WE MADE A DIFFERENCE IN 2020 BECAUSE OF YOU

2020 Annual Report
The mission of the Fredericksburg Regional Food Bank is an extraordinary one even in ordinary times. It is highly rewarding to be engaged with daily operations that can provide for basic human needs and to know that your work or volunteer duties that day are ensuring that someone in need of food will be fed. It is also heart-wrenching and nerve-wracking, though, to know that tens of thousands of people rely on your daily work and expect that you will “go the extra mile” for them.

This annual report touches upon 12 months that were anything but ordinary and required all associated with the Food Bank to “go the extra mile.” A fiscal year that began like many others and was trending like a typical year in the Food Bank’s recent history became transformed by the COVID-19 virus disrupting our ordinary way of doing business. That virus made health and safety concerns, new jargon (social distancing and quarantining), and new accessories (masks and gloves) a part of daily life.

Like society as a whole, the Food Bank team proved highly adaptable and navigated the unique challenges of that public health threat with extraordinary resolve. These pages help reveal some of the secrets to our innovation and resiliency because these pages highlight the extraordinary will and generosity of our local and national communities. These pages tell you a story, but they also celebrate you because it is a story that would not have been possible without you.

On behalf of the 45,435 people who received food and other services because of your generosity and support, thank you for making an extraordinary mission even more exceptional! I hope you will be encouraged and uplifted by learning more about what you have helped the Fredericksburg Regional Food Bank achieve.

With Gratitude,

Dan Maher
President & CEO
Fredericksburg Regional Food Bank works with 155 community partners operating 269 food assistance programs

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COMMUNITY PARTNERS

In FY20, the Fredericksburg Regional Food Bank worked with 155 community partners operating 269 food assistance programs.

CAROLINE COUNTY
Bowling Green Baptist Church
Bowling Green Elementary School
Bowling Green Properties
Caroline High School
Caroline Middle School
Caroline’s Promise
Concord Baptist Church
Glory Outreach
Jerusalem Baptist Church
Lewis and Clark Elementary School
Madison Elementary School
The Meadow Event Park
Port Royal Library
Praise Temple Apostolic Faith
Church of Virginia
R&D Family Campground
Rehoboth United Methodist Church
Saint Mary of the Annunciation
Second Mt. Zion Baptist Church
Virginia Cooperative Extension

CITY OF FREDERICKSBURG
Barbara Carroll Community Outreach & Development
Boys and Girls Club
Christ Lutheran Church
Couponing for a Cause
Employment Resources Inc.
FAHASS
Fairview Baptist Church
Forest Village Apartments
Fredericksburg Baptist Church
Fredericksburg City Public Schools
Fredericksburg Department of Social Services
Fredericksburg United Methodist Church
Hazel Hill Apartments
Heritage Park
Highway Assembly of God
Hugh Mercer Elementary School
James Monroe High School

Kings Crest Senior Community
Lloyd F. Moss Free Clinic
Madonna House
Micah Ecumenical Ministries
Mill Park Terrace Apartments
Rappahannock Area Office on Youth
The Salvation Army
Shiloh Baptist Church (Old Site)
St. George’s Episcopal Church
Thurman Brisben Center
Trinity Episcopal Church
Walker-Grant Middle School

DANVILLE CITY
God’s Pit Crew Inc.

KING GEORGE COUNTY
Dahlgren Harbor Apartments
King George Church of God
King George Department of Social Services
Little Ark Baptist Church
Salem Baptist Church
Sealston Elementary School

ORANGE COUNTY
Lions Wilderness Food Pantry
Mt. Zion Baptist Church
New Hope Baptist Church

PRINCE WILLIAM COUNTY
Triangle Baptist Church

SPOTSYLVANIA COUNTY
Asbury Manor
Battlefield Elementary School
Belmont Foundation
Beulah Baptist Church
Brock Road Elementary School
Cedar Forest Elementary School
Chancellor Baptist Church
Chancellor Elementary School
STAFFORD COUNTY
Adventist Community Services
Agape Fellowship Ministries
Anthony Burns Elementary School
Antioch United Methodist Church
Aquia’s Pantry
Brooke Point High School
Colonial Forge High School
Conway Elementary School
Dixon-Smith Middle School
Edward E. Drew Middle School
Emmanuel AME Church
English Oaks Senior Apartments
Falmouth Elementary School
Garden of Delight/Iglesia Jardín de Delicias
The Gardens of Stafford
Garrison Woods Apartments
Garrisonville Elementary School
Hampton Oaks Elementary School
Hartwood Presbyterian Church
Healthy Generations an Area Agency on Aging
Hollywood Church of the Brethren
Islamic Center of Stafford
Kate Waller Barrett Elementary School
Lucha Ministries, Inc.
Margaret Brent Elementary School
New Hope United Methodist Church
North Stafford Church of Christ
North Stafford High School
Ramoth Baptist Church
Real Life Community Church
Rocky Run Elementary School
SERVE
St. Peter’s Lutheran Church
Stafford Church of God
Stafford County Head Start
Stafford High School
Stafford Junction
Teen Challenge of Fredericksburg
Widewater Elementary School

WESTMORELAND COUNTY
Colonial Beach Baptist Church
Macedonia Baptist Church
FOOD DONORS

50,000 MEALS+
Aldi
CVS
Fight Hunger. Spark Change.
Food Lion
Giant Food, LLC
Lidl
McLane Mid Atlantic
Publix Supermarkets
Target
Walmart
Weis Market

25,000 MEALS+
B101.5 WBQB’s Virtual Food Drive
BJ’s Wholesale Club
Coleman Motor Company
Costco
Heartside Health Solutions
Paint the Town Red
Wegmans

10,000 MEALS+
Amazon
European Imports
FAAR Cereal Drive
Quantico Commissary
Shoppers Food Warehouse
St. Lucy Project
Ten-Four to DC

5,000 MEALS+
Beth-El Christian Center’s Virtual Food Drive
Cabot Creamery
Canstruction
Coca-Cola Bottling Company
Geico
Spotsylvania Sherrif’s Office
Stafford County Public Schools Holiday Drive
More than 45,000 unique individuals received food assistance through our network

→ 14,030 Children (0-18)
→ 10,379 Seniors (60+)

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$10,000+
4P Foods
Arvel Shannon Fund
Band Together To Fight Hunger
Collis Warner Foundation
Community Foundation of the Rappahannock River Region
Costco Wholesale Corporation
County of Stafford
Cox Charities Virginia
Credit Unions Care
Davis Defense Group Inc.
Diana & William Johnson
Dominion Energy Charitable Foundation
Federation of VA Food Banks
Feeding America
Food Lion Feeds Charitable Foundation
Fredericksburg Savings Charitable Foundation
Geico Philanthropic Foundation
George & Judith Whitney
Giant Food, LLC
James M. Cox Foundation
Michael Lane
Mrs. Susan Mathews
NiSource Charitable Foundation
Our Family Foundation by Giant
Queen of Virginia Skill & Entertainment, LLC
Rappahannock United Way
Red Nose Day Foundation
Roger A. Valentino
The CarMax Foundation
The Community Foundation
The TJX Foundation, Inc.
The Wal-Mart Foundation
Wegmans Food Markets, Inc.

$2,500+
Adrienne Wright-Williams
Alice R. Darnell
Allen, Allen, Allen & Allen
Andrew Slaterbeck
Annette Deiters
AT&T Foundation
Benjamin W. Sanchez
Caliber Collision Centers
Carter Bank & Trust
Celebrate Veterans Group
Chaney Specialized Security
Chip & Liz Sudduth
Christopher Earnhart
Christopher Harrison
Diane Lama
Douglas Cross
Drucilla Witt
Erik Wengstrom
Erik McDowell
Frederick Nagle
G. Marshall Abbate
Harry’s Alehouse
Hazel E. Stewart
Janice A. Baeder
Janice A. Weiland
Janice T. Coyne
Jennifer Roames
John and Madeline Moonan
John Capanna
John H. Dodson
Karen Ledoux
Karl Schmidt
Kenneth Accousti
Larson Steel, Inc.
Lisa Murphy
Marty Miller
Michael & Jennifer Sayre
MilkPep
Myron James Maher
Pamela Mearns
Publix
Quarles Petroleum, Inc.
Ramoth Baptist Church
RNR of Virginia, LLC
Roger Oltman
Ronald F. Wilson
Salsarita’s Fresh Mexican Grill
Sheetz Corporate Office
Steven G. Groth
Strong Tower Church
Susan G. Clancy
Susan Tait
The Charles Rowe Family Foundation
The Spencer-Hamm Family Foundation
The Title Professionals, LLC
Thomas L. Segar
Thomas Mukunnenkeril
Wells Fargo Foundation
William & Deborah Davis
Wills Evans

$5,000+
Allan Myers, Inc.
City of Fredericksburg
Columbia Gas of Virginia
County of Caroline
Don Engel
Fidelity Charitable Gift Fund
Fredericksburg Host Lions Club
Jeffrey & Pamela Bankos
Kiwanis Foundation of Fredericksburg, Virginia
Knifecenter.com
Lions of Virginia Foundation, Inc.
Lori A. Mattson-Alling
St. Mary Catholic Church’s Manna Food Project
Michael Zubick
Philip Fitzhugh
Superior Paving Corp.
The WaWa Foundation, Inc.
The Woodforest Charitable Foundation
Thomas Keogh
Warde Plucker
Wagner Foundation
WEK, LLC

$1,000+
1st Choice Better Homes & Land, LC
Aetna Inc.
Aldi Inc.
Alison Harvey
Allyson Poska
Alvin F. DeBlanc
Andre Simons
Andrew A. Gaeta
Ann Ahearn
Ann Crouch
Anne Little
Annette Leach
Anthony J. Clapp
Atlantic Union Bank
Aviv Goldsmith
B.P.O. Elks Lodge 875
Barbara Braiden
Barbara Curtis
Barbara Quicquid
Barbara Williams
Barton Mercer
Berkeley Hathaway Home Services Select Realty
Billy Bowers
Bowling Green Chapel
Brenda Roach
Brendan McClure
Brian & Alberta Will
Brian S. Vaughan
Brian Schumann
Bruce & Susan Rudder
Bruce A. Naley
Bruce Cushing
Bryce Reeves Insurance and Financial Services Inc.
Bunny S. Morris
Camille Degen
Carl Little
Carly Hoagland
Carol Brooks
Carol Stabler
Caroline Millerton
Carolyn Knoedler
Carrie Martin
Cassandra Corcoran
Cat Metz
Cathy Brunson
Charles & Constance Block
Charles Ingram
Charles Kendall
Christina Archer
Christine Braxton
Christopher D. Mays
Christopher Meyer
Cindy Hodges
Claire Reynolds
Col. Carl E. Case
Col. James McCown III
Colleen Deabler
Community Bank of the Chesapeake
ConAgra Foodservice
Cooking Autism, Inc.
Cristine Lynch
Dan and Michele Oleary
Darden Foundation
David & Anne Jennings
All friends of the FRFB are greatly appreciated. We apologize if we have inadvertently omitted any friend from any list.
INDIVIDUAL VOLUNTEERS

Individuals who donated 50+ hours of their time

Allen Vaughan  Kyle Close
Barbara Koons  Kyra Sealy
Bradley Bourne  Mark Houghton
Brandon Root  Marlien De Lange
Carol Garland  Mary Loise
Corinna Arndt  Michael Del Balzo
Daramus Jones  Nabi Barak
Deb Lokrantz  Nelson Martinez
Derrick Rouse  Norman Newton
Donna Collins  Patricia McCary
Elijah Sealy  Raymond Wiley
Elizabeth Wimmer  Rick Smith
Frederick Stripling  Robert Harper
Henry Haskins  Robert Hinkle
Isaiah Sealy  Robert Koons
Jackie Nelson  Samatha Bonneau
Jason Argueta  Shawn Askin
Jennifer Overstreet  Sorrell Carter
John Castellarin  Tammy Patrignani
Joseph Drwiega  Trevor Bourne
Judy Hendrix  Truman Beagle
Kaitlyn Tavakoli  Valerie Wearsch
Karen Nagy  Wendy Bower

GROUP VOLUNTEERS

Volunteer Groups who have donated 50+ hours of their time

Emerging STARS
Fredericksburg Host Lion’s Club
GenCare
Gladys H. Oberle School
Knights of Columbus
National Guard
Old Comers and New Friends
Rappahannock Area Office on Youth
Stafford Lion’s Club

The names of this list were compiled based on logged hours. We regret anyone who graciously volunteered their time who is not included. We are very grateful for the gift of your time!
More than 10,000 volunteer hours were donated to support our mission.

We made a difference in 2020 because of you.
COVID-19 IMPACT
March 2020 - June 2020

✓ 1.95 MILLION POUNDS OF FOOD were distributed by the Fredericksburg Regional Food Bank (FRFB) network to individuals, families, and seniors affected by the pandemic.

✓ Before the COVID-19 pandemic impacted our community, the FRFB network provided food assistance to 9,000 people per month. Since mid-March 2020, when Virginia declared a state of emergency, the FRFB network has provided food assistance to 12,600 PEOPLE PER MONTH.

✓ During the COVID-19 pandemic, the FRFB launched drive-thru pantries at various sites through our services area, allowing Food Bank staff and volunteers to load 914,521 POUNDS directly into clients’ cars.
3.57 million meals were provided to those in need

WE MADE A DIFFERENCE IN 2020 BECAUSE OF YOU
**FINANCIAL REPORT**

Statement of Financial Position July 1, 2019 through June 30, 2020

<table>
<thead>
<tr>
<th>SUPPORT</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>2020 Total</th>
<th>2019 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated materials</td>
<td>$7,421,117</td>
<td>$7,421,117</td>
<td>$6,474,045</td>
<td>$6,474,045</td>
</tr>
<tr>
<td>Federal Grants</td>
<td>1,555,109</td>
<td>1,555,109</td>
<td>845,131</td>
<td>845,131</td>
</tr>
<tr>
<td>Donated food vouchers</td>
<td></td>
<td></td>
<td>1,988</td>
<td>1,988</td>
</tr>
<tr>
<td>Contributions</td>
<td>3,243,990</td>
<td>3,243,990</td>
<td>1,705,719</td>
<td>1,705,719</td>
</tr>
<tr>
<td>Change in value of split interest agreement</td>
<td>(45,978)</td>
<td>(45,978)</td>
<td>(8,989)</td>
<td>(8,989)</td>
</tr>
<tr>
<td><strong>Total Support</strong></td>
<td>$12,220,216</td>
<td>$(45,978)</td>
<td>$12,174,238</td>
<td>$9,017,894</td>
</tr>
</tbody>
</table>

| REVENUE |  |
|---------|----------------|-----------------|------------|------------|
| Program services fees | $158,418 | $158,418 | $186,265 | $186,265 |
| Interest and dividends | 26,792 | 26,792 | 25,440 | 25,440 |
| Other fees | 5,752 | 5,752 | 2,532 | 2,532 |
| Fundraiser | 245,290 | 245,290 | 123,029 | 123,029 |
| **Total Revenue** | $436,252 | $436,252 | $337,266 | $337,266 |

**Total Revenue, gains and other support** | $12,656,468 | $(45,978) | $12,610,490 | $9,355,160 |
4.46 million pounds of grocery products were distributed

EXPENSES

<table>
<thead>
<tr>
<th>Program services:</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>2020 Total</th>
<th>2019 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food distribution</td>
<td>$9,950,679</td>
<td>$9,950,679</td>
<td>$8,484,050</td>
<td></td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>344,616</td>
<td>344,616</td>
<td>320,638</td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>646,833</td>
<td>646,833</td>
<td>565,513</td>
<td></td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$10,942,128</td>
<td>$10,942,128</td>
<td>$9,370,201</td>
<td></td>
</tr>
</tbody>
</table>

CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>2020 Total</th>
<th>2019 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET ASSETS, Beginning of Year</td>
<td>$3,950,571</td>
<td>$371,022</td>
<td>$4,321,593</td>
<td>$4,336,634</td>
</tr>
<tr>
<td>NET ASSETS, End of Year</td>
<td>$5,664,911</td>
<td>$325,044</td>
<td>$5,989,955</td>
<td>$4,321,593</td>
</tr>
</tbody>
</table>

Revenue & Support

- Donated Materials 59%
- Federal Grants 12%
- Contributions 26%
- Program Service Fees 1%
- Interest and Dividends <1%
- Other Fees <1%
- Fundraiser 2%

Expenses

- Food Distribution 91%
- Management & General 3%
- Fundraising 6%
1.93 million pounds of fresh produce, dairy, and meats were distributed.