



# 2020 ANNUAL REPORT



Midwest  
FOOD BANK

bridging the gap between poverty and prosperity

# KEEP MOVING FORWARD

A message from Co-Founder,  
President, and CEO, David Kieser



No one could have predicted the events of 2020. The global COVID-19 pandemic created a dynamic year. With the help of volunteers, donors, staff, and most importantly, the blessings of God, Midwest Food Bank responded nimbly to the changing landscape.

All MFB locations remained open and responsive to the need of our nonprofit partners. We enacted safety protocols and reduced volunteer numbers to maintain social distancing guidelines. To allow partner agencies to receive food from MFB safely, we altered our distribution model. Community, business, and donor support funded operations and helped with food purchases. More details on our response to the pandemic are on page 14.

Noteworthy in 2020:

- MFB distributed a record amount of food, 37% more than in 2019.
- In 2020, we sent a record number of family food boxes in Disaster Relief semi loads, nearly six times more than the previous year.
- We received record levels of support from both financial and food donors.
- While maintaining and growing our roots and existing locations, MFB launched two new domestic divisions, Pennsylvania and New England.

We are humbled and thankful. Moving forward, we continue to follow the leading of the Lord as we live out our mission.

In His service,  
David Kieser

The Lord is good, a refuge in times of trouble;  
He cares for those who trust in him. NAHUM 1:7



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Produced and designed by Midwest Food Bank. Photos represent all of 2020, including pre-pandemic protocols.  
Printing courtesy of **GROWMARK**

[midwestfoodbank.org](http://midwestfoodbank.org)





## OUR MISSION

As a faith based organization, it is the mission of Midwest Food Bank to share the love of Christ by alleviating hunger and malnutrition locally and throughout the world and providing disaster relief, all without discrimination.

## OUR VALUES

Midwest Food Bank's values are built on the Biblical base of the 'fruit of the spirit' - Love, Joy, Peace, Patience, Kindness, Goodness, Faithfulness, Gentleness, Self-control. Our values give us a roadmap to "Sharing the Blessings."



### SERVING THOSE IN NEED

We recognize and adapt to our agencies (food pantries, schools, soup kitchens, shelters) needs, providing them resources to help them best solve food insecurity for individuals and families.



### EMPOWERING VOLUNTEERS

Our volunteers find purpose in their efforts shared with MFB. Opportunities are made available for any age and array of abilities. The countless hours and expertise of our volunteers is a unique and blessed differentiator.



### EMBRACING OUR COMMUNITIES

We warmly welcome community members and partners, engage with them to serve those in need, and sincerely appreciate the joint partnerships we have.



### WORKING WITH INTEGRITY

Our communications and actions are always done with honesty and transparency.



### EXECUTING THROUGH TEAMWORK

We work across all our divisions and within our locations. We place a high priority on collaboration, leveraging best practices for continuous improvement of an already efficient organization.



## OUR VISION

Provide industry-leading food relief to those in need while feeding them spiritually.

# FOOD INSECURITY

NOUN

**the state of being without reliable access to a sufficient quantity of affordable, nutritious food**

Food-insecure households have difficulty at some time during the year providing enough food for all their members due to a lack of resources. In 2020, 16 percent (50.4 million households) of US households were food insecure (projected numbers). One in five Americans have turned to a food pantry or community food distribution at some point since the beginning of the pandemic.

These numbers include 17 million, or 1 in 4 children. As of July 2020, an estimated 370 million children were missing school meals.

## FOOD RECIPIENTS

### ASHLEY



Years ago, the I-58 Mission helped Ashley when her husband was out of work with health issues. When COVID hit, she returned for help. She relies on them each week for food. The I-58 Mission is a nonprofit partner served by MFB Georgia.

### WENDY



Wendy's husband lost his job. With a mortgage, bills, and children to feed, Wendy says they wouldn't have made it without help. She gives back by volunteering at MFB and other pantries. Wendy receives food from The Hope Chest, a pantry served by MFB Morton.

### U.S. FOOD INSECURITY RATE

2019	11%
2020 (PROJECTED)	16%

### U.S. FOOD INSECURITY RATE (CHILDREN ONLY)

2019	15%
2020 (PROJECTED)	23%

Sources: USDA (2019); Feeding America (2020)

## HOW MANY PEOPLE IN THE WORLD ARE HUNGRY?

Globally, about 38% of the world's population goes to bed on an empty stomach. This number is the highest in Sub-Saharan Africa and Southeast Asia, estimated at 57% of the population.

Source: The State of Food Insecurity and Nutrition in the World 2020.

“

But if anyone has the world's goods and sees his *brother in need*, yet closes his heart against him, how does *God's love* abide in him?

1 John 3:17

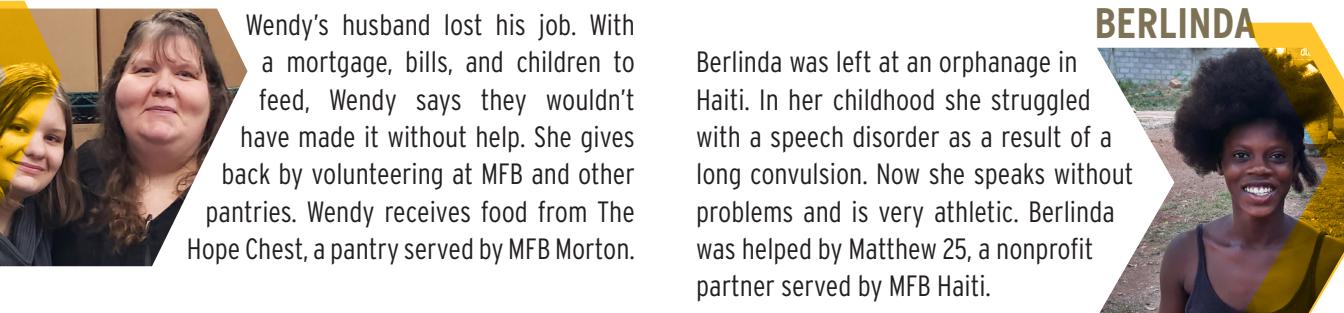
”

### BO

A former line worker from Charleston, WV, Bo has been retired since 2005. He's thankful for the help he receives from the Second Avenue Community Center served by MFB Bloomington-Normal through their remote distribution in Belle, WV.

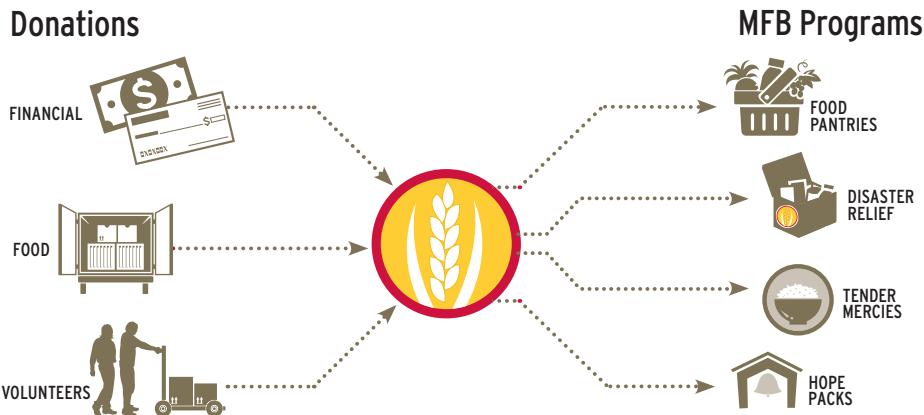


### BERLINDA



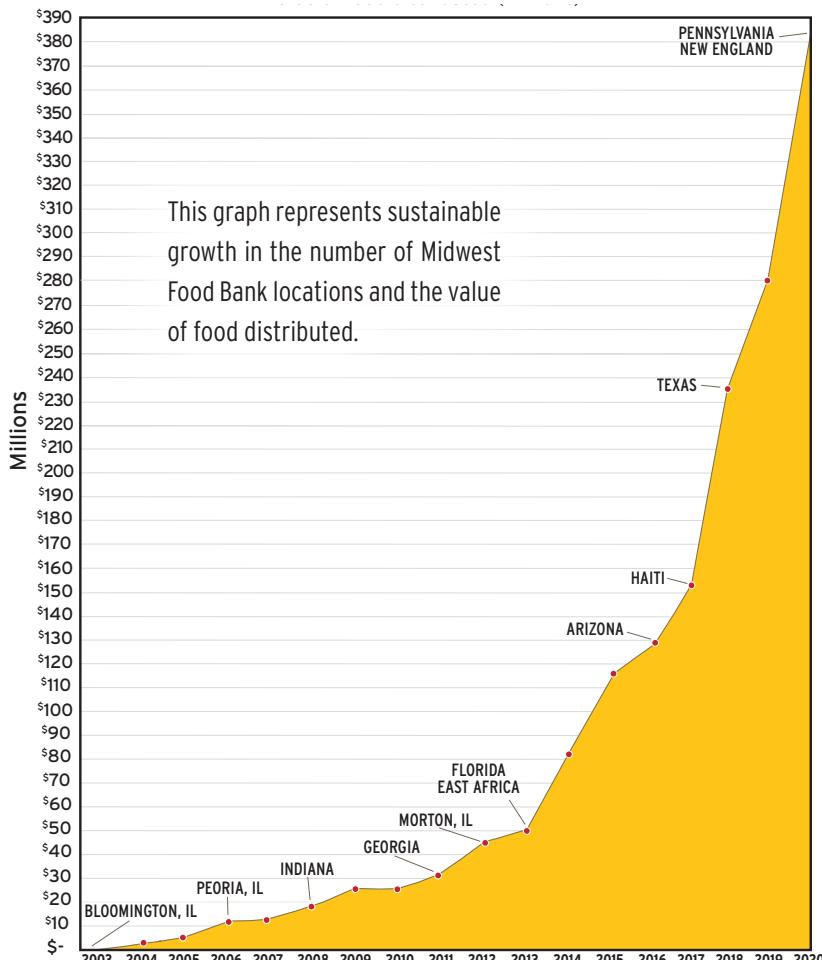
Berlinda was left at an orphanage in Haiti. In her childhood she struggled with a speech disorder as a result of a long convulsion. Now she speaks without problems and is very athletic. Berlinda was helped by Matthew 25, a nonprofit partner served by MFB Haiti.

# MIDWEST FOOD BANK MODEL



## MIDWEST FOOD BANK GROWTH

Value of food distributed (millions)



# FINANCIALS

## YEARS ENDING DECEMBER 31, 2018, 2019 AND 2020

PUBLIC SUPPORT AND REVENUE	2018	2019	2020*
Donated food, vehicles, equipment and services	\$229,928,875	\$270,649,371	\$397,204,944
General public contributions and grants	\$7,436,910	\$7,487,187	\$18,427,058
Special events	\$788,242	\$809,831	\$864,259
CARES and Other*	\$94,829	\$67,262	\$2,706,416
Total public support and revenue	\$238,248,856	\$279,013,656	\$419,202,677

## EXPENSES

Program services	\$232,260,156	\$279,505,173	\$392,370,479
Management and general	\$1,123,151	\$988,014	\$1,278,165
Fundraising	\$776,111	\$854,074	\$961,835
<1% Management, General, and Fundraising	0.81%	0.66%	0.57%
Total Expenses	\$234,159,418	\$281,357,261	\$394,610,479

## NET ASSETS

Food Inventory	\$19,606,336	\$16,416,429	\$33,284,514
Cash, buildings (net of debt), equipment, other	\$15,066,135	\$19,297,314	\$24,333,245
Total net assets	\$34,672,471	\$35,713,743	\$57,617,759
With donor restrictions	\$1,600,673	\$1,205,399	\$750,000

\* Numbers above for 2018 and 2019 are from Midwest Food Bank's audited statements. Financials represented for 2020 numbers are year-end summaries. The Midwest Food Bank audited statements for 2020 will be finalized and available May 30, 2021. CARES and Other in 2020 includes revenue from CARES Act, including PPP Loan.



Midwest Food Bank multiplies and stewards donations through the blessings of volunteer hours and donated food.

# MFB PROGRAMS

## FOOD PANTRIES

Midwest Food Bank is engaged in alleviating hunger and poverty throughout the world. In 2020, Midwest Food Bank distributed over \$383 million worth of food to over 2,000 non-profit organizations. This is all thanks to the generosity of our donors, the valuable work of our volunteers and, most importantly, the blessings of God.

The COVID-19 pandemic made 2020 a unique year. With feeding programs seeing an increase of 20%-50% in need, Midwest Food Bank was challenged to distribute more food. At the same time, supply chains were disrupted. The first few months, in particular, food procurement was more difficult than usual, but MFB continued to find and distribute food.



## DISASTER RELIEF

In a typical year, Midwest Food Bank delivers 20-50 semi loads of Disaster Relief in concert with The Salvation Army and other partners. These loads primarily go to locations in the Midwest or South to victims of tornados, flooding, or hurricanes. 2020 was anything but a typical year.

Pandemic-related quarantines and business interruptions created wide-spread food insecurity. Across the US, people were seeking food assistance for the first time. MFB sent 179 semi loads of family food boxes to many locations (see map on page 14). Supporters of Midwest Food Bank truly have an impact nationwide.

**MFB SENT OVER 185,000  
DISASTER RELIEF FOOD  
BOXES IN 179 SEMI LOADS**



# MFB PROGRAMS

## TENDER MERCIES

Tender Mercies® is Midwest Food Bank's nutritious bagged meal of rice, beans, and soy protein, making a delicious meal. It is an integral part of fighting food insecurity in the United States.

Tender Mercies is also a mainstay of our international efforts. In East Africa and Haiti, it is distributed to schools and orphanages to help young children learn by providing nutrition in their diets.

In June 2020, single serving bags of Tender Mercies were introduced. They were designed especially for Hope Packs and home-bound elderly people living alone.

Tender Mercies can be packaged by machine or by volunteers hand measuring ingredients. COVID-19 brought a temporary halt to hand-packing in 2020. At the same time, MFB experienced a great increase in need for the meals.

In 2020, 11.64 million Tender Mercies meals were packaged, up from 7.22 million in 2019. 90% of the meals were produced by volunteers operating the packing machine.

### TENDER MERCIES MEAL PRODUCTION

2019	5.2M	1.9M	7.2M
2020	7.2M	4.4M	11.6M

■ International ■ Domestic



## HOPE PACKS

Hope Packs, Midwest Food Bank's student feeding program, provides food-insecure children with supplemental weekend food. Every Friday throughout the school year, qualifying children receive a pack of shelf-stable food. This helps to ensure that children arrive at school on Monday morning ready to learn.

### HOPE PACKS 5 CORE ITEMS

**Individual warm meal** (mac & cheese, ravioli)

**Breakfast meal** (cereal, oatmeal)

**Fruit**

**Granola bar**

**Snack** (fruit snacks, cookie)

The pandemic caused schools to adjust their teaching model for safety purposes. Agencies participating in the Hope Packs program were faced with schools remote learning days. Agencies participating in Hope Packs had to use creativity to reach food-insecure students. Many avenues were used, including scheduling pick-up times and even delivering food to students at home.

A CHILD MAY BE SPONSORED TO RECEIVE HOPE PACKS FOR A SCHOOL YEAR FOR ONLY \$50.

# MIDWEST FOOD BANK REACH

In 18 years, Midwest Food Bank has grown from a small ministry on a family farm, to ten domestic and two international locations. Additional locations continue to be evaluated based on need and support.

## ILLINOIS - NORMAL

[EST. 2003 • SERVING 523 AGENCIES]

## ILLINOIS - PEORIA

[EST. 2007 • SERVING 323 AGENCIES]

## INDIANA

[EST. 2008 • SERVING 300 AGENCIES]

## GEORGIA

[EST. 2011 • SERVING 291 AGENCIES]

## ILLINOIS - MORTON

[EST. 2012 • 4.43 MILLION TM MEALS PACKAGED]

## FLORIDA

[EST. 2014 • SERVING 171 AGENCIES]

## EAST AFRICA

[EST. 2014 • SERVING 40 AGENCIES]

## ARIZONA

[EST. 2016 • SERVING 296 AGENCIES]

## HAITI

[EST. 2017 • 180 TONS SHIPPED TO HAITI IN 2019]

## TEXAS

[EST. 2018 • SERVING 54 AGENCIES]

## PENNSYLVANIA

[EST. 2020 • SERVING 30 AGENCIES]

## NEW ENGLAND

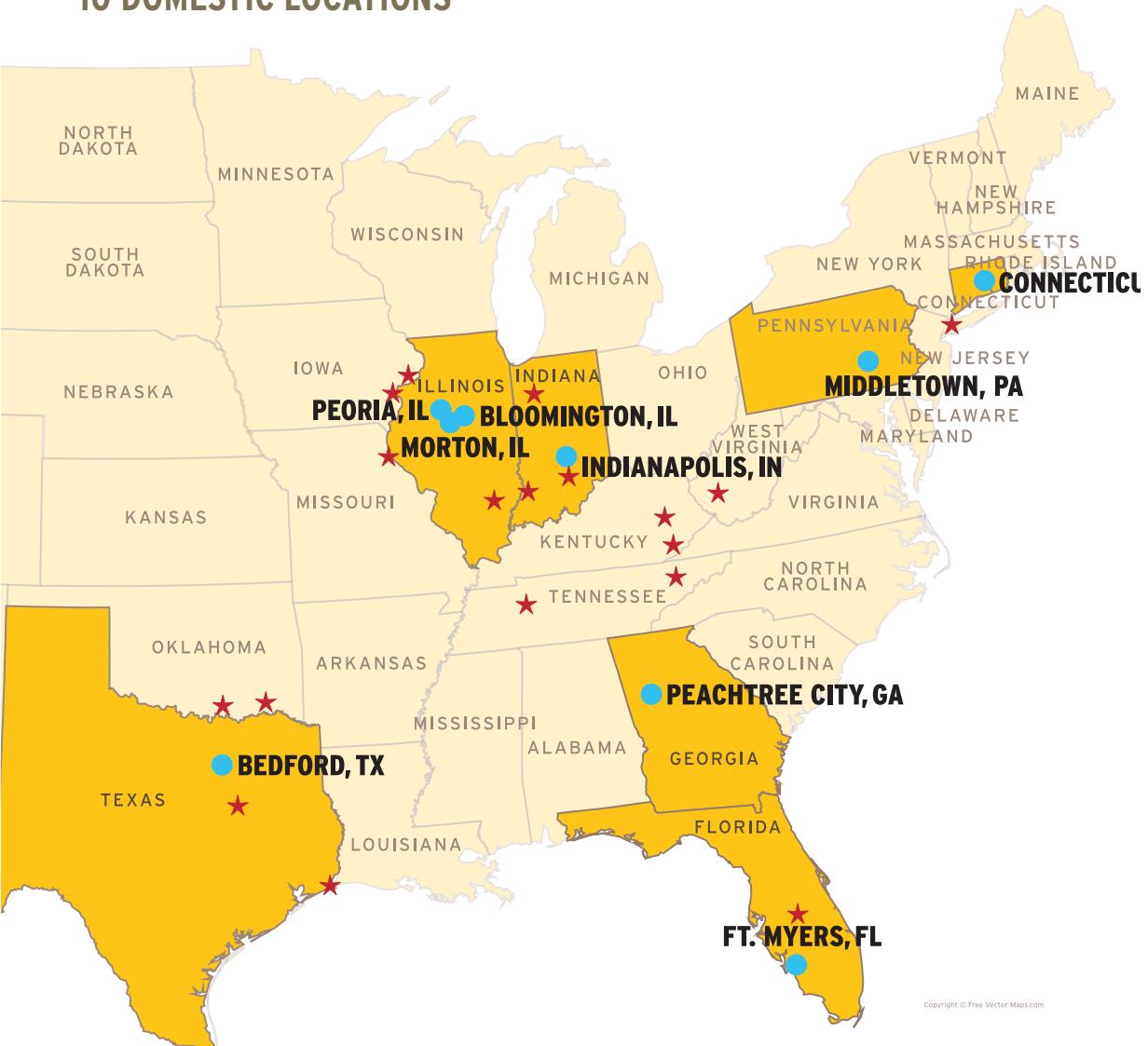
[EST. DECEMBER 2020]



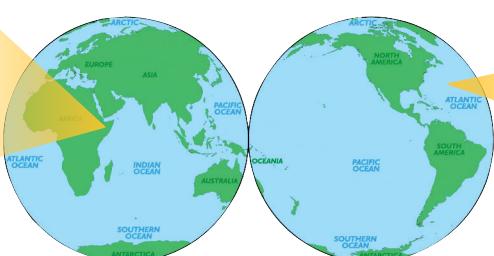
## ★ Remote Distribution Sites



## MIDWEST FOOD BANK 10 DOMESTIC LOCATIONS



## MIDWEST FOOD BANK 2 INTERNATIONAL LOCATIONS



# INTERNATIONAL OPERATIONS

## EAST AFRICA

The COVID-19 pandemic caused business closures and strict lockdowns led to mass hunger, especially in the slum areas served by Kapu Africa (Midwest Food Bank East Africa). Working with partner ministries, Kapu Africa was able to share Tender Mercies meals in food-insecure slums.

A silver lining during this dark time is the great spiritual awakening taking place. Many of these slum-dwellers are social outcasts, shown no respect or courtesy. There are countless reports of people weeping as they receive food, asking, "Why are you doing this for me?" The gospel of Christ has been shared with many of these people before, but now they want to know what is driving the love they are shown.



**7.2 MILLION  
TENDER MERCIES MEALS  
WERE DISTRIBUTED IN  
EAST AFRICA IN 2020.**



## HAITI

Haiti added the COVID-19 pandemic to its list of challenges in 2020. All airports, seaports, factories, and schools were closed for a time.

Most Haitian children receive their primary daily nourishment from their school lunch. MFB Haiti was able to get Tender Mercies distributed through partnerships with faith-based schools. In 2020, Midwest Food Bank Haiti more than doubled shipments of food to Haiti. Over 160 tons of food relief were shipped, nearly three-quarters of which was Tender Mercies meals.

**IN HAITI, NEARLY 1 MILLION  
TENDER MERCIES MEALS  
WERE DISTRIBUTED IN 2020.**

We also partner with over 20 feeding centers, which provide a noon meal to 50 children up to 5 years old. Over 1,100 children receive these daily meals.

# VOLUNTEERS

One of the key strengths of Midwest Food Bank is its volunteers. They are the life-blood of the organization. From leading volunteer groups to driving semi-trucks, people generously give of their time and talents to further MFB's mission. In 2020 volunteer service hours equaled 150 full-time employees.

The pandemic created safety challenges for MFB. Safety protocols were put in place at each location. Volunteer groups were limited to allow for social distancing. While we saw an increase in the amount of food needed, fewer volunteers were able to help.

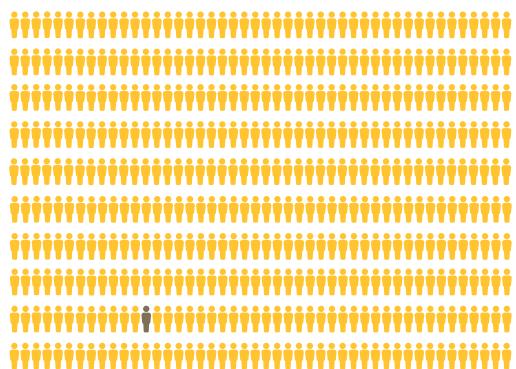
Multiple MFB locations received the invaluable assistance of the National Guard. They filled many of the volunteer positions vital to our operations - driving trucks and fork-lifts and helping with food distributions. Their presence was a blessing.



**300,898 HOURS OF SERVICE  
WERE VOLUNTEERED BY  
17,930 INDIVIDUALS IN 2020.**

Many volunteers demonstrated their courage and dedication by increasing their hours to meet the need. They applied their personal talents and efforts for a return for others. Their service allowed Midwest Food Bank to remain open and operational throughout 2020.

**IN 2020, THERE WERE 450 VOLUNTEERS  
FOR EVERY 1 PAID MFB STAFF MEMBER**



# PANDEMIC RESPONSE

The COVID-19 pandemic presented Midwest Food Bank with a unique opportunity to live out our mission. Yet, responding to the needs posed uncommon challenges.

Most states experienced work suspensions and quarantines, causing food insecurity. Rather than sending relief to a single disaster area, our partner, The Salvation Army, requested semi-loads of family food boxes for all over the U.S. The first relief load was sent on March 18. When the loads reach their destination, they are immediately distributed to those in need.

Procuring the contents of the boxes created other difficulties. Initially, it was a challenge to have items shipped. The increased need for shelf-stable food depleted our supplies of



donated food. Leveraging our relationships with food manufacturers, Midwest Food Bank purchased some products to go into the relief boxes.



I live out here in Sausalito, California. But I wanted to say thank you. I really, really, REALLY appreciate what you are doing. It helps out more than you could ever know. I am a single father of an 8-year-old daughter. I greatly appreciate what you do. Thank you. I wanted to say thank you. We greatly, GREATLY appreciate it. You are amazing. Thank you. This kind of thing is really helpful. Thank you. Thank you and God bless. Thank you.



Voice-mail transcript MFB received from Tim, grateful recipient of a Family Food Box.



# NONPROFIT PARTNERS



Midwest Food Bank's nonprofit partners must be 501(c)3 charities. They agree to give away the food received from MFB free of charge. Types of agencies include:

- Food pantries
- Soup kitchens
- Homeless shelters
- Residential programs
- Children feeding programs

In addition to the many ways the COVID-19 crisis affected Midwest Food Bank, our partner agencies also faced new challenges. Those that remained open had to alter their distribution methods. Human contact was limited as food was distributed. Our partners saw a 20%-50% increase in the need for their services.

MFB SERVED OVER **2,000** NON-PROFIT PARTNERS IN 2020.



“  
During a time like this, when it's a crisis throughout the world, we are grateful for the support we get from Midwest Food Bank.”

**MATT BURGESS**

CEO of Home Sweet Home Ministries, Bloomington, IL

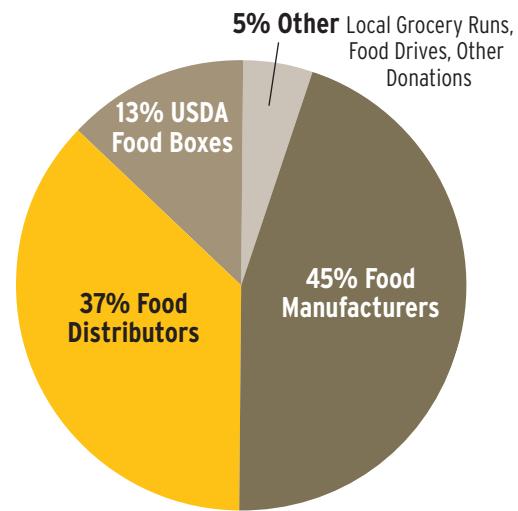


A semi-load of relief arrives at the Navajo Nation, served by Helping Hands for the Navajo Nation, a partner agency of Midwest Food Bank Arizona.

# MFB FOOD SOURCES

We receive donated food from all over the country - food produced in excess, incorrect labeling, and more. Donated food comes from various sources:

- Food manufacturers
- Food distribution centers
- USDA programs
- Grocery stores
- Private food drives



## MFB RECIPIENT OF USDA PROGRAM

In May, Midwest Food Bank began participating in the new USDA Farmers to Families Food Box program. It was created to help both food producers and those struggling with food insecurity as a result of COVID-19. With funding provided by the USDA, food distributors bought produce, protein, and dairy products directly from farmer and producers. The distributors boxed the food items and gave them directly to participating charities.

 **MFB DISTRIBUTED OVER \$52 MILLION WORTH OF NUTRITIOUS PRODUCE, PROTEIN, AND DAIRY PRODUCTS IN THE USDA PROGRAM.**

% Dairy, Produce, and Protein

2019 → 2020  
20% → 29%

**MFB GAVE AWAY NEARLY 1.1 MILLION CASES OF THE USDA FARMER TO FAMILY PROGRAM FOOD.**



# 5% OF MFB DONATIONS COME FROM SHARE PARTNERS

Week by week, month by month, Midwest Food Bank is sharing the blessings with those in need. With this same recurring cadence, MFB Share Partners make faithful financial contributions that bring our mission to life. Share Partners are generous donors who are giving funds on a regularly scheduled basis.

For people who wish to make a continual, positive impact, Share Partners makes it easy. Each week, month, or quarter, donors can make an automatic donation directly from a checking account, a debit or credit card.

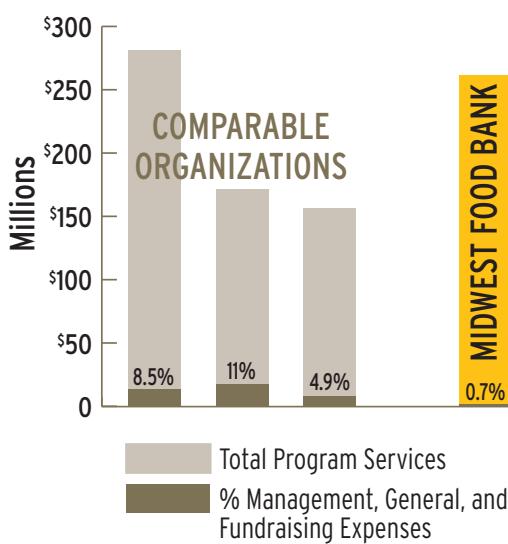
## CONVENIENCE OF RECURRING GIVING

- Easy enrollment
  - Donor selects timing  
Select weekly, monthly, or quarterly
  - Donor directs giving  
Choose to support a specific MFB location
- To become a Share Partner, please go to [midwestfoodbank.org/sharepartner](http://midwestfoodbank.org/sharepartner)



*Honor the Lord with your wealth, with the first fruits of all your crops*      Proverbs 3:9

## MIDWEST FOOD BANK LEADS THE FOOD RELIEF INDUSTRY IN LOW ADMINISTRATIVE COSTS.



Sources: 2019 IRS Form 990

Charity Navigator, America's premier independent charity evaluator, has awarded four out of a possible four stars to Midwest Food Bank the last nine years. Only 4% of non-profits have achieved at least eight consecutive years of Four Star Charity status.



The Forbes 21st annual list of top 100 charities is based on donations received. For 2020, Midwest Food Bank moved up to number 57. The charities on the list are rated for "Charitable Commitment," based on how much of a charity's total expense went to the purpose. Midwest Food Bank's rating is 100 out of 100.

# NATIONAL BOARD MEMBERS

## DAVID KIESER, PRESIDENT

David founded MFB in 2003 with his brothers. He serves as CEO, and Board President.

## BILL LEMAN, VICE-PRESIDENT

Bill is owner and CEO of Leman Property Management.

## DAVE HODEL, SECRETARY/TREASURER

Dave is a partner in Darnall Concrete.

## RALPH ENDRESS

Ralph is the retired owner and CEO of Young America Realty Inc.

## JIM GAPINSKI

Jim is owner and CEO of Heartland Growers.

## ANN KAFER

Ann is the Vice-President of Human Resources and Strategy at Growmark, Inc.

## DENNY MOTT

Dennis is a retired Business Manager from Caterpillar, Inc.

## TRENT SCHOLL

Trent is a principal partner at Ledgestone & Associates, LLC.

## ERIC SHELDahl

Eric is a commercial and residential real estate entrepreneur.

## FUNCTIONAL LEADERSHIP

### ERIC HODEL

COO/CFO

### LISA MARTIN

Information Technology Director

### BRIAN ZINK

Procurement Director

### JADA HOERR

Chief Development Officer

### MICHAEL MEECE

Human Resources Director

### MICHAEL HOFFMAN

Inventory & Logistics Director

### DANA WILLIAMSON

Accounting Director

## DIVISIONAL LEADERSHIP

### ARIZONA

Merilee Baptiste, Executive Director  
Eric Sheldahl, Divisional Board President

### FLORIDA

Karl Steidinger, Executive Director  
Stanley Sinn, Divisional Board President

### GEORGIA

Will Garner, Executive Director  
Jim Roy, Divisional Board President

### ILLINOIS - BLOOMINGTON-NORMAL

Tara Ingham, Executive Director  
Chris Stoffer, Divisional Board President

### ILLINOIS - MORTON

Lisa Martin, Executive Director  
Trent Scholl, Divisional Board President

### ILLINOIS - PEORIA

Monica Scheuer, Executive Director  
Frank Gutwein, Divisional Board President

### INDIANA

John Whitaker, Executive Director  
Jim Gapinski, Divisional Board President

### NEW ENGLAND

Jan Young, Executive Director  
Brent Walder, Divisional Board President

### PENNSYLVANIA

Lori Renne, Executive Director  
Aleta Serrano, Divisional Board President

### TEXAS

David Emerson, Executive Director  
Rich Stoller, Divisional Board President

### EAST AFRICA

Christine Mutsoli, Executive Director  
Denny Mott, Divisional Board President

### HAITI

Jerry Koehl, Divisional Board President

# HOW CAN YOU HELP?

## 1 PRAY for Midwest Food Bank

It is our hope to show Christ's love in our actions.

## 2 VOLUNTEER

Bring your gifts and talents to further MFB's mission.

Consider becoming a lead volunteer, facilitating groups.

## 3 FOLLOW us on social media

Tag us in your Facebook and Instagram posts.

Check our blog and newsletter for updates.

## 4 CONNECT your friends and family to MFB

Your church or civic group would enjoy a  
volunteer service project.

## 5 GIVE

We strive to be good stewards of funds entrusted to us.

Consider a monthly gift as a SHARE PARTNER.



[midwestfoodbank.org](http://midwestfoodbank.org)



**Midwest**  
**FOOD BANK**

[MidwestFoodBank.org](http://MidwestFoodBank.org)