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# ANNUAL REPORT 2022



# MESSAGE FROM OUR EXECUTIVE DIRECTOR

Dear Friends,

As 2022 came to a close, our staff let out an exhale and said “Wow!”. Wow, because we served more individuals in 2022 than ever before, and, wow, because we were so grateful to be able to meet the increased need.

In 2022, because of your generous donations of food, funds, and volunteer time, we were able to provide milk, eggs, lean protein, fresh produce and pantry staples to 2,019 individuals through 28,443 visits... over 524,000 pounds of food (equivalent to 436,700 meals). Wow!

This past year brought many more “wow” moments, such as:

- installation of a walk-in refrigerator and freezer (thanks to a grant from our friends at Blue Ridge Area Food Bank and installation services donated by Brothers Mechanical Services),
- the ribbon cutting for our newly renovated space...a time to celebrate with the contractors who made the renovation a reality and with special guests from the community,
- our 5th Annual Charity Golf Tournament (such a fun day!),
- being selected for WUSA9’s #GivingMatters series and highlighted during an all-day food drive at Giant South Riding,
- a successful Thanksgiving distribution, serving 344 families, up from 199 families in 2021,
- and many more that we got to witness each and every day through the generous acts of humanity by our community!

You will read about more of these “wow” moments in the following pages. During a time when many are struggling to put food on their tables, please know what a difference your support has made!

Gratefully,



**MEG PHILLIPS**

Executive Director



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# WHO WE ARE

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The Dulles South Food Pantry (DSFP) is a multi-faith food pantry located in Dulles, Virginia and is a tax-exempt nonprofit 501(c)(3) organization. We are a community driven nonprofit serving Dulles residents and the surrounding area, providing nutritious food, personal supplies and life changing social services to our neighbors in need.

## OUR GUESTS

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The guests served by the Dulles South Food Pantry reflect the diversity of the Dulles South community. The Pantry does not discriminate in the provision of services against any person because of race, color, citizenship, religion, gender, national origin, ancestry, age, marital status, disability, sexual orientation, including gender identity or expression, unfavorable discharge from the military or status as a protected veteran. Our guests speak over a dozen languages with Arabic and Spanish the most common after English.

*"I never thought I'd be in this position but am so grateful for a place like this where I can get help.*

*Thank you so much."*

*-Pantry Guest*

*February 2022*

*"Thank you for everything your organization has helped with this year. You all have kept me afloat during this time since my car accident and I am forever grateful."*

*-Pantry Guest*

*November 2022*

## 2022 AT A GLANCE

### FOOD DISTRIBUTIONS

- o Unique Individuals: 2,019
- o Unique Households: 487
- o Total Guest Visits: 28,443
- o Food Distributed: 524,040 lbs

### VOLUNTEERS & STAFF

- o Number of Volunteers: 872
- o Number of Volunteer Hours: 8,515
- o Number of Employees: 6

### BACKPACK BUDDIES

- o Number of Packs: 6,052
- o Participating Schools: 19
- o Food to Schools: 27,875 lbs



# OPERATIONS SUMMARY

The Dulles South Food Pantry's operations staff and volunteers manage the intake of all the food coming into the Pantry and coordinate distribution of food to neighbors in need. We are grateful to be a partner agency of the Blue Ridge Area Food Bank (a member of Feeding America) and for our 2022 grocery store partners Walmart, Harris Teeter, Giant Food, Wegmans, and Aldi.



Blue Ridge Area  
FOOD BANK

*Wegmans*



The Pantry also receives food donations from restaurants, local farms, schools, other nonprofit food providers, our faith partners, our community supporters, local businesses, and from countless individuals and families in the community. See the full list of our 2022 supporters on pages 8 & 9.

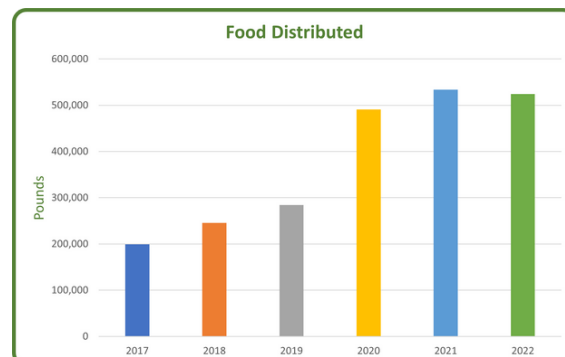
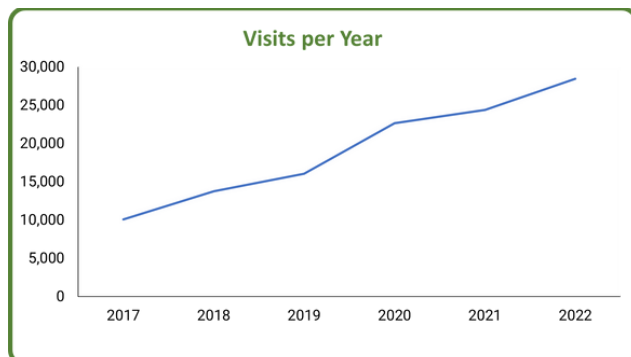
**Food Received:** In 2022, the Pantry received 499,375 lbs of food donations and purchased an additional 129,999 lbs (such as fresh milk, eggs, produce, lean protein and Backpack Buddies supplies) for a total of 629,375 lbs of food received. Food purchases in 2022 were increased by almost 84% compared to 2021. Our "porch pick up" program, A Simple Gesture, brought in 28,045 lbs of food.

**Food Distributed:** Outgoing food totaled 622,708 lbs, with 524,040 lbs distributed directly to Pantry guests and 27,875 lbs distributed through our school partners. As a commitment to minimizing waste and showcasing our environmental stewardship, 29,936 lbs were distributed through other nonprofit food providers including local farms, that gladly take the food that does not meet our quality standards for guests. Pigs aren't picky!

## GROWTH

On trend with our increased guest visits in 2021, our guest visits in 2022 increased by 17% compared to the year prior. The Pantry fulfilled 28,443 guest visits during 2022.

Many were repeat visitors as Pantry guests may receive food up to twice a month. During 2022, the Pantry served 2,019 unique individuals from 487 unique families.



# SELF-SUFFICIENCY PROGRAM

The past year has seen many of our guests struggle with inflation, rising food and housing costs and the elimination of many COVID-related safety nets. With these issues in mind, DSFP's Self-Sufficiency Coordinator, Suzanne Lyles, has been working with our guests to assist with other areas of their lives in addition to food support.

## IDENTIFYING GUESTS' NEEDS & MATCHING RESOURCES

Our Self-Sufficiency Coordinator talked personally with each guest this past year to assess their needs, and provide customized resources, referrals and follow up support. By establishing relationships with counterparts at many of the organizations serving our community, our Self-Sufficiency Coordinator is able to provide Pantry guests with direct referrals and a level of comfort with what to expect when accessing needed resources.



**Suzanne Lyles**  
Self-Sufficiency Coordinator

In 2022,

- Clothing referrals assisted families with growing children and those interviewing or starting a new job.
- Information about health care clinics and programs such as Medicaid aided guests who do not have health insurance.
- Registering guests for English classes helped those acclimating to living in the United States and often directly impacted their job opportunities.
- Familiarizing guests with affordable housing programs, connecting guests with eviction and homeless prevention services and providing information about rent and utility assistance helped guests experiencing housing insecurity.
- INOVA Cares Clinic and Crossroads Jobs attended food distributions to share information directly with our guests.
- Loudoun County Health Department held a COVID vaccination clinic onsite.

With referrals ranging from diaper programs, to job placement services, to home delivered meals for seniors, the DSFP Self-Sufficiency program assists guests of all ages and life stages.

## SHARING SELF-SUFFICIENCY OPPORTUNITIES

Our current and former guests receive a bi-weekly Community Resources newsletter that has become a welcome resource for guests looking to improve their family's situation. Distributed to over 800 recipients, the newsletter includes information for local programs and events, job leads, classes, other food assistance and more. In 2022, information shared through this newsletter resulted in a pantry guest applying to Habitat for Humanity's homeownership program and receiving a home!

## CREATING CONNECTIONS

From new guests after meeting with the Self-Sufficiency Coordinator:

*"Thank you so much for taking the time to connect with me and help us with our current situation."*

*"Your warm behavior made me feel very comfortable when I don't know the language here. We were very happy. I am currently looking for an English course. At the moment, my priority for me and my family is work and health insurance. I would be very happy if you could help me with this subject. Your thoughts are very valuable to me."*

From a guest receiving a referral for homecoming dresses:

*"Thank you so much for sending me this. I just signed up and this will help tremendously! You have been such a blessing to our family."*

# SCHOOL PARTNERSHIPS



The DSFP operations team oversees our partnership programs with Loudoun County Public Schools (LCPS). In 2022, with schools opening up full time, the Pantry distributed 6,052 Backpack Buddies bags and snacks to students attending 19 public schools: Arcola ES; Brambleton MS; Buffalo Trail ES; Cardinal Ridge ES; Creighton's Corner ES; Elaine Thompson ES; Freedom HS; Goshen Post ES; Hovatter ES; Hutchison Farm ES; Independence HS; John Champe HS; Legacy ES; Little River ES; Mercer MS; Moorefield Station ES; Pinebrook ES; Stone Hill MS; and Willard IS. Snacks were also provided to counseling offices to use for food insecure students who visited counselor offices for unrelated needs. In the Fall of 2022, we held a breakfast for all Dulles South Family Liaisons to tour the Pantry, learn about our services, see hands on where their students' families receive food and share ideas with each other. We are so grateful for our relationships with the local school system - a synergistic partnership that benefits not only their students, but the families as well.

## GOLF TOURNAMENT

Our 5th Annual DSFP Charity Golf Tournament was a wonderful success. This event is our largest fundraiser each year, and this year was no different, bringing in \$38,000 to DSFP. We are so grateful for all of the Sponsors, Volunteers, Golfers, and the Golf Committee that make it such a fun day!



For a list of our 5th Annual Golf Tournament Sponsors, please see Page 8 & 9.





# 2022 HIGHLIGHTS

In March, we hosted a long awaited grand re-opening and ribbon cutting in celebration of our 2021 Renovation.



In February, we installed our Walk-In Refrigerator and Freezer - thanks to a generous grant from BRAFB and installation by BMS!



We were the proud recipients of a grant from Walmart and honored guests at the Dulles Landing store's Grand Re-Opening in April.



In July, we took the call from WUSA9 and spent the day "LIVE" on TV. We were chosen as the first Food Pantry in the DC area to be featured in their "Giving Matters" campaign! 15 minutes (or hours) of fame ✓



Front Porch Living and The Foundation held a family luau in April, of which we were the beneficiary! What a cool, unique event! Aloha!

We loved being part of Loudoun Empty Bowls again! It was a gorgeous night in September at Stone Tower Winery! We were overjoyed by the \$11,000 donation!



We are so blessed to have such a supportive and knowledgeable Board of Directors. It was wonderful to bring Staff and Board together in December to celebrate a truly impactful year.



In October, we represented DSFP at the Women Giving Back Case Worker Open House and Resource event.

# COMMUNITY, BUSINESS & FAITH SUPPORTERS

## Building Provider

Arcola United Methodist Church

## 2022 Platinum Level Supporters

Aldi

\*Amazon

Arcola United Methodist Church

Backpack Buddies Foundation of Loudoun

Blue Ridge Area Food Bank

Giant Food - South Riding

Harris Teeter - East Gate

JK Community Farm

Loudoun County

Loudoun Empty Bowls

\*OSI Federal Technologies

Piedmont Environmental Council

RP Pro Services

Scouting for Food

St. Lucy's Food Project Warehouse

Walmart

Wegmans Chantilly

## 2022 Supporters

10-8 Cyber

Acclaim Technical Services

Aldie Ruritan Club

Aldie Senators

Alpha Kappa Alpha

Al's Towing and Storage

AmazonSmile Foundation

American Military Comptroller Society

Anjan Chimaladinne

APTA (American Progressive Telugu Association) NOVA

Arcola Elementary School

Arcola UMC Youth Group

Arcola Vol Fire Department

Asha-Jyothi

Ashburn Farm Association

Ashburn Xtreme Hockey Club

AT&T (Employee Match Program)

Atlantic Union Bank (Employee Match Program)

ATPCO

\*Avitecture Inc

Bank of America (Employee Match Program)

Bell Transport

\*Blend Coffee Bar

Booz Allen Hamilton

Booz Allen Hamilton (Employee Match Program)

Boy Scout Troop 997

Boy Scouts Pack 1148

Brambleton Community Association

Brambleton Middle School

Bringing Resources to Aid Women's Shelters (BRAWS)

Buffalo Trail Elementary

Buffalo Trail ES PTA

Buy Buy Baby

CACI

Capital One

Cardinal Ridge Elementary School

Care and Smiles

CATS (Capital Area Telugu Society)

CGI Federal

Chantilly Bible Church

\*Chick Fil A South Riding

\*Chimaladinne Family

Chinmaya Mission Washington Regional Center (CMWRC)

Circuit Breakers FTC #13353

Colliers Engineering & Design

Community Baptist Church

Community Foundation Loudoun and N. Fauquier Counties

Community Systems Inc.

\*Concept Marketing, Inc

Connect Church

Copare Weight Loss

Copy General

Corpus Christi Catholic Church

Costco - Chantilly

Cox Farms

Creative Dance Center

\*Crown Trophy

Daisy Troop 70269

Danaher (Employee Match Program)

Daughters of the American Revolution (DAR) - Lane's Mill Chapter

Dell (Employee Match Program)

Dino & Dragon Stroll - 2022

Direct Line

Disturbingly Delicious Foods

Dominion Energy Charitable Foundation

\*Don Beyer Volvo

\*Donegan's Tree Service & Landscaping

DoorDash

Dulles Community Church

Dulles South Community Moms

Dulles South Community Outreach Team

Dulles South Multipurpose Center

Dulles South Neighborhood Closet

Dulles South Soup Kitchen

Dulles Youth Sports Volleyball

Elaine Thompson Elementary School

Employees of Northrop Grumman Political Action Committee ENGPAC

Enterprise Holdings Foundation

Executive Glass Services, Inc.

Expedition Technology Inc

Exxon Mobil Foundation

FiFi's Creative Kids Center

Fitwize 4 Kids

\*Flags of Valor

Flexwind

Food Lion Feeds Charitable Foundation

Freddie Mac (Employee Match Program)

Freedom High School

Freedom Montessori School

Freyssinet

\*Futura Solution

Galaria Plastic Surgery & Dermatology

General Dynamics

Generations Wealth Management

Giant Ashburn Farm

Giant Broadlands

Giant Corporate

Girl Scout Service Units: 70-1, 70-15, 70-12



# COMMUNITY, BUSINESS & FAITH SUPPORTERS

Girl Scout Troops: 70270, 3752, 3947, 4250, 4791, 5547, 5962, 6722, 70082, 70083, 70121, 70222, 70277, 70280, 4479, 70011  
Good Beginnings School  
Google  
Google (Employee Match Program)  
Goshen Post Elementary  
Grafik  
Greyhunt Interiors, LLC  
Hadley and Hudson  
Hartland Community  
HCA Healthcare (Employee Match Program)  
Holiday Coalition  
Honeywell  
Hovatter Elementary School  
HULK (Help Underprivileged Loudoun Kids)  
Hunters for the Hungry  
Hutchison Farm Elementary School  
Immanuel Mar Thoma Church  
Incourage Martial Arts Center  
Independence Excavating  
Independence High School  
Inferno Softball  
INMED  
INOVA ICU/CDU Units  
Integrated Security Technologies  
J Michael Lunsford Middle School  
Jack and Jill of America Loudoun County Chapter  
JDR Realty Associates  
John Champe High School  
\*JR Landworks  
Junior Women's Club of Loudoun (JWCL)  
Briar Woods High School NHS/Loudoun in Need  
\*Kelly's Boot Camp/Inergy  
Khalsa Aid  
Kids R Kids  
King of Kings Dulles South  
\*King Street Oyster Bar  
Kingstream  
Kirkpatrick Farms Community Association (HOA)  
KM Construction  
Leesburg Daybreak Rotary Foundation  
Leesburg Junction  
Legacy Elementary School  
Lenah Run Neighborhood  
\*LGV Group, LLC  
Liberty Elementary School  
Lightridge High School  
Little River Elementary School  
Loudoun County Chapter of The Links, Inc.  
Loudoun County Health Department  
Loudoun County Public Schools  
Loudoun Hunger Relief  
Loudoun Literacy Council  
Loudoun Public Health - WIC  
Loudoun Valley II (LV2)  
Luck Stone

Lumen (Employee Match Program)  
Madison's Trust Elementary School  
Marbury HOA  
McIntosh Farms Community  
Medmarc Insurance  
MEHTA  
MEMIC  
Mercer Middle School  
Microsoft  
Microsoft Corporation (Employee Match Program)  
Mobile Hope  
Mohawk Ryderz Motorcycle Club  
Montessori School of South Riding  
MOSAIC Pharmacy Services  
Mothers of Vineyard Valley  
National Charity League  
National Conference Center  
New Jerusalem Bible Church  
No Panic Volleyball Club  
Non Profit Risk Management Center  
NOVEC Helps  
NPV Networking Group  
Nuix  
NVBA Cares  
Oath Inc (Employee Match Program)  
Omar Orthodontics  
\*Open Source Context  
OPSPRO  
Oracle (Employee Match Program)  
Orange Business Services  
Organic Land  
Pampered Chef  
PASTA  
\*Patriot Development Corporation  
Paul VI Catholic High School  
Peraton  
Phenomenal Fierce Women of God  
Pinebrook Elementary School  
Pragathitrust  
Presidio  
Primrose School of Aldie  
Primrose School of South Riding  
Rajdhani Mandir  
\*Raspberry Falls Golf & Hunt Club  
Raytheon (Employee Match Program)  
\*Red Team Consulting  
Rock Ridge High School  
Salesforce  
Samos Advisors LLC  
SB Transportation  
Seven Loaves  
Sewa International with H.S.S.  
SFMC, Inc.  
Sierra Nevada Corporation  
\*Signature Theatre  
\*SmartRoof  
\*Solvare One

South Riding Stingrays Swim Team  
South Riding Town Hall  
Splunk (Employee Match Program)  
Sports Plus/Battlefield  
Starbucks SR Blvd  
State Farm Companies Foundation  
Stinger Softball Team  
Stingray Allstars Cheer - Star  
Stone Ridge HOA  
Stone Ridge Neighborhood  
Stone Springs Hospital  
\*Stonewall Golf Club  
\*Teel Construction  
Temple Beth Torah  
Terraforma Church  
\*The Arches Group  
The Curious Minds Montessori  
The Foundation  
The Grove at Willowsford  
The Reynolds Team  
The Teaching Company  
The Wawa Foundation  
T-Mobile (Employee Match Program)  
Toll Road Investors Partnership  
\*Top Golf  
TopKick Martial Arts South Riding  
United Way of National Capital Area  
Upwards Nonprofit  
URA CPAs & Management Consultants  
US Charity Fundraising  
USAA (Employee Match Program)  
Verizon (Employee Match Program)  
VFW Auxiliary Post 1177  
Vine and Branches Lutheran Church  
\*VSTI-Partners, LLC  
W&OD Trail Patrol  
Walker Chapel  
\*Washington Capitals  
\*Washington Nationals  
\*Washington Wizards  
Wayforth  
\*Westfields Golf Club  
Willard Middle School  
Willowsford Farm  
Willowsford Timber Ridge Management  
\*Wintergreen Resort  
Winwood Children's Center, Brambleton  
Winwood Children's Center, South Riding  
WUSA9  
YMCA Loudoun  
Young Men's Service League Ashburn  
Young Men's Service League Loudoun South

\*2022 Golf Tournament Sponsors and Contributors

*We are also so grateful to the individuals and families who contributed food and/or financial donations to the Pantry in 2022 . While you don't ask for recognition, know that we see and appreciate you!*

*We apologize to any organizations who may have been inadvertently left off this list.*

# FINANCIAL SUMMARY

## 2022 BALANCE SHEET

### *Statement of Assets, Liabilities, and Net Assets - Modified Cash Basis*

December 31, 2022

#### **Assets**

##### **Assets**

|                           |                   |
|---------------------------|-------------------|
| Cash and cash equivalents | \$ 109,391        |
| Certificates of deposit   | \$ 830,000        |
| Inventory                 | \$ 51,094         |
|                           | <u>\$ 990,485</u> |

#### **Liabilities and Net Assets**

##### **Liabilities**

|                     |                 |
|---------------------|-----------------|
| Payroll liabilities | <u>\$ 3,732</u> |
| Total Liabilities   | \$ 3,732        |

##### **Net assets**

|   |                   |
|---|-------------------|
| Without donor restrictions                            | \$ 822,580        |
| Without donor restrictions, Board designated reserves | \$ 157,173        |
| With donor restrictions                               | <u>\$ 7,000</u>   |
| Total net assets                                      | <u>\$ 986,753</u> |
|   | <u>\$ 990,485</u> |

# FINANCIAL SUMMARY

## 2022 INCOME STATEMENT

### *Statement of Revenue, Expenses, and Changes in Net Assets - Modified Cash basis*

December 31, 2022

#### Revenue

##### In-kind contributions:

|                    |    |         |
|--------------------|----|---------|
| Food               | \$ | 922,544 |
| Other goods        | \$ | 6,897   |
| Services           | \$ | 31,104  |
| Facilities         | \$ | 38,208  |
| Contributions      | \$ | 322,280 |
| Grants             | \$ | 65,326  |
| Fundraising events | \$ | 57,085  |
| Investment income  | \$ | 2,454   |
| Other              | \$ | 1,355   |

#### Total revenue

\$ 1,447,254

#### Expenses

##### Program services:

|             |    |           |
|-------------|----|-----------|
| Food Pantry | \$ | 1,285,610 |
|-------------|----|-----------|

##### Supporting services:

|                            |    |        |
|----------------------------|----|--------|
| General and administrative | \$ | 69,816 |
| Fundraising                | \$ | 48,213 |

#### Total Expenses

\$ 1,403,639

#### Change in net assets

\$ 43,615

#### Net assets - beginning of year

\$ 943,138

#### Net assets - end of year

\$ 986,753

#### Notes:

- \$1.79 valuation used per pound January through July 2022. \$1.92 valuation used per pound August through December 2022.
- Independent Sector volunteer rate per hour of \$29.14
- Pounds Out is net of purchased pounds

## PANTRY FINANCIAL REVIEW

A review of the Pantry financials covering the period January 1, 2022 to December 31, 2022 was conducted by Ubelhart, Rogstad & Associates, P.C. For a copy of their report, please contact [treasurer@dsfp.org](mailto:treasurer@dsfp.org).



## 2022 BOARD OF DIRECTORS



Malisa Haley, President  
Tod Larson, Vice-President  
Barbara Labuskes, Treasurer

(through July 2022)

Richard Louis, Treasurer

(July 2022 - present)

Keith Reinke, Secretary

Prabhakar Bhogaraju

Kristen Reed

Keith Anderson

## 2022 STAFF



**From Left to Right:** Meg Phillips (Executive Director), Robin Kinkead (Operations Manager), Karen Grant (Bookkeeper), Suzanne Lyles (Self-Sufficiency Coordinator), Amy Hutto (Asst. Operations Manager), Jen Taylor (Marketing Lead)

