

## Feed My Starving Children MannaPack Mix (MPM) Program Frequently Asked Questions – Partners

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Product Information	
What is MannaPack® Mix (MPM)?	U.S. volunteers pack three of the four ingredients that make up MannaPack® Rice (vitamin flavoring, dehydrated vegetables and soy), and then it is shipped to FMSC Distribution Partners like any normal container. From there, Distribution Partners locally source and purchase a grain, such as rice, maize, millet, or sorghum. Distribution Partners will then pair the already packed MannaPack® Mix product with the grain at distribution points.
Where is MPM currently being packed?	Currently this product is only available out of the Minnesota and Illinois FMSC packing sites.
How many MPM meals are in a bag?	12 meals
How many MPM bags are in a box?	48 bags
How many servings are in an MPM container?	829,440 servings from mid-2023 onward.
What is the gift-in-kind (GIK) value of an MPM container?	\$215,654.40 (\$.26/serving) from mid-2023 onward.
Is the MPM product the same as the MannaPack® Rice (MPR) product?	<p>Largely, yes.</p> <p>The same soy, dried vegetables, and vitamin ingredients are used to pack both MPR and MPM, and the serving sizes for both formulas are the same. The only difference comes in the grain – if partners choose to pair MPM with rice, the product will end up being the same as MPR in terms of appearance, cooking times, and nutritional value. If partners pair MPM with a different grain (i.e. maize, sorghum, millet), however, the</p>

	final appearance of the cooked product will be slightly different than MPR, and the cooking times and nutritional value will also vary slightly from MPR.
Are nutrition education materials available for MPM?	Yes, nutrition education materials specifically for MPM are available on FMSC's Partner Resource <a href="#">website</a> . These are available in English, Haitian Creole, Tagalog, and Spanish, but there is also an option to have them translated into other languages, if desired.
<b>Distribution</b>	
Where has MPM already been piloted?	<p>Angola, Burkina Faso, Chad, the Dominican Republic, eSwatini, Guatemala, Haiti, Honduras, Kenya, Malawi, Mozambique, Nicaragua, South Sudan, Uganda, Thailand, and Zambia.</p> <p>Through FY24/25, 59% of MPM containers have been sent to Africa.</p>
What types of "locally sourced grains" can be used by partners?	<p>The most commonly used grains partners have so far chosen include rice, maize flour/samp, and sorghum. However, FMSC is open to exploring any other local grains that partners might be interested in, including millet, barley, etc.</p> <p>Depending on local costs and pairing viability, FMSC is open to exploring the option of using non-grain elements with MPM (such as beans, vegetables, etc.). If this is something you would like to explore, please consult first with FMSC. Generally we recommend partners only use a single grain per MPM container when pairing to eliminate complications with appropriate grain procurement amounts. If your organization would like to use multiple grains, please consult first with FMSC. Lastly, FMSC is fine with partners combining MPM with a grain and other ingredients (i.e. seasonings, vegetables, beans), but these additional ingredients will not be factored into cost savings or reimbursements.</p>
How will on-the-ground staff know how much grain to pair with the MPM product?	<p>FMSC provides a <a href="#">resource table</a> to partners that lays out how much grain is needed for pairing with a bag, box, and container of MPM. This table lists quantities in both pounds and kilograms for a variety of grains, including rice, maize flour, maize samp, and sorghum. Additionally, FMSC has created pairing materials for <a href="#">rice</a>, <a href="#">whole-kernel maize</a>, and <a href="#">maize flour</a> at a variety of commonly-used serving amounts. We encourage you to share this with your on-the-ground employees and cooks.</p> <p>We ask partners to closely follow pairing weight guidelines, as these amounts track with the taste and quantities of MannaPack Rice (MPR). If lesser pairing amounts of grain are needed due to shortage of grain or exorbitant costs, please consult first with FMSC before cutting down on pairing amounts.</p>

<p>How should the MPM product be paired with the local grain?</p>	<p>This is largely up to each partner, taking into account their programming and what works best for their individual circumstances. Some partners weigh out the grain needed to pair with a bag/box of MPM and package it in a separate bag. They then provide both the grain and MPM to families for consumption, ensuring the families know how to cook the product. Other partners have cooks weigh out the proper amount of grain from their grain stock whenever they cook MPM at a school or another facility.</p> <p>We have had partners cook the MPM and grain components separately, combining them at the end, such as using maize flour to make tortillas and the MPM components to make the filling. Partners must ensure the MPM ingredients are included in the final meal, especially if they are cooked separately, as some food recipients would prefer to just eat the grain, which would jeopardize overall nutritional impacts.</p> <p>Lastly, FMSC cannot guarantee the safety or quality of the final MPM food product if the MPM bags are opened, repackaged, or blended with grain before final distribution occurs and therefore suggests partners do not open or repackage the MPM bags until food is being distributed. If partners do decide to open or repackage the MPM product before distribution, they take on the responsibility for the safety and quality of the food they end up distributing.</p>
<p>What type of distribution is MPM best suited for?</p>	<p>Partners who have already distributed MPM have done so in a variety of contexts, including in schools, vulnerable children’s homes, and nutrition clinics, as well as through community or family distributions.</p> <p>That being said, we have heard from partners that MPM seems best suited for institutional feeding (i.e. in schools or children’s homes) as it allows for more control over grain measurements and the proper cooking of the product. Additionally, it takes partners less time and resources to pair the grain with a larger serving of MPM that is most often used in a mass feeding, whereas when partners utilize MPM for smaller scale community distributions, they have to spend more time and resources measuring out and packaging small amounts of grain to hand out. FMSC is happy to assist partners in coming up with solutions for using MPM in any distribution methods they are implementing. Please reach out to your Regional Program Manager to discuss your individual situation.</p> <p>Separately, because an MPM container contains 3x as many servings as a MPR container, MPM is best suited to partners who use multiple MPR containers a year in a single country. Smaller partners who have only been receiving 1 or 2 MPR containers in a year may have issues distributing all of an MPM container by the “Best If Used By” date unless they plan to expand their programming.</p>
<p><b>Partner Expenses + Reimbursements</b></p>	

How many reimbursements does FMSC provide for MPM?	<p>FMSC generally provides 2 reimbursements to partners.</p> <p>The first reimbursement covers part of the grain purchase partners make. The second reimbursement, termed a reconciling reimbursement, covers other additional expenses partners might incur implementing the MPM program.</p>
What does FMSC reimburse partners for?	<p>FMSC reimburses partners for part of their grain purchase, as well as a reconciling reimbursement that can be used to cover various items, such as grain transport, grain warehousing, labor for grain procurement, and grain packaging. Large-scale expenses, such as the construction of a new warehouse to house the grain or the purchase of a truck to transport grain generally are not covered by FMSC. Additionally, all expenses that FMSC reimburses partners for must adhere to the Foreign Corrupt Practices Act (FCPA), which partners agree to abide by when they sign their Memorandum of Understanding (MoU).</p>
How much does FMSC reimburse partners for?	<p>For FY25/26, the grain reimbursement will be a flat \$12,000, regardless of what grain is used for pairing. This is a change from previous years when grain reimbursement was calculated based on FMSC's rice price and the grain partners chose for pairing. This flat amount will likely stay the same for the next few years to lessen confusion on reimbursements and program administration.</p> <p>The second reimbursement FMSC provides for MPM is called a reconciling reimbursement and is based off of total cost savings between the partner and FMSC. This is calculated from the costs a partner incurs shipping and distributing the entirety of the MPM container. Because of this, the reimbursement amount will vary partner-to-partner and country-to-country. An estimate of the reconciling reimbursement will be calculated before a container is shipped and is included in the MoU. This amount could change, however, if the actual costs to distribute a container vary greatly from the estimated costs partners reported.</p>
When do FMSC's reimbursements occur?	<p>The grain reimbursement can be wired to partners once the first grain purchase is made. As soon as partners send in a receipt or invoice of the initial grain purchase, FMSC can begin the wiring process.</p> <p>The reconciling reimbursement must wait until a partner is largely done distributing their MPM container and has collected all of the actual costs that went into that container's distribution. Once a partner sends in their Actuals Costs Workbook, FMSC is able to calculate total cost savings. Once both parties approve the calculated savings, the reconciling reimbursement wire will be issued by FMSC. This second reimbursement is impacted by how quickly a partner distributes their MPM container and how quickly they are able to collect and turn-in actual costs.</p> <p>To ensure wires are getting out in an appropriate timeframe, FMSC requires necessary documentation to be turned in before February 28, 2027. If this documentation (i.e. grain receipts, Actuals workbooks) are not</p>

	turned in by this date, any outstanding reimbursement(s) FMSC owes will be forfeited unless both parties come to a different agreement beforehand.
Who does FMSC reimburse?	<p>FMSC will only provide MPM reimbursements to its direct Distribution Partners unless they specify another entity (such as their on-the-ground consignee) for the reimbursement to go to.</p> <p>FMSC prefers to provide reimbursements as wire transfers and will require a bank account and its supporting information to initiate the wire. Checks are also possible if requested.</p>
Are there any unexpected expenses partners should plan for with MPM?	Outside of the grain purchase, the most common added-on expenses that partners have reported for MPM include packaging supplies (if the grain is to be divided into smaller bags), labor costs for sourcing, transporting, and unloading the grain, fumigation expenses and additional storage fees. A few partners have also had to pay additional customs fees to ensure the paperwork is in place for a new product to be imported. Many of these expenses will not apply to all partners, but it is important to research if they will be necessary for a partner's individual situation.
What happens if actual costs end up being more costly than the previously submitted estimates?	Because the biggest determinant of MPM cost savings is the grain price partners are able to negotiate, this is a number partners must keep FMSC informed on, especially if it is significantly higher than the grain estimates that were initially submitted. If partners communicate the new grain price to FMSC, cost savings calculations can be reworked to determine if cost savings will still occur. If it isn't likely to exist, FMSC will have a conversation with partners to determine next steps, which could include pairing less grain with the MPM servings or determining a fair reimbursement amount to partners. More than anything, FMSC asks that partners communicate about increased costs, especially if they are nervous about grain prices.
<b>Program Requirements</b>	
Do partners need to turn in MPM cost estimates every year?	Generally, no. If a partner distributed MPM in a country the previous year, the actuals they submitted will serve as estimates for the next year. If a partner plans to implement MPM in a new country, however, they will have to submit estimates before their container is shipped.
Do partners need to sign a Memorandum of Understanding (MoU) every year?	<p>Yes.</p> <p>FMSC's costs vary somewhat significantly year-to-year, which impacts overall cost savings related to MPM. For this reason, the numbers within a partner's MoU can vary year-to-year, meaning partners can expect to sign a new MoU before they ship a container of MPM in a new fiscal year.</p>

Does FMSC require receipts for all MPM expenses?	No. FMSC requires a grain receipt to initiate the grain reimbursement, but other expenses that partners incur do not require receipts to be submitted. However, partners agree to abide by the Foreign Corrupt Practices Act ( <a href="#">FCPA</a> ) in all of the purchases they make that FMSC will reimburse them for.
What are the items partners are required to complete (or submit) as part of the MPM program?	<p>Before an MPM container is shipped, partners must provide cost estimates for the container (if it's a partner's first time shipping MPM or their first time shipping MPM to a new country), as well as a signed Memorandum of Understanding (MoU). Partners are also required to provide the contact information for an on-the-ground lead who will be overseeing documentation and data collection for the MPM container(s). FMSC may request a meeting with the partner and their on-the-ground contact to go over program requirements before a container lands.</p> <p>Just like any other FMSC container, partners are required to submit a Container Status Form once the container is received in-country. After distribution begins, partners are required to turn in their initial grain receipt or invoice, and later must complete an Actuals Cost Workbook for each container of MPM they ship. This workbook is provided to partners ahead of time.</p> <p>Partners are also required to participate in a brief follow-up meeting to ascertain how well MPM worked for their organization. Lastly, storytelling feedback is always welcomed for partners involved with MPM – this can include photos or videos of MPM being distributed and/or served, as well as stories of MPM's impact on individuals or partner programming.</p>
What actuals should partners be keeping track of for MPM?	The different categories of expenses that partners should be tracking are laid out in the Actual Costs Workbook. This includes any expenses that partners incur while distributing MPM that go <u>above and beyond</u> the expenses they would incur to distribute MPR. Additionally, partners must submit the costs they incurred to ship the MPM container, such as ocean freight, customs clearance, etc.
Do partners have to submit a certain amount of storytelling feedback for the MPM program?	At this time, no. However, partners are encouraged to submit any stories, photos, or videos of MPM in use that they find meaningful. These are impactful to FMSC's staff, donors, and volunteers. Regional Program Managers may reach out to specific partners asking for storytelling content related to MPM.
<b>Requesting MPM</b>	
How does the MPM allocation process work?	For partners who have successfully distributed an MPM container in the past, MPM container requests can be made on the annual FMSC Food Allocation Form. New partners to FMSC will request and distribute an MPM container on an unallocated basis first, before being allowed to request any allocated MPM container(s) the following fiscal year.

Will there be unallocated MPM containers available?	Yes. The number of unallocated containers will vary year-to-year and will be donated on a first-come basis.
How do I request an MPM container, either allocated or unallocated?	Partners who are allocated MPM container(s) for a given fiscal year will requisition their MPM container(s) using the partner portal, similar to how they'd requisition any other containers. Partners who are requesting an unallocated MPM container(s) will make their requests known via email to Lindsay Blahnik and/or their Regional Program Manager.
What is needed if a partner wants to distribute MPM in a new country?	<p>Partners will need to collect the estimated costs to distribute a container of MPM in the desired country. Once these are turned in, a revised Memorandum of Understanding (MoU) will be signed by the partner.</p> <p>Partners should research whether customs clearance of MPM will require any further paperwork as some countries consider it a different product to MPR.</p>
Are partners limited in where they can send MPM containers?	<p>Not necessarily. Once partners collect cost estimates on MPM distribution within a specified country, FMSC will calculate estimated cost savings to determine if MPM is feasible to implement in a country. Generally if there is not cost savings, MPM is considered infeasible for a country. However, some partners have been willing to absorb the additional cost of distributing MPM. FMSC is happy to work with partners and discuss this option, if it arises.</p> <p>FMSC will follow its normal procedure if a container is planning to be shipped to a high-risk or sensitive country. This might require additional planning and oversight for partners.</p>