



St. Mary's
Food Bank®

Agency Partner Conference



April 21, 2026



Food Banking 101:

*How does food move from
donor to neighbor?*

Food Resourcing (131M lbs.)

Donated



Retailers



Manufacturers



Farms



Food Drives

USDA

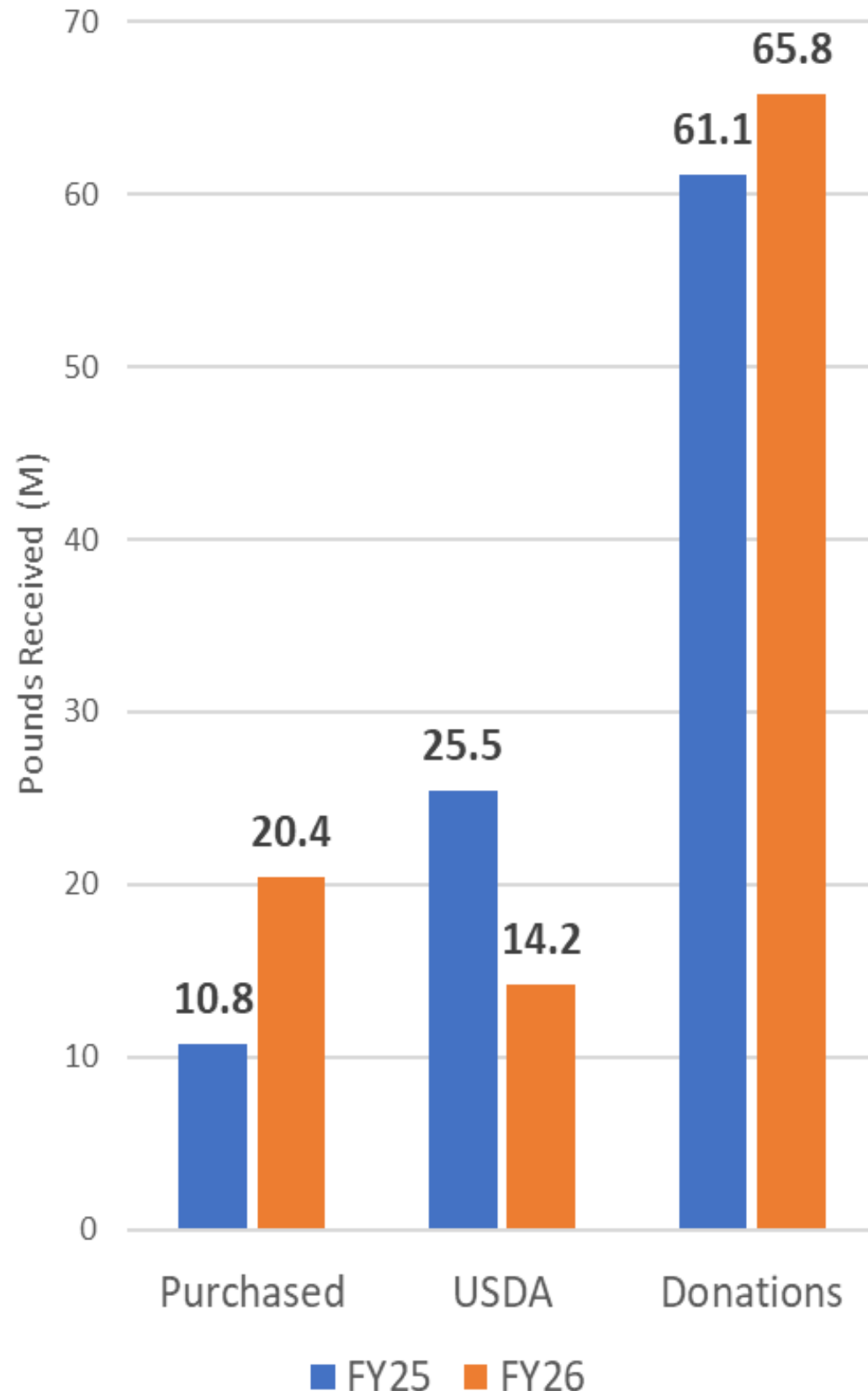


TEFAP
CSFP

Purchased



Produce
Protein
Dairy
Canned Goods



Q1 - Q3

FY2025 =
97.4M

FY2026 =
100.4M



Warehousing, Logistics, and Transportation



Warehousing

Receipt
Storage
Inventory

Logistics

EFBs/LFBs
CSFP
Backpacks
Tribal Boxes
Kids Cafe Meals

Transportation

151 vehicles
1.8M miles
driven

Distribution Sites (129M lbs.)

Pantries



Mobile Pantries



Congregate

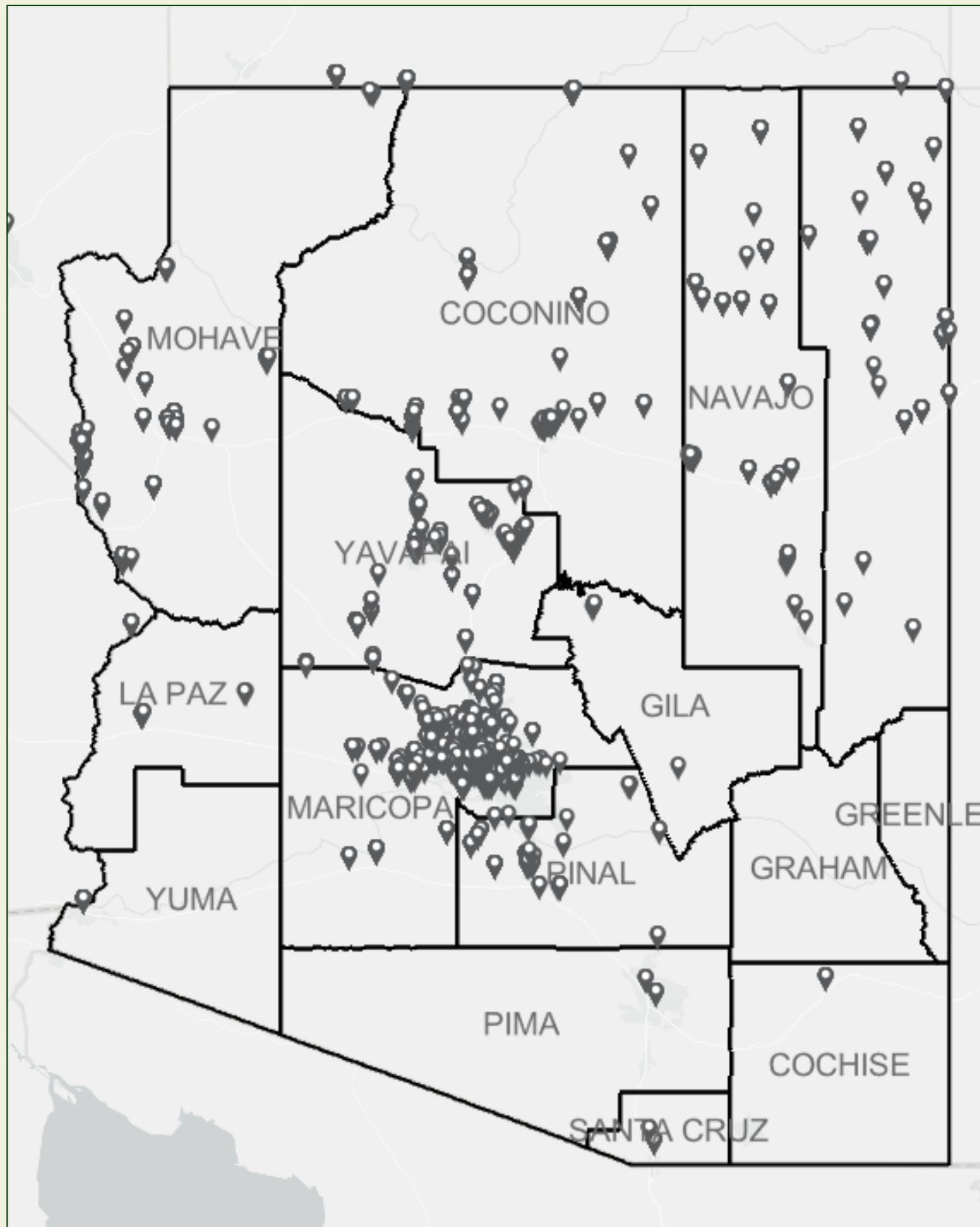


**Partner Agencies account for
80% of all distributions**

Retailers

SMFB direct distributions make up the other 20%

- Neighborhood Food Centers: *Phoenix, Surprise, Chinle*
- Mobile Distributions
- Home Delivery



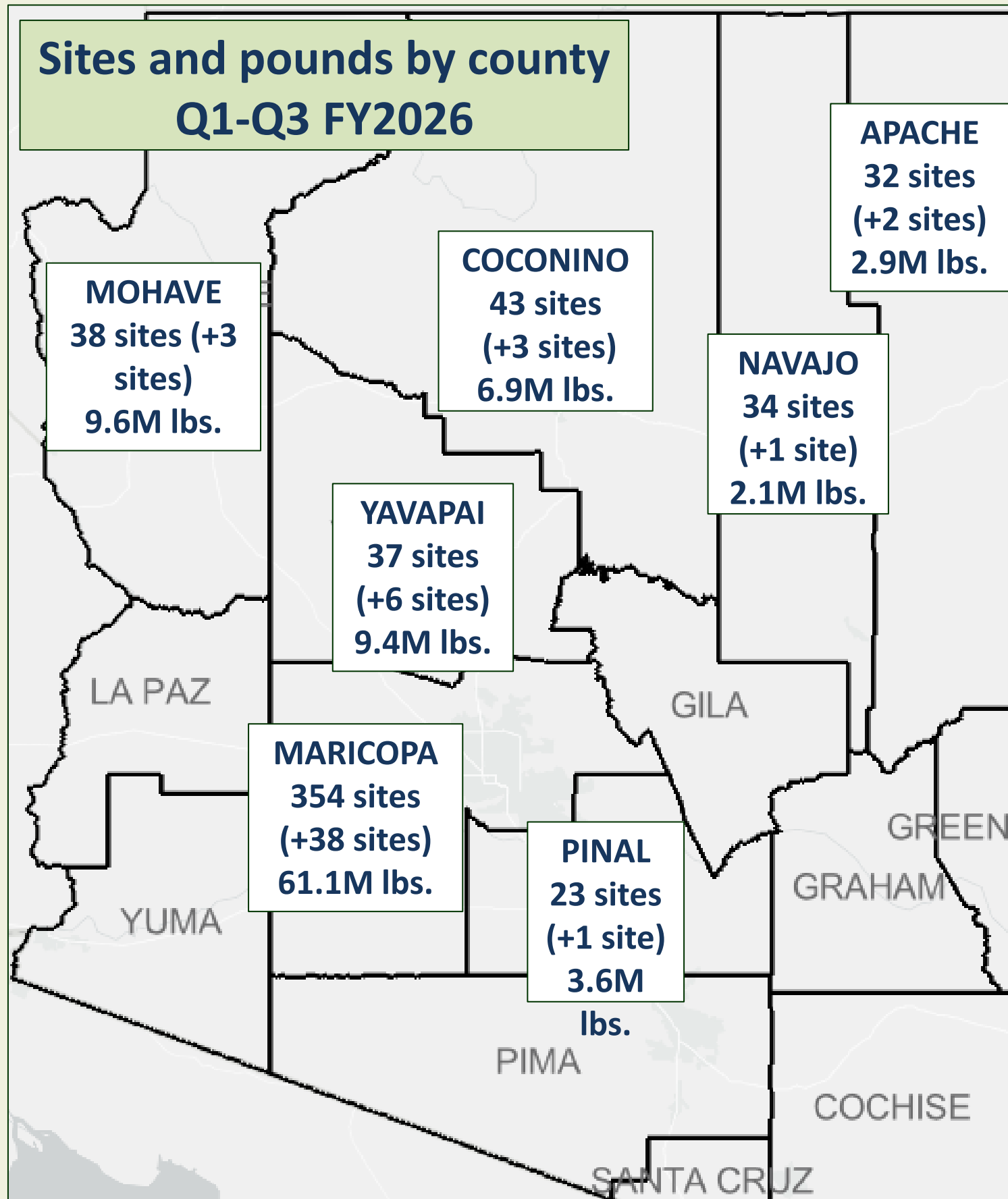
Agency Partners

- *284 pantries*
- *133 mobile pantries*
- *90 backpack sites*
- *51 KC sites*
- *49 Congregate sites*

SMFB Direct Distributions

- *3 pantries*
- *16 mobile distributions*
- *35 home delivery sites*

SMFB Partner Network



County	Q1-Q3 FY25	Q1-Q3 FY26	Var.
Apache	3.0M	2.9M	-4.8%
Coconino	6.3M	6.9M	9.7%
Maricopa	58.7M	61.1M	4.1%
Mohave	9.6M	9.6M	0.3%
Navajo	1.9M	2.1M	10.0%
Pinal	3.8M	3.6M	-5.6%
Yavapai	9.6M	9.4M	-1.8%

Key:

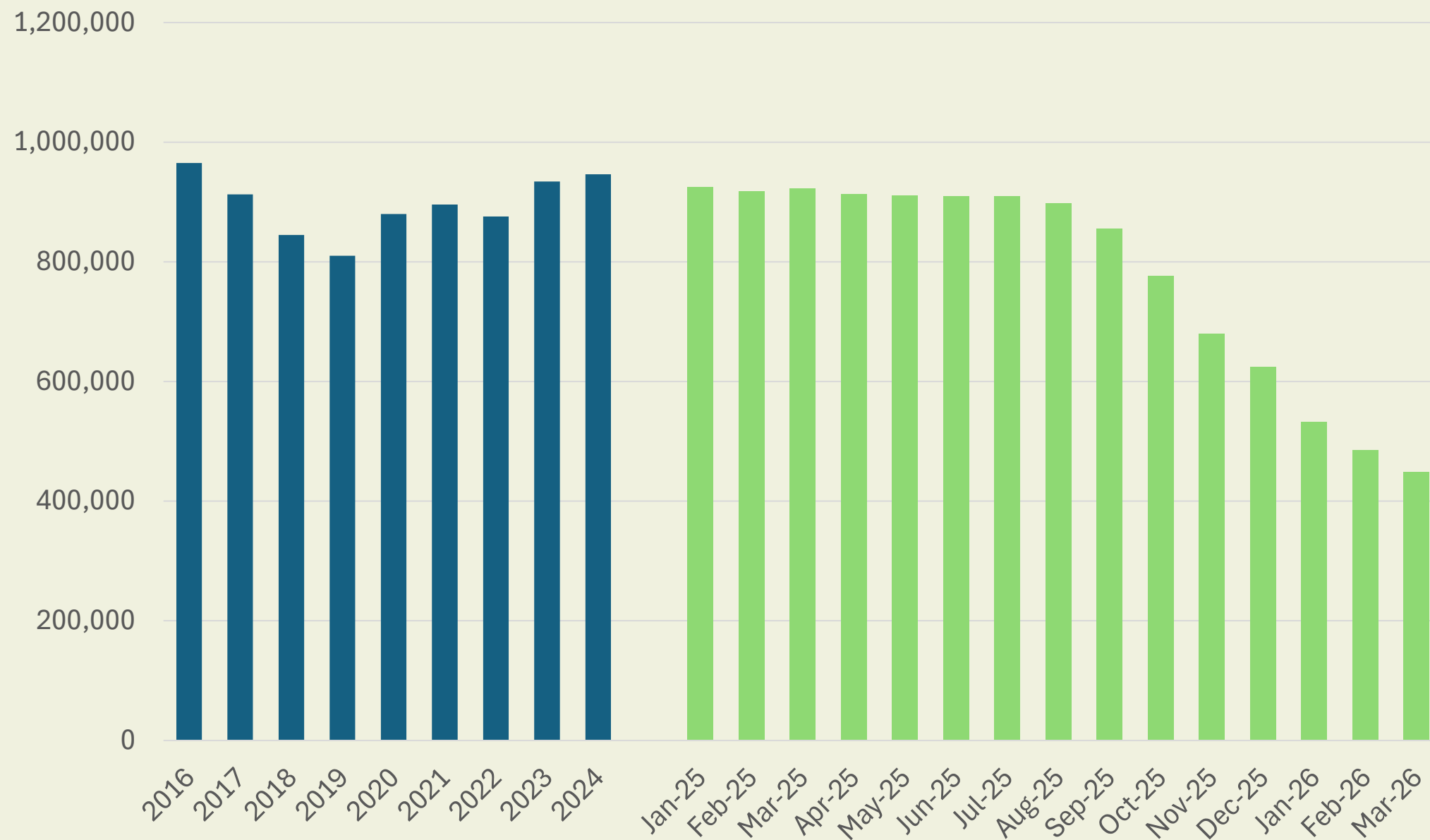
Sample:

COUNTY
Site Count (sites added)
FYTD Lbs. Dist.

PINAL
23 sites (+1 site)
3.6M lbs.

SNAP Reduction since July 2025

SNAP Participation in AZ

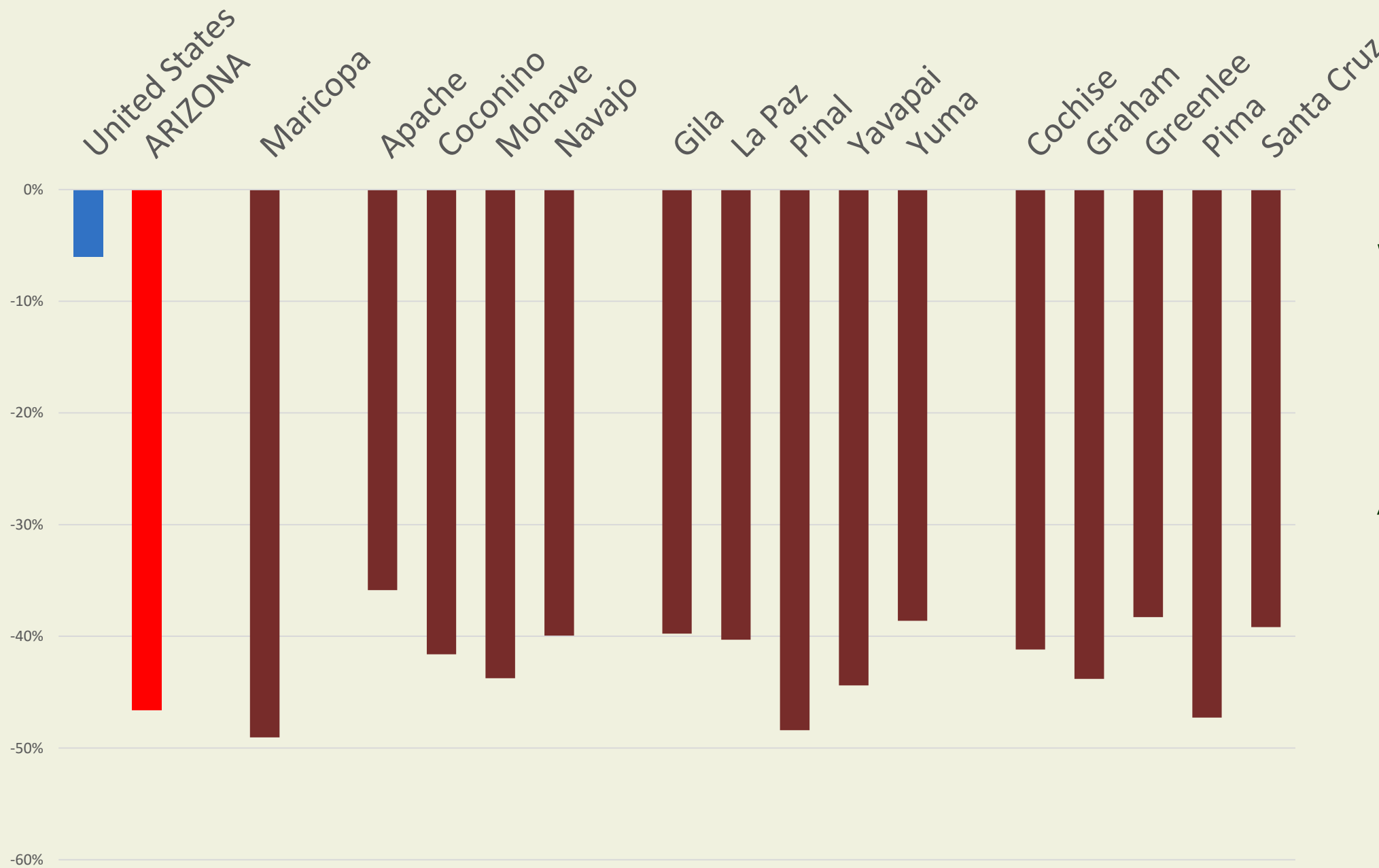


Since 2016,
between 800-
950K (11-12% of
AZ population)

Since July 2025,
50% drop in SNAP
participants.

460K Arizonans,
including 180K
children, have
lost SNAP in last 8
months.

SNAP Reduction – AZ (50%) vs. US (6%)



Florida is state with 2nd largest decline of 16%

All AZ counties impacted – Maricopa with largest drop



St. Mary's Food Bank®



OUR MISSION:

BRIDGING THE GAP FOR ARIZONA COMMUNITIES WITH NOURISHMENT FOR TODAY AND HOPE FOR TOMORROW.

OUR VISION:

FOOD ACCESS FOR ALL ARIZONANS.

LIVE OUR CORE VALUES:

RESPECT. AGILITY. COLLABORATION. COMPASSION. STEWARDSHIP.

STRATEGIC ENABLERS



MISSION DRIVEN TEAM AND CULTURE

Recruit and grow the best team by investing in our people and creating a highly engaged, values-based culture.



SUSTAINABLE FUNDRAISING AND MARKETING

Engage the community and inspire action to ensure funding and volunteer support to meet short-term operating needs and long-term goals.



TRANSFORMATIONAL TECHNOLOGY AND DATA MANAGEMENT

Leverage technology and data to optimize operations and strengthen connections with neighbors, partners, and supporters.



FINANCIAL STEWARDSHIP

Maintain financial strength through the efficient use of donations and prudent risk management to support long-term goals.

STRATEGIC PRIORITIES

Nourishment For Today



INCREASE ACCESS TO FOOD

Ensure access to nutritious, preferred foods and dignified experiences for all food-insecure Arizonans.



ENHANCE FOOD SOURCES

Expand and improve partnerships to better meet neighbors' nutritional needs and preferences.



EXPAND SUPPORT SERVICES

Offer one-on-one services through partnerships and our own resources to support neighbors on their journey to economic independence.



COMMUNITY CONVENOR

Act as a catalyst through advocacy and partnership to develop innovative solutions to address the root causes of food insecurity.

Hope For Tomorrow

LIVE OUR CORE VALUES:

RESPECT

We foster an environment of mutual respect, acknowledging and valuing the diverse perspectives of our neighbors, volunteers, and partners.

AGILITY

We promote a culture of continual learning, empowering our team to be agile and innovative, creating the best outcomes for our neighbors and partners.

COLLABORATE

We are committed to collaborate with internal and external partners to achieve our shared goals.

COMPASSION

We engage our community with compassion, committed to promoting health and well-being.

STEWARDSHIP

We are dedicated to the responsible stewardship of the donations of food, time, and money to maximize our impact and ensure sustainability.

Strategic Enablers

- **Investing in SMFB team**
 - Agency team reorganization
 - Streamlined processes
- **Fundraising Investment**
- **ERP and Technology**
 - NetSuite Implementation
- **Maintain Fiscal Transparency and Accountability**

Strategic Priorities

- **Strong Partner Network**
 - Equipment grants
 - Support grants
 - \$1.4M investment (Q1-Q3)
- **Diversified Food Sources**
 - Grocery Rescue
- **Wrap Around Services**
 - SNAP
 - Utility Assistance
- **Community Connections**



St. Mary's
Food Bank®

Thank You!

- **We are so proud to partner with you**
- **As we move forward together:**
 - Tell us what you need
 - Tell us your story: Your neighbors, your community