

Food Bank of the Southern Tier

	2022 Original	2021 Q2 Adjusted	Variance	% Change Q2 vs. Q1
REVENUE				
FOOD DISTRIBUTION				
AGENCIES				
SHARED MAINTENANCE	\$112,700	\$136,767	(\$24,067)	-18%
WHOLESALE FOOD	\$2,459,243	\$2,413,978	\$45,265	2%
TEFAP FOOD	\$1,328,468	\$2,352,925	(\$1,024,457)	-44%
TOTAL AGENCY FOOD	\$3,900,411	\$4,903,670	(\$1,003,259)	-20%
MOBILE FOOD PANTRIES				
SHARED MAINTENANCE	\$161,756	\$191,978	(\$30,222)	-16%
WHOLESALE FOOD	\$887,654	\$1,051,723	(\$164,069)	-16%
TEFAP FOOD	\$923,172	\$1,609,859	(\$686,687)	-43%
TOTAL MOBILE FOOD PANTRIES	\$1,972,582	\$2,853,560	(\$880,978)	-31%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$25,163	\$31,440	(\$6,277)	-20%
WHOLESALE FOOD	\$8,000	\$41,631	(\$33,631)	-81%
TEFAP FOOD	\$73,759	\$165,059	(\$91,300)	-55%
TOTAL YOUTH PROGRAMS	\$106,922	\$238,130	(\$131,208)	-55%
TOTAL FOOD DISTRIBUTION	\$5,979,915	\$7,995,360	(\$2,015,445)	-25%
DONATED PRODUCT				
DONATED PRODUCT	\$6,708,507	\$5,883,376	\$825,131	14%
TOTAL DONATED PRODUCT	\$6,708,507	\$5,883,376	\$825,131	14%
GRANTS / PROGRAMS				
HPNAP GENERAL OPERATING				
OPERATIONS SUPPORT	\$158,413	\$166,133	(\$7,720)	-5%
OPERATIONS SUPPORT SEED GRANT	\$0	\$0	\$0	#DIV/0!
AGENCY SANITATION SUPPLIES	\$2,200	\$2,200	\$0	0%
TRANSPORTATION GRANT	\$23,750	\$23,750	\$0	0%
OPERATING INCOME (HPNAP)	\$361,027	\$375,685	(\$14,658)	-4%
OPERATING INCOME (HPNAP) COLA	\$0	\$0	\$0	#DIV/0!
OPERATING INCOME (JSY)	\$129,675	\$129,675	\$0	0%
TOTAL HPNAP OPERATING	\$675,065	\$697,443	(\$22,378)	-3%
OTHER GRANTS / PROGRAMS				
CHEMUNG COUNTY	\$30,000	\$30,000	\$0	0%
NOEP	\$66,000	\$65,000	\$1,000	2%
TEFAP ADMIN	\$283,894	\$352,561	(\$68,667)	-19%
NNY ADMIN	\$295,836	\$295,836	\$0	0%
NNY CHOW	\$136,414	\$0	\$136,414	#DIV/0!
RRP ADMIN	\$37,500	\$0	\$37,500	#DIV/0!
VENISON PROGRAM	\$11,000	\$11,000	\$0	0%
BACKPACK REIMBURSEMENT	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER GRANTS / PGMS	\$860,644	\$754,397	\$106,247	14%
TOTAL GRANTS / PROGRAMS	\$1,535,709	\$1,451,840	\$83,869	6%
FUNDRAISING / DONATIONS				
CAUSE MARKETING	\$440,000	\$459,000	(\$19,000)	-4%
SPECIAL EVENTS	\$50,000	\$50,000	\$0	0%
DIRECT MAIL	\$1,142,405	\$1,189,000	(\$46,595)	-4%
ONLINE GIVING	\$915,442	\$812,000	\$103,442	13%
PERSONAL SOLICITATION	\$110,000	\$110,000	\$0	0%
GENERAL DEVELOPMENT GRANTS	\$430,400	\$588,247	(\$157,847)	-27%
WHITE MAIL	\$925,000	\$835,000	\$90,000	11%
ALL OTHER PRIVATE SUPPORT	\$200,000	\$170,000	\$30,000	18%
TOTAL FUNDRAISING/DONATIONS	\$4,213,247	\$4,213,247	\$0	0%

	2022 Original	2021 Q2 Adjusted	Variance	% Change Q2 vs. Q1
OTHER INCOME				
OTHER INCOME	\$25,750	\$23,250	\$2,500	11%
TOTAL OTHER INCOME	\$25,750	\$23,250	\$2,500	11%
TOTAL REVENUE	\$18,463,128	\$19,567,073	(\$1,103,945)	-6%
EXPENSES				
PERSONNEL EXPENSES				
SALARIES	\$2,654,555	\$2,566,781	\$87,774	3%
FRINGE BENEFITS	\$576,216	\$718,729	(\$142,513)	-20%
OTHER	\$41,892	\$7,200	\$34,692	482%
TOTAL PERSONNEL EXPENSES	\$3,272,663	\$3,292,710	(\$20,048)	-1%
FOOD EXPENSE				
AGENCIES				
WHOLESALE FOOD	\$2,394,979	\$2,251,972	\$143,007	6%
TEFAP FOOD	\$1,328,468	\$2,352,925	(\$1,024,457)	-44%
TOTAL AGENCIES	\$3,723,447	\$4,604,897	(\$881,450)	-19%
MOBILE FOOD PANTRIES				
MFP SHARED MAINTENANCE	\$9,972	\$58,051	(\$48,079)	-83%
WHOLESALE FOOD	\$919,446	\$1,070,214	(\$150,768)	-14%
TEFAP FOOD	\$923,172	\$1,609,859	(\$686,687)	-43%
TOTAL MOBILE FOOD PANTRIES	\$1,852,590	\$2,738,124	(\$885,534)	-32%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$24,091	\$31,440	(\$7,349)	-23%
WHOLESALE FOOD	\$319,297	\$226,465	\$92,832	41%
TEFAP FOOD	\$73,759	\$165,079	(\$91,320)	-55%
TOTAL YOUTH PROGRAMS	\$417,147	\$422,984	(\$5,837)	-1%
TOTAL FOOD EXPENSE	\$5,993,184	\$7,766,005	(\$1,772,821)	-23%
OTHER FOOD EXPENSES				
OTHER FOOD/PROGRAM				
OTHER FOOD/PROGRAM	\$423,789	\$429,201	(\$5,412)	-1%
TOTAL OTHER FOOD/PROGRAM	\$423,789	\$429,201	(\$5,412)	-1%
PRODUCT ACQUISITION FREIGHT				
PRODUCT FREIGHT	\$137,750	\$100,490	\$37,260	37%
TOTAL PRODUCT FREIGHT	\$137,750	\$100,490	\$37,260	37%
TOTAL OTHER FOOD EXPENSES	\$561,539	\$529,691	\$31,848	6%
DONATED PRODUCT				
DONATED PRODUCT	\$6,708,507	\$5,883,376	\$825,131	14%
TOTAL DONATED PRODUCT	\$6,708,507	\$5,883,376	\$825,131	14%
WAREHOUSE / DISTRIBUTION				
VEHICLE	\$120,787	\$102,455	\$18,332	18%
WAREHOUSE	\$58,025	\$72,478	(\$14,453)	-20%
PRODUCTION ROOM	\$27,000	\$15,878	\$11,122	70%
TOTAL WAREHOUSE / DISTRIBUTION	\$205,812	\$190,811	\$15,001	8%

	2022 Original	2021 Q2 Adjusted	Variance	% Change Q2 vs. Q1
GENERAL OPERATIONS				
BUILDING	\$185,647	\$196,168	(\$10,521)	-5%
GENERAL OFFICE	\$137,966	\$149,086	(\$11,120)	-7%
TECHNOLOGY/SERVICES	\$95,843	\$168,869	(\$73,026)	-43%
STAFF EXPENSES	\$60,580	\$45,411	\$15,169	33%
CONTRACT SERVICES	\$428,970	\$432,052	(\$3,082)	-1%
TOTAL GENERAL OPERATIONS	\$909,006	\$991,586	(\$82,580)	-8%
DEVELOPMENT/PR				
SPECIAL EVENTS	\$25,450	\$24,963	\$487	2%
DIRECT MAIL	\$384,344	\$353,436	\$30,908	9%
GEN. DEVELOPMENT / PR EXPENSE	\$91,104	\$80,350	\$10,754	13%
TOTAL DEVELOPMENT/PR	\$500,898	\$458,749	\$42,149	9%
ADVOCACY & EDUCATION				
ADVOCACY & EDUCATION	\$23,000	\$15,850	\$7,150	45%
TOTAL ADVOCACY & EDUCATION	\$23,000	\$15,850	\$7,150	45%
AGENCY CAPACITY BUILDING				
OPERATION SUPPORT	\$297,027	\$257,833	\$39,194	15%
TOTAL HPNAP OPERATION SUPPORT	\$297,027	\$257,833	\$39,194	15%
TOTAL NON-SIF EXPENSES	\$18,471,635	\$19,386,611	(\$914,976)	-5%
NET OPERATING SURPLUS/DEFICIT	(\$8,507)	\$180,462	(\$188,969)	-105%
SIF				
SIF EXPENSES	\$0	\$0	\$0	#DIV/0!
TOTAL SIF	\$0	\$0	\$0	#DIV/0!
TOTAL EXPENSES	\$18,471,635	\$19,386,611	(\$914,976)	-5%
NET OPERATING + SIF SURPLUS/DEFICIT	(\$8,507)	\$180,462	(\$188,969)	-105%
NON-OPERATING ADJUSTMENTS				
CAPITAL ALLOCATIONS				
TRUCK CAMPAIGN ALLOCATIONS	\$42,819	\$52,573	(\$9,754)	-19%
TOTAL CAPITAL ALLOCATIONS	\$42,819	\$52,573	(\$9,754)	-19%
CAPITAL EXPENSES				
CAPITAL EQUIPMENT	\$0	\$43,778	\$43,778	100%
EQUIPMENT/FURNITURE PURCHASES	\$0	\$0	\$0	#DIV/0!
CAPITAL IMPROVEMENTS	\$0	\$0	\$0	#DIV/0!
TOTAL CAPITAL EXPENSES	\$0	\$43,778	\$43,778	100%
OTHER NON-OP ADJUSTMENTS				
BEQUESTS	\$0	\$163,000	(\$163,000)	-100%
TOTAL OTHER NON-OP ADJUSTMENT	\$0	\$163,000	(\$163,000)	-100%
TOTAL NON-OPERATING ADJUSTMENT	\$42,819	\$171,795	(\$128,976)	-75%
NET SURPLUS/DEFICIT	\$34,312	\$352,257	(\$317,945)	-90%