

2024



FOOD · EST 1988 ·
OUTREACH

ANNUAL REPORT

NUTRITION SUPPORTING TREATMENT

FROM EXECUTIVE DIRECTOR JULIE LOCK

With the generous support of our community, Food Outreach continues to make a profound difference in the lives of nearly 2,000 clients across the St. Louis region who face the dual challenges of food insecurity and chronic illness. The medically tailored nutrition services we provide are essential in helping our clients manage their health, feel better, and enhance their quality of life.

In 2024, Food Outreach delivered 601,680 medically tailored meals to 1,974 clients across 144 zip codes in the St. Louis region. Nearly 253,000 of these meals (42%) were provided via home delivery, reaffirming our commitment to reducing barriers to essential nutrition. This past year, we enrolled 548 new clients into our services diagnosed with HIV or undergoing treatment for cancer, underscoring the ongoing need for nutrition services in our community.

Our clients tell us that the nutrition they receive fuels their bodies and supports them through difficult times in their treatment journey. Moreover, our clients share that the kindness and dependability of our team leaves a lasting impact with each encounter. Our dedicated team of 18 staff members, 21 board members, and more than 1,300 volunteers remain deeply committed to our clients and mission, which allows us to deliver services with the excellence our clients deserve.

Nutrition insecurity and hunger persist as critical challenges for low-income households throughout the region, and we continue to see an unprecedented need for our services. The vast majority of our clients (72%) live at or below 100% of the Federal Poverty Level (FPL), less than \$15,650 annually. St. Louis consistently experiences higher rates of diet-related chronic illnesses compared to national averages, and these disparities continue to widen. More individuals than ever are struggling in an increasingly difficult economic environment, particularly as they age, live on fixed incomes, manage multiple health conditions, and face systemic barriers to accessing nutritious food and economic opportunities. Food Outreach continues its commitment to address these disparities by ensuring that our most vulnerable neighbors receive the nutrition they need to thrive.

This past year, we strengthened partnerships with regional providers to reach more patients in need, further expanded our home delivery program, launched innovative healthcare pilot and evaluation programs, and developed strategic initiatives to enhance our organizational capacity. Each of these efforts furthers our aim to improve health outcomes and build the foundation for a healthier, more equitable, and resilient future for our community.



Food Outreach remains the only Food is Medicine agency in Missouri and western Illinois providing free medically tailored nutrition services to individuals facing both food insecurity and chronic illness. As we look to strengthen our role as a community leader in health improvement in 2025, we hope to expand our capacity and enhance our long-term sustainability.

Our goal is to advance the Food is Medicine movement in the region, improve client outcomes through nutrition, and reinvest in our mission through delivering high-quality, medically tailored nutrition interventions to those who need them most at the time they need them the most.

Handwritten signature of Julie Lock.

MEET FOOD OUTREACH HOME DELIVERY CLIENT

SHARON

Sharon received her first diagnosis of cervical cancer in September 2023. After ruling out surgical intervention, she received a treatment of chemotherapy and radiation. Struggling from the side effects of the treatment, Sharon's social worker suggested she contact Food Outreach for nutrition support. Her first home delivery arrived in January just when she needed it most—after months of battling nausea—Sharon was finally able to enjoy a meal again.

In February, after becoming a Food Outreach client, Sharon received her second diagnosis of cancer in less than six months. "The last radiation appointment was in February, and just after that they found thyroid cancer. It came up on the PET scan and they did a biopsy. I had the operation in April and they removed the left thyroid."

Food Outreach has also been a help to Sharon's husband, Chase, as a caregiver. "I can say as a husband that what Food Outreach provided was not just food—it provided another level of ease for me because in the midst of all this, you feel helpless because you can't really do much to help or offer your loved one relief. You're going to the appointments and you're there for emotional support and all that other stuff. But the tangible, the material, the physical, those delivery boxes are like their own individual little gifts, and it's kind of a reprieve because you're trying to figure out what she can eat, what she can keep down, and what she can tolerate. The variety of food made a huge difference."

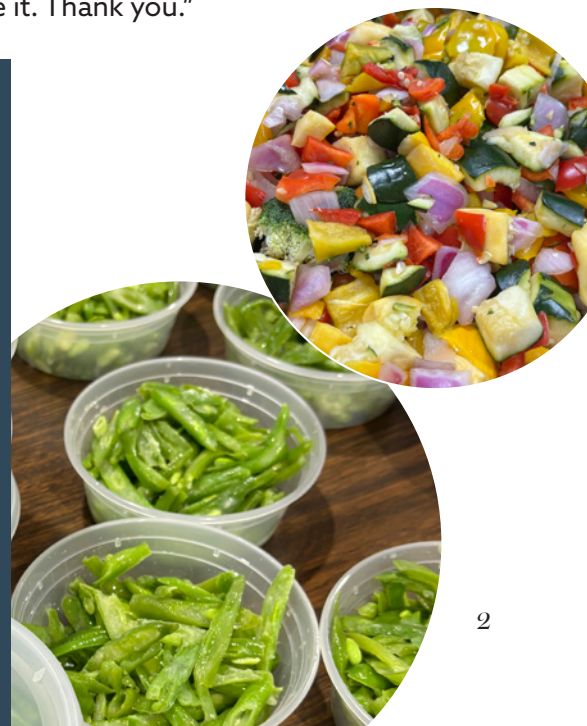
But for Sharon, it's the people at Food Outreach that make the biggest impact. "I love that I get a call beforehand to ask if I'm free on a particular day and what time works for me. That really makes a difference. I can tell that Brandon, Andrew, and Luke are passionate about what they do because it shows in how they interact with me. For me, the way they've expressed themselves throughout this process has been incredibly respectful, gentle, kind, and accommodating."

Originally from Zimbabwe, Sharon was living in London when she and her husband Chase met through an online dating service. "I was about to cancel my subscription, and something just told me to cancel it the next day. The next day, I was online bidding on a pair of shoes, and Chase sent me a message. What I didn't know at the time was that he almost canceled his subscription the same night." They have been married for 10 years.

Sharon is now cancer free, but she is still processing the past year and everything she has gone through since she was first diagnosed with cancer. "It has been a journey where I've met people who have really changed my perspective...Overall, the experience has been amazing. It has exceeded whatever I imagined, and this is not just about the products themselves, but about the people and how they have managed everything. It has all been so wonderful. I truly appreciate it. Thank you."



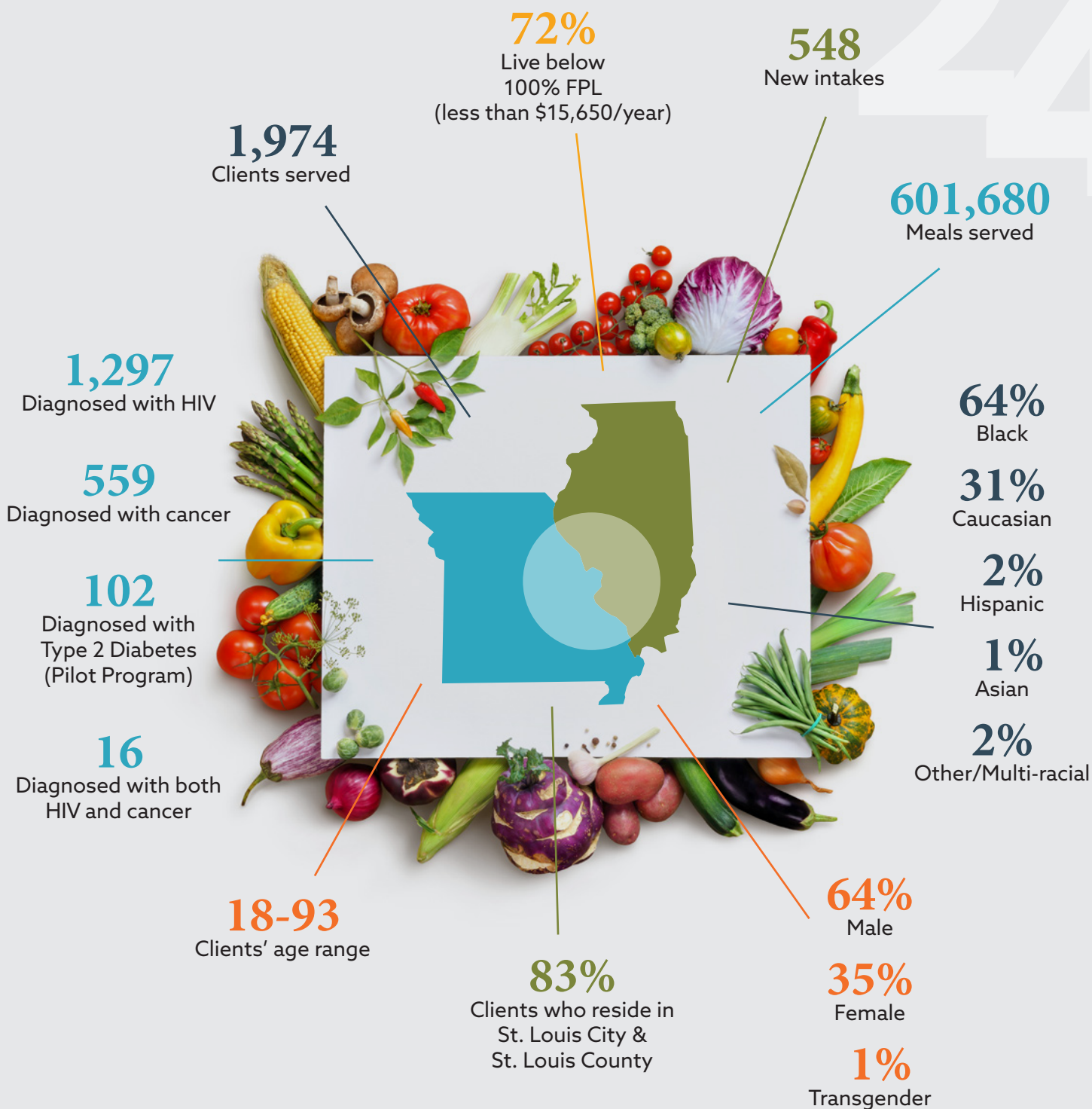
"I'm in the clear. And I'm so excited to be working together with my body to live the life that I really desire. I do have to have checkups. But it's only going to be good news because I've decided it's only going to be good news. And I've been feeding my body with food provided by Food Outreach to meet that goal."



COMMUNITY IMPACT

Food Outreach is **THE ONLY** organization and nonprofit in Missouri and western Illinois providing nutritional support to individuals of all ages living with HIV or cancer. In 2024, we provided nutrition, dietetic counseling, and education to 1,974 people at no charge who live with:

- limited resources or access to food
- illnesses and treatments that make it difficult to prepare healthy meals
- co-morbidities which complicate their health



HOME DELIVERY

34%
of clients receive
meal home delivery.

42%
of all meals provided in 2024
were home-delivered.

4,200
deliveries made across
11 counties.

Through **12,198** client visits, Food Outreach distributed nutritious meals and groceries to our clients.

Our registered dietitians completed:

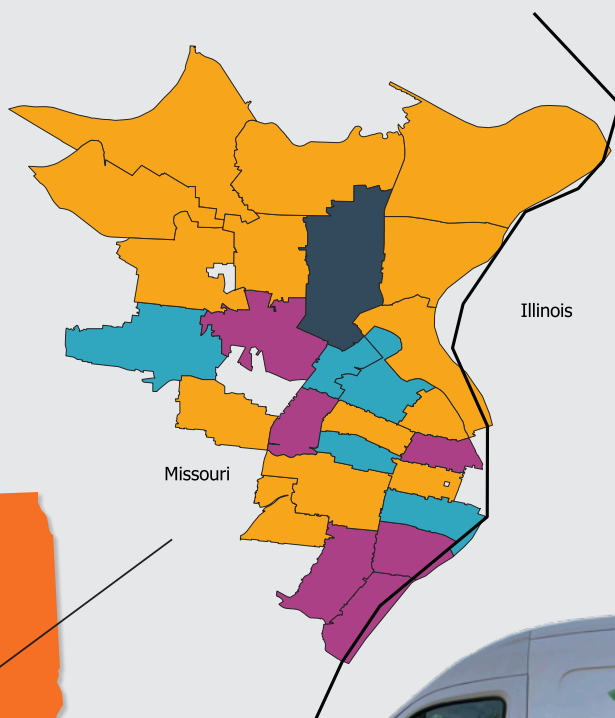
548 Nutrition intakes to assess each client's nutrition needs and develop individualized nutrition care plans upon their enrollment into services.

126 Individualized nutrition education sessions for clients who sought support using food and nutrition to overcome treatment challenges and improve their wellbeing.

168 Nutrition Supplement Evaluations to assess and treat malnutrition through nutrition education, approval of oral nutrition supplements, and close monitoring through frequent follow-up appointments.

Number of clients
by zip code

- 20 - 40
- 40 - 60
- 60 - 80
- 80 - 100
- 100 - 115



Food Outreach serves nearly

2,000 clients
living across 144 zip codes in
Missouri and Western Illinois.
Most clients (83%) live in
St. Louis City or County.



In 2024, two Food Outreach employees, Client Services Director Kathy Spencer and Office Manager Keith Mosier, retired. The Food Outreach community honored their combined 54 years of dedicated service with a tribute bench, now located right by our front door.

KATHY

Kathy joined Food Outreach in 2000 as the Volunteer Coordinator and Client Services Manager, a dual role that gave Kathy the opportunity to get to know many of Food Outreach's volunteers and clients.

Originally from Des Moines, Iowa, Kathy was a nurse in psychiatry at Broadlands Medical Center for 10 years and then she became the first outreach nurse working with unhoused families and individuals. Kathy went on to become the first executive director of a new homeless shelter in Des Moines before moving to St. Louis and starting at Food Outreach.

Kathy considers the connections she made with Food Outreach clients as her biggest accomplishment. "The interactions with clients is one of the best parts of my job. I love getting to know people and having them share their life with me. I remember a client that was struggling with substance abuse issues. We talked and talked, and he decided to get help. He attributes his success partly to Food Outreach. I was able to write a letter to the courts talking about his progress which helped him get into housing and other financial assistance. The clients at Food Outreach are amazing. They're the most resilient individuals I've ever met in my life."

Kathy is able to retire knowing the organization is in good hands. "It has been my honor and privilege to be a small part of the Food Outreach community for so many years. I have enjoyed working with the talented staff. I believe Food Outreach has the best volunteers, the best staff, and the most amazing clients, and I intend to be a lifelong supporter."

KEITH

In 1995 when Keith started working at Food Outreach, the AIDS pandemic was at its peak, protease inhibitors had not yet become available, and an AIDS diagnosis was seen as a death sentence. "The biggest changes started happening after the advent of protease inhibitors when almost overnight a lot of our clients went from being at death's door to actually getting healthier and better. Then we needed to revamp the ways we provided food because, in the early days, it was all about getting our clients calories, calories, calories to offset body wasting. But when people started living longer and actually had a chance for a healthy life, then we figured out that a lot of what we provided wasn't really going to be healthy for them. We hired a staff registered dietitian and started looking more at what our meals consisted of and trying to make them more healthy."

While a lot has changed at Food Outreach, Keith believes that the organization has always kept to its mission. "I'm proud that Food Outreach is staying true to our mission of enriching our clients' lives through food and nutrition, even as we have grown and our client demographics have changed. And we have always remained welcoming, supportive, and respectful of all of our clients, regardless of whom they love, how old they are or what color their skin is."

Keith stayed at Food Outreach for 29 years because of its work environment and the difference the organization makes to its clients. "It's a great place to be. Serving our clients has always been very special to me. I think we do a really, really great job of serving our clients' needs and it's always been a very fulfilling job. If I ever have questions about what we are doing or why we're here, all I have to do is just walk into the lobby on a busy day and see the people that we're serving and that just puts everything into perspective."



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ACCREDITED
BUSINESS



HIGHLIGHTING DONOR GENEROSITY

The Casnocha and Jones Dietetic & Nutrition Services Fund

Keith Jones and Susan Casnocha began volunteering at Food Outreach in 2022, and were immediately impressed with how Food Outreach was not a traditional food pantry, but instead an intervention providing critical dietetic services alongside nutrition education.

Their volunteer work also enabled them to see the impact the organization was having on community members struggling with food insecurity and a chronic illness. "Volunteering and interacting with the clients, particularly in the pantry area, really reinforces that there are people who truly appreciate the services that Food Outreach provides. It's clear that the work is making a positive impact. I was working one day when a gentleman showed up for the first time. He was exuberant and so happy to have found and connected with Food Outreach. It's nice to know that this happens regularly," Susan said.

As Keith and Susan experienced our mission through volunteerism, they continued to feel inspired by an area of our work that remained so unique to them: dietetics. As Susan said, "The real backbone of the whole program is the dietitians and how they design the meals for the clients."

In 2023, Keith and Susan announced a major gift to the agency to form *The Casnocha and Jones Dietetic and Nutrition Services Fund*. This unique fund now supports Food Outreach's registered dietitians in a variety of ways including the ability to attend national dietetics conferences alongside their peers. Food Outreach has also been able to purchase updated dietetics equipment to assist our registered dietitians in treating our clients through Medical Nutrition Therapy.

The Fund has already made a difference to Food Outreach's registered dietitians, Rachel Kleinman and Taylor Aarns, and to the clients they serve. "Food Outreach clients, who often don't have access to nutrition education otherwise, are benefiting greatly from access to cutting edge, evidence-based practices. I cherish the opportunity to immerse myself in the latest science while being surrounded by other professionals just like me. The strategies I learned at the Association of Diabetes Care & Education Specialists and Food & Nutrition Conference & Expo® conferences last year have already become an important part of my day-to-day work!" reflects Rachel.

For Susan, the possibility of a future endowment to ensure the longevity of the *The Casnocha and Jones Dietetic and Nutrition Services Fund* is a way for the organization to look forward, "The endowment is something for the future, and there may be other opportunities within the organization that could also use help. But the main thing is to do something that is close to your heart, something that affects you personally and will do some good."

"The real backbone of the whole program is the dietitians and how they design the meals for the clients."



COMMUNITY OF CARING

We are proud to have

14 Weekend Red Aprons and **34** Weekday Red Shirts
who serve as our lead volunteers

22 Board members

1,321
Volunteers Donated

17,688
Hours in 2024

204,194
Scratch Prepared Entrees
and Sides Created at
Cook and Packs



TRIBUTES

In Memory Of

Kenneth Balk
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*CDBG acknowledgement: Our activity is financed (in part) through an allocation of Community Development Block Grant funds from the Department of Housing and Urban Development and the City of St. Louis' Community Development Administration. **SLAAA acknowledgement: The funds were provided in part by the St. Louis Area Agency on Aging through a federal grant by the Missouri Department of Health and Senior Services, under the provision of Title III, Older Americans Act of 1965, as amended, and/or funding of the Social Services Block Grant (Title XX of the Social Security Act); the Community Development Block Grant, and/or funding from the State of Missouri. ***City of St. Louis ARPA: This project is supported in whole or in part by Federal Award Number CFDA 21.027 awarded to the City of St. Louis by the U.S. Department of the Treasury.

INTRODUCING OUR AUDITORS

Jeffery Randle founded Randle & Associates, LLC, CPAs, in 1994 as an accounting firm specializing in nonprofit organizations and small businesses. More than 30 years later, the minority-owned company is a full service accounting firm that offers accounting, auditing, and tax services. They currently have four employees and handle the accounts of over 200 clients.

After graduating from the University of Missouri-Columbia, Jeffery began his career as an accountant for an insurance company. He later worked for a nonprofit organization. The audit firm that the nonprofit used was impressed with Jeffery and offered him a position. He then worked for one of the Big Four CPA firms before establishing his own company. "Based on the hard time I had getting into public accounting, I wanted to start my own practice and offer other minority students the opportunity to work in public accounting."

Jeffery wanted to work with nonprofits because he felt he could be of use to organizations working within his community. "When I started my firm, I felt that local nonprofit organizations could use the professional services we offer as well as just being really impressed with all the different organizations and the incredible services they were offering to the community."

Food Outreach has worked with Randle & Associates since 2020. "Food Outreach is an organization that truly values its clients and provides excellent services to the community. They also maintain very good accounting records to track every dollar, which I appreciate as their accountant. They are one of our top clients."

His commitment to the nonprofit community extends past his professional life. Jeffery has served on the board of different organizations and even served as treasurer of one organization for over 12 years.



2024

2024 AGENCY REVENUE \$2,910,780

\$1,448,916

Government Grants

\$530,536

Foundations

\$89,858

Corporations

\$384,349

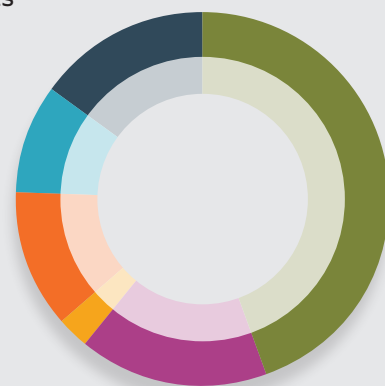
Individuals

\$312,239

Events

\$479,949

Investment &
Other Income



EXPENSES \$2,977,659

\$2,310,275

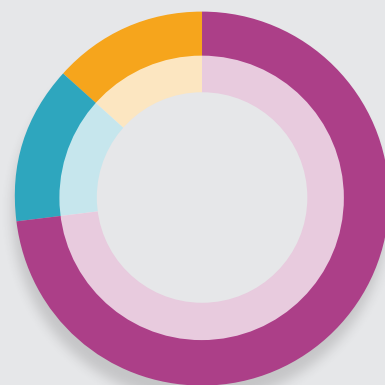
Program

\$313,708

Fundraising

\$353,676

Administrative



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