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A LETTER FROM OUR EXECUTIVE DIRECTOR

We have had a transformational year here at HATCH. A year of exponential progress and success that far exceeded my wildest expectations. What makes this banner year even more incredible is that the odds were not in our favor due to escalating egg costs caused by avian flu and inflation. HATCH not only persevered – but thrived.

Because of supporters like you, more than 30 million meals were delivered to hunger-relief organizations, providing nutrient-rich eggs to our communities in need. This equipped them with the fundamental nutrients for a better diet, better health and well-being, and ultimately, a better life.

STRENGTHENING EXISTING & FORGING NEW PARTNERSHIPS

At HATCH, we believe that everyone deserves eggs, and to make them more accessible, we know we can’t do this alone. That’s why this year we expanded from 12 food banks to 48 food banks in 20 states delivering 5.1 million dozen eggs. The growth we experienced came at a time when food banks lost lots of government funding, retail recovery programs diminished and inflation hit purchase budgets hard. Our partners needed an affordable source for high-quality protein, and HATCH stepped up to deliver eggs to food banks for thousands of pantries across the country at well below market prices through our partnerships and cohort subsidies.

TOYOTA MOBILITY FOUNDATION-CONTACTLESS DELIVERY SERVICE

We formed an innovative partnership with the Toyota Mobility Foundation (TMF) to increase our reach to six new pantry partners and deliver 42,000 meals in Indiana. Through TMF’s Together in Motion initiative we’ve leveraged Udelv’s (autonomous delivery vehicles) technology to provide eggs to community members and food pantry partners that would otherwise not have been possible. This increased capacity has been transformational for our new pantry partners, including Southeast Community Services (SCS) in Indianapolis, which received one of five HATCH-donated coolers, which give recipients the capability to stock high-quality perishables for people in need.

OLD NATIONAL BANK PARTNERSHIP

This year HATCH partnered with Old National Bank to help us to provide 6 million meals to food banks in Chicago and Minneapolis, ensuring children and adults in need have access to nutritious meals. Expanding our reach through partnerships like this will enable us to increase the number of producers participating with us, while piloting new innovative concepts to expand distribution channels and protein offerings for pantries nationwide.

INDUSTRY PARTNERS

A huge thank you to our egg partners: Rose Acres Farms, Country Charm Eggs, MPS Egg Farms, and Pete and Gerry’s Organic Eggs, who make our mission a reality. Their dedication this year was unparalleled. We received conventional, cage-free and free-range eggs, all destined for grocery stores but given priority to HATCH to provide to vulnerable communities across the country. All eggs we delivered were UEP certified and/or certified humane, meaning our partners held themselves to the highest animal welfare,
environmental and stewardship standards in the industry. We are grateful for each of these producers who this year helped us deliver 100 million eggs since 2015 to pantries and food banks.

**BUILDING A FOUNDATION FOR SUCCESS**

**COHORT PROGRAM**

Earlier this year, our service model was disrupted when avian flu caused an escalation in the cost of eggs. In response, we launched our Cohort Program to help subsidize the cost of eggs for hunger relief organizations. Today, because of the generosity of our donors, I am pleased to report that we successfully managed through multiple waves of avian flu this year and continued to fill the protein gap for our neighbors in need. The impact of the Cohort Program’s efforts is clear. Over $220,000 was raised, providing direct relief to offset the cost of rising egg prices. These efforts amplified the philanthropy to our served communities by providing 10 meals for every dollar raised.

**STRATEGIC PLANNING**

Thanks to a capacity building grant from the Lilly Endowment we embarked on a five-year strategic planning process that is also building the foundation for HATCH’s future. Our strategy is tied to a bold vision: By the year 2027, HATCH will generate a sustained protein supply chain that will be self-funding and ready to scale, providing food security to millions of households nationwide. This will transform the protein supply ecosystem, generating shared value for all stakeholders – farmers, suppliers, hunger relief organizations, and families.

**GROWING THE HATCH TEAM**

HATCH is at a pivotal moment with tremendous potential to alter our path. To harness this potential, we grew our capacity by hiring in key areas to execute our strategic plan in really smart ways. We know to grow our capacity and speed, we must continually invest. It is not enough to maintain the status quo. That’s why we’ve expanded the team, bringing on Graham Williams, Director of Growth; and Marc Brent, Director of Development; to help us scale our efforts and reach, while ensuring we have the necessary resources to do so.

Without a doubt, 2022 was a record-setting year for HATCH, thanks to the generosity and kindness of our community of supporters. Supporters like you, who raised awareness and funds for our mission and stayed committed to us through the continuing uncertainty facing the world. We are deeply grateful to everyone who made our mission possible.

Danny Leckie, Executive Director
While images of hunger and malnourished people may reflexively elicit thoughts of far-off nations, the unfortunate reality is much closer to home – and likely as close as your own hometown here in the United States.

At any given moment, more than 42 million Americans don’t know where their next meal is coming from. Over one-third of those – 13 million – are children. The reasons range from poverty to inaccessibility to nutritious food to rising consumer prices. Whatever the reason, these hungry adults and children can’t lead healthy, productive lives when their bellies are empty and their physical needs are going unmet.

That’s where HATCH comes in. Working with generous egg farmers, HATCH delivers millions of eggs each year to food banks across the U.S. In turn, these food banks then supply the eggs to numerous food pantries, where they are distributed to underserved families.

It takes a coordinated effort to move that many eggs from the farm to food pantries. The logistics of transporting a refrigerated product like eggs are no less complex – and just as challenging – as any other supply chain you hear about in the news. With the help of our partnering farmers and food banks we’ve developed a distribution system that is working well for all involved.

But why eggs? Within a single egg is half the protein a child needs each day. Eggs also contain 13 essential vitamins, minerals and antioxidants. Few foods offer the same nutritional benefits.

As you will read in this annual report, HATCH has grown exponentially since our founding in 2015. In our first year we delivered 60,000 dozen eggs in the Indianapolis area. In 2022, we delivered over 5.1 million dozen eggs to food banks in 20 states stretching from coast to coast. We expect those numbers to only increase in 2023 as we continue to strive to meet the growing need for high-quality protein.

At HATCH, we’re dedicated to ensuring that ever-greater quantities of much-needed protein get to those in need. As long as so many Americans suffer from food insecurity, we can do no less.
OUR PEOPLE

Jeff Simmons, Board Chairman
Daniel Leckie
Randy Reichmann
Bailey Rayford
Alan Dorantes
Marcus Rust
Sam Krouse

STAFF
Daniel Leckie, Executive Director
Randy Reichmann, Director of Finance
Karen Rice, Director of Operations
Graham Williams, Director of Growth
Bob Niewedde, Director of Egg Purchasing
Marc Brent, Director of Development

OUR PARTNERS

HATCH partners with 48 food banks in 20 states across the United States. Those food banks then supply eggs to more than 15,000 food pantries, who distribute the eggs to food-insecure families in their local communities.

FARM PARTNERS

ROSE ACRE FARMS

With 17 facilities in eight states, Seymour, Indiana-based Rose Acre Farms is the nation’s second largest egg producer and a founding HATCH partner. The company is an industry leader in technology, having developed the first inline egg processing operation in the country, implementing energy conservation systems and adopting sustainability practices. From the first shell eggs sold by founder David Rust in the early 1940s, Rose Acres has expanded its product lines to include cage-free and specialty eggs, and liquid and dried eggs.

Tony Wesner, the company’s chief operations officer, says its partnership with HATCH aligns perfectly with Rose Acres’ mission.

“Our mission and our vision is to give good quality eggs to the consumer at a very affordable price,” Wesner says. “Partnering with HATCH and getting food into the hands of people who might not have the means to buy good quality protein, that’s a win-win for everybody. At the end of the day, the only thing we’re going to leave on this earth is what we did for someone else.”
MIDWEST POULTRY SERVICES, L.P.
Operating as MPS Eggs Farms out of North Manchester, Indiana, the company is home to 11 million laying hens that produce 9 million eggs each day from six farms across the U.S. Established in 1875, MPS, another HATCH founding partner, produces white and brown and cage-free eggs. The company is SQF Quality Code certified and California compliant.

COUNTRY CHARM EGGS
Country Charm is a second generation family farm in Gillsville, Georgia. The farm produces and distributes nearly 600 million eggs a year, of which 453 million are produced by the farm’s 1.79 million laying hens. Country Charm is a SQF level 3 certified company, and its hens follow the UEP animal husbandry guidelines which audits for animal welfare.

PETE AND GERRY’S ORGANIC EGGS
Pete and Gerry’s sells free range, organic eggs directly to consumers. The Monroe, New Hampshire, company produces its eggs without antibiotics, synthetic pesticides, GMOs, or animal by-products. In 2003, Pete and Gerry’s became the first Certified Humane® egg farm in the country, under the auspices of Humane Farm Animal Care.

S&R EGG FARM
Whitewater, Wisconsin-based S&R Egg Farm produces Grade AA quality eggs for grocers and retail markets.

POULTRYPRODUCER.COM
Poultry farmers around the world rely on Poultryproducer.com for the latest poultry industry news, production resources, events and commentary. In addition to its online resources, Poultryproducer.com also produces Poultry TV.

FOOD BANKS
Our relationship with Southeast Community Services in our hometown of Indianapolis exemplifies our engagement with service organizations. SCS operates a food pantry among its community services, and uses an autonomous Toyota Sienna to deliver eggs and other necessities to its clients.

“We didn’t even know about the HATCH concept until the Toyota Mobility Foundation came here,” says Carolyn Leffler, a career coach at SCS. “Eggs were a big staple we didn’t have access to. Now we’re utilizing HATCH’s services to get fresh eggs to our folks every single day.”

ARKANSAS
Northwest Arkansas Food Bank

ARIZONA
St. Mary’s Food Bank Alliance

CALIFORNIA
Find Food Bank
Los Angeles Regional Food Bank
SF-Marin Food Bank
Food Bank of Contra Costa and Solano
Second Harvest Food Bank of Orange County
California Association of Food Banks

COLORADO
Food Bank of the Rockies

FLORIDA
Harry Chapin Food Bank of Southwest Florida
Feeding South Florida
Feeding Northeast Florida

GEORGIA
Atlanta Community Food Bank

ILLINOIS
Northern Illinois Food Bank
Greater Chicago Food Depository
Central Illinois Food Bank

INDIANA
Gleaners
Food Bank of Northern Indiana
Midwest Food Bank
Fresh Connect Central
Food Bank of Northwest Indiana
Food Finders
Tri-State Food Bank
Catholic Charities of Terre Haute
Hoosier Hills Food Bank

MICHIGAN
Forgotten Harvest

MINNESOTA
Second Harvest Heartland

MISSOURI
Harvestors Community Food Bank
St. Louis Area Food Bank
Food Bank of Central and Northeast Missouri

NEBRASKA
Food Bank of Lincoln

NORTH CAROLINA
Second Harvest Food Bank of Southeast North Carolina (SHFB)

OHIO
Greater Cleveland Food Bank
Mid-Ohio Food Collective
West Ohio Food Bank
Shared Harvest Food Bank

Food Gatherers
Freestore Food Bank

OKLAHOMA
Regional Food Bank of Oklahoma

PENNSYLVANIA
Central Pennsylvania Food Bank
Second Harvest Food Bank of the Lehigh Valley and Northeast Pennsylvania
Greater Pittsburgh Community Food Bank

SOUTHERN CAROLINA
Low Country Food Bank Myrtle Beach
Low Country Food Bank

TENNESSEE
Second Harvest Food Bank of Northeast Tennessee

TEXAS
Tarrant Area Food Bank
North Texas Food Bank

WISCONSIN
Feeding America Eastern Wisconsin
Our Impact

Egg Volume

Eggs Delivered:  
5.1 MM dozen

Meals in 2022:  
30,100,000 meals

Meals since 2019:  
42,100,000 meals

Meals Delivered

HATCH delivered a record 5.1 million dozen eggs to food banks and pantries in 2022, representing 30 million two-egg meals. Since HATCH opened its doors in 2015 we’ve delivered 50 million two-egg meals, with 30 million in 2022 alone.

Our Reach Expands

We began the year with operations in 11 states and ended 2022 with 20 states serving 48 food banks. Those food banks supply eggs to more than 15,000 food pantries coast to coast.
In the year ahead, HATCH intends to build more partnerships within the egg industry and attract young workers looking for jobs that make a positive difference in people’s lives.

We also hope to expand into other protein sources, including chicken, beef, pork and dairy. Those commodities will be added as partnerships and distribution networks are formed. One thing is certain: HATCH won’t stop with eggs!

Our long-term goal is to sustainably deliver 100 million protein-rich meals to hunger relief organizations by 2025. We invite you to join us on this journey, either by becoming a partner or through financial contributions.

Thank you!