

2023 IMPACT REPORT

NOURISHING TOMORROW



INVESTING IN OUR FUTURE

Dear Friends,

A few short months from now will mark 10 years since our founder, Tom Ferraro, passed away. It is hard to believe a decade has passed, as there are memories of Tom that still resonate with me on a daily basis. One example is one of his many sayings that echo through our hallways and warehouse ... and it has had an even greater significance since **we purchased our Mt. Read Boulevard facility this past year.**

"We never lose on our home court."

The saying refers to the thousands of times we have invited prospective supporters and community partners to our facility to show them our operations first-hand, and to share the story of our innovative approach to addressing food insecurity and poverty. Time and again, visitors walk into our facility thinking one thing, and leave with an entirely different understanding of our mission and the breadth of our impact.

Tom's saying was true a decade ago when he gave his last tour of Foodlink. It was true six years ago when we built our state-of-the-art community kitchen. It is true now.

And in the years ahead, the saying will carry even more weight.

The purchase of our facility did not generate any headlines the way a new Curbside Market vehicle, a Foodlink Career Fellowship graduation, or the opening of our Community Café might.

It does, however, signify the most significant investment to date in our future and in our community by creating an unparalleled opportunity for Foodlink to improve and expand how we serve and meet our mission.

The purchase of this building, expansion of our footprint, and investment in critical infrastructure needs would not be possible without your support - and will ensure that Foodlink continues our successful tradition on our ever-impactful "home court."



In gratitude,

President & CEO

Board of directors

Officers

Thomas Kane — Chair
Retired, Constellation Brands, Inc.

Lisa Bobo — Vice Chair
Bolder IT Strategies

Ronald Little — Treasurer
Retired, Heritage Christian Services

Bonnie DeVinney — Secretary
Community Volunteer

Patrick Bourcy — Assistant Secretary
Wegmans Food Markets

Directors

Aaron Bertram, *Excellus BlueCross BlueShield*
Kimberly Braithwaite, *University of Rochester
Medical Center*

Luis Burgos, *Community Volunteer*

Dr. Rick Constantino, *Rochester Regional Health System*

Bobby Colón, *Rochester Institute of Technology*

Carey Coreia, *Community Volunteer*

Molly Cummings, *True North Farms*

BJ Davis, *Xerox*

Tonya Dickerson, *Rochester City School District*

Meghan DiPasquale, *Ward Greenberg Heller & Reidy, LLP*

Loren Flaum, *Flaum Management Company, Inc.*

Orlando Ortiz, *RocON Property Management, LLC*

Colin Sheridan, *Lighthouse Autism Center*

Matthew Squires, *Manning Squires Hennig*

Robert Williams, *Open Door Mission*

Incoming board members:

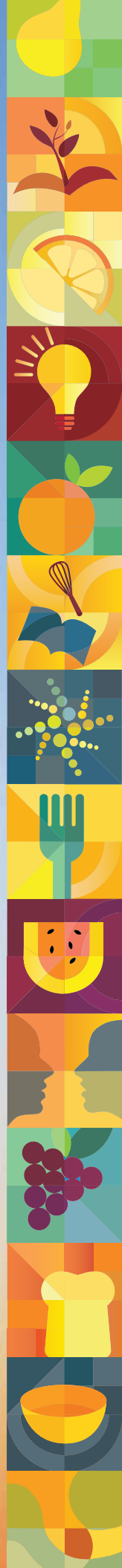
Courtney Cotrupe, *Partners + Napier*

Garth Hankinson, *Constellation Brands*

Kristian D. Walker, *Harter Secrest & Emery LLP*

This Impact Report reflects Foodlink's most recent fiscal year from July 1, 2022 to June 30, 2023.

This report is dedicated to the memory of our beloved colleagues, Edgar Santa Cruz, Braiman Knight and Jeffrey Hargroves



CURBSIDE MARKET
288,547 LBS
OF PRODUCE SOLD
29,840
TRANSACTIONS



Our mobile market continues to increase access to healthy, affordable food.

HEALTHY MEALS AND SNACKS FOR CHILDREN

1,926,098



Our talented Community Kitchen team recorded its highest total level!



Foodlink
NOURISHING LIVES

SNAP REDUCTION RESPONSE

1,212
HOUSEHOLDS SERVED
3,705
PEOPLE SERVED



When SNAP benefits were cut in March, Foodlink stepped up to help.

FOOD DISTRIBUTED
6,684,584 LBS
OF PRODUCE
20,136,771 LBS
TOTAL



Another record-breaking produce total and a 45% increase over last year!

VOLUNTEERS
2,237
TOTAL
18,368
HOURS DONATED



We have 40 amazing "Core" volunteers who come for a recurring shift every week!

HIGHLIGHTS



The Festival of Food returns

After a two-year hiatus, Foodlink's annual fall fundraiser returned to the Public Market in 2022! Our signature fundraiser brought back some of our favorite food and drink establishments — and more than 750 of our friends — for a memorable and delicious evening. Thank you to the Public Market, our title sponsor, Wegmans, all of the attendees, and participating vendors who helped make this night so special!



Fall Fest at the farm

Foodlink also introduced a new event to our calendar last year — a Fall Festival at the Foodlink Community Farm! We invited our neighbors in the Lyell-Otis and Edgerton neighborhoods to a festive event at our farm on Lexington Avenue — with games, pumpkins, food & drink and kids' activities for local families. It's the start of a new tradition and a fun way to build community in Northwest Rochester!



Advocacy on Capitol Hill

Anti-hunger advocacy has been in high gear for the better part of a year due to the recent expiration of the Farm Bill — a massive piece of legislation that regulates many of our nation's most critical nutrition programs. This year, Foodlink was invited to offer testimony on one of the biggest stages possible — the U.S. Senate! Whitley Hasty, an outreach specialist at Foodlink, provided lived-experience testimony at a committee hearing about the importance of Supplemental Nutrition Assistance Program (SNAP). Bravo to Whitley for a job well done!



Gathering our network

You can't mention Foodlink's work as a regional food bank without recognizing the hundreds of members who make this work possible. This past April, we had the opportunity to gather our membership network in one place for our Nourish Conference. Representatives from food pantries and meal programs spanning our 10-county service area shared a meal as we offered a "State of the Network" report about the emergency food system.



*A brand new day — and a bright future for Foodlink!
Purchasing our building last year was a monumental step forward for our organization and its commitment to this community and the thousands of people we serve. Stewardship remains one of our core values and we look forward to transforming our headquarters into a world-class facility that matches our innovative and responsive reputation.*



Terra Keller
Senior VP / Chief Financial & Operating Officer

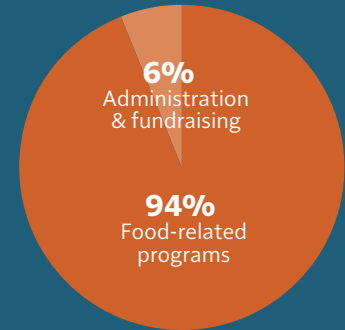
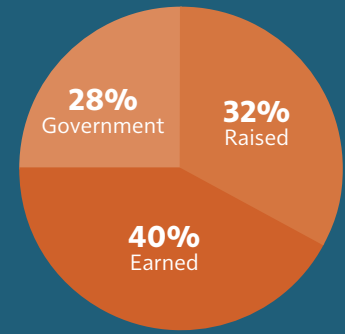


FINANCIALS

	2023	2022
Public support & revenue	\$48,964,088 *	\$50,624,279
Expenses	\$48,940,006	\$48,054,394
Change in net assets	\$24,082	\$2,569,885

	2023	2022
Assets	\$12,825,925	\$12,495,538
Liabilities	\$1,937,407	\$1,631,102

Net assets	2023	2022
Without donor restrictions	\$9,920,320	\$10,329,945
With donor restrictions	\$968,198	\$534,491
Total net assets	\$10,888,518	\$10,864,436



* Total value of donated product was \$23,472,224; Foodlink's revenue, not including the value of donated product, was \$25,491,864.

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Independent Auditor's Report, audited financial statements and IRS Form 990 available online or at the Foodlink, Inc. office located at 2011 Mt. Read Blvd, Rochester, NY 14615.

RAISED
Includes public support and non-government grants

EARNED
Includes fee-for-service revenue

GOVERNMENT
Federal and state funding

DONORS

\$100K+

84vikings4good
Feeding America
Finger Lakes Performing Provider System Inc.
Greater Rochester Health Foundation
The Estate Of Nelita T. Laires
Mother Cabrini Health Foundation, Inc.
The Sands Family Foundation
United Way Of Greater Rochester and The Finger Lakes
John Urban
Wegmans Food Markets, Inc
The William G. McGowan Charitable Fund, Inc.

\$25K-\$99,999K

American Online Giving Foundation
Bank Of America
Centene Corporation; Fidelis Care
Constellation Brands
Excellus Blue Cross Blue Shield
The Heineman Foundation
Dorothy Mauser
The Estate Of Jeanne McHugh
Michael and Kathleen Mullin Hoar
Lewis Norry
Angela Olivieri
Olivieri Family Foundation
Susan Rosenthal
Share Our Strength
Wayne Smith and Maureen Lally
Tops Markets, LLC

\$10K-\$24,999K

Air Products
Avangrid Foundation, Inc.
Ralph Black and Susan Murphy
John Boettcher
Nancy Briggs
Cargill, Inc
Cisco Systems Foundation
Baird and Marcia Couch
Crafting For Good
Jo Ann Deblinger
Eayres Hope Foundation
Elaine Greene
Enterprise Holdings Foundation
G & C Food Distributors & Brokers, Inc.
Golden State Foods Foundation
The Hallowell Fund
Garth and Gwyndolyn Hankinson
Barbara Hendry
Louis and Betty Iacona
JSC Management Group LLC
KeyBank National Association
Nina Klionsky and Leon Metlay
The Lineage Foundation For Good
Maxine Manjos
Sharon and Chris Mason
Laura Masotti-Humphrey
Angeline Matri
Shelby Nelson & Lewis Rothberg
Norchar Real Estate
Omnidon Productions, Inc
Philip and Christine Pucher
Rochester Management, Inc.
Paul and Suzanne Rosenberg
Lewis Rothberg and Shelby Nelson
Sandra Rueckwald
Simone Elvey
James and Judith Stinehour
William and Carol Van Dusen
Edward Wardrop
David Webb
Whole Foods Markets, Inc
Jo Zimmerman

\$5K-\$9,999

American Packaging
Baldwin Richardson Foods
Thomas Battley
Bayer Fund
Patrick & Laura Bourcy
John and Pamela Bradley
Brooks Family Foundation
Mary Ellen Burris
William and Musette Castle
Barbara Ceglinbski
Cerion, LLC
Charter Communications
CPLM
Roger Cullen
Paul Czarnecki
Davenport-Hatch Foundation, Inc.
Ann Davis
Dudley Poultry Company, Inc
Neal and Kathleen Elli
Entre Computer Services
George Ewing
Thomas and Janet Fink
Jody Fleischer
Mark and Catherine Foerster
Peter Gerbic
Richard Handler
Ken and Judith Harbison
Sema and Emma Hart
Jennifer Harvey
Bonnie Ince
David Johnson
Marjorie Klayman
George and Deborah Kornfeld
Kathryn Korol
Levit Shore Family Gift Fund
John Liebschutz
The May K. Houck Foundation
Tom & Betsy Mulvehill
Frances Neurock
New Energy Works
Salvatore Nobile
Kenneth and Susan Parulski
Donald Robins
Rochester Female Charitable Society
Sage, Ruddy and Company
Schlagman Family
Helen Schneck
Sara Senour
Meghan and Gregg Single
Waste Harmonics, LLC
Brian and Janice Wormington

MISSION

To leverage the power of food to end hunger
and build healthier communities.

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.



Foodlink
NOURISHING LIVES

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FoodlinkNY.org