FOOD BANK OF THE SOUTHERN TIER

Board of Directors Meeting

February 18, 2021

4:00 PM - 6:00 PM

AGENDA

TOPIC	FACILITATOR	ACTION	TIME
Annual Meeting			
1. Welcome & Call to Order	Joe Thomas		2
2. Opening Prayer	Grace Park		2
3. Approval of Minutes - December 17, 2020	Joe Thomas	Approve	2
4. Election of Directors & Officers	Grace Park	Vote	2
5. Official Seating of New BOD Members • Fred VanSickle	Joe Thomas	Remarks	2
6. Committee Appointments	Joe Thomas	Announcement	2
7. Recognition of BOD Members Completing Service • Carin Rouleau • Lorna Swaine Abdallah	Joe Thomas	Remarks	5
8. Review BOD Member Expectations • Mission & Vision	Joe Thomas	Review	2
9. All BOD Member Introductions	Joe Thomas	Remarks	10

Regular Meeting

1. BOD Education: Regional Needs Assessment	Lisa Horn/Natasha Thompson	Discuss	35
2. Committee Updates			
a. Finance Committee • Year-end financials	Steve Hoyt	Approve	10
b. Development Committee • 2020 Fundraising Report	John Bayne	Discuss	10
c. Diocesan BOD	Jack Balinsky/Carin Rouleau	Update	5
3. COO Report	Tim Currie	Discuss	5
4. CEO Report	Natasha Thompson	Discuss	5
5. Executive Session • CEO Evaluation	Joe Thomas	Discuss	25

Next Meeting:
May 20, 2021
4:00 PM-6:00 PM
Opening Prayer: Karl Krebs

If you plan to join remotely, please contact Lynn Dates at lynn.dates@foodbankst.org*

FOOD BANK OF THE SOUTHERN TIER

Board of Directors Meeting

December 17, 2020 4:00-6:00 PM

Board Member	In Attendance	Unable to Attend
Joe Thomas (Chair)	X	
Alison Wolfe	X	
Carin Rouleau	X	
Grace Park	X	
John Bayne	X	
Mary Pat Dolan	X	
Michael Eisner	X	
Peter Newman	X	
Steve Hoyt	X	
Jessica Renner		X
Karl Krebs	X	
Lorna Swaine-Abdallah		X
Shannon Matteson	X	
Anis Fadul	X	
Erin Summerlee	X	
Marty Heysham	X	
Guest		
Robert Trusiak, Catholic Charities	X	
Ex-Officio		
Natasha Thompson	X	
Laura Opelt		X
Staff		
Meghan Parsons	X	
Tim Currie	X	
Erica Loomis		
Lyndsey Lyman	X	
Lynn Dates	X	

1. **Welcome & Call to Order**
   Joe Thomas called the meeting to order at 4:03 pm.

2. **Opening Prayer -** Joe Thomas led the opening prayer.

3. **Approval of September 17, 2020 Minutes**
   John Bayne made a motion to approve the September 17, 2020 minutes. Mary Pat Dolan seconded. All were in favor. None opposed.

4. **BOD Education Compliance Training –** Robert Trusiak, CCDR Chief Compliance Officer, facilitated a yearly required BOD compliance training and requested that the presentation he shared be made available to all Board Members. Additionally, Robert pointed out that Erica Loomis, Director of Business Services, is an important resource for the organization, lauding her commitment to compliance and her passion for her work which is supported by encouragement and leadership from Natasha.

5. **Committee Updates**
   Advocacy - Food Bank Advocacy Agenda – Lyndsey Lyman reviewed the participatory process and the results of the Advocacy Agenda process, highlighting changes to the document since the last presentation to the BOD. Erin Summerlee noted that this Agenda addresses issues and provides a general framework that will be addressed yearly. Lyndsey invited the BOD to share information about future legislative events and BOD trainings with their contacts. Mary Pat Dolan pointed out that this text is helpful and suggested that an annual report from the Advocacy Committee

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would be a good way to share progress, noting that the Committee has done fine work in creating this document. Joe Thomas thanked Lyndsey, Erin, and the Committee for their good work.

Peter Newman made a motion to approve the FBST Advocacy Agenda.
Mary Pat Dolan seconded. All were in favor. None opposed.

Development – Meghan provided an update of 2020 Fundraising Progress, sharing that as of this date, $7,028,112.00 has been raised, and $33,710.00 has come from BOD Giving. She reviewed Digital Marketing results and identified points supporting the addition of a Digital Marketing Specialist position. The group discussed adding this position.

John Bayne made a motion to approve the addition of the Digital Marketing Specialist position.
Anis Fadul seconded. All were in favor. None opposed.

Executive – Joe Thomas reviewed the 2020 CEO Performance Evaluation Plan, noting actions and significant dates January 15 through February 19, 2021, that will be carried out by Joe Thomas, Jack Balinsky, and the Executive Committee, with assistance from Executive Assistant, Lynn Dates. Natasha shared a CCDOR BOD update from Laura Opelt, who was not present.

Finance – Tim provided an update that included a review of September Financials, Q3 adjustments from regular operating and disaster relief budgets, the 2021 Budget narrative, highlighting a $55K overall operating deficit, an 11.4% increase to Fundraising projections, and a 13% increase in Personnel. Additionally, Tim reviewed GlidePath spending and reserves which had been discussed in-depth at the December 1, 2020 Finance Committee meeting, noting $3,615,301.00 (est.) in excess reserves/GlidePath funds and providing a list of next steps. Steve Hoyt noted that developing the GlidePath will be the most important undertaking over the upcoming months.

Karl Krebs made a motion to approve September Financials, Q3 Adjustments, and 2021 Budget.
Marty Heysham seconded. All were in favor. None opposed.

Nominating – Grace Park presented the 2021 BOD Slate & Committee Appointments announcing one new Director, Fred Van Sickle, reviewing the names of those re-elected to additional terms, the Election of Officers, and the Election of Karl Krebs as the DOR BOD Representative as Carin Rouleau phases out. Grace thanked the BOD for participating in the process. Additionally, Grace introduced the BOD Mentoring Policy, explaining that this policy will be used to ensure smooth transitions for incoming Board members, and she thanked Natasha for introducing the topic to the Nominating & Corporate Governance Committee. Michael Eisner volunteered to mentor incoming member Fred Van Sickle. Finally, the 2021 BOD & Committee Meeting Schedule was distributed for review and will be posted to the BOD Web portal.

6. **COO Report –** Tim provided information regarding the Nourish New York Program that was established by Gov. Cuomo in April 2020, reviewing the purpose and growth of the program and how it has "…helped significantly increase the volume, variety and quality of our dairy distribution this year." Natasha added that Feeding NYS is working to continue this program to support farmers and those who are hungry.

CEO Report: Food Bank/Foodnet Alliance – Natasha presented her CEO report, highlighting the timeline and milestones of the Food Bank/Foodnet Alliance Task Force which met five times between October and December, noting the Task Force members and consultant. Natasha introduced the Task Force recommendation for Phase 2, an exploration of possibilities to consider. The group discussed the positive aspects of moving forward into Phase 2, adding that this is promising and in the long-term will serve more clients, that it was an "enthusiastic process". Natasha noted that this might also allow us to incorporate other smaller Meals on Wheels and attract other programs.

Anis Fadul made a motion to approve Resolution #3 of 2020: Authorization to create a task force that will explore a potential merger with Foodnet Meals on Wheels of Tompkins County
Karl Krebs seconded. Ayes: 14 Nays: 0 Abstentions: 0

7. **Executive Session –** none required

Minutes respectfully submitted by,
Lynn Dates Executive Assistant to Natasha Thompson, President & CEO

FOOD BANK OF THE SOUTHERN TIER
Board of Directors

PROPOSED 2021 ELECTION SLATE OF DIRECTORS & OFFICERS

RE-ELECTION OF DIRECTOR FOR 3rd TERM TO EXPIRE 02/2024

Steve Hoyt
Joe Thomas

RE-ELECTION OF DIRECTORS FOR 2nd TERM TO EXPIRE 02/2024

Karl Krebs
Shannon Matteson
Jessica Renner

ELECTION OF DIRECTORS FOR 1st TERM TO EXPIRE 02/2024

Fred VanSickle

ELECTION OF OFFICERS FOR ANNUAL TERMS TO EXPIRE 02/2022

CHAIRPERSON: Joe Thomas

VICE CHAIRPERSON: Mary Pat Dolan

TREASURER: Steve Hoyt

SECRETARY: Jessica Renner

ELECTION OF DOR BOD REP. FOR ANNUAL TERM TO EXPIRE 02/2022

Karl Krebs

Created: 9/17/2020
Updated: 11/13/2020

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FOOD BANK OF THE SOUTHERN TIER
2021 BOD & COMMITTEE APPOINTMENTS

Board of Directors

1. Joe Thomas, Chairperson
2. Mary Pat Dolan, Vice Chairperson
3. Steve Hoyt, Treasurer
4. Jessica Renner, Secretary
5. Peter Newman
6. Grace Park
7. Michael Eisner
8. John Bayne
9. Alison Wolfe
10. Shannon Matteson
11. Karl Krebs
12. Anis Fadul
13. Erin Summerlee
14. Marty Heysham
15. Fred Van Sickle

Representative of FBST Board of Directors to Diocesan Catholic Charities Board of Directors:

1. Karl Krebs

Executive Committee:

1. Joe Thomas, Board Chairperson & Committee Chairperson ex officio
2. Mary Pat Dolan, Board Vice Chairperson & Committee Member ex officio
3. Steve Hoyt, Board Treasurer & Committee Member ex officio
4. Jessica Renner, Board Secretary & Committee Member ex officio
5. Natasha Thompson, President/CEO & Committee Member ex officio*
6. Jack Balinsky, Diocesan Director & Committee Member ex officio

Finance & Audit Committee:

1. Steve Hoyt, Board Treasurer & Committee Chairperson ex officio
2. Shannon Matteson, Board Member & Committee Vice Chair
3. Karl Krebs, Board Member
4. Michael Eisner, Board Member
5. Dick Pirozzolo, Committee Member
6. Krista Niles-Updyke, Committee Member
7. Meghan Rose, Committee Member
8. Linda Bruckner, Committee Member
9. Nancy Miller, Committee Member
10. Joe Thomas, Board Chairperson & Committee chairperson ex officio
11. Natasha Thompson, President/CEO & Committee Member ex officio*
12. Karen Owen, Catholic Charities Finance Department & Committee Member ex officio*
13. Tim Currie, Chief Operating Officer & Committee Member ex officio *

Nominating & Corporate Governance (N&CG) Committee:

1. Grace Park, Board Member and Committee Chairperson
2. Mary Pat Dolan, Board Vice Chair & Committee Vice Chair
3. Alison Wolfe, Board Member
4. Marty Heysham, Board Member
5. Fred Van Sickle, Board Member
6. Maureen Ferrell, Committee Member
7. Bill Powell, Committee Member
8. Joe Thomas, Board Chairperson & Committee Member ex officio

FOOD BANK OF THE SOUTHERN TIER
2021 BOD & COMMITTEE APPOINTMENTS

9. Natasha Thompson, President/CEO & Committee Member ex officio*

Development Committee:

1. John Bayne, Board Member & Committee Chairperson
2. Peter Newman, Board Member
3. Alison Wolfe, Board Member
4. Anis Fadul, Board Member
5. Dave Radin, Committee Member
6. John Alexander, Committee Member
7. Julie Monahan, Committee Member
8. Amanda Smith-Socaris, Committee Member
9. Joe Thomas, Board Chairperson & Committee Member ex officio
10. Natasha Thompson, President/CEO & Committee Member ex officio*
11. Meghan Parsons, VP of Development & Community Engagement Member ex officio*

Advocacy Committee (Ad-hoc):

1. Erin Summerlee, Board Member & Committee Chairperson
2. Mark Bordeau, Committee Member
3. Catherine Rogers, Committee Member
4. Wendy Pursel, Community Member
5. Nancy Eckstrom, Committee Member
6. Maggie Coffey, Committee Member
7. Dave Radin, Committee Member
8. Jessica Gosa, Committee Member
9. Tess McKinley, Committee Member
10. Joe Thomas, Board Chairperson & Committee Member ex officio
11. Natasha Thompson, President/CEO & Committee Member ex officio*
12. Randi Quackenbush, Director of Community Impact & Committee Member ex officio*

NOTES: * denotes non-voting members

Updated: 12/1/2020

Certificate of Appreciation

This certificate is hereby presented to

Carin Rouleau

in recognition of your commitment to ending hunger through collaboration, community building and volunteerism.

Natasha R. Thompson
President & CEO

Joe Thomas
Chairperson of the Board of Directors

foodbank of the Southern Tier

A regional agency of Catholic Charities and a member of Feeding America

Working together to build and sustain hunger-free communities throughout the Southern Tier

FOOD BANK OF THE YEAR 2017

Certificate of Appreciation

This certificate is hereby presented to

Lorna Swaine-Abdallah

in recognition of your commitment to ending hunger through collaboration, community building and volunteerism.

Natasha R. Thompson
President & CEO

Joe Thomas
Chairperson of the Board of Directors

foodbank of the Southern Tier

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FOOD BANK OF THE YEAR 2017

FOOD BANK OF THE SOUTHERN TIER
Board of Directors
Board Member Expectations

I. Ongoing Requirements of all Directors

- Ensure that the Food Bank is well-maintained, financially secure, growing and always operating in the best interests of our mission and those we serve.
- Review, assess, and be knowledgeable about the Food Bank's financial position.
- Support and endorse the Food Bank's programs as well as its mission to build and sustain hunger-free communities throughout the Southern Tier.
- Make a personally significant financial donation to demonstrate commitment to the Food Bank and to serve as an example to other potential donors.
- Engage in fundraising efforts as needed under the guidance of the Development Committee and Food Bank staff.
- Adhere to the board meeting attendance policy, including being available for phone consultation and actively participating in committee work.
- Assist in the identification and recruitment of new committee and board members.
- Participate in the evaluation of the President/CEO and support the incumbent's ongoing development.
- Promote and advocate for the Food Bank in the community.

II. Opportunities for Growth: Strengthening Connection to & Knowledge of the Food Bank

For newly appointed directors, the following list of activities is suggested as a guideline depending on the person's prior experiences and familiarization with the Food Bank's operations, and available time because of work schedules. The goal is to achieve a director population of knowledgeable, motivated, and informed individuals who are willing and able to carry out their responsibilities.

Board Committee Meeting Visits:
New directors are encouraged to attend at least one committee meeting other than their own in the second or third year of membership.

Member Agency Visits and/or a "Ride in the Truck":
New directors should visit one or more of our member agencies to see and participate in the work that is conducted "on the front lines" directly with the people that we serve, preferably during a food distribution.

Mentoring:
During the recruitment and nomination process, it may be determined that a new director would benefit from having a "Board mentor" who can counsel and further educate the new director as they move through the first year of their term.

Departmental Orientations:
New directors should feel free to schedule a face-to-face meeting with each of the Food Bank's managerial staff to become acquainted with the organization's operations & to understand specific program areas in greater detail.

Warehouse experience

New directors should experience a volunteer activity in the warehouse, arranged by FB staff.

Attendance at a Food Bank event

The organization conducts many events in the community during the year to raise awareness, gather support, and increase its visibility. Within the first year, a new director should attend at least one such event to see how we interact with the public and gain additional insight on this key part of our mission.

Mission

"Working together to build and sustain hunger free communities throughout the Southern Tier."

Vision

"The Food Bank of the Southern Tier is committed to creating a future without hunger, where access to healthy food by all is recognized as fundamental to the well-being and success of individuals and the foundation of a strong, vibrant society."

Food Bank of the Southern Tier
Balance Sheet

	12/31/2020	12/31/2019
ASSETS		
CASH - OPERATING	$6,037,578.09	$1,678,451.32
ACCTS. RECEIVABLE	$34,309.99	$74,209.14
CAMPAIGN RECEIVABLE	$16,799.92	$56,349.78
CONTRACTS / GRANTS RECEIVABLE	$304,317.42	$291,788.93
INVESTMENT MANAGEMENT	$1,983,010.74	$1,795,888.77
PREPAIDS	$38,925.81	$49,048.92
PURCHASE FOOD INVENTORY	$547,652.77	$343,810.00
IN-KIND DONATED/TEFAP FOOD	$2,394,670.49	$1,508,134.86
PROPERTY, PLANT AND EQUIPMENT	$3,346,608.42	$3,409,559.33
TOTAL ASSETS	**$14,703,873.65**	**$9,207,241.05**
LIABILITIES AND FUND BALANCE		
LIABILITIES		
ACCOUNTS PAYABLE	$305,908.99	$206,023.51
DEFERRED INCOME	$18,372.75	$131,856.24
DEFERRED INVENTORY	$2,394,670.49	$1,508,134.86
ACCRUED LIABILITY	$292,202.00	$245,452.56
TOTAL LIABILITIES	**$3,011,154.23**	**$2,091,467.17**
FUND BALANCE		
UNRESTRICTED FUNDS	$11,086,963.06	$6,465,119.52
RESTRICTED-ENDOWMENT FUND	$45,520.36	$45,520.36
BUILDING FUND	$464,844.00	$470,246.00
TEMP. RESTRICTED TRK CAMPAIGN	$95,392.00	$134,888.00
TOTAL FUND BALANCE	**$11,692,719.42**	**$7,115,773.88**
TOTAL LIABILITIES AND FUND BALANCE	**$14,703,873.65**	**$9,207,241.05**
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	**$7,115,468.88**	**$6,941,900.01**
NET SURPLUS/(DEFICIT)	**$4,577,250.54**	**$173,873.87**
ENDING FUND BALANCE	**$11,692,719.42**	**$7,115,773.88**

Net Surplus/Deficit is the total of Total Operations and Truck Campaign

Food Bank of the Southern Tier
Cash Flow Forecast
DECEMBER 20 toJUNE 21

WEEK ENDING	RECEIPTS		DISBURSEMENTS		NET CHANGE	BALANCE	
BAL. BROUGHT FORWARD						6,037,578.09	
1/8/2021	35,702.51	D,F	875,804.26	A,B,J,K	(840,101.75)	5,197,476.34	
1/18/2021	318,786.70	D,E,F	129,603.55	B	189,183.15	5,386,659.49	
1/22/2021	43,120.18	D,F,G	231,499.02	A,B	(188,378.84)	5,198,280.65	
1/29/2021	114,499.05	C,D, F, G	76,988.25	B	37,510.80	5,235,791.45	
					0.00	5,235,791.45	
MONTHLY TOTAL	512,108.44		1,313,895.08		(801,786.64)	5,235,791.45	
WEEK ENDING							
2/5/2021	86,636.00	D,F	170,000.00	A,H	(83,364.00)	5,152,427.45	
2/12/2021	190,091.00	D,F,I	35,000.00		155,091.00	5,307,518.45	
2/19/2021	86,636.00	D,F	170,000.00	A,H	(83,364.00)	5,224,154.45	
2/26/2021	86,637.00	D,F	75,000.00		11,637.00	5,235,791.45	
					0.00	5,235,791.45	
MONTHLY TOTAL	450,000.00		450,000.00		0.00	5,235,791.45	
WEEK ENDING							
3/5/2021	76,635.00	D,F	170,000.00	A,H	(93,365.00)	5,142,426.45	
3/12/2021	140,000.00	D,F,I	60,000.00		80,000.00	5,222,426.45	
3/19/2021	96,837.00	D,F	170,000.00	A,H	(73,163.00)	5,149,263.45	
3/26/2021	100,000.00	D,F	30,000.00		70,000.00	5,219,263.45	
3/31/2021	36,528.00		20,000.00		16,528.00	5,235,791.45	
MONTHLY TOTAL	450,000.00		450,000.00		0.00	5,235,791.45	
3 MONTH RECAP	1,412,108.44		2,213,895.08		(801,786.64)	BEGIN BAL	ENDING BAL
MONTH OF FEBRUARY	450,000.00		450,000.00		(450,000.00)	5,235,791.45	0.00
MONTH OF MARCH	450,000.00		450,000.00		0.00	5,235,791.45	0.00
MONTH OF APRIL	450,000.00		450,000.00		0.00	0.00	0.00
6 MONTH RECAP	2,762,108.44		3,563,895.08		(801,786.64)	6,037,578.09	5,235,791.45

A INCLUDES 2 WEEKS PAYROLL $80,471 & $85,666 & $300
B INCLUDES FOOD PURCHASES $75,151 & $76,388 & $128,546 & $57,354
C INCLUDES TEFAP
D A/R PAYMENTS
E INCLUDES HPNAP REIMBURSEMENT $101,041
F DONATIONS/DIRECT MAIL
G INCLUDES NOEP PAYMENT $919 & $909
H FUTURE FOOD PURCHASES
I FUTURE HPNAP REIMBURSEMENTS
J DIRECT MAIL EXPENSE $79,425
K REFILL FUEL TANK $22,774

	PROJECTED CASH FLOW BALANCE	ACTUAL CASH BALANCE
OCTOBER	4,797,524.31	4,909,813.30
NOVEMBER	5,315,702.14	5,415,998.08
DECEMBER	5,215,300.20	6,037,578.09

OCTOBER - REVENUE WAS MORE THAN ANTICIPATED, DONATIONS MORE THAN EXPECTED LAST WEEK OF THE MONTH
EXPENSES WERE ON TARGET

NOVEMBER- REVENUE WAS MORE THAN ANTICIPATED, DONATIONS MORE THAN EXPECTED
EXPENSES WERE ON TARGET

DECEMBER - REVENUE WAS MORE THAN ANTICIPATED, DONATIONS EXCEEDED ONE MILLION DOLLARS
EXPENSES WERE ON TARGET

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
REVENUE						
FOOD DISTRIBUTION						
AGENCIES						
SHARED MAINTENANCE						
GENERAL	$2,069.30	$32,969.55	$40,841.95	$36,972.00	$36,972.00	89 %
HPNAP	$7,982.27	$94,246.59	$102,127.10	$94,255.00	$94,255.00	100 %
TOTAL SHARED MAINTENANCE	$10,051.57	$127,216.14	$142,969.05	$131,227.00	$131,227.00	97 %
WHOLSALE						
GENERAL	$63,670.55	$453,581.51	$822,228.80	$414,151.00	$414,151.00	110 %
HPNAP	$103,537.35	$1,136,255.98	$392,253.78	$1,102,601.00	$1,102,601.00	103 %
HANDLING FEES	$9,322.17	$135,438.03	$58,089.35	$138,022.00	$138,022.00	98 %
TOTAL WHOLESALE	$176,530.07	$1,725,275.52	$1,272,571.93	$1,654,774.00	$1,654,774.00	104 %
TEFAP						
TEFAP INCOME	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85 %
TOTAL TEFAP	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85 %
TOTAL AGENCY FOOD	**$509,496.82**	**$6,445,240.52**	**$3,823,111.21**	**$7,166,061.00**	**$7,166,061.00**	**90 %**
MOBILE FOOD PANTRIES						
SHARED MAINTENANCE						
GENERAL	$85.50	$3,726.62	$45,216.83	$5,000.00	$5,000.00	75 %
HPNAP	$4,922.59	$48,414.08	$181,320.04	$45,698.00	$45,698.00	106 %
TOTAL SHARED MAINTENANCE	$5,008.09	$52,140.70	$226,536.87	$50,698.00	$50,698.00	103 %
WHOLESALE						
HPNAP	$46,673.29	$173,725.79	$63,010.86	$176,227.00	$176,227.00	99 %
HPNAP HANDLING FEES	$3,032.10	$16,941.82	$9,108.04	$18,224.00	$18,224.00	93 %
TOTAL WHOLESALE	$49,705.39	$190,667.61	$72,118.90	$194,451.00	$194,451.00	98 %
TEFAP						
TEFAP FOOD INCOME	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136 %
TOTAL TEFAP	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136 %
TOTAL MOBILE FOOD PANTRY	**$221,956.49**	**$1,737,862.94**	**$2,275,535.00**	**$1,347,946.00**	**$1,347,946.00**	**129 %**
YOUTH PROGRAMS						
BK SHARED MAINTENANCE						
GENERAL	*$191.50*	*$19,456.51*	*$27,072.04*	*$28,092.00*	*$28,092.00*	*69 %*

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
Total SHARED MAINTENANCE	$191.50	$19,456.51	$27,072.04	$28,092.00	$28,092.00	69 %
WHOLESALE						
HPNAP	$584.62	$12,599.89	$0.00	$18,102.00	$18,102.00	70 %
HPNAP HANDLING FEES	$19.20	$1,001.46	$0.00	$1,621.00	$1,621.00	62 %
SUMMER PROGRAMS	$655.72	$74,236.25	$4,224.00	$71,000.00	$71,000.00	105 %
TOTAL WHOLESALE	$1,259.54	$87,837.60	$4,224.00	$90,723.00	$90,723.00	97 %
TEFAP						
TEFAP FOOD INCOME	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169 %
	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169 %
TOTAL YOUTH PROGRAMS	**$9,420.59**	**$221,508.22**	**$101,577.56**	**$186,565.00**	**$186,565.00**	**119 %**
DISASTER RELIEF						
DR-SHARED MAINTENANCE						
GENERAL	$0.00	$1,198.44	$0.00	$2,000.00	$2,000.00	60 %
HPNAP	$694.80	$46,125.76	$0.00	$52,427.00	$52,427.00	88 %
TOTAL SHARED MAINTENANCE	$694.80	$47,324.20	$0.00	$54,427.00	$54,427.00	87 %
WHOLESALE						
HPNAP	$2,184.00	$387,327.39	$0.00	$323,683.00	$323,683.00	120 %
HPNAP HANDLING FEES	$336.85	$43,328.69	$0.00	$30,789.00	$30,789.00	141 %
Total WHOLESALE FOOD	$2,520.85	$430,656.08	$0.00	$354,472.00	$354,472.00	121 %
TEFAP						
TEFAP FOOD INCOME	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88 %
	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88 %
TOTAL DISASTER RELIEF	**$28,567.62**	**$2,104,205.52**	**$0.00**	**$2,258,899.00**	**$2,258,899.00**	**93 %**
TOTAL FOOD DISTRIBUTION	**$769,441.52**	**$10,508,817.20**	**$6,200,223.77**	**$10,959,471.00**	**$10,959,471.00**	**96 %**
DONATED PRODUCT						
DONATED PRODUCT	$273,178.26	$4,956,791.64	$5,026,490.64	$5,372,836.00	$5,372,836.00	92 %
TOTAL DONATED PRODUCT	**$273,178.26**	**$4,956,791.64**	**$5,026,490.64**	**$5,372,836.00**	**$5,372,836.00**	**92 %**
CONTRACTS / PROGRAMS						
HPNAP GENERAL OPERATING						
OPERATIONS SUPPORT	($77.00)	$173,507.33	$94,842.90	$171,018.00	$171,018.00	101 %
HPNAP SANITATION SUPPLIES	$2,191.71	$2,191.71	$1,466.40	$2,200.00	$2,200.00	100 %
TRANSPORTATION GRANT	$4,342.50	$24,016.18	$31,903.88	$19,750.00	$19,750.00	122 %
OPERATING INCOME	$18,519.67	$288,945.08	$217,751.04	$283,864.00	$283,864.00	102 %
JSY OPERATING INCOME	$10,769.28	$131,286.23	$107,694.60	$122,119.00	$122,119.00	108 %

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TOTAL HPNAP OPERATING	**$35,746.16**	**$619,946.53**	**$453,658.82**	**$598,951.00**	**$598,951.00**	**104 %**
OTHER CONTRACTS / PROGRAMS						
CHEMUNG COUNTY	$2,500.00	$30,000.00	$30,000.00	$30,000.00	$30,000.00	100 %
NOEP	$5,285.01	$63,535.46	$66,802.45	$63,135.00	$63,135.00	101 %
TEFAP ADMIN	$62,139.18	$832,494.15	$405,198.15	$814,818.00	$814,818.00	102 %
CFAP ADMIN	$0.00	$4,000.00	$0.00	$0.00	$0.00	0 %
VENISON PROGRAM	$5,950.00	$15,020.00	$7,931.25	$11,307.00	$11,307.00	133 %
TOTAL OTHER CONTRACTS/PGMS	**$75,874.19**	**$945,049.61**	**$509,931.85**	**$919,260.00**	**$919,260.00**	**103 %**
TOTAL CONTRACTS / PROGRAMS	**$111,620.35**	**$1,564,996.14**	**$963,590.67**	**$1,518,211.00**	**$1,518,211.00**	**103 %**
FUNDRAISING / DONATIONS						
CAUSE MARKETING						
CAUSE MARKETING	$9,213.76	$560,784.57	$428,713.53	$459,776.00	$459,776.00	122 %
TOTAL CAUSE MARKETING	$9,213.76	$560,784.57	$428,713.53	$459,776.00	$459,776.00	122 %
SPECIAL EVENTS						
SPECIAL EVENTS	$0.00	$64,551.74	$240,958.92	$100,000.00	$100,000.00	65 %
TOTAL SPECIAL EVENTS	$0.00	$64,551.74	$240,958.92	$100,000.00	$100,000.00	65 %
DIRECT MAIL						
DIRECT MAIL	$359,185.00	$1,844,058.61	$845,267.85	$1,510,876.00	$1,510,876.00	122 %
TOTAL DIRECT MAIL	$359,185.00	$1,844,058.61	$845,267.85	$1,510,876.00	$1,510,876.00	122 %
ONLINE GIVING						
ONLINE GIVING	$316,501.17	$1,378,823.47	$285,476.06	$769,427.00	$769,427.00	179 %
TOTAL ONLINE GIVING	$316,501.17	$1,378,823.47	$285,476.06	$769,427.00	$769,427.00	179 %
PERSONAL SOLICITATION						
PERSONAL SOLICITATION	$41,355.00	$210,449.00	$129,635.00	$150,800.00	$150,800.00	140 %
TOTAL PERSONAL SOLICITATION	$41,355.00	$210,449.00	$129,635.00	$150,800.00	$150,800.00	140 %
GENERAL DEVELOPMENT GRANTS						
OTHER	$35,000.00	$1,605,720.00	$232,496.47	$1,591,131.00	$1,591,131.00	101 %
MOBILE FOOD	$0.00	$13,331.00	$27,369.58	$0.00	$0.00	0 %
CHILD HUNGER	$0.00	$5,832.02	$7,500.00	$0.00	$0.00	0 %
TOTAL GEN DEV GRANTS	$35,000.00	$1,624,883.02	$267,366.05	$1,591,131.00	$1,591,131.00	102 %
WHITE MAIL						
'WHITE MAIL	$349,778.06	$1,745,032.24	$517,546.03	$1,317,419.00	$1,317,419.00	132 %
TOTAL WHITE MAIL	$349,778.06	$1,745,032.24	$517,546.03	$1,317,419.00	$1,317,419.00	132 %

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ALL OTHER PRIVATE SUPPORT						
ALL OTHER PRIVATE SUPPORT	$33,641.94	$340,108.82	$248,972.76	$216,409.00	$216,409.00	157 %
TOTAL ALL OTHER PRIVATE SUPPORT	$33,641.94	$340,108.82	$248,972.76	$216,409.00	$216,409.00	157 %
TOTAL FR/DONATIONS	**$1,144,674.93**	**$7,768,691.47**	**$2,963,936.20**	**$6,115,838.00**	**$6,115,838.00**	**127 %**
OTHER INCOME						
OTHER INCOME						
SALE OF PROPERTY/LAND	$0.00	$175,000.00	$0.00	$175,000.00	$175,000.00	100 %
INTEREST INCOME	$89.03	$9,093.35	$25,670.84	$10,000.00	$10,000.00	91 %
ANNUAL MEMBERSHIP	$0.00	$3,480.00	$4,370.00	$3,550.00	$3,550.00	98 %
AGENCY CONFERENCE	$0.00	$0.00	$2,700.00	$0.00	$0.00	0 %
RENT	$0.00	$9,800.00	$19,250.00	$9,800.00	$9,800.00	100 %
INSURANCE CLAIM INCOME	$0.00	$2,809.73	$0.00	$2,810.00	$2,810.00	100 %
CONFERENCE REIMBURSEMENT	$0.00	$443.95	$5,628.03	$0.00	$0.00	0 %
MISCELLANEOUS	$1,568.60	$26,307.88	$20,786.00	$20,722.00	$20,722.00	127 %
TOTAL OTHER INCOME	**$1,657.63**	**$226,934.91**	**$78,404.87**	**$221,882.00**	**$221,882.00**	**102 %**
TOTAL OTHER INCOME	**$1,657.63**	**$226,934.91**	**$78,404.87**	**$221,882.00**	**$221,882.00**	**102 %**
TOTAL REVENUE	**$2,300,572.69**	**$25,026,231.36**	**$15,232,646.15**	**$24,188,238.00**	**$24,188,238.00**	**103 %**
EXPENSES						
PERSONNEL EXPENSES						
SALARIES	$224,633.42	$2,230,935.34	$2,028,570.21	$2,269,293.00	$2,269,293.00	98 %
FRINGE BENEFITS	$48,041.18	$542,671.58	$506,389.61	$546,947.00	$546,947.00	99 %
CONTRACT EMPLOYMENT	$14,449.83	$111,702.17	$36,060.81	$44,460.00	$44,460.00	251 %
PAYROLL PROCESSING	$443.26	$5,411.89	$5,059.34	$4,100.00	$4,100.00	132 %
RECRUITMENT-ADVERTISING	$15.00	$15.00	$31.00	$400.00	$400.00	4 %
PERSONNEL EXPENSES	$132.00	$1,131.00	$1,563.00	$1,750.00	$1,750.00	65 %
TOTAL PERSONNEL EXPENSES	**$287,714.69**	**$2,891,866.98**	**$2,577,673.97**	**$2,866,950.00**	**$2,866,950.00**	**101 %**
FOOD EXPENSE						
AGENCIES						
WHOLESALE FOOD						
GENERAL	$55,582.43	$395,720.14	$720,089.83	$361,039.00	$361,039.00	110 %
GENERAL	$0.00	$0.00	$0.00	$0.00	$0.00	0 %
HPNAP	$103,537.35	$1,136,255.98	$392,253.78	$1,102,601.00	$1,102,601.00	103 %
TOTAL AGENCIES WHSALE FOOD	$159,119.78	$1,531,976.12	$1,112,343.61	$1,463,640.00	$1,463,640.00	105 %

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TEFAP						
TEFAP FOOD EXPENSE	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85 %
TOTAL AGENCIES TEFAP	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85 %
TOTAL AGENCIES	**$482,034.96**	**$6,124,724.98**	**$3,519,913.84**	**$6,843,700.00**	**$6,843,700.00**	**89 %**
MOBILE FOOD PANTRIES						
MFP SHARED MAINTENANCE						
GENERAL	$85.50	$3,726.62	$45,216.83	$5,000.00	$5,000.00	75 %
TOTAL SHARED MAINTENANCE	$85.50	$3,726.62	$45,216.83	$5,000.00	$5,000.00	75 %
WHOLESALE FOOD						
GENERAL	$0.00	$5,636.24	$21,311.47	$15,836.00	$15,836.00	36 %
HPNAP	$46,673.29	$173,725.79	$63,010.86	$176,227.00	$176,227.00	99 %
TOTAL MFP WHOLESALE FOOD	$46,673.29	$179,362.03	$84,322.33	$192,063.00	$192,063.00	93 %
TEFAP						
TEFAP FOOD EXPENSE	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136 %
TOTAL MFP TEFAP	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136 %
TOTAL MOBILE FOOD PANTRIES	**$214,001.80**	**$1,678,143.28**	**$2,106,418.39**	**$1,299,860.00**	**$1,299,860.00**	**129 %**
YOUTH PROGRAMS						
SHARED MAINTENANCE						
BK GENERAL	$178.01	$19,417.38	$27,072.04	$27,092.00	$27,092.00	72 %
TOTAL SHARED MAINTENANCE	$178.01	$19,417.38	$27,072.04	$27,092.00	$27,092.00	72 %
WHOLESALE FOOD						
BK GENERAL	$8,860.20	$83,167.18	$158,553.80	$84,983.00	$84,983.00	98 %
KFM GENERAL PRODUCE	$0.00	$200.00	$1,623.82	$0.00	$0.00	0 %
HPNAP	$584.62	$12,599.89	$0.00	$18,102.00	$18,102.00	70 %
SCHOOL PANTRY	$282.00	$3,968.55	$11,752.29	$5,000.00	$5,000.00	79 %
BOCES SUMMER PROGRAM	$870.26	$67,782.98	$0.00	$64,680.00	$64,680.00	105 %
TOTAL BKPK WHOLESALE FOOD	$10,597.08	$167,718.60	$171,929.91	$172,765.00	$172,765.00	97 %
TEFAP						
TEFAP FOOD EXPENSE	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169 %
Total TEFAP	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169 %
TOTAL YOUTH PROGRAMS	**$18,744.64**	**$301,350.09**	**$269,283.47**	**$267,607.00**	**$267,607.00**	**113 %**
DISASTER RELIEF						
SHARED MAINTENANCE						
GENERAL	$0.00	$1,198.44	$0.00	$2,000.00	$2,000.00	60 %

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TOTAL SHARED MAINTENANCE	$0.00	$1,198.44	$0.00	$2,000.00	$2,000.00	60 %
WHOLESALE						
HPNAP	$2,184.00	$387,327.39	$0.00	$323,683.00	$323,683.00	120 %
TOTAL WHOLESALE	$2,184.00	$387,327.39	$0.00	$323,683.00	$323,683.00	120 %
TEFAP						
TEFAP FOOD EXPENSE	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88 %
TOTAL TEFAP	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88 %
Total DISASTER RELIEF	$27,535.97	$2,014,751.07	$0.00	$2,175,683.00	$2,175,683.00	93 %
TOTAL FOOD EXPENSE	**$742,317.37**	**$10,118,969.42**	**$5,895,615.70**	**$10,586,850.00**	**$10,586,850.00**	**96 %**
OTHER FOOD EXPENSES						
OTHER FOOD/PROGRAM						
TURKEY DRIVE	$0.00	$61,697.50	$94,711.63	$64,580.00	$64,580.00	96 %
INTERAFFILIATE	$0.00	$2,390.76	$8,370.91	$5,000.00	$5,000.00	48 %
HEALTHY HARVEST	$19,160.00	$43,215.08	$66,050.22	$54,500.00	$54,500.00	79 %
EMERGENCY FOOD BOX	$0.00	$204.59	$617.35	$1,000.00	$1,000.00	20 %
MILK DRIVE	$0.00	$0.00	$1,009.60	$1,000.00	$1,000.00	0 %
VENISON PROCESSING	$5,950.00	$15,020.00	$7,931.25	$11,307.00	$11,307.00	133 %
NYS SUMMER FOOD PROGRAM	$0.00	$0.00	$717.00	$0.00	$0.00	0 %
DISASTER RELIEF	$14,724.00	$508,316.35	$0.00	$515,074.00	$515,074.00	99 %
HEALTHY HARVEST DISASTER	$834.37	$834.37	$0.00	$0.00	$0.00	0 %
INVENTORY ADJUSTMENT	($183.92)	$7,264.31	$3,079.44	$8,000.00	$8,000.00	91 %
PRODUCT PACKAGING	$0.00	$0.00	($5,874.29)	$0.00	$0.00	0 %
AGENCY LINE OF CREDIT	$229.06	$907.61	$691.94	$500.00	$500.00	182 %
TOTAL OTHER FOOD/PROGRAM	**$40,713.51**	**$639,850.57**	**$177,305.05**	**$660,961.00**	**$660,961.00**	**97 %**
PRODUCT ACQUISITION FREIGHT						
PRODUCT FREIGHT	$4,200.00	$18,509.67	$39,089.84	$20,563.00	$20,563.00	90 %
TRANSPORTATION GRANT	$4,342.50	$24,016.18	$31,903.88	$19,750.00	$19,750.00	122 %
TOTAL PRODUCT FREIGHT	**$8,542.50**	**$42,525.85**	**$70,993.72**	**$40,313.00**	**$40,313.00**	**105 %**
TOTAL OTHER FOOD EXPENSES	**$49,256.01**	**$682,376.42**	**$248,298.77**	**$701,274.00**	**$701,274.00**	**97 %**
DONATED PRODUCT						
DONATED PRODUCT	$273,178.26	$4,956,791.64	$5,026,490.64	$5,372,836.00	$5,372,836.00	92 %
TOTAL DONATED PRODUCT	**$273,178.26**	**$4,956,791.64**	**$5,026,490.64**	**$5,372,836.00**	**$5,372,836.00**	**92 %**
WAREHOUSE / DISTRIBUTION						

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VEHICLE						
VEHICLE - FUEL	$2,698.59	$44,500.62	$48,554.52	$52,492.00	$52,492.00	85 %
VEHICLE MAINTENANCE	$3,422.66	$30,465.38	$34,009.60	$31,059.00	$31,059.00	98 %
VEHICLE - INSURANCE	$1,649.64	$19,828.80	$18,520.44	$19,862.00	$19,862.00	100 %
VEHICLE PURCHASE/LEASE	$76,117.00	$247,839.89	$0.00	$247,840.00	$247,840.00	100 %
VEHICLE RENTAL	$0.00	$21,692.33	$0.00	$19,250.00	$19,250.00	113 %
OTHER VEHICLE EXPENSE	$665.75	$6,068.12	$5,529.47	$6,333.00	$6,333.00	96 %
TRUCK WRAP AND DESIGN	$0.00	$0.00	$0.00	$6,274.00	$6,274.00	0 %
TOTAL VEHICLE	**$84,553.64**	**$370,395.14**	**$106,614.03**	**$383,110.00**	**$383,110.00**	**97 %**
WAREHOUSE						
EQUIPMENT MAINTENANCE	$353.90	$22,637.29	$15,922.44	$22,000.00	$22,000.00	103 %
GENERAL SUPPLIES	$0.00	$19,443.99	$10,598.20	$18,500.00	$18,500.00	105 %
MFP SUPPLIES	$0.00	$3,053.31	$2,175.48	$5,000.00	$5,000.00	61 %
MISCELLANEOUS	$478.00	$643.86	$2,282.36	$2,000.00	$2,000.00	32 %
EQUIPMENT PURCHASES	$0.00	$47,839.15	$0.00	$47,587.00	$47,587.00	101 %
TOTAL WAREHOUSE	**$831.90**	**$93,617.60**	**$30,978.48**	**$95,087.00**	**$95,087.00**	**98 %**
PRODUCTION ROOM						
REPACKING SUPPLIES	$0.00	$24,683.55	$13,123.29	$28,500.00	$28,500.00	87 %
SANITATION SUPPLIES	$182.64	$3,723.45	$1,521.31	$4,650.00	$4,650.00	80 %
MISCELLANEOUS	$0.00	$0.00	$86.30	$0.00	$0.00	0 %
TOTAL PRODUCTION ROOM	**$182.64**	**$28,407.00**	**$14,730.90**	**$33,150.00**	**$33,150.00**	**86 %**
TOTAL WHRS / DISTRIB	**$85,568.18**	**$492,419.74**	**$152,323.41**	**$511,347.00**	**$511,347.00**	**96 %**
GENERAL OPERATIONS						
BUILDING						
INSURANCE	$4,540.22	$51,029.41	$44,951.18	$50,930.00	$50,930.00	100 %
UTILITIES	$6,586.07	$77,130.39	$74,576.88	$73,250.00	$73,250.00	105 %
PHYSICAL PLANT MAINT/REPAIRS	$687.60	$19,351.16	$11,118.64	$23,500.00	$23,500.00	82 %
PHYSICAL GROUNDS MAINTENANCE	$0.00	$909.68	$587.17	$1,645.00	$1,645.00	55 %
EXTERMINATOR	$300.50	$4,156.00	$4,472.30	$5,000.00	$5,000.00	83 %
JANITORIAL	$2,402.94	$25,244.23	$22,881.55	$28,000.00	$28,000.00	90 %
RUBBISH & TRASH REMOVAL	$882.50	$9,326.50	$8,962.00	$7,100.00	$7,100.00	131 %
OTHER OCCUPANCY EXPENSE	$1,546.40	$3,089.96	$1,541.69	$1,600.00	$1,600.00	193 %
TOTAL BUILDING	**$16,946.23**	**$190,237.33**	**$169,091.41**	**$191,025.00**	**$191,025.00**	**100 %**
GENERAL OFFICE						
OFFICE SUPPLIES	$5,028.07	$24,750.35	$19,332.99	$31,753.00	$31,753.00	78 %
PROGRAM & EDUCATIONAL	$37.99	$28,333.62	$7,710.16	$30,428.00	$30,428.00	93 %
POSTAGE & MAILING	$1,111.93	$14,591.62	$9,285.91	$18,500.00	$18,500.00	79 %

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OFFICE EQUIPMENT / FURNITURE	$2,484.00	$4,749.73	$7,946.98	$12,914.00	$12,914.00	37 %
COMPUTER EQUIPMENT	$922.03	$13,226.34	$11,636.03	$11,450.00	$11,450.00	116 %
FOOD SUPPLIES	($1,483.78)	$388.52	$576.76	$800.00	$800.00	49 %
BANK CHGS / SCVS FEES	$7,971.38	$52,263.96	$22,405.49	$44,650.00	$44,650.00	117 %
MISCELLANEOUS	$3,416.80	$5,324.11	$666.09	$1,050.00	$1,050.00	507 %
TOTAL GENERAL OFFICE	**$19,488.42**	**$143,628.25**	**$79,560.41**	**$151,545.00**	**$151,545.00**	**95 %**
TECHNOLOGY/SERVICES						
INTERNET SERV/COMM	$315.95	$3,633.38	$2,615.69	$2,636.00	$2,636.00	138 %
EQUIPMENT LEASE & REPAIR	$132.00	$6,201.23	$6,569.15	$6,505.00	$6,505.00	95 %
MEMBERSHIP FEES/DUES	$1,006.26	$13,966.05	$22,855.43	$19,820.00	$19,820.00	70 %
LICENSEING FEES	$8,415.89	$40,657.93	$36,686.58	$51,012.00	$51,012.00	80 %
TELEPHONE	$999.67	$8,668.12	$7,654.86	$8,456.00	$8,456.00	103 %
TOTAL TECHNOLOGY/SERVICES	**$10,869.77**	**$73,126.71**	**$76,381.71**	**$88,429.00**	**$88,429.00**	**83 %**
STAFF EXPENSES						
CONFERENCES	$0.00	$2,988.92	$28,085.41	$2,864.00	$2,864.00	104 %
STAFF DEVELOPMENT	$398.00	$12,858.58	$11,212.97	$12,340.00	$12,340.00	104 %
MILEAGE	$0.00	$7,574.27	$18,918.37	$10,562.00	$10,562.00	72 %
HOST FOOD & BEVERAGE	$354.07	$10,524.53	$5,641.76	$10,800.00	$10,800.00	97 %
SUBCRIPTIONS & PUBLICATIONS	$162.25	$282.23	$899.55	$0.00	$0.00	0 %
Total STAFF EXPENSES	**$914.32**	**$34,228.53**	**$64,758.06**	**$36,566.00**	**$36,566.00**	**94 %**
CONTRACT SERVICES						
ACCOUNTING	$15,416.66	$185,000.00	$190,000.08	$185,000.00	$185,000.00	100 %
HUMAN RESOURCES	$2,949.33	$35,392.00	$34,200.04	$35,392.00	$35,392.00	100 %
TECHNOLOGY	$2,313.25	$27,759.00	$26,437.08	$27,759.00	$27,759.00	100 %
COMPLIANCE	$2,188.00	$26,256.00	$24,386.04	$26,256.00	$26,256.00	100 %
HRIS	$0.00	$0.00	$0.00	$1,749.00	$1,749.00	0 %
LEGAL	$0.00	$3,685.59	$2,443.50	$3,011.00	$3,011.00	122 %
AUDIT	$1,000.00	$11,010.00	$10,740.00	$11,000.00	$11,000.00	100 %
OTHER	$4,020.00	$71,694.48	$42,362.03	$113,811.00	$113,811.00	63 %
TOTAL CONTRACT SERVICES	**$27,887.24**	**$360,797.07**	**$330,568.77**	**$403,978.00**	**$403,978.00**	**89 %**
MISCELLANEOUS						
PROVISION FOR DOUBTFUL ACCTS.	$0.00	$0.00	($5,978.96)	$0.00	$0.00	0 %
TOTAL MISCELLANEOUS	**$0.00**	**$0.00**	**($5,978.96)**	**$0.00**	**$0.00**	**0 %**
TOTAL GENERAL OPERATIONS	**$76,105.98**	**$802,017.89**	**$714,381.40**	**$871,543.00**	**$871,543.00**	**92 %**
DEVELOPMENT/PR						
SPECIAL EVENTS						

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
CANSTRUCTION	$0.00	$0.00	$9,314.58	$0.00	$0.00	0 %
EMPTY BOWLS	$0.00	$0.00	$390.00	$0.00	$0.00	0 %
OTHER MISC. EVENT EXPENSE	$189.99	$14,378.42	$44,212.61	$30,350.00	$30,350.00	47 %
TOTAL SPECIAL EVENTS	**$189.99**	**$14,378.42**	**$53,917.19**	**$30,350.00**	**$30,350.00**	**47 %**
DIRECT MAIL						
DIRECT MAIL	$49,925.34	$280,539.96	$243,141.91	$283,662.00	$283,662.00	99 %
DIGITAL SERVICES	$0.00	$7,319.01	$29,770.10	$8,325.00	$8,325.00	88 %
TOTAL DIRECT MAIL	**$49,925.34**	**$287,858.97**	**$272,912.01**	**$291,987.00**	**$291,987.00**	**99 %**
GEN. DEVELOPMENT / PR EXPENSE						
PUBLIC RELATIONS	$0.00	$5,465.33	$10,613.79	$5,150.00	$5,150.00	106 %
ADVERTISING/PROMOTIONS	$34,975.79	$88,188.61	$37,612.14	$78,146.00	$78,146.00	113 %
VOLUNTEER RECGONITION	$0.00	$10,344.10	$5,177.20	$12,700.00	$12,700.00	81 %
ANNUAL MEETING	$0.00	$0.00	$5,300.32	$0.00	$0.00	0 %
CIRCLE TO FEED HOPE	$0.00	$17,069.76	$9,636.03	$15,000.00	$15,000.00	114 %
TURKEY DRIVE	$0.00	$0.00	$0.00	$1,000.00	$1,000.00	0 %
TOTAL GEN. DEV. / PR EXPENSE	**$34,975.79**	**$121,067.80**	**$68,339.48**	**$111,996.00**	**$111,996.00**	**108 %**
TOTAL DEVELOPMENT/PR	**$85,091.12**	**$423,305.19**	**$395,168.68**	**$434,333.00**	**$434,333.00**	**97 %**
ADVOCACY & EDUCATION						
ADVOCACY GROUP/SPEAKERS	$1,700.00	$1,963.13	$8,084.78	$2,000.00	$2,000.00	98 %
TOTAL ADVOCACY & EDUCATION	**$1,700.00**	**$1,963.13**	**$8,084.78**	**$2,000.00**	**$2,000.00**	**98 %**
HPNAP OPERATION SUPPORT/SANI SUPP						
OPERATION SUPPORT	($77.00)	$173,507.33	$94,842.90	$171,018.00	$171,018.00	101 %
FBST OPERATION SUPPORT	$0.00	$19,504.43	$542.53	$19,546.00	$19,546.00	100 %
SANITATION SUPPLIES	$2,191.71	$2,191.71	$1,466.40	$2,200.00	$2,200.00	100 %
TOTAL HPNAP OPERATION SUP.	**$2,114.71**	**$195,203.47**	**$96,851.83**	**$192,764.00**	**$192,764.00**	**101 %**
TOTAL EXPENSES	**$1,603,046.32**	**$20,564,913.88**	**$15,114,889.18**	**$21,539,897.00**	**$21,539,897.00**	**95 %**
NET BEFORE CAP CAMP ALLOC	**$697,526.37**	**$4,461,317.48**	**$117,756.97**	**$2,648,341.00**	**$2,648,341.00**	**168 %**
CAPITAL CAMPAIGN ALLOCATIONS						
BACKPACK PROGRAM	$0.00	$0.00	$34,422.00	$0.00	$0.00	0 %
PERSONNEL	$4,035.91	$48,430.92	$75,749.64	$48,431.00	$48,431.00	100 %
CAPITAL CAMPAIGN ALLOCATIONS	**$4,035.91**	**$48,430.92**	**$110,171.64**	**$48,431.00**	**$48,431.00**	**100 %**
CAPITAL EXPENSES						

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
CAPTIAL EQUIPMENT	$0.00	$0.00	$15,295.00	$0.00	$0.00	0 %
CAPITAL IMPROVEMENTS	$0.00	$17,173.50	$62,700.00	$17,000.00	$17,000.00	101 %
Total CAPITAL EXP.	**$0.00**	**$17,173.50**	**$77,995.00**	**$17,000.00**	**$17,000.00**	**101 %**
NET BEFORE NON-OPERATING	**$701,562.28**	**$4,492,574.90**	**$149,933.61**	**$2,679,772.00**	**$2,679,772.00**	**168 %**
NON-OPERATING ADJUST.						
DEPRECIATION/AMORTIZATION	($30,986.93)	($371,843.40)	($328,450.84)	$0.00	$0.00	0 %
EQUIPMENT/FURNITURE PURCHASES	($76,117.00)	($291,718.99)	($15,322.50)	$0.00	$0.00	0 %
CAPITAL IMPROVEMENTS	$0.00	($17,173.50)	($62,700.00)	$0.00	$0.00	0 %
INVESTMENT GAIN/LOSS	$70,811.02	$187,121.97	$294,156.24	$0.00	$0.00	0 %
RELEASE FROM TEMP RESTRICT	($4,035.91)	($48,430.92)	($110,171.64)	$0.00	$0.00	0 %
TOTAL NON-OPER ADJUST	**$111,905.18**	**$75,740.14**	**($66,443.74)**	**$0.00**	**$0.00**	**0 %**
NET SURPLUS/(DEFICIT)	**$813,467.46**	**$4,568,315.04**	**$83,489.87**	**$2,679,772.00**	**$2,679,772.00**	**170 %**

Food Bank of the Southern Tier
Income Statement
FOOD BANK OPERATIONS - 31

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
REVENUE						
FOOD DISTRIBUTION						
AGENCIES						
SHARED MAINTENANCE						
GENERAL	$2,069.30	$32,969.55	$40,841.95	$36,972.00	$36,972.00	89%
HPNAP	$7,982.27	$94,246.59	$102,127.10	$94,255.00	$94,255.00	100%
TOTAL SHARED MAINTENANCE	$10,051.57	$127,216.14	$142,969.05	$131,227.00	$131,227.00	97%
WHOLSALE						
GENERAL	$63,670.55	$453,581.51	$822,228.80	$414,151.00	$414,151.00	110%
HPNAP	$103,537.35	$1,136,255.98	$392,253.78	$1,102,601.00	$1,102,601.00	103%
HANDLING FEES	$9,322.17	$135,438.03	$58,089.35	$138,022.00	$138,022.00	98%
TOTAL WHOLESALE	$176,530.07	$1,725,275.52	$1,272,571.93	$1,654,774.00	$1,654,774.00	104%
TEFAP						
TEFAP INCOME	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85%
TOTAL TEFAP	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85%
TOTAL AGENCY FOOD	**$509,496.82**	**$6,445,240.52**	**$3,823,111.21**	**$7,166,061.00**	**$7,166,061.00**	**90%**
MOBILE FOOD PANTRIES						
SHARED MAINTENANCE						
GENERAL	$85.50	$3,726.62	$45,216.83	$5,000.00	$5,000.00	75%
HPNAP	$4,922.59	$48,414.08	$181,320.04	$45,698.00	$45,698.00	106%
TOTAL SHARED MAINTENANCE	$5,008.09	$52,140.70	$226,536.87	$50,698.00	$50,698.00	103%
WHOLESALE						
HPNAP	$46,673.29	$173,725.79	$63,010.86	$176,227.00	$176,227.00	99%
HPNAP HANDLING FEES	$3,032.10	$16,941.82	$9,108.04	$18,224.00	$18,224.00	93%
TOTAL WHOLESALE	$49,705.39	$190,667.61	$72,118.90	$194,451.00	$194,451.00	98%
TEFAP						
TEFAP FOOD INCOME	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136%
TOTAL TEFAP	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136%
TOTAL MOBILE FOOD PANTRY	**$221,956.49**	**$1,737,862.94**	**$2,275,535.00**	**$1,347,946.00**	**$1,347,946.00**	**129%**
YOUTH PROGRAMS						
BK SHARED MAINTENANCE						
GENERAL	*$191.50*	*$19,456.51*	*$27,072.04*	*$28,092.00*	*$28,092.00*	*69%*
Total SHARED MAINTENANCE	$191.50	$19,456.51	$27,072.04	$28,092.00	$28,092.00	69%
WHOLESALE						

Food Bank of the Southern Tier
Income Statement
FOOD BANK OPERATIONS - 31

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
HPNAP	$584.62	$12,599.89	$0.00	$18,102.00	$18,102.00	70%
HPNAP HANDLING FEES	$19.20	$1,001.46	$0.00	$1,621.00	$1,621.00	62%
SUMMER PROGRAMS	$655.72	$74,236.25	$4,224.00	$71,000.00	$71,000.00	105%
TOTAL WHOLESALE	$1,259.54	$87,837.60	$4,224.00	$90,723.00	$90,723.00	97%
TEFAP						
TEFAP FOOD INCOME	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169%
	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169%
TOTAL YOUTH PROGRAMS	**$9,420.59**	**$221,508.22**	**$101,577.56**	**$186,565.00**	**$186,565.00**	**119%**
TOTAL FOOD DISTRIBUTION	**$740,873.90**	**$8,404,611.68**	**$6,200,223.77**	**$8,700,572.00**	**$8,700,572.00**	**97%**
DONATED PRODUCT						
DONATED PRODUCT	$273,178.26	$4,956,791.64	$5,026,490.64	$5,372,836.00	$5,372,836.00	92%
TOTAL DONATED PRODUCT	**$273,178.26**	**$4,956,791.64**	**$5,026,490.64**	**$5,372,836.00**	**$5,372,836.00**	**92%**
CONTRACTS / PROGRAMS						
HPNAP GENERAL OPERATING						
OPERATIONS SUPPORT	($77.00)	$173,507.33	$94,842.90	$171,018.00	$171,018.00	101%
HPNAP SANITATION SUPPLIES	$2,191.71	$2,191.71	$1,466.40	$2,200.00	$2,200.00	100%
TRANSPORTATION GRANT	$4,342.50	$24,016.18	$31,903.88	$19,750.00	$19,750.00	122%
OPERATING INCOME	$18,519.67	$288,945.08	$217,751.04	$283,864.00	$283,864.00	102%
JSY OPERATING INCOME	$10,769.28	$131,286.23	$107,694.60	$122,119.00	$122,119.00	108%
TOTAL HPNAP OPERATING	**$35,746.16**	**$619,946.53**	**$453,658.82**	**$598,951.00**	**$598,951.00**	**104%**
OTHER CONTRACTS / PROGRAMS						
CHEMUNG COUNTY	$2,500.00	$30,000.00	$30,000.00	$30,000.00	$30,000.00	100%
NOEP	$5,285.01	$63,535.46	$66,802.45	$63,135.00	$63,135.00	101%
TEFAP ADMIN	$62,139.18	$463,105.24	$405,198.15	$445,429.00	$445,429.00	104%
CFAP ADMIN	$0.00	$4,000.00	$0.00	$0.00	$0.00	0%
VENISON PROGRAM	$5,950.00	$15,020.00	$7,931.25	$11,307.00	$11,307.00	133%
TOTAL OTHER CONTRACTS/PGMS	**$75,874.19**	**$575,660.70**	**$509,931.85**	**$549,871.00**	**$549,871.00**	**105%**
TOTAL CONTRACTS / PROGRAMS	**$111,620.35**	**$1,195,607.23**	**$963,590.67**	**$1,148,822.00**	**$1,148,822.00**	**104%**
FUNDRAISING / DONATIONS						
CAUSE MARKETING						
CAUSE MARKETING	$9,213.76	$560,784.57	$428,713.53	$451,792.00	$451,792.00	124%
TOTAL CAUSE MARKETING	$9,213.76	$560,784.57	$428,713.53	$451,792.00	$451,792.00	124%
SPECIAL EVENTS						
SPECIAL EVENTS	$0.00	$64,551.74	$240,958.92	$100,000.00	$100,000.00	65%
TOTAL SPECIAL EVENTS	$0.00	$64,551.74	$240,958.92	$100,000.00	$100,000.00	65%

Food Bank of the Southern Tier
Income Statement
FOOD BANK OPERATIONS - 31

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
DIRECT MAIL						
DIRECT MAIL	$359,185.00	$1,836,044.61	$845,267.85	$1,510,876.00	$1,510,876.00	122%
TOTAL DIRECT MAIL	$359,185.00	$1,836,044.61	$845,267.85	$1,510,876.00	$1,510,876.00	122%
ONLINE GIVING						
ONLINE GIVING	$316,501.17	$972,879.99	$285,476.06	$392,720.00	$392,720.00	248%
TOTAL ONLINE GIVING	$316,501.17	$972,879.99	$285,476.06	$392,720.00	$392,720.00	248%
PERSONAL SOLICITATION						
PERSONAL SOLICITATION	$41,355.00	$174,649.00	$129,635.00	$115,000.00	$115,000.00	152%
TOTAL PERSONAL SOLICITATION	$41,355.00	$174,649.00	$129,635.00	$115,000.00	$115,000.00	152%
GENERAL DEVELOPMENT GRANTS						
OTHER	$35,000.00	$556,756.00	$232,496.47	$542,167.00	$542,167.00	103%
MOBILE FOOD	$0.00	$13,331.00	$27,369.58	$0.00	$0.00	0%
CHILD HUNGER	$0.00	$5,832.02	$7,500.00	$0.00	$0.00	0%
TOTAL GEN DEV GRANTS	$35,000.00	$575,919.02	$267,366.05	$542,167.00	$542,167.00	106%
WHITE MAIL						
'WHITE MAIL	$349,778.06	$1,308,988.24	$517,546.03	$894,875.00	$894,875.00	146%
TOTAL WHITE MAIL	$349,778.06	$1,308,988.24	$517,546.03	$894,875.00	$894,875.00	146%
ALL OTHER PRIVATE SUPPORT						
ALL OTHER PRIVATE SUPPORT	$33,641.94	$319,705.82	$248,972.76	$196,006.00	$196,006.00	163%
TOTAL ALL OTHER PRIVATE SUPPORT	$33,641.94	$319,705.82	$248,972.76	$196,006.00	$196,006.00	163%
TOTAL FR/DONATIONS	**$1,144,674.93**	**$5,813,522.99**	**$2,963,936.20**	**$4,203,436.00**	**$4,203,436.00**	**138%**
OTHER INCOME						
OTHER INCOME						
SALE OF PROPERTY/LAND	$0.00	$175,000.00	$0.00	$175,000.00	$175,000.00	100%
INTEREST INCOME	$89.03	$9,093.35	$25,670.84	$10,000.00	$10,000.00	91%
ANNUAL MEMBERSHIP	$0.00	$3,480.00	$4,370.00	$3,550.00	$3,550.00	98%
AGENCY CONFERENCE	$0.00	$0.00	$2,700.00	$0.00	$0.00	0%
RENT	$0.00	$9,800.00	$19,250.00	$9,800.00	$9,800.00	100%
INSURANCE CLAIM INCOME	$0.00	$2,809.73	$0.00	$2,810.00	$2,810.00	100%
CONFERENCE REIMBURSEMENT	$0.00	$443.95	$5,628.03	$0.00	$0.00	0%
MISCELLANEOUS	$1,568.60	$26,307.88	$20,786.00	$20,722.00	$20,722.00	127%
TOTAL OTHER INCOME	**$1,657.63**	**$226,934.91**	**$78,404.87**	**$221,882.00**	**$221,882.00**	**102%**
TOTAL OTHER INCOME	**$1,657.63**	**$226,934.91**	**$78,404.87**	**$221,882.00**	**$221,882.00**	**102%**
TOTAL REVENUE	**$2,272,005.07**	**$20,597,468.45**	**$15,232,646.15**	**$19,647,548.00**	**$19,647,548.00**	**105%**

Food Bank of the Southern Tier
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FOOD BANK OPERATIONS - 31

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
EXPENSES						
PERSONNEL EXPENSES						
SALARIES	$218,757.30	$2,135,805.95	$2,028,570.21	$2,148,333.00	$2,148,333.00	99%
FRINGE BENEFITS	$47,419.54	$535,260.88	$506,389.61	$536,867.00	$536,867.00	100%
CONTRACT EMPLOYMENT	$6,343.75	$64,346.82	$36,060.81	$7,500.00	$7,500.00	858%
PAYROLL PROCESSING	$443.26	$5,411.89	$5,059.34	$4,100.00	$4,100.00	132%
RECRUITMENT-ADVERTISING	$15.00	$15.00	$31.00	$400.00	$400.00	4%
PERSONNEL EXPENSES	$132.00	$1,131.00	$1,563.00	$1,750.00	$1,750.00	65%
TOTAL PERSONNEL EXPENSES	**$273,110.85**	**$2,741,971.54**	**$2,577,673.97**	**$2,698,950.00**	**$2,698,950.00**	**102%**
FOOD EXPENSE						
AGENCIES						
WHOLESALE FOOD						
GENERAL	$55,582.43	$395,720.14	$720,089.83	$361,039.00	$361,039.00	110%
GENERAL	$0.00	$186.99	$0.00	$0.00	$0.00	0%
HPNAP	$103,537.35	$1,136,255.98	$392,253.78	$1,102,601.00	$1,102,601.00	103%
TOTAL AGENCIES WHSALE FOOD	$159,119.78	$1,532,163.11	$1,112,343.61	$1,463,640.00	$1,463,640.00	105%
TEFAP						
TEFAP FOOD EXPENSE	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85%
TOTAL AGENCIES TEFAP	$322,915.18	$4,592,748.86	$2,407,570.23	$5,380,060.00	$5,380,060.00	85%
TOTAL AGENCIES	**$482,034.96**	**$6,124,911.97**	**$3,519,913.84**	**$6,843,700.00**	**$6,843,700.00**	**89%**
MOBILE FOOD PANTRIES						
MFP SHARED MAINTENANCE						
GENERAL	$85.50	$3,726.62	$45,216.83	$5,000.00	$5,000.00	75%
TOTAL SHARED MAINTENANCE	$85.50	$3,726.62	$45,216.83	$5,000.00	$5,000.00	75%
WHOLESALE FOOD						
GENERAL	$0.00	$5,636.24	$21,311.47	$15,836.00	$15,836.00	36%
HPNAP	$46,673.29	$173,725.79	$63,010.86	$176,227.00	$176,227.00	99%
TOTAL MFP WHOLESALE FOOD	$46,673.29	$179,362.03	$84,322.33	$192,063.00	$192,063.00	93%
TEFAP						
TEFAP FOOD EXPENSE	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136%
TOTAL MFP TEFAP	$167,243.01	$1,495,054.63	$1,976,879.23	$1,102,797.00	$1,102,797.00	136%
TOTAL MOBILE FOOD PANTRIES	**$214,001.80**	**$1,678,143.28**	**$2,106,418.39**	**$1,299,860.00**	**$1,299,860.00**	**129%**
YOUTH PROGRAMS						
SHARED MAINTENANCE						
BK GENERAL	$178.01	$19,417.38	$27,072.04	$27,092.00	$27,092.00	72%

Food Bank of the Southern Tier
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	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
TOTAL SHARED MAINTENANCE	$178.01	$19,417.38	$27,072.04	$27,092.00	$27,092.00	72%
WHOLESALE FOOD						
BK GENERAL	$8,860.20	$83,167.18	$158,553.80	$84,983.00	$84,983.00	98%
KFM GENERAL PRODUCE	$0.00	$200.00	$1,623.82	$0.00	$0.00	0%
HPNAP	$584.62	$12,599.89	$0.00	$18,102.00	$18,102.00	70%
SCHOOL PANTRY	$282.00	$3,968.55	$11,752.29	$5,000.00	$5,000.00	79%
BOCES SUMMER PROGRAM	$870.26	$67,782.98	$0.00	$64,680.00	$64,680.00	105%
TOTAL BKPK WHOLESALE FOOD	$10,597.08	$167,718.60	$171,929.91	$172,765.00	$172,765.00	97%
TEFAP						
TEFAP FOOD EXPENSE	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169%
Total TEFAP	$7,969.55	$114,214.11	$70,281.52	$67,750.00	$67,750.00	169%
TOTAL YOUTH PROGRAMS	**$18,744.64**	**$301,350.09**	**$269,283.47**	**$267,607.00**	**$267,607.00**	**113%**
TOTAL FOOD EXPENSE	**$714,781.40**	**$8,104,405.34**	**$5,895,615.70**	**$8,411,167.00**	**$8,411,167.00**	**96%**
OTHER FOOD EXPENSES						
OTHER FOOD/PROGRAM						
TURKEY DRIVE	$0.00	$61,697.50	$94,711.63	$64,580.00	$64,580.00	96%
INTERAFFILIATE	$0.00	$2,390.76	$8,370.91	$5,000.00	$5,000.00	48%
HEALTHY HARVEST	$19,160.00	$43,215.08	$66,050.22	$54,500.00	$54,500.00	79%
EMERGENCY FOOD BOX	$0.00	$204.59	$617.35	$1,000.00	$1,000.00	20%
MILK DRIVE	$0.00	$0.00	$1,009.60	$1,000.00	$1,000.00	0%
VENISON PROCESSING	$5,950.00	$15,020.00	$7,931.25	$11,307.00	$11,307.00	133%
NYS SUMMER FOOD PROGRAM	$0.00	$0.00	$717.00	$0.00	$0.00	0%
INVENTORY ADJUSTMENT	($183.92)	$7,264.31	$3,079.44	$8,000.00	$8,000.00	91%
PRODUCT PACKAGING	$0.00	$0.00	($5,874.29)	$0.00	$0.00	0%
AGENCY LINE OF CREDIT	$229.06	$907.61	$691.94	$500.00	$500.00	182%
TOTAL OTHER FOOD/PROGRAM	**$25,155.14**	**$130,699.85**	**$177,305.05**	**$145,887.00**	**$145,887.00**	**90%**
PRODUCT ACQUISITION FREIGHT						
PRODUCT FREIGHT	$4,200.00	$16,395.00	$39,089.84	$18,448.00	$18,448.00	89%
TRANSPORTATION GRANT	$4,342.50	$24,016.18	$31,903.88	$19,750.00	$19,750.00	122%
TOTAL PRODUCT FREIGHT	**$8,542.50**	**$40,411.18**	**$70,993.72**	**$38,198.00**	**$38,198.00**	**106%**
TOTAL OTHER FOOD EXPENSES	**$33,697.64**	**$171,111.03**	**$248,298.77**	**$184,085.00**	**$184,085.00**	**93%**
DONATED PRODUCT						
DONATED PRODUCT	$273,178.26	$4,956,791.64	$5,026,490.64	$5,372,836.00	$5,372,836.00	92%
TOTAL DONATED PRODUCT	**$273,178.26**	**$4,956,791.64**	**$5,026,490.64**	**$5,372,836.00**	**$5,372,836.00**	**92%**
WAREHOUSE / DISTRIBUTION						
VEHICLE						
VEHICLE - FUEL	$2,698.59	$44,003.00	$48,554.52	$51,992.00	$51,992.00	85%

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FOOD BANK OPERATIONS - 31

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
VEHICLE MAINTENANCE	$3,422.66	$30,465.38	$34,009.60	$31,059.00	$31,059.00	98%
VEHICLE - INSURANCE	$1,649.64	$19,828.80	$18,520.44	$19,862.00	$19,862.00	100%
OTHER VEHICLE EXPENSE	$665.75	$6,041.05	$5,529.47	$6,333.00	$6,333.00	95%
TOTAL VEHICLE	**$8,436.64**	**$100,338.23**	**$106,614.03**	**$109,246.00**	**$109,246.00**	**92%**
WAREHOUSE						
EQUIPMENT MAINTENANCE	$353.90	$22,637.29	$15,922.44	$22,000.00	$22,000.00	103%
GENERAL SUPPLIES	$0.00	$12,819.29	$10,598.20	$11,000.00	$11,000.00	117%
MFP SUPPLIES	$0.00	$1,899.76	$2,175.48	$3,500.00	$3,500.00	54%
MISCELLANEOUS	$478.00	$643.86	$2,282.36	$2,000.00	$2,000.00	32%
EQUIPMENT PURCHASES	$0.00	($1.60)	$0.00	$0.00	$0.00	0%
TOTAL WAREHOUSE	**$831.90**	**$37,998.60**	**$30,978.48**	**$38,500.00**	**$38,500.00**	**99%**
PRODUCTION ROOM						
REPACKING SUPPLIES	$0.00	$6,027.55	$13,123.29	$9,500.00	$9,500.00	63%
SANITATION SUPPLIES	$182.64	$1,573.40	$1,521.31	$2,500.00	$2,500.00	63%
MISCELLANEOUS	$0.00	$0.00	$86.30	$0.00	$0.00	0%
TOTAL PRODUCTION ROOM	**$182.64**	**$7,600.95**	**$14,730.90**	**$12,000.00**	**$12,000.00**	**63%**
TOTAL WHRS / DISTRIB	**$9,451.18**	**$145,937.78**	**$152,323.41**	**$159,746.00**	**$159,746.00**	**91%**
GENERAL OPERATIONS						
BUILDING						
INSURANCE	$4,540.22	$51,029.41	$44,951.18	$50,930.00	$50,930.00	100%
UTILITIES	$6,586.07	$77,130.39	$74,576.88	$73,250.00	$73,250.00	105%
PHYSICAL PLANT MAINT/REPAIRS	$687.60	$4,379.97	$11,118.64	$8,000.00	$8,000.00	55%
PHYSICAL GROUNDS MAINTENANCE	$0.00	$114.50	$587.17	$850.00	$850.00	13%
EXTERMINATOR	$300.50	$4,156.00	$4,472.30	$5,000.00	$5,000.00	83%
JANITORIAL	$1,752.94	$21,409.69	$22,881.55	$23,800.00	$23,800.00	90%
RUBBISH & TRASH REMOVAL	$882.50	$9,258.50	$8,962.00	$7,000.00	$7,000.00	132%
OTHER OCCUPANCY EXPENSE	$1,546.40	$3,089.96	$1,541.69	$1,600.00	$1,600.00	193%
TOTAL BUILDING	**$16,296.23**	**$170,568.42**	**$169,091.41**	**$170,430.00**	**$170,430.00**	**100%**
GENERAL OFFICE						
OFFICE SUPPLIES	$4,853.14	$17,396.61	$19,332.99	$24,653.00	$24,653.00	71%
PROGRAM & EDUCATIONAL	$37.99	$14,451.83	$7,710.16	$13,678.00	$13,678.00	106%
POSTAGE & MAILING	$226.63	$11,048.32	$9,285.91	$13,500.00	$13,500.00	82%
OFFICE EQUIPMENT / FURNITURE	$0.00	$73.98	$7,946.98	$0.00	$0.00	0%
COMPUTER EQUIPMENT	$922.03	$12,265.41	$11,636.03	$10,450.00	$10,450.00	117%
FOOD SUPPLIES	($1,483.78)	$388.52	$576.76	$800.00	$800.00	49%
BANK CHGS / SCVS FEES	$7,971.38	$52,263.96	$22,405.49	$44,650.00	$44,650.00	117%
MISCELLANEOUS	$3,416.80	$5,324.11	$666.09	$1,050.00	$1,050.00	507%
TOTAL GENERAL OFFICE	**$15,944.19**	**$113,212.74**	**$79,560.41**	**$108,781.00**	**$108,781.00**	**104%**

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	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
TECHNOLOGY/SERVICES						
INTERNET SERV/COMM	$315.95	$3,633.38	$2,615.69	$2,636.00	$2,636.00	138%
EQUIPMENT LEASE & REPAIR	$132.00	$5,564.68	$6,569.15	$6,265.00	$6,265.00	89%
MEMBERSHIP FEES/DUES	$1,006.26	$13,966.05	$22,855.43	$19,820.00	$19,820.00	70%
LICENSEING FEES	$8,415.89	$40,657.93	$36,686.58	$51,012.00	$51,012.00	80%
TELEPHONE	$923.74	$7,851.16	$7,654.86	$7,606.00	$7,606.00	103%
TOTAL TECHNOLOGY/SERVICES	**$10,793.84**	**$71,673.20**	**$76,381.71**	**$87,339.00**	**$87,339.00**	**82%**
STAFF EXPENSES						
CONFERENCES	$0.00	$2,988.92	$28,085.41	$2,864.00	$2,864.00	104%
STAFF DEVELOPMENT	$398.00	$12,858.58	$11,212.97	$12,340.00	$12,340.00	104%
MILEAGE	$0.00	$3,326.41	$18,918.37	$5,262.00	$5,262.00	63%
HOST FOOD & BEVERAGE	$354.07	$1,953.96	$5,641.76	$1,800.00	$1,800.00	109%
SUBCRIPTIONS & PUBLICATIONS	$0.00	$49.99	$899.55	$0.00	$0.00	0%
Total STAFF EXPENSES	**$752.07**	**$21,177.86**	**$64,758.06**	**$22,266.00**	**$22,266.00**	**95%**
CONTRACT SERVICES						
ACCOUNTING	$15,416.66	$185,000.00	$190,000.08	$185,000.00	$185,000.00	100%
HUMAN RESOURCES	$2,949.33	$35,392.00	$34,200.04	$35,392.00	$35,392.00	100%
TECHNOLOGY	$2,313.25	$27,759.00	$26,437.08	$27,759.00	$27,759.00	100%
COMPLIANCE	$2,188.00	$26,256.00	$24,386.04	$26,256.00	$26,256.00	100%
HRIS	$0.00	$0.00	$0.00	$1,749.00	$1,749.00	0%
LEGAL	$0.00	$3,685.59	$2,443.50	$3,011.00	$3,011.00	122%
AUDIT	$1,000.00	$11,010.00	$10,740.00	$11,000.00	$11,000.00	100%
OTHER	$420.00	$41,556.98	$42,362.03	$42,587.00	$42,587.00	98%
TOTAL CONTRACT SERVICES	**$24,287.24**	**$330,659.57**	**$330,568.77**	**$332,754.00**	**$332,754.00**	**99%**
MISCELLANEOUS						
PROVISION FOR DOUBTFUL ACCTS.	$0.00	$0.00	($5,978.96)	$0.00	$0.00	0%
TOTAL MISCELLANEOUS	**$0.00**	**$0.00**	**($5,978.96)**	**$0.00**	**$0.00**	**0%**
TOTAL GENERAL OPERATIONS	**$68,073.57**	**$707,291.79**	**$714,381.40**	**$721,570.00**	**$721,570.00**	**98%**
DEVELOPMENT/PR						
SPECIAL EVENTS						
CANSTRUCTION	$0.00	$0.00	$9,314.58	$0.00	$0.00	0%
EMPTY BOWLS	$0.00	$0.00	$390.00	$0.00	$0.00	0%
OTHER MISC. EVENT EXPENSE	$189.99	$9,111.42	$44,212.61	$23,350.00	$23,350.00	39%
TOTAL SPECIAL EVENTS	**$189.99**	**$9,111.42**	**$53,917.19**	**$23,350.00**	**$23,350.00**	**39%**
DIRECT MAIL						
DIRECT MAIL	$49,925.34	$270,877.96	$243,141.91	$274,000.00	$274,000.00	99%
DIGITAL SERVICES	$0.00	$3,140.00	$29,770.10	$4,125.00	$4,125.00	76%
TOTAL DIRECT MAIL	**$49,925.34**	**$274,017.96**	**$272,912.01**	**$278,125.00**	**$278,125.00**	**99%**

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	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
GEN. DEVELOPMENT / PR EXPENSE						
PUBLIC RELATIONS	$0.00	$2,619.57	$10,613.79	$2,150.00	$2,150.00	122%
ADVERTISING/PROMOTIONS	$20,285.22	$35,804.17	$37,612.14	$41,046.00	$41,046.00	87%
VOLUNTEER RECGONITION	$0.00	$10,344.10	$5,177.20	$12,700.00	$12,700.00	81%
ANNUAL MEETING	$0.00	$0.00	$5,300.32	$0.00	$0.00	0%
CIRCLE TO FEED HOPE	$0.00	$17,069.76	$9,636.03	$15,000.00	$15,000.00	114%
TURKEY DRIVE	$0.00	$0.00	$0.00	$1,000.00	$1,000.00	0%
TOTAL GEN. DEV. / PR EXPENSE	**$20,285.22**	**$65,837.60**	**$68,339.48**	**$71,896.00**	**$71,896.00**	**92%**
TOTAL DEVELOPMENT/PR	**$70,400.55**	**$348,966.98**	**$395,168.68**	**$373,371.00**	**$373,371.00**	**93%**
ADVOCACY & EDUCATION						
ADVOCACY GROUP/SPEAKERS	$1,700.00	$1,963.13	$8,084.78	$2,000.00	$2,000.00	98%
TOTAL ADVOCACY & EDUCATION	**$1,700.00**	**$1,963.13**	**$8,084.78**	**$2,000.00**	**$2,000.00**	**98%**
HPNAP OPERATION SUPPORT/SANI SUPP						
OPERATION SUPPORT	($77.00)	$173,507.33	$94,842.90	$171,018.00	$171,018.00	101%
FBST OPERATION SUPPORT	$0.00	$0.00	$542.53	$0.00	$0.00	0%
SANITATION SUPPLIES	$2,191.71	$2,191.71	$1,466.40	$2,200.00	$2,200.00	100%
TOTAL HPNAP OPERATION SUP.	**$2,114.71**	**$175,699.04**	**$96,851.83**	**$173,218.00**	**$173,218.00**	**101%**
TOTAL EXPENSES	**$1,446,508.16**	**$17,354,138.27**	**$15,114,889.18**	**$18,096,943.00**	**$18,096,943.00**	**96%**
NET BEFORE CAP CAMP ALLOC	**$825,496.91**	**$3,243,330.18**	**$117,756.97**	**$1,550,605.00**	**$1,550,605.00**	**209%**
CAPITAL CAMPAIGN ALLOCATIONS						
BACKPACK PROGRAM	$0.00	$0.00	$34,422.00	$0.00	$0.00	0%
PERSONNEL	$4,035.91	$48,430.92	$75,749.64	$48,431.00	$48,431.00	100%
CAPITAL CAMPAIGN ALLOCATIONS	**$4,035.91**	**$48,430.92**	**$110,171.64**	**$48,431.00**	**$48,431.00**	**100%**
CAPITAL EXPENSES						
CAPTIAL EQUIPMENT	$0.00	$0.00	$15,295.00	$0.00	$0.00	0%
CAPITAL IMPROVEMENTS	$0.00	$0.00	$62,700.00	$0.00	$0.00	0%
Total CAPITAL EXP.	**$0.00**	**$0.00**	**$77,995.00**	**$0.00**	**$0.00**	**0%**
NET BEFORE NON-OPERATING	**$829,532.82**	**$3,291,761.10**	**$149,933.61**	**$1,599,036.00**	**$1,599,036.00**	**206%**
NON-OPERATING ADJUST.						
DEPRECIATION/AMORTIZATION	($30,986.93)	($371,843.40)	($328,450.84)	$0.00	$0.00	0%
EQUIPMENT/FURNITURE PURCHASES	($76,117.00)	($258,138.16)	($15,322.50)	$0.00	$0.00	0%
CAPITAL IMPROVEMENTS	$0.00	$0.00	($62,700.00)	$0.00	$0.00	0%
INVESTMENT GAIN/LOSS	$70,811.02	$187,121.97	$294,156.24	$0.00	$0.00	0%
RELEASE FROM TEMP RESTRICT	($4,035.91)	($48,430.92)	($110,171.64)	$0.00	$0.00	0%

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	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
TOTAL NON-OPER ADJUST	**$111,905.18**	**$24,985.81**	**($66,443.74)**	**$0.00**	**$0.00**	**0%**
NET SURPLUS/(DEFICIT)	**$941,438.00**	**$3,316,746.91**	**$83,489.87**	**$1,599,036.00**	**$1,599,036.00**	**207%**

Food Bank of the Southern Tier
Income Statement
DISASTER RELIEF-19

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
REVENUE						
FOOD DISTRIBUTION						
DISASTER RELIEF						
DR-SHARED MAINTENANCE						
GENERAL	$0.00	$1,198.44	$0.00	$2,000.00	$2,000.00	60%
HPNAP	$694.80	$46,125.76	$0.00	$52,427.00	$52,427.00	88%
TOTAL SHARED MAINTENANCE	$694.80	$47,324.20	$0.00	$54,427.00	$54,427.00	87%
WHOLESALE						
HPNAP	$2,184.00	$387,327.39	$0.00	$323,683.00	$323,683.00	120%
HPNAP HANDLING FEES	$336.85	$43,328.69	$0.00	$30,789.00	$30,789.00	141%
Total WHOLESALE FOOD	$2,520.85	$430,656.08	$0.00	$354,472.00	$354,472.00	121%
TEFAP						
TEFAP FOOD INCOME	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88%
	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88%
TOTAL DISASTER RELIEF	**$28,567.62**	**$2,104,205.52**	**$0.00**	**$2,258,899.00**	**$2,258,899.00**	**93%**
TOTAL FOOD DISTRIBUTION	**$28,567.62**	**$2,104,205.52**	**$0.00**	**$2,258,899.00**	**$2,258,899.00**	**93%**
CONTRACTS / PROGRAMS						
OTHER CONTRACTS / PROGRAMS						
TEFAP ADMIN	$0.00	$369,388.91	$0.00	$369,389.00	$369,389.00	100%
TOTAL OTHER CONTRACTS/PGMS	**$0.00**	**$369,388.91**	**$0.00**	**$369,389.00**	**$369,389.00**	**100%**
TOTAL CONTRACTS / PROGRAMS	**$0.00**	**$369,388.91**	**$0.00**	**$369,389.00**	**$369,389.00**	**100%**
FUNDRAISING / DONATIONS						
CAUSE MARKETING						
CAUSE MARKETING	$0.00	$0.00	$0.00	$7,984.00	$7,984.00	0%
TOTAL CAUSE MARKETING	$0.00	$0.00	$0.00	$7,984.00	$7,984.00	0%
DIRECT MAIL						
DIRECT MAIL	$0.00	$8,014.00	$0.00	$0.00	$0.00	0%
TOTAL DIRECT MAIL	$0.00	$8,014.00	$0.00	$0.00	$0.00	0%
ONLINE GIVING						
ONLINE GIVING	$0.00	$405,943.48	$0.00	$376,707.00	$376,707.00	108%
TOTAL ONLINE GIVING	$0.00	$405,943.48	$0.00	$376,707.00	$376,707.00	108%
PERSONAL SOLICITATION						
PERSONAL SOLICITATION	$0.00	$35,800.00	$0.00	$35,800.00	$35,800.00	100%

Food Bank of the Southern Tier
Income Statement
DISASTER RELIEF-19

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
TOTAL PERSONAL SOLICITATION	$0.00	$35,800.00	$0.00	$35,800.00	$35,800.00	100%
GENERAL DEVELOPMENT GRANTS						
OTHER	$0.00	$1,048,964.00	$0.00	$1,048,964.00	$1,048,964.00	100%
TOTAL GEN DEV GRANTS	$0.00	$1,048,964.00	$0.00	$1,048,964.00	$1,048,964.00	100%
WHITE MAIL						
'WHITE MAIL	$0.00	$436,044.00	$0.00	$422,544.00	$422,544.00	103%
TOTAL WHITE MAIL	$0.00	$436,044.00	$0.00	$422,544.00	$422,544.00	103%
ALL OTHER PRIVATE SUPPORT						
ALL OTHER PRIVATE SUPPORT	$0.00	$20,403.00	$0.00	$20,403.00	$20,403.00	100%
TOTAL ALL OTHER PRIVATE SUPPORT	$0.00	$20,403.00	$0.00	$20,403.00	$20,403.00	100%
TOTAL FR/DONATIONS	**$0.00**	**$1,955,168.48**	**$0.00**	**$1,912,402.00**	**$1,912,402.00**	**102%**
TOTAL REVENUE	**$28,567.62**	**$4,428,762.91**	**$0.00**	**$4,540,690.00**	**$4,540,690.00**	**98%**
EXPENSES						
PERSONNEL EXPENSES						
SALARIES	$5,876.12	$95,129.39	$0.00	$120,960.00	$120,960.00	79%
FRINGE BENEFITS	$621.64	$7,410.70	$0.00	$10,080.00	$10,080.00	74%
CONTRACT EMPLOYMENT	$8,106.08	$47,355.35	$0.00	$36,960.00	$36,960.00	128%
TOTAL PERSONNEL EXPENSES	**$14,603.84**	**$149,895.44**	**$0.00**	**$168,000.00**	**$168,000.00**	**89%**
FOOD EXPENSE						
AGENCIES						
WHOLESALE FOOD						
GENERAL	$0.00	($186.99)	$0.00	$0.00	$0.00	0%
TOTAL AGENCIES WHSALE FOOD	$0.00	($186.99)	$0.00	$0.00	$0.00	0%
TOTAL AGENCIES	**$0.00**	**($186.99)**	**$0.00**	**$0.00**	**$0.00**	**0%**
DISASTER RELIEF						
SHARED MAINTENANCE						
GENERAL	$0.00	$1,198.44	$0.00	$2,000.00	$2,000.00	60%
TOTAL SHARED MAINTENANCE	$0.00	$1,198.44	$0.00	$2,000.00	$2,000.00	60%
WHOLESALE						
HPNAP	$2,184.00	$387,327.39	$0.00	$323,683.00	$323,683.00	120%
TOTAL WHOLESALE	$2,184.00	$387,327.39	$0.00	$323,683.00	$323,683.00	120%
TEFAP						
TEFAP FOOD EXPENSE	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88%

Food Bank of the Southern Tier
Income Statement
DISASTER RELIEF-19

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
TOTAL TEFAP	$25,351.97	$1,626,225.24	$0.00	$1,850,000.00	$1,850,000.00	88%
Total DISASTER RELIEF	$27,535.97	$2,014,751.07	$0.00	$2,175,683.00	$2,175,683.00	93%
TOTAL FOOD EXPENSE	**$27,535.97**	**$2,014,564.08**	**$0.00**	**$2,175,683.00**	**$2,175,683.00**	**93%**
OTHER FOOD EXPENSES						
OTHER FOOD/PROGRAM						
DISASTER RELIEF	$14,724.00	$508,316.35	$0.00	$515,074.00	$515,074.00	99%
HEALTHY HARVEST DISASTER	$834.37	$834.37	$0.00	$0.00	$0.00	0%
TOTAL OTHER FOOD/PROGRAM	**$15,558.37**	**$509,150.72**	**$0.00**	**$515,074.00**	**$515,074.00**	**99%**
PRODUCT ACQUISITION FREIGHT						
PRODUCT FREIGHT	$0.00	$2,114.67	$0.00	$2,115.00	$2,115.00	100%
TOTAL PRODUCT FREIGHT	**$0.00**	**$2,114.67**	**$0.00**	**$2,115.00**	**$2,115.00**	**100%**
TOTAL OTHER FOOD EXPENSES	**$15,558.37**	**$511,265.39**	**$0.00**	**$517,189.00**	**$517,189.00**	**99%**
WAREHOUSE / DISTRIBUTION						
VEHICLE						
VEHICLE - FUEL	$0.00	$497.62	$0.00	$500.00	$500.00	100%
VEHICLE PURCHASE/LEASE	$76,117.00	$247,839.89	$0.00	$247,840.00	$247,840.00	100%
VEHICLE RENTAL	$0.00	$21,692.33	$0.00	$19,250.00	$19,250.00	113%
OTHER VEHICLE EXPENSE	$0.00	$27.07	$0.00	$0.00	$0.00	0%
TRUCK WRAP AND DESIGN	$0.00	$0.00	$0.00	$6,274.00	$6,274.00	0%
TOTAL VEHICLE	**$76,117.00**	**$270,056.91**	**$0.00**	**$273,864.00**	**$273,864.00**	**99%**
WAREHOUSE						
GENERAL SUPPLIES	$0.00	$6,624.70	$0.00	$7,500.00	$7,500.00	88%
MFP SUPPLIES	$0.00	$1,153.55	$0.00	$1,500.00	$1,500.00	77%
EQUIPMENT PURCHASES	$0.00	$47,840.75	$0.00	$47,587.00	$47,587.00	101%
TOTAL WAREHOUSE	**$0.00**	**$55,619.00**	**$0.00**	**$56,587.00**	**$56,587.00**	**98%**
PRODUCTION ROOM						
REPACKING SUPPLIES	$0.00	$18,656.00	$0.00	$19,000.00	$19,000.00	98%
SANITATION SUPPLIES	$0.00	$2,150.05	$0.00	$2,150.00	$2,150.00	100%
TOTAL PRODUCTION ROOM	**$0.00**	**$20,806.05**	**$0.00**	**$21,150.00**	**$21,150.00**	**98%**
TOTAL WHRS / DISTRIB	**$76,117.00**	**$346,481.96**	**$0.00**	**$351,601.00**	**$351,601.00**	**99%**
GENERAL OPERATIONS						
BUILDING						
PHYSICAL PLANT MAINT/REPAIRS	$0.00	$14,971.19	$0.00	$15,500.00	$15,500.00	97%
PHYSICAL GROUNDS MAINTENANCE	$0.00	$795.18	$0.00	$795.00	$795.00	100%

Food Bank of the Southern Tier
Income Statement
DISASTER RELIEF-19

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
JANITORIAL	$650.00	$3,834.54	$0.00	$4,200.00	$4,200.00	91%
RUBBISH & TRASH REMOVAL	$0.00	$68.00	$0.00	$100.00	$100.00	68%
TOTAL BUILDING	**$650.00**	**$19,668.91**	**$0.00**	**$20,595.00**	**$20,595.00**	**96%**
GENERAL OFFICE						
OFFICE SUPPLIES	$174.93	$7,353.74	$0.00	$7,100.00	$7,100.00	104%
PROGRAM & EDUCATIONAL	$0.00	$13,881.79	$0.00	$16,750.00	$16,750.00	83%
POSTAGE & MAILING	$885.30	$3,543.30	$0.00	$5,000.00	$5,000.00	71%
OFFICE EQUIPMENT / FURNITURE	$2,484.00	$4,675.75	$0.00	$12,914.00	$12,914.00	36%
COMPUTER EQUIPMENT	$0.00	$960.93	$0.00	$1,000.00	$1,000.00	96%
TOTAL GENERAL OFFICE	**$3,544.23**	**$30,415.51**	**$0.00**	**$42,764.00**	**$42,764.00**	**71%**
TECHNOLOGY/SERVICES						
EQUIPMENT LEASE & REPAIR	$0.00	$636.55	$0.00	$240.00	$240.00	265%
TELEPHONE	$75.93	$816.96	$0.00	$850.00	$850.00	96%
TOTAL TECHNOLOGY/SERVICES	**$75.93**	**$1,453.51**	**$0.00**	**$1,090.00**	**$1,090.00**	**133%**
STAFF EXPENSES						
MILEAGE	$0.00	$4,247.86	$0.00	$5,300.00	$5,300.00	80%
HOST FOOD & BEVERAGE	$0.00	$8,570.57	$0.00	$9,000.00	$9,000.00	95%
SUBCRIPTIONS & PUBLICATIONS	$162.25	$232.24	$0.00	$0.00	$0.00	0%
Total STAFF EXPENSES	**$162.25**	**$13,050.67**	**$0.00**	**$14,300.00**	**$14,300.00**	**91%**
CONTRACT SERVICES						
OTHER	$3,600.00	$30,137.50	$0.00	$71,224.00	$71,224.00	42%
TOTAL CONTRACT SERVICES	**$3,600.00**	**$30,137.50**	**$0.00**	**$71,224.00**	**$71,224.00**	**42%**
TOTAL GENERAL OPERATIONS	**$8,032.41**	**$94,726.10**	**$0.00**	**$149,973.00**	**$149,973.00**	**63%**
DEVELOPMENT/PR						
SPECIAL EVENTS						
OTHER MISC. EVENT EXPENSE	$0.00	$5,267.00	$0.00	$7,000.00	$7,000.00	75%
TOTAL SPECIAL EVENTS	**$0.00**	**$5,267.00**	**$0.00**	**$7,000.00**	**$7,000.00**	**75%**
DIRECT MAIL						
DIRECT MAIL	$0.00	$9,662.00	$0.00	$9,662.00	$9,662.00	100%
DIGITAL SERVICES	$0.00	$4,179.01	$0.00	$4,200.00	$4,200.00	100%
TOTAL DIRECT MAIL	**$0.00**	**$13,841.01**	**$0.00**	**$13,862.00**	**$13,862.00**	**100%**
GEN. DEVELOPMENT / PR EXPENSE						
PUBLIC RELATIONS	$0.00	$2,845.76	$0.00	$3,000.00	$3,000.00	95%
ADVERTISING/PROMOTIONS	$14,690.57	$52,384.44	$0.00	$37,100.00	$37,100.00	141%
TOTAL GEN. DEV. / PR EXPENSE	**$14,690.57**	**$55,230.20**	**$0.00**	**$40,100.00**	**$40,100.00**	**138%**

Food Bank of the Southern Tier
Income Statement
DISASTER RELIEF-19

	CURRENT MONTH 12/1/2020 12/31/2020	CURRENT YTD ACTUAL 1/1/2020 12/31/2020	LAST YTD ACTUAL 1/1/2019 12/31/2019	PROJECTION TO DATE 1/1/2020 12/31/2020	FULL YR PROJECT. 1/1/2020 12/31/2020	% TO FULL YEAR PROJECTION
TOTAL DEVELOPMENT/PR	**$14,690.57**	**$74,338.21**	**$0.00**	**$60,962.00**	**$60,962.00**	**122%**
HPNAP OPERATION SUPPORT/SANI SUPP						
FBST OPERATION SUPPORT	$0.00	$19,504.43	$0.00	$19,546.00	$19,546.00	100%
TOTAL HPNAP OPERATION SUP.	**$0.00**	**$19,504.43**	**$0.00**	**$19,546.00**	**$19,546.00**	**100%**
TOTAL EXPENSES	**$156,538.16**	**$3,210,775.61**	**$0.00**	**$3,442,954.00**	**$3,442,954.00**	**93%**
NET BEFORE CAP CAMP ALLOC	**($127,970.54)**	**$1,217,987.30**	**$0.00**	**$1,097,736.00**	**$1,097,736.00**	**111%**
CAPITAL EXPENSES						
CAPITAL IMPROVEMENTS	$0.00	$17,173.50	$0.00	$17,000.00	$17,000.00	101%
Total CAPITAL EXP.	**$0.00**	**$17,173.50**	**$0.00**	**$17,000.00**	**$17,000.00**	**101%**
NET BEFORE NON-OPERATING	**($127,970.54)**	**$1,200,813.80**	**$0.00**	**$1,080,736.00**	**$1,080,736.00**	**111%**
NON-OPERATING ADJUST.						
EQUIPMENT/FURNITURE PURCHASES	$0.00	($33,580.83)	$0.00	$0.00	$0.00	0%
CAPITAL IMPROVEMENTS	$0.00	($17,173.50)	$0.00	$0.00	$0.00	0%
TOTAL NON-OPER ADJUST	**$0.00**	**$50,754.33**	**$0.00**	**$0.00**	**$0.00**	**0%**
NET SURPLUS/(DEFICIT)	**($127,970.54)**	**$1,251,568.13**	**$0.00**	**$1,080,736.00**	**$1,080,736.00**	**116%**

The Food Bank of the Southern Tier
FINANCIAL REPORT – [December 2020]

% to Budget Guideline (Month 12 of 12): **100**%

YTD Actual to Budget:	103**%**	Total Income	**LAST YTD:**	104%	Total Income
	95%	Total Expenses		103%	Total Expenses

OVERALL

Please note, your package includes 3 Income Statements: Regular Operating, Disaster Relief and Combined. The Combined Statement is the first one. The narrative below is based on the Combined Statement.

- Overall, the 2020 Combined surplus is over $4.5mil.
- Fundraising finished $1.653mil ahead of adjusted projections and $4.709mil ahead of original 2020 projections.
- TEFAP/CFAP Admin finished at $836k, $635k ahead of original 2020 projections.
- Communis made $187k for the year.
- Regular Operating expenses (Warehouse, General Operations and Development) were actually $60k lower than last year.
- Thanks in large part to TEFAP and NNY, we distributed nearly $4.7mil more food this year than last year.

INCOME STATEMENT:

(Percentages Relate to Budget Projection)

Revenue Items:

Agency Food: 90%	Below target. TEFAP ended year short of very elevated levels.
MFP Food: 129%	Above target. TEFAP ended year very strong.
Youth Programs Food: 119%	Above target. TEFAP ended strong while SM was light with no Fill-the -Bus.
Disaster Relief: 93%	Below target. CFD and HUB activity diminished as the year wound down.
Donated Product: 92%	Below target. Activity with traditional sources started picking up in December and we expect that to continue into 2021.
HPNAP General Operating: 104%	Above target. Couple lines a bit stronger than projected. Please note that FBST year-end is only the halfway point of the HPNAP contract.
Other Contracts/Programs: 103%	Above target. Very strong year for TEFAP/CFAP Admin.
Fund-Raising/Donations: 127.03%	Above seasonal average of 100%. Wow! Regular Operating Fundraising is at 138% of budget while Disaster Relief is at 102% of budget. **Please note that seasonal comparisons for the individual lines can be accomplished by looking at 2019 Y-T-D totals (we only have one year of history with the "new" fundraising categories).*
Other Income: 102%	Near target. Interest Income is at a trickle despite record cash balances. Good year for cardboard and pallet recycling. Sale of garage has this number much higher than normal.

EXPENSE ITEMS:

Personnel: 101%	Near target. Regular Operating is near target at 102%. Disaster Relief is at 89%. Change in vacation accruals added some expense.
Agency Food: 89%	Below target. TEFAP finished below projections.
MFP Food: 129%	Above target. TEFAP ended strong. Repurposed HPNAP Seed Grants reduced the need to use General Wholesale expenses.
Youth Programs Food: 113%	Above target. TEFAP!
Disaster Relief: 93%	Below target. Unless there is a renewed need for HUB's and CFD's, we don't expect any activity in this group in 2021. Ongoing Disaster Relief support will show up in the "Other Food" expense line.
Other Program Food: 97%	Near target. Healthy Harvest finished under highly reduced projections (plenty of free Produce available most the year).
Product Acquisition Freight: 105%	Above target. Regional donated activity and MARC Produce activity picked up in December. Still well below a normal year for freight in.
Donated Product: 92%	Below target. We expect a lot more sourcing from traditional partners in 2021.
Warehouse/Distribution: 96%	Near target. Regular Operating ended at 91% while Disaster Relief was 99%. Most lines as expected. Lower fuel costs helped save some money.
General Operations: 92%	Below target. Regular Operating ended at 98% while Disaster Relief is at 63%. Most Regular Operating expenses came in as expected. Of note, the transition to the P2 inventory system will be pushed into 2021 (License Fees). As for Disaster Relief, some Consulting Fees will be pushed into 2021 (Contract Services Other).
Development/PR: 97%	Near target. Regular Operating ended below target at 93% while Disaster Relief is at 122%. Regular Operating did see some savings in Event Expenses as most efforts went virtual. The Disaster Relief budget came in above budget due to the extra $40k spend on outreach approved post Q3 projections.
Advocacy & Education: 98%	On target. This budget was reduced with Q2 adj's.
HPNAP Operation Support 101%	On target.

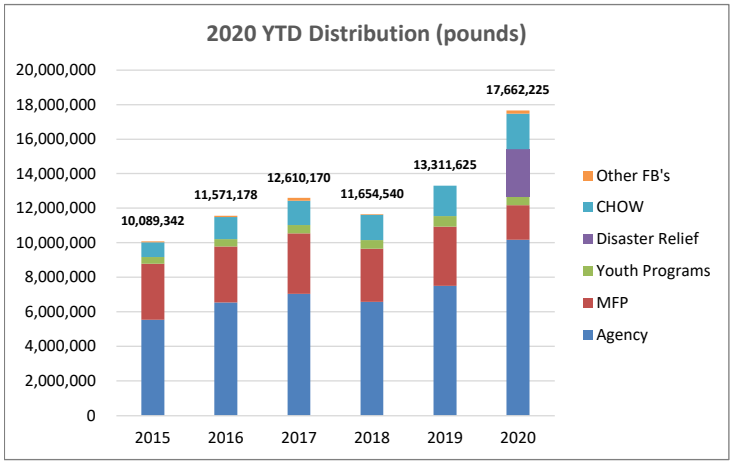
NON-OPERATING ITEMS:

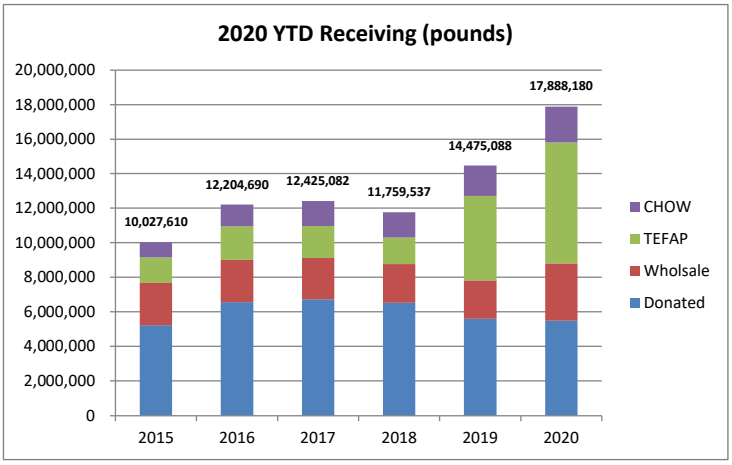
Cap. Camp. Allocations: 100%	On target/as expected. Internally controlled. Truck Campaign allocations expected to end in 2022.

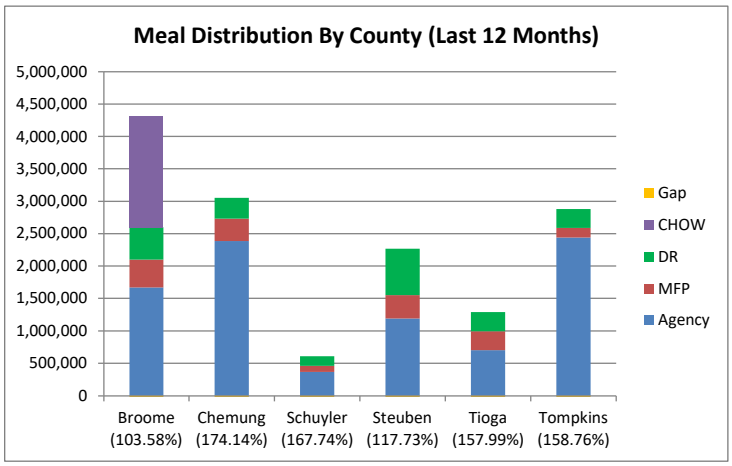
Program Food Accounting Distinctions:

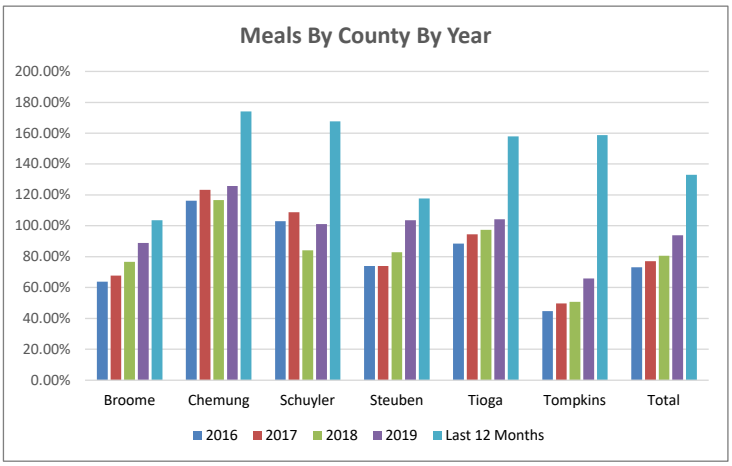
1. There is MFP HPNAP Shared Maintenance income but no expense (acquisition costs are reimbursable).
2. There is BackPack Wholesale expense but no income (the Food Bank pays for this program expense).
3. There is Agency Shared Maintenance income but no expense (it is donated product).
4. Inter-Affiliate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

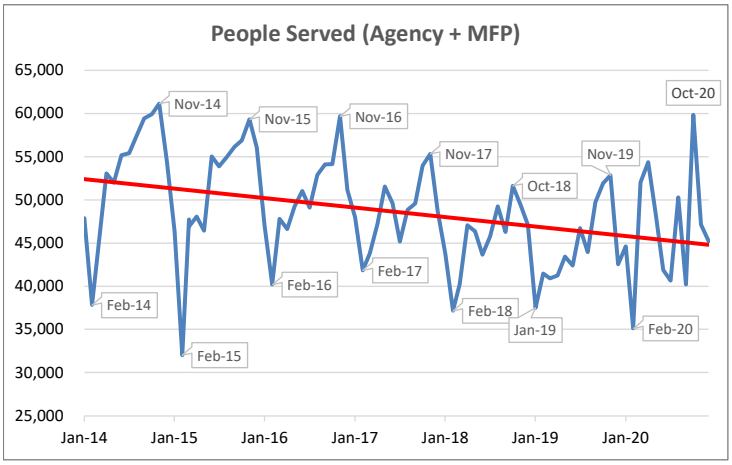
FBST December 2020 Dashboards*

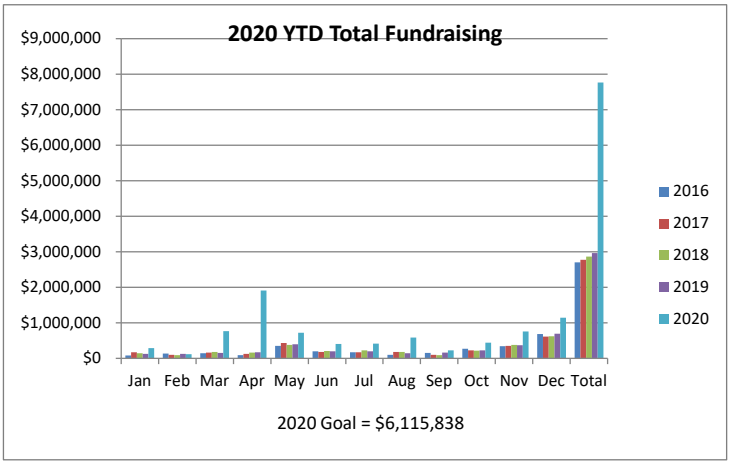








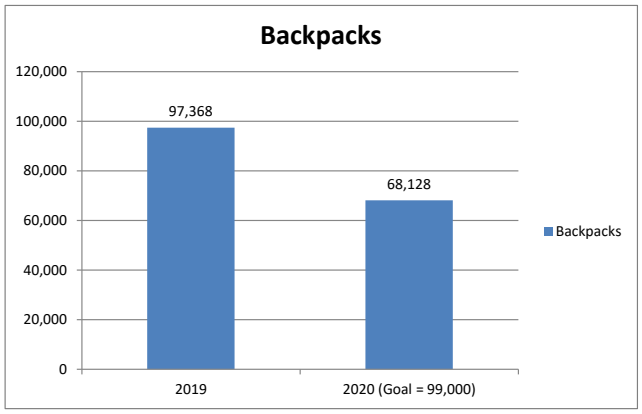


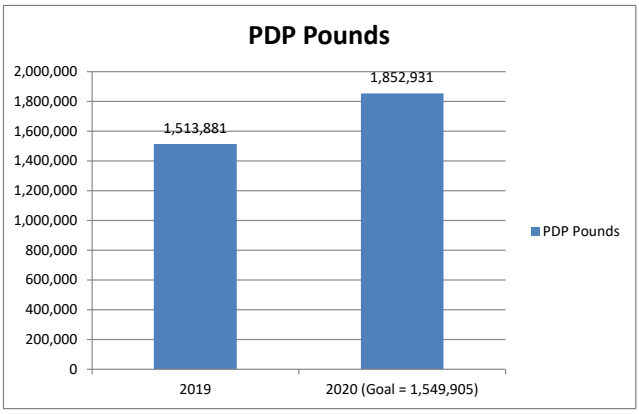


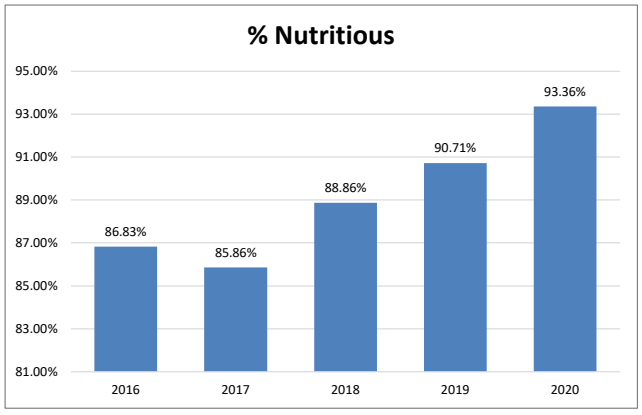
***Goals are listed below the bars (where appropiate)**

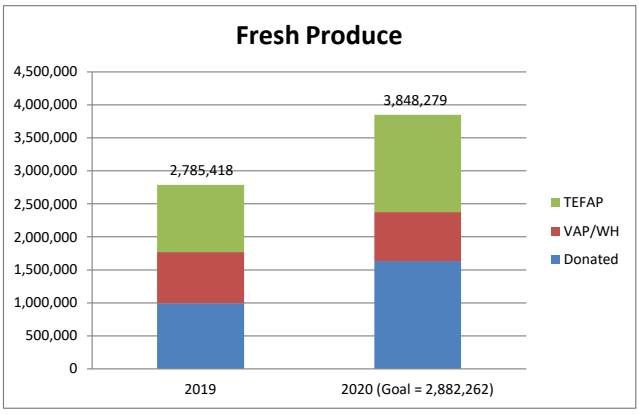
Confidential Information: For Internal Use Only

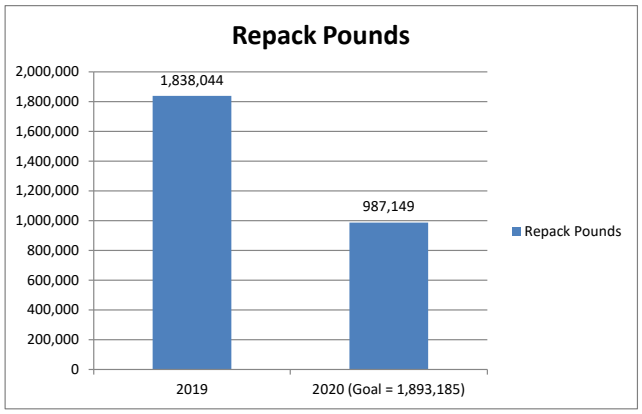
FBST December 2020 Dashboards*

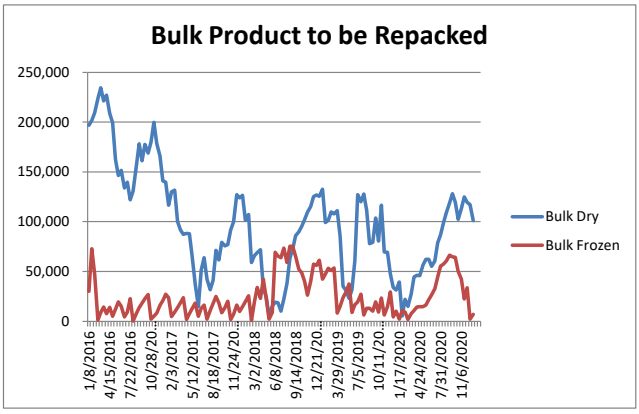


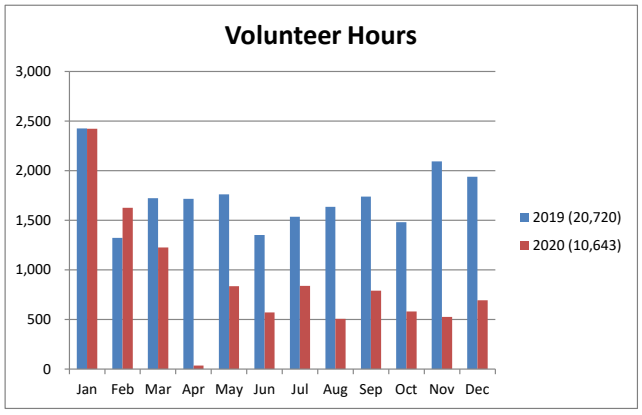


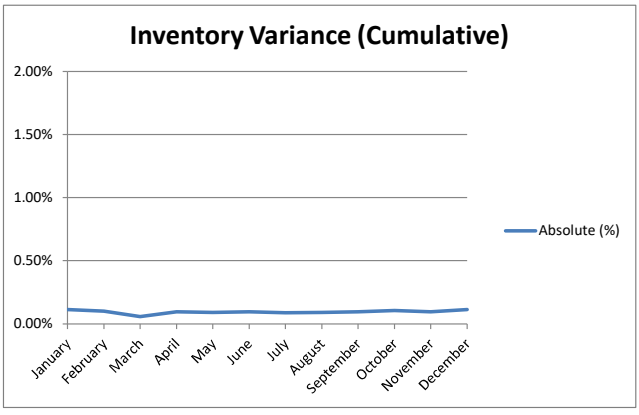












***Goals are listed below the bars (where appropiate)**

Confidential Information: For Internal Use Only

Current (12/31/2020)		2019
Available Operating Reserves (Dec 2020)		
Total Unrestricted Net Assets	$11,086,963	$6,465,120
Equity in Property, Plant and Equipment	($3,346,608)	($3,409,559)
Value of Purchased Inventory	($547,653)	($343,810)
1yr Release from Temp Restriction	$52,573	$48,431
Total Available Operating Reserves	**$7,245,275**	**$2,760,181**
Operating Expenses (2020 Final)		
Annual Operating Expenses	$20,564,914	$15,114,889
Value of Donated Goods & Services	($4,956,792)	($5,026,491)
Government Purchased Food - TEFAP	($7,828,243)	($4,454,731)
Pass Thru - HPNAP Operation Support	($175,699)	($96,309)
Pass Thru - MFP General SM	($4,925)	($45,217)
Pass Thru - BP General SM	($19,457)	($27,072)
Total Annual Operating Expenses	**$7,579,799**	**$5,465,069**
Percent Reserves	**95.59%**	**50.51%**
Months of Reserves	**11.47**	**6.06**
3 Months of Expenses	**$1,894,950**	**$1,366,267**
Excess Reserves	**$5,350,325**	**$1,393,914**

BOD Designated Building Fund	**$464,844**	**$470,246**

COMMUNIS

ACCOUNT NAME: CC-FOOD BANK ENDOWMENT

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER
SUMMARY FROM 12/01/2020 TO 12/31/2020

	ALESCO	TOTAL
BEGINNING BALANCE	101,591.49	101,591.49
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	(4,022.00)	(4,022.00)
INCOME	517.73	517.73
FEES	(24.39)	(24.39)
REALIZED GAINS (LOSSES)	236.33	236.33
UNREALIZED GAINS (LOSSES)	2,883.44	2,883.44
ENDING BALANCE	101,182.60	101,182.60

REPORT PRODUCED BY:

BNY MELLON

CATHOLIC CHARITIES

215 E. CHURCH STREET
ELMIRA NY 14901

Questions on your statement?

Contact Mary Ziarniak at 328.3228x1263, 1.800.388.1711x1263 or mary.ziarniak@dor.org

COMMUNIS

ACCOUNT NAME: CC-FOOD BANK - SOUTHERN TIER

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER
SUMMARY FROM 12/01/2020 TO 12/31/2020

	ALESCO	TOTAL
BEGINNING BALANCE	1,810,608.23	1,810,608.23
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	4,022.00	4,022.00
INCOME	9,628.93	9,628.93
FEES	(453.66)	(453.66)
REALIZED GAINS (LOSSES)	4,395.43	4,395.43
UNREALIZED GAINS (LOSSES)	53,627.21	53,627.21
ENDING BALANCE	1,881,828.14	1,881,828.14

REPORT PRODUCED BY:

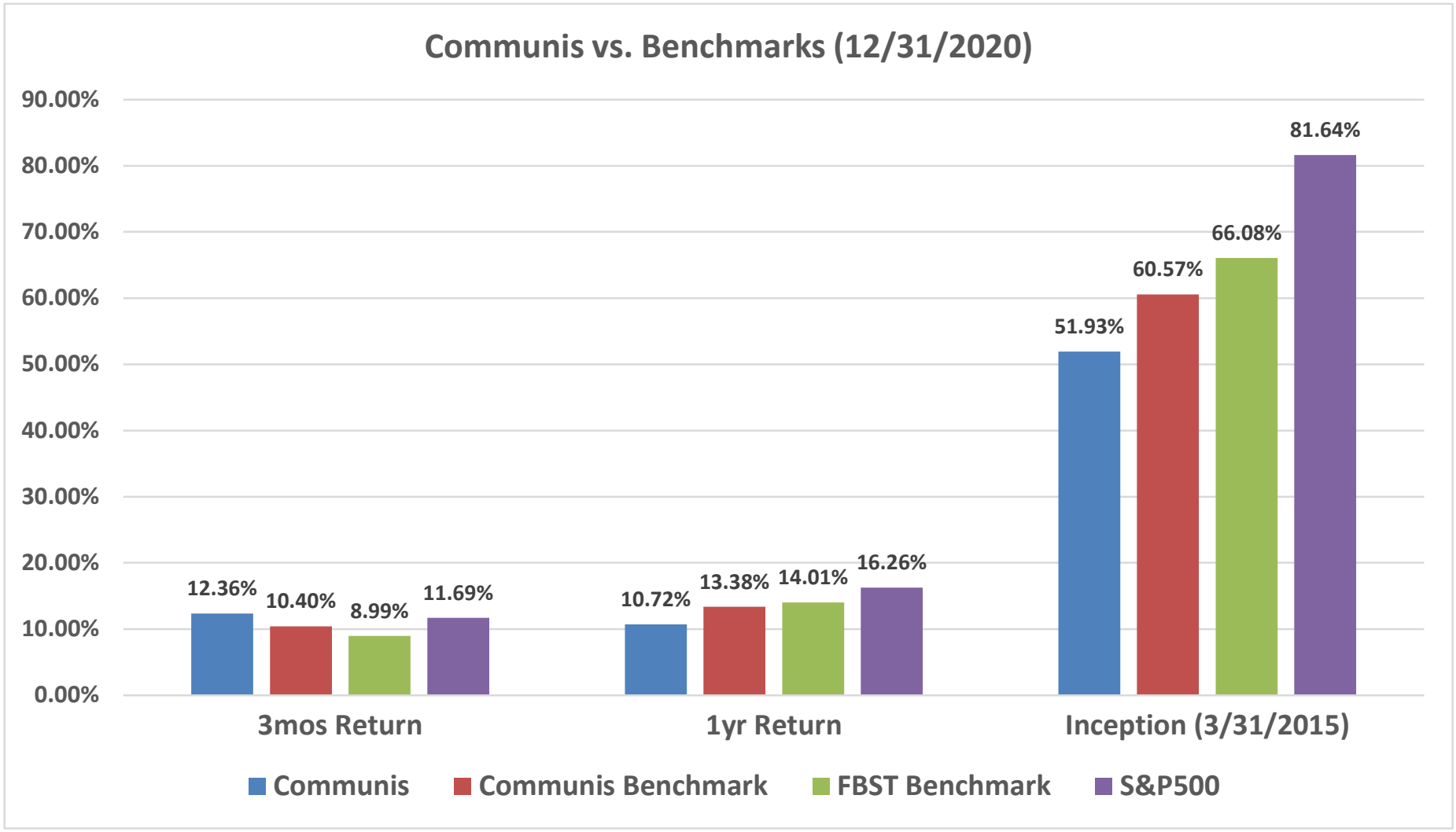
BNY MELLON

CATHOLIC CHARITIES

215 E. CHURCH STREET
ELMIRA NY 14901

Questions on your statement?

Contact Mary Ziarniak at 328.3228x1263, 1.800.388.1711x1263 or mary.ziarniak@dor.org


Communis vs. Benchmarks (12/31/2020)
90.00%
80.00%
70.00%
60.00%
50.00%
40.00%
30.00%
20.00%
10.00%
0.00%
12.36%
10.40%
8.99%
11.69%
10.72%
13.38%
14.01%
16.26%
51.93%
60.57%
66.08%
81.64%
3mos Return
1yr Return
Inception (3/31/2015)
Communis
Communis Benchmark
FBST Benchmark
S&P500

food bank of the Southern Tier

Development and Community Engagement Dashboard 2020 FY

Development Committee Meeting
January 29, 2021

Revenue beyond all projections!

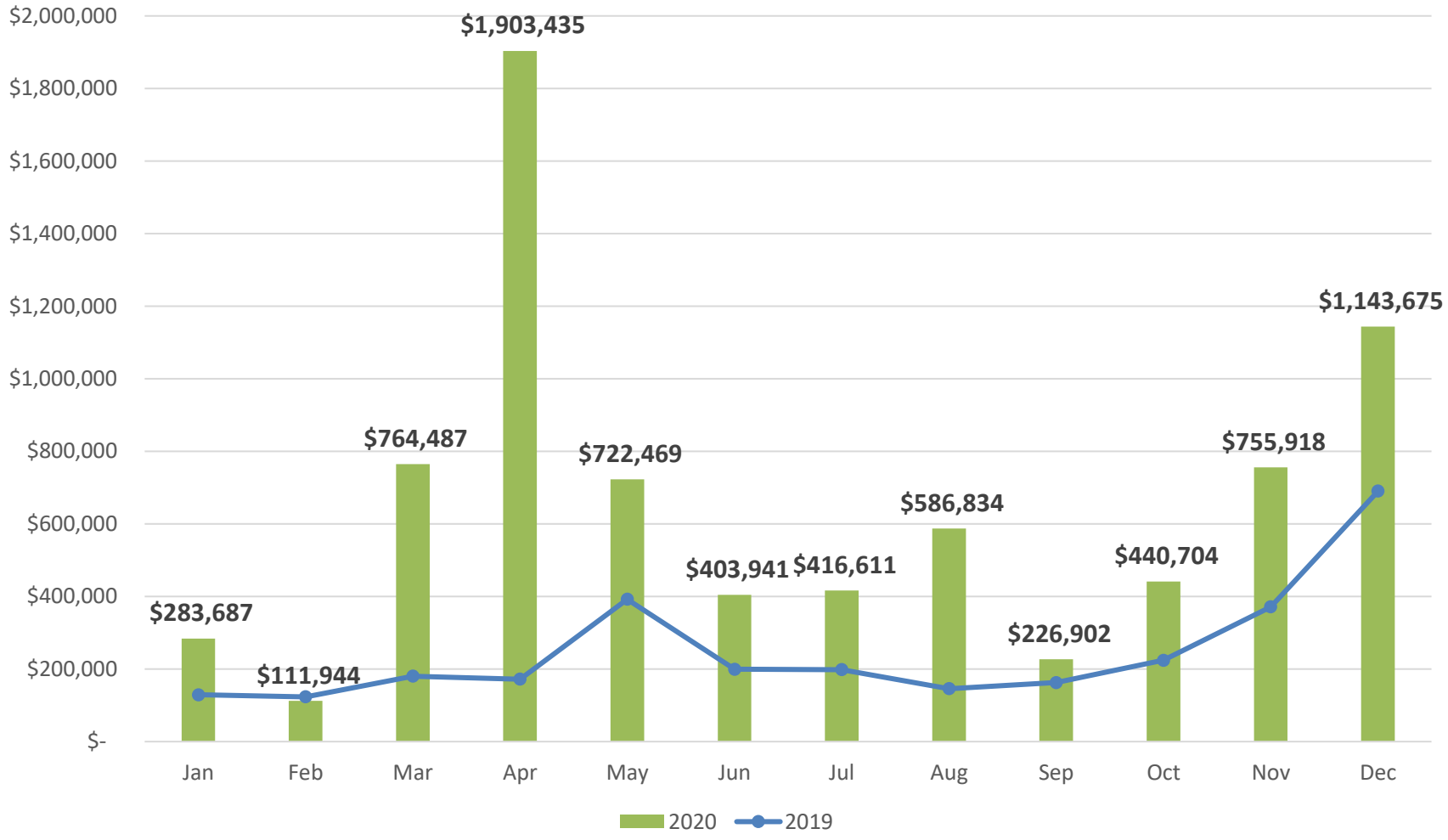
$7,768,691 – revenue (Finance report total – final reconciliation with Raiser's Edge in process)
38,488 – # of gifts
$1,968,139 – disaster relief giving

$6,115,838 – Q2 adjusted budget goal
$1,652,853 / 27% – *over* Q2 adjusted budget goal

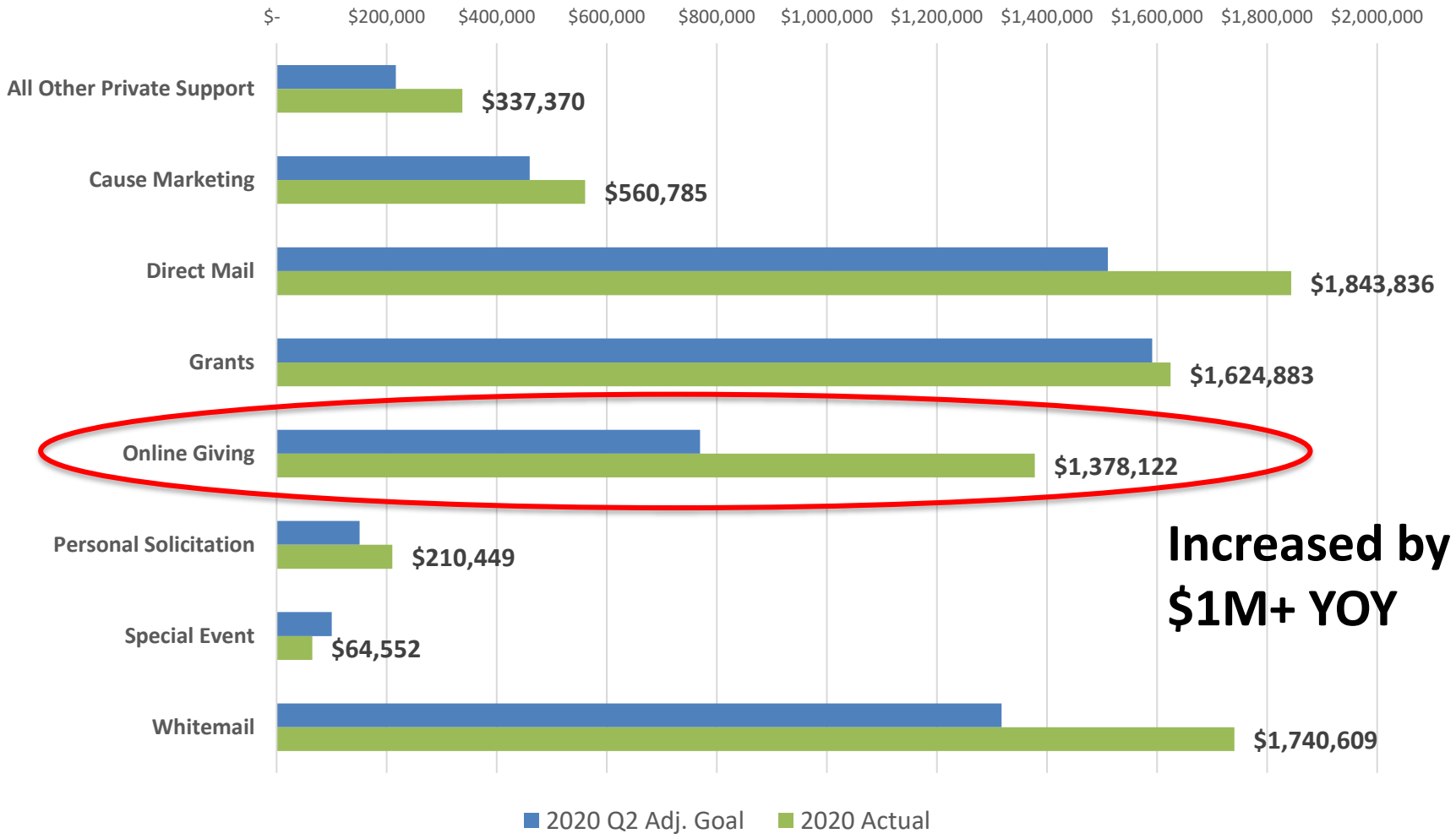
$36,260 – board member giving
18% – YOY increase

$6,500+	3
$3,000 - $6,499	0
$2,000 - $2,999	2
$1,000 - $1,999	4
$1 - $999	9
$0	1

Expected post-spike slump avoided



Giving methods outperformed Q2 adj. goals



**Giving by Method definitions in appendix*

16K donors made gifts – 5.8K new donors

food bank of the Southern Tier

2020 Retention Behavior Summary

Retention Behavior	# Constituents	# Donors	% Given
New this year	5,808	5,807	100.0%
Loyal 4+	3,921	3,342	85.2%
SYBUNT 1-2	12,141	1,840	15.2%
Long Lapsed	20,800	978	4.7%
New Last Year	2,895	934	32.3%
Loyal 2	1,383	831	60.1%
SYBUNT 3+	2,057	797	38.7%
LYBUNT	1,187	708	59.6%
Loyal 3	818	559	68.3%
Non-Donor	28,039	523	1.9%
Total	**79,049**	**16,319**	**20.6%**

Long Lapsed increased 3% YOY – phonathon helped

Loyal 4+ increased 4% YOY

New this year more than doubled YOY

38K gifts – up 17K YOY

Gifts by Gift Subtype 2020

Gift Subtype	Long Lapsed	Loyal 2	Loyal 3	Loyal 4+	LYBUNT	New Last Year	New this year	Non-Donor	SYBUNT 1-2	SYBUNT 3+	Total
All Other Private Support	17	241	260	1,915	48	126	69	24	31	10	**2,741**
Cause Marketing	28	14	4	92	14	42	416	38	40	1	**689**
Direct Mail	765	1,601	1,062	9,579	1,146	1,539	2,852	316	1,478	1,111	**21,449**
Grant Corporations				4		1			2		**7**
Grant Foundations	2	3	2	14	2		2	1	3	1	**30**
Grant Other		1		9	1		2	1			**14**
Online Giving	427	446	431	1,663	323	741	4,043	362	919	351	**9,706**
Personal Solicitation	63	4	15	173	6	11	8	3	288	54	**625**
Special Event	9	14	10	51	18	33	299	18	41	12	**505**
Whitemail	150	198	104	1,221	60	220	545	99	163	108	**2,868**
Total	**1,461**	**2,522**	**1,888**	**14,721**	**1,618**	**2,713**	**8,236**	**862**	**2,965**	**1,648**	**38,634**

Online # gifts increased 388% YOY

Online # gifts 45% of *Direct Mail* total gifts

**Giving by Method definitions in appendix*

	FY 19 FINAL			FY 20 YTD		
Donor Level	Donors	Avg. Gift	Dollars	Donors	Avg. Gift	Dollars
$100,000+	1	$34,444.53	$275,556.26	5	$37,166.39	$1,858,319.59
$75,000 - $99,999	0	$0.00	$0.00	8	$3,801.96	$699,560.00
$50,000 - $74,999	3	$6,380.45	$165,891.81	5	$6,333.27	$291,330.44
$25,000 - $49,000	8	$5,767.19	$253,756.56	7	$6,006.06	$198,200.00
$12,000 - $24,999	15	$2,930.32	$254,937.98	21	$4,126.99	$375,556.24
$5,000 - $11,999	60	$1,815.00	$402,929.78	99	$1,682.83	$684,910.88
$2,500 - $4,999	59	$791.62	$185,239.39	127	$711.29	$408,994.32
$1,000 - $2,499	294	$328.62	$390,724.65	732	$321.87	$1,010,985.96
$500 - $999	382	$139.59	$231,154.21	1,101	$143.30	$677,663.65
$250 - $499	744	$67.58	$237,666.23	1,860	$80.32	$608,070.68
$240 - $249	37	$23.29	$8,895.59	50	$29.84	$12,084.30
$125 - $239	1,100	$54.74	$191,268.35	2,204	$58.46	$385,787.36
$120 - $124	103	$17.46	$12,360.94	103	$19.23	$12,362.00
$100 - $119	1,278	$63.74	$129,773.32	2,494	$71.11	$251,603.10
$75 - $99	506	$32.68	$40,818.33	718	$31.79	$57,419.77
$50 - $74	1,756	$36.20	$94,148.76	2,448	$35.88	$128,675.48
$25 - $49	2,356	$25.17	$72,555.57	2,462	$23.50	$73,453.26
$.01 - $24	1095	$12.25	$16,017.61	1,844	$13.37	$28,123.34
Grand Total:	9,797		$2,963,695.34	16,288		$7,763,100.37

Major Donor program thriving

food bank of the Southern Tier

102 donors in portfolio

- 3 major gifts funded - $65K
- Annual fund gifts - $678,776 (128% over goal!)
- 68 donors increased annual giving YOY
- 38 donors gave over 2020 goal
- 15 donors reengaged
- 1,500+ donor Actions completed

2021 department priorities & how to help

Annual goalsetting retreat (with metrics!)

Review with Maya, West Wind Consulting

Stewardship

- Implement strategy for staff & volunteer donor thank you call program

Engagement

- Prepare for full Volunteer Production program to reopen
- Private conversations with each board member

Branding

- Hire/onboard coordinator & build digital communications program

Revenue

- Manage corporate partners by portfolio
- Create and implement Cheers for Change strategy with subcommittee

Data

- Understand donor retention history & set metric goals

Efficiency & Culture

- Decide on and implement project management software

Appendix

Giving by Method Definitions

CATEGORY / GIFT SUBTYPE	DEFINITION	EXAMPLES OF APPEALS WITHIN CATEGORY
Cause Marketing	Cause Marketing: Any monies received directly from cause marketing campaigns. A Cause Marketing program is consumer-facing. If the program is marketed to customers or customers are asked to take action, whether it be a donation, purchase or other, it is a Cause Marketing campaign (e.g. Check-Out- Hunger, Macy's, Pampered Chef, Campbell's Soup, and others).	Check Out Hunger Cheers for Change Fill the Bus General Cause Marketing
Special Events	Special Events: Gross revenues from planned Food Bank special events, including events hosted by your organization and third-party events benefitting your organization. **Include corporate sponsorships of specific events. Do not include food and funds drives.** Please include revenue from food and funds drives in "All other Private Support."	Tour de Keuka Selfless Elf Empty Bowls Canstruction
Direct Mail **Appeal categories divided by:** **- Direct Mail Acquisition** **- Direct Mail Cultivation** **- Direct Mail Saturation**	Direct Mail: Revenues from all direct mail sources, both national and local. Do NOT include web revenue or email direct marketing. These should be included in Online Giving. This category does include renewal gifts (cultivation) and acquisition mailings. Include corporate gifts made in response to a direct mail appeal. Do NOT include unsolicited gifts or whitemail.	All Direct Mail Appeals Harvester Newsletters Circle to Feed Hope Annual Appeal Circle to Feed Hope Spring Lapsed Appeal Thank You Letter Envelopes
Realized Deferred Gifts and Bequests (Planned Giving)	Realized Deferred Gifts and Bequests (Planned Giving): The most common form of planned giving, a bequest is made through a will or living trust. Please only report actual revenue received in your most recent fiscal year from bequests.	Bequests
Online Giving (including e-mail and other web revenue)	Online Giving (including e-mail and other web revenue): All revenue from online giving, including responses to e-mail appeals and direct mail appeals that result in gifts made directly through your website, and all other gifts made through your website.	Online Gifts Turkey Drive Giving is Gorges
Personal Solicitation	Personal Solicitation: All gifts from individuals that were received as a result of a personal, one-on-one solicitation, for example in person, over the phone, etc. Include gifts from corporations, foundations, or organizations that were received as a result of a personal, one-on-one solicitation if they cannot be counted in any of the other categories. *If a corporation was approached by your team for a truck sponsorship, that would be personal solicitation. If they spontaneously reach out on their own with a check to sponsor Hunger Action Month t-shirts, that might be Whitemail, etc.*	CTFH Follow Up Other Sponsorships (non-event related)
Grant - Corporations	Grant Applications - Corporations: All revenue received as a result of a grant application to corporations (or corporate foundations). Do NOT include gifts from corporations that were not a result of your Food Bank submitting an application for the grant.	
Grant - Foundations	Grant Applications - Foundations: All revenue received as a result of a grant application to foundations (or family foundations). Do NOT include gifts from foundations that were not a result of your Food Bank submitting an application for the grant.	
Grant - Other	Grant Applications – Other (non-government): All revenue received as a result of a grant application to other organizations that are NOT corporations, foundations, or government. These aren't extremely common, but this is designated primarily for other grant-making nonprofits – say, a local church or Rotary club that collects applications for an annual grant. Do NOT include gifts from other organizations that were not a result of your Food Bank submitting an application for the grant.	
Whitemail	Whitemail: Correspondence received from donors in their own envelope rather than in an envelope provided by the marketer. Typically these are unsolicited gifts from individuals without direct relation to any direct marketing campaign or other solicitation method. *If sponsors spontaneously reach out on their own with a check to sponsor Hunger Action Month t-shirts, that might be Whitemail.*	
All Other Private Support	All Other Private Support (Does not fit into one of the above categories. Includes United Way, other social and religious organization giving, and employee giving campaigns): All revenue from private sources (non-government) that are not included in any of the categories above. This may also include revenue received from private sources as a direct result of a hurricane, flood, tornado, or other disaster. However, DO NOT include disaster revenue received as part of a direct mail campaign. Please include that in Direct Mail or Online Giving, as appropriate). **This Includes Food & Fund Drive funds.**	Food & Fund Drives Workplace Campaign Employer Matching Gifts Dollars for Doers Volunteers and Speaking Engagements Old Recurring Gift - Monthly / Quarterly**

Slide 7 Gift Table Definitions/Criteria

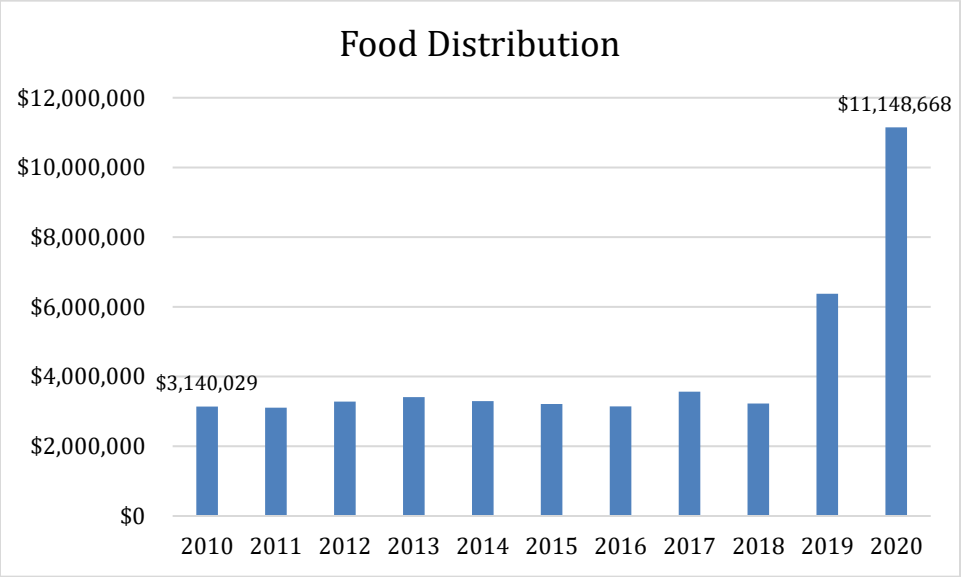
* Donor Level, Avg. Gift and Dollars represent annual cumulative giving for donors
* Donors is a distinct count of donors
* Gift types include, Cash, MG Pay-cash (credited to MG Company), Pay-Cash, Stock/Property, Stock/Property, (Sold), Pay-Stock/Property, Pay-Stock/Property (Sold), Recurring Gift Pay-Cash
* Campaign includes 2020 Fundraising Campaign
* Fund includes all funds other than Donation to Agency
* Gift Subtypes include Personal Solicitation, All Other Private Support, Cause Marketing, Online Giving, Direct Mail, Grant Corporations, Grant Foundations, Grant Other, Whitemail, Special Events

388 Upper Oakwood Avenue Elmira, New York 14903
P: 607.796.6061 F: 607.796.6028 www.foodbankst.org

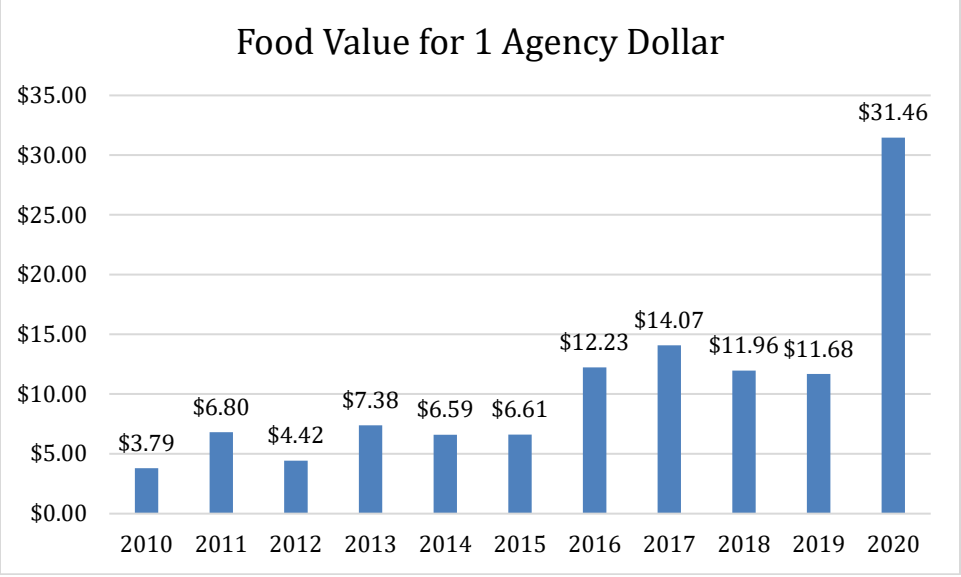
What a Year (inside 2020 food distribution)!

From TEFAP to Nourish NY to FBST Grants, our ability to respond to an unprecedented pandemic resulted in unprecedented 2020 food distribution statistics:

Dollar value of food distributed…….

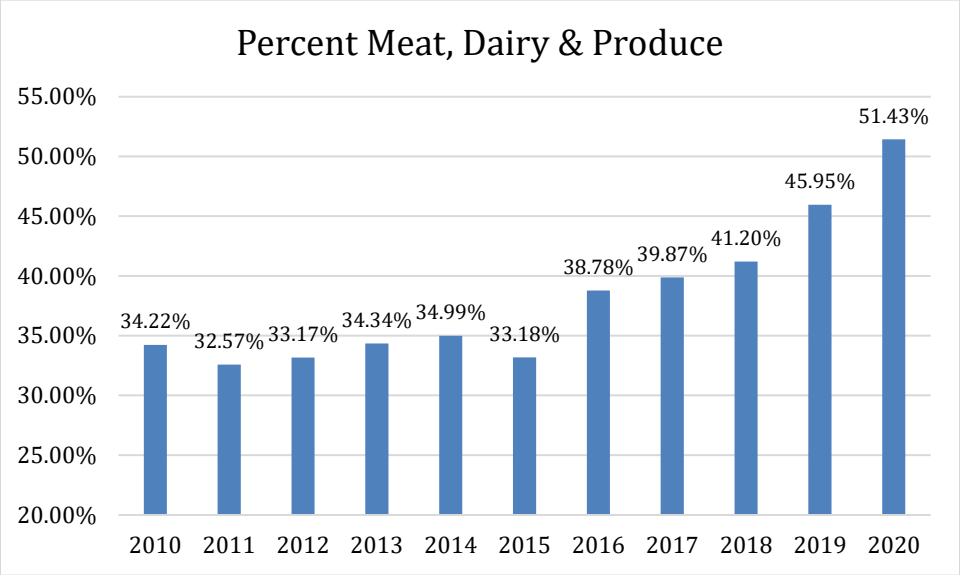
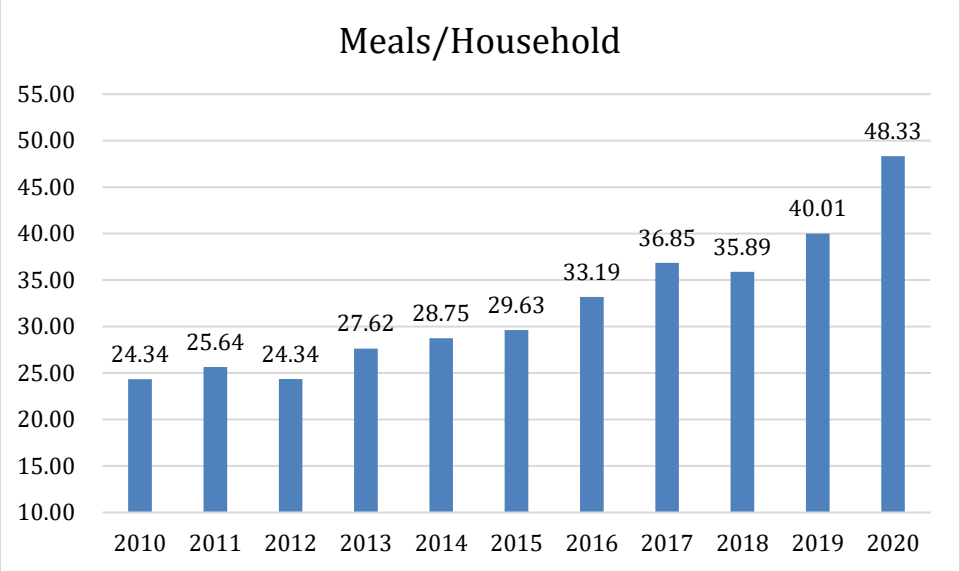


One Agency dollar buys……..



388 Upper Oakwood Avenue Elmira, New York 14903
P: 607.796.6061 F: 607.796.6028 www.foodbankst.org

Percent of distribution that is meat, dairy and produce……



Meals per household……..