

The Food Bank of the Southern Tier  
**FINANCIAL REPORT – [May 2022]**

**% to Budget Guideline (Month 5 of 12): 41.67%**

<b>YTD Actual to Budget:</b>	45%	Total Income	<b>LAST YTD:</b>	50%	Total Income
	34%	Total Expenses (excludes SIF)		44%	Total Expenses

**OVERALL**

- Donated loads are scarce, not able to compete with other Food Banks for FA Choice loads (bidding system)
- Youth Programs – TEFAP is heavy first half of the year, wholesale spending will pick up in Q3 and Q4.
- Five open workforce positions – average time to hire is 88 days.

**INCOME STATEMENT:**

(Percentages Relate to Budget Projection)

**Revenue Items:**

<b>Agency Food: 69%</b>	Above target. TEFAP, NNY, and wholesale purchasing up. RRP and HPNAP LA 100% completed 3/31/22 RRP: Restaurant Resiliency Program Program HPNAP LA: Hunger Prevention & Nutrition Assistance Program Legislative Award
<b>MFP Food: 48%</b>	Above target. TEFAP still strong. TEFAP: The Emergency Food Assistance Program
<b>Youth Programs Food: 86%</b>	Above target. TEFAP! TEFAP: The Emergency Food Assistance Program
<b>Donated Product: 30%</b>	Below target. Donated loads are scarce.
<b>HPNAP General Operating: 30%</b>	Below target. Operating & JSY income are vouchered incrementally. Some seasonal components here. Transportation Grant is usually expended in the first half of the year, while Operations Support will mostly be spent in the second half.
<b>Other Contracts/Programs: 59%</b>	Above target. Build Back Better supplemental funding received from TEFAP and RRP admin.
<b>Fund-Raising/Donations: 39.78%</b>	Below target; however above the five years seasonal average of 42.41% excluding 2020.
<b>Other Income: 30%</b>	Below target. Most income in this line come from pallet and recycling. Interest income remains steady at around \$300 per month.

**EXPENSE ITEMS:**

<b>Personnel: 39%</b>	On target.
<b>Agency Food: 71%</b>	Above target. TEFAP and NNY! Wholesale purchasing up. RRP and HPNAP LA Grants are 100% complete.
<b>MFP Food: 51%</b>	Above target. TEFAP still strong.
<b>Youth Programs Food: 34%</b>	Below target. TEFAP keeping wholesale spending down.
<b>Other Program Food: 30%</b>	Below target, as expected. Highly seasonal group with Turkey Drive and Healthy Harvest spending occurring later in the year.
<b>Product Acquisition Freight: 13%</b>	Below target. This number is dependent on the availability of quality donated loads.
<b>Donated Product: 30%</b>	Below target. Donated loads are scarce.
<b>Warehouse/Distribution: 41%</b>	On target.
<b>General Operations: 39%</b>	On target.
<b>Development/PR: 25%</b>	Below target. Highly seasonal cost centers in the Development Dept. with Direct Mail and Advertising/Promo being heavy in Q4 investment.
<b>Advocacy &amp; Education: 0%</b>	Below target, as expected. Seasonal / Event-driven.
<b>Operation Support: 18%</b>	On target, as expected. Operations Support is generally spent during the second half of the year. 39% is CHOW NNY passthrough.

**Non-Operating ITEMS:**

<b>Personnel: 42%</b>	On target and internally controlled. Truck Campaign allocations will end this year.
<b>SIF: 17%</b>	Below target. Programs are still ramping up.

**Program Food Accounting**  
**Distinctions:**

1. There is MFP HPNAP Shared Maintenance income but no expense (acquisition costs are reimbursable).
2. There is Backpack Wholesale expense but no income (the Food Bank pays for this program expense).
3. There is Agency Shared Maintenance income but no expense (it is donated product).
4. Inter-Affiliate Food expenses are recouped in Shared Maintenance revenue.
5. Other Program Food expenses are paid for by matching grants and fundraising.