

the
farmlink
project annual
report

2022



The Problem

Every year, **108 billion pounds** of produce goes to waste while **37 million** Americans lack access to safe and sufficient food.





Our Solution

Make the abundance of nutritious food accessible to everyone. We connect farms with surplus to communities around the country.

lifetime impact 2020-2022
by the numbers

100,000,000+
total pounds of food
rescued by January, 2023

83,000,000+
total meals made possible
(by Jan 2023)

\$5,400,000+
economic relief to farmers
and truckers

340 food banks
274 farms served



origin story

about the farmlink project

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 a 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 three years, our organization has operated remotely and expanded nationally through the work of over 600 student volunteers from around the globe. Today, we are proud to have a full-time team of 21 industry professionals who lead and work alongside this volunteer base of young changemakers.



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year in review

Dream big, start small, move fast.

In April 2020, we started Farmlink with the simple goal of connecting one farm to one food bank amidst global uncertainty at the start of the pandemic.

By the end of 2022, we laid the foundation to deliver our **100 millionth pound** of nutritious food to communities fighting hunger in early 2023.

100 million pounds. That may sound like a lot... it is. But to us, to this team, to this community, that is a **proof of concept** for what is possible. Our mission is to make the world's abundance of nutritious food accessible to everyone. We believe there will be a day in our lifetime when everyone has access to food with consistency and dignity, and we want to get to that day together.

The USDA estimates that we are short 6.2 billion meals per year in the United States. That's what they call the meal gap. It's the number of additional meals we would need to provide to **eliminate hunger in this country**. It's a large number of meals, no doubt; now consider that over 100 billion lbs of food go to waste, every year, in the United States alone. We need to recover and distribute less than 10% of this healthy food to alleviate hunger in this country. That's **real**. That's **tangible**. That's **achievable**.

We are scrappy and ambitious connectors building a network of relationships between thousands of farmers, food bankers, students, advisors, professors, supporters, believers, and dreamers. With each new relationship we take a step forward in our mission. We've sprinted to become one of the most fast growing, nimble, high-impact organizations in the humanitarian food sector. And we're not slowing down. In 2023, we aim to double our lifetime impact and rescue 100 million pounds of healthy produce. Another major milestone, one more small step towards our big dream. Thank you for dreaming alongside us in this journey.

Yours,
James, Ben, and Aidan



Board of Directors

Valerie Brown
Advisor at Salesforce

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 of Writable Inc.

our team

“To be a fellow at The Farmlink Project is to have *the autonomy to make real change in the world*, the ability to connect with like minded peers, and the opportunity to grow into a confident leader.”

142

total fellows
in 2022

21

full time
staff



Fellow Spotlights



Anya Dennison
Hometown: Sarasota, FL

In the fall of 2022, Anya fearlessly led our Farms team! She successfully directed her team in contacting and recording approximately **3,750 Growers and Shippers** across the US into the Farmlink Project's Hubspot, all in a short period of 15 weeks!



Brendan Pierce
Hometown: Fanwood, NJ

Brendan launched, hosted, and edited the **The Farmlink Podcast**, developed content for media platforms, and researched the creation of carbon credits in the food space.



Kyle Black
Hometown: Arlington, VA

Kyle put together meeting agendas and scripts to guide 30+ fellows through reaching out to past donors and thanking them for their support and donations. We ended up collectively calling a whopping **934 donors**.



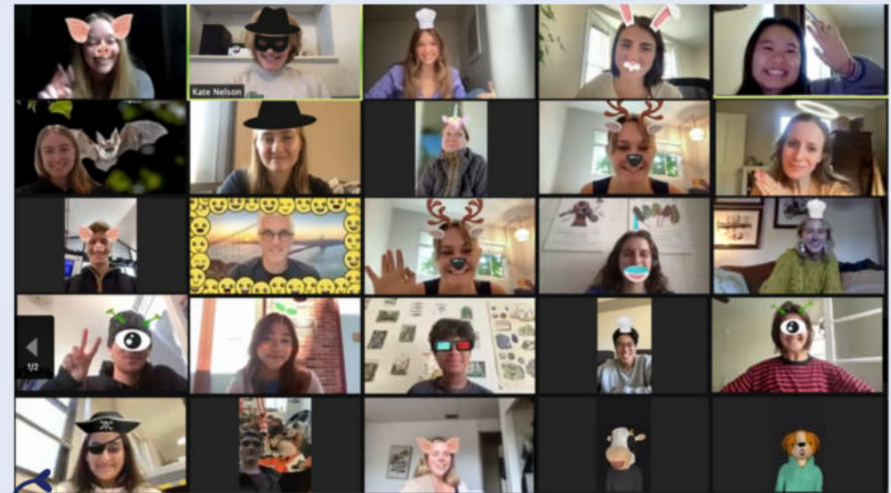
Wei-An Jin
Hometown: River Vale, NJ

Wei-An spent many hours **designing materials** for our social media, as well as the poster design for our new vision video and produce boxes for the video premiere. Her work speaks for itself!



Elina Lingappa
Hometown: Seattle, WA

Elina led the movement to cultivate an **equitable internal culture** and an **inclusive external presence**. She co-hosted four organization-wide workshops on critical food system topics, presented organization-wide demographic data, and crafted messaging guidelines that use consistent and sensitive language.



We've loved getting to know one another over Zoom, reading each other's poetry, sharing memes, putting on silly faces and filters during All Hands, and, of course, collectively fighting hunger!

Fellow Spotlights



Purva Marfatia
Hometown: Cupertino, CA

Purva uses her **software skills** to support the logistics of Farmlink's operations by writing scripts that help with product placement, assisting with data cleanup, and aiding the sustainability team.



Trenton Newberry
Hometown: Anna, IL

Trenton facilitated Earth Day and summer peer-to-peer **fundraising campaigns**. He hosted over 60 one-on-one meetings with fellows, managed dozens of regional-based meetings, and sent over 10,000 biodegradable QR Code stickers to fellows nationwide!



Larkin Gallup
Hometown: Carlsbad, CA

Larkin led **sustainability** pitches, created messaging guides, and tracked carbon and water metrics. She also researched the financial health of food rescue organizations and contextualized findings within economic pressures on food supply and food insecurity.



Aidan Lysy
Hometown: Santa Monica, CA

Aidan made over **300 calls** to hunger fighting charities in Mexico and the U.S., conducted over **200 surveys** to Native American reservations to help provide reliable food donations, established a partnership with the largest food bank network in Mexico, and led several volunteer events with some of Farmlink's corporate supporters.



Clayton Elbel
Hometown: Spring Branch, TX

Clayton has volunteered with Farmlink since 2020 and was pivotal in growing our food bank network and expanding food movement throughout the U.S. He helped move **1.9 million pounds** of avocados, known as "avocado-mania" in Farmlink lore.



Our 21 Full Time Team Staff! ♡



farmers

We work with a network of over 270 farmers and growers.

42,895,000+

pounds of food recovered in 2022

↑ 1.3x increase from 2021

\$1,320,000+

economic relief to
farmers and truckers in 2022

food program: what sets us apart



We work with food banks, pantries, churches, trade unions, health clinics, tribal governments, and senior centers.



We recover **any volume** of fresh fruits and vegetables, increasing access to a healthy lifestyle.



Our national network of partners equips us to rescue food at **any point in the supply chain**.



We work with speed, consistency, and agility, delivering donations within **24-48 hours**. Traditional foodbanking may take 3-21 days.



We support historically underserved communities. By **absorbing transportation costs**, we help recipient charities operate without concern for freight costs.



We help farmers access tax benefits that are currently being left on the table by **accurately tracking donation information**.

letter from luis

“

The Farmlink Project is the single national food rescue charity equipped to collect any volume of food at any part of the supply chain anywhere in the USA.

We remain focused on being genuine connectors within the entire supply chain and the communities that need it the most as we aim to double our impact next year.

In 2022 our team grew by leaps and bounds. We refined internal processes and workflows, reorganized our volunteer team, and incorporated exceptional staff into our food movement operations. We increased and improved our collaborations with hunger-fighting charities of all types and sizes.

In 2023 we will continue to advocate for those who lack sufficient food access. Still, our most important job will be to listen to communities and provide solutions consistent with their way of life and sense of self. Our food donor outreach is aimed directly at farmers so we can understand their needs and concerns as we explore opportunities to recover food that has yet to be harvested from the fields.

Yours,
Luis



Luis Yepiz
Chief Procurement Officer

Before Farmlink, Luis spent 15 years working in food recovery. He built the Food Forward wholesale produce recovery program, distributing over 250 million pounds of fresh produce.

families

*"There are not enough words to describe how much of a blessing it is to receive this donation. This produce is going to serve nearly **2,000 families** in South Central PA across our nine pantries and more than **20 mobile pantry sites.**"*

-Tom Hunter, Food Program Manager at New Hope Ministries PA



35,700,000+
meals made possible in 2022

↑ *1.3x increase from 2021*

49 states

served across across 340
food insecure communities

mangoes



families disaster relief

At 5:00 am, 10 miles outside of the disaster zone in Fort Myers Florida, a truck with surplus avocados, mangos, and vegetables arrives into the loading dock of Midwest Food Bank.

It's been a week since Hurricane Ian devastated the area and Karl, the food bank's director, says, "Ready to eat meals were good in the first few days after the storm when it was about survival, but now that we're a week out,

“

this produce from Farmlink restores a sense of dignity and normalcy to people whose lives have been uprooted.

Over the course of that week, we collaborated with our long-time supporter, Chipotle Mexican Grill, to send over 200,000 lbs of produce to the affected area.



peppers



families millions of pounds of bananas

It's a rainy day in Veracruz, Mexico, and Rosi Jasmine Sosa Garcia lines up at a pop up food distribution with her eleven year old daughter.

They left their indigenous community years ago looking for better job opportunities in the city. Despite finding a higher paying job, her wage hasn't kept up with rising food prices, which in June 2022 have skyrocketed.

At the distribution, Rosi receives food from a farm only 45 minutes away. Among other produce,

“

the bananas in her grocery bag are a few of the millions of pounds of bananas that were going to be thrown away because of slight cosmetic imperfections.

Thanks to our partners at BAMX, we were able to deliver **250,000 pounds of bananas** and many other types of produce to hundreds of families like Rosi's.

**153,825 tonnes of
CO2e prevented**
since 2020

climate

If food waste could be represented as its own country, it would be the third largest greenhouse gas emitter, behind China and the United States.



climate

153,825 tonnes of CO2e prevented*

**Cumulative total from 2020. This number is calculated using the United Nations Intergovernmental Panel on Climate Change's (IPCC) Food Waste emissions model.*

For every pound of food we recover, we prevent 3.4 lbs of CO2e emissions from contributing to global warming and save 20.3 gallons worth of water.

Over the past year, we continued research and development in our carbon offset project by cultivating long-term partners. We applied what we learned about food waste emissions to help refine the project methodology and improve our quantification. By quantifying our impact using the UN IPCC model, we establish ourselves as a reliable climate action partner for producers, companies, governments, and individuals who want to make a meaningful impact in the world.

Farmlink is committed to making a holistic climate impact and telling an engaging story about the relationship between food and climate.



153,825 tonnes of CO₂e greenhouse gas emissions is equivalent to:



182,042 acres

worth of carbon sequestered by U.S. forestland



381,825,270 miles

driven by an average gasoline-powered passenger vehicle



1,709

trips around the Earth in a private jet

givers

Thanks to your generosity, we **nearly doubled** our fundraising revenue from 2021 to 2022.

"There is a 100% level of pride that we work with an organization like Farmlink that is causing true, tangible change. We view what we've done with Farmlink as just the start and we're really excited about what's ahead in the future"

-Jonathan Zacks, Director of Brand Activation, Chipotle



thank you to our supporters

As an organization built around a collective effort to make food as accessible as clean water, we are immensely grateful for our community of supporters who commit themselves to the belief that we can end hunger in our lifetime. Many of our supporters have been with us since early 2020, when the pandemic forced us to be aware of the daily pressures on the food supply chain and grocery store prices. We are inspired by the continuous support from our contributors who allow us to create deep and meaningful impact in the food space.

McKinsey
& Company



Google

intuit.



carhartt.



THE KROGER CO.
ZERO
HUNGER
ZERO
WASTE
FOUNDATION

POPSOCKETS

financials

	2022*	Aug - Dec 2021*
OPERATING REVENUE AND OTHER SUPPORT		
Donated food	71,709,916	50,081,183
Donor contributions and grants	5,758,603	1,092,333
Other revenues	226,340	88,747
TOTAL OPERATING REVENUE AND OTHER SUPPORT	77,694,860	51,262,263
EXPENSES		
PROGRAM SERVICES		
Donated food	71,709,916	50,081,183
Food procurement	1,320,544	680,221
Program personnel costs	758,731	164,494
Other program services	410,731	106,665
TOTAL PROGRAM SERVICES	74,199,922	51,032,563
SUPPORTING SERVICES		
Management and general	477,177	93,603
Fundraising	627,503	40,986
TOTAL SUPPORTING SERVICES	1,104,620	134,589
TOTAL EXPENSES	75,304,542	51,167,152
Change in net assets from operations	2,390,318	95,111
Net assets, beginning of the period	2,638,857	2,543,746
Net assets, end of the period	\$ 5,029,175	\$ 2,638,857

*The 2022 statement is preliminary and unaudited. Audited figures will be available mid 2023.

*Before August 2021, we were under fiscal sponsorship. The numbers listed are audited.

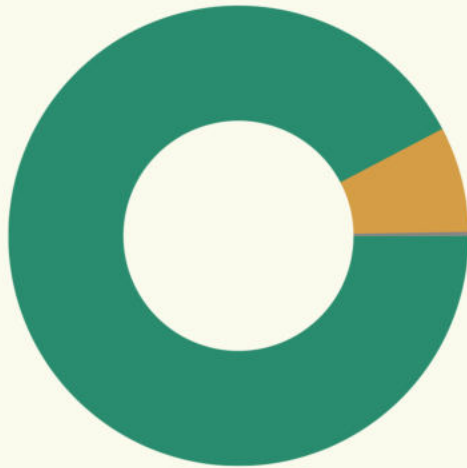
financials

	2022*	2021
ASSETS		
Cash and cash equivalents	4,910,484	2,984,852
Contributions receivable	284,609	85,744
Prepaid expenses	20,994	3,140
Other current assets	10,444	
TOTAL ASSETS	\$ 5,226,530	\$ 3,073,736
LIABILITIES AND NET ASSETS		
Accounts payable	186,888	72,384
Refund advance		362,495
Other current liabilities	10,467	
TOTAL LIABILITIES	197,355	434,879
NET ASSETS		
Without donor restrictions	2,536,327	2,536,327
With donor restrictions	102,530	102,530
Net Revenue	2,390,318	
TOTAL NET ASSETS	5,029,175	2,638,857
TOTAL LIABILITIES AND NET ASSETS	\$ 5,226,530	\$ 3,073,736

*The 2022 statement is preliminary and unaudited. Audited figures will be available mid 2023.

*Before August 2021, we were under fiscal sponsorship. The numbers listed are audited.

financials



revenue and support
\$77,694,860

- donated food 92.3%
- Donor contributions and grants 7.4%
- Other revenues 0.3%



expenses
\$75,304,541

- Donated food 95.2%
- Food procurement 1.8%
- Food Program Personnel costs 1%
- Fundraising 0.8%
- Management and general 0.6%
- Other program services 0.6%

planting the future

*Long term change requires more than a healthy meal. Farmlinkers are innovating solutions across **policy, technology, and advocacy** to make the world's abundance of food accessible to all.*



policy team

our advocacy work

Over the past year we leveraged our policy and advocacy work at the federal and state level through a collection of initiatives that brought us closer to our critical effort to make the world's abundance of nutritious food accessible to everyone. We supported the historic **White House Conference on Hunger, Nutrition, and Health** by bringing our stakeholders' voices to the table through a dynamic listening session and led conversations with thought leaders across the food and agriculture space in our successful **Roundtable Series**. We furthered our impact by traveling to Washington, DC to support **bipartisan legislation** and meet with representatives and staffers to bring **The Farmlink Project's initiatives to the table**.

As we move into 2023, we look forward to continuing to situate ourselves as a resource between the nation's policy makers and food systems stakeholders in our effort to translate The Farmlink Project's purpose into a long-term advocacy platform for systemic change.



product team

our software platform

“

There are millions of farmers with surplus and thousands of hunger fighting charities. Technology helps us connect them.

Through the support of [The Kroger Co. Zero Hunger Zero Waste Foundation](#), we developed and expanded upon our deal flow management platform, Link. The first version of Link helped visualize and modernize our workflows from procurement to delivery, as well as standardize our data, log changes, and control user permissions.

Over the past year we have upgraded Link to a more scalable and efficient platform that is built specifically for the purpose of managing the supply chain of produce. This new and improved version has a proven track record of high quality performance at the levels of scale that we need, to ensure that we can meet our ambitious near and long term goals. The platform also provides components that align with our future plans, including continuous feature improvements, integration with our accounting software, and it has already shown to substantially streamline our food program operations.



Getting Our Message Out to the World

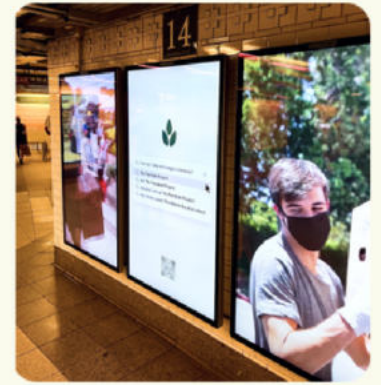


Abundance: The Farmlink Story

Our new unreleased documentary short follows the story of how The Farmlink Project became a national movement to provide communities consistent access to food. Our goal for 2023 is to use the film as a tool to drive powerful conversations around food insecurity, food waste, and sustainability.



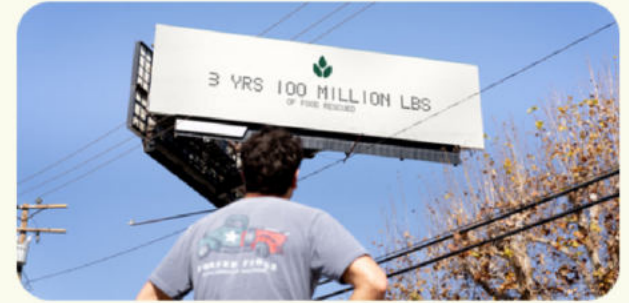
Jefferson Award



NYC Tryptics Ads



Forbes 30 under 30



100 million pounds billboard, LA



CNN Award



Food is what brings us all together.

*We are proud to embody **optimism, passion,
scrappiness, grit, and action.***

*Thank you for joining us on our journey to
make the world's abundance of nutritious food
accessible for everyone!*



Thank you for growing with us.

Our approach to sustainability goes beyond just food waste - this report was printed on 50% recycled content and produced by a carbon-neutral printing service. We are always striving to do better to protect our beautiful planet.



RECYCLE ME RECYCLE ME RECYCLE ME RECYCLE ME

The Farmlink Project

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@farmlinkproject

[http://](http://farmlinkproject.org)  farmlinkproject.org

Every effort was made to ensure the accuracy of our annual report. For questions or more information, please email contact@farmlinkproject.org. Special thanks to everyone who contributed to this annual report – to Hailey Wesling for her leadership and Margaret Li for the design, and all those involved in the process.

The Farmlink Project is a registered 501(c)(3) nonprofit organization (EIN/Tax ID 85-1398171).