FROM OUR CEO & BOARD CHAIR

Dear Friends,

What will Foodlink look like 40 years from now?

It’s a question those of us deeply connected to the organization have asked ourselves this past year. As we commemorate a milestone – four decades of serving the Rochester and Finger Lakes region – we have an obligation to look ahead, even as we celebrate our history.

We’ve crafted and adopted a bold new vision for Foodlink as part of a Strategic Plan that will carry us into 2021 and impact the work we do for decades to come. We thoughtfully examined our priorities and opportunities. We took a deep dive into our brand and values. We charted a roadmap to a future where the “right to food” is widely accepted; a future in which all people can feed themselves in dignity.

This Annual Report is a glimpse of our past year, a year in which we laid the groundwork for our future. We continue to expand our network of community partners and offer innovative programs and services that build healthier communities. And as we recognize our food-banking work, we, at the same time, are eagerly awaiting the days when the distribution of emergency food is only a footnote in our overall story.

Thank you for supporting Foodlink today, and helping us to create a bold vision for our future.

In gratitude,

Julia Tedesco
President & CEO

Arline Santiago
Board Chair

FINANCIALS

NOTE: This Annual Report reflects Foodlink’s fiscal year, from July 1, 2017 through June 30, 2018.

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support &amp; revenue</td>
<td>$36,162,213</td>
<td>$33,935,617</td>
</tr>
<tr>
<td>Expenses</td>
<td>35,649,677</td>
<td>32,688,472</td>
</tr>
<tr>
<td>Other items</td>
<td>(28,315)</td>
<td>(42,823)</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>$484,221</td>
<td>$1,204,322</td>
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<tr>
<td>Assets</td>
<td>$8,492,405</td>
<td>$8,789,068</td>
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<tr>
<td>Liabilities</td>
<td>1,342,802</td>
<td>2,123,686</td>
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<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>6,547,493</td>
<td>6,536,683</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>602,110</td>
<td>128,699</td>
</tr>
<tr>
<td>Total net assets</td>
<td>$7,149,603</td>
<td>$6,665,382</td>
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</tbody>
</table>

2018 Revenue

- Given: 22%
- Earned: 51%
- Raised: 27%

2018 Expenses

- Food-related programs: 96%
- Administration and fundraising: 4%

Total donated product was $23,115,034 and $21,253,532 for 2018 and 2017, respectively.

2017 Revenue

- Earned: 45%
- Raised: 32%
- Given: 23%

2017 Expenses

- 96% Food-Related Programs
- 4% Administration & Fundraising

Included in fee for service revenue:
- Includes fundraising, and other public support
- Includes government grants and United Way

Independent Auditor’s Report, audited financial statements, and IRS Form 990 are available at Foodlink Inc.’s business office located at 1999 Mt. Read Blvd., Rochester, NY 14615.
MEASURING OUR IMPACT

Our Network

200,000+ Clients served
417 Partner agencies
10 Counties served
18.2 million pounds of food distributed
4.9 million pounds of produce distributed

Community Kitchen

1,154,843 Meals/snacks prepared
135 Sites served
602,100 Bags of sliced apples produced

Curbside Market

Sites served

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Visits</td>
<td>102</td>
<td>130</td>
<td>189</td>
</tr>
<tr>
<td>27,459</td>
<td>31,812</td>
<td>36,659</td>
<td></td>
</tr>
</tbody>
</table>

Volunteers

More than 15,000 volunteers... donating nearly 50,000 hours of their time!

Nutrition Education

1,520 Classes/Workshops
15,189 Participants

FOODLINK BOARD OF DIRECTORS

Arlene Santiago
Board Chair
ESL Federal Credit Union

Patrick Bourcy
Wegmans Food Markets

Beth LeValley, SSJ
Sisters of St. Joseph

Matthew Squires
Manning Squires Hennig

Joseph Casion
Board Secretary
Harter, Secrest & Emery, LLP

Orlando Ortiz
The Gleason Works

Samantha Tassone
GrowthFuel

Ronald Little
Board Treasurer

Dawn Rockefeller
Victor-Farmington Food Cupboard

Ian Wilson, M.D.
Rochester Endovascular, PLLC

Lisa Bobo
City of Rochester

Mark Kolko
Constellation Brands, Inc.

Colin Sheridan
Germanow-Simon Companies

Mike Colvin
Organizational Consultant

Orlando Ortiz
The Gleason Works
DANORS  THANK YOU FOR YOUR GENEROUS SUPPORT! THIS LIST INCLUDES DONORS WHO GAVE TO FOODLINK BETWEEN JULY 1, 2017 AND JUNE 30, 2018.

FOUNDATIONS AND ORGANIZATIONS

$100,000+
- ESL Charitable Foundation
- Feeding America
- Genesee Valley Regional Market Authority
- William and Sheila Konar Foundation
- William G. McGowan Charitable Fund, Inc.
- Wegmans Food Markets, Inc.

$50,000-$99,000
- Mary Elizabeth Conlon Fund
- Palmer Food Services
- Sands Family Foundation G3PP
- Tops Markets, LLC
- Walmart Foundation

$5,000-$49,999
- AAA Western and Central New York
- Birk Family Foundation
- Brooks Family Foundation
- Catholic Diocese of Rochester
- Citizens Bank
- Constellation Brands, Inc.
- Cornell/Weinstein Family Foundation
- Costco Wholesale Corporation
- Delta Air Lines, Inc.
- Dunkin’ Donuts & Baskin-Robbins Community Foundation, Inc.
- Enterprise Holdings
- Enterprise Rent-A-Car Foundation
- Finger Lakes Performing Provider System Inc.
- GMR Associates, Inc.
- Greater Rochester Health Foundation
- Joy In Childhood Foundation
- MVP Healthcare
- Nory Management Corp.
- Red Nose Day Fund
- SIM Western New York
- The Hallowell Fund
- TJX Foundation, Inc.
- VP Supply Corp.
- Wakefern Food Corporation
- Waterloo Rotary
- Zweigle’s, Inc.

INDIVIDUALS

$10,000+
- Allen and Joyce Boucher
- Karen Brown
- Robert Funicello
- Tom and Annie Kane
- Suzanne O’Connor
- Paul and Suzanne Rosenberg
- Susan Rosenthal

- Lewis Rothberg
- Robert and Susan Touhsaent

$5,000-$9,999
- Neal and Kathleen Elli
- Joan Feinblom
- Jody Fleischer
- Marion and Harry Fulbright
- Barbara Hendry
- Kenneth and Susan Parulski
- Sandy and Courtney Williams

$2,500-$4,999
- Henry and Joanne Altland
- John Boettcher
- John and Pamela Bradley
- Joseph and Nancy Briggs
- Gray Brown
- George Browning
- Robert and Susan Chapman
- Joseph and Shirley Eberly
- Mohsen Emami
- Holtz Family Foundation
- Lasloz Family Foundation
- Stephen and Louise French
- William Garvin
- John and Susan Geraci
- Jeffrey and Julie Gerstenberger
- Stephen Gissin
- Joshua Glasser
- W. Michael and Marlene Goho
- Calvin and Diane Graziano
- Gregory and Ann Marie Hauser
- Jean Horton
- Mark and Mona Kolko
- Leo Kesseling
- Harold and Frances Marrett
- William and Lamar Murphy
- Parag and Shruti Pandya
- Barry and Elizabeth Sanderson
- Alexander Solký
- Tom and Ann Ward
- Timothy Warren

$1,000-$2,499
- Wasis Akhtar
- Brian Allston
- Gerard and Kathleen Alonzo
- George and Helen Greer
- Sandra Baldwin
- Michael and Susan Bargmann
- Jean Barn
- Lorraine Bartlett
- Jack and Sheryl Bauer
- Daniel and Tracy Bell
- Doug and Abby Bennett
- Dana Black
- Susan T. Murphy and Ralph W. Black
- Jamie Block
- Edward and Margaret Boucher
- Philip and Sharon Burke
- Mary Ellen Burris
- Richard and Margaret Burton
- Aaron and Laurie Bush
- Delia Bush-Greanier
- Eric Caine
- Laurel Carney
- Kimberly Cashin
- John Chadbourne
- Harry and Alice Chalffant
- John and Cindy Chamberlin
- Allan and Suzanne Chapman
- Benjamin Christensen
- Timothy Clancy
- Mary Ellen Clark

- Rob and Dana Clark
- Jeremiah and Mary Lou Clifford
- Christine Colucci
- Richard and Jane Constantin
- Carely and Janice Corea
- Joyce Croton
- Paul Czarnecki
- Benjamin and Laurel Daise
- Alan Dawkins
- Susan and Joseph DeGeorge
- Jason DeLaurentis
- Frank and Katherine DeSantis
- Jerome Denno and Beverly Brown
- Kenneth and Nicole Doolittle
- Paul and Sharon Dwyer
- Jeanetta Dunlap
- Roger Easton
- Marjorie Elder
- Michele Elly
- George Ewing
- The Griebel Family
- Robert Farley
- Mark R. and Catherine A. Foerster
- John Francis
- Franlee Frank
- Ruth Freeman
- Robert and Debra Galbraith
- Steven and Colleen Galutia
- Agnes Gardner
- Sharon Garelick
- Jonathan Gary
- John Gassler
- Andrea Giuffre
- Ronald Goettler
- Michael and Janet Goldman
- Stephen and Cheryl Gossin
- William Grande
- Barbara Gross
- James S. and Susan Grossman
- David Guadagnino
- Mary Ann Guarre
- Sarah Gulack
- Sema, Lori Ann and Eren Hart
- Irene Hart
- Robert Harwood
- Michael and Fran Haselkorn
- Gregory and Ann Marie Hauser
- James Hawkins
- Jess and Ewa Hendricks
- Elaine Hill
- Andrew Hoffman
- Michael and Meredith Hurley
- Louis Iacona
- Douglas and Cynthia Jack
- Larry Jessup
- Robert and Barbara Johnson
- Miles and Silvia Jones
- Gilbert Jordan
- Michael and Bonnie Kane
- Ed and Eileen Koehler
- Mary Margaret Krill-Palmer
- Tai Kwong and Joan Shelley Rubin
- David and Emily Lambert
- Matt and Viki LeBeau
- David and Nancy Liebert
- Ronald and Leigh Little
- Jane Littwitz
- John Littwitz
- Eric Lobenstine and Jeanne Beddoes
- Patrick Love
- Cricket Luellen
- H. Paul Madore
- Salvatore Mangione
- Rick and Kate Massie
- Megan McCormick
- Melissa McGraw
- Margaret McKenna
- Bruce L. and Eleanor McLeary
- Thomas and Judith Miller
- Paul Moore
- Jeffrey and Anne Moosmann
- Mary O’Connell
- David Ottney
- Denise Omoregie
- Mary Anne Palermo
- Vincent Palese
- Henry and Beth Paszko
- Sarah Periard
- Claude Peters
- David Pettig
- Wolfgang Pfizenmaier
- Kerry and Jake Pierson
- Thomas Pigage
- Jan Piper-Glasgow
- Edwin and Roberta Przybylowicz
- Gary and Brenda Rader
- Matthew Ray
- Robert and Deirdre Ralph
- Jon and Corrine Renault
- Eric and Elizabeth Rennert
- Peter Requa
- Carl Reynolds
- Thomas and Barbara Riley
- Charles and Rebecca Roberts
- Kathleen Rose
- Nellie Rosenberg
- Bernice Rosenberg
- Geoffrey and Janet Rosenberger
- James Ruzzi
- Marjoryce Ryan
- Daniel and Risa Saltzman
- Fernando and Arline Santiago
- Deveda Schleyer
- William and Ursula Schmir
- Brian Sears
- John Sementilli
- Bernard Shore
- William D.C. Smith
- Marc and Deb Solomon
- Charles Speirs
- Richard Stein
- Richard and Judith Steinheider
- Rosemarie Stepanik
- Corinne Stork
- Paul and Nancy Strelau
- Paul and Robin Suswijn
- Kayla Taylor
- Julia Tedesco
- Tim and Margaret Thomas
- Robert and Loralei Thornburg
- Albert and Karen Tricomi
- Eileen Trott
- Martha Valenti
- Margaret VanEpps
- Frances VanKirk
- Michael and Joan Vernarelli
- Mary Lynn Vickers
- David Voelkl
- James Ward
- Edward Wardrop
- Harold Warren
- William Warren
- Richard and Estella Watkins
- Patricia Wehle
- Susan Whalen
- Stephen Wright
- Margaret Wrobel
- Jeffrey Wyatt
- James and Carol Yost
- Ann Young
Foodlink prides itself on serving the most nutritious school meals in Rochester. In 2018, it took a significant step toward serving the tastiest, too.

In January, Foodlink hired Executive Chef Casey Holenbeck to oversee the daily production of 5,000 meals, which we prepare and deliver to some of Rochester’s most food-insecure young residents. Holenbeck has more than two decades of food-service experience as an executive chef, caterer and small-business owner.

Holenbeck enjoys testing new recipes and leads Foodlink’s new Menu Innovation Committee, which is tasked with finding creative ways to improve the quality of our meals, while maintaining our commitment to nutrition and community health.

Foodlink hires its first Executive Chef

Foodlink has long sought to shift the narrative of food banking – from an emergency food operation, to a public health service. In doing so, we must practice what we preach.

In 2018, Foodlink joined the Partnership for a Healthier America, which engages public, private and nonprofit organizations to broker meaningful commitments and develop strategies to end childhood obesity in the United States. In April, Foodlink committed to improve the nutritional value of the food we distribute over the course of a three-year partnership.

A new partnership, and a pledge to distribute healthier food

Foodlink’s nutrition educators have been working with three Education Success Network schools: Discovery Charter School, Success Learning Center and The Norman Howard School on a new curriculum that combines nutrition education and gardening. In between valuable lessons about what they eat and where it comes from, Foodlink also connects students with other programs, such as the BackPack Program, Community Kitchen meals or the Curbside Market.

Edible Education

We were pleased to award our first six Seed Grant winners this past spring, through funding from the state Department of Health’s Hunger Prevention and Nutrition Assistance Program. Seed Grants are start-up grants intended to help a non-profit or public entity begin a new or enhanced service that addresses the emergency food system and/or nutrition needs of low-income communities. Congrats to our inaugural winners!

Seed Grants
OUR MISSION
To leverage the power of food to end hunger and build healthier communities.

OUR VISION
We believe that the fight against hunger and the fight against poverty are one and the same. We envision a future in which food is recognized as a human right and every person is able to feed themselves and their families in dignity. Together, we work to create a more nourished, prosperous region.