



Massachusetts Emergency Food Assistance Program (MEFAP)

**Fiscal Year 2013
Core Food Summary Report
July 1, 2012 - June 30, 2013**

Developed by:

**Food Bank of Western Massachusetts
The Greater Boston Food Bank
Merrimack Valley Food Bank
Worcester County Food Bank**

Massachusetts Emergency Food Assistance Program (MEFAP) Highlights of Fiscal Year 2013

- Approximately 13% of the State's population sought emergency food assistance in FY13.¹
- 842 emergency food programs across the state were supported with product purchased with MEFAP funds.
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|--------------------------------|--------------|
| Total MEFAP funding | \$13,000,000 |
| Core Food Purchase Fund | \$11,040,000 |
| Massachusetts Grown Initiative | \$720,000 |
| DAR program Administrative fee | \$240,000 |
| Operation Funding | \$1,000,000 |
- Vendors: Reinhart Foodservice (formerly Agar Supply Co.) - Retail & Food Service MEFAP contracts – 61.5% of Core Food
Feeding America – (tuna, mac & cheese, black beans, pink beans, kidney beans, shelf stable milk, orange juice boxes, apple juice, corn flakes, rice crisp cereal, quick oats, peas, carrots, green beans, spaghetti sauce) – 35.6% of Core Food
House of Raeford – Thanksgiving Turkeys – 2.1% of Core Food
- 60 different items or types of product purchased through Core Food
- Core Food items Produced in Massachusetts:
 - Teddie / Leavitt Corp. – Peanut Butter – 8.9% of Core Food
 - J & G – Ground Beef – 1.0% of Core Food
 - Garelick Farms – Fresh 1% Milk - .8% of Core Food
 - Mutual – Utility-sized Ground Beef – .6% of Core Food
- A total of 62,062,660 pounds of food were distributed through the four regional food banks.
- Of that, 16,606,171 pounds (26.8%) were MEFAP products – a 1.05% increase in pounds distributed over FY12.
- A total of 13,838,476 meals were provided through MEFAP.

¹ Number of SNAP Recipients: MA Dept. of Transitional Assistance: Facts and Figures, July 2013; MA Total Population: US Census Quick Facts: 2012 estimate.

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The Massachusetts Emergency Food Assistance Program (MEFAP) provides food products for citizens of the Commonwealth in need. Through the program, a consistent supply of quality, nutrient-rich foods and locally grown fresh produce has been provided through the statewide food bank network to 842 emergency food providers. MEFAP is administered by The Greater Boston Food Bank on behalf of the four Massachusetts Regional Food Banks detailed below. This report summarizes the Fiscal Year 2013 (FY13) MEFAP Core Food program.

Summary

The 2012 Feeding America study, Map the Meal Gap, shows that 12.3% of Massachusetts residents are food insecure, meaning that their access to adequate food is limited by a lack of money and other resources.² Of those in need in the Commonwealth, 44 percent do not qualify for government benefits because their income is too high; they cannot meet basic needs and therefore require emergency assistance. An additional 121.6 million meals are needed across the state to ensure that all residents are able to eat three meals a day.³ MEFAP plays a vital role in bridging the Meal Gap and providing all those in need with a continual supply of quality, nutritious food staples, as well as fresh produce through the Massachusetts Grown Initiative. The food provided through this program is integral to the mission of the Commonwealth's emergency food providers to address food insecurity in their communities.

During FY13, the four Massachusetts Regional Food Banks collectively distributed over 62 million pounds of food, 16.6 million of which was purchased through the MEFAP program. This represents an increase of 1% over pounds distributed with MEFAP funds in FY12. While the MEFAP fiscal year ended with price increases across all items averaging only 3%, the US drought of 2012 caused significant price increases mid-year – an average of 35% on dairy items – and limited the impact of increased funding in FY13. Increased funding to the MEFAP program is key to the Massachusetts Regional Food Banks' ability to maintain distribution in the face of continued price inflation.

Program Funding

Funding for MEFAP increased by \$500,000 in FY13. Total funding for the fiscal year ending June 30, 2013 was \$13,000,000. (A breakdown of the funding is contained in Table 1, and a summary history of MEFAP funding and meals distributed is contained in Table 5 on page 7.) In FY13, the Department of Agricultural Resources managed both the food purchases funds, including funding for the Massachusetts Grown Initiative, and the operation funds; this represents a change from prior years when the operation funds were managed by the Massachusetts Department of Education.

In FY13, the four Massachusetts Regional Food Banks continued national product sourcing to stretch funding dollars. Beneficial pricing for items purchased through Feeding America as well as for items purchased from Reinhart Foodservice (formerly Agar Supply Co.) in full trailer quantities, direct from manufacturers, helped mitigate the impact of price increases throughout

² Gundersen, C., Waxman, E., Engelhard, E., Del Vecchio, T., Satoh, A. & Lopez-Betanzos, A. Map the Meal Gap 2012: Food Insecurity Estimates at the County Level. Feeding America, 2012.

³ Ibid.

the year. As Feeding America continues to grow its Grocery Program and develops more partnerships with national manufacturers, we continue to increase the volume of food procured with advantageous pricing through Feeding America with MEFAP funds.

Table 1: FY13 MEFAP Funding

Core Food Funding	\$11,040,000
Massachusetts Grown Initiative (FY13)	\$720,000
Operation Funding	\$1,000,000
DAR Administrative Fee (retained)	\$240,000
Total Funding	\$13,000,000

The Massachusetts Regional Food Banks

The Massachusetts Regional Food Bank system includes The Food Bank of Western Massachusetts (FBWM), The Greater Boston Food Bank (GBFB), Merrimack Valley Food Bank (MVFB), and Worcester County Food Bank (WCFB). Each is a private, nonprofit 501(c) 3 corporation that distributes surplus, reclaimed, and other donated foods, purchased food, and product provided through the federal TEFAP program. Of the 1,189 member hunger-relief programs using the statewide food bank system, 842 emergency providers received MEFAP products. These programs include pantries, soup kitchens, transitional houses, and shelters. U.S. Census Bureau service area population and poverty statistics are used to determine the allocation of MEFAP funds to the four food banks. The distribution formula for FY13 MEFAP funds is detailed in Table 2.

Table 2: Allocation of FY13 MEFAP Funds Among Massachusetts Regional Food Banks

Food Bank	Location	Percent*
Food Bank of Western Massachusetts	Hatfield	13.97% (-.01%)
The Greater Boston Food Bank	Boston	64.96% (+.23%)
Merrimack Valley Food Bank	Lowell	8.78% (-.14%)
Worcester County Food Bank	Shrewsbury	12.29% (-.08%)

*Percentages based on US Census and Feeding America statistics. Numbers in parentheses indicate change over FY2012.

The statewide emergency food distribution network reaches every location in the Commonwealth. All agencies must serve individuals and families most in need of emergency food resources. By reducing food costs for member feeding agencies and providing high-quality nutritious food, MEFAP plays a vital role in reducing hunger in the Commonwealth. MEFAP-distributed food represents 26.8% of the overall number of pounds distributed by the four Massachusetts Regional Food Banks in FY13. While this represents a 3.3% decrease from FY12, this is due largely to increases in other sources of product for the Massachusetts Regional Food Banks, including donated product and product procured through the USDA via The Emergency Food Assistance Program (TEFAP), which saw significant increases this year.

Table 3: FY13 Massachusetts Regional Food Banks Distribution Statistics*

<u>Food Bank</u>	<u>Agencies Served</u>	<u>Total Pounds Distributed</u>	<u>MEFAP Pounds Distributed</u>	<u>MEFAP Meals Distributed**</u>
Food Bank of Western Massachusetts	179 (-24%)	7,661,920 (+11.6%)	1,873,895 (-6.1%)	1,561,579
The Greater Boston Food Bank	513 (+1%)	46,076,460 (+15.3%)	11,807,151 (+1.6%)	9,839,293
Merrimack Valley Food Bank	57 (+16%)	2,968,876 (+22.6%)	1,135,089 (+4.2%)	945,908
Worcester County Food Bank	93 (-1%)	5,355,404 (+1.5%)	1,790,036 (+3.2%)	1,491,697
Totals	842 (-4.9%)	62,062,660 (+13.8%)	16,606,171 (+1.1%)	13,838,476 (+1.1%)

*Table includes overall and MEFAP pounds distributed from July 1, 2012 to June 30, 2013. Numbers in parentheses indicate change over FY2012.

** 1.2 pounds of food provides 1 meal.

MEFAP Food Purchases

MEFAP consists of two food purchasing programs: Core Food and the Massachusetts Grown Initiative.

MEFAP Core Food Purchasing

In FY13, The Greater Boston Food Bank purchased over 16.6 million pounds of food using MEFAP funds from vendors selected through a competitive bid process: Reinhart Foodservice / Agar Supply Co. of Taunton, MA was awarded the contract for retail-packaged meat, dairy, and grocery products, as well as for foodservice and institutional foods (utility); Garelick Farms of Lynn, MA was awarded the contract for fresh milk; and House of Raeford of Raeford, NC was awarded the contract to supply Thanksgiving turkeys.

Overall, Reinhart / Agar provided the best overall pricing for six of the seven Core Food bids, with Garelick Farms providing the best pricing for the fresh milk bid; the Thanksgiving turkey bid is issued separately in the spring in order to lock in beneficial pricing early in the season.

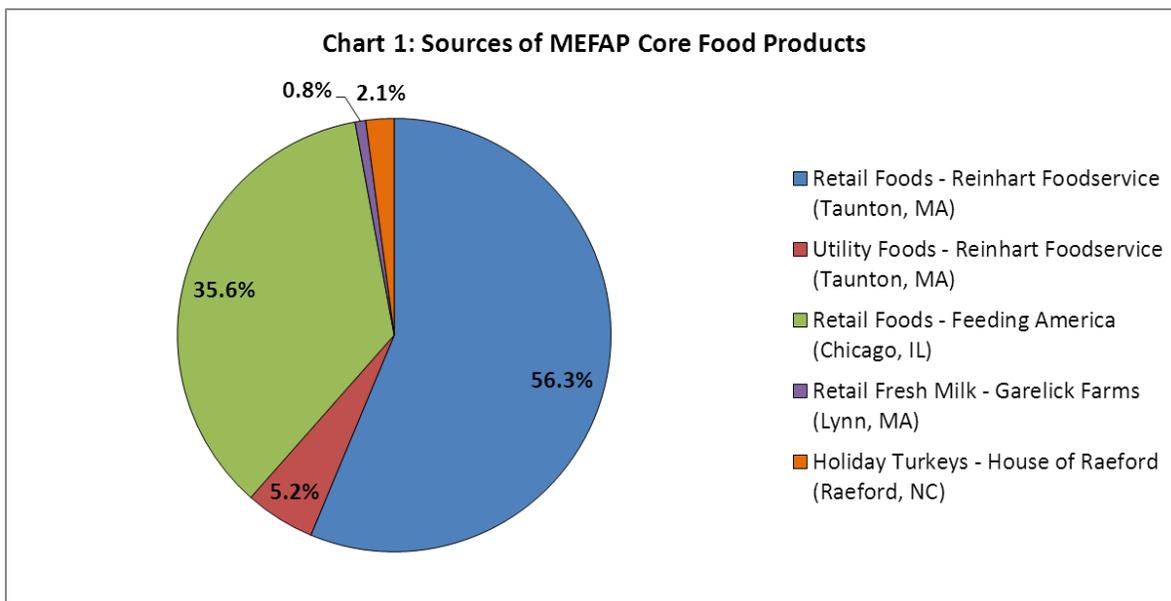
The fresh milk bid was an addition to the Core Food bid in FY13 as the Massachusetts Regional Food Banks had previously purchased fresh milk through the Mass Grown Initiative from Our Family Farms in Greenfield, MA. Due to an increase of 11% in the price of farm-fresh milk from Mass Grown FY11 to FY12, the decision was made to discontinue the standing milk orders with Our Family Farms by the end of June 2012 and to move the procurement of fresh milk to the Core Food program. Unfortunately, the premium for fresh local milk had become cost-prohibitive. Bidders for the Core Food program are not required to source their product exclusively from Massachusetts growers and, in part because of this larger pool of bidders, the winning bid price from Garelick Farms was 29% below the last price paid through Our Family Farms. The food banks worked with Our Family Farms well in advance of the change to limit the negative impact to their operation.

Reinhart / Agar continued to provide the option of discounted pricing for full trailer-load, direct from manufacturer delivery for select items. GBFB and WCFB opted to receive some items,

such as ground turkey, peanut butter and pasta, through this delivery method, resulting in a savings of \$136,000 against the standard delivery option.

The exceptions to the Core Food award to Reinhart / Agar were items that the Massachusetts Regional Food Banks were able to source at a better price through Feeding America, the nation's largest domestic hunger relief organization. Feeding America partners with food manufacturers across the country to provide direct from manufacturer, full trailer-load, discounted pricing to food banks. The volume of product sourced through Feeding America with MEFAP Core Food funds increased from 25.4% in FY12 to 35.6% in FY13. Savings against the closest bid price for items sourced through Feeding America was over \$512,000.

Refer to Chart 1 for a breakdown of MEFAP Core Food purchasing by vendor. All four food banks were very satisfied by the customer service supplied by Reinhart / Agar, Feeding America and other MEFAP vendors.



Massachusetts Grown Initiative

The Massachusetts Grown Initiative was introduced into MEFAP to give low-income individuals access to fresh produce, while simultaneously opening a new market for local farmers. The program has been a success since it began and it is currently in its fifteenth year. The Massachusetts Grown Initiative is an important way to re-invest state funds in Massachusetts growers.

The Massachusetts Grown Initiative funding was \$690,000 for the last full reporting period – January 1, 2012 through December 31, 2012; funding for the current period running from January 1, 2013 to December 31, 2013 is \$720,000. The primary vendor used for these funds continues to be the Pioneer Valley Growers' Association (PVGA) located in South Deerfield, MA. PVGA, a cooperative of local growers, provided high-quality fresh produce such as cabbage, carrots, beets, broccoli, onions, apples, corn, eggplant, spinach, potatoes, peppers, squash, collard greens, tomatoes, and turnips throughout the year. In addition, several other Massachusetts farms were used during the course of the Massachusetts Grown fiscal year including several newly added farms: Brox Farm of Dracut, MA; Lanni Orchards of Lunenburg,

MA; Brookfield Orchards of North Brookfield, MA; The Country Hen of Hubbardston, MA; Ward's Berry Farm of Sharon, MA; Long Plain Farm of South Deerfield, MA; and Szawlowski Potato Farms in Hatfield, MA. For a more detailed summary of the program, refer to the "Massachusetts Grown Fiscal Year 2012 Summary Report," on file with the Massachusetts Department of Agricultural Resources.

Determining Core Food Purchasing

Table 4 below details all items purchased with Core Food funds in FY13. This list includes items purchased by all food banks as well as items purchased solely by individual food banks. To obtain the best possible pricing, the number of items was reduced from 77 in FY12 to 60 in FY13. Combining multiple, similar items into one item with a greater annual quantity led to advantageous pricing; additionally, some higher-priced items were replaced with lower cost alternatives (e.g. long grain rice replaced medium grain rice).

- **Executive Order 509** – Executive Order 509 (EO 509), signed by Governor Patrick in April 2010, requires state agencies and sub-contractors to follow nutrition standards when purchasing food with state funds. The Executive Order is a part of Mass in Motion, a statewide effort to reduce and prevent obesity. MEFAP Core Food bidders are required to supply product nutritionals for all items bid and in order for an item to be accepted it must meet the product specification included in the bid, which are in compliance with EO 509. All items procured during FY13 met or exceeded these nutritional standards.
- **Retail and Utility packed items** – Retail size items purchased for food pantries and programs that provide bags of food for clients to take home increased from 89.5% of all Core Food spending in FY12 to 92.7% in FY13. Utility-sized items were again reduced to better reflect the percentage mix of agency types.
- **Thanksgiving Turkeys** – In 2013, 15,200 turkeys were purchased with MEFAP Core Food funds and distributed over the Thanksgiving holiday season. This represents a significant decrease of 11,440 birds over FY12 as food banks look to limit the percentage of Core Food dollars used for the Thanksgiving holiday in order to better fit the need year round. The decrease in turkeys purchased with MEFAP funds was offset with donated birds and purchases with donated funds.

Table 4: List of Food Items Purchased through MEFAP in FY13

Institutional Sized Food Items (Utility) – MVFB & GBFB Only		
<u>Proteins</u> Ground Beef, 90% Lean* Ground Turkey, 90% Lean Chicken Thighs Tuna in spring water Peanut Butter* Canned Vegetarian Baked Beans	<u>Dairy</u> Sliced American Cheese Eggs <u>Grains</u> Rice Pasta Elbows Pasta, Spaghetti <u>Soups/Meals</u> Chicken Noodle Soup, low sodium	<u>Fruits</u> Orange Juice Concentrate Fruit Cocktail <u>Vegetables</u> Canned Vegetables: (Carrots, Corn) Spaghetti Sauce Frozen Vegetables: (Broccoli, Corn, Mixed Vegetables)

*Items produced by Massachusetts companies

Retail Sized Food Items		
<u>Protein</u> Ground Beef, 90% Lean* Ground Turkey, 90% Lean Chickens, Whole Canned Chicken Chunk Lite Tuna in Water Peanut Butter* Canned Beans: (Black, Red Kidney, Vegetarian Baked Beans, Pink) <u>Dairy</u> Fresh Milk, 1%* Shelf-Stable Milk, 1% American Cheese Slices Large White Eggs	<u>Fruit</u> Peaches in Natural Juice Fruit Cocktail in Natural Juice Applesauce 100% Orange Juice w/Calcium 100% Apple Juice w/Calcium 100% White Grape Juice <u>Vegetables</u> Canned Vegetables: (Peas, Corn, Carrots, Green Beans) Spaghetti Sauce Tomato Puree Diced Tomatoes <u>Holiday</u> 12-14 Lb. Turkeys	<u>Grains</u> Long Grain Rice Long Grain Brown Rice Pasta, Elbow Macaroni Pasta, Spaghetti Macaroni & Cheese <u>Cereal</u> Corn Flakes Rice Crisp Cereal Quick Oatmeal Instant Oatmeal Variety Pack <u>Soups/Meals</u> Chicken Noodle, Low Sodium Vegetarian Minestrone

*Items produced by Massachusetts companies

Table 5: MEFAP Funding History

Fiscal Year	Total Funding	Operating Funding	Nutrition Education Funding	Mass Grown Initiative Funding	Core Food Funding	Meals Distributed through Core Food
		DOE 7051-0015	DFA 2511-0105	DFA 2511-0105	DFA 2511-0105	
1995 & 1996	\$1,000,000.00	\$142,000.00	-	-	\$858,000.00	--
1997	\$1,000,000.00	\$142,000.00	-	-	\$858,000.00	1,176,128
1998	\$3,448,000.00	\$448,000.00	-	-	\$3,000,000.00	3,748,435
1999	\$7,430,000.00	\$1,000,000.00	\$150,000.00	\$260,000.00	\$6,020,000.00	5,176,882
2000	\$7,430,000.00	\$1,000,000.00	\$150,000.00	\$300,000.00	\$5,980,000.00	4,972,956
2001	\$7,430,000.00	\$1,000,000.00	\$150,000.00	\$300,000.00	\$5,950,000.00	6,261,695
2002	\$7,360,000.00	\$930,000.00	\$150,000.00	\$330,000.00	\$5,950,000.00	6,408,176
2003	\$7,185,600.00	\$830,600.00	\$75,000.00	\$330,000.00	\$5,950,000.00	6,038,672
2004	\$7,027,000.00	\$747,000.00	\$0.00	\$330,000.00	\$5,950,000.00	7,036,356
2005	\$7,027,000.00	\$747,000.00	\$0.00	\$330,000.00	\$5,950,000.00	6,927,565
2006	\$7,027,000.00	\$747,000.00	\$0.00	\$330,000.00	\$6,113,252.00	6,927,565
2007	\$13,250,000.00	\$1,250,000.00	\$0.00	\$600,000.00	\$11,400,000.00	12,770,887
2008	\$12,137,000.00	\$1,247,000.00	\$0.00	\$550,000.00	\$10,340,000.00	12,482,075
2009	\$13,127,000.00	\$1,247,000.00	\$0.00	\$600,000.00	\$11,280,000.00	11,535,297
2010	\$12,509,518.00	\$1,239,518.00	\$0.00	\$575,000.00	\$10,695,000.00	13,219,524
2011	\$12,500,000.00	\$1,230,000.00	\$0.00	\$690,000.00	\$10,580,000.00	14,122,817
2012	\$12,500,000.00	\$1,230,000.00	\$0.00	\$690,000.00	\$10,580,000.00	12,641,443
			DFA 2511-0105			
2013	\$13,000,000.00	\$1,240,000.00	\$0.00	\$720,000.00	\$11,040,000.00	13,838,476**

*Meals data not available for FY1995 and FY1996.

**The formula for calculating meals distributed was adjusted in FY13 from 1.3 pounds of food / a meal to 1.2 pounds.

Operation Funding Supports Distribution

The Massachusetts Department of Agricultural Resources took over for the Massachusetts Department of Education as the state agency managing operating funds to support the distribution of food. The food banks use the percentages in Table 2 to equitably allocate funds according to poverty statistics for the population served by each food bank. The operating funds are applied to the costs of labor associated with receiving, warehousing, transporting, and distributing MEFAP product; Table 5 above details the funding. The Massachusetts Regional Food Banks continue to raise additional private funds to cover the cost of distribution.

Conclusion

In FY13, the four Massachusetts Regional Food Banks distributed more than 16.6 million pounds of MEFAP food (representing over 13.8 million meals) to those in need throughout the state, an increase of 1.1% over the prior year. Significant price increases mid-year due to the US drought of 2012 and an overall price increase during the MEFAP year of 3% limited the increase in distributed pounds possible with the \$500,000 increase in funding. While increases in food commodity prices have slowed from the accelerated pace of prior years, the USDA Economic Resource Service estimates that food prices will continue to increase in the coming year with as high as a 4.5% increase possible in 2014.⁴ The Massachusetts Regional Food Banks continue to be challenged to increase distribution to meet the need and rely on continued increases to MEFAP funding as they strive to provide all those in need in the Commonwealth with three meals a day.

The Massachusetts Regional Food Banks and their staff would like to acknowledge the support of the Massachusetts Department of Agricultural Resources. We would also like to thank the Governor's Office, the Lieutenant Governor's Office, and the Legislature for their commitment to help end hunger in Massachusetts. For more information on the specific programs and activities of the Massachusetts Regional Food Banks please note the following contact information.

⁴ 'Changes in Food Price Indexes, 2011 through 2014'; USDA, Economic Research Service; 8/23/13



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