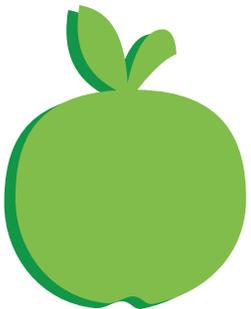


Annual Impact Report

2023



Haymarket Regional
FOOD PANTRY

Dear Friends,

2023 was a year of milestones for the Haymarket Regional Food Pantry (HRFP) - milestones we thought we would never see. Our client numbers soared 62% over the previous year increasing from 37,000 to 60,000. Our household numbers rocketed from 9,300 to 14,000. According to the Capital Area Food Bank's 2023 Hunger Report the percentage of Prince William County's (PWC) food insecure rose to 36% - a humbling statistic and one that we saw every day. To support the increase in clients we made significant adjustments:

- Added more client appointments and then added more again.
- Extended our food acquisition, administrative and distribution hours.
- Partnered with more grocery stores and providers to source additional food.
- Spent double what we had in 2022 on food purchases.

We knew we could not maintain that level of effort for long - fissures were presenting themselves. To that end we entered 2024 focused on planning and sustainability. We hired an outside facilitator, researched growth metrics from the Capital Area Food Bank, the Prince William County Planning Commission, other food banks facing the same issues and mined our own data. Armed with those inputs the Board and our Leadership created the Haymarket Regional Food Pantry Strategic Plan 2024-2028 to guide us for the next three to five years. The plan balances our six constituents - Volunteers, Clients, Financial Donors, Food Donors, Community Collaborators and Partner Agencies and focuses us on five strategies:

- 1. Create a sustainable model** - Define a feasible core service area and refine the model as conditions change.
- 2. Acquire resources and partnerships** - Focus on financial donors, food sources and fundraising leadership.
- 3. Communicate and engage** - Target consistent communications to our stakeholder audiences.
- 4. Recruit, acquire, train and develop talent** - Build performance indicators/metrics and targets for training and development.
- 5. Achieve organizational effectiveness and resilience** - Establish policies and procedures that enable quick response to unexpected circumstances and changes in the environment.

With the plan in place, we are refocusing and recommitting ourselves for 2024. We will implement change to provide the best experience for our clients and volunteers. These changes will result in lower client numbers by design directly associated with a reduction in our service area. We are reminded of our Mission Statement which states, "We are dedicated to eliminating hunger by providing food to those in need of assistance in Haymarket, Gainesville, and surrounding areas." We know where we perform best for the most and moving forward, we will focus on those metrics.

Thank you as always for your support and grace as we implement sustainable change.

Yours gratefully,

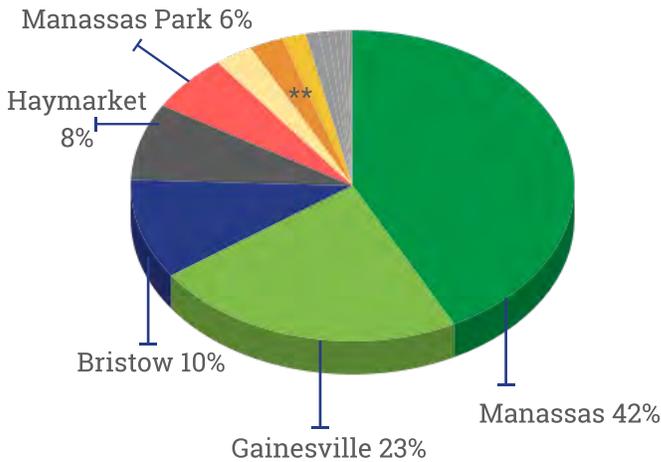
Eileen F. Smith, M.Ed.

Eileen F. Smith, M.Ed.



Food Insecurity in Prince William County

Year in Numbers



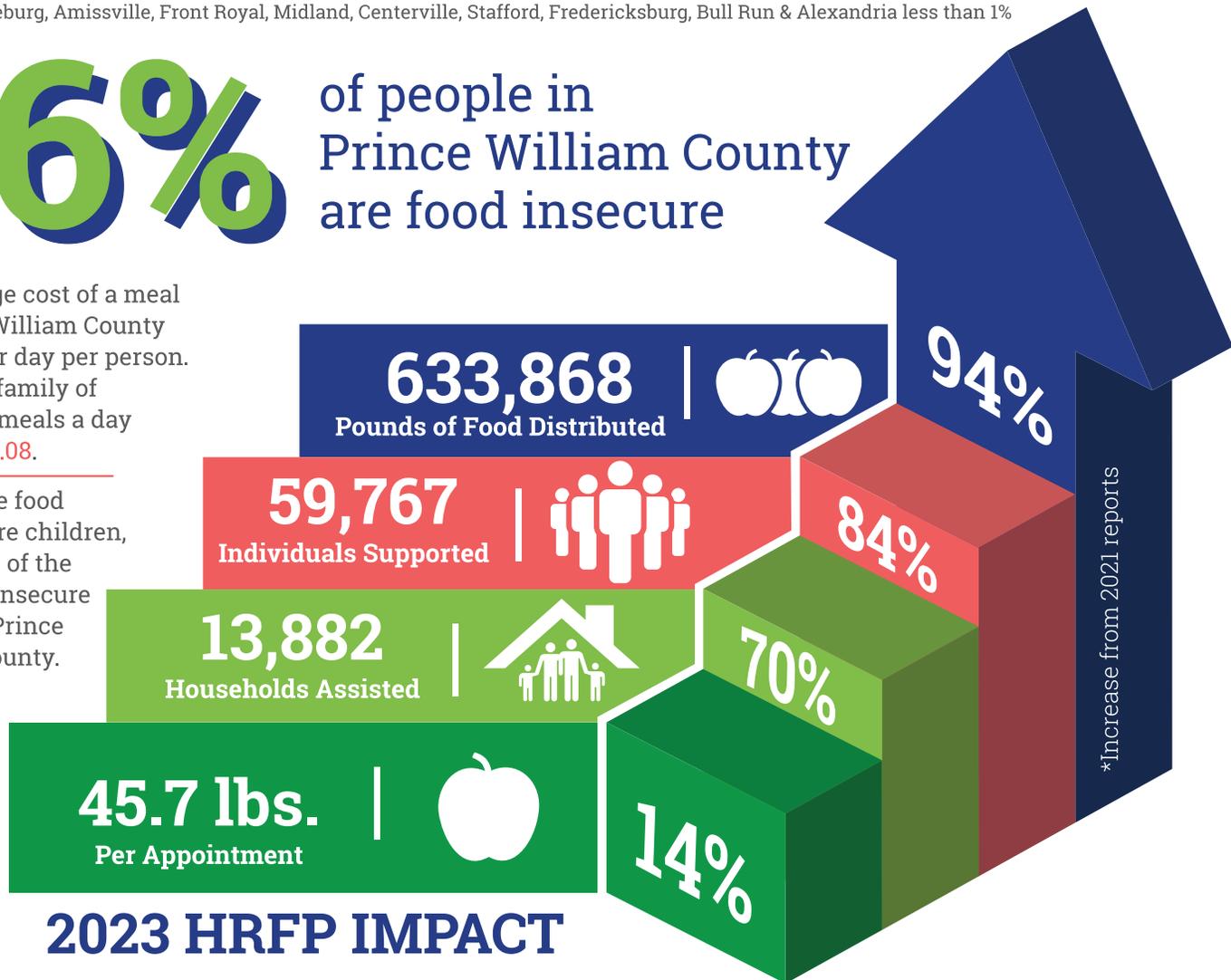
** Nokesville 3%, Warrenton 2%, Bealton 2%, Cathharpin, Aldie & Catlett 1%, Marshall, The Plains, Broad Run, Remington, Sumerduck, Delaplane, Goldvein, Middleburg, Amissville, Front Royal, Midland, Centerville, Stafford, Fredericksburg, Bull Run & Alexandria less than 1%

36%

of people in Prince William County are food insecure

The average cost of a meal in Prince William County is **\$4.09** per day per person. Feeding a family of four three meals a day equals **\$49.08**.

6,200 of the food insecure are children, that is **29%** of the total food insecure people in Prince William County.

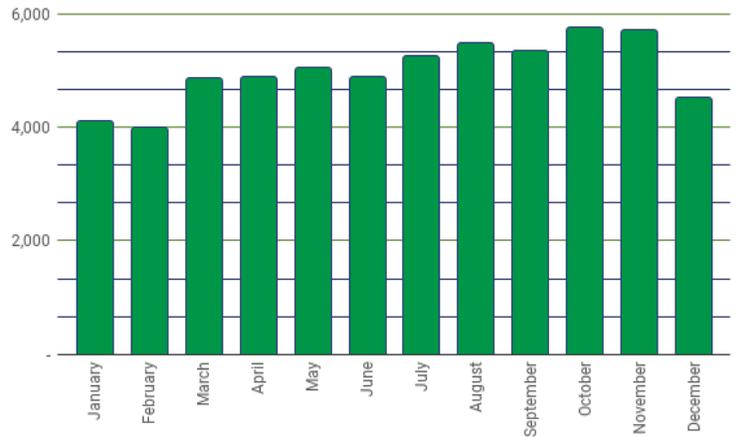


2023 HRFP IMPACT

Our Clients



Households Served by Month

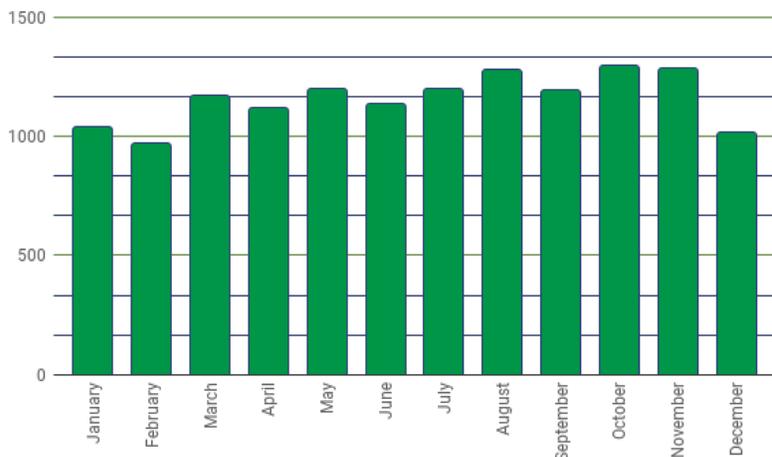


In 2023, the number of clients served by HRFP grew by

61.3%

to 59,768 persons
and 13,883 households

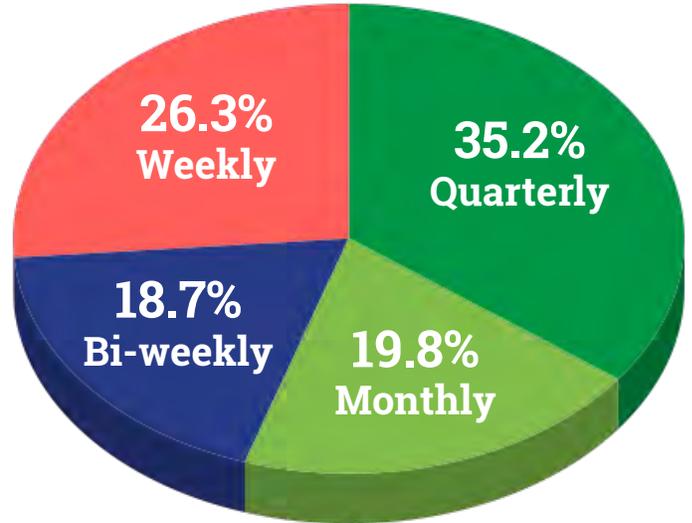
People Served by Month



Our Clients



How Often Our Clients Visit



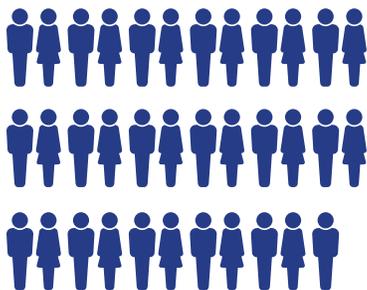
Our clients come from all walks of life. The frequency with which they visit varies widely, with some coming once a week, some coming once a quarter, some coming bi-weekly and some visiting sporadically when life throws them a curve ball. Most of our clients are adults, many of whom have children as is illustrated by the chart. Suffice it to say that our client numbers have increased dramatically over the past five years, as have the number of individuals from households living together who depend on us for assistance.

Age Demographics of Our Clients



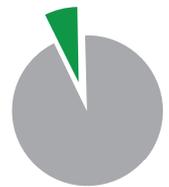
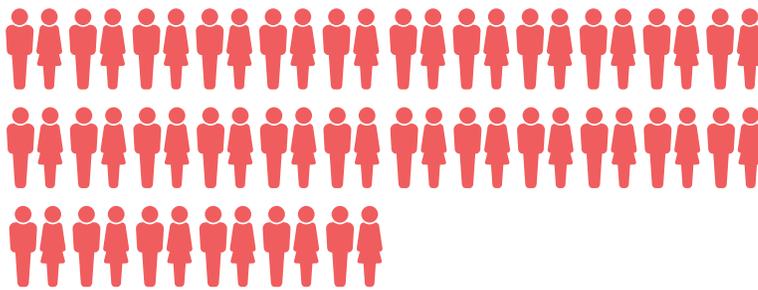
36.7%

Age 0-17



56.3%

Age 18-64

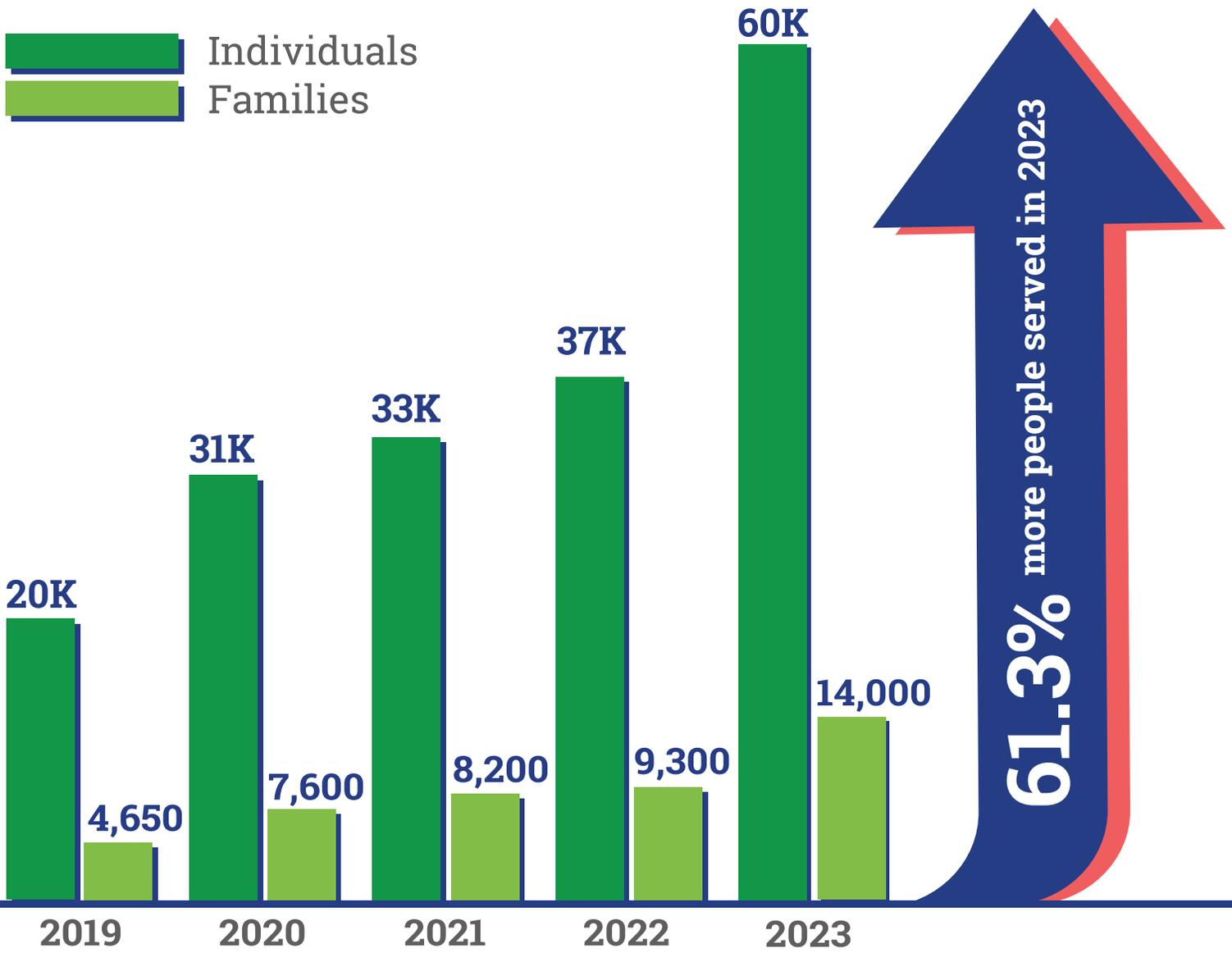


7%

Age 65+



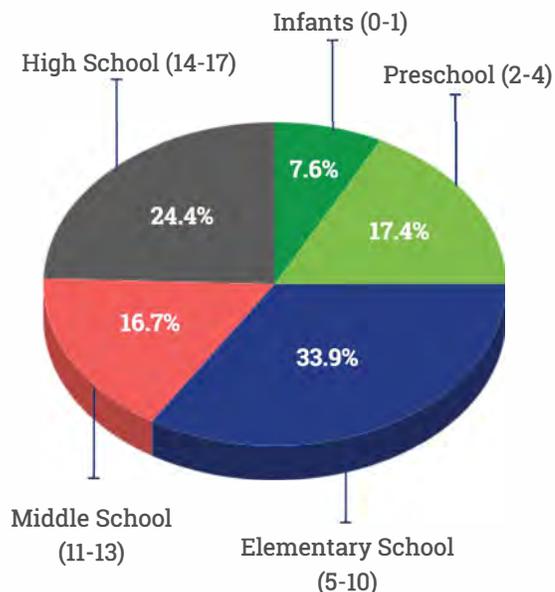
Growing Need



Our Programs for Children



Children Served by Age



As is evidenced by the charts and data, the Haymarket Regional Food Pantry services a significant number of our regions' hungry children. Children require a different level of care, so we have partnered with some regional and national nonprofits to better serve their needs. Our birthday bag program ensures that each client child receives party essentials for their special day. The party supplies are enhanced by our partnership with Cake4Kids (www.cake4kids.org/). With Cake4Kids, a special cake or treat is provided to our client children celebrating a birthday, milestone, or graduation. The parents and the children simply love this program. Another partnership that our clients truly enjoy is with Boxes of Basics (boxesofbasics.org/), which provides many of our client children with a seasonal wardrobe. The rationale behind this partnership was if our clients need food for their children, they probably needed clothes as well. This program was wildly popular, and we were delighted to act as a conduit for our clients' children.

Additive to these programs was our school supplies program where our clients received a variety of supplies at the beginning of the school year. Speaking of school, when school is out – Fall, Winter, Spring or Summer Breaks – we provide a Snack Pack for each client child that include breakfast items, lunch items, snacks and drinks all designed to be prepared and enjoyed by the child without parental interaction in case the adults are at work.

Services Delivered in 2023

259 Boxes of Basics



464 School Supply Kits



369 Cake4Kids Kits



623 Birthday Bags



5,169 Kid Snack Packs



Additionally, the HRFP provided 732 holiday meals to households in need.

Our Facility

Over the last 12 months our facility has changed significantly. We have added 4 commercial grade refrigerators and 6 commercial grade freezers to help us feed the larger number of individuals. Our warehouse facility has been cataloged and organized. A twice monthly inventory assists us in ensuring the shelves are always stocked. We have been able to keep 52 items consistently on the shelves so that our clients know what to expect from us which we had never been able to do previously. Further, our annual food survey highlighted items that we should have on hand as well as items that our clients no longer were interested in. It has been a journey getting to this state of organization but with it we are running much more efficiently.



"I can't say enough wonderful things about HRFP. Every person who works there is absolutely all about helping you. Their kindness & thoughtfulness makes you feel better about yourself having to go there for help with food or other items. It's very organized and run with professionalism and kindness. Everyone who is involved with the HRFP treats you with the utmost respect. I appreciate everything they do to help others & those who donate to help those of us in need. ♥ Thank you all."

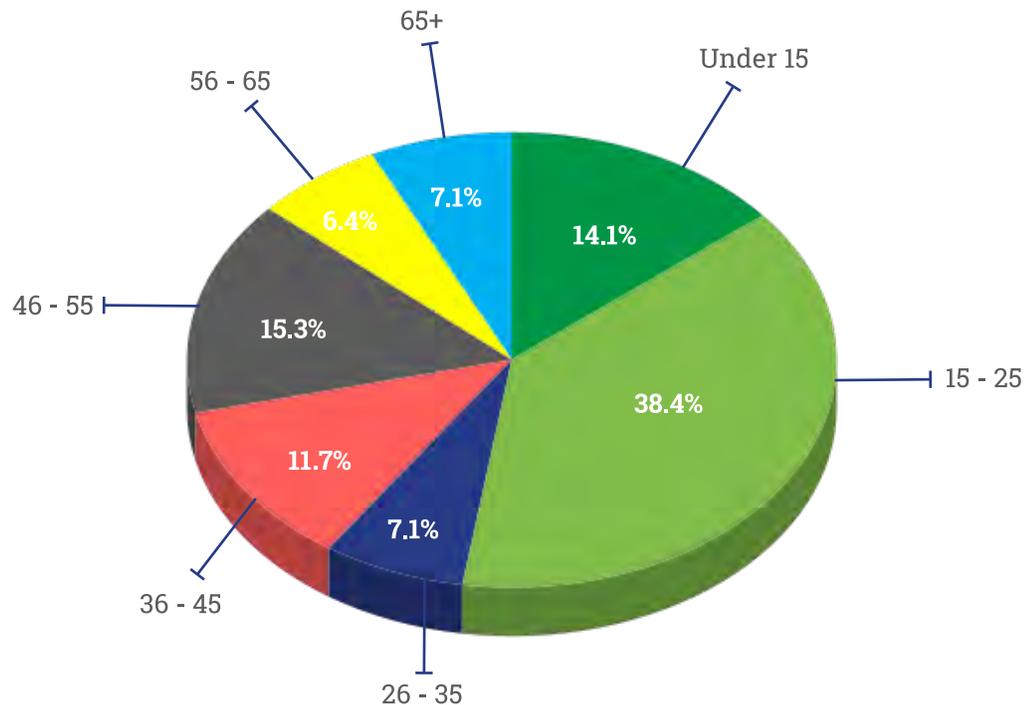
-Happy HRFP client



Our Volunteers

One of the differentiators of the Haymarket Regional Food Pantry is we are 100% volunteer, we have no paid staff. Our team works close to 500 hours weekly, 2,000 monthly and over 25,000 hours per year. We have volunteers who pick up food, put food away, stock shelves, order food, make appointments, fill out paperwork, write thank you letters, coordinate birthday cake deliveries, run distribution shifts, help clients select food, etc. We could not function without our amazing team. As the chart illustrates our volunteers are from all age groups with some helping us to fulfill volunteer hour requirements, some volunteer as a family and some help us out from home when their schedule allows.

Volunteers by Age



**487 hours
per week**



**2,108 hours
per month**



**25,298 hours
per year**



100% Volunteer Run

Our Food Sources

We are extremely fortunate to have many generous stores and farms surrounding us. Five days a week, our volunteers pick up food at area stores year-round. For six months a year our volunteers also pick up fresh produce at area farms. We could not do what we do without these partners and are extremely grateful for their consistent assistance. Additionally, we do purchase items from retailers and food providers including the Capital Area Food Bank, of which we are a long-time member. We have generous donors who help us offset these purchases with organizations underwriting milk, eggs, flour, cereal, pasta, beans, etc. Let us know if your group would like to underwrite an item or two.

Finally, we are also blessed with a plethora of community organizations who run much needed food drives for us - in 2023, organizations ran 20 food drives benefiting the HRFPP.

Grocery Stores

In 2023, Platinum Sponsor Wegmans volunteered at our site, provided us with a \$5,000 grant and supplied us with 135,883 pounds of food.



Local Farms

2,000 lbs of food donated by local farms in 2023.

Fauquier Educational Farm:

www.fauquiereducationfarm.org

Oak Spring Garden Foundation:

oakspring-farm.com



Food Drives

A total of 20 food drives were hosted in 2023.



SPROUTS
FARMERS MARKET

Harris Teeter
Your Neighborhood Food Market

Walmart

BJ's

SAFEWAY

ALDI

Giant

Mighty Meals

Our Donors

The Haymarket Regional Food Pantry was built on generosity and continues through today based on that valuable premise. We could not do what we do without individual, corporate and organizational philanthropy. As you can see, donations come in all sizes and frequencies. We are extremely grateful for each gift we receive, with special thanks to our recurring donors who provide us the ability to project need and adjust spending over the course of the year.

Platinum Donors

Art of Life Charities
Capital Area Food Bank
Garrison and Lucinda Cavell
Centreville Presbyterian Church
Alla and Barry Cline
Dominion Valley Regency Women's Club
Fidelity Charitable Gift Fund
Johnson Trucking Company, Inc.
Neall Family Charitable Foundation
Robert Trent Jones Golf Club Charitable Foundation
The Giving Circle of Heritage Hunt
Wegmans Lake Manassas
Elwood G. Wells

Gold Donors

Aldi - Haymarket
American Online Giving Foundation, Inc
Battlefield High School (various clubs)
Giant Food - Linton Hall
Doug and Jaime Burney
Scott Daitzman
Fauquier Educational Farm
Gainesville United Methodist Church
The Community Foundation For Northern Virginia
Giant Food - Warehouse
Lindsey and Michael Jones
Manassas Presbyterian Church
Oak Spring Garden Foundation
Sprout Farmers Market - Manassas
St. Katharine Drexel Mission
St. Michael's Academy
Sudley United Methodist Church
Walmart - Haymarket

Silver Donors

Amazon
BJs Wholesale Club - Gainesville
Charles Schwab Charitable
CoBank, ACB
Michael and Margaret Eggleston
Kenneth Farquhar
Father Jon O'Brien Knights of Columbus Council
#16793
Harris Teeter - Heritage Marketplace, Gainesville
Heritage Hunt Women's Org.
Holy Trinity Catholic Church
Alex Huppert
Kathleen & Alfred Lindsey
Mighty Meals
NiSource Charitable Foundation
NOVEC
Park West Lions Club
Safeway - Bristow
St. Lucy Food Project, Catholic Charities
St. Michael's Anglican Church
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TRC Companies
Virginia Rubber Corp



Our Donors

Bronze Donors

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Gary Brown
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Bob Cahill
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Ulla and William Dixon
Dominion Valley Mah Jongg Groups
Anonymous Donor
Mary Dunmeyer
Rebecca Dunn
Edward Jones Charitable Gift Fund
Marcia Evans
Nathan Evans
Kris Eyrich
Ferguson HVAC Supply / Enterprises
First Baptist Church
Fraternal Order Of Police Lodge #43
Kathryn Freiburger
Gainesville Haymarket Rotary FDN
Melinda S. Gillis
Jason Haines
HSG-HER Lords Ministry
Stacey Hubbard
I-66 Express Mobility Partners (EMP)
Sajjad Ibrahim
Lawrence & Gloria Jenkins
Virginia Joslin-Hastings
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Barbara Kenefake
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Jonathan Leathery
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America INC
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Douglas Smith
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Dale Walden
Linda Whitehead
Deborah Wyandt
Rhonda York
Marjorie and Robert Younglof
Pei Zhang-Miller

Friends Donors

223 Main Street, LTD
223 Management, LLC
Amazon Smile
Antioch Baptist Church
Paul Balcerzak
Judith Becelia

Our Donors

Friends Donors

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Willa Brown
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Nuance Communications, Inc.
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Nancy Thaete
The Copper Cricket
Scott and Jessica Thomas
William Thomas
TPL Sports LLC
Larry Trainor
Virmich LLC
Walmart
Harriet Whitesel
Melissa Williams
David Wills
Patricia Windham
Bette Wood
Paul and Andrea Work
Stan and Kathleen Zelenski



Our **Financial** Year in Review

Being 100% volunteer based translates into a much greater percentage of incoming funds going directly to food purchases. Additionally, we have expenses for our space and operations (rent, pest services, marketing, cleaning service, etc.) that simply comes with the size and scope of our reach and complexity. As our client numbers grow, so do our expenses. During the pandemic, various sources donated staples that our clients became used to - milk and eggs for instance. Now we purchase those items weekly, which adds up. We are thankful to have organizations help with underwriting those items and our clients are overjoyed to receive them.



Revenue

Bingo: _____	\$ 6,591.25
On-line contributions: _____	\$176,266.83
Individual contributions: _____	\$188,669.05
Corporate/Business contributions: _____	\$193,907.52
Gifts in-kind - goods: _____	\$342,914.00
Total unrestricted revenue: _____	\$908,348.65

Expenses

Food purchases (76.5%): _____	\$595,228.63
Facility rental (14.8%): _____	\$114,936.00
Operational expense (8.7%): _____	\$67,510.00
Staff: _____	\$0.00
Total expenses: _____	\$777,675.00

Get Involved

The need is greater than you may have expected. But we're working hard to ensure food security for those who live in our communities. Take a moment to consider how you can help us make a difference.



Donate Funds



The Haymarket Regional Food Pantry regularly serves over 200 families each week. As a nonprofit organization, we depend on the generosity of individuals, families, community groups, companies and institutions. Join us in our fight against hunger by providing a financial donation today.

Donate Food



Every week, hundreds of families come through our doors. As a result, our physical stock fluctuates along with the needs of our clients. Take a moment to see what we currently need to keep our shelves fully stocked.

Volunteer



Without volunteers, families aren't fed. As a 100% volunteer organization, we depend on the individuals, families, companies, and community groups who generously give their time to keep the food pantry operating at full speed.

Get Help



The Haymarket Regional Food Pantry will feed anyone in our service area who is in need of food. If you or someone you know needs food assistance, we are here to help. Call us now to schedule an appointment, or request an appointment online and one of our volunteers will get back to you within two business days.



Haymarket Regional
FOOD PANTRY

Mailing Address:
Post Office Box 132
Haymarket, Virginia
20158

Physical Address:
7669 Limestone Drive, #105
Gainesville, Virginia
20155

(703)754-5990 - www.HaymarketFoodPantry.org