

METROPOLITAN AREA NEIGHBORHOOD NUTRITION ALLIANCE

YEAR IN REVIEW

July 1, 2020 - June 30, 2021



Delivering Nourishment.
Improving Health.

LETTER FROM THE CEO

Dear Friends,

We are truly humbled daily by the dedication of our volunteers, staff, and supporters as we continue to live through these difficult times. As changes were made and we all continued to adjust, the unwavering support of our community has been essential – and our community is stronger than ever.

Inside our facility, we altered our protocols for the health and safety of our volunteers, staff, and clients. We instituted masks and social distancing, reduced the number of volunteers per shift, condensed our hours, changed our delivery protocols, and added additional safety trainings and health questionnaires. In recent months, we also required vaccination for all volunteers, staff, and visitors.

This last fiscal year, MANNA celebrated our 31st Birthday. Over three decades ago in the basement of the First Presbyterian Church in Philadelphia, MANNA was born through the care, love, and generosity of a group of neighbors preparing meals for individuals dying of HIV/AIDS. So much has changed and evolved over the last 31 years, but the heart of MANNA continues to be Neighbors Nourishing Neighbors.

Thank you to our entire community for standing with us over the last year as we delivered more meals than ever to neighbors in crisis, and to all who have stood with us over the last three decades.



Sue Daugherty, RD, LDN
Chief Executive Officer



FY21 IN REVIEW

MANNA provides critical nutrition to thousands of our neighbors battling serious diseases. Facing a critical illness comes with many challenges, including harsh treatment regimens and increased medical costs. The right nutrition can make treatments more effective, reduce side effects and symptoms, and increase a person's ability to recover. Over the last fiscal year - from July 1, 2020 to June 30, 2021 - MANNA delivered **1,572,228** medically tailored meals to **5,155** individual clients and **609** dependents in the Greater Philadelphia area.

1.5 MILLION
MEALS



5100
CLIENTS



600
DEPENDENTS



"I am so thankful for everything MANNA does. My driver is always so kind and polite. I appreciate the idea of MANNA because right now I can't go to the store or even carry any groceries. With MANNA I know I have food coming to me that is delicious. God bless you all."

MANNA serves clients in the Greater Philadelphia area, including, but not limited to, Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties in Pennsylvania, and Burlington, Camden, Gloucester, and Salem Counties in New Jersey.

In FY21, MANNA's program impacted clients with more than 100 different disease states, with the most common diseases being cancer (26%), diabetes (25%), HIV/AIDS (8%), and renal disease (5%). Last year, 95% of clients reported incomes below 200% of the Federal Poverty Level with an average annual income of \$7,122.

Over the last year, demand for MANNA's meals has increased significantly. To accommodate the upsurge, we made adjustments to maximize our capacity to prepare and deliver meals to our clients and their dependents. Through generous funding from our supporters, MANNA has been able to hire additional staff and purchase new equipment to ensure that we can continue to meet the rising need in our community.

In addition to filling vacant positions, we added positions to our client services, finance, kitchen, and distribution departments. As of the end of FY21, MANNA's staff has expanded to 54 employees, many more than our founders anticipated 31 years ago when they started MANNA in the basement of The First Presbyterian Church in Philadelphia. We also purchased several pieces of equipment including professional grade Combi ovens that decrease cook time, and several large kettles which boost efficiencies.



Beth is 61 years old and has been fighting Stage 4 endometrial cancer. For more than eight months she has been receiving MANNA's medically tailored meals and feels a lot better about her nutrition. With meals tailored to her needs, she can focus on getting well rather than grocery shopping.

"I've even gained a few pounds in spite of my illness...God only knows how thankful I am for the meals."

NUTRITION PROGRAM

In addition to increasing capacity over the last year, we made updates to our program to ensure that we provide the best experience for our clients and partners. From moving our referral forms online to adjusting our menu, these changes have helped us bring comprehensive medical nutrition services to our critically ill clients.

MENU UPDATES

We shortened our menu to a 3-week cycle to better address our clients' current needs, and make it easier for new diet modifications in the future. With this new menu plan we can more easily navigate the needs of those we serve and make changes as necessary.

Part of this change included increasing the daily average calorie and protein content of our meals in order to better meet the nutritional needs of our clients. Some of our 12 diet modification options were adjusted to include more variety and we've introduced healthy snacks into our weekly menu to help round it out while raising the amount of calories and protein. These adjustments have improved our meal plans greatly, and feedback from our clients has been positive.

		 SAMPLE WEEKLY MENU <small>PLEASE NOTE THAT MANNA RUNS ON A THREE WEEK MENU CYCLE</small>						
		DAY 1	DAY 2	DAY 3	DAY 4	DAY 5	DAY 6	DAY 7
BREAKFAST	DIET MODIFICATION	BREAKFAST BURRITO <small>POPCORN CHIPS</small>	APPLE CINNAMON HOT CEREAL	EGG & CHEESE SANDWICH SANDWICH	FRENCH TOAST STICKS	CHEERIOS CEREAL FRUIT CUP	WESTERN OMELET HOT FRIES FRUIT SALAD	WHOLE GRAIN PANCAKES TURKEY BACON APPLE SAUCE
	STANDARD	POTATO WEDGES SPICED APPLES	YOGURT FRUIT CUP	TURKEY SAUSAGE APPLE SAUCE	VEGIE SAUSAGE FRUIT			
LUNCH	DIET MODIFICATION	MIDWINTER BARLEY SOUP	BEEF MAC & CHEESE	TURKEY BEAN CHILI	CORN CHOWDER	TEMPEH SLOPPY JES	SWEET POTATO & CABB BRISOLE	GRILLED CHICKEN SANDWICH
	STANDARD	ROLL ORANGE	APPLE	FRUIT CUP	ROLL ORANGE	PASTA SALAD PEAS	ROLL FRUIT CUP	PASTA SALAD APPLE
DINNER	DIET MODIFICATION	VEGETARIAN STUFFED PEPPERS	CHICKEN & DUMPLINGS	PENNE & MEATBALLS	STUFFED FLOUNDER	SWEET & SOUR PORK	OVEN FRIED CHICKEN	TURKEY MEATLOAF
	STANDARD	SAUTEED ZUCCHINI	SPINER ROLL SAUTEED ZUCCHINI	BEAN BEANS	WYLLISTER SAUCE WHITE RICE CALIFORNIA VEGETABLE BLEND	BRUSCETTA	WHIPPED SWEET POTATOES COLLARD GREENS	MASHED POTATOES SPINACH
DESSERTS		APPLE COBBLER	CARROT CAKE	PEACH COBBLER	APPLE COBBLER	CARROT CAKE	PEACH COBBLER	APPLE COBBLER

GET FRESH GOES VIRTUAL

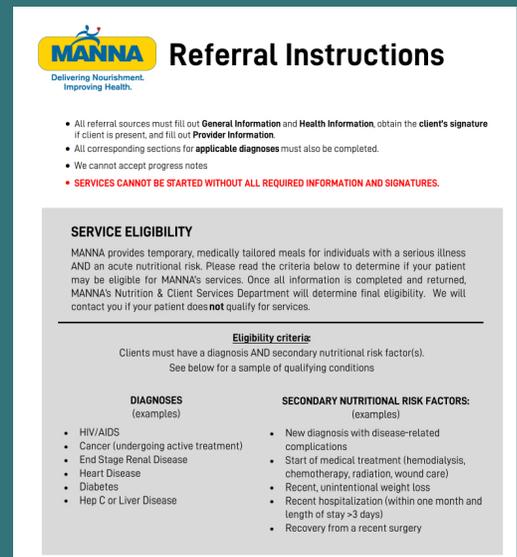


Our popular Get Fresh series got the virtual overhaul this year! What used to be a multi-session education course, hosted at MANNA, has shifted to be more accessible to our clients by providing online access during the pandemic. In these classes our clients watch a live cooking demonstration, learn new recipes, and ask our Registered Dietitians and Chefs questions. This year, MANNA partnered with Vetri Community Partnership to host special family friendly versions of our Get Fresh classes.

GOING DIGITAL

MANNA's referral form is now available for online submissions, making it faster and easier for referrals to be submitted and processed. While our form has been available to download from our website for quite some time, healthcare providers can now submit client information electronically through our secure online submission form. This submission system is HIPAA-compliant to ensure the privacy of our clients at all times.

We also implemented DocuSign technology to allow our clients to sign their paperwork digitally. While it is still possible to sign the paperwork physically, clients can now sign their paperwork online as they enroll in our program through our secure DocuSign form. This reduces the time between the referral submission and our clients receiving their first delivery.



The screenshot shows the 'Referral Instructions' document from Manna. It includes the Manna logo with the tagline 'Delivering Nourishment. Improving Health.' and a list of key instructions: all referral sources must fill out General Information and Health Information, obtain the client's signature if present, and fill out Provider Information; all corresponding sections for applicable diagnoses must also be completed; progress notes are not accepted; and services cannot be started without all required information and signatures. Below this is a 'SERVICE ELIGIBILITY' section. It states that Manna provides temporary, medically tailored meals for individuals with a serious illness AND an acute nutritional risk. It then lists 'Eligibility criteria' which require a diagnosis AND secondary nutritional risk factor(s). Two columns of examples are provided: 'DIAGNOSES (examples)' including HIV/AIDS, Cancer, End Stage Renal Disease, Heart Disease, Diabetes, and Hep C or Liver Disease; and 'SECONDARY NUTRITIONAL RISK FACTORS: (examples)' including new diagnosis with complications, start of medical treatment, recent unintentional weight loss, recent hospitalization, and recovery from recent surgery.

NEW NUTRITION LABELS

We recently rolled out brand new meal labels that provide more nutrient detail for our clients. Our meals have always been "teaching tools," providing our clients with examples of what they should be eating for their prescribed diets, and demonstrating that healthy food can taste good too! Now our clients can see what's in their meals and better understand their dietary requirements.

"I'm so impressed with how the meals are prepared because they remind me of how my mom's cooking used to taste."

MANNA INSTITUTE

MANNA INSTITUTE PILOT RESEARCH

The MANNA Institute is working to further measure the impact of MANNA's medically tailored meal program in patients with a non-terminal cancer diagnosis. To do so, the Institute funded two proposals for pilot studies from organizations and researchers in the Greater Philadelphia area, thanks to the support of the MANNA Institute's Founding Eight. These studies will measure the impact of MANNA's medically tailored meal program and nutrition counseling services on a defined population of patients with cancer.

FOX CHASE CANCER CENTER

Principal Investigators Rishi Jain, MD, MS, DABOM and Kara Stromberg, MS, RDN, CDE, LDN, will conduct the study "A Medically Tailored Meal Program to Improve Chemotherapy Tolerance in Patients with Colorectal Cancer: a Pilot Study."

THOMAS JEFFERSON UNIVERSITY

Principal Investigator Kristin Rising, MD, MSHP, will conduct the study "Identifying & Testing Patient-Important Outcomes to Assess Efficacy of Medically Tailored Meals for Oncology Patients."

"The MANNA Institute is the first research institution of its kind and we look forward to continuing to innovate in the food as medicine space with our partners."

- Jule Anne Henstenburg, PhD, RDN, LDN, FAND



MANNA Institute Director Jule Anne Henstenburg, PhD, RDN, LDN, FAND was awarded the Outstanding Dietitian of the Year Award by the Pennsylvania Academy of Nutrition & Dietetics. The ODY is the highest honor bestowed upon a member of the Pennsylvania Academy of Nutrition and Dietetics, recognizing a PA dietitian whose leadership and service is exemplary and whose contributions to the Pennsylvania Academy and the public have been longstanding and exceptional.

IMPACT ON MALNUTRITION

The MANNA Institute conducted an evaluation of our clients who screened positive for malnutrition at intake. Malnutrition occurs when individuals do not receive enough calories, protein and micronutrients for adequate body functions and overall health. For people with serious illnesses, malnutrition can increase their risks for complications, as the body needs proper nutrition to support medical treatment. The Institute found a 34% reduction in the proportion of clients who screened at-risk for malnutrition at intake versus follow-up across all disease states that we served.



ACADEMIC SEMINAR SERIES



The MANNA Institute hosts a biannual Academic Seminar Series that invites health professionals and researchers to present on key topics in the field of nutrition. This year, the Institute hosted Lauren Hudson, MS, RD, LDN and Kristen Dwinells, MA, RD, LDN, CNSC, from the Hospital of the University of Pennsylvania, who presented on hospital malnutrition and community-based interventions; and Maya N. Clark-Cutaia, PhD, ACNP-BC, RN, from New York University Myers College of Nursing who discussed dietary sodium restriction and the potential for medically tailored meals to optimize health and wellbeing of hemodialysis patients.



Last year, the Institute partnered with Drexel University to conduct surveys with MANNA clients to measure fruit and vegetable intake and associated nutrients. The data collected shows that MANNA's medically tailored meals provide a diet rich in fruits and vegetables and their associated nutrients including vitamin C, and potassium. These results demonstrate that our meals provide excellent sources of nutrients that make a significant difference in our clients' health.

FOOD IS MEDICINE

MANNA's vision is that everyone in need of medical nutrition services will have access to them. With your help and support, we are working to make our vision a reality through our local advocacy efforts, and our work in the Food is Medicine movement nationwide.

PENNSYLVANIA DEPARTMENT OF HUMAN SERVICES

We were thrilled to host the Pennsylvania Department of Human Services Acting Secretary Meg Snead and Chief Medical Officer and Chief Innovation Officer, Doug Jacobs MD, MPH for a tour of MANNA. We had the opportunity to share our work with the department and discuss the important role of nutrition in improving health outcomes for the community we serve.



FOOD IS MEDICINE COALITION



MANNA is a founding member of the Food is Medicine Coalition and has worked closely with the Coalition to support national advocacy efforts, including an extensive set of policy recommendations to Xavier Becerra, Secretary of Health and Human Services. To learn more about our efforts, or read the recommendations, please visit:

<https://mannapa.org/food-is-medicine/our-approach/>

ADMIRAL RACHEL L. LEVINE, MD

We recently held conversations with Assistant Secretary for Health for the U.S. Department of Health and Human Services, Admiral Rachel L. Levine, MD, about the important role that medically tailored meals play in improving health outcomes and decreasing health care costs. We are so grateful for Dr. Levine's time, and are excited to continue our work to bring Food is Medicine to the national stage.



MEDICALLY TAILORED MEALS ACT



Originally introduced to Congress in 2020, the Medically Tailored Home-Delivered Meals Demonstration Pilot Act (HR5370) would establish a new Medicare pilot program to keep seniors healthy and address the critical link between diet and chronic illness. This bipartisan bill was reintroduced to the House of Representatives this fall by Jim McGovern (D-MA) and cosponsors including Dwight Evans (D-PA). This bill directs the Secretary of Health and Human Services to conduct a 3-year demonstration pilot program to provide medically tailored meals to some of our nation's most vulnerable Medicare enrollees. This pilot brings us one step closer to normalizing insurance coverage for medically tailored meals as part of medical treatment.

WHITE HOUSE CONFERENCE ON NUTRITION

Bills calling for a White House Conference on food, nutrition, hunger and health have been introduced into both the House of Representatives and the Senate. The first, and only, White House Conference on Food, Nutrition, and Health took place in 1969 and led to the establishment of SNAP and other safety-net programs still used today. The COVID-19 pandemic has exacerbated the issues surrounding nutrition and food access around the country, and a national conference would bring together the expertise necessary to find sustainable solutions.



OUR VOLUNTEERS

FY21 VOLUNTEERS

Volunteers at MANNA are essential, especially over this last year and a half. We are incredibly grateful to all the volunteers who have stepped up to make sure our kitchen keeps running throughout the pandemic. MANNA's volunteers come from all walks of life, and include corporate employee groups, faith-based organizations, school groups, and individuals. Overall, **2,919** volunteers provided **40,609** hours and prepared more than 1.5 million meals in FY21. We are so proud to work beside such dedicated and selfless individuals. Thank you to all who volunteered this year.

The top 10% of volunteers* completed 64% of MANNA's volunteer work* during the COVID-19 pandemic.

VOLUNTEER STUDY

This year MANNA's Manager of Community Engagement, Phoebe Unetic, co-authored a research study with Dr. Ram Cnaan of the University of Pennsylvania. In their work "In-person volunteering in the times of the pandemic: lessons from essential volunteering," Cnaan and Unetic cover nearly a year and a half of qualitative and quantitative data that tells the story of MANNA's volunteer community before and during the pandemic. Their preliminary insights were presented at the Food is Medicine Coalition's annual symposium this September.



* by hours

VOLUNTEER SPOTLIGHT: ROBERTO SOLER

Roberto Soler moved to Pennsylvania from Venezuela five years ago and works at the Attic Youth Center, a safe space for LGBTQ youth. It was through his work at the Attic that he found out about MANNA. In the midst of COVID with a limited work schedule at the Attic, he became very involved with MANNA.

He has volunteered at MANNA for over a year, coming in for every Early Bird shift Tuesday through Friday.

For Roberto, the best part about MANNA is the environment.

"There are very nice people there. It's funny because everyone has their different behavior and background but everybody has a smile. Even with the mask you can see [the smile] in their eyes."

Read the rest of Roberto's story on our website at mannapa.org/volunteer-profile-roberto-soler



THANKSGIVING 2020

Thanksgiving is MANNA's most popular volunteer day, but with COVID restrictions we had to make some adjustments. We are thrilled to say that the day was a resounding success! Over 180 volunteers prepared and delivered nutritious Thanksgiving Day meals to more than 969 clients, giving them a special holiday during the crisis.

HEARTFELT THANKS TO EVERYONE WHO CAME TOGETHER TO MAKE THANKSGIVING A SUCCESS



THANK YOU!

THANK YOU FOR MAKING A DIFFERENCE FOR OUR CLIENTS!

MANNA's work to bring comprehensive nutrition to people battling serious illnesses would not be possible without the incredible support of our donors and funding partners. From individual donations to major institutional funding, all of MANNA's supporters are part of the MANNA family. This year, with the help of our funders, we were able to keep MANNA running seamlessly as we collectively adjust to this new 'normal.'



MANNA is currently scheduling tours with advance notice. To schedule a tour, please contact us at info@mannapa.org

Please note, as of October 1, 2021, proof of COVID-19 vaccination is required for all volunteers and visitors to MANNA. Volunteers and visitors are encouraged to e-mail proof of COVID-19 vaccination to vaccine@mannapa.org prior to their visit, although they may also provide proof at the front desk upon arrival. We thank you for your cooperation as we work to keep the MANNA community safe.



**Delivering Nourishment.
Improving Health.**