



2022 IMPACT REPORT

A Note From Our CEO and Founder



*Rob Twyman,
Chief Executive Officer*



*Doug Rauch,
Founder and Chairman*

Dear Friends,

We are pleased to share our 2022 Impact Report with you! Your unwavering support of Daily Table over this past year has enabled us, in an extremely challenging year for our communities, to continue to provide the affordable, high-quality, and nutritious foods individuals and families in Dorchester, Roxbury, Cambridge, (and now Mattapan) have come to count on.

Your generous philanthropic support, volunteerism, and advocacy were crucial last year to helping Daily Table respond to the unprecedented crisis that our communities

continue to face. Massachusetts, which saw a nearly 60% increase in food insecurity at the start of the pandemic, continues to suffer from food insecurity rates more than double pre-pandemic levels.

The immediate social effects of the pandemic have largely subsided, but the economic effects, which hit hard in 2022, continue to strain the communities we serve. The American Rescue Plan programs like enhanced Supplemental Nutrition Assistance Program (SNAP) benefits (Emergency Allotments) have all expired. Yet, food inflation has been at the highest level in over 50 years. It is still over 7% on top of 2022's increase of over 10%. This means that families are facing food cost increases of more than 17% over two years ago and even higher on protein-rich foods, like chicken, eggs, and staples, like bread and dairy. For the communities Daily Table serves, the effects of the pandemic are far from over.

These and other factors have also challenged Daily Table's ability to deliver on our mission to provide affordable nutrition and a living wage standard. Food cost increases have challenged our ability to maintain our low retail pricing because our customers can't afford us to simply pass these increases on to them, as most supermarkets have done. Additionally, because we are committed to providing a living wage for our team members, we have also experienced a significant increase in labor costs. This year we expect over a 7% increase in the living wage in Boston and Cambridge.

Thankfully, families in Dorchester, Roxbury, Cambridge, and Mattapan have seen their food dollars go further at Daily Table, and they voted with their hard-earned dollars.

Last year, we saw a 33% increase in sales. SNAP customers comprised over 27% of our shoppers, more than double pre-pandemic levels. We have worked hard with our dedicated suppliers, sourcing free or low-cost opportunities and, in some extreme cases, taking low or no margin on mission-critical items in order to hold our retail pricing steady. Working with city and federal agencies, Daily Table expanded Double Up Food Bucks (DUFB), a healthy food incentive program we've piloted with the City of Boston since 2018. DUFB provides SNAP recipients 50% off fresh produce purchases on top of our already low prices. SNAP and DUFB purchases soared in 2022—by 154% compared to 2019. We were one of a handful of grocers that were approved in 2022 for online ordering using SNAP. In response to the COVID crisis, we were able to offer our communities free online grocery delivery, providing a lifeline of affordable, healthy food delivered right to their doorstep.

Daily Table offers a unique solution to the needs of our communities. Many food-insecure customers are uncomfortable getting a handout. Our hunger relief model is designed especially for them. Unlike food pantries and soup kitchens, Daily Table provides a dignified exchange whereby customers make a choice to shop with us. In return, we offer a clean, welcoming, and exciting shopping experience that provides them with the nutritious foods their families should be eating and a broad selection of culinary delights from which they choose at prices even SNAP-eligible customers can afford and still have money left over at the end of the month. In these tough times, having a sense of dignity, agency, pride, and choice that comes from being able to shop for your family with your own means makes all the difference in the world.

As you can see, the need for Daily Table is as acute as it's ever been. Thanks to our unique operating model, we cover two thirds of our operating expenses through earned income that is generated by our stores. That means there is a two-for-one match on impact for every charitable dollar we receive so that every dollar donated generates three dollars' worth of impact towards supporting our mission. This is what makes Daily Table a more sustainable solution to food insecurity. Your support is fundamental, critical, and essential to making this work. Just as we count on the support of our Daily Table shoppers, we count on your generous support as we work together to effect a fundamental change in our food system.

2023 will be a momentous year as we are expanding our mission into other communities! We are pleased and proud to have opened our store in Mattapan on March 30th, and we're thrilled to say that we have broken ground on our fifth store, slated to open in Salem, Massachusetts, in late summer 2023. We are also reviewing additional sites in Massachusetts and exploring opportunities outside the Commonwealth to deepen and broaden our impact across the country.

On behalf of our customers and our team members we thank you for the support you gave to your Daily Table community. We truly could not have done it without you.

With deep appreciation and gratitude,

Doug Rauch,
Founder and Chairman

Rob Twyman,
CEO

Contents

Mission	03
Impact	05
Inflation	09
Stores	11
Partners	16
Engagement	20
Financials	23
Team	24





Our Mission

We're on a mission to provide fresh, tasty, convenient and nutritious food to communities most in need at prices everyone can afford.



Our stores empower people to eat well with the power of their own dollars, offering a helping hand rather than a handout.





DIGNITY

We empower people to eat well with the power of their own dollars, offering a helping hand rather than a handout through a dignified retail exchange.



AFFORDABILITY

We offer a variety of quality fresh produce, staples, and prepared foods priced even for those on a SNAP budget.



NUTRITION

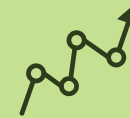
We only sell food with healthy sodium and sugar levels, including "grab 'n go" meals, priced competitively with fast food options and 100% SNAP-eligible.



ACCESSIBILITY

We are there when our customers need us: our stores are located near public transit and open seven days a week. We offer online ordering, with free delivery for SNAP customers within two miles.

OUR INNOVATIVE AND SCALABLE SOLUTION



SCALABILITY

By generating significant revenue *through* the delivery of our mission, we become much easier to scale. Currently, every funding dollar thus gets a two-for-one match in impact through our added revenue.



COMMUNITY INVESTMENT

We hire residents from the communities we serve and pay the Living Wage, as it is calculated by each of our communities, keeping dollars circulating locally.



PARTNERSHIPS

We work with local community organizations to spread the word about Daily Table and support better diets.



VENDORS

Our vendors provide discounts and donations to help drive down our costs. We pass those savings on to our customers, providing truly affordable good food.



Our Impact

With thin operating margins, volume drives the grocery industry. As a nonprofit grocer with even smaller margins, increasing our scale is critical. More stores will increase our social impact, improve health outcomes in new communities, and help us achieve increasing economies of scale. Lower costs and access to larger volumes of donated food will further decrease prices for our shoppers and improve our financial sustainability. Each new store will spread our overhead expenses over a larger base of impact, leveraging philanthropic dollars and moving us toward ever-increasing levels of sustainability.

We currently cover two-thirds of our operating expenses with earned income—unheard of in the food access space. As our operations grow and mature, we can push that ratio to the high 80s, proving the first truly scalable solution to nutrition insecurity in the U.S.



We provide over **1,800,000** servings of fresh, affordable healthy food per month.

We supply residents cost savings of more than **\$1,200,000** annually.

We start our Team Members at the Living Wage as it is calculated in each of our communities.

We enhance individual and community health outcomes and food self-reliance.



"Really glad Daily Table exists. I've literally shaved \$100 off my monthly grocery bills because of them."

—Andrew, Central Square Customer

2022 at a Glance

90+

team members

3,150

hours
volunteered

\$ 15.89

average basket
size

348,528

pounds of food prevented
from going to waste

284,581

pounds of bananas sold:
our top-selling item!

359,665

total transactions

183,468

Daily Table Kitchen
meals sold

\$16.38 in Boston
\$17.29 in Cambridge
minimum hourly wage for
all team members

26%

of all transactions were
made using SNAP/EBT

Fighting Food Inflation

Food prices increased by 11.4% just last year

Our low-income customers' grocery budgets are already tight. As covering basics like housing, childcare, utilities, transportation, and healthcare grows more expensive, low-income shoppers are forced to make difficult choices and may opt for lower-quality food options or reduce the amount of food they purchase. **The good news is that as the need for Daily Table grows, so does our commitment to keeping our prices low.**

Rising inflation has put new strains on our unique non-profit retail model. We work hard to keep our costs low, even as we've had to spend more on the products our customers buy most. Unlike for-profit grocers, our price increases have been minimal. To bridge the gap, we rely on fundraising efforts to ensure our products remain accessible to all.



The Egg Dilemma

While all food prices increased last year, one of the most noticeable increases was that of eggs, a household staple. Eggs were \$1.99 per dozen in December of 2021 and were more than twice that by December of 2022.

What happened?

Cage Free

In 2022, the Massachusetts legislature prohibited the sale of eggs that had come from livestock confined to tight spaces. This limited egg supply and increased egg prices.

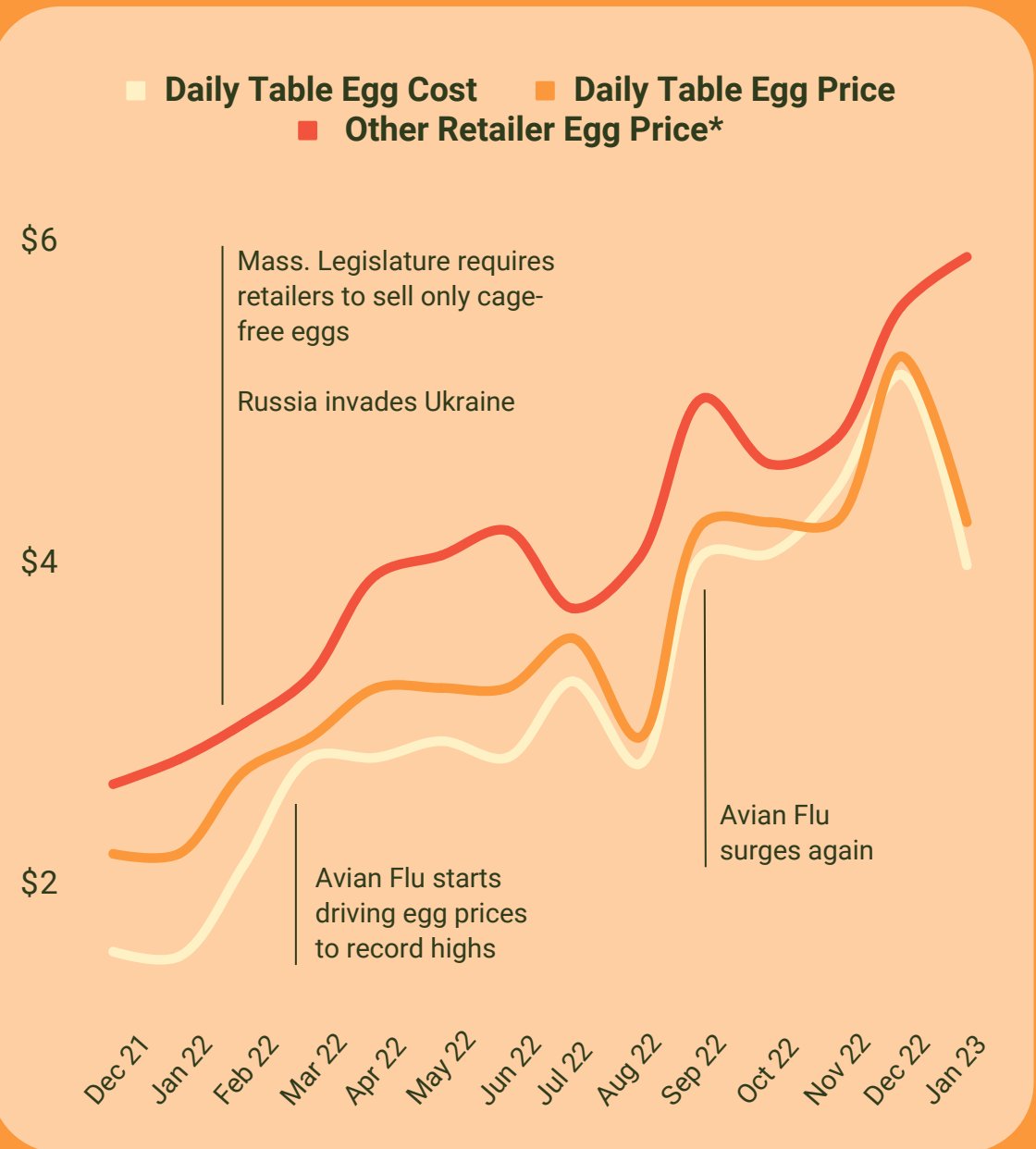
Avian Flu

The population of egg-laying hens fell when avian flu broke out in the fall. About 44 million egg-laying hens died, limiting supply and increasing egg costs.

Inflation/War

Egg farmers feed their hens a diet of corn, oats, and barley. Russia and Ukraine are key suppliers of grain in the US. When the war in Ukraine caused reductions in exports, farmers had to pay more for feed and incurred other increased costs.

Despite these challenges, we kept our margins as thin as we could, keeping our egg prices lower than other local grocery stores (see chart).



*Prices based on major local retailers.

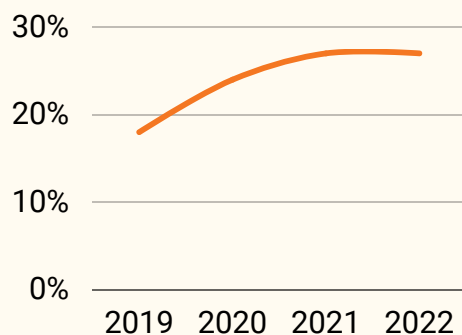
Supporting SNAP Shoppers

Daily Table not only accepts SNAP, we welcome it—both in our stores and online! We are unique from other retailers in that 100% of the food we sell is SNAP-eligible, including our prepared foods.

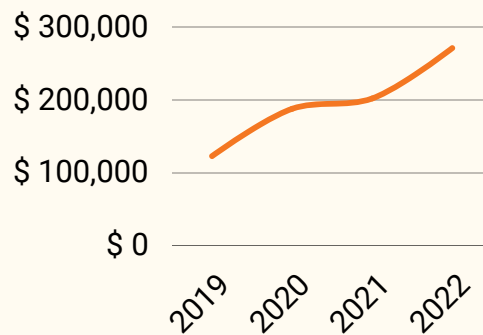
Online shoppers can access the same products available in-store at the same low prices. And because SNAP benefits cannot be used to pay for delivery fees or tips, we offer free delivery to SNAP shoppers who live within two miles of our stores.

Our stores offer the Double Up Food Bucks program (DUFEB), a SNAP incentive program that doubles the value of SNAP benefits, providing a 2-for-1 dollar match on fresh produce. Users get a daily discount of up to \$5 (up to \$10 in Cambridge). At Daily Table prices, that goes a long way! **This program has been phenomenally successful to date, demonstrating that the need in the communities we serve is still immense and that more and more customers are relying on Daily Table as a source to find healthy, affordable food** (particularly fresh produce).

SNAP Transactions as a Percent of Total Transactions



Double Up Food Bucks Program Sales



What is SNAP?

The Supplemental Nutrition Assistance Program (SNAP), formerly called “food stamps,” is a federal program administered by the United States Department of Agriculture’s (USDA) Food and Nutrition Service (FNS) in collaboration with the Department of Transitional Assistance (DTA) for Massachusetts residents. To receive SNAP benefits, eligible individuals must apply through DTA.

What is the Purpose of SNAP?

The purpose of SNAP is to supplement the income of low- and no-income families and individuals so that they can better afford nutritious foods. According to FNS, “SNAP offers nutrition assistance to millions of eligible, low-income individuals and families . . . SNAP is the nation’s largest domestic hunger safety net program.”



CUSTOMER HIGHLIGHT: Carly

In 2020, soon after the pandemic hit, Roxbury customer Carly found herself laid off from her job and pregnant. “I had student loans, no job, and I was expecting. I really wasn’t sure what I was going to do. **But when I found Daily Table, I realized I could make my [SNAP] benefits last all month, and I could eat the way I needed to eat for the baby.**”

Today, Carly is a caseworker at a non-profit in Roxbury that works with young people. She said, “Now I pay it forward. I have a job I love, helping young people, and I noticed a lot of them over the summer were coming in with nothing but a can of soda and a bag of chips for lunch. You can’t learn with that! They all thought eating healthy is expensive. So I told them about y’all and brought them to the store!”

Carly lives in Mattapan and still visits Daily Table several times a week with her two-and-a-half-year-old son, Jovoni. Although she enjoys the prepared meals, she mainly cooks at home with her fiancé, Marcus, to save money. “Boston is such an expensive place to live. **Even with both [Marcus and me] working, I don’t know if we’d be able to afford childcare and rent if it weren’t for Daily Table.**”

Though Carly’s story is unique, tens of thousands of people also gain access to healthy food because of Daily Table in neighborhoods that feel the effects of inflation the most.



CUSTOMER HIGHLIGHT: Jaribel

Jaribel and her family are avid users of Daily Table’s SNAP Online and free delivery service. With two kids, laundry to be folded, dinner on the stove, and her husband working long hours, Jaribel has a lot on her plate: **“This is why I’m so glad to be able to shop online. I couldn’t before because I couldn’t use SNAP...And Daily Table has food for people from other places—not just here.”**

“It takes a lot to get out. We need a diaper bag, a stroller, toys. It’s a lot.” To carry groceries on top of everything else she has to bring is very difficult. With no car, she would have to get everything home on the bus.

Jaribel and her husband Zuri moved to the U.S. from their native Dominican Republic in 2012 to be close to family and to find work. Together, they have two children: Zuribel and Angel.

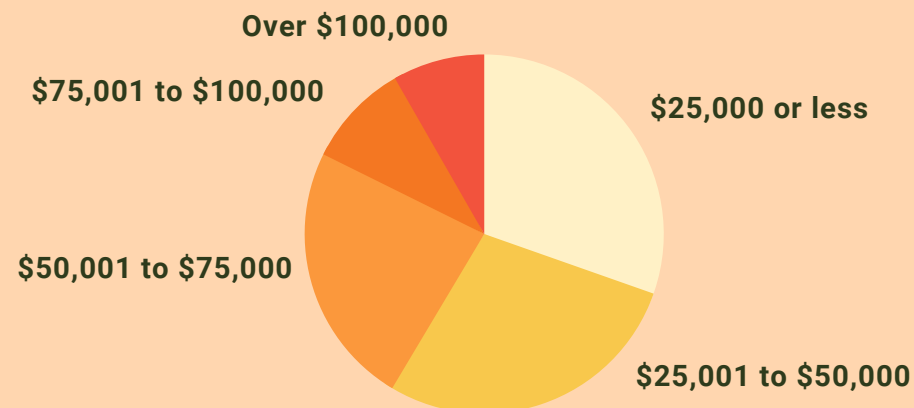
One of her staple dishes is called Locrio, a stew with rice and, in this case, chicken. Jaribel shares that “Locrio” is a word “that only Dominicans use for this dish.”

She lists yucca, plantains, and kabocha squash as staples of Dominican cooking that she can almost always find at Daily Table. “I shop at Daily Table every week now!”

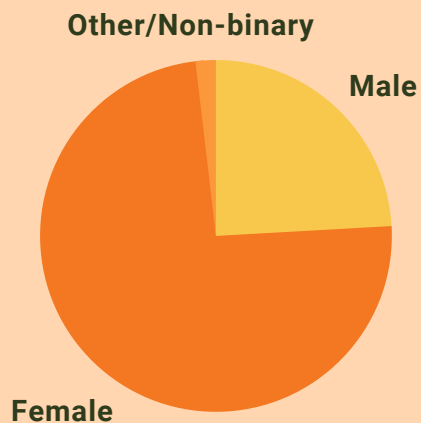
Our Customers

Our communities are vibrant, diverse, and growing. What they lack is access to healthy, affordable grocery stores. The neighborhoods we serve are dotted with a handful of local markets, smaller grocers, and a few larger chains - all with prices on fresh produce and other healthier options that are out of reach. **Our communities want and need healthy food in their neighborhoods without breaking the bank.**

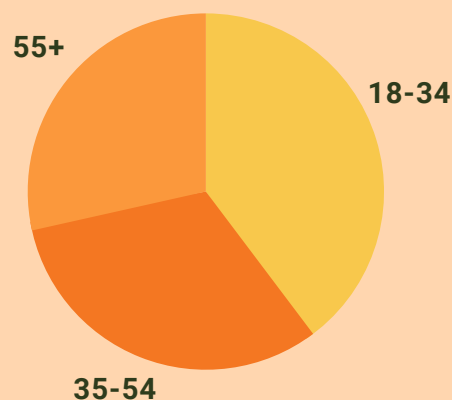
HOUSEHOLD INCOME



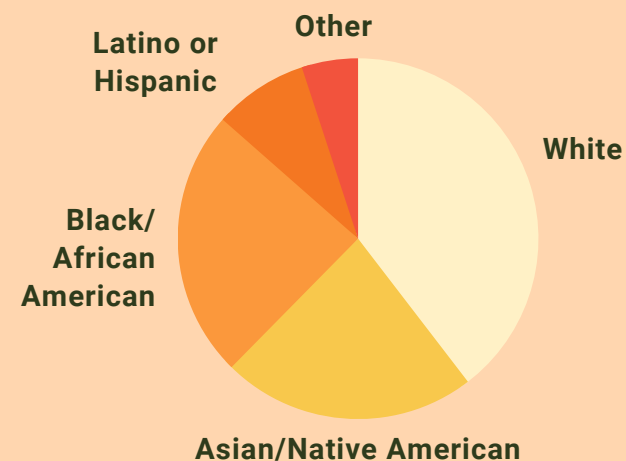
GENDER IDENTITY



AGE



RACE/ETHNICITY



Data based on customer surveys completed in fall 2021



Our Team Members

Our team members are the heart and soul of Daily Table. In 2022, we stepped up to support our team members in ways virtually no other grocer we know of has:

- **We enhanced our medical and family leave offerings:** Under the Commonwealth's Paid Medical and Family Leave program (PMFL), if a worker takes family or medical leave, the PMFL pays 80% of their salary during the leave, and benefits begin after a one-week waiting period. Daily Table now covers that 20% salary gap, and we eliminated the one-week waiting period.
- **We increased our paid holiday benefits:** All our hourly team members are now paid for the holidays on which our stores are closed. These programs are unheard of for retail organizations of our size. Still, we know that providing these much-needed (and deserved) benefits and a livable wage helps support our store neighborhoods where our team members and their families live.

EMPLOYEE HIGHLIGHT:

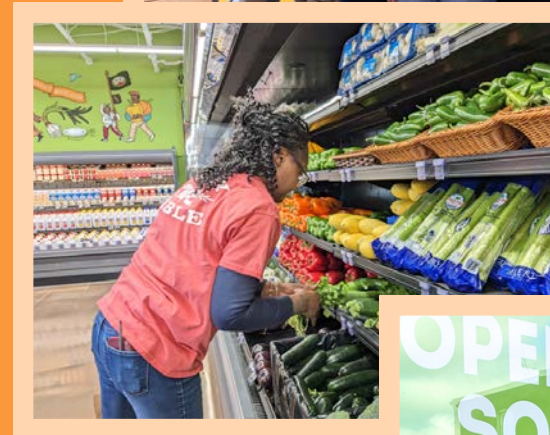
Phyleia

Phyleia Doe, or "Leia" as she is known to friends and colleagues, is passionate about her work at Daily Table. She currently manages our newest store in Mattapan, which opened in March 2023. Leia joined Daily Table in October 2021 as a Team Member at our Central Square location. She then moved to our Roxbury store, where she was promoted to Team Leader after less than a year. After gaining leadership and hands-on management experience, Leia was again promoted to Store Manager.

"It's wonderful to be able to promote from within," says Jon Huntley, Daily Table's Director of Operations. "Our team members are terrific, and it's important for [them] to know they can work hard, learn the business, and advance into leadership roles at Daily Table stores."

Leia is committed to all the communities where Daily Table is located -- especially Roxbury, where she grew up. "Daily Table serves a real need. I see people I know every day, and they love coming to the store. **They depend on us being here. People know we have low prices and great food, that they can use SNAP for all the food we sell here, and that we treat everyone right.**"

Leia says, "We're like a family. We know and respect each other and have a lot of fun! When I got here, I felt like part of the team right away, the very first day, so that's how I try to treat the people I manage now: like an important part of a team that's trying to make our neighborhood a better place. **I want people who work here to feel like this is a family and we have each other's backs. Honestly, I love coming to work here!**"



Our Vendor Partners

Our vendors provide discounts and donations to drive down our costs, and then we pass those savings on to our customers. We cannot thank our vendor partners enough for helping us to keep our prices low for our customers!

88 Acres
 American Nut & Chocolate
 Boston Area Gleaners
 Brewer's Foods
 Chang Shing Tofu, Inc
 Chex Finer Foods
 Cindy's Kitchen
 DownEast Coffee Roasters
 Evy Tea
 F&B Distributors
 Hain-Celestial Group
 HP Hood LLC
 Jeff's Granola
 Jessica's Brick Oven Bread
 John Nagle Co.

Kayem Foods
 KeHE Distributors
 Little Leaf Farms
 Local Tortilla LLC
 Loco Coffee
 Plenus Group
 Red's Best
 Solo Produce
 Stone & Skillet
 Stonyfield Organic
 The Leavitt Corporation
 Treehouse Foods
 UNFI
 Waku Tea

Our Support Partners

Inspire Inc
 Non Profit Capital Management
 Wilder Strategies
 Wilmerhale





VENDOR HIGHLIGHT: 88 Acres

Nicole Ledoux and Rob Dalton founded 88 Acres in 2015 to make delicious, clean snacks free of the top 9 allergens. All 88 Acres' foods are made in Canton and Dorchester, Massachusetts, in allergen-free bakeries.

The company was born of a simple yet profound belief that everyone should be able to enjoy delicious food, following a severe allergic reaction Rob suffered on a date with Nicole. Rob and Nicole were on their fourth date when Rob accidentally ate food cross-contaminated with nuts. "Rob said we needed to pay the bill really quickly – and that he needed me to drive him to the emergency room!"

After that, Nicole started to make snack bars and seed butters in her kitchen for Rob and his friends to eat at races. (Rob is a serious runner.) "I told Nicole she should sell them – at least to break even on the cost – and soon she was selling hundreds of the snack bars at races. From there, we ended up starting the company!" The company name, 88 Acres, is a nod to the 88-Acre farm where Nicole grew up.

Daily Table was thrilled to partner with 88 Acres in 2022 to make their products available to our shoppers. Nicole Ledoux said, "So many people suffer from life-threatening allergies. Many snack bars and snacks are just out of the question for people with allergies. We're so glad to be able to make sure people who shop at Daily Table have access to our products and that we can help Daily Table offer our snacks at affordable prices."



Our Funding Partners

Corporate, Foundations, and Government

- The Ajana Foundation
- AmazonSmile Foundation
- Amelia Peabody Charitable Fund
- Ameriprise Financial
- Analog Devices
- The Angell Foundation
- Bank of America Charitable Foundation
- Big Y Giving Tag Program
- Blue Cross Blue Shield of Massachusetts
- Boston Children's Hospital
- Cabot Family Charitable Trust
- Cambridge Community Foundation
- Cambridge Savings Charitable Foundation
- Charles Stark Draper Lab
- City of Boston Office of Food Justice
- City of Cambridge
- Comcast NBCUniversal
- Essex County Community Foundation
- Fair Food Network
- The Gateway Fund II of The Denver Foundation
- Google
- Guardian Life Insurance
- HarborOne Foundation
- Healthy Food Financing Initiative
- The Henry P. Kendall Foundation
- Highland Street Foundation
- Lee Bank
- Liberty Mutual Foundation
- Linde Family Foundation
- The Ludcke Foundation
- Mass Mutual
- Massachusetts Institute of Technology
- Massachusetts Department of Agricultural Resources Food Ventures Program
- Massachusetts Executive Office of Energy and Environmental Affairs Food Security Infrastructure Program
- Meera and Ashok Vasudevan Foundation
- Microsoft Rewards / Give with Bing
- Theodore and Maxine Murnick Family Foundation
- New Balance Foundation
- Oak Foundation
- Osterman Family Foundation
- Paypal Giving Fund
- PepsiCo Foundation
- Red Sox Foundation
- Reebok
- Richard and Susan Smith Family Foundation
- Rockland Trust - Blue Hills Charitable Foundation
- S&P Global
- Salesforce
- Shaw's Supermarket
- Shipley Family Foundation
- Shipt, Inc.
- Star Market
- Stop & Shop Community Programs
- Takeda
- Thermo Fisher Scientific
- Tufts University Community Grants
- UNFI Foundation
- USDA National Institute of Food and Agriculture
- Vanguard Charitable
- The Vertex Foundation
- Viasat, Inc.
- VMware Foundation

Meet all of our 2022 supporters

Community Partners

Thank you to our community partners for helping us to deliver on our mission!

ABCD Boston
 Black Market
 Blue Cross Blue Shield of Massachusetts
 Boston Children's Hospital
 Boston Medical Center
 Boston Medical Center Pantry
 Bowdoin Street Health Center
 Cambridge Community Center
 Cambridge Community Development
 Cambridge Department of Public Health
 Cambridge Health Alliance
 Cambridge Mutual Aid Network
 Cambridge Rindge and Latin School
 Cambridge Youth Council
 Carver Lodge Pantry
 Casa Myrna Vasquez
 CCDP Ryan White Nutrition Program
 Central Square Business Improvement District
 City of Boston Elder Services
 City of Boston Office of Food Justice
 City of Cambridge Mayor's Office
 City of Cambridge Office of Public Housing
 Codman Square Health Center
 East Boston Neighborhood Health Center
 Emmanuel College
 Epiphany School
 Fenway Community Health Center
 Food for Free
 Girls Rock
 Greater Mattapan Neighborhood Council
 Haley House
 Harvard Street Community Health Center

Healthworks Community Foundation
 Homeowner's Rehab
 Horizons for Homeless Children
 Immigrant Family Services Institute
 Just a Start CDC
 Madison Park High School
 Mass Audubon
 Mattapan Community Health Center
 MIT Office of Sustainability
 My Brothers Keeper Cambridge
 Neighborhood Food Access Collaborative
 Neighborhood Villages
 On the Rise
 POAH
 Project Bread
 Root
 Rosie's Place
 Roxbury Children's Services
 Simmons University
 Somerville Food Action
 South End Community Health Center
 Sportsmen's Tennis & Enrichment Center
 St Mary of the Assumption
 St Paul's Parish
 The Ellie Fund
 Tufts University
 Vital Cxns
 YMCA
 YouthBuild Boston
 YouthBuild Cambridge
 YWCA of Cambridge



Dot Rx is a low- or no-cost prescription-based program available to Codman Square Health Center patients, connecting families to experiences that promote healthier lives. Patients are paired with a peer health coach who helps them set personal and family goals around eating, exercising, and engaging with the outdoors.

Daily Table proudly participates in the collaborative by offering cooking classes, store tours, and gift cards exclusively for Dot Rx enrollees. This collaborative was co-created and co-led by participating nonprofit partners, including Codman Square Health Center, Daily Table, Dorchester YMCA, Healthworks Community Fitness, MA Audubon Society Boston Nature Center, Fresh Connect, Union Capital Boston, and is funded by Blue Cross Blue Shield of Massachusetts.

Volunteers

Daily Table's volunteers are a key part of our mission. Volunteers help us keep our costs – and thus, our prices– low for our customers. We are so grateful! Celia Grant, Director of Programs and Community Engagement, says that working with volunteers is one of the best parts of her job. "I love hearing from volunteers about why Daily Table is important to them and how they ended up volunteering."

Volunteers help our Team Members with everything: stocking the shelves, cleaning, and ensuring our customers have a great experience. "During the pandemic, we couldn't work with volunteers, which was tough for our Team Members. So we are thrilled to be able to welcome volunteers back. We can always use more, especially as we open new stores!"

**IN 2022
3,150 hours
volunteered**



VOLUNTEER HIGHLIGHT: Rahul

Rahul Sridharah's reason for volunteering at Daily Table was simple: **"I discovered Daily Table at a time when I was truly struggling to afford good, healthy food. Daily Table really made a difference for me, and so I wanted to give back by volunteering!"**

Rahul moved to Boston to study Information Technology at Northeastern University in the spring of 2021. He comes from Chennai, an Indian city on the Bay of Bengal. While his family was so proud to send him to the United States to study, they did not have a lot of money.

After Rahul discovered Daily Table, he came to shop almost every day. "I would walk about a half hour every day to the Roxbury store. I could find really wonderful food I could afford."

Rahul is a vegetarian, and at Daily Table, he finds the ingredients he needs to cook the food he loves from India and that he needs to stay healthy.

"I was often even able to find the spices I needed!" says Rahul. "People don't always realize it, but a lot of students are really food insecure. I tell everyone about Daily Table– and they always thank me and say what a beautiful store it is and how nice the people are who work there."

When Rahul graduated, he decided to volunteer at the Roxbury store before starting a new job. **"You have the right mission and are in neighborhoods where people need a store like Daily Table.** I also love that you are committed to reducing food waste and that you are a part of the community." As for his experience as a volunteer, "I love it!" he says. "I would recommend it to anyone!"





Programs

Local Lunchbox

Every summer, thousands of school-aged students lose the daily lunch schools provide. Daily Table collaborated with Greater Boston YMCA and the Shah Family Foundation for the second year to provide 4,289 free meals to anyone 18 and under. Our commissary kitchen prepared fresh meals seven days a week, including wholesome meals like BBQ chicken with roasted potatoes and ravioli marinara with vegetables.



Free Produce Day

Thanks to the Highland Street Foundation's continued support, we held our third annual Free Produce Day, where customers received \$15 worth of fresh or frozen fruits and vegetables just in time for Thanksgiving. Nearly 2,000 customers received a total of \$27,000 worth of produce!



Operation Banana Drop

Daily Table brought loads of fun to four day camps in Dorchester, Roxbury, and Central Square with a new program called Operation Banana Drop, which emphasized learning and nutrition. Daily Table provided almost 400 campers with knapsacks, recipes for healthy, banana-themed snacks, a Bananagrams game (thanks to our partners at Bananagrams), lots of banana trivia, and, of course, a hand of bananas!

Teaching Kitchen

After a two-year hiatus, we re-opened classes last summer! Partnering with professional chefs at Haley House, we offered cooking and nutrition classes to over 100 community members last year.

Community cooking classes at Daily Table's Teaching Kitchen emphasize kitchen skills, cooking from scratch, choosing whole foods, trying new recipes, and learning about the personal and social impacts of how and what we eat. Our cooking classes also build community by connecting residents to new neighbors, experiences, and friendships.

Daily Table offers a variety of classes to a range of participants. A few class highlights last year include:

- A nutrition and knife skills class for youth from Sportsmen's Tennis and Enrichment Center, where they learned how to make summer harvest zoodle bowls and pineapple pizza.
- A four-session "Healthy Cooking Around the World" series where our 55+/Age Strong community members cooked dishes from Vietnam, Puerto Rico, Haiti, and the American South.

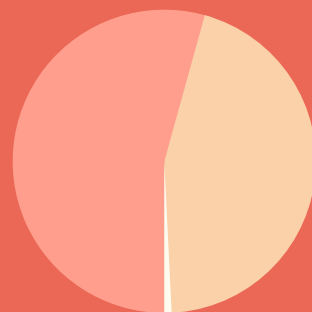


Financials

Daily Table uses an innovative retail model in which customers are our main funders. Historically, over two-thirds of our total expenses have come from store sales. In 2022, due to the economic impacts of COVID, we saw that rate fall to 55%. We are tracking to again cover two-thirds of our expenses from store sales in 2023. The remaining revenue is contributed by individuals, foundations, corporations, and government sources—all crucial to supporting our operations, programs, and expansion. In addition to direct financial support, we depend on deep discounts from vendors and in-kind donations that comply with our strict nutritional guidelines for sodium and sugar.

The communities we serve continue to be adversely affected by the pandemic and inflation rates that are now at their highest in over 40 years. The generosity of all our supporters in 2021 and 2022 enabled us to continue expanding our reach in providing healthy, affordable food for everyone. From the bottom of our hearts, thank you.

Total Revenue: \$10,280,293



- Sales Revenue: \$5,582,500
- Grants & Contributions: \$4,618,081
- Other Operating Income: \$79,712

Total Expenses: \$9,885,619



- **Program Expenses: \$8,303,662**
 - Cost of Goods Sold: \$4,948,037
 - Occupancy & Storage: \$852,639
 - Labor & Benefits: \$2,213,715
 - Other Program Expenses: \$289,271
- **Operating Expenses: \$1,581,958**
 - Labor & Benefits: \$1,032,763
 - Other Operating Expenses: \$549,194

Internally Prepared

Our 2022 Team



Laura Ancona

Marketing & Communications Manager

Kim Berberich

Development Coordinator

Kirby Burt

Buyer

Jason Carpenter

Commissary Kitchen Manager

Phyleia Doe

Store Manager Roxbury

Georgia Ferguson

Director of Buying & Product Sourcing

Bobby Gist

Associate Director of Finance & Accounting

Celia Grant

Director of Community Engagement & Programs

Jon Huntley

Director of Operations

Lisa Kellogg

Sourcing Specialist

Kate Leahy

Chief Financial Officer

Carlton Mabrey

Store Manager Dorchester

Michael Malmberg

Chief Operating Officer

David Mijares

Marketing & Communications Associate

Mary Scott Miller

Director of Individual Giving

Amber Redmond

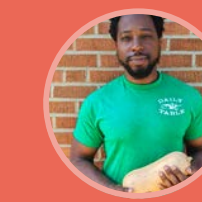
Director of Institutional Giving

Francisco Rodriguez-Roig

Store Manager Central Square

Rob Twyman

Chief Executive Officer



Board of Directors

Jose B. Alvarez	Faculty, Dartmouth's Tuck School of Business; former CEO Stop & Shop
Scott Finlow	CMO, PepsiCo Foodservice
Katrina Foster	Director of Development, Institute of Contemporary Art
Hattie Hill	President/CEO, T.D. Jakes Foundation
Sandra T. King	Professor of Marketing, Questrom School of Business, Boston University
Jay Martin	Corporate Law (retired)
David Mersky	Founder/Managing Director, Mersky, Jaffe & Associates
Tameka B. Moss	Principal & Founder, TBM Consulting Group; Next Street Financial
Mehrdad Noorani	Founding Partner, Global Infrastructure Partners
Doug Rauch	Founder and President Daily Table; former President Trader Joe's
Karen Sammon	Former CEO, PAR Technology
Maureen Timmons	Former Director of Dining Services, Northeastern University
Bill Walczak	Founder/Former CEO Codman Square Health Center

THANK YOU!

In 2022, generous funders, donors, suppliers, partners, team members, volunteers, and supporters banded together to ensure our shelves were stocked with affordable, healthy food for communities most in need. We cannot thank you enough for your generosity and commitment to making nutrition accessible.

Thanks to you, even with rising inflation affecting food and delivery costs, we are able to consistently keep our prices low, keeping more dollars in our communities. Join us in 2023 as we expand and bring our mission to new communities!



Looking Ahead

Every day, customers at Daily Table gain access to affordable, nutritious, delicious food, the ability to choose what to feed the people they love, and improved health for them and future generations. We call that success!

If you want to join us in our mission, here's what you can do:

1. **Donate.** We are a nonprofit, and we rely on your gifts to run our programs and keep our prices low.
2. **Shop with us.** Two-thirds of our operating costs come from our customers, so you help us advance our mission by shopping!
3. **Volunteer.** Join our team of volunteers by signing up on our website.
4. **Share.** Tell your friends and family about us, and bring them to our stores. Share our social media posts and forward our monthly newsletter. The more, the merrier!

[Donate](#)

[Subscribe to our newsletter](#)