Investing in our Future

Paving a Pathway to Self-Reliance Using Food as Connection

Annual Report:
Fiscal Year 2021-2022
As we ended one fiscal year and began anew, Foodbanks across this country were facing a perfect storm. Rising inflation, supply chain issues, increased fuel prices, and mounting shipping costs have affected our work. These issues have limited our food purchasing power, created challenges in keeping our partner agency’s pantries full, and quadrupled our spending on food to nourish our neighbors in fiscal year 2022.

Nevertheless, these challenges also created new opportunities. Opportunities for our donors to rise to the occasion and support our work at incredible levels. Opportunities to focus and invest in root cause work to ensure that we focus on ending the line as much as we work on feeding it. Finally, we seized an opportunity to make one of the most significant investments in our history by planting a Foodbank warehouse/facility within 50 square miles of every neighbor in need with the completion of our Western Tidewater Branch in Franklin.

While this report will highlight both the challenges and opportunities faced over the past year, we are confident that our staff, donors, volunteers, and agency partners will do what they have always done...rise up to meet the challenges of food insecurity in Southeastern Virginia and the Eastern Shore.

Challenges may lie ahead, but we are undaunted in our efforts and encouraged. We hope you are encouraged as well. Within the pages of this report, you will see how we made every effort to be good stewards of the time, materials, and money that so many people, companies, and community-spirited organizations provided.

We are very grateful for and humbled by your continued support, and we look forward to pursuing this great mission to lead the effort to eliminate hunger in our community for many years ahead.

With sincerest gratitude,

Christopher Tan
President & CEO

Darius Davenport
Board Chair
As the cost of food increased, many families struggled to afford food and other necessities, and food banks had to fill in the gaps. Households that were low-income already spent about one-third of their income on food. Even relatively small increases in food prices can destabilize budgets and force families to make impossible choices between food and other necessities. Increased food prices also meant that nutrition program benefits, like those received through Supplemental Nutrition Assistance Program (SNAP), didn’t buy as much.

Temporary expansions to government assistance programs have provided vital support throughout much of the pandemic. However, some of those expansions have already ended, and others, such as SNAP emergency allotments, go away nationwide when the Public Health Emergency (PHE) declaration ends. Despite many obstacles, the Foodbank of Southeastern Virginia and the Eastern Shore remained steadfast in support of maintaining critical food assistance for individuals and families facing hunger.

**SNAP Application Assistance**

Due to staff turnover, coupled with challenging labor market conditions, the Foodbank facilitated fewer SNAP applications than in FY21. However, we restructured the SNAP Community Access Coordinator position as a manager to better support organizational strategic goals, and made several improvements to our outreach, including:

- A Spanish version of the SNAP flyer that leads applicants to the Spanish version of the Virginia Department of Social Service’s online CommonHelp application.
- Ramping up SNAP outreach at local colleges and universities after recent legislation increased SNAP eligibility among full-time college students. A QR code was generated and added to SNAP outreach materials to facilitate mobile access to the online CommonHelp application.
- In anticipation of forthcoming legislation which may enable some military families to qualify, we established connections with 3 military installations in the area and maintain ongoing relationships with 5 military family support staff.

**FY22 SNAP Impact**

- July 1 – November 22, 2021: 723
- May 23 – June 30, 2022: 135
- Total: 858

**State SNAP Meal Variables**

<table>
<thead>
<tr>
<th>Variable</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Approval Rate (%)</td>
<td>64.0%</td>
</tr>
<tr>
<td>Average SNAP Benefit per Application ($)</td>
<td>$317.21</td>
</tr>
<tr>
<td>Average Certification Period (in months)</td>
<td>16.30</td>
</tr>
<tr>
<td>Average Cost of a Retail Meal ($)</td>
<td>$3.30</td>
</tr>
</tbody>
</table>

**Impact of SNAP Program:**

<table>
<thead>
<tr>
<th>Impact</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimated SNAP benefits generated ($)</td>
<td>$2,840,832</td>
</tr>
<tr>
<td>Estimated local economic impact generated ($)</td>
<td>$4,374,882</td>
</tr>
<tr>
<td>SNAP Meals Attributable to Food Bank Outreach</td>
<td>860,858</td>
</tr>
</tbody>
</table>

**2022 Federal Priorities**

**Continue to Strengthen and Expand Access to SNAP**

Food banks are key partners in the fight against hunger, but they alone cannot end hunger permanently. For every meal provided by a Foodbank, SNAP can provide nine. Along with the Federation of Virginia Foodbanks, we will continue to advocate for expanded access to those who need it most.

**Protect and Strengthen Child Nutrition Programs**

Successful, cost-effective federal nutrition programs play a critical role in helping children in low-income families achieve access to childcare, educational, and enrichment activities while improving overall nutrition, health, development, and academic achievement. We advocated for a child nutrition reauthorization bill that strengthens program access and supports participation by underserved children, ensuring nutrition quality and simplifying program administration and operation.
Virginia General Assembly – 2022 Priorities

We supported the following priorities during the 2022 session of the Virginia General Assembly:

- The Hunger-Free Campus Grant Program would be established for the purposes of (i) addressing student hunger at colleges and universities; (ii) leveraging more sustainable solutions to address basic food needs on campuses; (iii) raising awareness of services offered on campuses to address hunger; and (iv) building strategic partnerships at the federal, state, and local levels to address food insecurity among students. The state would provide funding to colleges to partner with food banks. Did not pass.

- HB 582 Required each public institution of higher education to ensure that all students have access to accurate information about the Supplemental Nutrition Assistance Program (SNAP), including eligibility and how to apply. The bill also directed each institution to advertise the application and process for applying for SNAP prominently on the institution’s website and in orientation materials that are distributed to each new student. Passed.

- Supported an investment of $2 million in the biennial budget to aid local farms and access to healthy and nutritious foods through Virginia Fresh Match. The Virginia Fresh Match program will support local farmers and retailers while doubling the value of SNAP for low-income consumers through community-based incentives. Pending.

- HB 1106 Directed the Department of Social Services to establish a Produce Rx Program as a three-year pilot program to incentivize consumption of qualifying fruits and vegetables by eligible individuals for whom increased consumption is recommended by a qualified care provider. Did not pass.

- Full funding of The Virginia Food Access Investment Program, a program passed in 2021 but appropriated down to $1.25 million due to COVID-19. This is a statewide program created to support local food systems by investing in projects that improve retail access to fresh foods in low-income areas with poor access to these foods. It awards grants of up to $50,000 for the construction, rehabilitation, equipment upgrades, or expansion of grocery stores, small food retailers, or innovative food retail projects in underserved communities. Projects funded by this program must have a retail component, accept federal Supplemental Nutrition Assistance Program (SNAP) benefits, and participate in the Virginia Fresh Match nutrition incentives program. Partially funded.
Represented a major shift in the food banking model. Instead of just feeding the line, why not try to end it or, at the very least, make it much shorter? That was the thinking that inspired the Foodbank of Southeastern Virginia and the Eastern Shore to begin what is referred to as “root cause work.”

In 2019, the Foodbank commissioned a study by Old Dominion University to analyze the root causes and consequences of food insecurity. The study, including qualitative and quantitative research, was conducted from September 2018 to March 2019 and included in-depth interviews with 32 clients, focus groups with 25 representatives from Foodbank partner agencies, and a survey of 578 clients. Based on the interviews and focus groups, several themes emerged related to root causes, namely:

- Employment
- Education
- Housing
- Healthcare
- Financial Literacy

After carefully reviewing the findings, team Foodbank began developing a plan, seeking out partners, and envisioning how it might start addressing the inequities within these areas. Then, came COVID-19 and the world as we knew it came to a stop. With so many out of work, the Foodbank had to quickly pivot and focus on one thing and one thing only: Feeding as many people as possible despite the many challenges it was facing.

With a small, but dedicated legion of available volunteers who donated time far beyond normal expectations, we rose to the challenge. However, it meant delaying many of the plans related to root cause work.

At the dawn of the 2021-2022 fiscal year, the metaphorical clouds began to part. The pandemic, while not fully over, began to recede, and we began to refocus our efforts on root causes. Leading people onto a path toward self-sufficiency is no small task. It doesn’t happen overnight, but during this fiscal year, the Foodbank made some bold moves to begin shifting toward a new kind of food banking.

The Community Feed at Jordan-Newby

We began with the opening of The Community Feed at Jordan-Newby. Using the former Jordan-Newby Library, provided rent-free by the City of Norfolk, the Foodbank began to provide not just food, but other critical services.

Working with partners that include Sentara Community Health, the Legal Aid Society of Virginia, Promethean Group, Virginia Cooperative Extension, and the Urban League, we began offering health screenings and vaccinations, healthy cooking classes, SNAP application assistance, and financial literacy classes. A new food market, developed as a “client choice” model, allowed our neighbors to shop as if in a grocery store, selecting the items they needed most. It was something new, completely different, and received an enthusiastic response.

During 2021-2022 fiscal year, The Community Feed at Jordan-Newby provided 278,542 pounds of food – including almost 95,000 pounds of produce – to nearly 10,000 households. Here’s what one grateful client had to say: “The Community Feed at Jordan-Newby has been an absolute blessing to all of us here in the community. They are kind, compassionate, and respectful. They have made all of us feel like family. Providing excellent meat, seafood, produce, dairy, and staples is such a wonderful benefit to all in need. Keep up the great work. You are greatly appreciated!”
Earthly Shore Community College
Food Pantry

Clearly, education plays a key role in establishing self-sufficiency, and far too often those seeking additional skills or higher education are faced with difficult choices, often forced to choose between food and tuition and/or books. Much like it did with Tidewater Community College, the Foodbank extended its support for students by supplying a food pantry at Eastern Shore Community College (ESCC).

The Eastern Shore of Virginia fits just about any definition of a food desert. A narrow swath of mostly farmland running more than 70 miles long, it has only five grocery stores. Making matters worse, the poverty level is well above the state average. Many feel its effects, and that includes college students. “Because we are just so darn rural, we have 43,000 people on this 73-mile stretch here, and it’s a real challenge,” says ESCC President Dr. James Schaefer. “Demographically, 50 percent of our population is either in poverty or ‘ALICE,’ as defined by the United Way. And there is absolutely no doubt in my mind that our students fall into this same group.”

ALICE is an acronym for Asset Limited, Income Constrained, Employed, and is a new way of defining and understanding the struggles of households that earn above the Federal Poverty Level, but not enough to afford a bare-bones household budget. They are workers who often struggle to keep their own households from financial ruin. They are people who cannot always pay the bills, have little or nothing in savings, and are forced to make tough choices such as deciding between quality childcare or paying rent.

Although there is no food service, ESCC students can now come in each morning and grab a bag filled with healthy snacks arranged on tables as they enter campus. The pantry itself, staffed by volunteers, is open three times a week. Dr. Schaefer says he and his team are on the search for funding sources to offer additional wraparound services to help students with such things as housing assistance, childcare, and transportation. While the needs are great, students at ESCC have one less thing to worry about – they don’t have to study on an empty stomach.

When Dr. Schaefer took the helm at ESCC, he knew this was an issue that had to be addressed. “Students would come in, grab a candy bar and some sugary drink to start the day,” he says. Ironically, the Eastern Shore is an agricultural area, yet many residents have little to no access to healthy food like fresh produce. “Now, our students can get fresh produce, cheese, milk, and eggs,” says Food Pantry Coordinator Matt Anthony. “It’s really made a big difference.”

Final Touches on New Western Tidewater Branch

Like the Eastern Shore, the Western Tidewater region is primarily rural and faces similar challenges. Food insecurity rates among children and African Americans are far above the state and national averages. After nearly two years of planning and development, the Foodbank’s staff and team of contractors put the final touches on its new Western Tidewater Branch in preparation for a grand opening.

At nearly 17,000-square-feet, the building houses a fully equipped warehouse featuring walk-in refrigerators and freezers and dry storage capacity that can accommodate up to 48 pallets (96,000 pounds) of dry, shelf-stable foods. Additionally, the new facility features a market where neighbors can select from an array of dairy, meat, and fresh produce in a market-style shopping area, providing the dignity of a client-choice shopping experience.

Created to serve the communities of Franklin and Suffolk and counties of Isle of Wight, Southampton, and Sussex, this new branch marks a major milestone in the Foodbank’s ability to address food insecurity in the region. Moreover it will enable
the more than 30 partner agencies in the region the ability to access a Foodbank warehouse in under 50 minutes.

Like any major undertaking, this new branch would not be possible without the generous support of many community partners, including the Obici Healthcare Foundation, which has provided $600,000 in grants over the past three years, Hubbard Peanut Company, Hampton Roads Ventures, First Baptist Church, and the Camp, Landmark, and Truist Foundations. Additionally, the project received $2 million in support from the Virginia Department of Housing and Community Development.

Following an evolving model for root cause work, the Western Tidewater Team has established an impressive array of community partners to address a wide range of root cause services such as:

**EMPLOYMENT**
- **FreshSkills**
  - FreshSkills is a resource for those focused on personal development while enhancing their skill sets for the workforce. Courses include communication, conflict management, customer service, and the like.
- **Virginia Career Works**
  - Workforce development programs, including work skills assessments, referrals to employers with current job openings, adult GED and literacy workshops, resume development assistance, job search training, networking skills, computer skills, career counseling, and interviewing skills.

**HOUSING**
- **Southeast Rural Community Assistance Project, Inc. (SERCAP)**
  - Nonprofit organization focused on improving the quality of life for low-to-moderate income individuals living in the Southeast United States.
  - Advocates to ensure all residents living in the agency’s service region have daily access to clean and affordable drinking water, working indoor plumbing and wastewater facilities, and safe and affordable housing in which to live.
  - Serving homeowners and renters with workshops, individual counseling, and loan and grant programs.

**HEALTHCARE**
- **STOP, Inc.**
  - Conducting health assessments and tracking for our Healthy Food Pantry neighbors.
- **Western Tidewater Health District (Virginia Department of Health)**
  - Offering workshops and counseling, including medical assistance programs and diabetic education and counseling.
- **Bon Secours Southampton Medical Center**
  - Offering a multi-program initiative, Passport to Health, conceived to help families adopt a healthier lifestyle.

**FINANCIAL LITERACY**
- **Bronco Federal Credit Union**
  - Offering financial literacy workshops, including Basic Banking, Budgeting 101, and Understanding Credit.

**HUMAN SERVICES**
- **Smart Beginnings**
  - Early childhood programs for families and caregivers.
- **The Children’s Center**
  - Parenting classes and family workshops.
- **Foodbank of Southeastern Virginia and the Eastern Shore**
  - SNAP (Food stamps) Outreach.

“We with food insecurity in Western Tidewater on the rise, this new investment could not come at a better time,” says Foodbank President and CEO Christopher Tan. “Our staff and community advisors have done a tremendous job bringing an amazing cross section of partners to the table. We are going to do great things together!”
For the Foodbank of Southeastern Virginia and the Eastern Shore, the 2021-2022 fiscal year offered up a combination of blessings and burdens. On one hand, the COVID-19 pandemic and many of its associated issues began to subside. However, those issues were replaced with a new set of challenges. Most notably, problems with the supply chain, rising inflation, difficulty recruiting new employees, and increasing rates of food insecurity among certain populations.

Supply Chain

For our purchasing team, the 2021-2022 fiscal year often felt like a scavenger hunt, trying to find items that were both in stock and could be delivered in a reasonable period of time. Many items that used to arrive in three weeks took three months. The numbers reflect how challenging it became.

During the prior fiscal year, the Foodbank purchased 4,581,176 pounds of food. This was used to supplement what was donated in order to meet escalating demand. For the 2021-2022 fiscal year, that number dropped to 4,114,872. The decline in the second half of the year was especially profound when we were only able to purchase 1,616,822 pounds, nearly 830,000 less than the same six-month stretch the previous year.

Inflation

Unlike a business that can pass along price increases to its customers, the Foodbank does not have that luxury. We provide food at no cost, so a 20 percent increase from zero is still zero. At the beginning of the 2020-2021 fiscal year, the cost per pound for purchased food stood at $0.85. In the second half of the year, it rose to $1.06. Here are just a few examples that illustrate the challenge:

- **Corn**
  - FY 2020: $16.75 per case
  - FY 2021: $26.20 per case

- **Pears**
  - FY 2020-2021: $16.90 per case
  - FY 2021-2022: $27.13 per case

- **Collard Greens**
  - FY 2020-2021: $17.43 per case
  - FY2021-2022: $22.43 per case

- **Fuel for Trucks**
  - FY 2020-2021: $50,557
  - FY 2021-2022: $94,952

Employment

Scarcity in the job market affected nearly every aspect of Foodbank operations. Truck drivers were especially difficult to recruit, not only for the Foodbank, but also for our suppliers, which exacerbated delivery issues. Increased demand for our assistance meant hiring more people. While we had the...
pleasure of promoting many valued team members, that too added to the number of vacant positions. In total, we had to fill 36 slots, many with temporary workers until permanent ones could be found.

A Deceptive Decrease in the Food Insecurity Rate

While the overall food insecurity rate for the most recent year reported by Feeding America shows a very slight improvement, the rate for our rural neighbors, as well as African Americans, Latinos, children, and seniors, was significantly worse. In our service area, the overall rate of food insecurity sat at 9.2 percent. However, the rate soars when focusing on specific populations, including:

- Children – 15.8%
- African American – 19%
- Latino – 16%

Moreover, certain cities, counties, and neighborhoods within our service area are experiencing dramatically higher rates. In Accomack County, the food insecurity rate for Latinos is 22 percent. In the cities of Norfolk and Franklin, the rate among African Americans is 25 percent. In Portsmouth, the rate among children is 26.4 percent, and in Franklin it’s 28.9 percent.

While there is currently no local data available for specific rates of food insecurity among seniors and rural citizens, national statistics provided by Feeding America are sobering.

- 9 out of 10 high food insecurity counties are rural. Rural counties make up 63% of all U.S counties, but 87% of counties with food insecurity rates in the top 10% of all 3,142 counties.
- 8 out of 10 high food insecurity counties are in the South. An estimated 82% of counties with the highest rates of food insecurity are in the South, though the South comprises less than half of all U.S. counties.
- Since 2001, the fraction of food insecure and very low food insecure seniors increased by 29% and 84%. The number of seniors in each group rose 126%, and 222%, which also reflects the growing population of seniors.

As the Foodbank moves forward in developing additional holistic services to address root causes and equity issues, many of our efforts will be directed specifically toward these populations that are being left behind. “It’s all about doing more, providing more food and more services to more people,” says Foodbank of Southeastern Virginia and the Eastern Shore President & CEO Christopher Tan. “One thing I fervently believe is that food is connection. Helping to feed someone is one the most personal things you can do for another. Among other things, it establishes trust. We want to use that connection to help people onto the path of self-sufficiency.”
Since 1997, these radio stations have hosted the Mayflower Marathon to benefit the Foodbank of Southeastern Virginia and the Eastern Shore, as well as the Virginia Peninsula Foodbank. This ‘round-the-clock food drive took place the week before Thanksgiving at four locations throughout Hampton Roads. This fiscal year’s results broke all records. Together, we collected:

- 302,527 pounds of grocery products
- $208,322 in monetary donations
- Enough food and funds to provide 840,000 nutritious meals during a time that should be spent enjoying life with their loved ones, not worrying from where their next meal will come

Most noteworthy, this occurred during a time when our cost to provide a meal nearly doubled from the previous year.
Hunger Heroes

Each year, the Foodbank of Southeastern Virginia and the Eastern Shore challenges people, businesses, sports teams, social clubs, youth groups, and others to become Hunger Heroes in the community. This year’s competition raised a total of $44,192.84, along with 2,664 pounds of food, which provided 112,702 nutritious meals.

In addition, Foodbank Favorite Awards were given out to recognize teams that demonstrated exceptional leadership through social media in educating and motivating others to lead the effort to eliminate hunger in our community.

The EncourageMint Award was presented to Daniel’s Blessing. This honor recognizes an outstanding organization that puts goals into action by spreading hunger awareness. Social media posts encourage conversations about how to eradicate food insecurity in our community.

The ManGo-Getter Award went to Marathon Consulting. It recognizes an organization that helps people find purpose through service to others while sending ripples of change through communities. ManGo-Getters use their platforms to spread awareness about food insecurity throughout our community.

The Squeeze the Day Award was delivered to All Good Granola. This goes to an organization that makes the most of the present moment by creatively leveraging the idea of selling branded merchandise to raise money during Hunger Heroes.

Legal Food Frenzy

The 16th Annual Statewide Legal Food Frenzy (LFF) raised $352,409 and brought in 36,307 pounds of food drive donations for the seven Virginia food banks and their 1,500 partner agencies. This year’s competition was the first “normal” LFF initiative since before the pandemic in April 2019. Our network of food banks around the Commonwealth and the state’s legal community showed up in full force to fundraise, collect food and other necessities, and volunteer.

Thirty-four participating teams in our service area raised an impressive $72,516.70 and collected 29,934 pounds of food, including non-perishable items, lean protein, hygiene products, and baby necessities. We congratulate our regional winner, Roussos & Barnhart P.L.C., and the recipient of two statewide awards, Smithfield Foods Legal Department.
City of Virginia Beach

Through the American Rescue Plan Act, the City of Virginia Beach directed funds to the Foodbank to provide nutritious food to families impacted by the pandemic. Based on the 2021 update to Feeding America’s Map the Meal Gap Study, it is estimated that the number of food-insecure people in Virginia Beach is more than 40,000, or 10.6 percent of the city’s population. This includes approximately 11,000 children, or 16 percent of the total child population.

By providing nutritious food when and where people need it most, these neighbors will not have to make the tough decisions between food and other basic needs, including housing, utilities, medical care, or transportation. This support from the city helped us serve the most vulnerable, such as a senior citizen on a fixed income who can now afford their medicine, or a single mom trying to prevent her child from going to bed hungry on the weekends when schools do not provide breakfast and lunch.

Total Project Impact for FY 2021-2022

- December 2021: 1,527 households served/111,452 pounds of food distributed
- March 2022: 1,528 households served/109,900 pounds of food distributed
- June 2022: 1,536 households served/ 92,868 pounds of food distributed

Military Family Advisory Network

Every year, the Military Family Advisory Network (MFAN) hosts major food distributions throughout the nation to benefit active-duty military families and veterans. This includes several in Norfolk where the Foodbank provided all fresh produce. According to the 2019 Military Family Support Programming Survey, one in eight national survey respondents said they were experiencing food insecurity, and the frequency of food insecurity among military and veteran families living in Virginia was among the highest in the nation.

At these distributions held in the Military Circle Mall parking lot, each household received approximately 50 pounds of nutritious food – including protein, a variety of seasonal produce, breakfast items, canned goods, household items, and coupons for future purchases – all at no cost.

Total Project Impact for FY 2021-2022

- September 2021: 700+ households served
- December 2021: 750+ households served
- May 2021: 800+ households served

“Like civilians, military families are impacted by the same root causes that lead to hunger and food insecurity,” said Christopher Tan, President and CEO of the Foodbank of Southeastern Virginia and the Eastern Shore. “That impact is exacerbated by frequent moves and high rates of spousal unemployment due to lack of childcare. With the world’s largest naval station located within our service area, our Foodbank has prioritized addressing this need among military families and is honored and proud to partner with MFAN to ensure we serve those who sacrifice for us every day.”
## At a Glance

### Foodbank Achievements

<table>
<thead>
<tr>
<th>Distribution Type</th>
<th>Details</th>
</tr>
</thead>
</table>
| **Total Organization Distribution**  | • 17,191,051 pounds of food distributed  
• 14,325,876 meals distributed  
• 5,495,370 pounds of fresh produce distributed |
| **Mobile Pantry**                     | • 2,028,574 pounds of food distributed  
• 1,690,478 meals distributed |
| **Food Hubs**                         | • 819,694 pounds of food distributed  
• 683,078 meals provided  
• 7 sites |

### Partner Agencies
Partner agencies are community organizations – soup kitchens, food pantries, emergency shelters, and churches – that access food from the Foodbank to serve their community.

<table>
<thead>
<tr>
<th>Details</th>
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</table>
| • 157 partner agencies  
• 12,137,628.35 pounds of food distributed via partner agencies  
• 10,114,690 meals distributed via partner agencies |

### Kids Cafe and Summer Feeding
Kids Cafe and Summer Feeding programs provide nutritious meals and snacks after school hours to children in need from ages 5 to 18. These sites have also been utilized to provide meals during times when schools have been physically closed due to the pandemic.

<table>
<thead>
<tr>
<th>Details</th>
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</thead>
</table>
| • 107,107 meals and snacks served  
• 710 – highest daily average of students served  
• 22 Kids Cafe sites operated, some during the school year and others during summer only |

### Healthy Food Pantries
The Healthy Food Pantry Program provides access to healthy foods that are low in sodium, sugar, and trans-fat, and increases distribution of fresh fruits and vegetables to individuals struggling with health-related conditions such as diabetes, high blood pressure, and obesity.

<table>
<thead>
<tr>
<th>Details</th>
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</table>
| • 60,424 pounds of food distributed  
• 50,353 meals provided |

### Nourishing Our Neighbors
Nourishing our Neighbors brings healthy, nutritious food and nutritional education directly to low-income families with children, primarily through family-friendly meal boxes and fresh produce (either pre-boxed or mobile pantry style) at schools, public housing complexes, and with social service providers.

<table>
<thead>
<tr>
<th>Details</th>
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</thead>
</table>
| • 282,148 pounds of food distributed  
• 235,123 meals provided  
• 34 sites |

### Volunteers
Volunteers spend their time with us sorting, packing, and distributing food to neighbors in need.

<table>
<thead>
<tr>
<th>Details</th>
</tr>
</thead>
</table>
| • 5,077 volunteers  
• 38,617 volunteer hours |

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### Supplemental Nutrition Assistance Program (SNAP) Applications
SNAP is the largest federal nutrition assistance program, providing benefits to eligible, low-income individuals to purchase food at stores.

<table>
<thead>
<tr>
<th>Details</th>
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<tbody>
<tr>
<td>• 858 applications</td>
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</table>
Annual Report

Financial Information

Foodbank of Southeastern Virginia and the Eastern Shore Financial information for the fiscal years ended June 30, 2022 and 2021.

Revenue Sources

<table>
<thead>
<tr>
<th>Source</th>
<th>FY 22</th>
<th>FY 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Food</td>
<td>$23,199,108</td>
<td>$25,696,467</td>
</tr>
<tr>
<td>Monetary Donations</td>
<td>6,724,665</td>
<td>8,530,521</td>
</tr>
<tr>
<td>Grants</td>
<td>4,631,319</td>
<td>3,557,447</td>
</tr>
<tr>
<td>Special Events</td>
<td>977,422</td>
<td>1,502,200</td>
</tr>
<tr>
<td>United Way</td>
<td>173,649</td>
<td>2,129,836</td>
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<tr>
<td>Other Income</td>
<td>519,360</td>
<td>407,314</td>
</tr>
<tr>
<td>Program Fees</td>
<td>23,444</td>
<td>13,357</td>
</tr>
<tr>
<td>Investment Gains/Losses</td>
<td>(1,450,065)</td>
<td>1,586,201</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$34,798,902</td>
<td>$43,423,343</td>
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</table>

Functional Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 22</th>
<th>FY 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$33,720,970</td>
<td>$34,996,911</td>
</tr>
<tr>
<td>Fundraising</td>
<td>2,107,031</td>
<td>1,558,040</td>
</tr>
<tr>
<td>Management and General</td>
<td>1,151,097</td>
<td>984,776</td>
</tr>
<tr>
<td>Depreciation Expense</td>
<td>681,736</td>
<td>553,081</td>
</tr>
<tr>
<td>Total Functional Expenses</td>
<td>37,660,834</td>
<td>38,092,808</td>
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<tr>
<td>Change in Net Assets</td>
<td>(2,861,932)</td>
<td>5,330,535</td>
</tr>
<tr>
<td>Ending Net Assets</td>
<td>$22,860,379</td>
<td>$25,722,311</td>
</tr>
</tbody>
</table>

For a listing of donors who gave the Foodbank $2,500 or more in fiscal year 2022, please visit foodbankonline.org/financial-information. We sincerely thank all our donors for their generous support.
The Foodbank of Southeastern Virginia and the Eastern Shore earned a 4-star rating from Charity Navigator. This distinction means the Foodbank, a 501(c)3 charitable organization, outperformed most charities in America in areas of efficiency, fiscal integrity, and effectiveness. A copy of our financial statements is available upon request from the Virginia Department of Agriculture and Consumer Services, Virginia State Division of Consumer Affairs, P.O. Box 1163, Richmond, Virginia 23218.

MISSION STATEMENT:
Leading the effort to eliminate hunger in our community.

OUR VISION:
A Hunger-Free Community.

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Crenshaw, Ware & Martin, PLC – Board Chair
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The Hub Group – Vice Chair
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Eastern Shore Community College – Secretary
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Carol Jarvis
Community Volunteer

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800 Tidewater Dr., Norfolk, VA 23504
(757) 627-6599
Fax: (757) 627-8588

EASTERN SHORE BRANCH
Physical Address:
24530 Coastal Blvd., Tasley, VA 23441
(757) 787-2557
Fax: (757) 787-7850
Mailing Address:
P.O. Box 518, Onley, VA 23418

WESTERN TIDEWATER BRANCH
Physical Address:
618 South St., Franklin, VA 23851
(757) 544-9027

The Foodbank of Southeastern Virginia and the Eastern Shore is a proud member of:

Feeding America
Federation of Virginia Food Banks
United Way
Charity Navigator
Points of Light
Certified Service Enterprise