

ANNUAL REPORT 2025

*Celebrating 50 years
of The Open Link*



*Connecting Neighbors.
Changing Lives.
Feeding Futures.*



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A NOTE FROM OUR EXECUTIVE DIRECTOR + PRESIDENT OF THE BOARD

Dear Friends,

Welcome to the 2024-2025 Annual Report!

As we reflect on my second year as the Executive Director of this amazing organization, both John and I realize that The Open Link has gone through some profound changes during this time.

In April 2025, The Open Link celebrated 50 years of service to the Valley. While not as the combined organization you see today, The Open Line and The Upper Perk Senior Center were anchors in the community, providing services for families, seniors, and everyone in between. These strong organizations came together to become what is known as the **only social service provider in the Valley community**, with a strong model that has been an example for others to follow. The 50th Anniversary Garden Party Celebration brought many past and present supporters together to celebrate this incredible milestone.

It was also a year of loss for The Open Link. Our longtime Assistant Director, Linda Connell, retired in July 2024 after 38 years of service to the Valley. Needless to say, her shoes have been big ones to fill. Additionally, our longtime Development and Communications Director, Kelly Chandler, passed away suddenly in early June 2025. We still miss her infectious laugh and love of gardening. Our staff has been both rocked and fortified by these huge shifts, working through our grief and loss to continue to serve our neighbors with the same incredible passion of our former colleagues.

As for the stability of The Open Link, FY24-25 was a solid year for our organization. With funding from the Genuardi Family Foundation, we purchased a new van. We also received the Employee Retention Tax Credit that had been in limbo for more than a year. We were also strongly supported by our community's incredible generosity through sponsorships, individual gifts, and in-kind support, including much-needed food, supplies, and gift cards.

In addition to changes within our team, we also added programming to better serve the Valley, including the implementation of our Code Blue shelter in partnership with the Upper Perk Homelessness Coalition. We also set two new records this year: **20,012 meals served** to children through our Summer Kids Meals Program, and **301 volunteers** who supported our organization's work. In this report, you can view the impact had in 2024-25 in so many areas of Valley life.

As we move into the 2025-26 fiscal year, we continue to focus on meeting the needs of the Valley more comprehensively. This year, we embark on a 3-year strategic plan that prioritizes innovative, community-focused solutions around food access, housing collaboration, and expanded senior services. This will also be an exciting time to reimagine our physical space and the possible impact we can have when we dream big.

That said, none of that impact is possible without you, our community. Your support has provided us with the tools to help strengthen this Valley, making it the amazing community that it is. Thank you for being a part of The Open Link!

With Gratitude,



Marianne Lynch

EXECUTIVE DIRECTOR, THE OPEN LINK

Rev. John Buckley

PRESIDENT OF THE BOARD, THE OPEN LINK



OUR FINANCIALS

Expense Allocation

Program Services

82.7%

\$1,373,802

Management and General

9.3%

\$155,224

Fundraising

8.0%

\$132,570

Our Growth

Supported By

235

New Donors

Graciously Awarded

15

New Grants

We Raised An Additional

\$291,745

In Revenue

Revenue Allocation

Grant Investment

\$227,568

In Grant Funding

Our Community's Investment

\$998,952

In Community Contributions

Our Government's Investment

\$286,278

In Local, State, and Federal Support

Fiscal Impact

Because of your financial support, this year, we:

- Purchased a new refrigerated van to help support Food Pantry without Walls, our Summer Kids Meals Program, and additional access to our Food Pantry
- Completed our first Code Blue season at our shelter and opened to our unhoused neighbors for 91 nights, every night that a declaration was called
- Served 1,035 people on average monthly at our Food Pantry, over a 100% increase from Fiscal Year 2023-2024

And more! Read our [Impact Report](#) to learn more about how your donations have helped us serve our Valley neighbors in need.

Our Fiscal Health

Fiscal Year 2024-2025 was a year of change! Most notably, after 2 years, we received our Employee Retention Tax Credit payment of **\$200,000** in additional revenue. This additional funding has helped us expand our programs and services. Read our [Fiscal Impact](#) section below to learn more.

At the same time, we faced an uncertain economy, increasing costs of living, and the need to expand our programs and services to better meet the needs of our clients. Our **direct client aid** alone increased by **29.6%** to **\$386,661**.

In response to these increased expenses, we increased our direct marketing appeals, elevated our sponsorship tiers to celebrate our 50th anniversary, launched a new e-communications strategy that emphasizes and optimizes access to e-giving opportunities, increased our grant applications, and expanded our monthly giving program.

We're proud to announce that this diversified approach helped us raise **\$1,512,798** this year, a **19.2%** increase from \$1,221,053 in Fiscal Year 2023-2024. In grants alone, our funding nearly doubled, increasing from \$113,567 last year to **\$227,568** this year.

We remain dedicated to meeting the needs of our Valley community in both a comprehensive and fiscally responsible way.

OUR PROGRAM HIGHLIGHT AND BOARD



Summer Kids Meals Program Serves Over 20,000 Meals to Valley Kids In Need

Summer should be a time of fun and relaxation for all Valley kids and families. However, the 1 in 3 students in the Upper Perkiomen School District who are low-income often worry during the summer months: *How will I eat breakfast today? Is there enough for lunch tomorrow?*

At The Open Link, we work to fill the gaps in reliable food access over the summer via our Summer Kids Meals Program (SKMP). SKMP provides all children 18 and under living in the Valley with **up to 8 free meals per week**. Meals are delivered grab-and-go style from a refrigerated van at 5 area locations.

This summer, we distributed **20,012 meals, a 13% increase from last year**, to hungry Valley kids, and raised nearly **\$40,000** to support and expand SKMP. We look forward to serving our community again in summer 2026.

Year-round, we provide a variety of programs and services to support the nutritional and other immediate needs of our Valley community members. Read our **Impact Report** on the next page to see how we're connecting neighbors, changing lives, and feeding families!

Our Board of Directors

PRESIDENT

Rev. John Buckley
Pastor, Upper Perkiomen Community Church

VICE PRESIDENT

Matt Tomlin
Owner/CEO, American Rock Mechanics

SECRETARY

Carol Kress, CIC, CISR
Vice President, Lechner & Stauffer, Inc.

TREASURER

Cory Burkhart
Estimator, Gillespie Electric, Inc.

AT-LARGE MEMBER - EXECUTIVE COMMITTEE

Dale Westwood
Retired Executive Vice President/Chief Retail Officer, QNB Bank

AT-LARGE MEMBERS

Sarah Dandridge
401K Plan Administrator, Paragon Alliance

Michelle Forsell
Attorney, Crosson & Richetti LLC

Gerry Fioriglio, RN, B.S.
Manager and Owner, Family Caregivers Network, Inc.

Michael Foux
Retired Former Assistant Headmaster, Perkiomen School

Rebecca Kauffman
Manager, Lechner & Stauffer, Inc.

Philip Johnson
Community Volunteer

Nick Pence
Pastor, Palm Schwenkfelder Church

Stephanie Rubilla
Branch Manager, QNB Bank

John Sheeran
Community Volunteer, Retired Director of Facilities and Operations, Upper Perkiomen School District

Brandon Stauffer
Vice President, Marketing and Technology, Stauffer Glove and Safety

Kyle Zimmerman
Senior Director of Human Resources, AmeriGas

Our Impact By The Numbers



Fiscal Year '24-'25

254,760 pounds of food distributed in the food pantry

1,035 people on average served monthly at our food pantry, over a 100% increase from '23-'24

213 backpacks and supplies distributed to kids

485 kids woke up to presents under the tree for the holidays

91 nights open at our Code Blue shelter

18 students enrolled to earn a high school diploma

47 people helped with resumes and job placement

578 people supplied with a Thanksgiving meal and all the fixings

107 households helped with applying for benefits and programs, including SNAP and Medicaid

13,271 hot and cold nutritious Meals on Wheels meals served to seniors each weekday with a friendly visit

221 people helped with housing and utility costs

4,819 nutritious community lunch meals served at The Center

9,415 hours of volunteer service

301 volunteers who shared their time and talent

20,012 breakfasts and lunches for kids via our Summer Kids Meals Program, a 13% increase over last year



Connecting Neighbors. Changing Lives. Feeding Futures.

THE OPEN LINK

We gratefully acknowledge the support of our
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Upper Perkiomen Valley Lions Club

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