



Manna Works

Uplifting News About A Caring Community

Summer 2023

Dear friends,

From its inception over 41 years ago, Manna on Main Street's vision has been "that everyone might be fed." Our 10-year Campaign launched in May 2022 – "A North Penn Where No One Is Hungry" – now defines how our vision is to be fulfilled. This is within reach because of the capacity built from visionary leadership, dedicated employees and, most essentially, the support of this community, which has always with great generosity provided the time, funds and food to make Manna's work possible.

Our 10-year Campaign will provide the framework for three, 3-year strategic plans. Our 2022-2025 Strategic Plan's work is underway, and we are excited to announce that a major objective of this strategic plan is set to be accomplished: the development of an online ordering and delivery center.

A property for sale in Lansdale was identified for the creation of **Manna's Online Market Hub**. A \$250,000 state grant secured by State Senator Maria Collett provides key funding for this purchase, and a mortgage with favorable terms has been negotiated. Donations and a low-interest loan from a regional foundation will make possible the necessary renovations.

Designed by a local architect, the plans provide space for fulfilling online Market orders of groceries, a reception area with kiosks for walk-in orders, and parking for picking up orders. Online orders will be delivered to senior residential centers and two colleges we serve, and in time we will add home delivery to households that are unable to access Manna's Market or the Hub.

The opening of the Hub in spring 2024 will also allow Manna's Market to extend its onsite shopping hours, something not currently possible because of the time and space needed for online orders, and will "enhance and diversify the way Manna provides emergency food", one of the major goals of our Strategic Plan.

With deep gratitude for your support,

Suzan

Suzan Neiger Gould
Executive Director



Manna staff Sheldon C. Good, Suzan Neiger Gould, Jim Lynch and Susan O'Neil at a property for sale in Lansdale that was identified for the creation of Manna's Online Market Hub.

12-MONTH PROGRAM IMPACT June 1, 2022 – May 31, 2023



MANNA'S KITCHEN

- 87,569 to-go meals served
- 6,121 sit-down meals served



MANNA'S MARKET

- 456,686 pounds of groceries distributed
- 11,908 Market visits
- 1,525 households received groceries, benefitting 4,210 people



EMERGENCY FINANCIAL ASSISTANCE

- \$39,000 of Manna funds stewarded to assist 122 households
- \$4,273,899 of federal funds distributed to assist 1,337 households



MANNA'S COMMON GROUNDS TRAINING PROGRAM

- 21 program participants
- 19 graduates, with 14 employed at the time of graduation



GIVE NOW!

Scan this QR code
or use the Remittance
Envelope.

Manna on Main Street is committed to ending hunger in the North Penn region by providing food, fulfilling social service and education needs, and conducting community outreach. Through a food pantry and soup kitchen, emergency financial aid, counseling and referrals, and education opportunities, we serve those in need with the hope "that everyone might be fed."

606 E Main Street, Suite 1001 | Lansdale, PA 19446 | 215.855.5454 | manna@mannaonmain.org



2022-2025 STRATEGIC PLAN

1



Food that is accessible, healthy, culturally appropriate and supportive of dietary needs of all people in need.

GOAL A: Develop a plan to overcome cultural barriers by conducting community outreach for the purpose of expanding food distribution.

Objective 1: Gather additional data to identify the diverse populations in North Penn and who we serve and who we are not serving.

Objective 2: Improve food programs to reach diverse communities with prioritization for populations with high needs/low utilization.

Objective 3: Identify outcomes that measure the impact of Manna programs on community food security.



2



Food delivery systems that are immediately responsive to households with emergency food needs.

GOAL A: Enhance and diversify the ways Manna provides emergency food.

Objective 1: Analyze access barriers of Manna clients and those we are not yet serving.

Objective 2: Address identified barriers to access.

Objective 3: Develop an Online Ordering and Delivery Center.

3



Workforce development training, financial assistance and wraparound services that improve food security.

GOAL A: Recruit more participants for Common Grounds Training Program.

Objective 1: Identify specified populations for recruitment efforts.

Objective 2: Make the program more attractive and accessible to the specified populations.

GOAL B: Determine the viability of Manna's Emergency Financial Assistance Program.

Objective 1: Determine whether or not the program aligns with Manna's mission.

4



A diverse, equitable, inclusive organization that increases access, dignity and community.

GOAL A: Increase representation of diverse communities within Manna's staff, volunteers and board membership.

Objective 1: Use data gained from research conducted in Component 1, Goal A, Objective 1 to inform how to best diversify staff, volunteers and board members.

GOAL B: Create a more inclusive organizational culture for Manna staff, clients and volunteers.

Objective 1: Restructure board and staff DEI committees into one DEI committee that develops a 3-year DEI plan.

Objective 2: Expand and institutionalize DEI training to all staff, board members and volunteers to build awareness and connection to mission.

Objective 3: Create a procedure for staff, clients and volunteers to provide confidential feedback related to DEI concerns they personally experience or observe.



GOALS AND OBJECTIVES

5



A strong, sustainable organization that cultivates collaboration among all stakeholders and partners.

GOAL A: Strengthen and establish community partnerships that help Manna reach more households.

Objective 1: Develop a plan with ACLAMO to maximize the effectiveness of our partnership.

Objective 2: Develop a plan with North Penn School District to maximize the effectiveness of our partnership.

Objective 3: Determine and develop additional strategic partnerships that increase households served by Manna.

GOAL B: Expand human resources functioning within the Manna organizational structure.

Objective 1: Develop professional training and mentorship opportunities for staff and volunteers.

Objective 2: Create a human resources position to address recruitment, hiring and onboarding.

GOAL C: Enhance internal capacity to address current and future organizational needs.

Objective 1: Review current staffing structure for effectiveness and efficiency.

Objective 2: Develop succession plans for specific top leadership positions.



10-YEAR CAMPAIGN: 2021-2031
A North Penn Where No One Is Hungry

10-year Campaign: A NORTH PENN WHERE NO ONE IS HUNGRY



Food that is accessible, healthy, culturally appropriate and supportive of dietary requirements of all people in need.



Food delivery systems that are immediately responsive to households with emergency food needs.



A strong, sustainable organization that cultivates collaboration among all stakeholders and partners.

Workforce development training, financial assistance and wraparound services that improve food security.

BUILDING THE FOUNDATION:

A diverse, equitable, inclusive organization that increases access, dignity and community.

Thank You to Our 12th Annual Race to End Hunger Sponsors



Bringing More to the Table.



Common Grounds Café and Catering Grow

In June, Manna's Common Grounds Café celebrated its first birthday since reopening post-pandemic! That's one year of lattes, homemade scones, hand-crafted sandwiches and salads, quiche, smoothies and more. One year ago, we opened with a limited breakfast menu of baked goods and espresso drinks. Today, we offer a full lunch menu as well.

Common Grounds Catering has also returned, and provides options such as continental breakfast, sandwich platters, lunch boxes, mini scone trays and more. Delivery or pick-up is available. With catering, you can get the same amazing homemade foods that you get in the café at your home or office event. Manna's Common Grounds Training Program participants mix, bake, prep, cut and package all orders in the café

and catering, whose revenue supports the training program.

If you're wondering how effective the Common Grounds Training Program is, look around Manna: Rob Staab, who was just hired as Café Assistant Manager, is now one of three graduates working at Manna on Main Street. Rob graduated from Cohort 32 in May and is working with Café Manager Nick Heishman to expand café and catering offerings. Common Grounds graduates Jennifer Seiders and Brandon Ash are also full-time Manna employees.

Scan this QR code, or go to mannaonmain.org/catering, to access the Common Grounds Catering menu and inquiry form.



(Top) Common Grounds Training Program Cohort 33



(Left) Rob and Nick in Common Grounds Café

Diversity, Equity and Inclusion Trainings Offered

Manna's 2022-2025 Strategic Plan (see pages 2-3) includes the goal to "create a more inclusive organizational culture for Manna staff, clients and volunteers." This goal includes three objectives, with one of the objectives being to "expand and institutionalize diversity, equity and inclusion training to all staff, board members and volunteers to build awareness and connection to mission."

Manna has made notable progress with this objective in recent months by providing trainings to all staff and select volunteers on the following topics: Implicit Bias, Racial Wealth Gap, Trauma-informed Care, and De-escalation and Transactional Analysis. Most recently, on June 23, all Manna staff participated in a training led by DNG Consulting, who also led Manna's strategic planning process throughout 2022. This latest training helped staff go deeper in their understanding of implicit biases and how to be inclusive in addressing challenging situations that arise in the workplace.

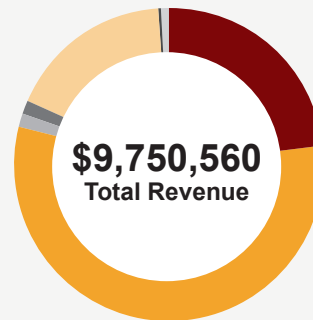
In addition to these trainings, Manna is working on updating its volunteer orientation and onboarding processes and materials. These updates will be implemented later in 2023.



Manna's staff at the all-staff training June 23.

Manna Fiscal Year 2021-2022 Revenue and Expenses

Manna is proud of our fiscal stewardship, and is grateful for the incredible generosity this community shows Manna, as evinced through contributions. Here is a breakdown of our revenue and expenses from October 1, 2021 to September 30, 2022 (FY 2021-2022).

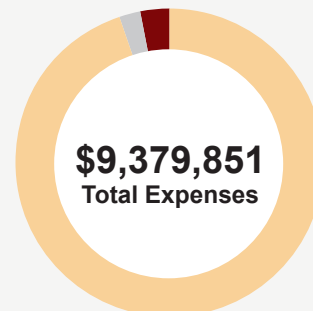


REVENUE

- Contributions: **\$2,325,644**
- Government Funding: **\$5,470,233***
- Program Services, net of expenses: **\$153,377****
- Special Events, net of expenses: **\$127,983**
- Contributed Non-financial Assets: **\$1,651,668**
- Interest Income: **\$6,169**
- Miscellaneous: **\$15,486**

*In terms of the \$5,470,233 in Government Funding, \$5,449,528 were pass-through funds that Manna distributed as part of Your Way Home – Montgomery County's Emergency Rent and Utility Coalition Program (ERUC Program) that ultimately do not contribute to Manna's net income. The remaining \$20,705 in Government Funding was revenue that was realized through Manna's participation in Pennsylvania's SNAP 50/50 Program.

**Program Services gross revenue totaled \$666,080, including \$610,137 combined gross revenue from Manna's contract meals and café. Minus expenses, the net revenue of Program Services is \$153,377.



EXPENSES

- Program Services: \$8,904,589 (95%)
- Administrative: \$191,867 (2%)
- Fundraising: \$283,395 (3%)



WHAT IS NEEDED

In addition to financial donations, Manna is always in need of donations of food and other essential household items. To see our list of what we need most, scan this QR code:



Thank You to Our Grant Funders!

- Bank of America Charitable Foundation
- Capital One
- Connelly Foundation
- DFA Cares Foundation
- Dolfinger-McMahon Foundation
- Dow Company Foundation
- Emergency Food and Shelter Program
- Enterprise Holdings Foundation
- Rbiii Foundation
- Genuardi Family Foundation
- The Grandom Institution
- HealthSpark Foundation
- Holman Enterprises
- Independence Foundation
- Leo and Peggy Pierce Family Foundation
- Lindback Foundation
- Merck Foundation
- The Montgomery County Foundation
- Penn Community Bank Foundation
- SEI Cares Fund
- Starbucks Foundation
- TD Charitable Foundation
- The Philadelphia Foundation
- TJX Foundation
- Triumph Group, Inc.
- United Way of Greater Philadelphia and Southern New Jersey
- Univest Financial
- VNA Foundation of Greater North Penn
- W.W. Smith Charitable Trust
- Walmart Foundation
- Wawa Foundation
- Windmill Foundation