









# FY2020



# ANNUAL REPORT

The mission of Food for Others is to distribute food to our neighbors in need by mobilizing our giving community and volunteers.





FY2020 IMPACT

2,409,276 POUNDS OF FOOD DISTRIBUTED

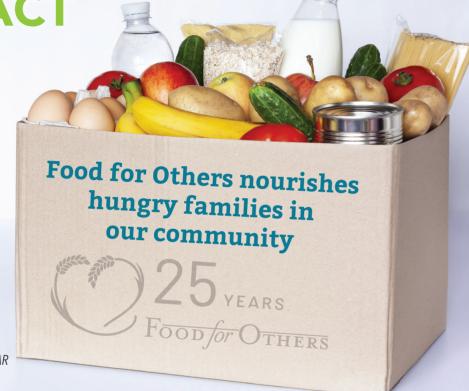
83% OF THE FOOD DISTRIBUTED WAS DONATED

26,343 VOLUNTEER HOURS

2,670 HOUSEHOLDS SERVED WEEKLY ON AVERAGE

50,160 INDIVIDUALS SERVED, MANY MORE THAN ONCE

2,259 CHILDREN SERVED WEEKLY VIA P3 DURING THE SCHOOL YEAR















# MESSAGE FROM THE CHAIR

Since 1995, Food for Others has been a place to turn for families facing a crisis that leaves them unable to afford food. Now, we are a place to turn for the nearly 100,000 Northern Virginians facing food insecurity as a result of the COVID-19 pandemic.

At the start of FY20, we were prepared for a year of celebration for our 25th anniversary. When the pandemic spread to our region, our plans quickly changed. Though more families than ever were suddenly struggling to afford food, the Food for Others community responded, proving its dedication to our 25-year mission: feeding our neighbors in times of need.

Right away, restaurants, catering companies, and closed offices delivered food they could no longer use. Volunteers who could no longer work in the warehouse hosted contactless food drives with their neighborhoods or treated the FFO staff to lunch from a local restaurant. Many of you donated online. Our local and state representatives helped spread the word among their constituents. Families planted vegetable and herb gardens to donate to families in need. We continued gleaning fresh produce at farms and farmers markets. Local bands even played socially distanced driveway concerts and dropped off tip jars full of cash donations. All of these efforts helped to sustain FFO and its clients through a difficult period during which sup-

Together, we've been on the frontlines of the crisis. With your help, Food for Others has remained open and serving families every weekday but one since the pandemic started.

#### Here are some of the ways we've responded to the increased need for food:

ply lines and normal sources of donated food were highly disrupted.

- Between March and June of 2020, Food for Others served 60,316 individuals from our Merrifield warehouse compared to 14,239 for the same period in the previous year, a 324% increase.
- We are distributing more food to our 17 existing community partners and we are providing large food orders to seven new community partners.
- FFO has added nine pop-up mobile pantries in areas of high-need which will be easier to access for people who cannot make it to our warehouse during normal operating hours.

Though the number of families needing food due to COVID-19 remains high, there is so much hope. Emergency response is not how we intended to spend our 25th year, but we are passionate about feeding our neighbors in need in partnership with you, our incredible community. Together, we've got this.

Most Sincerely,

BOBBY BHATNAGAR
Chair, Board of Directors

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#### **FOOD FOR OTHERS PARTNERS**

Giving Circle of Hope



Capital Area Food Bank





Catalogue for Philanthropy

America's Charities, Community First, Greater Washington DC



Combined Federal Campaign



County of Fairfax, Virginia





#### **EMERGENCY FOOD OPERATIONS**

Emergency Food operations at our warehouse (open Monday-Friday, 9:30am-5pm) and mobile food pantries (open weekday evenings) provide 3-5 days' worth of non-perishables as well as milk, eggs, and other fresh foods to people referred to Food for Others by Fairfax County Coordinated Services Planning and various social service providers. Generally,



clients shop for their food in "My Market" but to minimize contact, we have temporarily switched to pre-made boxes. Clients who qualify based on income eligibility may also receive monthly food supplements that we order on their behalf from USDA. In FY20, FFO distributed emergency food 27,394 times.

#### NEIGHBORHOOD SITE DISTRIBUTIONS



Neighborhood Site distributions provide food to individuals and families via volunteers who pick up supplemental food at our warehouse and deliver it to low-income neighborhoods. This occurs every evening, Monday through Friday, serving 16 sites.

## **COMMUNITY PARTNERS PROGRAM**

The Community Partners program provides bulk food items to 17 community partners on a weekly or bi-weekly basis. This includes faith-based organizations, youth shelters and other groups serving at-risk residents facing food insecurity in Northern Virginia. During the COVID-19 emergency,



we distributed food to 16 additional non-profit partners.

## **POWER PACK PROGRAM - P3**



The Power Pack Program (P3) provides weekend backpack food to more than 2,000 students at 33 Fairfax County public schools who have been identified by school social workers and teachers as in need of supplemental food.

## Financial Statement of Position Fiscal Year July 1, 2019 to June 30, 2020

Food for Others experienced a dramatic increase in demand for services in the last quarter of FY2020 due to the Covid-19 pandemic. FFO hired seven temporary staff members to compensate for the loss of volunteers and spent more on food, supplies, and transportation. At the same time, FFO benefited from an increase in contributions. Overall net assets increased by \$1,483,599. FFO maintains a healthy cash and investment balance with approximately 23 months of operating expenses in reserve.

STATEMENT	SUPPORT AND OTHER REVENUE	2020	2019
OF ACTIVITIES  3% 6%	Donated goods, utilities and facilities	\$3,792,782	\$3,358,639
	Contributions	\$2,406,075	\$714,804
	Government contracts for services	\$295,450	\$291,349
Management and General	Special events, net of direct expenses		
Program Services	of \$11,820 and \$13,305, respectively	\$49,979	\$74,220
Fundraising 91%	Other income	\$0	\$0
	Investment income (loss)	\$75,001	\$80,172
2020 Expense Allocation	<b>Total Support and Other Revenue</b>	\$6,619,287	\$4,519,184
2% 6%	EXPENSES		
Management	Program services	\$4,679,531	\$4,059,548
and General Program Services Fundraising  92%	Management and general	\$320,662	\$275,891
	Fundraising	\$135,495	\$99,447
	Total Expenses	\$5,135,688	\$4,434,886
2019 Expense Allocation	CHANGE IN NET ASSETS	\$1,483,599	\$84,298
	NET ASSETS, BEGINNING OF YEAR	\$2,305,756	\$2,221,458
	NET ASSETS, END OF YEAR	\$3,789,355	\$2,305,75
STATEMENT	CURRENT ASSETS	2020	2019
OF ASSETS	Cash and cash equivalents	\$1,599,723	\$408,227
	Contributions receivable, net	\$70,092	\$71,552
	Inventory- food	\$427,699	\$290,614
	Prepaid expenses	\$37,572	\$24,688
	Total Current Assets	\$2,135,086	\$795,08 <sup>2</sup>
	INVESTMENTS	\$1,628,399	\$1,555,589
	PROPERTY AND EQUIPMENT		
	Net Property and Equipment	\$210,238	\$61,720
	TOTAL ASSETS	\$3,973,723	\$2,412,390
LIABILITIES AND	CURRENT LIABILITIES	2020	2019
NET ASSETS	Accounts payable and accrued expenses	\$159,318	\$60,324
	Deferred rent, current	\$0	\$00,32
	Deferred revenue	\$25,050	\$46,310
	Total Current Liabilities	\$184,368	\$106,634
	NET ASSETS		
	Unrestricted	\$3,652,316	\$2,176,219
	Temporarily restricted	\$137,039	\$129,537
	Total Net Assets	\$3,789,355	\$2,305,756
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# OR OTHERS CELEBRATING 25 YEARS

## 1995

Oct 20, 1995 Food for Others is founded

> 1996 Food for Others gets computers for data reporting, emailing volunteers, and developing a website

Provided Emergency Food to 1,128 families

Distributed first million pounds of food

FFO decides to purchase milk and eggs for clients visiting the warehouse for emergency food

**2005**Provided Emergency
Food to 2,218 families

2007 Provided Emergency Food to 13,477 families

Merrifield Warehouse is remodeled to have an enclosed meeting room and kitchen and more office space

> Start of the Power Pack Program

Food for Others expands its Merrifield Warehouse to increase food storage space

2015 Provided emergency food to 22,517 families

2016 Opened choice area in the warehouse, allowing clients to shop for their food

2017
Rx for Food Program:
FFO partners with doctors who screen their patients for food insecurity and refer them to Food for Others with a prescription for food

FFO adds its Farm to Family Program which increases the amount of fresh fruits and vegetables provided to hungry families and supports local farmers through the Virginia Food Crop Donation Tax Credit

First Community Garden: Food for Others opens its first community garden at Peace Lutheran Church for food insecure families to grow their own fresh produce

## 2020 My Market @ FFO: FFO upgrades choice area to an enclosed,

fully stocked shelves of food, and a small

activity table to keep

the little children

busy while their

Emergency Food to 27,394

parénts shop

Provided

families

Annie Turner, Executive Director, named Northern Virginian of the year grocery-store setting with heating and air conditioning,

CARES Expansion: FFO receives CARES (Coronavirus Aid, Relief, and Economic Security) Act funding to add six new Community Partners and eight new mobile pantry sites to feed thousands more families over the next 18 months

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More than 80% of the food that Food for Others received in FY20 was donated. We are grateful for everyone who helped us get food to those who needed it most this year. The following organizations and individuals contributed significantly to their neighbors in need. Once again, Capital Area Food Bank was the top donor, giving more than 350,000 lbs. of food in addition to delivering the USDA food.

## Food Donors - Organizations - 10,000 Lbs +

Boy Scouts - Scouting for Food Capital Area Food Bank

Costco Fairfax

Giant Burke Center Parkway

Giant Cardinal Forest

Giant Fox Mill

Giant Kings Park

Giant Kingstowne

Giant Oakton

Giant S. Glebe

Giant Springfield Giant University Mall **Great American Restaurants** 

Hollin Farms

JK Community Farm

LDS – DC, Maryland, and Virginia

LDS - Mt. Vernon Ward

Paul VI Catholic High School

Target Falls Church

Trader Joe's Tysons Wegmans Chantilly

Wegmans Fairfax

The Whole Foods Market Warehouse

Whole Foods Market Tysons

### Food Donors - Individuals - 250 Lbs +

Maggie and Joseph Belsan Kathy Moculski Ian Murphy Tim Cooper Sheri D'Amato Shvetal Patel Stanley and Maefelia Gusukuma Linda Ulreich Anna, Becca, Justin and Judy Harney Merrily Wolf Hadley Husisian Iris Wong Christopher and Robin Magalik Jeff and Cheryl Wu Doreen Martin Jifeng Wang







## Food Donors - Organizations - 1,000 to 9,999 Lbs

Accotink Unitarian Universalist Church Adrenaline Dance Studio Alarm com Aldi Fairfax Aldi Falls Church Amazon Annandale Farmer's Market Audi - Herndon Basis Independent McLean Beech Tree Elementary School Booz Allen Hamilton **Britepaths** Burke Farmer's Market Burke Racquet & Swim Club Caboose Brewing Co. Canterbury Woods Elementary School CapitalOne Church of the Good Shepherd Episcopal Crossfield Elementary School Debbie Dogrul Associates, LLC **Evergreen House Apartments** F.J. Medina & Sons Farm Fairfax Circuit Court Clerk's Office Fairfax County Government Center Fairfax United Methodist Church

Fairhill Elementary School Falls Church Farmers Market Falls Church High School Fairfax County Stuff the Bus First Baptist Church of Vienna Flint Hill School Food for Fines Fairfax County Library Food Rescue US Fresh Market George Mason University Giant 9th Road Giant Annandale Giant S. Jefferson Giant Springfield Glebe Elementary PTA Gustoso Food LLĆ House of Mercy Hunter Mill Country Day School International Gourmet J & W Valley View Farms James Madison High School Jeff Wu - Agent Knows Homes Jewish Community Center of Northern Virginia Kings Park Elementary School LDS - McLean 1st Ward

Target Merrifield Marshall Road Elementary School Merrifield Lions Club Technomics, Inc. The Media Trust Merritt Academy Mom's Organic Market The RMR Group LLC Navy Federal Credit Union The St. Lucy Project NCL - Cherry Blossom Chapter Thoreau Middle School Trader Joe's Fairfax Northern Virginia Bengali Association Truro Anglican Church Truro Community Center Oak View Elementary School Tysons View Apartments Our Lady of Good Counsel United Baptist Church Pine Springs Elementary School Valley View Farms Pinnacle Academy Ventures In Community Pleitez Produce Volunteer Fairfax Primrose School of Chantilly Wakefield Farmers Market RGI Reinventing Geospatial, Inc. Walmart Tysons Rosenthal Properties Waterpenny Farm RSVP Catering West End Market Sangster Elementary School Western Fairfax Christian Ministries Westfield High School Sleepy Hollow Elementary School Westmoreland Farms Produce Spring Valley Farms WGTS 91.9 St. Luke's UMC Whole Foods Market Vienna Stenwood Elementary School Womble Bond Dickinson LLP Sweet Rose Farm LLC

#### **VOLUNTEERS - 100 HOURS+**

Yin Hu

Steve Bishop Jane Schapiro Brown Hecda Cuadros Dave DuVal Jane DuVal Lori Farro Ann Finnegan Cathy Furlong William Gallaway Dean Glenn Ann Goedde

Bridget Haislmaier Buthina Hamadi Debbie Heitzer Pamela Herber Charles Hollands

Tina Hynes Adam Jabari Christine Kenny Mary Kent Mouna Lhaggazi Robert Lingo Phil Loar Mike Margeson Jeff Marin Dawn Matson Marlene McHugh Darren McKewen Diane Meek James Morris Linden Perlman

Jane Polzer Beverly Portman Michael Powers Carmen Quintero John ReShore Tom Rvan Jim Sanford Debbie Snedden Patrick Snellings Nancy Snellings Peter Spain Sandy Spooner Christie Talbot Bill Tuceling

Haleh Peterson

# DIRECTORS P

BOARD

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**ALISON PADGET,** Director of Development & Outreach

**APRIL FRAZIER SIMMONS,** Director of Operations & Client Services

**NIKKI CLIFFORD,** Director of Volunteer Services

**BRIDGET SNYDSTRUP, Communications Coordinator** 

**KELLY RICHARDS, Volunteer Coordinator** 

**GENESE ROGERS,** Part-Time Accounting Consultant

KAREN PERALTA, Front Desk

**DUSTIN LAPE, CARES Program Manager** 

**LEO DELGADO,** Warehouse Supervisor

MAURICIO CASTILLO, Warehouse/Driver

J'LON MCLEAN, Warehouse/Driver

PATRICK SILAS, Warehouse/Driver

JENNLLIZ GARCIA, Warehouse Staff

ROSSIO SENZANO, Warehouse Staff

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## **FY2020 GIVING CIRCLE LEADERSHIP LEVELS CHAMPION \$10,000+**

#### **ORGANIZATIONS**

Bear Foundation

Community Foundation for Northern Virginia

Credit Unions Care

**Drueding Foundation** 

**Expectation Church** 

Foundation for Fairfax County Public Schools, Inc.

**Great American Restaurants** 

Lions Clubs: Fairfax, Burke, Clifton, Falls Church-Annandale, Asian

American, Springfield, and Lions of VA Foundation, Inc.

**Lookout Foundation** 

LS Technologies, LLC

Morningstar Foundation

Nader Family Foundation

Northrop Grumman Corporation

Onyx Government Services

Robert I. Schattner Foundation, Inc.

Rotary Club of Vienna VA. Foundation

TD Charitable Foundation

The Harvey S. Lowe, Jr. and Susan Hitchcock-Lowe Foundation Wegmans Food Markets, Inc. **7FTA** Associates

#### **INDIVIDUALS**

Ernie and Cathy Abbott Carev Croak Jim Defay and Valerie Guffey-Defay Vera Finberg Jeff Franzen Virginia Fulton Thomas and Elizabeth Hefferon Molly Lindblom

Eric and Norma Jean Murchison Howard and Patsy Norton Phoebe and William Peterson Glenn and Pamela Rosenthal

Sandy and Clint Spooner

## PIONEER \$5,000 TO \$9,999

#### **ORGANIZATIONS**

American Institute for Research Andrew H. Friedman Family Foundation

Education and Charitable Giving Foundation Educational and Charitable Foundation

Thomas Jefferson Elementary School

Freddie Mac

Hilton Memphis Shared Services

Macy's- Combined

PD Jackson Family Foundation

Philip L. Graham Fund

St. John Neumann Catholic Church

UT Citywide, LLC DBA Universal Title Williams Family Foundation

#### INDIVIDUALS

Mark and Kathleen Aitken-Cade

Lauren Anderson David Bostedo

Julie Brenner

Target Corporation

TM Technologies Inc

Whole Foods Market

Williams Foundation

Jane Schapiro and Scott Brown

Mary B Considine Richard and Carol L. Davis

Tathagata Dharma Association Inc.

The Garden Club of Fairfax

Wolftrap Elementary School

Womble Bond Dickinson LLP

Williams Family Foundation

**Edwin Demoney** Jean and Robert Durfee

Roger and Jessica Friedman Limond and Kimberlee Grindstaff

Kasha Helget

Connie Rydberg and Narav Kapadia Lindsey Klaassen

Lear Family

Ellen McAllister Susan McDermott Cameron McEvoy

Sandra and John Long

Vicki and John Nelson Rev. David and Grace Pratt Peter and Helen Raudenbush

Richard Rhodes

Kirk and Judy Schnoebelen Sara and Harry Singmaster

Ann and Douglas Smith

Debbie Snedden

Nancy and Patrick Snellings Jeff Warrington

Scott Zivic

### NURTURER \$2,500 TO \$4,999

#### **ORGANIZATIONS**

Herb Block Foundation

Jeff Wu - Agent Knows Homes

St Matthews United Methodist Church

Sidgmore Family Foundation

Steele Family Foundation

Superior Paving Corp

Insurance Associates

Allan Myers, Inc BAE Systems Capital Area Title LLC Chocolate Lovers Festival Committee CO3 Fund Dutko Ragen Homes & Investments LLC Ellen LaBelle Fund Fidelity Charitable Gift Fund Freddie Mac Foundation Gilman Family Fund Havirsever Kurumu

INDIVIDUALS

Lois Beck Jennifer and Peter Beckman Charles Brewer Leigh and Ed Burke

Doris Douglass UT Falls Church, LLC DBA Universal Title David Everett Angelina Giancarlo Clyde Goldbach Loren Hershey Hannah Hinzman

Robert and Sharon Almy Michael and Catherine Burton Kathryn Caballero

Joan Culver Renelda and James Dobbs Don and Cindy Drechsler Stanley and Meafelia P. Gusukuma Vincent Ho Gerald and Harriet Hopkins Ralph and Jane Johnson Joan Kasprowicz Kevin and Christine Keane Mary and Raymond Kent Anirudh Kulkarni Elizabeth and Roger Libby Christopher and Nicole McGarrigal

Sarah and Michael F. McGrath Joseph Norton Kooi Leng Ooi Mark Pennington Sander Glick and Laura Pennycuff Linden Perlman Jessica Pritchett Ward Roberts Philip Rosenthal Susan Salpini Rebecca Schneider Dorothea and James F. Stahl Jamie Stapler Daryl Ann and Ward Thomas Scott Vaughn Kristin Wood Jean Schiro-Zavela and Vance Zavela

#### HARVESTER \$1,000 TO \$2,499

#### ORGANIZATIONS

INDIVIDUALS

Diane Aguilar Marilyn and David Aldrich

Ralph M. Alford

Brian Alson

Rich and Peg Alpin

Carmen Alvarado

Sabrina Ashwell

Rita Arsenault

Craig Abod Daniel and Carla Adams

602 Founda Advanced Systems Engineering Corporation (ASEC) Bailey's Crossroads Rotary Club CareFirst BlueCross BlueShield CCWC CenturyLink

Chesterbrook Residences Church of the Good Shepherd UMC Communications Training Analysis Corp.

Delta Kappa Gamma - Beta Delta Chapter

Michael and Elva Crawford Meghan Crowley John Cuddy Mary Anne Cummins

Dunn Loring-Merrifield Rotary Club

First Baptist Church of Merrifield

J Willard Marriott Jr. Foundation

General Dynamics Mission Systems Inc.

Graham Road United Methodist Church

Griffin-Owens Insurance Specialists, LLC

Johnson Family Charitable Foundation

Kaine for Virginia Korean United Methodist Greater Washington

Eben Halberstam

Kurt Haldeman

Mark Hardin

EAI Technologies ExxonMobil Foundation

Miller Charitable Fund

Sandra Cummins-Haid Patricia D'Alessandro Nancy Dannels Regina Dee

Thomas Deierlein Nancy and Carl Dietrich

Robin Avery-Barnard Judy Back Marilyn and Paul Domn Denise Bailey Freddi Donner Opeyemi Bakare Matthew Barazia William Dower Katherine DuBray Tom and Anne Marie Barletta

Theresa and Gregory Beatty Maggie and Joseph Belsan Paul Bernstein and Lee Willow Bodman Dorothy Emig

Stephen and Linda Beste Amy Bianchino Ann and Marc Bickoff Scott and Patricia Birkhead

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Robert Calhelha Marcella Campbell Quona Capital Michael Carome Patricia Carretta

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Amber and Robert Lauby Kathy Leader Day Leary Fric Lee Phyllis and Christopher Lee K Letzler Linda Levins

Leslie-Anne Levy

Deborah Masters

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Christopher and Nicole McGarrigal

Mision Cristiana Flim Inc Nationwide Credit Corporation Oakton Women's Bible Study Pohlad Family Foundation PostNevett Donor Fund Render Family Foundation Resurrection Church Rexel USA, Inc. Schwab Charitable Fund Sisterhood of Olam Tikvah Sweeney Family Foundation

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Anna Northcutt

Hugh O'Brien

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Kristen Montgomery Cornelia and Lewis H. Moore

Kerri and Mitch Morehart

Ramaswamy Murari and Chris Strohbeck

Phillip and Christine Niedzielski-Eichner

Marlene McHugh Anne and Arnold David Meadows

The Craig and Patricia Reed Family Charitable Fund The Pew Charitable Trusts TTR Sotheby's Int'l Realty TW Perry Tysons Corner Center UTCP, LLC DBA Universal Title Fairfax Verisign Inc. Vienna Presbyterian Church

Robert Smith

Tamil Nadu Foundation

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# In FY2020

In FY2020, people from the counties of Arlington, Fairfax, Loudoun, and Prince William and the cities of Falls Church, Alexandria, Manassas and Manassas Park received food from Food for Others. Clients were primarily from Fairfax County, home to more than 1.1 million people, where 6% live in poverty.

Kerry Grannis

Lawrie Green

Dennis Grierson

Rebecca Gudicello

Joel and Rebecca Greene

Laura and Stephen Hahr

Food for Others is funded in part through Fairfax County and the U.S. Community Services Block Grant Program. A financial statement is available upon request from the Office of Consumer Affairs, Commonwealth of Virginia.

"I am a sophomore at Northern Virginia Community College. I lost my financial support last month and my parents in my own country lost their jobs. My friends have to buy me groceries and food most of the time. I never thought I would need help from a food bank. I came and picked up two boxes of food last week. I couldn't even believe it at that moment. Thanks for your kindness." · (message from FFO client)

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www.facebook.com/FoodForOthers

www.twitter.com/foodforothers

www.linkedin.com/company/food-for-others

www.instagram.com/foodforothers

Visit our website www.FoodForOthers.org

# COVID-19 Response by the numbers:

## **APRIL-JUNE 2020**

- 28% food purchased
- 763,982 lbs. distributed
- 45,870 households served from Warehouse,
   Neighborhood Sites, and Community Partners
- 2,232 Volunteer Hours
- 17 Staff members

#### **APRIL-JUNE 2019**

- 6% food purchased
- 472,450 lbs. distributed
- 31,410 households served from Warehouse, Neighborhood Sites, and Community Partners
- 9,683 Volunteer Hours
- 11 Staff members





"Before the pandemic, I was working for a food truck in DC. Our customers worked in the nearby offices. When everyone started working from home, we stopped getting business and had to close. It is quite a blessing to have Food for Others in my neighborhood. I have been coming for the last 3 months to get food for myself, my spouse, and my grandson. I'm very thankful that you're still open."



