

# THE OPEN DOOR



## ANNUAL REPORT

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# 2022

# LETTER FROM THE EXECUTIVE DIRECTOR



Dear Friends and Supporters,

For the past 13 years The Open Door has shown that with more help, we can help more. 2022 was no different. Even in the face of economic headwinds and continued inflation, our volunteers and our team found ways to help more people in our community than ever before, all while prepping for an epic move into a new location opening in January 2023. It was the equivalent of training for a marathon while working overtime.

The end of our building search is the beginning of expanded hunger relief. Our new space in Eagan gives our team the space, technology, and infrastructure necessary to become an even more effective and impactful organization.

We have poured everything we've learned in our 13-year history into the design of our new space. At 3000 Ames Crossing Road we will bring in more food, store more food, and distribute more food than ever before. This expanded capacity will drive the next 10 years of hunger-relief efforts and help us continue to make fresh and healthy food available to anyone who needs it.

In the following pages we share highlights and insight into what you have helped us do and what work still remains. I hope as you read through this impact report you are left with a feeling of accomplishment and excitement, and I hope you are motivated to continue helping our team fight hunger wherever it lives in our community.

With Gratitude,

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# THE BIGGEST NEWS OF 2022



## WE'VE MOVED!!

To 3000 Ames Crossing Road, Suite 100, Eagan, MN 55121



In our new, larger space we are poised to bring in more food, store more food, and ultimately distribute more food to make greater strides toward ending hunger in Dakota County.

### WHAT WE GAIN FROM OUR NEW HOME

#### IMPACTFUL ADDITIONS



#### LOADING DOCK

With the addition of a loading dock and drive-in dock, our process of receiving and unloading food will drastically improve.



#### WALK IN REFRIGERATION

A walk-in, display cooler will decrease the need for constant stocking of smaller coolers and will provide clients a more authentic grocery shopping experience.



#### MORE MOBILE SITES

The ability to take in more food and store more food will allow us to add more Mobile Pantry sites and ultimately distribute more food throughout Dakota County.

#### VOLUNTEER LOUNGE

In our new home, volunteers will have a shared lounge to have lunch, engage and interact with other volunteers and ALL staff members.



# HUNGER IN MINNESOTA & DAKOTA COUNTY



Nationwide, **21.4% of households** reported some level of food insecurity in 2022, up 6% from 2021.



A record-breaking **5.5 million visits** were made to Minnesota food shelves in 2022, up nearly 50% from 3.7 million visits in 2021.



**47% of food shelf visitors** in 2022 were seeking food assistance for the first time.

Minnesota's charitable food system continues to run at capacity. This has been exacerbated by rising inflation and the end of financial supports established during the COVID-19 pandemic.

**Moving into 2023, it will be critical to focus on creating a just and equitable food system that is able to meet the growing number of Minnesotans in need.**

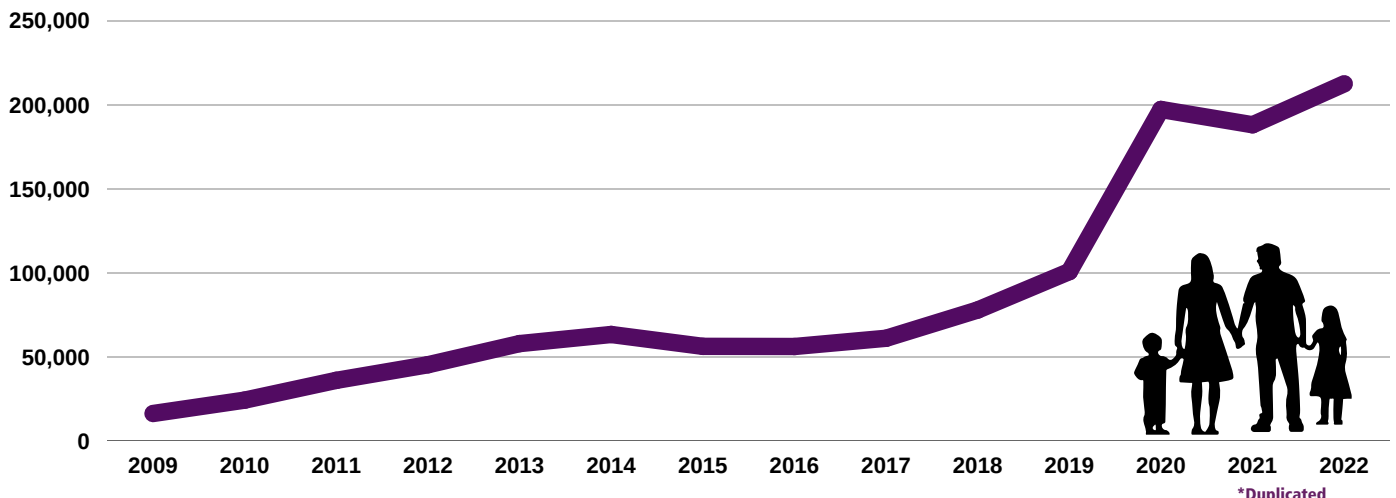
## Total People Served\*

2022

212,516 individuals

from 66,033 households

9,418 NEW households visited TOD for the first time



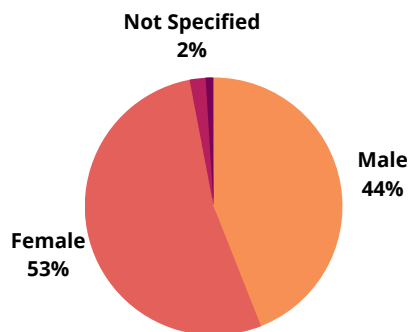


# OUR CLIENTS

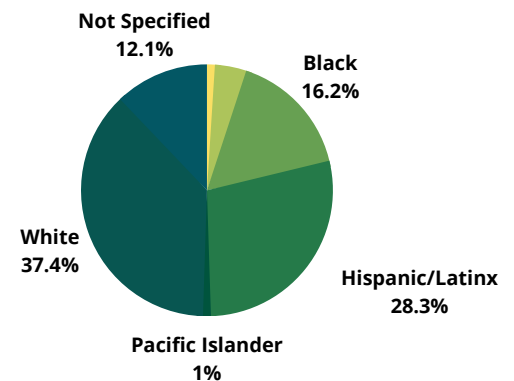


Many factors contribute to food insecurity for an individual or family. When choosing what to spend their earned wages on, Americans often have to navigate rent, bills, student debt, medical debt, and childcare before they begin assessing how much they can budget for groceries.

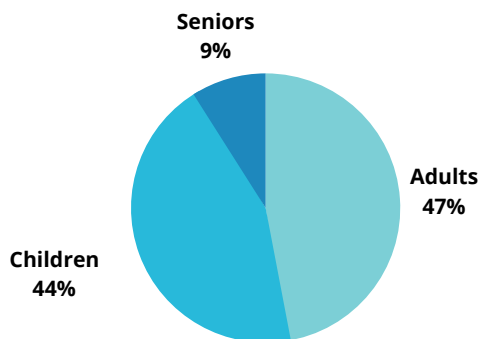
## Gender



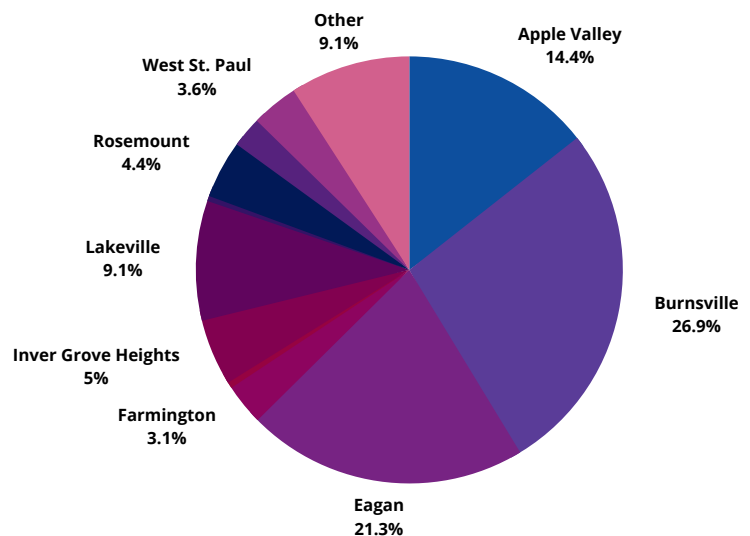
## Race & Ethnicity



## Age



## Clients by City



According to the MIT Living Wage calculator, updated in late 2022, a single individual (with no dependents) living in Dakota County would need to work full time for a wage of \$18.74 per hour to support just him or herself without extenuating debts. Adding just one child into this single-earner equation increases that basic income need to \$37 per hour to support the two-person household. Even with a rising minimum wage, it is easy to see how even the working poor would require food assistance to afford to live in Dakota County.

# OUR CLIENTS



## Client Spotlight: Arianne Richards

In one of The Open Door's gardens, nestled close to the Eagan YMCA, Arianne Richards and her family have a raised bed filled with cherry tomatoes, carrots, cucumbers, and watermelon. "The girls won't eat carrots at home, but here they will eat them right from the garden," Arianne said. The reason? "Because they're fresh!" Responded 9-year-old Isabella as she helped her mom pick bright red cherry tomatoes.

This is the first year that Arianne and her family have been a part of The Open Door's Garden to Table (G2T) program, but it certainly won't be their last. "It's fun just trouble shooting what we're doing and what we can do differently," Arianne said. "I enjoy seeing what other people are growing as well."

Arianne found out about the G2T program through a friend. She'd always wanted to garden but didn't have the space or resources at her townhome. She quickly signed up and has been utilizing the program to its fullest.



Arianne and her two daughters, 9-year-old Isabella and 5-year-old Makenna, go to the garden a couple times a week. The girls help with watering, harvesting, and general garden upkeep. "It's been a fun activity to do with them," Arianne said. After just an hour in the garden with Arianne and the girls it's clear that they take home much more than vegetables. Quality time spent together outside, talking about their favorite dishes to make with ingredients from the garden, and laughing while they engage in healthy activity are residual benefits from the G2T program that Arianne, Isabella and Makenna will carry with them for years to come.

The G2T program was created to provide individuals and families in need of food support the resources necessary to grow their own healthy food. In its 13th year, the program hosts 12 different garden sites, with over 300 plots, and is an integral part of The Open Door's sustainable approach to eliminating hunger and improving access to fresh produce.

Arianne had a few doubts when signing up for the program. "I thought, do I really need it?" she said. "But there is no need to feel shame. Take advantage of this opportunity and just have fun with it."

*"There's no need to feel shame."*

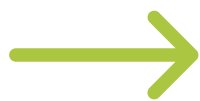
# OUR PROGRAMS



## Despite economic headwinds, The Open Door prioritized fresh and healthy food in 2022

The Open Door saw high levels of need across all of its programming for a third straight year in 2022. Since the onset of the COVID-19 pandemic, The Open Door has been seeing an increase in first-time clients and in past clients returning again after several years of food independence. Supporting this sustained high number of people requires a predictable supply of food flowing into our pantry from in-kind contributors, retail rescue efforts, and supplemental food purchases.

Like many organizations and community members in 2022, we were up against the challenge of inflation which limits both our purchasing power and our support. We also saw delays and limited availability of certain food items. To sustain our services our team needed to purchase more fresh, healthy, and culturally relevant food.



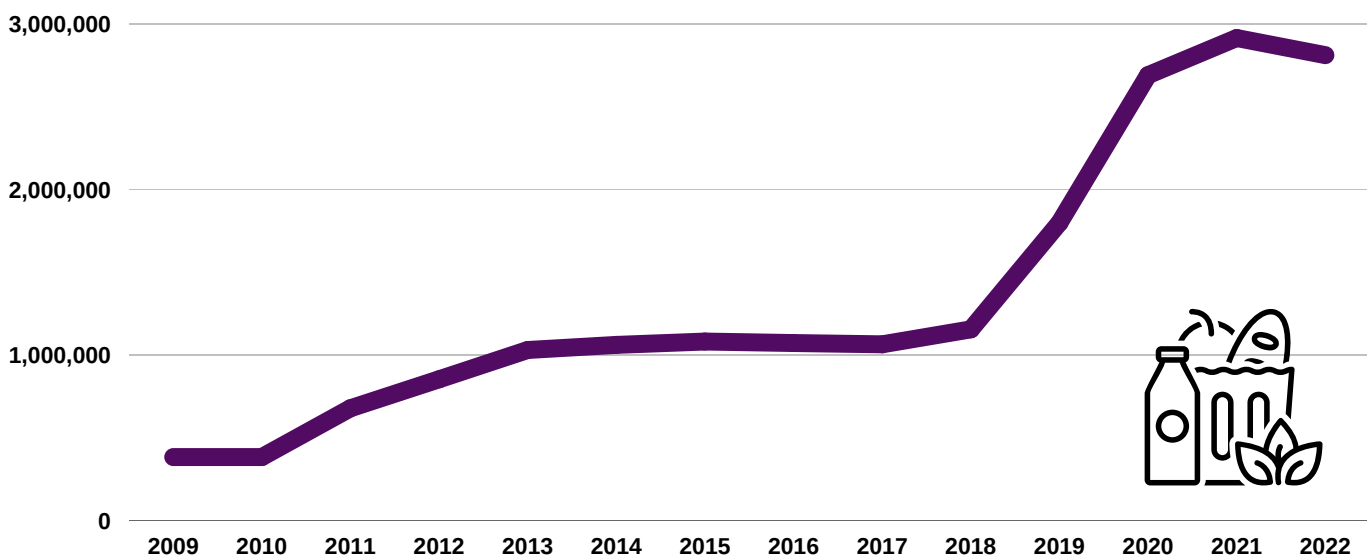
**As of June 2022 we had spent our  
entire year's food budget  
on purchased items to stock our pantry shelves.**



## Pounds of Food Distributed

**2022**

**2,812,357 lbs**





# OUR PROGRAMS



## The Open Door Eagan Pantry

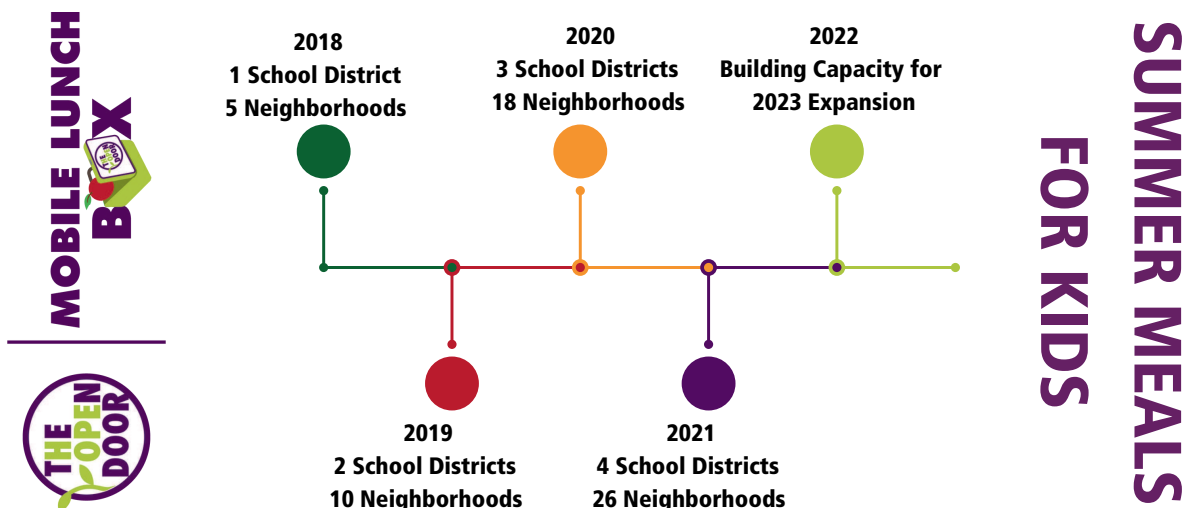
- 1,094,756: pounds of food distributed at The Eagan Pantry in 2022.
- 942: families who visited The Open Door Pantry in Eagan for the first time in 2022.
- 5,136: individuals served each month at The Eagan Pantry, for a duplicated total of over 61,000 individuals served.

## Mobile Pantry Program

- 1,501,433: pounds of food distributed through The Open Door's Mobile Pantry Program in 2022.
- 81%: percentage of fresh and/or perishable food distributed through the Mobile Pantry Program.
- 4,601: new households served by The Mobile Pantry in 2022.
- 9,945: individuals served by The Mobile Pantry each month (duplicated).
- 450-500: families receiving food support each week from the ongoing pandemic-era drive-through distribution site at Metcalf Middle School.

## Mobile Lunchbox

- 4: Local school districts served by The Open Door's Mobile Lunchbox Program: ISD 191, 194, 196, & 197.
- 5: Days per week Mobile Lunchbox meals are delivered during the summer months: June-September.
- 28,108: Meals served to students across Dakota County through Mobile Lunchbox.
- 2023: Year in which Mobile Lunchbox is poised to expand into the South St. Paul School District.
- 2024: Year in which Mobile Lunchbox will expand into the Farmington School District.



# OUR PROGRAMS



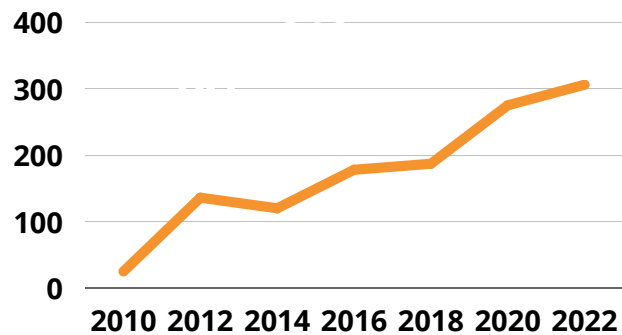
## Garden to Table

- 306: Number of Community Garden plots across 12 community gardens within the Garden to Table Program.
- 931: Individuals benefitting each month from The Open Door's garden-grown produce harvest between May and October 2022.
- 18,000+: pounds of fresh produce moving from garden to table, including many culturally specific foods for our clients!



## Garden to Table Growth

Number of adoptable plots



## The Open Door's New Home

At the end of 2022, The Open Door closed operations at 3904 Cedar Grove Parkway and 3910 Rahn Road and relocated to 3000 Ames Crossing Road in Eagan. The Eagan Pantry and our entire staff is now housed under the same roof for the first time in our organization's history!

Moving into one location has helped us become a more effective and consistent organization. Here are just a few of the benefits we expect to see:

- Improved staff, volunteer, and client communication
- Double the existing Eagan Pantry Shopping Space
- Increased Cold Storage Capacity – more fresh, healthy food
- Room to grow to increase number of appointments per month

## What We Gain

- Loading Dock
- Walk-In Cooler
- In-Ground Floor Scales
- Volunteer Lounge
- Training Room
- Increased Efficiency



# OUR VOLUNTEERS



## THANK YOU VOLUNTEERS!!

### YOU MAKE A DIFFERENCE:



**1,234**

**NUMBER  
OF VOLUNTEERS**

at The Open Door in 2022

**VOLUNTEER HOURS  
DONATED**

at The Open Door in 2022

**32,833**



that's equivalent to

**16**

**FULL-TIME  
EMPLOYEES**

working 40 hours a week, 52 weeks a year

**2,695,000**

**lbs of food  
distributed in 2022**



**17,000+**

**clients served  
on average each month**

**VOLUNTEERS ARE THE OPEN DOOR!**



# OUR VOLUNTEERS



## Volunteer Spotlight: Lisa & Craig Harvey

Lisa Harvey has been volunteering with The Open Door since its humble beginnings as a solitary food shelf in the basement at 3910 Rahn Road. She has filled volunteer positions at the Eagan Pantry, helped at the large-scale Metcalf distribution, delivered meals for Mobile Lunchbox and more. It was her long-term involvement (and his recent retirement) that pulled in her husband, Craig, to join the volunteer corps of The Open Door.

Craig Harvey started volunteering with The Open Door last year, but he has hit the ground running. Craig was instrumental in helping Alpa, The Open Door's Garden to Table Manager, fix and prepare raised garden beds this spring as well as performing other light repairs to sheds and fences. He also drives for food rescue shifts to the new Trader Joe's in Eagan.

"We're both drawn to service, and helping provide resources to those who need them," Craig said over coffee at Dunn Brothers, with Lisa nodding her head in agreement.

But of all the organizations they could volunteer for, why The Open Door? "It's just fun," Lisa said. "It's a well-run, organized system. You start to feel a bit like a family."

Lisa and Craig have lived in Rosemount since 1991, where they raised their two daughters. Lisa holds a Master's in Public Health and worked as a dietician for years, another thing that drew her to volunteer work involving food. Craig was a Director of Pharmacy before his retirement in 2020. They both stepped back from any volunteer work during the height of Covid-19, but are excited to be back and fully dive-in.

When they are not volunteering with The Open Door, Lisa and Craig volunteer with Feed My Starving Children. They enjoy chasing around their four grandchildren, as they all live close by, and traveling when they can. They are excited to figure out the balance of retirement and this new phase of their life. When asked what advice they would give to a new volunteer, Craig said, "Show up. Try some things out and see what you like. There are so many different things that you can do at The Open Door!"



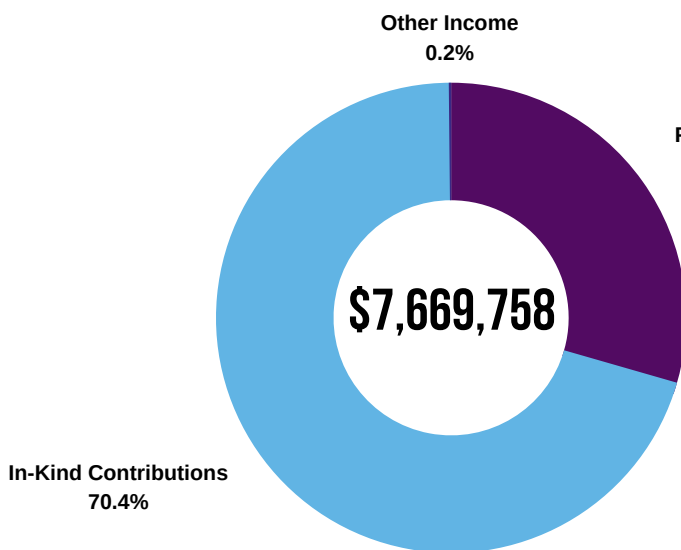
# FINANCIALS



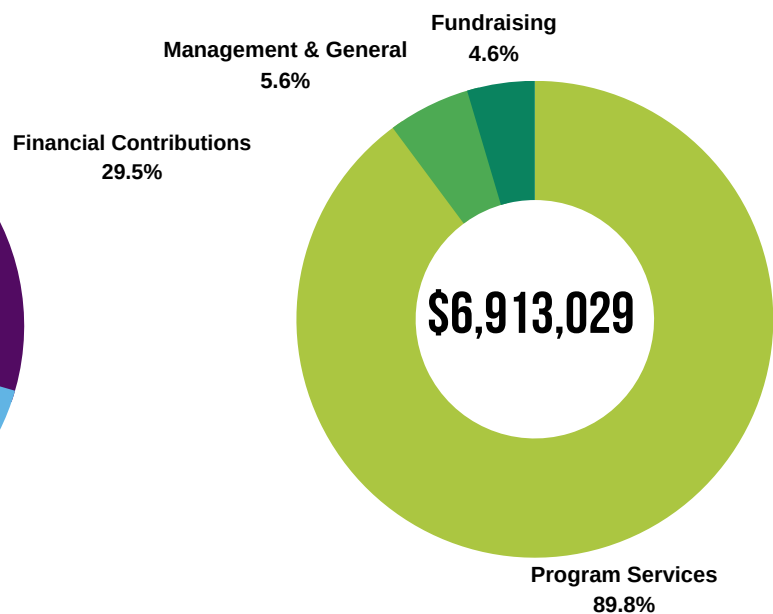
## Fiscal Year 2022 Income & Expenses

From 2022 Audited Financial Statement

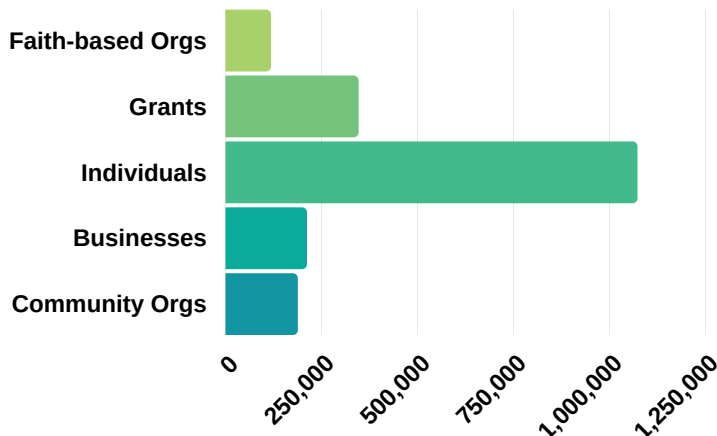
### Income



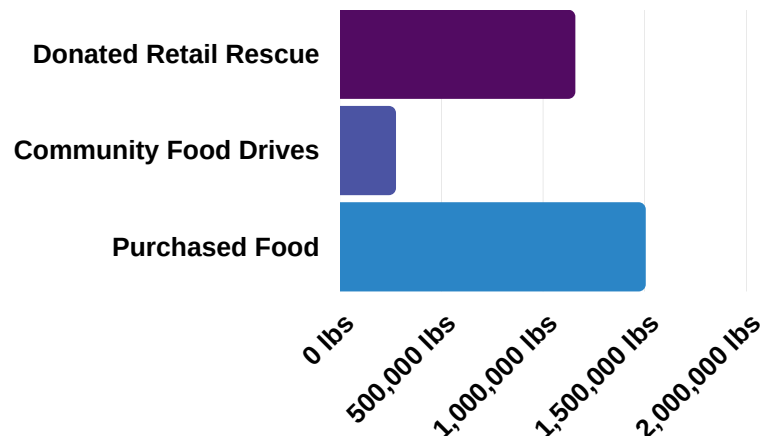
### Expenses



### The Open Door's Financial Sources



### The Open Door's Food Sources



# FINANCIALS



## REVENUE

In-Kind Food Contributions (estimated cash value)	\$5,145,208
Financial Contributions	\$2,513,020
Other Revenue	\$11,530
Total Revenue	\$7,669,758

## EXPENDITURES

Value of Food Distributed	\$5,110,389
Salaries, Other Compensation, Employee Benefits	\$809,502
Facilities, Business & Marketing, Professional Fees	\$993,138
Total Expenses	\$6,913,029

## ASSETS & LIABILITIES

Assets	\$5,237,909
Liabilities	\$2,026,959
Net Assets	\$3,210,950

## FUNCTIONAL EXPENSE ALLOCATION

Program Services	\$6,210,129
Management and General	\$385,674
Fundraising	\$317,226
Total Expenses	\$6,913,029

## TOTAL PROGRAM COST

<b>Total Program Services Expenses</b>	<b>\$6,210,129</b>
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\*Based on 2022 IRS Form 990



# THE OPEN DOOR IN THE NEWS



In December 2022, Executive Director, Jason Viana was interviewed by Business Insider on the effects of inflation on hunger relief

“The lowest 20% of earners spend 27% of their income on food, whereas the highest income quintile spends only 7% of income on food.”



In February 2022, Barron's Online consulted The Open Door for their article "How Food Shelves Navigate Increased Demand and Rising Inflation"

In November 2022, KSTP covered high demand at The Open Door's Mobile Pantry sites ahead of the holidays



# BOARD & STAFF



## BOARD OF DIRECTORS

Sara Anderson, **President**  
Tina Arend, **Secretary, Vice President**  
Stephanie Andrews  
Heidi Bassett  
Dan Burns  
Jennie Meinz  
Shawnessy Schwartz  
Mark Swanson  
Pastor Kelli Weiss  
Carol Wirsbinski, **Past President**  
Mary Worley



## STAFF

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

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



# 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







[www.theopendoorpantry.org](http://www.theopendoorpantry.org)

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