

NON-PROFIT REPORT

A WEEKLY PROFILE OF A LOCAL NON-PROFIT ORGANIZATION



Foodlink Inc. rescues more than 8.5 million pounds of food annually and redistributes it to 550 human service agencies in a 10-county area surrounding Rochester. It helped to provide more than 5 million meals last year through a network of emergency and non-emergency providers, including soup kitchens, food pantries and group homes.

The food bank receives products from retailers, manufacturers and growers and also is stocked by food drives and wholesale purchases. The largest donor, Wegmans Food Markets Inc., provides more than 5 million pounds of food each year. The non-profit agencies in the network pay shared maintenance, a per-pound handling fee, to contribute toward Foodlink's operating costs.

Foodlink has these subsidiary programs:

- **Freshwise Farms**, a hydroponic greenhouse in Penfield, grows pesticide-free greens and vegetables for sale to the public. Proceeds go to the food bank.

- **Freshwise Catering** prepares meals served to needy children through Kids Cafe and summer programs at locations such as community centers, churches and schools.

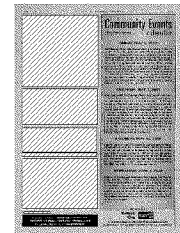
- **The Farmers Fulfillment Center** connects farms to markets. Instead of returning empty after deliveries in the service area, Foodlink trucks are made available to growers and bring produce to the center for delivery to retailers or shipment outside the region.

Foodlink has 58 employees. Founder Thomas Ferraro is executive director. The headquarters is at 936 Exchange St., and the Web site is www.foodlinkny.org.

Financial record

Year ending June 30, 2008

Revenue		%
Donated food	\$9,357,540	61
Government grants	1,845,591	12
Fundraising and donations	1,294,881	9
Shared maintenance fees paid by other agencies	356,148	2
Grants subsidizing agencies' shared maintenance	801,626	5
Agencies' payments for wholesale food purchases	212,796	1
Grants subsidizing agencies' wholesale foods	245,161	2
Agencies' payments for children's meal programs	168,361	1
Grant subsidizing agency fees for children's meals	498,881	3
United Way	63,897	less than 1
Other grants	249,210	2
Other income	132,045	1
Total revenue	\$15,226,137	100
Expenses		%
Donated food	\$9,357,540	62
Salaries	1,444,005	10
Food purchases	1,247,936	8
Administrative overhead	583,753	4
Operation support grants to agencies	550,912	4
Occupancy	547,717	4
Benefits and payroll taxes	423,182	3
Depreciation	147,905	1
Other operating expenses	736,613	5



Total expenses **\$15,039,563** **100**
Excess (deficiency) of revenue over expenses **\$186,574**

Board of Directors

- Rhett Smith, chairman; director of Birds Eye Fresh, Birds Eye Foods Inc.
 - Douglas Volland, vice chairman; president, Volland Engineering P.C.
 - Kimberli Johnston, treasurer; director of finance, People Rebuilding and Living in Dignity Inc.
 - Chad Flansburg, secretary; associate, Phillips Lytle LLP
 - Julie Camardo-Steron; vice president, Zweigle's Inc.
 - Angela Christian; general manager, Frontier Communications Corp.
 - Carey Corea; CEO, Idea Connections Inc.
 - Larry Hahn; vice president of sales, Birds Eye Foods Inc.
 - Robert King; director, Agriculture and Life Sciences Institute, Monroe Community College
 - Wanda Miller; coordinator of special projects, Home Care of Rochester
 - Thomas Pauly; vice president, Citizens Bank
 - Matthew Ray; assistant vice president, M&T Bank Corp.
 - Elizabeth Robinson; emergency services coordinator, Ibero-American Action League Inc.
 - Agnes Seneway; adjunct faculty member, SUNY College at Brockport
 - Alyssa Whitfield; business developer and contract manager, Education Enterprise of New York Inc.
- Researched by James Leunk**