

THE OPEN DOOR



ANNUAL REPORT



2021

LETTER FROM THE EXECUTIVE DIRECTOR



Dear Friends and Supporters,

2021 held many twists and turns in the world of hunger relief. From a waxing and waning pandemic to creeping inflation to a promising return to normal, we've overcome many obstacles and emerged stronger and more dedicated to our mission than ever before.

This year our donors, volunteers and staff maintained a level of support nearly double that of any year in our pre-pandemic history. Despite the odds that were stacked against us, we preserved reliable fresh and healthy food access for thousands of our Dakota County neighbors each and every month.

While we have weathered the peak of pandemic need, we are facing an unknowable future in 2022. The cost to put food on the table has increased nearly 10% this year, and inflation has negated the encouraging wage growth we've seen in 2021. The end result is that 1 in 3 families are struggling to make it through each month, and many of those families in our community rely on The Open Door to fill the gaps and make it through.

If you volunteered with us, if you made a financial gift or donated food to stock our shelves, please know that you made 2021 possible. We scaled our programs to create more than twice as many opportunities for our community to access fresh and healthy food, we welcomed more than 40,000 first-time visitors, we delivered more than 100,000 meals to students, and we helped local families grow their own food.

As you read this 2021 recap, take a moment to reflect on all we've accomplished together. Our community got us through this year. With you in our corner we are excited to embrace whatever comes in 2022.

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HUNGER IN DAKOTA COUNTY



THE REALITY WE'RE FACING



Pounds of Food the Average
American Eats Per Meal



1.3

X

31,260

Food Insecure People
in Dakota County

=

14.8
Million

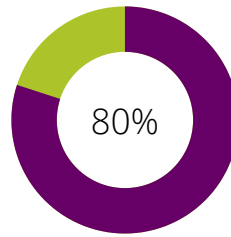


Lbs of Food to Provide
1 Meal Per Day for 1 Year

2.9 Million



Lbs of Food
Distributed by
The Open Door
in 2021

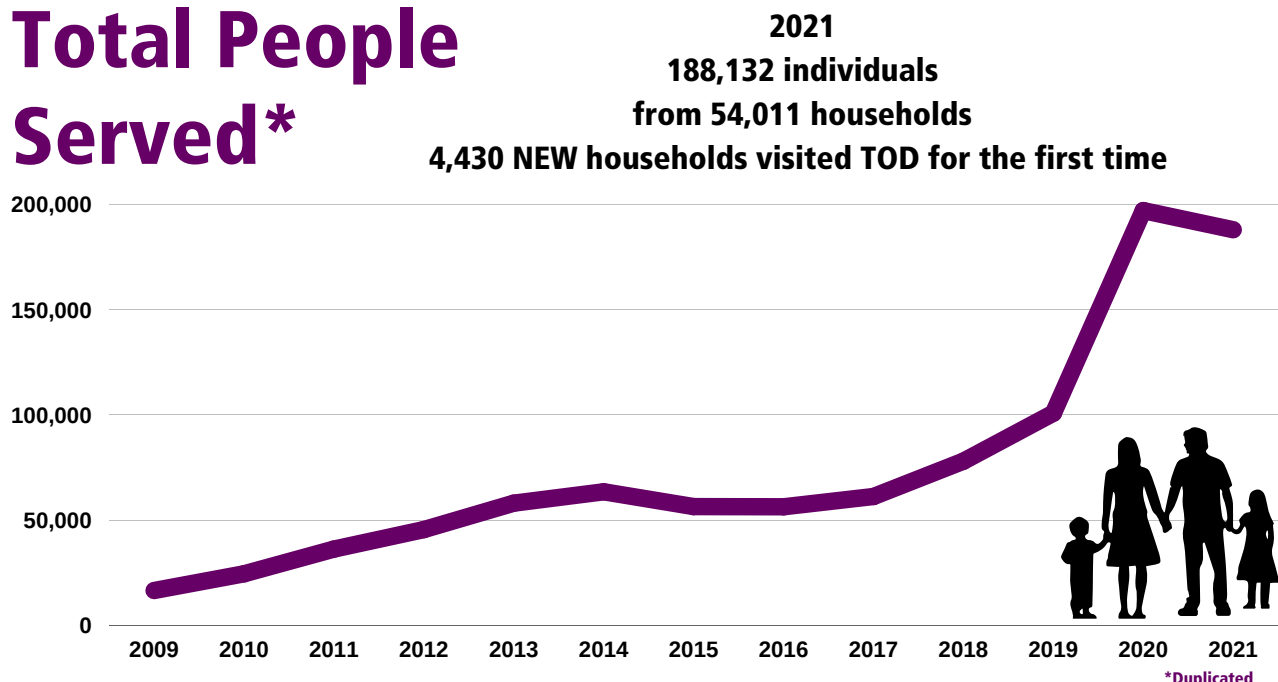


of Need Remains

**We've come a
long way
but we've much
more to do.**

Hunger stats are hard to quantify, even moreso in suburban areas with high costs of living.
The harsh reality is, nearly 80,000 Dakota County residents are struggling to make ends meet in 2022.

Total People Served*



OUR CLIENTS



Client Spotlight: Bridget & Kevin

"The Open Door has been there for us when no one else has," shared Bridget Littlefield when asked how The Open Door has helped her care for her family through challenging times. "The choices were pay bills or feed my family."

Bridget and her husband Kevin support a household of 5 where monthly visits to The Open Door have helped them navigate the most difficult times of the past few years.

Kevin is semi-retired and Bridget works a full-time job in the food service industry. Bridget and Kevin support a multigenerational home consisting of 6 people, including two of their own daughters and one niece. They've been coming to The Open Door since 2017. In 2021, the Littlefields opened up about food insecurity to a national audience on CBS This Morning where they hoped sharing their story would encourage more people to ask for help.



"You should never feel embarrassed or ashamed. If you need help, come get it. And then when you're able to, you give back."

More than 50,000 first-time visitors have found help at The Open Door since the onset of the pandemic in 2020. 2021 saw a continuation of that need as grocery prices rose, supply chains were disrupted, and the virus mutated into various forms, infecting more and more Americans.

Bridget and Kevin are just two of the thousands of people who rely on food support right here in Dakota County. We're grateful to share their story of perseverance with you as a way of reflecting the impact of the community's investment in the services of The Open Door.

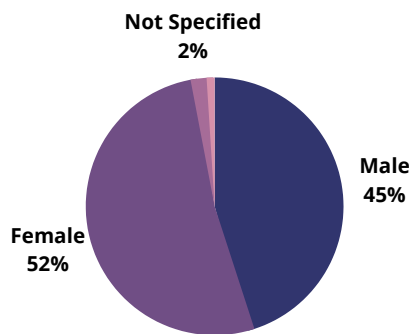
*"Sometimes you need a hand,
and sometimes you can offer one."*

OUR CLIENTS

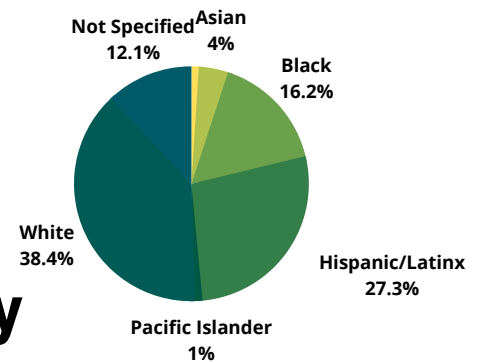


Many factors contribute to food insecurity for an individual or family. When choosing what to spend their earned wages on, Americans often have to navigate rent, bills, student debt, medical debt, and childcare before they begin assessing how much they can budget for groceries.

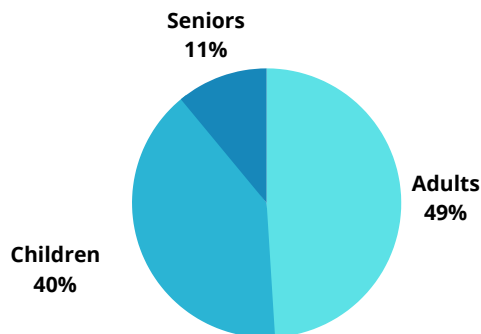
Gender



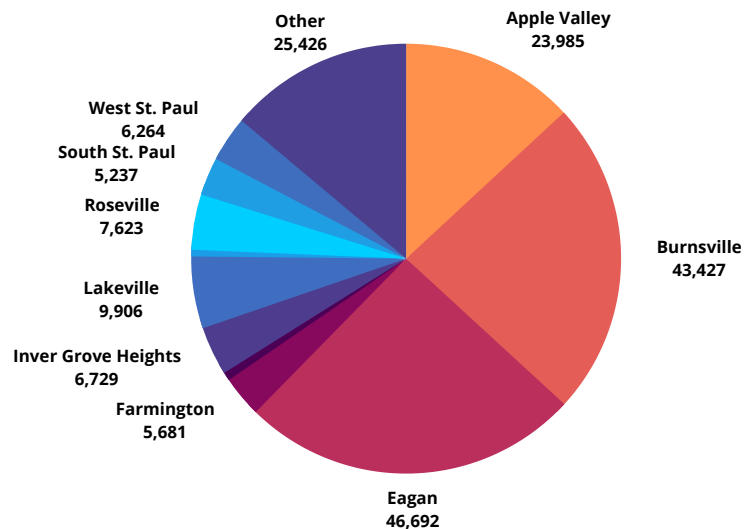
Race & Ethnicity



Age



Clients by City



38,343 households in Dakota County pay more than 30 percent of their income toward housing costs, putting them at risk of being unable to afford basic needs like food and medicine. 14,716 are severely cost-burdened and pay more than 50 percent of their income on housing. Mirroring the state trend, the price of rent continues to rise in Dakota County and incomes are not keeping up, making it increasingly challenging for renters to make ends meet.

OUR PROGRAMS



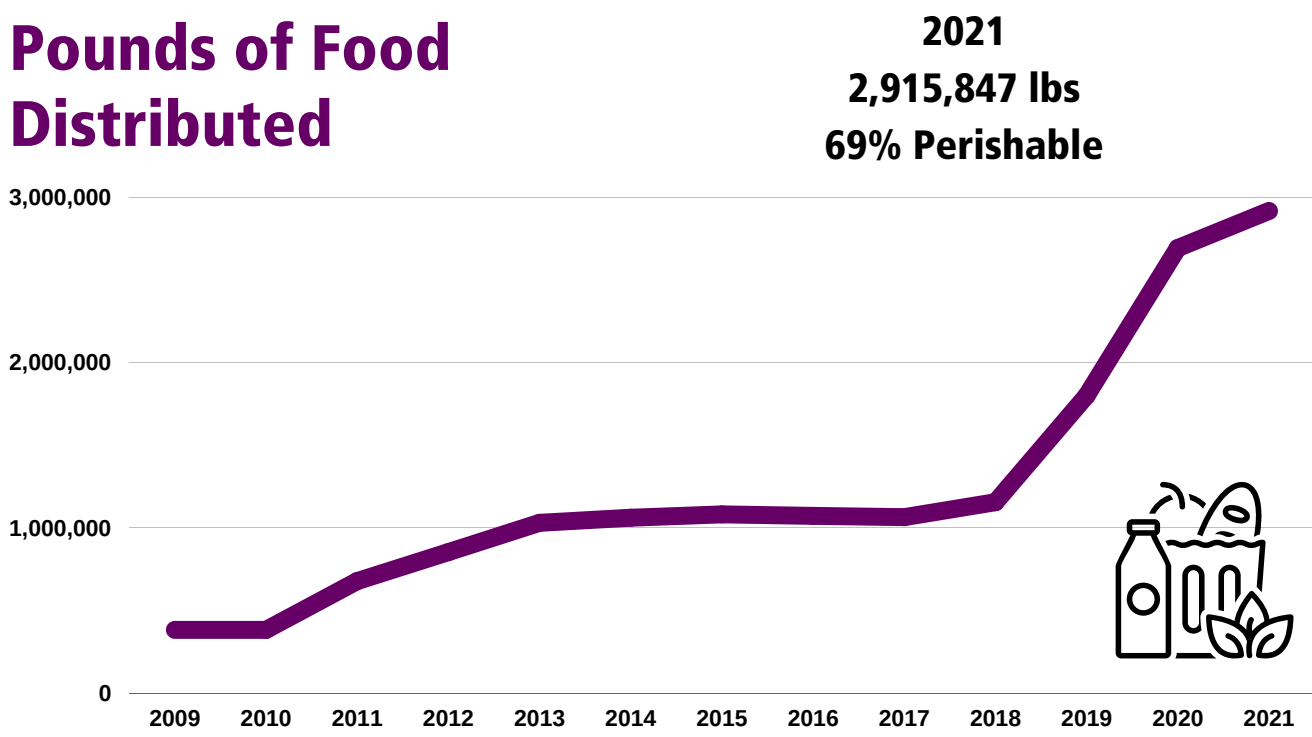
The Open Door provided more food for our community than any year in our history.

In 2021 The Open Door shared 10% more food with its clients than 2020. Collectively, our programs provided 2.9 million pounds of fresh and healthy food to community members across Dakota County, up from 2.6 million in 2020: an increase of 11%.

The number of individuals served (duplicated) increased significantly at our Eagan Pantry, Mobile Pantry, and Garden to Table Program. After experiencing the height of peak need during the COVID-19 pandemic, the number of clients served now rests at a new, significantly higher, "normal" compared to pre-pandemic levels: in 2021, The Open Door served 10,000 - 12,000 individuals served each month.

To put this figure another way, each month, our organization created an average of 4,500 opportunities for families to access fresh and healthy food across all of The Open Door's programs. Some came once, some came multiple times, but at each visit, the food insecure families of Dakota County took home between 60 and 100 pounds of fresh, healthy food.

Pounds of Food Distributed



OUR PROGRAMS



The Open Door Eagan Pantry

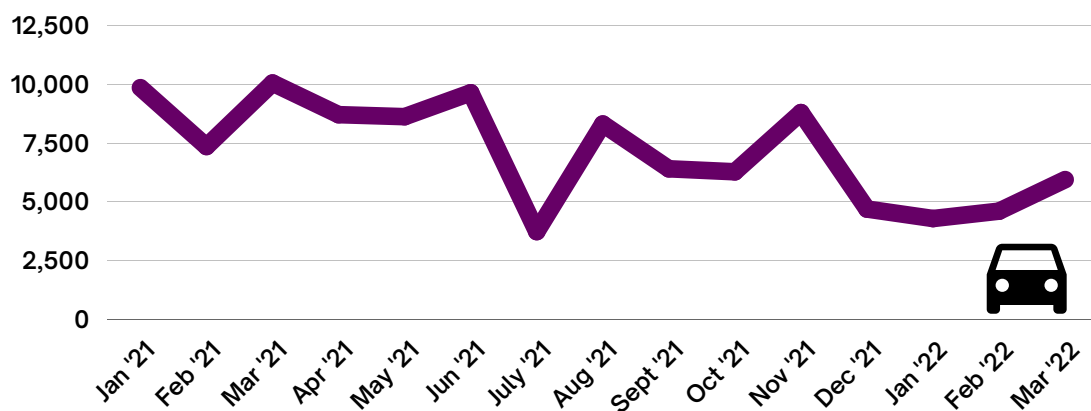
- The Eagan Pantry distributed 1,008,442 pounds of food in 2021, 62% of which was fresh and/or perishable.
- 446 families visited The Open Door Pantry in Eagan for the first time in 2021.
- The Eagan Pantry served roughly 4,400 individuals each month, for a duplicated total of 53,113 individuals served.

Mobile Pantry Program

- The Open Door distributed 1,887,907 pounds of food through its Mobile Pantry Program, (a 10% increase).
- 72% of food distributed through the Mobile Pantry was fresh and/or perishable.
- The Mobile Pantry saw 3,984 new households in 2021.
- Mobile Pantry served an average of 10,700 individuals each month (duplicated)
- We expanded the Mobile Pantry Fleet, adding a new 18-foot refrigerated truck which is driven DAILY to food distributions across Dakota County!
- Despite the limitations imposed by the pandemic, The Open Door increased service via 3 large-scale drive-through distributions at Metcalf Middle School, the West St. Paul Northern Service Center, and a local elementary school in Lakeville.
- Service to one of these sites – Metcalf – provided food support to 450-500 families each week.

Large-Scale Distributions

Individuals Served at Metcalf Drive-Through Distribution by Month



OUR PROGRAMS



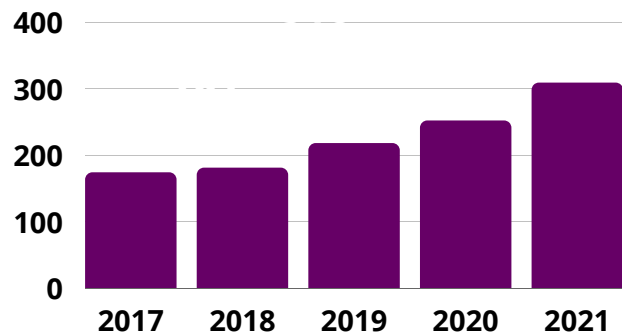
Garden to Table

- The Open Door added 1 new garden, our first in Lakeville
- Garden to Table supported more than 150 additional individuals each month
- The program experienced lower plot abandonment and greater engagement across gardens
- The Open Door provided more plots to food-insecure clients with fewer plots supported by volunteers



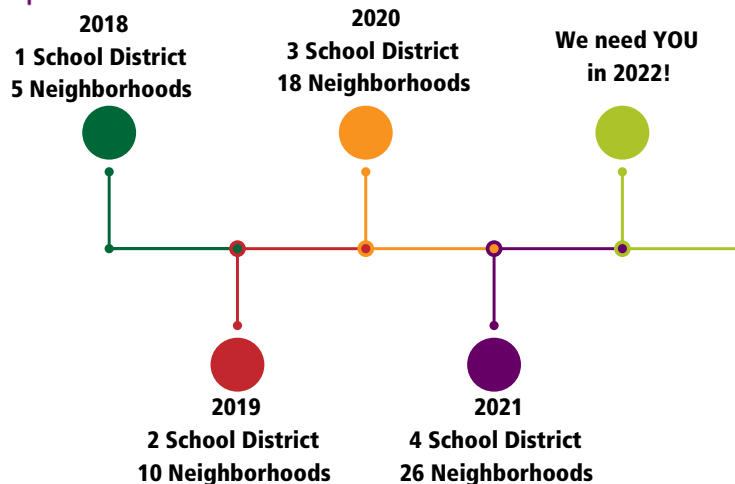
Garden to Table Growth

Number of adoptable plots



Mobile Lunch Box

- The Open Door strategically expanded Mobile Lunchbox into a 4th school district, ISD 197.
- Adding ISD 197 grew the program to serve 26 neighborhoods (an additional 8 over 2020 service area).
- Mobile Lunchbox meals are delivered five days per week during the summer months: June-September.
- In total, Mobile Lunchbox served 37,108 meals to students across Dakota County.



SUMMER MEALS
FOR KIDS

OUR VOLUNTEERS



THANK YOU VOLUNTEERS!!

YOU MAKE A DIFFERENCE:



871

**NUMBER
OF VOLUNTEERS**

at The Open Door in 2021

**VOLUNTEER HOURS
DONATED**

at The Open Door in 2021

36,623



that's equivalent to

17

**FULL-TIME
EMPLOYEES**

working 40 hours a week, 52 weeks a year

2,900,000

**lbs of food
distributed in 2021**



10,000+

**clients served
each month**

VOLUNTEERS

THE OPEN DOOR!

OUR VOLUNTEERS



Volunteer Spotlight: Tom Loher

It is 7 a.m. The Open Door van is warming up and Tom Loher is about to start his food rescue volunteer shift. Four days a week Tom fulfills this early morning shift. He arrives at the Eagan Pantry, some days the warehouse in Apple Valley, gets the cargo van ready, and kibitzes with staff and other volunteers. Around 7:15 a.m. he's off to one of The Open Door's partner grocery stores.

Tom has been volunteering with The Open Door for around nine years, and he's not certain how he came across the organization. "It might have been through church," he said. "But I've been volunteering here ever since." Tom is a parishioner at Mary, Mother of the Church in Burnsville, another place he volunteers.

Once Tom and I arrived at Cub Foods East, it's clear that he has been doing this a while. He knew everyone and had a set routine down. We entered through the back doors near the loading docks, where all food rescue volunteers go. He pointed out the designated spots for each food group: dairy, meat, produce, bread and non-perishables. Tom then loaded each food group individually onto a cart and out to the van.



"The amount of food seems to have dropped off," Tom mentioned as he loaded the food into the van. "But the number of clients has seemed to increase." He referred to the difference between pre COVID-19 food rescue and now. This is the biggest change Tom has noticed about food rescue since the pandemic.

Food Rescue is not the only area of The Open Door's operations that Tom volunteers for. He helps with traffic control on Tuesday nights at the Metcalf Pop-Up Distribution. He goes to four different senior living facilities every month to help with food distribution and attends multiple other mobile sites throughout the year. As for Tom's favorite thing about The Open Door? It is the people by far.

"The volunteers and staff are just great. A lot of people have come and gone since I've started, but there are some that have been here the whole time I have. A good group. You can really BS with them."

Thank you for everything you do, Tom. From the countless volunteer hours over the last nine years to braving Minnesota winter mornings for food rescue, we could not complete our mission without you.

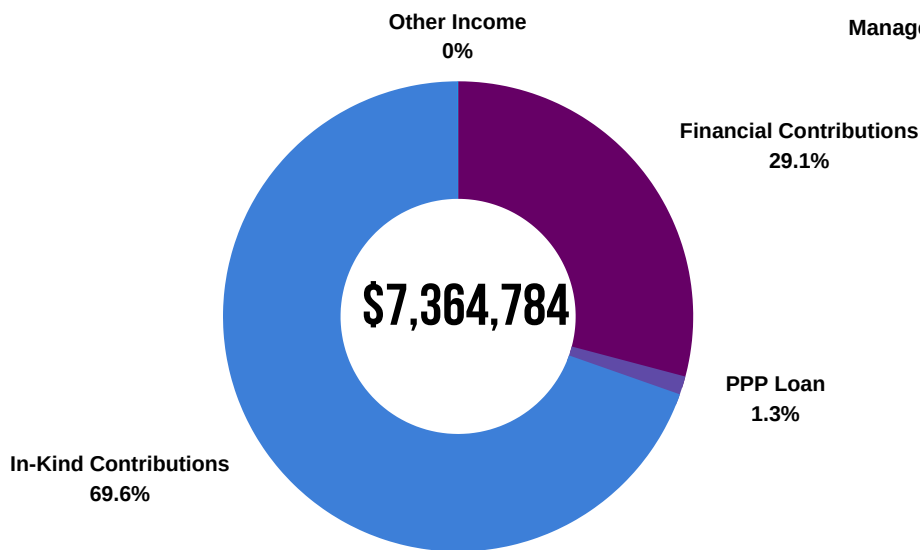
FINANCIALS



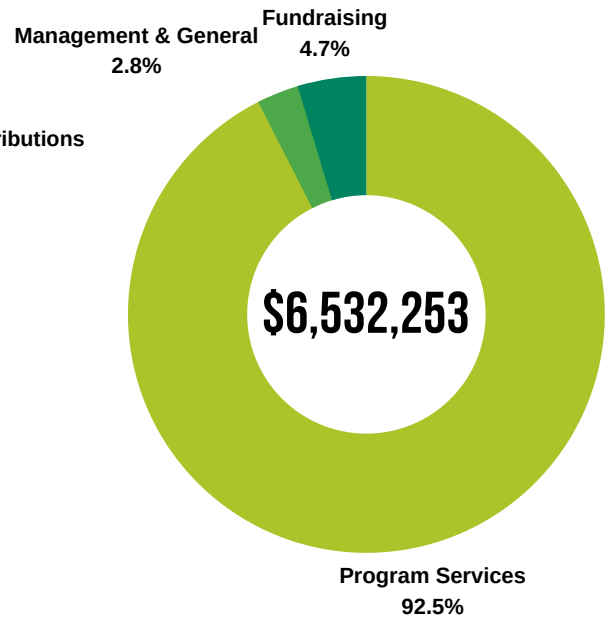
Fiscal Year 2021 Income & Expenses

From 2021 Audited Financial Statement

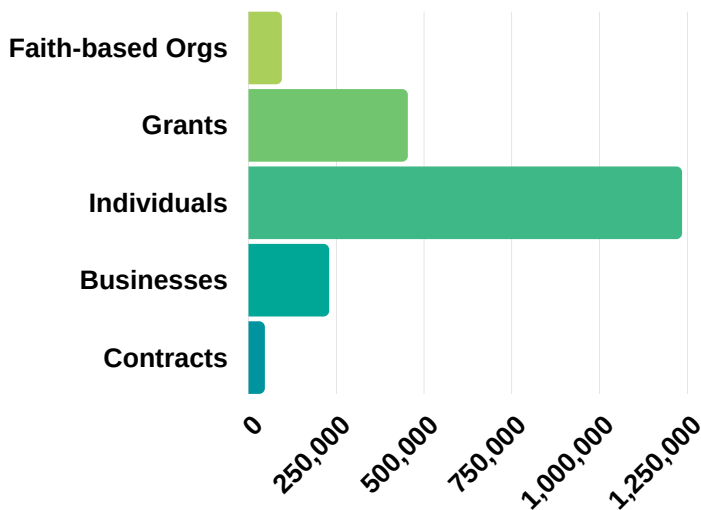
Income



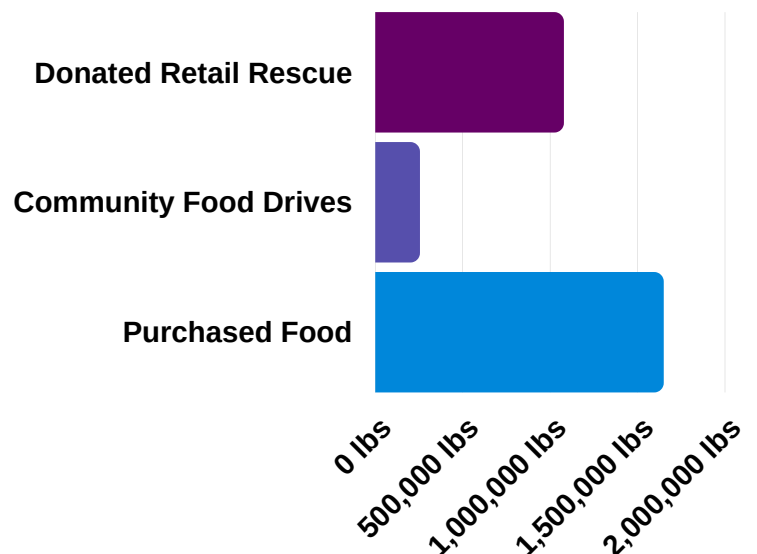
Expenses



The Open Door's Financial Sources



The Open Door's Food Sources



FINANCIALS



REVENUE

In-Kind Food Contributions (estimated cash value)	\$5,124,457
Financial Contributions	\$2,144,470
PPP Loan Forgiveness	\$92,900
Other Revenue	\$2,957
Total Revenue	\$7,364,784

EXPENDITURES

Value of Food Distributed	\$5,362,889
Salaries, Other Compensation, Employee Benefits	\$444,745
Facilities, Business & Marketing, Professional Fees	\$234,877
Total Expenses	\$6,042,511

ASSETS & LIABILITIES

Assets	\$2,507,636
Liabilities	\$53,142
Net Assets	\$2,454,221

FUNCTIONAL EXPENSE ALLOCATION

Program Services	\$6,042,511
Management and General	\$185,481
Fundraising	\$304,261
Total Expenses	\$6,532,253

TOTAL PROGRAM COST

Total Program Services Expenses	\$6,042,511
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*Based on 2021 IRS Form 990

THE OPEN DOOR IN THE NEWS



In December 2021 The Open Door's Eagan Pantry was featured on CBS Morning News

“ Nonprofit sees rising prices, food supply shortages
The pandemic revealed to The Open Door in Eagan a new spectrum of food scarcity across Dakota County.”



In December 2021, Sun ThisWeek reported on increased need at food shelves:

BOARD & STAFF



BOARD OF DIRECTORS

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Mary Worley, **Vice President**
Tina Arend, **Secretary**
Pastor Kelli Weiss
Carol Wirsbinski
Shawnessy Schwartz
Jennie Meinz
Stephanie Andrews
Heidi Bassett



STAFF



Kris Albright
Deanna Baisch
Angela Steenberg
Sara Garcia
Alpa Goswami
Adam Hoffman
Melissa Miller
Lisa Wendt
Mikell Melius
Kaitlyn Stock
Tony Vannicola
Nicole Tyrell
Wendy O'Brien
Sean Danaher
Jason Viana

Finance Manager
Director of Client Services & Reporting
Development Assistant
Mobile Food Program Coordinator
Garden to Table Manager
Mobile Food Program Manager
Development & Communications Manager
Events & Community Engagement Lead
Communications Specialist
Mobile Food Specialist
Community Relations Officer
Planning & Partnerships Manager
Pantry Manager
Client Services Coordinator
Executive Director



OUR PARTNERS



ANNUAL PARTNERS

Annual Partners are committed to supporting The Open Door at the highest levels through annual financial contributions, volunteering, and multiple food/fund drive collections



FOUNDATION PARTNERS



FOUNDING FAITH PARTNERS

