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Year of **Growth**

Economic shifts, rising food prices, and the lingering effects of global uncertainties collectively worsened food insecurity across the US in 2023. In response, we scaled up our operations, enhancing our capabilities to grow, and source and distribute more food for free.

Incredible Impact

Reaching 1.3M people with the help of 36K volunteers and 2,400 non-profit partners is a record achievement for Midwest Food Bank in 2023. Our food donations have had an impact on the lives of those we serve, extending beyond physical nourishment to positively influence mental and spiritual well-being.

Program Efficiency

99.4%

Stewardship

Impact

\$482M

Free Food & Resources Distributed

Tangible

1.3M

People Served

Distribution Partners

2400

Non-Profit Agencies

Distribution Reach

23+

23 States, 3 Countries

Quick Overview

expanded food sources by securing new and nurturing existing partnerships with food donors

volunteer experience and a meaningful contribution remained our core focus

expanded our reach with 300 new non-profit partners and 2 new remote distribution centers around the nation

new inventory management system was fully adopted by 8 divisions, to support our increased distribution

brand review and exploration helped create opportunities to reach new partners and supporters

Implemented more efficient systems, quicker and more accurate distribution to those in need. We have served a diverse array of individuals and families in more communities than ever. By diversifying our food sources, we secured a consistent and varied supply of nutritious food for free.

All these efforts have been pivotal in fostering stronger connections and garnering increased support for our mission.

Who We Are

Every day there is enough food to feed everyone. But it's not shared equally. Millions go to bed hungry, while food is wasted.

Founder David Kieser often reminisces about his childhood; "My mom would buy too many groceries, I thought, and she would put some of it in this little red wagon; she had me take it over to our neighbors". This simple act of kindness, inspired by God's grace, planted the seeds for something significant.

Fast forward to 2003, and the Kieser family took this spirit of generosity to the next level. They transformed a shed on their farm into a beacon of hope, supplying six local food pantries. What started as a small distribution site in a farm shed quickly evolved into a mission-driven organization dedicated to addressing food insecurity without wasting time, money, or resources.

But that was just the beginning. What started as a family's commitment to giving has blossomed, fueled by the kindness of donors, the tireless efforts of volunteers, and undeniably, the blessings of God.

Celebrating our 20th anniversary this year, Midwest Food Bank has become a global force of good, distributing a staggering \$482 million in food with the help of over 2,400 non-profits.



David Kieser / Founder and President

From our roots in Illinois to branches reaching Arizona, Florida, Georgia, Indiana, Texas, Pennsylvania, New England, East Africa, and Haiti, our focus remains the same: to serve faithfully, waste nothing, and ensure that those in need receive, all without fuss or fanfare. It's a testament to what can happen when we share, care, and dare to make a difference.

"Whoever is kind to the poor lends to the Lord, and he will reward them for what they have done."

- Proverbs 19:17



How We Make an Impact

The urgency for efficient and effective food recovery and distribution is more crucial than ever. Amidst a sea of donation platforms, our approach stands out distinctly. We're not just another organization in the fight against food waste and hunger; we became the largest independent food bank by being pioneers in creating efficient systems that respect time, money, and resources.

Company 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.

Company Vision

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

Company Values



Serving those in need



Working with integrity



Empowering volunteers



Executing through teamwork



Embracing our communities

Leadership Team



Eric Hodel Chief Executive Officer (CEO)



Jada Hoerr Chief Resource Officer (CRO)



Patrick
Burke
Chief Operating
Officer (COO)



Lisa
Martin
Chief Financial
Officer (CFO)

"As iron sharpens iron, so one person sharpens another."

We are blessed to have volunteer National and Advisory Board members, who give their time and skills to help us lead our mission. Over 150 people serve on the National Board & Advisory Boards. All of these board members are volunteers, and their contributions and input provide significant support with clear direction. Our National Board provides governance and oversight for the mission as a whole, while each division is equipped with an Advisory Board that champions the success of the mission within the needs of the community.

National Board Members

DAVID KIESER, PRESIDENT

Founded MFB in 2003 with his brothers

BILL LEMAN, VICE PRESIDENT

Owner and retired CEO of Leman Property Management

DAVE HODEL

Partner in Darnall Concrete

ANN KAFER, SECRETARY/ TREASURER

Retired VP of Human Resources for Growmark

ARTHUR NEAL

Deputy Administrator for Federal Grain Inspection Service, USDA

BRANDON LIPPS

Co-founder of Caprock Strategies and former Deputy Undersecretary for Food, Nutrition, and Consumer Services, USDA

ERIC SHELDAHL

Commercial and residential real estate entrepreneur

JIM GAPINSKI

Owner and President of Heartland Growers

MATT KEES

VP and Group Financial Officer, Caterpillar, Inc.

TRENT SCHOLL

Principal partner at Ledgestone & Associates, LLC.

KELLIE BRAY

Chief of Staff at CropLife America

DENNIS MOTT

Retired business manager from Caterpillar, Inc.

RALPH ENDRESS

Retired owner and CEO of Young America Realty Inc.

Divisional Leadership Team

ARIZONA

Merilee Baptiste, Executive Director
Bryan Armstrong, Divisional Board President

FLORIDA

Karl Steidinger, Executive Director Sal Cucinella, Divisional Board President

GEORGIA

Pat Burke, Executive Director Kim Schnoes, Divisional Board President

ILLINOIS - NORMAL

Aimee Beam, Executive Director Nicki Green, Divisional Board President

ILLINOIS - MORTON

Lisa Martin, Executive Director Mike Stratton, Divisional Board President

ILLINOIS - PEORIA

Christa Staley, Executive Director

Dave Templin, Divisional Board President

INDIANA

Marcie Luhigo, Executive Director Jim Gapinski, Divisional Board President

NEW ENGLAND

Jan Young, Executive Director Brent Walder, Divisional Board President

PENNSYLVANIA

Kathy Anderson-Martin, Executive Director Aleta Serrano, Divisional Board President

TEXAS

Gareth Keown, Executive Director Dallas Addison, Divisional Board President

EAST AFRICA

Christine Mutsoli, Executive Director Jennifer Armstrong, Divisional Board President

HAITI

Jerry Koehl, Divisional Board President

Financial Report

OVERVIEW

This report showcases how resources are strategically utilized to alleviate hunger and malnutrition, reflecting the organization's dedication to the love of Christ and service to the community. It's a testament to how every contribution, be it time, talent, or treasure, is a step towards alleviating suffering and fostering a better world.

99.4%

Program Efficiency

We focus on maximizing the impact by spending less than 0.6% of every dollar on administration.

\$482M

Free Food Distributed

All the food and donations received are gifted away for free to those in need of real help.

2,400

Non-Profit Partners

We team up with other non-profits to extend our reach and serve more areas in our communities. "You all at Midwest Food Bank are truly doing God's work on earth. Thank you for using my small gifts in such a way as to better the lives of so many more in the community!"

Tim B. /donor



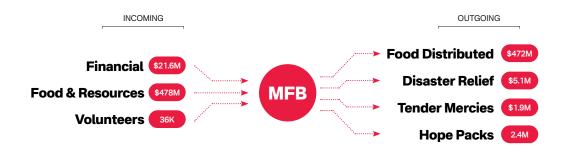
Sustainable growth is all about serving those in need with excellence, but being able to do it for the long run.

Charity Navigator



Charity Navigator, a premier independent charity evaluator, has awarded **four out of four stars** to Midwest Food Bank since 2011. Only 3% of nonprofits have achieved ten consecutive years of Four Star Charity status. The charities on the list are rated for "Charitable Commitment" based on how much of their total expense went to the purpose. Our rating is 100 out of 100. Operational efficiency was maintained, with 0.6% of expenses allocated to Management, General, and Fundraising.

REVENUE CONVERSION MODEL



Revenue Sources

Revenue Source	2021	2022	2023
Donated food, vehicles, equipment, and services	\$434,800,000	\$417,300,000	\$478,200,000
General public contributions and grants	\$14,600,000	\$15,700,000	\$18,600,000
Special Events	\$600,000	\$1,400,000	\$1,600,000
Miscellaneous income	\$800,000	NA	\$1,400,000
	\$450,800,000	\$434,400,000	\$ 499,800,000

Expenses			
Program services	\$441,700,000	\$428,700,000	\$495,200,000
Management and general	\$1,400,000	\$1,600,000	\$1,500,000
Fundraising	\$1,000,000	\$1,200,000	\$1,600,000
<1% Management, general, and fundraising	0.54%	0.65%	0.64%
	\$444,100,000	\$431,500,000	\$498,300,000

	\$65,500,000	\$68,300,000	\$70,000,000
Cash, buildings (net of debt), equipment, other	\$27,900,000	\$28,100,000	\$28,700,000
Food Inventory	\$37,600,000	\$40,200,000	\$41,300,000
Net Assets			

^{*}Numbers above for 2021 and 2022 are from Midwest Food Bank's audited statements. Financials, represented for 2023 numbers are year-end summaries. The Midwest Food Bank audited statements for 2023 will be finalized and available May 30, 2024.

Financial Report

FUNDRAISING EVENTS



Events

23

Each division runs multiple fundraising events through the entire year



Through the unity of our community, we've turned compassion into action, raising a remarkable **§1.6M** for fighting hunger, reflecting our collective commitment to making a difference.

Money Raised

\$1.6M

Events provide essential financial help and foster community partnerships



This year, we hosted several fundraising events, making a substantial impact in the fight against hunger. Among them were the Arizona Golf Classic, "Harvest of Blessings" dinner in Georgia, and the "Peanut Butter Pickleball Tournament," all raising significant funds and donations. In Texas, our dinner event broke fundraising records, while in Florida, our "Shoot Down Hunger" and "Winter Harvest" events combined fun with philanthropy, raising both awareness and funds.

"The generous will themselves be blessed, for they share their food with the poor."

- Proverbs 22:9

GRANT WRITING

Grant writing is vital for non-profit organizations as it serves multiple critical functions. It provides essential financial sustainability by securing grants for program funding and expansion, enhancing the organization's credibility and impact, fostering partnerships and networking opportunities, promoting capacity building and adaptability, and diversifying funding sources.



Successful grant writing helps us to establish long-term sustainability and supports our mission-driven initiatives.

- 55% Government Grants
- 28% Private & Community Foundations
- 17% Corporate Foundations

"A problem well-stated is a problem half-solved."





132 Grants Won

Successful grant writing helps us to establish long-term sustainability



\$3.3M

Provided

Grants help us to improve our facilities, finance new trucks, create better experiences



50%

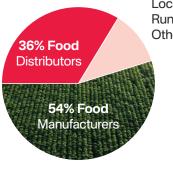
Win Rate

Higher than the industry rate average of 10-30%, defined by Grant Professional Association

Financial Report

SOURCING FOOD





10% OtherLocal Grocery
Runs, Food Drives,
Other Donations

In 2023, we significantly expanded our food-sourcing efforts, welcoming over 40 new partnerships to reach nearly 600 brands fighting against hunger.

These partnerships have not only diversified our food sources but have also brought in exciting products, including Del Monte Foods canned goods and fresh produce via The Farmlink Project. Our commitment to building relationships and exploring new food-sourcing avenues continues to drive our mission forward, making a meaningful difference in the communities we serve.

/ The Farmlink Project food and beverage, NE

Our new partnership with The Farmlink Project will help us to connect with farmers in the agricultural industries. Their mission aligns deeply with our values, emphasizing the urgent need for a world where no one goes to bed hungry.





/ Green Rabbit cold chain logistics, IN

Green Rabbit's commitment to delivering fresh, temperature-sensitive foods quickly and reliably has made them the go-to provider for the largest food retailers in the nation. Our new partnership plays a vital role in reducing food waste and hunger.

/ PepsiCo beverage and food, AZ

We are proud to announce the expansion of our partnership with PepsiCo to our Arizona division. This development has propelled us past the 17.2 million pounds of food donation mark from PepsiCo in 2023. A vital collaboration in our efforts to address food insecurity and waste.





/ Danone #1 global dairy product provider

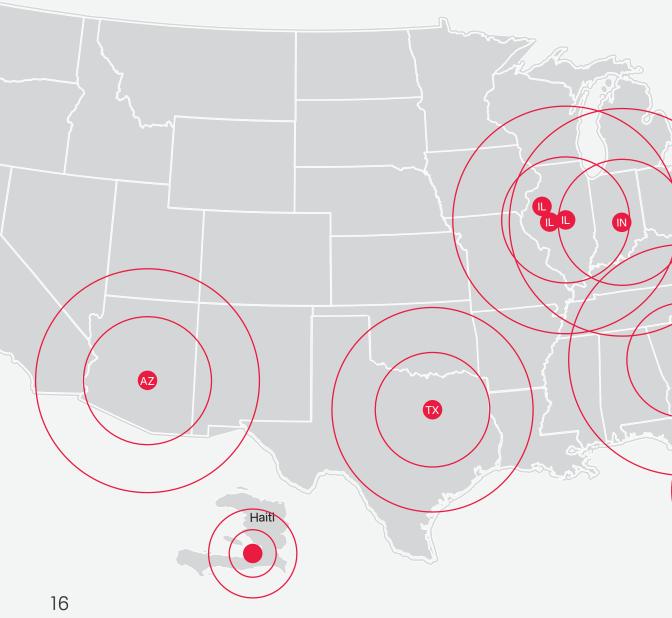
Danone provided over 7.3 million pounds of food in 2023. This size of a donation helps us increase the availability of nutritious options, tilting the balance toward a healthier, more nutritious food landscape, reflecting their dedication to public health and nutrition.



SERVING THE MOST FOOD INSECURE AREAS

Midwest Food Bank's commitment to addressing food insecurity extends across some of the most vulnerable areas in the United States. With our strategic network of 12 locations and over 15 distribution sites, our broad reach is focused on serving communities where

the need is the greatest. This expansive footprint allows us to deliver on our promise of making food free and accessible, directed towards areas with the highest levels of food insecurity, and targeting efforts where they can have the most significant impact.





Gilbert, AZ

Established in 2016 Serving over 260 non-profit agencies

Fort Myers, FL

Established in 2014 Serving over 216 non-profit agencies

Peachtree City, GA

Established in 2011 Serving over 228 non-profit agencies

Normal, IL

Established in 2003 Serving over 467 non-profit agencies

Morton, IL

Established in 2012 Disaster Relief and Tender Mercies HQ

Peoria, IL

Established in 2007 Serving over 342 non-profit agencies

Indianapolis, IN

Established in 2008 Serving over 293 non-profit agencies

Manchester, CT

Established in 2020 Serving over 146 non-profit agencies

Middletown, PA

Established in 2020 Serving over 208 non-profit agencies.

Haltom City, TX

Established in 2018 Serving over 101 non-profit agencies

Kenya, EAST AFRICA

Established in 2016 Serving over 58 non-profit agencies

Haiti

Established in 2017 Serving 2 non-profit agencies

Our Promise

MFB DIFFERENTIATORS



Easy to Partner With

Midwest Food Bank streamlines collaboration with other nonprofits, ensuring a supportive, smooth, and efficient partnership in food distribution.

Faithful Service

We are dedicated to share the love of Christ through our actions, aim to feed the soul, and foster a deep connection with our community through service.

High Program Efficiency

Midwest Food Bank operates on an effective model designed for high impact, ensuring that the donations go directly to benefit those in need.

Food is Free & Within Reach

Leveraging a robust network of over 2,400 nonprofit partners, we ensure that essential food assistance is readily available to our extended communities at no cost.

Meaningful Volunteering

Our diverse volunteers engage in a variety of roles, directly impacting the lives of those we serve, making every minute spent with us both meaningful and rewarding.

Transparency & Accountability

Midwest Food Bank operates with the highest standards for honesty and integrity, prioritizing transparency and accountability. We ensure our supporters are well-informed and confident in the effectiveness of our mission.



Together we are building a world less hungry

CORE PROGRAMS

Fighting food insecurity is a collaborative effort. We place great value on maintaining positive relationships with nonprofit partners. MFB provided food, **free of charge**, to more than 2,400 agencies that are actively engaged in fighting food insecurity locally.

At a cost to Midwest Food Bank of only 25¢ per serving, Tender Mercies* provides wholesome, high-quality nutrition. Designed by dietitians, it is a mighty ally in the fight against food insecurity. A savory blend of rice and beans is the foundation of our recipe.











Part of the Midwest Food Bank mission is providing Disaster Relief, where victims of tornadoes, flooding, and hurricanes receive family food boxes packed by volunteers. In 2023, MFB sent more than 360,000 in relief meals across the US.



More than 11,000 Hope Packs were distributed in 2023. 1 in 10 children in the US is living in a food-insecure household. Our program provides at-risk children with supplemental weekend food. Without proper nutrition, students display signs of adverse physical health, poor emotional wellbeing, and academic setbacks.

Milestones & Recognitions

/ 20 year anniversary

Midwest Food Bank celebrated 20 years of "Sharing the Blessings" in 2023. Since its inception in 2003 with the first food distribution, our organization has grown exponentially, reaching more people in need while staying true to our humble beginnings. We honored our journey with themed graphics, event agendas, and shared memories, commemorating the milestones achieved together.

/ new inventory system tested and implemented

Our team reviewed 15 systems before selecting Primarius, a system specifically tailored for food banks to help save money, provide more accurate reporting, and speed up the process. Eight out of ten divisions have already implemented it.

/ branding research and reviews

As MFB keeps expanding, we have faced questions about our regionally specific name and branding. With a desire to build brand recognition and sustainable funding more quickly in new locations, we set out to understand perceptions of the MFB brand. MFB engaged Caprock Strategies to help the organization gain a general understanding of its perception in the marketplace and set future goals.

/ CEO testified at congressional hearing

CEO Eric Hodel, testified before the Congressional Committee on Agriculture, emphasizing the organization's mission to combat food insecurity across America.

The testimony praised volunteers and the innovative ideas incorporated within MFB to serve small to large nonprofits, all without discrimination. He advocated for equitable policies to support independent food banks and called for collaboration.

/ largest food bank in the nation

In a recent review of the Top 300 Food Banks, Midwest Food Bank emerged as the nation's largest food bank. The report highlights the challenges, including managing high public expectations, addressing the increased need for food assistance, and highlighting a rise in disasters and food insecurity.

FOOD RECIPIENTS

Behind the scenes, there's an unseen ripple effect of our actions, touching lives in ways we might never witness. Yet, every day, we're inspired by the few uplifting tales of those we serve. These testimonials stand as proof of the positive impact of our efforts. From renewed hope to brighter futures, the stories overflow with optimism and success.

"True impact is measured not by the words we say, but by the footsteps we leave behind."

- Jada Hoerr / MFB

/ story of James, a former MFB food recipient, GA

"...From an endless loop of hunger, unemployment and homelessness" with the help of MFB and partners, James was able to find a job in a kitchen, a place to stay, and was reunited with his family.



RXBAR

/ Susie V. and Family, MFB food recipient, AZ

"My heart is blessed to see how the Lord uses so many different servants to bless his people. Thank you, Laurel, for being a blessing to our Navajo Nation in Window Rock."

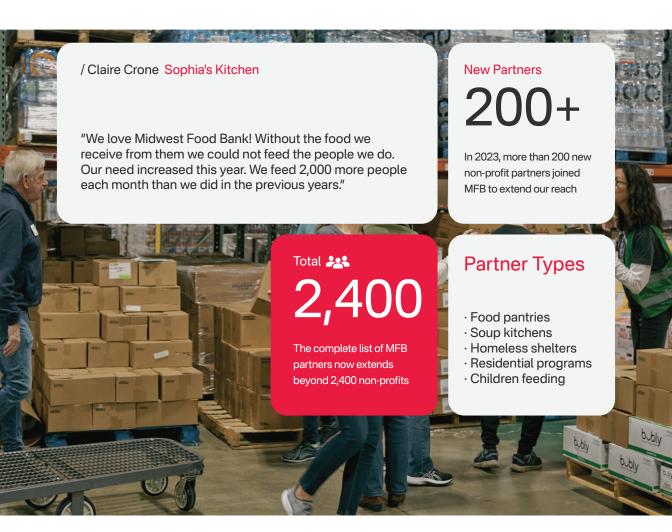
/ kids from the slum - Little Rock Inclusive ICD Centre, Africa

Little Rock is in Kibera, the largest slum in Kenya. They educate children from 3 years to fourth grade. It's called inclusive because they include children who have disabilities. Our donations allow the children to have nutritious meals every day.



Milestones & Recognitions

NON-PROFIT PARTNERS



In 2023, we welcomed over 200 new partners, highlighting the ease of collaborating with us to meet the growing need for food support. Our sign-up and partnership process is straightforward and designed to swiftly align our efforts

with organizations such as food pantries, soup kitchens, and shelters. We ensure the organized and efficient distribution of food, making it simple for our partners to get the resources to where they are needed most.

"Whatever you do, work heartily, as for the Lord and not for men."

- Colossians 3:23

EMPLOYEES

Our organization is powered by an extraordinary core of 59 employees. Each member of our team was carefully chosen not just for being the best at what they do, but also for their values that align with MFB's vision. With a small team, each

person's contribution is crucial. We ensure that everyone excels in their role and collaborates effectively towards our common goal. This careful selection process is vital for our team's efficiency and capability.



/ Michelle Hatfield Operations Manager, IL

"I am so excited to be a part of the welcoming and inviting environment at MFB," says Michelle. "And I love helping and supporting our local nonprofit partners."

/ Corey Barrette Community Relations & Volunteer Manager, NE

"MFB's mission to alleviate food insecurity and show the love of Christ has attracted incredible staff and volunteers to this place. I am deeply grateful for the chance to work alongside dedicated, generous people."



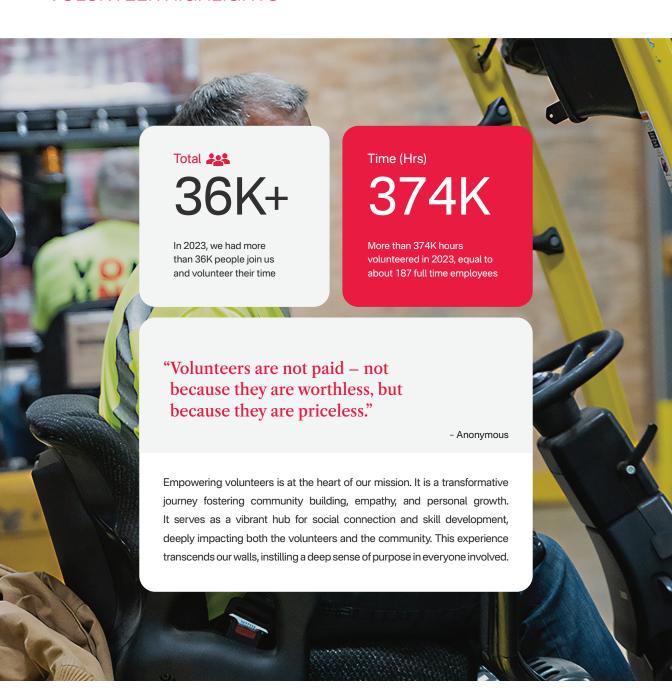


// Janice Reinke Agency Coordinator, PA

"I love the fact that MFB is a faith-based organization. I grew up in a Christian family where faith was very important, and I am fortunate to be at a place now where we can spread God's love to others."

Milestones & Recognitions

VOLUNTEER HIGHLIGHTS



// Cynthia volunteer serving lunch, GA

"There is a great group of volunteers here, and MFB has something for anyone who wants to spend a little or a lot of time helping out."



Bank International

// / Shirley volunteer, TX

"Food outreach has been a passion of mine for years," says Shirley. "How sweet of God to place me in the middle of my passion among a most delightful 'family.' God heard my cry and gave me a place of belonging where I can serve Jesus."

99 / Kenny and Suzie P. volunteers, Peoria IL

Kenny and Suzie P. wanted to stay active in their retirement. Fortunately, the couple includes volunteering as part of their active lifestyle. "Suzie is a source of joy to our nonprofit partners", says Carrie D. volunteer coordinator.





/ Rick volunteer, New England, CT

"No one stops for a break until the work is done. This spirit and work ethic told me, 'These are my people,' and these are people who want to be productive with the time they have to serve."

Noteworthy in 2023

MISSION IN ACTION



First Blessing Blitz

/ 24 hours 600 volunteers

Blessing Blitz emerged from a vision by Executive Director, Aimee Beam, who saw the overwhelming desire within our community to volunteer and make a difference as the year came to a close. Aimee orchestrated a series of meaningful projects designed to harness this incredible volunteer energy effectively.

Over 600 individuals gathered at our Normal, Illinois facility for a marathon of volunteer service. People engaged in 24 projects over nearly 24 hours, dedicating their time to repackage, sort, and label thousands of pounds of food. This effort significantly impacted the lives of those in need during the holiday season.



NYC Mission / 24 hours 600 volunteers

In partnership with Spread Truth Ministries, Midwest Food Bank Bloomington has been supporting missions in New York City, particularly in the Bronx, by distributing food and sharing the gospel. Several times a year, a different group of volunteers travels to New York City. During a typical trip, volunteers distribute food and spend time praying with and sharing the gospel with residents.



Fundraising Milestones

/ Texas and New England events

Two divisions held their first-ever fundraising events, making a significant step forward, highlighting our commitment to making a difference in our communities. These events not only help to distribute more than \$5M in free food in Texas and New England, but also fosters unity and sets a precedent for future charitable endeavors. This moment in our corporate history shows our dedication to having a lasting, positive impact.



Vision Trip

/ East Africa

Our Vision Trip to Africa was a profound journey, designed to immerse us into the realities of need and the significant impact of our work. Through the distribution of Tender Mercies meals and partnerships with local institutions, we are making sustainable strides in improving nutrition and health.

Expanding our Reach

/ new remote distribution centers

Our Georgia division successfully extended our reach without building new and expensive warehouses. They opened two new distribution centers, Mt. Juliet, TN, and Wetumpka, AL. Partnering with volunteers in these regions, allowing us to reach more communities.

The Future

SUSTAINABLE GROWTH



Talent Development / culture of continuous learning

For the upcoming year, we aim to enhance our focus on developing our people, fostering a culture of continuous learning, collaboration, and innovation to significantly elevate our mission's impact and reach.

Innovation Through Volunteers

/ empowerment

We are looking forward to leveraging the unique skills, perspectives, and creative ideas of our volunteers to drive new and improved solutions within the organization. We want to utilize these diverse backgrounds and experiences to foster creativity, implement novel strategies, and solve problems in innovative ways.

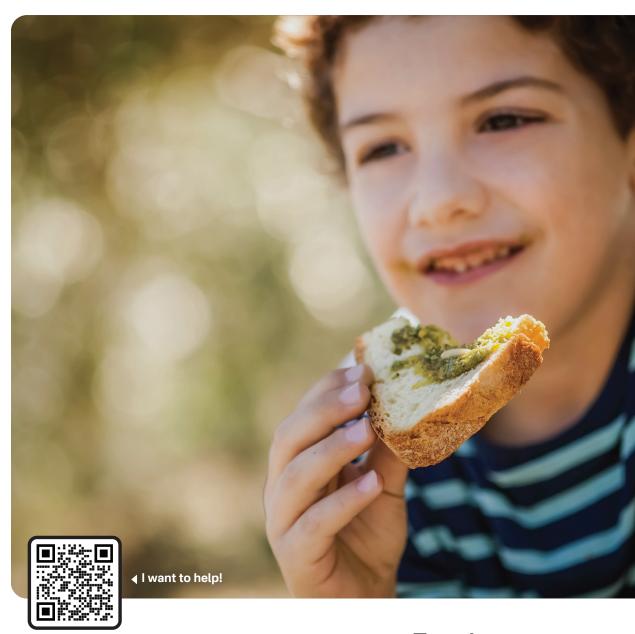




\$500M in Food for Free

/ distribution

Our vision is to distribute \$500 million in food at no cost, building on our record-setting achievements. With our dedicated volunteers and nonprofit partners, we're committed to tackling food insecurity and meeting the growing needs of communities nationwide, despite rising challenges and expectations.



You have the opportunity to change lives, including your own. Hunger is a harsh reality for millions, and we have the power to alleviate it. **Are you in?**

Together we are building a world less hungry

