOD DISTRIBUTED
-  **91%** OF THE FOOD DISTRIBUTED WAS DONATED
-  **34,341** VOLUNTEER HOURS
-  **1855** HOUSEHOLDS SERVED WEEKLY ON AVERAGE
-  **30,729** INDIVIDUALS SERVED, MANY MORE THAN ONCE
-  **1897** CHILDREN SERVED WEEKLY VIA P3 DURING THE SCHOOL YEAR
-  **70,179** POWER PACKS DISTRIBUTED



MESSAGE FROM THE CHAIR



Every day, up to 75,000 people in Northern Virginia lack reliable access to enough nutritious, affordable food. At Food for Others, we're constantly inspired by the passionate community of donors and volunteers who are working to ensure that their neighbors don't go hungry. They recognize that food insecurity can happen to anyone, a situation most recently illustrated by the extended federal government shutdown. Whenever our neighbors need food, the Food for Others community rises to the challenge, no matter the reason. The warehouses serve as an informal community hub where people from all walks of life donate food, volunteer, and receive help when they need it. It's not uncommon to see the smallest bag of fresh herbs carefully grown in the home garden arrive at the same time as large pallets of groceries rescued from local stores. Volunteers are continuously in motion sorting donations, driving trucks, assisting clients, packing Power Packs, and answering phones. Through their tireless labor and the generous support of donors, Food for Others has accomplished some pretty amazing things, and I'm delighted to share a few highlights from FY2019:

- Increased the share of fresh produce to 33% of all the food we receive.
- Increased the amount of food rescued by 10%--rescued food now accounts for 42% of all the food we receive.
- Expanded our work with local community gardens to empower food insecure families to grow their own food.
- Provided farm-fresh local foods, nutrition education, and cooking classes to 28 low income families in a new partnership with Virginia Cooperative Extension.

We want FY2020 to be our most impactful year yet, and we're counting on you to help us reach more people than ever. If you haven't visited in a while, stop by and let our staff show you around. Keep volunteering and donating, and if you ever need a little food assistance yourself, give Food for Others a call.

Most Sincerely,

A handwritten signature in black ink that reads "Bobby Bhatnagar". The signature is written in a cursive, flowing style.

BOBBY BHATNAGAR
Chair, Board of Directors

PROGRAMS & SERVICES

The mission of Food for Others is simple: Distribute food to our neighbors in need by mobilizing our giving community and volunteers. Carrying out that mission is not so simple. Our clients come from a four county area in Northern Virginia, and our largest county, Fairfax, is 406 square miles. Since we know that clients often have to choose between paying for food and transportation, we aim to deliver as much value as we can each time we see them and to meet them as close to where they live and work as possible. We do this by partnering with the Capital Area Food Bank, farms, farmers' markets, other non-profits, neighborhood sites, public schools, and Fairfax County. We also strive to provide foods that are fresh, nutritious, and culturally appropriate; in short, the kind of foods we all want to eat. Through partnerships, we're even able to provide children's books and diapers to the young families that visit our warehouse.

FOOD FOR OTHERS PARTNERS



WAYS TO FIGHT HUNGER



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 people 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 USDA.



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 16 sites.



COMMUNITY PARTNERS PROGRAM

The Community Partners program provides bulk food items to 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.



POWER PACK PROGRAM - P3

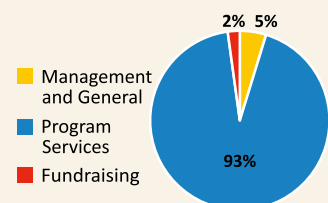


The Power Pack Program (P3) provides weekend food to students at 31 Fairfax County public elementary schools who have been identified by school social workers and teachers as in need of supplemental food.

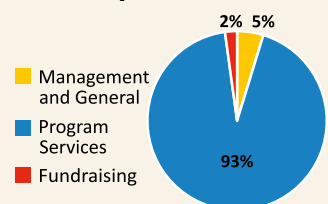
Financial Statement of Position Fiscal Year July 1, 2018–June 30, 2019

Food for Others continued to be a lean, efficient organization in FY19. FFO experienced a reduction in total revenue of \$250,754 compared to the prior fiscal year. The primary factor was a decrease in the value per pound of donated food. Nationwide values for donated food are set by Feeding America. FFO saw decreases in monetary contributions and revenue from special events that were offset by investment gains and increased government contracts for services. Net assets increased by \$84,298. FFO maintains a healthy cash and investment balance with approximately 23 months of operating expenses in reserve.

STATEMENT OF ACTIVITIES



2019 Expense Allocation



2018 Expense Allocation

	2019	2018
SUPPORT AND OTHER REVENUE		
Donated goods, utilities and facilities	\$3,358,639	\$3,637,182
Contributions	\$714,804	\$767,974
Government contracts for services	\$291,349	\$253,748
Special events, net of direct expenses of \$11,820 and \$13,305, respectively	\$74,220	\$100,640
Other income	\$0	\$0
Investment income (loss)	\$80,172	\$10,394
Total Support and Other Revenue	\$4,519,184	\$4,769,938
EXPENSES		
Program services	\$4,059,54	\$4,365,307
Management and general	\$275,891	\$257,015
Fundraising	\$99,447	\$91,498
Total Expenses	\$4,434,886	\$4,713,820
CHANGE IN NET ASSETS	\$80,569	\$56,118
NET ASSETS, BEGINNING OF YEAR	\$2,095,650	\$2,165,340
NET ASSETS, END OF YEAR	\$2,176,219	\$2,221,458

STATEMENT OF ASSETS

	2019	2018
CURRENT ASSETS		
Cash and cash equivalents	\$408,227	\$314,426
Contributions receivable, net	\$71,552	\$54,544
Inventory- food	\$290,614	\$348,848
Prepaid expenses	\$24,688	\$24,253
Total Current Assets	\$739,225	\$739,225
INVESTMENTS		
	\$1,555,589	\$1,470,363
PROPERTY AND EQUIPMENT		
Net Property and Equipment	\$61,720	\$69,320
TOTAL ASSETS	\$2,412,390	\$2,284,036

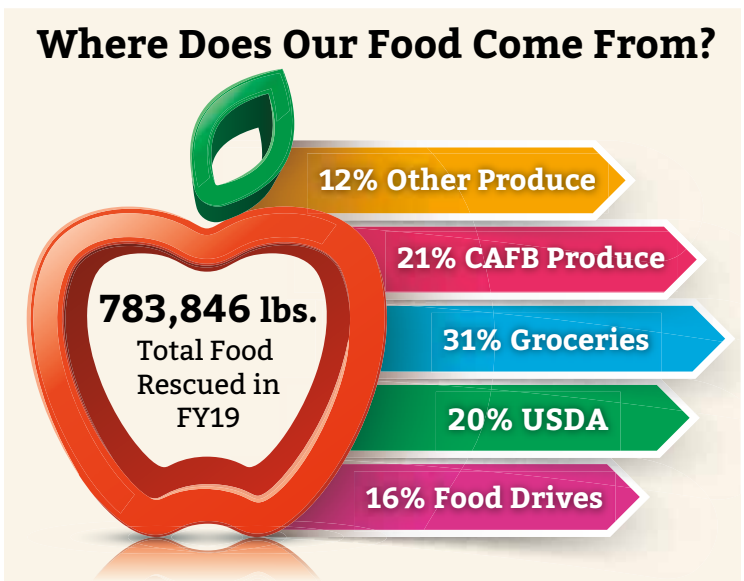
LIABILITIES AND NET ASSETS

	2019	2018
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$60,324	\$46,578
Deferred rent, current	\$0	\$0
Deferred revenue	\$46,310	\$16,000
Total Current Liabilities	\$106,634	\$62,578
NET ASSETS		
Unrestricted	\$2,176,219	\$2,095,650
Temporarily restricted	\$129,537	\$125,808
Total Net Assets	\$2,305,756	\$2,221,458
TOTAL LIABILITIES AND NET ASSETS	\$2,412,390	\$2,284,036

Over 90% of the food that Food for Others received in FY2019 was donated by the incredible Northern Virginia community. The following organizations and individuals contributed significantly to their neighbors in need. Once again, Capital Area Food Bank was the top donor, giving more than 390,000 lbs of food in addition to delivering the USDA food.

Food Donors - Organizations - 10,000 Lbs +

- | | |
|--|--|
| Food for Fines Fairfax County Library | Giant Kings Park |
| Boy Scouts - Scouting for Food | Giant Kingstowne |
| Capital Area Food Bank | Giant Oakton |
| Costco Fairfax | Giant S. Glebe |
| Falls Church Farmers Market | Giant University |
| Freddie Mac Foundation | Letter Carriers (local) Stamp Out Hunger |
| Fresh Market | Paul VI Catholic High School |
| George Mason University Fraternity & Sorority Life | Restaurant Depot |
| Giant Annandale | Target Falls Church |
| Giant Burke Center Parkway | The St. Lucy Project |
| Giant Cardinal Forest | Trader Joe's Tysons |
| Giant Fox Mill | Wegmans |



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

7-11
 Aldi Fairfax
 Annandale Farmer's Market
 Barajas Farm
 Basis Independent McLean
 Belvedere Elementary School
 Booz Allen Hamilton
 Burke Racquet & Swim Club
 Canterbury Woods Elementary School
 Chantilly Post Office
 Congregation Adat Reyim
 Crossfield Elementary School
 Debbie Dogrul Associates, LLC
 Dixon Hughes Goodman
 Evergreen House Apartments
 F.J. Medina & Sons Farm
 Fairfax Circuit Court Clerk's Office
 Fairfax Family Practice
 Falls Church Post Office Facility
 Fastran
 First Baptist Church of Vienna
 General Dynamics Information Technology
 George Mason University GMU
 Giant 9th Road
 Giant S. Jefferson
 Giant Springfield
 Glasgow Middle School
 Glebe Elementary PTA
 GMAC (Graduate Management Admission Council)
 Great American Restaurants
 Hilton McLean Tysons Corner
 Hollin Farms
 House of Mercy
 Hunters for the Hungry
 Idylwood Presbyterian Church
 Insight Global Inc.
 J & W Valley View Farms
 Jeff Wu - Agent Knows Homes
 JK Community Farm
 LDS- Oak Marr Ward
 Loudoun Interfaith Relief
 Luther Jackson Middle School
 Marshall Road Elementary School
 Mom's Organic Market
 Mosaic Central Farmers Market
 National Student Clearinghouse
 Naylor Association Solutions
 NCL - Cherry Blossom Chapter
 NetApp
 Northern Virginia Bengali Association NVBA
 NOVA Central Farmers Market - Marshall High
 Oak View Elementary School
 Oakton Post Office
 Our Lady of Good Counsel
 Pine Springs Elementary School
 Pinnacle Academy
 Pleitez Produce
 Primrose School of Chantilly
 RGI Reinventing Geospatial, Inc.
 Rosenthal Properties
 RSVP Catering
 Sangster Elementary School
 Share, Inc.
 Sleepy Hollow Elementary School
 Society of St. Andrews
 SSSBC Inc.
 St. Luke's UMC
 Stenwood Elementary School
 Stribling Orchard
 Target Merrifield
 The Goddard School of Tysons
 The RMR Group LLC
 Truro Church
 Turnpike Post Office
 United Airlines
 United Baptist Church
 Ventures In Community
 Vienna Main Post Office
 Volunteer Fairfax
 Wakefield Farmers Market
 Washington Irving Middle School Pyramid Elementary Schools*
 (*Participants: Elementary Students from Cardinal Forest, Hunt Valley, Keene Mill, Orange Hunt, Rolling Valley, Sangster & West Springfield)
 Waterpenny Farm
 Wegmans Chantilly
 West McLean Post Office
 Western Fairfax Christian Ministries
 Whitehall Farms
 Whole Foods Vienna
 Womble Bond Dickinson LLP



Food Donors - Individuals - 250 Lbs +

Stanley & Meafelia Gusukuma	Mike Malek
Hannah Hale	Doreen Martin
Molly Hall	Kathy Moculski
Anna, Becca, Judy & Justin Harney	Ian Murphy
Joseph & Maggie Belsan	Tho Nguyen
Tim Cooper	Minoo Sanjabi
Cherie Curry	Merrily Wolf
Jordan Kottman	

GIVING CIRCLE LEADERSHIP LEVELS

CHAMPION \$10,000+

ORGANIZATIONS

Anthem Healthkeepers Plus
Great American Restaurants
Robert I. Schattner Foundation, Inc.
TD Charitable Foundation
Universal Title
Wegmans Food Markets, Inc.
Giving Circle of Hope
Northrop Grumman

INDIVIDUALS

Thomas & Elizabeth Hefferon
Eric & Norma Jean Murchison
Tony & Annette Nader
Howard & Patsy Norton III
Glenn & Pamela Rosenthal

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

ORGANIZATIONS

Freddie Mac Foundation
Air Engineers
Booz Allen Hamilton
Espire Services, LLC
Jeff Wu - Agent Knows Homes
Moser Family Foundation, Inc.
Noblis, Inc.
Odd Fellows Temple
Philip L. Graham Fund
St. John Neumann Catholic Church
The Harvey S. Lowe, Jr. & Susan Hitchcock-Lowe Foundation

INDIVIDUALS

Mark & Kathleen Aitken-Cade
Jane & Scott Brown
Mary Considine
Isa Farhat
Vera Finberg
Roger & Jessica Friedman
Lear Family
Phoebe Peterson
Harry & Sara Singmaster
Patrick & Nancy Snellings
Rachel Wardley

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

ORGANIZATIONS

C. Mack Solutions, LLC
Civil Spur LLC
Dixon Hughes Goodman
Educational and Charitable Foundation
ExxonMobil Foundation
Food Lion Feeds Charitable Foundation, Inc.
Griffin-Owens Insurance Group
Hagar Family Foundation
HITT Contracting, Inc.
Logistics Management Institute
Macy's

INDIVIDUALS

Lois Beck
Peter & Jennifer Beckman
Charles Brewer
Michael & Catherine Burton
Renelda Dobbs
Robert & Jean Durfee
Limond & Kimberlee Grindstaff
Stanley & Meafelia Gusukuma
Kristopher & Pamela Heim & Jones
Gerald and Harriet Hopkins
Ralph & Jane Johnson
Joan Kasprovicz
John & Vicki Nelson
Joseph Norton
John Price
Kirk & Judy Schnoebelen
Deborah Snedden
Ronald & Mary Jane Steele
Jean Schiro-Zavela & Vance Zavela

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

ORGANIZATIONS

B. Riley Wealth Management
Capital Area Title LLC
Charles Schwab Foundation
Cityline Partners LLC
DaVita Total Renal Care, Inc.
Falls Church Elementary PTA
First Virginia Community Bank
Freddie Mac
Fresh Trails LLC. - Blend 111 Restaurant
Hilton Memphis Shared Services
Immanuel Presbyterian Church

J Willard Marriott Jr. Foundation
Next Level Pizza Inc. - Oath Pizza
Northern Virginia Womens Social Club
Quest Insurance
Speaker Box Communications
St. Mark Catholic Church
The Fresh Market, Inc.
The Loyola Foundation
TW Perry
Urenco, Inc.
Womble Bond Dickinson LLP
Women of Temple Rodef Shalom

INDIVIDUALS

Ralph & Terrell Alford
Rich & Peg Alpin
Bruce Argueta
Bobby Bhatnagar & Nisha Kumar
Patricia Birkhead
Thomas & Mary Booth
James & Emily Bresson
James & Carol-Wilson Bunn II
Dan Burkhead
David & Nancy Cartier
Michael & Donna Cash
Rebecca Chanin
Cindy Conners
Joan Culver
Sandra Cummins-Haid
Nancy Dannels
Robert Dickey
Nancy & Carl Dietrich
Tom Dillon
Thomas & Mary Beth DiVincenzo
Freddi Donner
Angelina Giancarlo
Michael & Midori Giovannoni & Tanino

Joel & Rebecca Greene
Theresa Gwaltney
Laura & Stephen Hahn
Mark Hardin
Phyllis Hester
Neil & Ann-Marie Johnson
Rory Johnson
Anne Jondrow
Kevin & Christine Keane
Mary & Raymond Kent
John Swift & Phyllis Kohlmann
Charlie Kramer
Harriet Leben
Sandra & John Long
Michael & Sarah McGrath
Anne & David Meadows
Cornelia and Lewis Moore
John & Clare Neal
Jill Marie Norton
Ann Evelyn Oneil
Richard Owens
Sander Glick & Laura Pennycuff
Linden Perlman
Reid & Terri Rogers

Jonathan Rosenthal
Richard & Christine Rudisill
Richard Sargent
Mark Schroeder
April Setlik
Alison Shearer
Danniel & Abby Shively
Angela Smedley
Stanley & Sandra Spooner
James & Dorothea Stahl
Kathleen Stock
Jon Strother
Wayne & Carol Sukow
Heidi Thomas
Robert & Susan Trice
Jennifer Watts
Sharon Webb Almy
Suzanne & David Weiss
Christine Westbrook
Theodore Winograd
Henry & Roberta Wulf
Jessica & Stephen Zdravecky
Van & Ann F. Zeck

"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)

"My favorite thing that we get is the milk. I like helping my mom shop for our food . . . When I grow up I want to be a cook so my mom doesn't have to get me pizza . . . I can just make it."

(message from FFO client)



In FY2019

In FY2019, 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 Affairs, Commonwealth of Virginia.



"I like that I get to pick out food for my family; it's not just a box of food that I will never use.

The volunteers and staff will always hear you out and try to get you the food that you need. My daughter is gluten free and lactose free and I come to Food for Others because I can get her food she can eat."

(message from FFO client)

FY2019 VOLUNTEERS - 100 HOURS+

Steve Bishop
Jane Brown
Michael Brumas
Mary Bullock
Barbara Craig
Hecda Cuadros
Ruth DeJong
Bob DeRoy
Cynthia Dunbar
Jane and Dave DuVal
Dee Ellison
Gay Fantozzi
Ann Finnegan
Dean Glenn
Ann Goedde
Bridget Haislmaier
Buthina Hamadi
Louise Harbourt
Debbie Heitzer
Chip Hollands
Yin Hu (Jack)
Tina Hynes
Christine Kenny
Mary Kent
Tatiana Korobeinikova
Charlie Kramer
Jenn Latessa
Mouna Lhaggazi
Robert Lingo
Phil Loar
Mike Margeson
Jeff Marin
Dawn Matson
Marlene McHugh
Diane Meek
Michele Menapace
Jose Nolasco
Linden Perlman
Pete Perros
Haleh Peterson
Benjamin Piper
Jane Polzer
Tina Ponce

Bev Portman
Michael Powers
Mike Pravlik
Carmen Quintero
John ReShore
Jo Robertson
Jonathan Rosenthal
Tom Ryan
Kathy Hawk Sawyer
Kiran Shahani
Nancy Sheehy
Anjali Singh
Debbie Snedden
Nancy Snellings
Pat Snellings
Peter Spain
Sandra Spooner
Valerie Sutter
Christie Talbot
Bill Tuceling
Elaine Wagner
Henry Wulf
Annandale United Methodist Church
Boy Scouts Scouting for Food
CHIMES
Clifton Women's Group
George Mason University
Great American Restaurants
Insurance Associates
Job Discovery, Inc.
Knights of Columbus Father Sikora Council
MVLE
The Mitre Corporation
National Charity League, Cherry Blossom Chapter
Philips Programs
The Potomac School
Springfield Christian Church
St. Mark's Lutheran Church
St. Mary of Sorrows
St. Matthew's United Methodist Church
United Baptist Church
Vienna Woman's Club



STAFF

ANNIE TURNER
Executive Director

ALISON PADGET
Director of Development & Outreach

APRIL FRAZIER SIMMONS
Director of Operations & Client Services

NIKKI CLIFFORD
Director of Volunteer Services

BRIDGET SNYDSTRUP
Communications Coordinator

LIZA FEILER
Volunteer Coordinator

VINCENZA GITHENS
Part-time Accounting Consultant

MAHEYAAR BARRON
Harvest Against Hunger AmeriCorps VISTA

LEO DELGADO
Warehouse Supervisor

MAURICIO CASTILLO
Warehouse/Driver

GEORGE GARDNER
Warehouse Staff

JENNLIZ GARCIA
Warehouse Staff

J'LON MCLEAN
Warehouse /Driver

BOARD OF DIRECTORS

BOBBY BHATNAGAR, Chairman
JEFF MARIN, Vice Chairman
PAUL PREZIOTTI, Treasurer
JANE SCHAPIRO BROWN, Secretary
LEIGH BURKE, Director
REBECCA CHANIN, Director
WILLIAM DALY, Director
MARITEL DASCO, Director
ROBERT FARRELL, Director
ANNIE SEBASTIAN, Director
SHELLY O'NEILL STONEMAN, Director
HILLARY WEST, Director
HENRY WULF, Director



Food for Others


2938 Prosperity Avenue | Fairfax, VA 22031
703.207.9173 | 703.207.9204 Fax
info@FoodForOthers.org

Non-Profit Org.
US Postage
PAID
Merrifield, VA
Permit 1122

 www.facebook.com/FoodForOthers/

 www.twitter.com/foodforothers

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

 www.instagram.com/foodforothers

Visit our web site www.FoodForOthers.org

Food for Tomorrow

Are you interested in helping us realize our vision of a community free from hunger for years to come? Join the Food for Tomorrow Society and make a pledge to give beyond your lifetime. Food for Others is able to accept planned gifts through wills, life insurance and retirement plan designations. All three are revocable, meaning you can change the terms during your lifetime. Sample language for bequests and more details about gift types can be found on our website: www.foodforothers.org.

BENEFITS OF PLANNED GIVING:

- Leaves a legacy that aligns with your values
- Supports Food for Others in a meaningful way without making a large outright gift
- Offers substantial tax savings to the estate
- Allows part of the estate to avoid the probate process

For more information or to notify us that you have already included Food for Others in your estate plans, please contact Alison Padget at (703) 207-9173 or by email at apadget@foodforothers.org.



2020 CALENDAR OF EVENTS

FLIGHTS FOR FOOD
February 20, 2020

EMPTY BOWLS
April 24, 2020

FFO TYSONS 5K AND FUN RUN
September 2020

"Several years ago I volunteered at my church to help distribute food from Food for Others to local residents in the Springfield area who were unable to meet their daily food needs. People were very appreciative and it was quite a good selection. I chose to leave a gift for Food for Others in my will because I hate to see people unable to eat in the wealthiest country in the world. We shouldn't let people go without food; it's a basic human necessity." - Linda Habenstreit