Celestial Manna was founded in 1986 by Charlie Mann and gained IRS 501(c)(3) status in 2003. Over the years, we have recovered tens of millions pounds of food that would have otherwise gone to waste.

Total pounds of food rescued

<table>
<thead>
<tr>
<th>Year</th>
<th>Pounds of Food Rescued</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>6,107,721</td>
</tr>
<tr>
<td>2019</td>
<td>5,033,112</td>
</tr>
<tr>
<td>2018</td>
<td>4,890,122</td>
</tr>
<tr>
<td>2017</td>
<td>5,308,820</td>
</tr>
<tr>
<td>2016</td>
<td>3,631,757</td>
</tr>
</tbody>
</table>

Food Recovery is a Beautiful Thing!

We Feed People With Food and LOVE.
A Message from Charlie Mann
Founder & Executive Director

Our primary mission is to feed the hungry by providing them with free food which is locally donated. What started as a means to feed my own family nearly 35 years ago now provides monthly support for over 20,000 people in DC, the state of Maryland and northern Virginia.

2020 was truly an unusual year throughout the United States and across the globe. Despite all the odds, there were many positives for Celestial Manna.

New markets have opened up to us for food rescue, new donors contributed financially to our on-going needs, new board members and support staff, new distribution sites,… By all of these great improvements, we have been able to focus our attention on rescuing more nourishing food and provide to recipients in "food deserts" who would otherwise have virtually no other means to eat on a regular basis.

Where are we going? We are growing and we are going to continue to find ways to increase our capacity, simplify our work, serve those who need it most and make this the best experience for our volunteers and team. We will continue to grow and expand our ministry to other places and communities where the needs are greatest.

Next year, in 2021, we will celebrate 35 years of service to our community.

As a faith-based organization, scripture is central to all that we do. Proverbs 22:9 says "The generous will themselves be blessed, for they share their food with the poor."

What We Do

40% of food grown in the US is wasted. Some is understandable, since it is table scraps, trimmings during meal preparation or unintentional spoilage. Some is left unharvested because of shifting demands, a better harvest than expected or weather. Another sizable part is from the abundance and safety levels stocked by stores or prepared by restaurants for an uncertain customer demand.

Celestial Manna works to rescue the third category – food that approaches or exceeds the recommended “sell-by” date but is still edible for a few more days. Traditionally, some is discounted in the store, but the majority is thrown away, clogging our landfills.

With the help of over 300 volunteers, we partner with over 50 retailers to retrieve edible food and distribute it for free to hungry people in our service area.
"Remember this: Whoever sows sparingly will also reap sparingly, and whoever sows generously will also reap generously. Each of you should give what you have decided in your heart to give, not reluctantly or under compulsion, for God loves a cheerful giver."
2 Corinthians 9:6-8

www.CelestialManna.org/donate

The VISION of Celestial Manna is to increase food security for those in need. Our MISSION is to be an agile and expanding network of committed volunteers who serve local communities, in real-time, by recovering and sharing food that would otherwise go to waste.

GOAL-1: We receive food donations from restaurants and medium-sized grocery stores. We also get family food boxes from USDA's Coronavirus Food Access Program. In addition to food donations, we buy some food, mostly shelf-stable items, from the Capital Area Food Bank which is a member of Feeding America. We have over 300 Volunteer Drivers that transport the food from the donor to a food pantry or directly to clients. Purchased items are transported from our warehouses to pantries and clients in the same manner.

GOAL-2: In order to sustain our operations, we receive donations from individuals via check, PayPal, Network for Good, and Facebook. We also receive donations from congregations and have some income from running special events and applying for grants from government and corporate sources. We use the money to support administrative needs; most of the grant money received goes to purchase food that would not normally be donated.

GOAL-3: We distribute food directly to individuals; to families; to the military; to seniors; to others in need, for example, the homeless; to congregational ministries; and to affiliated nonprofits.
Board of Directors
The governing board consists of seven members and was recently voted to increase to eleven so there are currently four open positions. The Board of Directors is responsible for overseeing our State of Maryland nonprofit corporation. Members of the Executive Committee are its Officers; the President, Vice President, Secretary, and Treasurer with advice from the Chief Operating Officer and the Chief Technical Officer who are both Ex-Officio members of the board.

Leadership Team
This team is made up of Senior HQ Staff and a few Board members.
#Charlie Mann – Executive Director
Debi Hopkins – Communications Director
Monika Roberts – Fundraising Director
Murielle Clark – Field Relations Director
*Winfield Clark – Chief Operating Officer
*David Robert Lambert – Financial Advisor
Mike Mitchell – Writer, Business Plan

(#) Board of Directors
(*) Board Ex-Officio
All others are Senior HQ Staff

Advisory Council
This Council is a group of advisors representing different aspects of Celestial Manna. Some are Senior Coordinators but others come from other Staff positions. The views of relatively new people, even clients, are welcome.

Technology Team
Effective operations are highly dependent upon the work of members of this team who are responsible for the design, implementation, and maintenance of the database and all associated input and output, such as reports. They also oversee the operation of the website and other technical services. Celestial Manna’s infrastructure is Google for Nonprofits.

Communications Team
This team is an integral part of the organization that represents Celestial Manna publicly and helps build and strengthen the brand, its reputation, and marketing efforts. They manage all social media platforms, including the YouTube channel, publish our quarterly newsletter, and oversee the website content, ensuring the delivery of a cohesive message across all channels. Focus is given to internal communication and helping to ensure that everyone is on the same accord when it comes to how Celestial Manna is represented. These functions strengthen the confidence of clients, volunteers, and donors. Board of Directors member Jeremy Mann is the Liaison to the Communications Team.

Finance Team
This team is responsible for recording income and expenses as well as grant writing, fundraising, annual report, and the business plan and budget. The treasurer oversees the work of the bookkeeper. Currently, the books are kept on QuickBooks desktop by Judy Mann. The Finance Team also maintains the Celestial Manna GuideStar Profile. Board of Directors member Josh Sircus is the Liaison to the Finance Team.

Facilities Team
Recently established, this team oversees the relationship with facilities Celestial Manna may use, rent, lease, or own. At present there are three mini-warehouses: one in Fairfax, VA, one in Gaithersburg, MD, and one in Pasadena, MD. Our partner in Pasadena is exploring ways to better serve residents of Anne Arundel County by expanding their facilities. Several more are in various stages of development.
From a volunteer:
Since my husband and I have started picking up and distributing fresh food each Thursday night, we have grown closer together and are able to have our personal quiet time from our 4 kids, while going back-and-forth to the market. We get home at night and our kids help us to sort food with us and we all have such joy in giving to a diverse and needy bunch of families each week. Thank you, Celestial Manna for making our marriage stronger and giving us this opportunity to bless so many others.
JE/SU

Operations Team (HQ)
Operations is the largest segment of Celestial Manna and is composed of a majority of the volunteers. It is essential to fulfill our vision and mission. This team implements strategies and processes that enable us to coordinate the pick up and distribution of food to the needy.

Operations Team (Coordinators)
There are approximately 25 Field Coordinators who oversee members of the Field Operations Team.

Operations Team (Field)
These are the people out in the field that do the food pick-ups and distribution. Collectively, the Field Coordinators oversee more than 300 volunteers. Even with having 25 Coordinators, this is too wide of a span-of-control so we have created five Regional Operations Manager (ROM) positions. Marijune Casey is the ROM for the Maryland North Region. We are actively seeking additional ROM candidates from both the VolunteerMatch and Montgomery County Volunteer Center websites.

Maryland North Region
Baltimore County
City of Baltimore
Anne Arundel County
Carroll County
Howard County
Frederick County

Maryland South Region
Montgomery County
Prince George’s County
Charles County

DC/VA Region
District of Columbia
Fairfax County
City of Alexandria
Prince William County
Loudoun County

Outlying Regions (selected cities)
Minnesota
Nevada
California

Development of New Areas
South Carolina
Florida
Hawaii

USDA Coronavirus Food Assistance Program (CFAP) Family Food Boxes
### Celestial Manna 2020 Financial Statement

#### REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refrigerated Van Grant</td>
<td>$54,604</td>
</tr>
<tr>
<td>Combined Federal Campaign (CFC)</td>
<td>$1,474</td>
</tr>
<tr>
<td>Other Grants &amp; Income</td>
<td>$32,918</td>
</tr>
<tr>
<td>Congregational Grants</td>
<td>$6,872</td>
</tr>
<tr>
<td>Individual Donations</td>
<td>$8,270</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$3,170</td>
</tr>
<tr>
<td><strong>Cash Subtotal</strong></td>
<td><strong>$107,308</strong></td>
</tr>
<tr>
<td>Schedule M: IN-KIND Food Donations*²</td>
<td>$1,420,045</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$1,527,353</strong></td>
</tr>
</tbody>
</table>

#### EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refrigerated Van</td>
<td>$54,863</td>
</tr>
<tr>
<td>Cost of Purchased Food</td>
<td>$25,693</td>
</tr>
<tr>
<td>Other Program Expenses</td>
<td>$11,146</td>
</tr>
<tr>
<td>Admin Expenses</td>
<td>$12,552</td>
</tr>
<tr>
<td>Fundraising Expenses</td>
<td>$1,299</td>
</tr>
<tr>
<td><strong>Cash Subtotal</strong></td>
<td><strong>$105,553</strong></td>
</tr>
<tr>
<td>Schedule M: IN-KIND Food Donations*²</td>
<td>$1,420,045</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$1,525,598</strong></td>
</tr>
</tbody>
</table>

#### ASSETS & LIABILITIES

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schedule D: Vehicles</td>
<td>$73,231</td>
</tr>
<tr>
<td>Bank Account &amp; PayPal</td>
<td>$25,152</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$0</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$98,383</strong></td>
</tr>
</tbody>
</table>

**NOTE 1:** This compilation is based on IRS Form 990 and QuickBooks reports.

**NOTE 2:** (*) Estimate of 6,107,721 lbs. of food recovered is valued at $0.2325/lb.

**NOTE 3:** Not included above: Estimated 17,534 volunteer hours.

**NOTE 4:** Not included above: Estimated 303,163 miles driven by volunteers.

**NOTE 5:** No substantial discrepancies were found.

*Prepared by: David Robert Lambert, CNAP*
"We are very grateful to Whole Foods Market for their generous donation of a refrigerated van to assist with food distribution for Celestial Manna to those who are food insecure."
Judy Mann, October 2020

“I have been a Celestial Manna volunteer since 2017 and I love being an intercessor in helping so many people through the hard times they face. It's inspiring to see the hope on their faces after receiving the donated food.”
D.C.L. November 2020

“Today we got vegetables, salad, fruits and same bread. Thank so much for be part of the blessing we got it today. Thank you.”
E.L. March 2020

“This was the second morning pickup on this day. The first pickup was more than the truck could hold.”
P.L. February 2020

“Good food - nice variety - thank you for helping others.”
J.S. January 2020

“Thank you for all the vegetables, salad, fruit and a small amount of protein we got today.”
V.C. February 2020

“I’ve been working with Celestial Manna since 2001. Thousands and thousands of meals have been served by this great organization. It is a pleasure working with the ministry.”
R.E.P November 2020

“I have been with Celestial Manna since the late 1990s. We started with Celestial Manna because we had a lay ministry meeting the needs of young men coming out of prison. Over the years our target group has shifted to seniors and recovery houses. It has been a pleasure working with Celestial Manna.”
A.H. November 2020

“I have been a Celestial Manna volunteer since 2016. I enjoy knowing that we are stewarding the planet well and preventing waste while meeting immediate needs of families.”
M.K. November 2020

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