

Manna Works

Uplifting News About A Caring Community

Summer 2025

Dear friends of Manna,

At Manna, staff, volunteers, donors, Common Grounds trainees and clients all mingle freely, peacefully and with energetic purpose. We say hello to everyone we pass and, when time allows, inquire how they are. It is truly a microcosm of our wonderfully diverse North Penn community. We are united in our regard for each other, in our respect for the diversity that we represent, and in our desire to be served or serve with equity. This spirit has been a defining feature since our founding in 1981. It is what propels Manna forward, always seeking to better serve our community and to reach all who need our services.

The goal of Manna's 10-year Campaign, running from 2021 to 2031, is A North Penn Where No One is Hungry, and its foundation is a "diverse, equitable, inclusive organization that increases access, dignity and community." **This is not just a campaign promise; it is a firm pledge to the community.** Since June of 2024, we have seen an 11% increase in household Market visits, a 9% increase in to-go meals distributed and a 28% increase in sit-down meals served. We have met the increased need in the past 12 months, but now we are preparing for more federal funding cuts to food pantries and the increased need client households facing cuts to their SNAP benefits (also known as "food stamps") will experience.

While Manna and food pantries around the country can never fully replace the need that results from federal funding cuts and SNAP cuts, Manna will work strategically and diligently to meet the local need. **Your ongoing support and gifts of food, time and money will be absolutely critical to serving our neighbors in the months ahead. Thank you for standing with Manna in this challenging time.**

With gratitude,

Suzan

Suzan Neiger Gould
Executive Director



Executive Director Suzan Neiger Gould (yellow shirt) and Manna's Board of Directors in the lobby of Manna's Online Market Hub.

12-MONTH GROWTH AND IMPACT OF MANNA'S FOOD PROGRAMS

July 1, 2024 – June 30, 2025
vs. July 1, 2023 – June 30, 2024



MANNA'S KITCHEN

To-Go Meals Provided
Increased 9%

- This year: 148,454
- Last year: 136,689

Sit-down Meals Provided
Increased 28%

- This year: 9,838
- Last year: 7,672



MANNA'S MARKET AND MANNA'S ONLINE MARKET HUB

Pounds of Groceries Distributed
Increased 10%

- This year: 658,980
- Last year: 594,119

Market Visits Increased 11%

- This year: 16,227
- Last year: 14,673

People Served Increased 12%

- This year: 1,943 households comprised of 5,610 people
- Last year: 1,806 households comprised of 4,991 people



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



Manna's Online Market Hub Approaches 1-year Anniversary

Manna's Online Market Hub (the Hub) opened in September 2024, and as we approach its one-year anniversary, the Hub's impact in the greater North Penn community continues to grow.

Located at 10 North Cannon Avenue, in the heart of Lansdale, the Hub is an innovative project that dramatically expands Manna's provision of online ordering and delivery of groceries. It allows Manna to serve more people and be more immediately responsive to people's food needs in a welcoming, dignified environment.

The Hub is a major component of Manna's 2022-2025 Strategic Plan, which is part of Manna's 10-year Campaign: A North Penn Where No One Is Hungry.

As a multipurpose facility, the Hub is the central receiving and storage site for all food donations, and it's where staff and volunteers put together online orders of groceries placed by clients.

Online ordering existed for many years at Manna's North Penn Commons facility, but ordering and pickup times were relatively limited there. With the Hub, clients can now place orders online 24/7, order up to 3 days in advance, and choose from a wide range of pickup times. Many clients have shared how the Hub provides easier access to an even wider variety of foods than before.

Each morning, Manna staff and volunteers at the Hub assemble online orders – usually 20-40 per day. Orders include fresh fruits and vegetables, meat, dairy, eggs, non-perishable foods, cleaning supplies, hygiene products, pet food and more.

Most clients pick up their online orders "curbside". They use one of the six designated parking spots, including a handicap spot. After calling us by phone, a Manna volunteer brings out their groceries, places the bags in their vehicle, and they don't even need to get out.

Twice a week, the Hub delivers online orders directly to seniors who live in several area affordable apartment buildings. Once per week, the Hub delivers online orders to students at Gwynedd Mercy University and Montgomery County Community College.

Manna staff are developing plans to continue to increase access to food, which will be implemented in the coming months:

- Expand in-person grocery shopping hours at Manna's Market in North Penn Commons.
- Scale our delivery of groceries from Manna's Online Market Hub directly to homes in the greater North Penn region.

As of late summer 2024, before Manna's Online Market Hub opened, Manna was distributing about 50,000 pounds of groceries monthly via in-person shopping and online ordering. Since October 2024, with the added capacity the Hub provides, we've been averaging around 60,000 pounds.



First client to pick up an online order at Manna's Online Market Hub



During the day, community members can walk in to the Hub's beautiful, welcoming, ADA-accessible lobby. Staff can assist them with signing up to shop with us, help them place an online order, and connect them to other Manna services and local resources if needed.

Families in the North Penn region speak over 80 known languages, and the Hub has translation technology that allows us to communicate in nearly any language. Manna has translated every food item offered online into seven different languages, allowing clients to navigate our inventory and select items in their preferred language.

Food comes in and out of the Hub all day long. Donors drop off food donations at the Hub, while Manna staff drivers bring in food donations that they collect daily from multiple area grocery stores. Staff and volunteers weigh, sort, box and label the donations – lifting up to several thousand pounds of food every day.

Food not used in online orders gets transported from the Hub to Manna's North Penn Commons facility by numerous daily trips that Manna staff drivers make up and down Main Street. That food is used in the 400-500 meals we provide every day through a combination of to-go meals and sit-down meals in Manna's Kitchen, and also to stock our shelves in Manna's Market, where clients can shop for groceries in person.

Since opening the Hub in September 2024, Manna has grown from fulfilling 500 online orders per month to 700 currently – that's a 40% increase!

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North Penn School District
Souper Bowl donation



Grand Opening of Manna's Online
Market Hub

Growth in Manna's Meal Programs Since 2011

Manna's Kitchen has seen more dramatic growth than any other part of Manna in recent years. As evidenced in the graph below, we are now distributing FOUR TIMES more meals than we were in 2019, before the COVID-19 pandemic. In spring 2020, as a response to COVID health and safety concerns, Manna created to-go meals, which we continue to serve today, in addition to our traditional sit-down meals, which were paused from 2020 to 2022. The chart below shows to-go meals and sit-down meals served combined. Manna survey data suggests we provide meals for 300-400 people daily. All meals in Manna's Kitchen are available to anyone in need, "no questions asked."



Federal Policy Changes will have Local Impact

In early July, Congress passed a reconciliation bill that is expected to have significant impacts on the people we serve.

The bill cut billions of dollars in federal funding from the SNAP program (Supplemental Nutrition Assistance Program, also known as "food stamps"). In Pennsylvania, 2 million people rely on SNAP to pay for groceries. Research shows SNAP helps children grow up healthier, stay in school longer and earn more income as adults. Pennsylvania will need to find an estimated \$800 million to offset costs that will now be shifted to the states. Currently, Governor Shapiro's position is that these funds do not exist.

SNAP is critical to reducing hunger. For every 9 meals that SNAP provides, the charitable food system – which includes nonprofits like Manna – provides one meal.

Who are the Pennsylvanians who receive SNAP benefits?

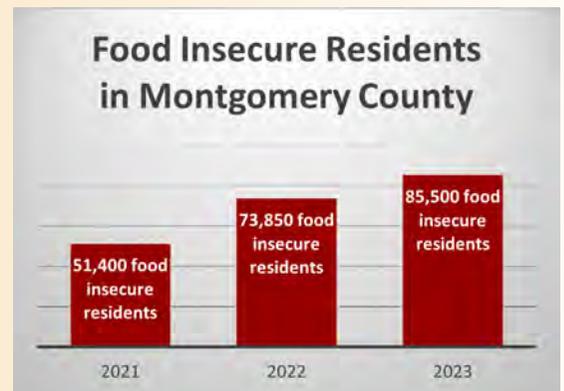


SNAP not only provides essential nutrition to families and seniors, it also is an economic engine, especially in agricultural states like Pennsylvania. Every \$1 in SNAP benefits generates up to \$1.80 in local economic activity during an economic downturn, helping area farmers and grocery stores.

Through SNAP rule changes included in the reconciliation bill, it is also expected that:

- Approximately 144,000 Pennsylvanians will lose SNAP benefits;
- Nearly 50,000 farm families and 10,000 grocers and food retailers will be impacted by lost economic activity.

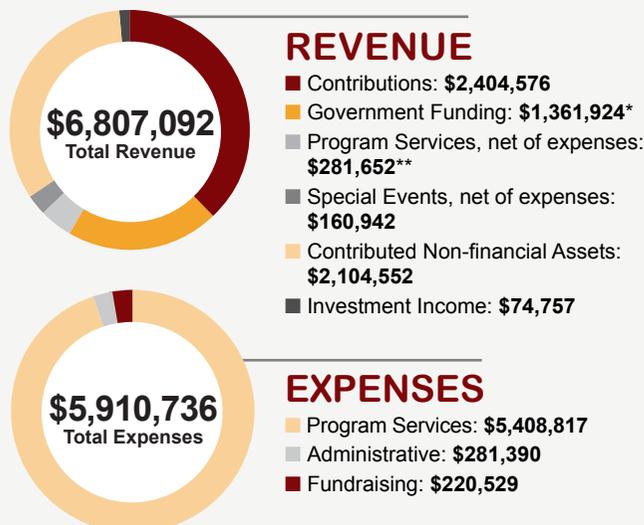
Here in Montgomery County, we have seen a rise in food insecurity over recent years:



In the face of these challenges, we remain committed to our vision "that everyone might be fed." With your support, we will continue to work to end hunger in the North Penn region.

Manna Fiscal Year 2023-2024 Revenue and Expenses

Manna is proud of our fiscal stewardship, and is grateful for the incredible generosity this community shows Manna, as evidenced through contributions. Here is a breakdown of our revenue and expenses from October 1, 2023 to September 30, 2024 (FY 2023-2024).



*For the \$1,361,924 in Government Funding, \$1,194,907 were pass-through funds 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 \$167,017 in Government Funding is revenue Manna receives from the Commonwealth of Pennsylvania.

**Program Services gross revenue totaled \$892,253, including \$869,930 combined gross revenue from Manna's contract meals and café. Minus expenses, the net revenue of Program Services is \$281,652.

Wondering how you can stay informed on anti-hunger policy and action opportunities? Scan the QR Code or go to [Frac.org/fan](https://frac.org/fan)



Summer in Common Grounds Café

Manna's Common Grounds Café is here to help you beat the heat this summer! Our newest addition: decadent yogurt parfaits, featuring creamy yogurt layered with homemade granola and fresh berries.

Trainees from Cohort 44 of Manna's Common Grounds Training Program are flexing their creative muscles and helping to develop new refreshers to cool you off, such as the Florida Pom, featuring lemonade, fresh squeezed orange juice and pomegranate syrup. We also have seasonal scones, fan favorite cookies and fresh salads and sandwiches for lunch.

The café is open Monday through Friday from 9am to 1pm in the lobby of North Penn Commons, 606 East Main Street in Lansdale. We hope to see you soon!



IN A RUSH?

Order online and we'll have it ready when you get here!



Manna volunteer Sondi and Café Manager Rob show off the new yogurt parfait.

Common Grounds trainee Stephanie joyfully prepares a batch of scones.



DID YOU KNOW...

We offer catering too? Find out more about catering with this QR Code or email Nick at nick@mannaonmain.org.

Manna's Online Market Hub Approaches 1-year Anniversary

Continued from the far left page

Combining online orders at the Hub and in-person shopping at Manna's Market in North Penn Commons, Manna serves nearly 1,000 households through 1,400 visits every month.

We are incredibly grateful for all of the donors and volunteers who make this work possible. The Hub is allowing us to serve more people and be more immediately responsive to people's food needs in a welcoming, dignified environment.

Q&A with a Common Grounds Trainee

Alex Overby is a 30-year-old man from East Norriton who is currently participating in Manna's Common Grounds Training Program. After four weeks as part of Cohort 44, we checked in to see how he was enjoying the training.



What's your favorite part about Common Grounds?

The experience that I get in general, including barista training and back and front of house training. They help you learn to work with a sense of urgency. So far, it's been an allaround nice experience. It makes you more employable and worth more.

What's the hardest part about Common Grounds?

You have to have your own sense of self, a well-rounded personality and enough confidence to know you'll be okay through the program. It will be difficult if you're not able to stand on your own two feet.

What is something you've learned about yourself?

I have more of a passion for the [foodservice] industry than I initially thought I did.

What would you tell someone who was thinking about joining the program?

Common Grounds is amazing. If you have a willingness to learn and want to go far in the industry, this is the place to be. The instructors are wonderful and are willing to help you shoot for your goals.

COMMON GROUNDS TRAINING PROGRAM IMPACT

July 1, 2024 to June 30, 2025

37 program participants

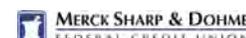
19 graduates, with 16 employed at the time of graduation



Manna's Market and Manna's Online Market Hub staff celebrating at the Grand Opening of the Hub

Thank You to Our 14th Annual Race to End Hunger Sponsors

Manna's 14th annual Race to End Hunger was held Saturday, April 5, 2025. It was a record-breaking event as 573 people registered to participate, over 60 people volunteered on race day, and 65 sponsors supported the race. Together, we raised over \$155,000 for Manna, a new record! We are always amazed at and grateful for the support of our community. Thank you for running, walking, volunteering, cheering, sponsoring and fundraising!





WHAT IS NEEDED

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



Mr. & Mrs. Robert Washington
1234 Wilmington Blvd.
Philadelphia, PA 12345

Thank You to Our Grant Funders!

- Afzal Family Foundation
- Bank of America Charitable Foundation
- Capital One
- Connelly Foundation
- Dolfinger-McMahon Foundation
- Enterprise Holdings Foundation
- Genuardi Family Foundation
- The Grandom Institution
- HealthSpark Foundation
- Holman Enterprises
- Independence Foundation
- Jonas C., Marian D. & Robert H. Erb Charitable Fund, a fund of the Chester County Community Foundation
- Leo and Peggy Pierce Family Foundation
- Lindback Foundation
- Merck Foundation
- Parker Hannifin Foundation
- PHL Y Foundation
- Quest for the Best
- Rbiii Foundation
- SEI Cares Fund
- Starbucks Foundation
- Suburban Development Council
- TD Charitable Foundation
- The Philadelphia 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
- Whole Foods
- Windmill Foundation
- WSFS CARES Foundation