our mission
Make the world’s abundance of nutritious food accessible for everyone.

our vision
Nourish our planet and its people.
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year in review

Dear Friends, Partners, and Supporters,

From founding in April 2020 through the beginning of 2023, Farmlink recovered 100 million pounds of food. Just last year, we more than doubled that number.

But the success of 2023 runs deeper than more food moved. Within this annual report, three themes emerge: the power of collective action, the undeniable link between our food system and climate change, and the extraordinary potential of young changemakers.

Our community partners are leading a seismic shift towards collaboration within food rescue. Imagine the impact of a charitable food system all working together during the frequent moments where enormous surplus has historically gone to waste. In September, with a jaw dropping 40 million apples, we showed how hundreds of communities across 20 states can unite to take on hunger together. Together, we are not just rescuing more food, we are tapping into a new resource pool that this industry has never before been equipped to access.

Zooming out, the relationship between food and climate has taken center stage globally, and this community is at the forefront of this conversation. Recognized as the first American recipient of a Gates Foundation Goalkeepers Award, and featured at COP28, we are blazing a trail where environmental stewardship and food security converge.

This year was also about telling the Farmlink story; our story is one of student innovation, carried forward by over 700 changemakers.

Our inaugural FIELD Fellowship marked our commitment to empowering young voices to impact this industry. The influence of our film "Abundance" - which tells our student-led story - reached audiences as distinguished as the United States Capitol, serving as a reminder of what young people are capable of.

We are so grateful to be here. Farmlink's success stands on the shoulders of the hundreds of partners and thousands of supporters who join us in turning challenges into opportunities. The pages of this annual report are just the beginning of the journey.

Yours,
Ben and Aidan

Valerie Brown
Nonprofit Industry Advisor, Salesforce

Rich Dachman
CEO, Brighter Bites

Mary Ellen Kanoff
General Counsel and Chief of Compliance, Peninsula Pacific Investors

Nathan Chappell
Senior Vice President, DonorSearch AI

Kevin Reilly
Television Executive

Andrew Goldman
CEO, Writable Inc.

James Kanoff
CEO, TerraDot

Board of Directors
2023
by the numbers

109M+
total pounds of food linked

121% growth rate ↑

90M+
total meals made possible

155,000+
metric tons of CO2e avoided*

*Calculated using the United Nations Intergovernmental Panel on Climate Change’s (IPCC) Food Waste Emissions Model 20 GWP.
capacity and collaboration on a scale never seen before

We recover any volume of fresh fruits and vegetables anywhere and at any time.

We collaborate with all: food banks, pantries, faith-based organizations, trade unions, health clinics, tribal governments, and senior centers.

We work with speed, consistency, and agility, delivering donations within 24-48 hours.

We record all donations, transparently reporting greenhouse gas emissions and water savings.
While Farmlink specializes in recovering ready-to-transport produce, up to 30% of the food grown in the U.S. is never harvested.* Farmlink’s Complete Harvest Program addresses this problem by covering the costs of both harvesting and packaging. Launched with the support of Kroger’s Zero Hunger | Zero Waste Foundation in early 2023, Farmlink initially partnered with Texas farmers to recover 1 million pounds of cabbages. Later in the year, the program sourced and delivered 13.5 million pounds of apples from West Virginia to some of the most food-insecure areas in the nation. Constituting 14% of Farmlink’s total 2023 food movement, the Complete Harvest Program presents an opportunity to salvage billions of pounds of food at the farm level that would otherwise go to waste.

Leading with Hope in Mingo County, West Virginia

Rebecca Hooker demonstrated immediate and fearless leadership as the Executive Director of Christian Help, a food pantry in West Virginia.

In collaboration with Farmlink and under Rebecca’s guidance, 40 pallets of apples were distributed to 32 small churches, food pantries, and agencies across the broader Mingo County community.

In a region with a food insecurity rate of 20.3%, Christian Help stands as a beacon of hope. Offering a stocked food pantry, clothing and housing essentials, and emergency utility bill assistance, the organization has a deep understanding of poverty and the multifaceted approach required to combat hunger.

*Source: National Resources Defense Council
food recovery is a climate solution

Farmlink connects a disjointed global food system to feed people and fight climate change, making tangible environmental impact through the following:

**Mitigation:** Prevents methane emissions generated by food waste, a solution cited to be one of the most efficient ways to slow global warming.*

**Adaptation:** Reduces the impact of weather-related shocks on the supply chain and vulnerable communities facing food insecurity and climate stressors (i.e. extreme weather, climate-induced displacement).

This year, Farmlink stepped into a larger role within the climate space at COP28 and the Gates Foundation Goalkeepers Awards. Advocating its critical role in expanding access to nutritious food and mitigating preventable environmental harm, Farmlink accelerates progress towards international goals to halve food waste and end hunger by 2030.

*Source: Environmental Defense Fund

**Calculated using the United Nations Intergovernmental Panel on Climate Change's (IPCC) Food Waste Emissions Model (20 GWP)**
policy & advocacy

This past summer, Farmlink had the privilege of hosting a bipartisan, joint screening of its award-winning documentary with the United States Congress. Farmlink is increasingly acknowledged as a collaborator with the government, actively contributing to shared initiatives aimed at ending hunger and reducing food loss and waste across the country.

Farmlink remains committed to the following **policy and advocacy priorities**:

**Feed Communities**: Increase access to nourishing foods by supporting federal food assistance programs, while fostering equitable food distribution networks across hunger-fighting communities.

**Support Farmers**: Advocate to broaden access to funding opportunities that incentivize growers to donate food, so that it can fulfill its highest purpose: to feed people, not landfills.

**Heal the Planet**: Support policies that invest in food recovery infrastructure and emission reduction programs that drastically reduce food loss and waste.
Abundance: The Farmlink Story

This new documentary short follows the story of how The Farmlink Project became a national movement to provide communities consistent access to food.
FIELD fellowship

In 2023, Farmlink’s Innovation, Education, and Leadership Development (FIELD) Fellowship was launched, a transformative 9-month program empowering students to dive into and impact our food system.

Across three phases, fellows studied the food system, worked in-person with community partners around the country, and synthesized their experiences with Theory of Change proposals at the inaugural FIELD Summit. Fellows presented innovative work on soil-restorative fungi, farmer’s market recovery, restaurant gleaning projects, and more.

Farmlink extends a special thank you to the Mayfield Fund for sponsoring this program.

ROOT fellowship

The ROOT Fellowship creates an opportunity for any individual to support Farmlink’s Food Program and diverse staff operations in a part-time, virtual capacity. This year, 129 individuals participated across 28 states. Listed below are a few fellow highlights:

Emma Rietmann
Hometown: Ione, OR
“I had the opportunity to lead 40 incredible fellows and gain valuable skills in running meetings, managing tasks, and organizing research projects. The highlight of 2023 was witnessing my fellows’ growth as they contacted 5,121 new farms!”

Nelson Liu
Hometown: Brooklyn, NY
“It was so rewarding to work with passionate fundraising and policy fellows to think about how Farmlink’s partnerships fit into existing narratives in the nonprofit industrial complex.”

Gabby Smiley
Hometown: Indianapolis, IN
“What stands out most to me about Farmlink is the amount of trust and responsibility it allows new fellows. If a fellow has an idea, they are encouraged to see it through and do what it takes to accomplish it, no matter how impossible.”

Farmlink extends a special thank you to the Mayfield Fund for sponsoring this program.
“THERE IS A 100% LEVEL OF PRIDE WORKING WITH AN ORGANIZATION LIKE FARMLINK THAT IS CREATING TRUE, TANGIBLE CHANGE.”

-JONATHAN ZACKS, DIRECTOR OF BRAND ACTIVATION, CHIPOTLE MEXICAN GRILL

The Zero Hunger | Zero Waste Foundation has supported Farmlink since the beginning, contributing $1.4 million to fund produce harvest and delivery costs, technology upgrades, and food system research.

Everyone knows the band Metallica, but you may have no idea how generous they are. Through a worldwide fan-centered fundraiser, their foundation All Within My Hands raised over $500,000 for Farmlink’s operations.

By opening doors for Farmlink to access the U.S. Capitol and participate in COP28 all the way in Dubai, Carhartt has demonstrated flexibility and dedication as a partner in 2023.

Receiving a $500,000 grant from the Tony Robbins Foundation, Farmlink was able to move over 13 million pounds of food and connect with industry partners in sectors never before reached.

After four consecutive national round-up campaigns, Chipotle has become Farmlink’s most impactful supporter, donating $4 million to deliver 100 million lbs of food.

supporters
### Financials

#### Statement of Activities

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<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
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<tbody>
<tr>
<td><strong>Operating Revenue and Other Support</strong></td>
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<td></td>
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<tr>
<td>Donated food</td>
<td>159,784,760</td>
<td>49,494,248</td>
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<tr>
<td>Donor contributions and grants</td>
<td>5,803,253</td>
<td>5,739,161</td>
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<td>Other revenues</td>
<td>173,108</td>
<td>235,563</td>
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<td><strong>Total Operating Revenue and Other Support</strong></td>
<td>165,761,121</td>
<td>55,468,972</td>
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<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>Program Services</strong></td>
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<tr>
<td>Donated food</td>
<td>159,784,760</td>
<td>49,494,248</td>
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<td>Food procurement</td>
<td>3,646,412</td>
<td>1,323,944</td>
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<td>Program personnel costs</td>
<td>930,314</td>
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<td>Other program services</td>
<td>377,335</td>
<td>664,855</td>
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<td><strong>Total Program Services</strong></td>
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<td>51,962,628</td>
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<td><strong>Supporting Services</strong></td>
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<td>Management and general</td>
<td>668,823</td>
<td>428,654</td>
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<td>Fundraising</td>
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<td><strong>Total Supporting Services</strong></td>
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<td>1,094,398</td>
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<td><strong>Total Expenses</strong></td>
<td>166,383,037</td>
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<td>Net Other Revenue</td>
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<td>Change in net assets from operations</td>
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<td>2,411,946</td>
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<td>Net assets, beginning of the period</td>
<td>5,050,803</td>
<td>2,638,857</td>
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<td>Net assets, end of the period</td>
<td>$4,477,417</td>
<td>$5,050,803</td>
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*2022 figures are fairly represented and audited by Vasquez and Company. The 2023 figures are preliminary and unaudited.

#### Statement of Financial Position

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<tr>
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<th>2023*</th>
<th>2022*</th>
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<tbody>
<tr>
<td><strong>Assets</strong></td>
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<td>Cash and cash equivalents</td>
<td>2,401,307</td>
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<td>Investments</td>
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<td>Accounts Receivable</td>
<td>639,413</td>
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<td>Inventory</td>
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<td>Prepaid expenses</td>
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<td><strong>Total Assets</strong></td>
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<td><strong>Liabilities and Net Assets</strong></td>
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<td>Accounts payable</td>
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<td>Other current liabilities</td>
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<td><strong>Total Liabilities</strong></td>
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<td><strong>Net Assets</strong></td>
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<td>Without donor restrictions</td>
<td>4,299,955</td>
<td>4,160,448</td>
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<td>With donor restrictions</td>
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<tr>
<td>Net Revenue</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td>4,477,417</td>
<td>5,050,803</td>
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<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
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<td></td>
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<td>$4,961,627</td>
<td>$5,251,556</td>
</tr>
</tbody>
</table>

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financials

revenue and support

$165,761,121

- donated food 96.4%
- Donor contributions and grants 3.5%
- Other revenues 0.1%

expenses

$166,383,037

- Donated food 96%
- Food procurement 2.2%
- Personnel costs 0.6%
- Other Program Services 0.2%
- Management and general 0.4%
- Fundraising 0.6%
origin story

When COVID-19 shut down college campuses in March of 2020, a small group of college students got together to help fight food waste and feed people in their communities. These friends began cold-calling farmers in the hopes of finding surplus that they could redirect to a local food bank experiencing unprecedented demand. After contacting a farmer that was on the verge of sending 10,800 pounds of eggs to the landfill, these students rented a truck and delivered the eggs to food banks throughout Los Angeles. And thus, The Farmlink Project was born.

Over the last four years, this organization has operated remotely and expanded nationally through the work of over 700 student volunteers from around the globe. Today, Farmlink is proud to have a full-time team of 21 industry professionals who lead and work alongside this base of young changemakers.
Food is what brings us all together.

Thank you for joining our mission to make the world’s abundance of nutritious food accessible for everyone.

This report was printed on 100% recycled content and produced by a carbon-neutral printing service. We are always striving to do better to protect our beautiful planet.

contact@farmlinkproject.org
EIN: 85-1398171
P. O. Box 744772, Los Angeles, CA 90074-4772