ANNUAL REPORT 2023

A DECADE OF DIFFERENCE

10 YEARS OF HELPING NEIGHBORS

MEALS FROM THE HEART®

2014-2024 | A DECADE OF DIFFERENCE

First meal-packing event held on Valentine's Day, 2014.
Over 14.75 million meals packed = 2.1 million pounds of food
4000 Food Bags Distributed = 100K pounds of Food
More than 40,000 meal-packing participants
Meal-packing events in 12 states and four cities in the Netherlands
Over 20,000 volunteer hours!

WE MAKE IT EASY TO MAKE A DIFFERENCE.

Meals From The Heart is a nonprofit 501(c)(3) that brings people together to serve neighbors through energized and fun meal-packing events that provide flavorful, fortified meals to local food shelves. This is important to corporations, faith groups, community groups, and civic organizations because our events make it easy to implement meaningful team-building and service activities.

Working with Meals From The Heart allows participants from all walks of life to join forces to address a serious need in their own community and experience a sense of accomplishment, stronger relationships, goodwill, and joy.

Organizations of all kinds have discovered that creating worthwhile community service events doesn't have to be a hassle. In fact, they can be fun AND easy! We work with business and community groups to host meal-packing events that really make a difference.

MOMENTUM FOR THE NEXT 10 YEARS AND BEYOND!

We closed out our first decade in style! With over 50 meal-packing events and 1.55 million meals packed, Meals From The Heart ended 2023 with incredible momentum.

Our amazing volunteers and incredible partners packed 1.6 million meals at over 50 events. Within days (and sometimes hours) of each event, we donated the meals at no cost to our distribution partners and local food shelves for use by individuals, seniors, and families.

It's important to note that even though we pack coast to coast, most of our activity is still close to home. Approximately 80% of our meals are distributed in Minnesota and Wisconsin.

2024 is picking up where the momentum of 2023 left off. Some of our larger corporate clients, such as Medtronic, 3M, Land O'Lakes, Andersen Windows and Doors, CHS, and Deluxe Corporation, who were active in 2023, have already scheduled events in 2024. Plus, we are receiving inquiries from new potential corporate meal-packing partners.

Amid a busy meal-packing schedule, we planned for future success. Enlisting the help of a strategic planning consultant, our board, several of our host clients, and some of our volunteers, we developed a three-year strategic plan. We are grateful to all who participated for donating their time and insights.

2023 will go down as one of the best years in our history, and we expect that 2024 will be even better.

Tom Thiets
Meals From The Heart
Director and President

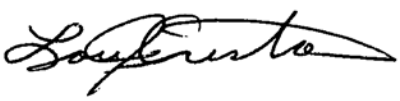
On behalf of the Meals From The Heart board, we congratulate the founders, volunteers, partners, and donors for all they have done to help transform an idea into a thriving and growing organization, celebrating 10 years and 14.75 million meals since its founding. What a wonderful story!

We are excited about the future, which has been re-envisioned to more than double our impact on our neighbors in need by working with more community and corporate partners and building our dedicated and energetic volunteer network and generous donor base.

The entire organization remains laser-focused on its mission to provide respectful meals to neighbors in need and accessible opportunities for those who wish to serve. We strive to make a positive difference and have fun while doing it.

Building on 2023's momentum, we are sure 2024 will be another exciting year as we work to add organizational depth to meet the bold challenge of serving more than 2 million meals to our neighbors in need. This undertaking is made all the more important as the unmet needs of our neighbors are ever-increasing.

As a volunteer, advocate, and most recently Board Chair we can be proud of all that has been accomplished. More importantly I look forward to working with the Board, and Leadership to build the organization to better serve our neighbors in need.



Lou Cristan
Meals From The Heart
Board Chair

2023 HIGHLIGHTS

15 YEARS AT LUHI!

After a two-year "pandemic pause," Meals From The Heart was finally back in full swing at Long Island Lutheran High School in New York. Our relationship with LuHi is one of our longest with a packing partner. In fact, the relationship even predates our Meals From The Heart brand identity, going back 15 years.

HELP FOR HEROES

We also continued our involvement with Beyond the Yellow Ribbon, delivering over 800 bags (over 10 tons) of groceries to the cupboards of Minnesota military families. The bags contained an intentional selection of shelf-stable items, recipes, and a gift card for fresh food.

BACK ON THE ROAD

We put the pedal to the metal on our meal-packing roadshow concept and facilitated a two-week/four-city event with Deluxe Corporation. Timelines were tight, and logistics were tricky, but the result exceeded our expectations – packing and delivering over 100,000 meals to local families. Again, our volunteer army really stepped up, many of whom served multiple days.

PACKING MORE THAN MEALS

We pack snow, too! For the second year, seven volunteers and staff dressed warmly and spent a couple of hours shoveling and packing snow for the World Snow Sculpting Championship hosted by the Greater Stillwater Chamber of Commerce. As a bonus, our team of three Canadian women won! Congrats to Team Fjordwitches!

FEED THE NEED LUNCHEON

The end of 2023, we hosted our Feed the Need Fundraiser Luncheon at Lake Elmo Event Center, featuring famed Minnesota outdoorsman and storyteller Ron Schara as our keynote speaker. It was a fantastic event with a good meal, a few stories, and a roomful of great friends.

STRATEGIC PLANNING

Much of who we are and how we operate at Meals From The Heart centers around a simple promise, "We make it easy to make a difference." In 2023, we put an emphasis on strategic planning to help guide our organization into the future while keeping this promise AND fulfilling our mission of providing respectful meals to neighbors in need and accessible opportunities for those who wish to serve.

PACKING WITH ROYALTY

The St. Paul Winter Carnival royal family visited our office to pack meals and learn about Meals From The Heart. They competed against a group of our volunteers to see which group could pack the most meals in 20 minutes. Over 11 cases of meals were packed and distributed locally. We were also named honorary royal family members for the 2023 Winter Carnival. Thanks, St. Paul Winter Carnival!

A TOAST TO 10 YEARS!

Ten years ago, three of our founders and our friend, Don Farleo, sat in a corner booth at the Lake Elmo Inn and came up with the name Meals From The Heart and bought the domain name on Todd's iPhone. Today and 14 million meals later, we raised a celebratory glass and made a toast to this fabulous journey. Don Farleo, Todd King, Tom Thiets and Dan Davis are pictured here. Here's to 10 more years!

THE NUMBERS

Statement of Financial Position	As of 12/31/22	As of 12/31/23
CURRENT ASSETS		
Bank Accounts	334,373	419,093
Accounts Receivable	15,873	10,873
Inventory	98, 426	90,657
Fixed and Other Assets	29,391	33,585
TOTAL ASSETS	478,063	554,208
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities	39,281	37,796
Long-Term Liabilities	159,835	156,497
Equity		
Retained Earnings	152,699	199,135
Unrestricted Assets	79,590	79,590
Net Revenue	46,436	81,190
Total Equity	278,725	359,915
TOTAL LIABILITIES & EQUITY	478,063	554,208

Statement of Activity	Jan - Dec 2022	Jan - Dec 2023
REVENUE		
Donation Revenue	133,259	132,155
Grant Income	18,750	3,000
Meal Packing	279,258	355,229
Reimbursement	10,312	64,708
Miscellaneous	38,912	56, 712
TOTAL REVENUE	470,179	611,804
COST OF GOODS SOLD	151,816	210,409
GROSS MARGIN	318,363	401,395
EXPENDITURES		
Occupancy	73,429	74,868
Payroll	144,545	196,074
All Other Operating	52,966	89,679
TOTAL EXPENDITURES	270,940	360,621
NET OPERATING REVENUE	47,423	40,774
OTHER REVENUE (LOSS)	(987)	40,416
NET REVENUE	46,436	81,190

BOARD

Meals From The Heart is governed by a volunteer board of directors.

Lou Cristan (Chair)
Tom Thiets
Todd King
Dan Davis
Hubert Ngabirano (Secretary)
Cheryl Schmura (Treasurer)

VOLUNTEER LEADERS

Meals From The Heart is also blessed by a dedicated group of volunteers who set up, tear down, and lead our packing events. Without their hard work, passion for serving, and good humor, we simply would not exist. The list is too long to mention here, but know we are very, very grateful.

2023

55 VOLUNTEERS

2,000+ HOURS

1,564,233
MEALS PACKED

40
FOOD SHELVES, NONPROFITS, AND CHURCHES DISTRIBUTED OUR MEALS

11
TONS OF FOOD DELIVERED TO MILITARY FAMILIES THROUGH OUR FOOD BOX PROGRAM

80%
OF OUR MEALS WERE DISTRIBUTED IN MINNESOTA & WISCONSIN

47
CORPORATIONS, BUSINESSES, AND COMMUNITY GROUPS HOSTED MEAL-PACKING EVENTS

307,000
MEALS PACKED AND SHIPPED TO UKRAINE THROUGH CONVOY OF HOPE

BIG HEART CLUB FOUNDING MEMBERS

At Meals From The Heart, we've never relied heavily on financial support outside of self-funded events. In other words, the host, sponsor, and participants cover the food and distribution cost. The Big Heart Club is our sustainer fundraising initiative of recurring donations that help provide a financial base to ensure that we have the resources to help keep food on tables and help businesses, individuals, and organizations stay engaged in valued community service – regardless of the circumstances.

Kevin and Ev Bjork
Andy and Becky Braden
Joe Capaul
Lou and Kathy Cristan
Dan and Gloria Davis
Keven and Michelle Dockter
Linda Ergen
Don and Diane Farleo
Toby and Jen Hammer
Ken and Kathy Hanson
Sandy Holcomb
Patricia Houston and Jim Ellingson
Todd and Judy King
JP Leider and Katy King
Lori Mildon
Andrew and Sonja Mishek
Teri and Rich Hanson
Jerry and Kay Nelson
Chuck and Joan Newman
Darlene Parent
Wayne and Gwynn Pepin
John and Pat Reinke
Pete Schuna
Lynn Schurrer
Tom and Lisa Thiets
Dennis and Janet Thiets
Aaron and Julee Titze
Eric Trosdahl and Larry Loyer
Lois Walton
John and Jodi Weyrauch

THANKS TO THE ORGANIZATIONS AND INDIVIDUALS WHO HAVE FUELED OUR WORK OVER THE YEARS!

BUSINESS PARTNERS

3M - Maplewood, MN (10 Divisions)
AbbVie Pharmaceutical, Chicago, IL
Andersen Corporation - Oak Park Heights, MN
Anytime Fitness - SE Brands Woodbury, MN
Bridgewater Bank - St. Louis Park, MN
CHS - Inver Grove Heights, MN
Deluxe (GA, KS, MN, TX)
DiaSorin Corporation - Stillwater, MN
Edina Realty, Stillwater, MN
Edina Realty, Woodbury, MN
Felhaber-Larson Law - Minneapolis, MN
Fortra - Eden Prairie, MN
GT Financial, Woodbury, MN
Lakeview Hospital - Stillwater, MN
Land O'Lakes - Arden Hills, MN
Medtronic - Netherlands (4 cities = 5 Facilities)
Medtronic - USA (MN, CA, MA, CO, AZ, FL = 10 Facilities)
North American Banking, Roseville, MN (4 facilities)
Old National Bank, MN (4 locations; 32 branches)
Pathways Health - Lake Elmo, MN
Renewal by Andersen - Cottage Grove, MN
St Cloud, MN B2B (15 small businesses)
St. Paul Association of Realtors (SPAAR)
Stillwater Medical Group, MN
Stillwater, MN B2B (30 small businesses)
Super Valu-UNFI - Golden Valley, MN
Tactile Medical Annual Conference - Austin, TX
Tactile Medical HQ, Minneapolis, MN
Triple Tree Investments - Bloomington, MN
Varde Corporation - Minneapolis, MN
Xcel Energy, St. Paul, MN

COMMUNITY PARTNERS

Calvary Lutheran, Alexandria, MN
Catalyst Covenant Church, White Bear Lake, MN
Hidden Pines Ranch Day Camp - MN
Holiday Pack - Stillwater, MN Community
King of Kings Lutheran, Woodbury, MN
Long Island Lutheran School, NY
Luther Memorial Church - River Falls, WI
North Heights Lutheran, Arden Hills, MN
Northbrook Church, Northbrook, WI
Our Savior's - Stillwater, MN
Shepherd of the Valley - Afton, MN
St Bridget Catholic Church & School, River Falls, WI
St Mary's Big River Catholic Church, River Falls, WI
St Mary's Catholic - Stillwater
St. Jude Parish School, Mahtomedi, MN
St. Mark Lutheran - Circle Pines, MN
St. Paul Side by Side, MN (Over 15 places of worship)
Stillwater MN - Rotary Clubs (Sunrise & Noon)
Trinity Academy- Hudson, WI
U of WI - Menomonie Stout
Upper Arlington Lutheran Church, Columbus, OH
Willow Lane Elementary - White Bear Lake, MN

DISTRIBUTION PARTNERS

Atlanta Community Food Bank - Atlanta, GA
BBE Food Shelf - Brooten, MN
Bethel Neighborhood Center - Lnexa, KS
Big Lake Food Shelf - Big Lake, MN
Bridge Of Hope - Kansas City, MO
Buffalo Lake Food Shelf - Buffalo, MN
CAP Agency - Shakopee, MN
CAPI - Minneapolis, MN
Care & Share Food Bank Southern Colorado
Central Texas Food Bank - Austin, TX
Christian Cupboard, Woodbury, MN
Columbus, OH Food Bank
Community Food Share - Louisville, CO
Ellsworth, WI food shelf
Feeding Southern Florida
First Lutheran - St. Paul,MN
Food Bank of the Rockies
Food For Life Network, Miami Lakes, FL
Friends in Need, St. Paul Park, MN
Harvest of Hope - Boulder, CO
Island Harvest, Long Island, NY
Kandiyohi County MN
Keystone Community Services Roseville, MN
Keystone Community Services, St. Paul, MN
Larimer County, CO Food Bank
Los Angeles & Orange County, CA food shelves
Madison Food Shelf - Madison, MN
Mahtomedi, MN (St. Jude) Food Shelf
Neighborhood House - St. Paul, MN
Northpoint Health & Wellness - Minneapolis, MN
Open Hands Midway Ministry, St. Paul, MN
Pierce County WI Food Pantry
Prairie 5 Food Shelf - Montevideo, MN
PROP - Eden Prairie, MN
Ralph Reeder, Mounds View, MN
River Falls WI, Back Pack Program
River Falls, WI Food Shelf
River of Life Church - North Minneapolis, MN
Ruby's Pantry (80 sites MN & WI)
St. Croix Valley Food Bank, Hudson, WI
St. Vincent de Paul - Boston, MA
St. Vincent de Paul - Tempe, AZ
Tarrant Area Food Bank - Ft. Worth, TX
The Link - New London, MN
VEAP - Bloomington, MNWatermark Church - Stillwater, MN
Waconia Food Shelf - Waconia, MN
Weld Food Bank - CO
Plus others that were dropped off by event participants

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