

**FOOD BANK OF THE SOUTHERN TIER  
FINANCE & AUDIT COMMITTEE MEETING  
December 13, 2022  
4:30– 5:30 PM**

**AGENDA**

<b>TOPIC</b>	<b>FACILITATOR</b>	<b>ACTION</b>	<b>TIME</b>
1. Welcome & Call to Order	Steve Hoyt		5
2. Opening Prayer/Poem/Positivity	Linda Bruckner		3
3. Approval of November 15, 2022, Minutes	Steve Hoyt	Approve	2
4. Pre-Audit Meeting	Jeff Paille	Discuss	20
5. October Financial Reports	Erica Loomis	Approve	10
• Income Statement & Narrative			
• Balance Sheet			
• Cash Flow Report			
• Communis Fund			
6. Facility Project Update	Natasha Thompson	Update	10
7. Other Business-2023 Meeting Schedule	Steve Hoyt	Discuss	5
• February 14			
• May 9			
• August 8			
• November 14			
• December 12			
• <b><u>PLEASE NOTE:</u></b> All meetings will be scheduled from 4:30-6:00			

**Next Meeting**

**February 14, 2023**

4:30 PM– 6:00 PM

Opening Prayer/Poem/Positivity: Shannon Matteson  
RSVP [jennifer.bertron@foodbankst.org](mailto:jennifer.bertron@foodbankst.org)

**Food Bank of the Southern Tier**  
**Finance & Audit Committee Meeting Minutes**  
 Tuesday, November 15, 2022 4:00 – 6:00 PM

Board Member	In Attendance	Unable to Attend
Steve Hoyt (Chair)	X	
Dick Pirozzolo	X	
Karl Krebs	X	
Linda Bruckner	X	
Shannon Matteson (Vice Chair)	X	
Meghan Rose	X	
Tricia Khan	X	
<i>Guests</i>		
<i>Ex-Officio</i>		
Natasha Thompson	X	
Joe Thomas	X	
<i>Staff</i>		
Erica Loomis	X	
Karen Owen	X	
Jennifer Bertron	X	

1. **Welcome and Call to Order** – Shannon Matteson called the meeting to order at 4:02 pm
2. **Opening Prayer/Poem/Positivity** – Karl Krebs shared a poem.
3. **Approval of September 13, 2022 Minutes**  
*Tricia Khan made a motion to approve the September 13, 2022, minutes.  
 Dick Pirozzolo seconded. All were in favor. None opposed.*
4. **September Financial Reports** - Erica shared September Financial reports including the following: Donations & TEFAP continue to be down, which results in higher wholesale and food costs. Saw an increase to TEFAP bonus loads, but those have been cancelled in the past; Freight subsidies from FANO has helped keep freight expenses down; Personnel is tracking below budget due to vacancies (currently 4 vacant positions); SIF activity is picking up, but will likely still be underspent; Received a Nutrition Outreach & Education Program (NOEP) contract & funding for Schuyler County. This funds a staff person to support SNAP outreach. FBST has held this contract in Chemung County for many years; Interest income has seen an increase from Sweep & ICS accounts (Q3 adjustment);

*Karl Krebs made a motion to approve September Financial Reports.  
 Tricia Khan seconded. All were in favor. None opposed.*

**Communis Fund Report:** Nothing stood out from the report. Discussed the status of getting an Investment Policy Sub-committee together and if that still feels worthwhile. Agreement that it is more critical than ever given where short-term rates are. Communis is long-term investment, but should it be diversified. Decision to convene sub-committee in January 2023 prior to February Finance meeting.

**Action Item:** Natasha will work on scheduling a meeting with Karl, Dick, Steve & Linda for January.

*Meghan Rose made a motion to approve the Communis Fund Report.  
 Linda Bruckner seconded. All were in favor. None opposed.*

5. **Q3 Dashboards** – Natasha reported on Q3 dashboards, that included the following:
- **Client Demand:** Dashboards for client demand have been consolidated into 1 slide showing requests for food at pantries, mobile food pantries & community meals. There are additional programs, but those 3 are most open to the public and best measure of need. Seeing increases in request for food compared to 2021 and 2019 (pre-covid);
    - **Discussion:** Graphs show that Q3 is typically a lull compared to Q4. Given the jump in Q3 demand there will likely be an even higher Q4. The HPNAP Legislative Award funding that needs to be spent by March 31<sup>st</sup> will be a big help in the short-term. Have also seen higher demand for holiday turkeys than in the past. Budget has been increased to fulfill. Some supply issues for getting turkeys, but Wegmans has worked to ensure enough and TEFAP chickens are available.
  - **Distribution:** Warehouse Operations Dashboards show big constriction in TEFAP inventory starting in 2021 and increasing in 2022. As a result, wholesale it up. The HPNAP Legislative Award has been a big help. More money has been allocated by TEFAP and now it depends on if loads are available or get cancelled; Produce distribution is up and seeing better quality and mix of items as a result of Feeding America resources
    - **Discussion:** Distribution data per capita would be useful. There is data by County through Feeding America’s Meal Gap estimates. However, current data only tells where people are getting food not where people who receive food live. As Service Insights expands will be able to provide more accurate data.
  - **Development & Community Engagement:** As of end of Q3 revenue at \$2.95m and on track to \$4.2m goal. Dashboards further breakout planned solicitation progress, number of actions with donors, Annual Fund goals and a Gift Table for more granular analysis. Shared fundraising breakout by donor segments and progress to goal for each segment. Particularly interested in tracking donors that were new last year and if they continue their giving. Majority of donations come in Q4 and progress toward goals likely looks a lot different now. Looking more closely as board and volunteer giving and goal setting. Community Engagement goals will be forthcoming for volunteer, email and website engagement indicators. Sent emails in August were down due to staff turnover, but great open rate for the emails that were sent. Also showing that most volunteers are individuals rather than groups and many of those individuals come on a regular schedule
6. **Q3 Budget Adjustments** – Erica reported on Q3 adjustments, reviewing the following: Surplus for the quarter is \$546,988 and with SIF the projected deficit for the year is \$798,347; Adjustments \$118,000; Program Revenue: increased wholesale resulted in increased revenue from handling, NOEP contract grant & increased in interest revenue; Reduced Expenses: wholesale for Backpack is down & FANO freight subsidies have helped with that cost; Deficits: FLPPS contract established a payment schedule rather than a lump sum; contract services are up due to coverage for vacant positions; added \$93,000 back for holiday turkeys due to demand; Overall Q3 expenses on target.70% progress to goal for budget as of prior week.

*Shannon Matteson made a motion to approve Q3 Budget Adjustments.  
Meghan Rose seconded. All were in favor. None opposed.*

7. **2023 Budget** – Total projected operating deficit is \$102,000. SIF increases to \$1.9m. However, SIF is covered by funds that are earmarked for that purpose. Service Insights has been fully funded and is moving off SIF and into general operating. Development Committee met and fundraising increase will be a conservative \$200,000. Budget anticipates higher wholesale spending to continue into 2023. Expect a 31% increase from TEFAP, but per load cost is higher and will be receiving 4 fewer loads than 2022. Have also seen fewer bonus offering and increased in cancelled loads. Personnel costs are up 13% due to a 1% cola increase (3% to 4%) due to inflation and increased insurance premium contribution. Contract services are up – 26% is from a rise in CCDOR. Capital expenses include parking lot repair, a 2<sup>nd</sup> shrink wrap machine and a Tygard machine to better break down pallets.

**Food Bank of the Southern Tier**  
**Finance & Audit Committee Meeting Minutes**  
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**Discussion:** COLA has not historically tracked to inflation, so 4% COLA seems low given how high inflation currently is, but the 3% standard cola was maintained even when inflation was low. FBST does keep an eye on salary competitiveness. Tend to be more generous compared to other non-profits, but warehouse jobs are more competitive. Plan is to use a combination of the increased cola, increased insurance premium contribution and possibly bonuses to ensure staff benefits are keeping pace with increasing costs of living.

*Dick Pirozzolo made a motion to 2023 Budget.  
Linda Bruckner seconded. All were in favor. None opposed.*

**SIF spend to date** – This will be moved to December 13<sup>th</sup> meeting along with update on audit prep and SIF budget conversation.

- 8. Other Business** – Next meeting will be December 13<sup>th</sup> and will return to usual time frame of 4:30-6pm.

The meeting was adjourned at 5:04pm

*Minutes respectfully submitted by,  
Jennifer Bertron, Community Impact Manager*

# Audit Planning Communication

## 2022 Audit Plan



**Bonadio & Co., LLP**  
Certified Public Accountants



December 13, 2022

Dear Members of the Finance/Audit Committee of Foodbank of the Southern Tier:

We are pleased to present our 2022 Audit Plan for the financial statements of Foodbank of the Southern Tier or (the "Organization"). The information included in this report allows you to understand the judgments we have made in planning and scoping our audit procedures.

This report was prepared based on information obtained from meetings with management, knowledge of the Organization, consideration of the business environment and risk assessment procedures. Our audit approach will remain flexible and responsive to the Organization's environment. Any significant changes to our audit plan will be discussed with the Finance and Audit Committee at a future meeting.

Discussion of our audit plan ensures our Bonadio engagement team members understand your concerns and together we agree on mutual needs and expectations, which enables us to provide the highest level of service and audit quality. We value and encourage your observations and your input.

We look forward to addressing your questions and discussing any other matters of interest. Please feel free to call me at (585) 249-2889.

Very truly yours,

Jeff Paille

Engagement Leader

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# EXECUTIVE SUMMARY



# Executive Summary

## *Audit Planning Considerations*

### The Organization's Activities

- Effect of developments related to CCDR's Child Victims Act claims
- Leadership changes at CCDR
- Continued strategic evolution of activities

### The Audit

- We are in the early stages of planning for the 2022 audit, with an expected timeline consistent with the prior year.
- The risks identified are consistent with those in the prior year.
- We affirm our independence from Foodbank of the Southern Tier.



# AUDIT APPROACH

## Our Audit Deliverables

- Audit report on the Organization's financial statements
- Summary of key financial highlights
- Planning considerations for 2023 and beyond
- Required communications to those charged with governance

# Audit Objective

## Our primary objectives are to:

- Perform an audit in accordance with auditing standards generally accepted in the United States of America to obtain reasonable assurance the Organization's financial statements are prepared in accordance with generally accepted accounting principles, and are free from material misstatement whether caused by error or fraud.
- Render an opinion on the financial statements of the Organization as of December 31, 2022 and for the year then ending.
- Our audit does not relieve management of its responsibilities with regard to governance and oversight.
- An audit of financial statements includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control over financial reporting.

# Audit Process

## *Approach*

### **Our audit approach is based on the following principles:**

- The use of a top-down, risk-based approach
- The application of well-reasoned professional judgment
- These principles, with the application of materiality, allow us to develop and execute our audit approach in an effective and efficient manner. The results of our risk assessment include the identification of audit risks and also drives the identification of significant accounts. We evaluate audit risks as defined below.
- On the following slides, we share a high-level look at our planned audit procedures.

# Audit Process

## *Significant Audit Areas*

We have outlined below the significant audit areas identified based on our preliminary risk assessment process, together with our planned audit response.

Risk Description	Planned Audit Response
<p><b>Fraud</b> – Risk of management override of controls, including accounting for significant unusual transactions, particularly sensitive accounting estimates, and manual journal entries</p>	<ul style="list-style-type: none"><li>• Test journal entries focusing on certain characteristics that may indicate a risk of fraud</li><li>• Test underlying assumptions used in any sensitive accounting estimates</li><li>• Review financial statements for inaccurate or omitted disclosures</li><li>• Make inquiry of key members of management and other personnel</li></ul>
<p><b>Revenue recognition</b> – Risk related to revenue recognition exists in terms of classification, recording, and timing</p>	<ul style="list-style-type: none"><li>• Assess relevant revenue controls for design effectiveness and implementation</li><li>• Test manual journal entries focusing on unusual entries that impact revenue</li><li>• Test material revenue line items</li><li>• Test propriety of accounting treatment over exchange and non-exchange revenue transactions</li><li>• Inquire regarding any unusual contributions received and ascertain appropriate accounting treatment</li></ul>




# Audit Process

## Significant Audit Areas (Continued)

We have outlined below the significant audit areas identified based on our preliminary risk assessment process, together with our planned audit response.

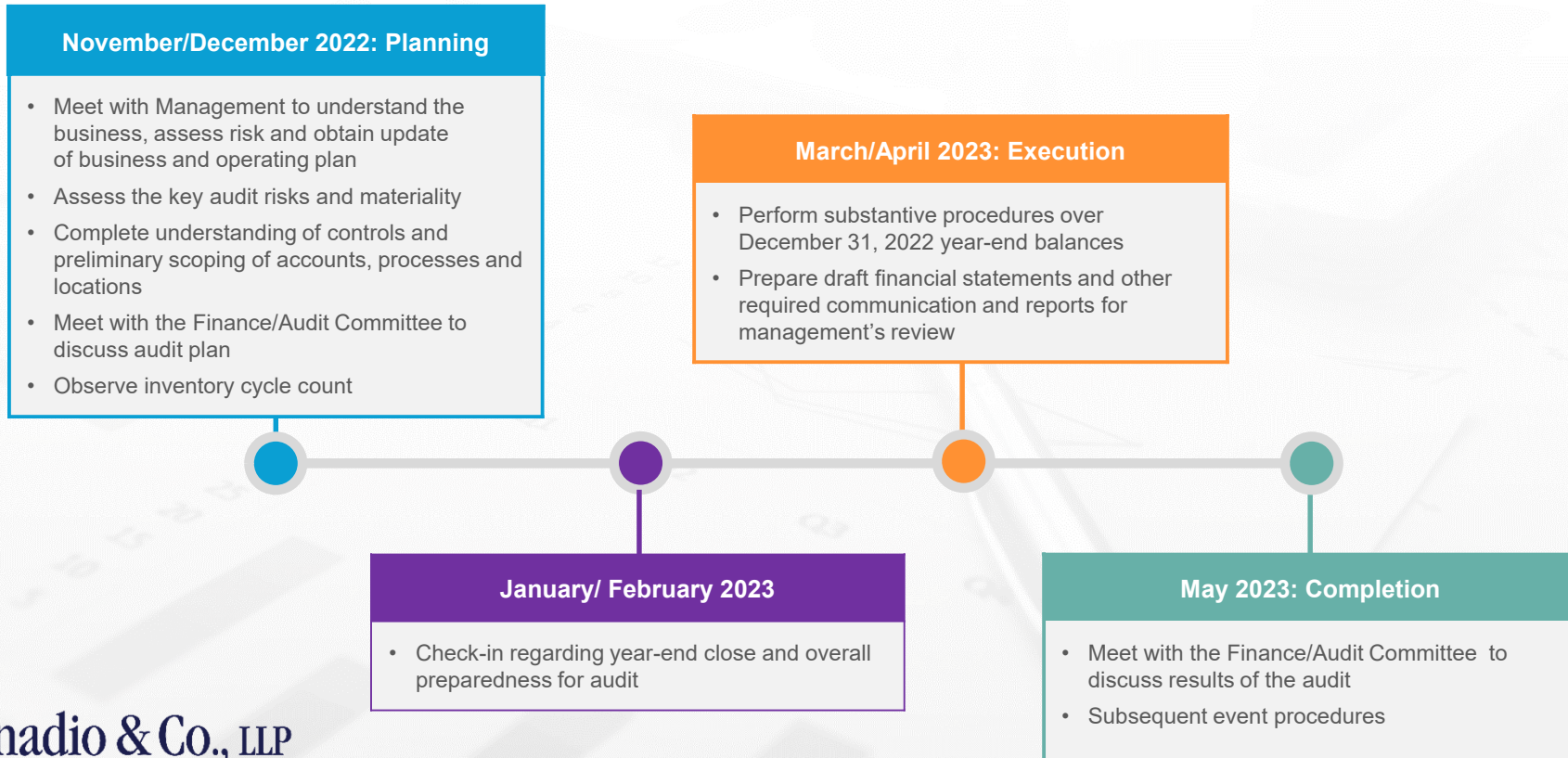
Risk Description	Planned Audit Response
<b>Inventory</b> – Risks include valuation and classification as well as tracking and controls over donated inventory received and disbursed	<ul style="list-style-type: none"><li>• Review management’s policies and procedures for tracking quantities of inventory on hand</li><li>• Confirm inventory per-pound valuation input at year-end</li><li>• Observe cycle count procedures</li><li>• Examine inventory receipt and disbursement records</li></ul>
<b>Expenses and accruals</b> – Risks relate to proper year-end cut-off of expenses and sufficiency of accruals	<ul style="list-style-type: none"><li>• Test expenses substantively and analytically</li><li>• Test significant accrual balances, including payroll and other operating accruals</li><li>• Consider reasonableness of allocation of expenses between program, administrative, and fundraising</li></ul>
<b>Information technology</b> – Risks relate to the reliance on systems that capture, track, record, and report data that flows into the financial reporting process	<ul style="list-style-type: none"><li>• Inquire with the Organization’s IT professionals regarding controls and processes</li><li>• Review results of cybersecurity testing conducted, and the potential impact on the financial reporting process</li></ul>

# Client Service Team

Photo	Name	Audit Role	Email Address	Office Number
	Jeff Paille	Engagement Leader	jpaille@bonadio.com	(585) 249-2889
	Cassie Fields	Engagement Manager	cfields@bonadio.com	(585) 203-9093
	Liliya Vysochanska	Engagement Senior	lvysochanska@bonadio.com	(585) 203-9087

# Timeline and Communication Plan

The table below outlines our expected timing of communications and planned audit procedures. In addition, we may communicate with you more frequently, if and when significant matters arise.





# Other Required Communications

## Fraud

We are required to make certain inquiries of the Finance/Audit Committee related to fraud risks. In addition, as part of our overall response to fraud risk, we incorporate unpredictability into our audit by modifying the nature, timing and extent of our procedures.

Fraud is a broad legal concept and auditors do not make legal determinations of whether fraud has occurred. Rather, the auditor's interest specifically relates to acts that result in a material misstatement of the financial statements. The primary factor that distinguishes fraud from error is whether the underlying action that results in the misstatement of the financial statements is intentional. The following two types of misstatements are relevant to the auditor's consideration of fraud:

***Misstatements arising from fraudulent financial reporting*** are intentional misstatements or omissions of amounts or disclosures in financial statements designed to deceive financial statement users when the effect causes the financial statements not to be presented, in all material respects, in conformity with generally accepted accounting principles (GAAP).

***Misstatements arising from misappropriation of assets*** involve the theft of an entity's assets when the effect of the theft causes the financial statements not to be presented, in all material respects, in conformity with GAAP.

### Fraud items for discussion:

- Programs and controls in place to mitigate the risk of fraud and error
- Specific concerns about the risk of fraud or error
- Any actual, alleged or suspected fraud
- Violations or possible violations of law
- Other matters relevant to the audit

# Other Required Communications

<b>Independence</b>	There are no relationships or other matters identified that might reasonably be thought to bear on independence.
<b>Non-compliance with laws and regulations and illegal acts</b>	We have not identified any instances of non-compliance with laws and regulations. We have not identified any potential illegal acts.
<b>Significant issues discussed with management prior to appointment or retention</b>	There are no significant issues discussed with management in connection with the retention of Bonadio.
<b>Obtain information relevant to the audit</b>	We will inquire of the Finance/Audit Committee about whether it is aware of matters relevant to the audit and about the risks of material misstatement.



# TRENDING TOPICS

# Trending Topics

## Personnel

The job market remains tight, with NFP organizations competing for entry level personnel with an array of employers, from retail to restaurants and beyond. Finding and hiring for experienced, specialized positions can be even more challenging, and compensation inflation is a significant factor.

## Go-forward strategy

Many organizations are revisiting strategy as they move beyond the COVID-19 disruption. For many organizations, this includes a fresh perspective on new affiliation/ joint venture/ collaborative arrangements with other providers. Food Bank is positioned to participate with this process.

## Inflation

The increased inflation of 2022 affects Food Bank in the context of operating expenses. But a potentially bigger impact is the effect on those Food Bank serves. Households and individuals may need assistance as inflation reduces their ability to cover housing, food, and other basic needs.

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

**% to Budget Guideline (Month 10 of 12): 83%**

**YTD Actual to Budget:**    81% Total Income                      79% Total Expenses  
**2021 YTD:**                      86% Total Income                      82% Total Expenses

**OVERALL**

- Fundraising is looking strong (to date, fundraising has surpassed the 2022 \$4.2M budget.)
- Supply chain still tight for purchasing. Buying larger quantities to offset costs and lead times.
- Donated picked up slightly in November.
- TEFAP peanut butter load canceled for 2023, which will impact the backpack budget.
- \$175,000 pass through grant from Corning Inc. Foundation to support partner agencies throughout Chemung, Schuyler & Steuben counties.
- Awarded a \$100,000 SNAP grant to support marketing in all six counties.

**INCOME STATEMENT:**

(Percentages Relate to Budget Projection)

**Revenue Items:**

<b>Agency Food: 81%</b>	On target.
<b>MFP Food: 83%</b>	On target.
<b>Youth Programs Food: 81%</b>	On target.
<b>Donated Product: 78%</b>	Below target. Donated loads are still scarce.
<b>HPNAP General Operating: 79%</b>	Below target. Operating & JSY income are vouchered incrementally. Some seasonal components here. Transportation Grant is usually expended in the year's first half, while Operations Support will mostly be spent in the second half.
<b>Other Contracts/Programs: 90%</b>	Above target. Build Back Better supplemental funding received from TEFAP. RRP admin. 100%.
<b>Fund-Raising/Donations: 81%</b>	On target. The five-year seasonal average is 71.42% excludes 2020. Fundraising is looking strong.
<b>Other Income: 67%</b>	Below target. Adjusted Interest income from our Sweep and ICS accounts.

**EXPENSE ITEMS:**

<b>Personnel: 78%</b>	Below target. Have experienced turnover/vacancies.
<b>Agency Food: 82%</b>	On target.
<b>MFP Food: 84%</b>	On target. NNY is strong.
<b>Youth Programs Food: 77%</b>	Below target. Wholesale purchasing is down.
<b>Other Program Food: 55%</b>	Below target. Turkey expenses will hit in November.
<b>Product Acquisition Freight: 45%</b>	Below target. This number depends on the availability of quality donated loads, and we are receiving freight subsidies for Choice loads.
<b>Donated Product: 78%</b>	Below target. Donated loads are still scarce.
<b>Warehouse/Distribution: 89%</b>	Above target. Bulk order of shrink wrap and vehicle maintenance up.
<b>General Operations: 77%</b>	Below target. Due to remote work and electronic communication, printing, postage, copying, office supplies, etc., are lower.
<b>Development/PR: 60%</b>	Below target. Highly seasonal cost centers in the Development Dept. with Direct Mail and Advertising/Promo being heavy in Q4.
<b>Advocacy &amp; Education: 0%</b>	On target, no expenses are expected for 2022.
<b>Operation Support: 63%</b>	Below target, as expected. HPNAP Operations Support is generally spent during the second half of the year. CHOW NNY and FLPPS grant funds are pass-throughs.

**Non-Operating ITEMS:**

<b>Personnel: 83%</b>	On target and internally controlled. Truck Campaign allocations will end this year.
<b>SIF: 44%</b>	Below target. SIF activity is picking up but will fall far short of the \$1.3M budget.

**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.

# Food Bank of the Southern Tier

## Balance Sheet

	10/31/2022	12/31/2021
<b>ASSETS</b>		
CASH - OPERATING	\$5,390,262.52	\$6,963,966.52
ACCTS. RECEIVABLE	\$105,151.45	\$78,632.17
CAMPAIGN RECEIVABLE	(\$1,199.98)	\$8,800.02
CONTRACTS / GRANTS RECEIVABLE	\$2,483,442.30	\$840,226.74
INVESTMENT MANAGEMENT	\$2,702,875.36	\$3,401,828.46
PREPAIDS	\$32,030.86	\$34,663.10
PURCHASE FOOD INVENTORY	\$625,009.06	\$535,024.59
IN-KIND DONATED/TEFAP FOOD	\$560,289.38	\$1,127,081.41
PROPERTY, PLANT AND EQUIPMENT	\$2,524,054.71	\$2,823,159.41
<b>TOTAL ASSETS</b>	<b>\$14,421,915.66</b>	<b>\$15,813,382.42</b>
 <b>LIABILITIES AND FUND BALANCE</b>		
<b>LIABILITIES</b>		
ACCOUNTS PAYABLE	\$473,854.88	\$484,208.91
DEFERRED INCOME	\$31,925.43	\$154,607.31
DEFERRED INVENTORY	\$560,289.38	\$1,127,081.41
ACCRUED LIABILITY	\$257,668.07	\$211,247.97
<b>TOTAL LIABILITIES</b>	<b>\$1,323,737.76</b>	<b>\$1,977,145.60</b>
 <b>FUND BALANCE</b>		
UNRESTRICTED FUNDS	\$2,357,994.17	\$3,014,307.37
RESTRICTED-ENDOWMENT FUND	\$92,423.27	\$116,346.52
TEMP. RESTRICTED - 5 YEAR PLEDGE	\$204,000.00	\$204,000.00
TEMP. RESTRICTED-DONATIONS	\$402,860.02	\$425,000.00
TEMP. RESTRICTED-EXPANSION PROGRAMS	\$55,000.00	\$55,000.00
TEMP. RESTRICTED CANSTRUCTION	\$36,270.00	\$36,270.00
BOD DESIGNATED OPERATING RESERVE FUND	\$2,360,578.00	\$2,360,578.00
BOD DESIGNATED CAPITAL ASSET FUND	\$1,191,404.00	\$1,191,404.00
BOD DESIGNATED STRATEGIC INVESTMENT	\$6,390,512.01	\$6,390,512.01
TEMP. RESTRICTED TRK CAMPAIGN	\$7,136.42	\$42,818.92
<b>TOTAL FUND BALANCE</b>	<b>\$13,098,177.89</b>	<b>\$13,836,236.82</b>
 <b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$14,421,915.65</b>	<b>\$15,813,382.42</b>
 <b>BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS</b>	<b>\$13,836,236.80</b>	<b>\$11,415,830.30</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(\$738,058.91)</b>	<b>\$2,420,406.52</b>
<b>ENDING FUND BALANCE</b>	<b>\$13,098,177.89</b>	<b>\$13,836,236.82</b>

Food Bank of the Southern Tier  
Cash Flow Forecast  
November 2022 to April 2023

WEEK ENDING	RECEIPTS		DISBURSEMENTS		NET CHANGE	BALANCE
BAL. BROUGHT FORWARD						5,389,267.52
11/5/2022	154,290.64	C E	449,114.05	B	(294,823.41)	5,094,444.11
<b>11/12/2022</b>	53,120.31	E	110,747.30	A	(57,626.99)	5,036,817.12
11/19/2022	169,741.39	E	335,506.34	B	(165,764.95)	4,871,052.17
<b>11/26/2022</b>	237,145.24	E	269,571.14	A B	(32,425.90)	4,838,626.27
11/30/2022	312,524.51	D E	4,597.90		307,926.61	5,146,552.88
					0.00	5,146,552.88
MONTHLY TOTAL	926,822.09		1,169,536.73		(242,714.64)	5,146,552.88
WEEK ENDING						
<b>12/10/2022</b>	150,000.00	C	500,000.00	A B	(350,000.00)	4,796,552.88
12/17/2022	110,000.00	D	330,000.00	B	(220,000.00)	4,576,552.88
<b>12/24/2022</b>	500,000.00	E	150,000.00	A	350,000.00	4,926,552.88
12/31/2022	500,000.00	E	250,000.00	B	250,000.00	5,176,552.88
					0.00	5,176,552.88
MONTHLY TOTAL	1,260,000.00		1,230,000.00		30,000.00	5,176,552.88
WEEK ENDING						
<b>1/7/2023</b>	650,000.00	C	250,000.00	A B	400,000.00	5,576,552.88
1/14/2023	150,000.00	E	175,000.00	B	(25,000.00)	5,551,552.88
<b>121/23</b>	150,000.00	E	300,000.00	A B	(150,000.00)	5,401,552.88
1/28/2023	70,000.00	D	75,000.00		(5,000.00)	5,396,552.88
					0.00	5,396,552.88
MONTHLY TOTAL	1,020,000.00		800,000.00		220,000.00	5,396,552.88
3 MONTH RECAP	3,206,822.09		3,199,536.73		7,285.36	
MONTH OF FEB	1,581,554.00		1,678,545.00		(96,991.00)	5,299,561.88
MONTH OF MAR	1,581,554.00		1,678,545.00		(96,991.00)	5,202,570.88
MONTH OF APR	1,581,554.00		1,678,545.00		(96,991.00)	5,105,579.88
6 MONTH RECAP	7,951,484.09		8,235,171.73		(283,687.64)	5,105,579.88

A INCLUDES 2 WEEKS PAYROLL  
B INCLUDES FOOD PURCHASES  
C INCLUDES GRANT PAYMENTS  
D A/R PAYMENTS  
E DONATIONS/DIRECT MAIL  
F OPERATION SUPPORT



# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 10/01/2022 10/31/2022	CURRENT YTD ACTUAL 01/01/2022 10/31/2022	LAST YTD ACTUAL 01/01/2021 10/31/2021	PROJECTION TO DATE 01/01/2022 10/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
<b>REVENUE</b>						
<b>FOOD DISTRIBUTION</b>						
<b>AGENCIES</b>						
SHARED MAINTENANCE						
GENERAL	\$2,098.53	\$33,072.73	\$55,372.91	\$29,378.32	\$35,254.00	94%
HPNAP	\$1,059.13	\$34,746.26	\$76,824.50	\$46,487.50	\$55,785.00	62%
<b>TOTAL SHARED MAINTENANCE</b>	<b>\$3,157.66</b>	<b>\$67,818.99</b>	<b>\$132,197.41</b>	<b>\$75,865.82</b>	<b>\$91,039.00</b>	<b>74%</b>
WHOLESALE						
GENERAL	\$96,937.45	\$1,747,919.64	\$339,554.82	\$1,589,405.82	\$1,907,287.00	92%
HPNAP	\$324,824.19	\$1,838,246.12	\$1,202,874.28	\$1,950,169.14	\$2,340,203.00	79%
HANDLING FEES	\$16,729.64	\$59,642.89	\$58,381.70	\$88,454.98	\$106,146.00	56%
<b>TOTAL WHOLESALE</b>	<b>\$438,491.28</b>	<b>\$3,645,808.65</b>	<b>\$1,600,810.80</b>	<b>\$3,628,029.94</b>	<b>\$4,353,636.00</b>	<b>84%</b>
TEFAP						
TEFAP INCOME	\$201,126.83	\$1,926,645.47	\$2,028,207.03	\$2,114,228.32	\$2,537,074.00	76%
<b>TOTAL TEFAP</b>	<b>\$201,126.83</b>	<b>\$1,926,645.47</b>	<b>\$2,028,207.03</b>	<b>\$2,114,228.32</b>	<b>\$2,537,074.00</b>	<b>76%</b>
<b>TOTAL AGENCY FOOD</b>	<b>\$642,775.77</b>	<b>\$5,640,273.11</b>	<b>\$3,761,215.24</b>	<b>\$5,818,124.08</b>	<b>\$6,981,749.00</b>	<b>81%</b>
<b>MOBILE FOOD PANTRIES</b>						
SHARED MAINTENANCE						
GENERAL	\$6,744.86	\$44,120.43	\$58,764.48	\$37,985.82	\$45,583.00	97%
HPNAP	\$1,630.96	\$90,313.51	\$104,715.55	\$102,256.66	\$122,708.00	74%
<b>TOTAL SHARED MAINTENANCE</b>	<b>\$8,375.82</b>	<b>\$134,433.94</b>	<b>\$163,480.03</b>	<b>\$140,242.48</b>	<b>\$168,291.00</b>	<b>80%</b>
WHOLESALE						
HPNAP	\$211,429.31	\$907,751.26	\$920,403.82	\$822,203.32	\$986,644.00	92%
HPNAP HANDLING FEES	\$3,423.91	\$9,293.87	\$11,899.64	\$17,859.14	\$21,431.00	43%
<b>TOTAL WHOLESALE</b>	<b>\$214,853.22</b>	<b>\$917,045.13</b>	<b>\$932,303.46</b>	<b>\$840,062.46</b>	<b>\$1,008,075.00</b>	<b>91%</b>
TEFAP						
TEFAP FOOD INCOME	\$80,448.49	\$1,211,306.79	\$1,602,427.92	\$1,287,331.66	\$1,544,798.00	78%
<b>TOTAL TEFAP</b>	<b>\$80,448.49</b>	<b>\$1,211,306.79</b>	<b>\$1,602,427.92</b>	<b>\$1,287,331.66</b>	<b>\$1,544,798.00</b>	<b>78%</b>
<b>TOTAL MOBILE FOOD PANTRY</b>	<b>\$303,677.53</b>	<b>\$2,262,785.86</b>	<b>\$2,698,211.41</b>	<b>\$2,267,636.60</b>	<b>\$2,721,164.00</b>	<b>83%</b>
<b>YOUTH PROGRAMS</b>						
BK SHARED MAINTENANCE						
GENERAL	\$287.39	\$2,106.07	\$4,413.35	\$1,624.98	\$1,950.00	108%
<b>Total SHARED MAINTENANCE</b>	<b>\$287.39</b>	<b>\$2,106.07</b>	<b>\$4,413.35</b>	<b>\$1,624.98</b>	<b>\$1,950.00</b>	<b>108%</b>
WHOLESALE						
HPNAP	\$3,833.51	\$12,955.76	\$6,087.07	\$6,666.66	\$8,000.00	162%

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	<b>CURRENT MONTH 10/01/2022 10/31/2022</b>	<b>CURRENT YTD ACTUAL 01/01/2022 10/31/2022</b>	<b>LAST YTD ACTUAL 01/01/2021 10/31/2021</b>	<b>PROJECTION TO DATE 01/01/2022 10/31/2022</b>	<b>FULL YR PROJECT. 01/01/2022 12/31/2022</b>	<b>% TO FULL YEAR PROJECTION</b>
SCHOOL FOOD CENTER	\$9,387.11	\$10,619.57	\$0.00	\$0.00	\$0.00	0%
TOTAL WHOLESAL	\$13,220.62	\$23,575.33	\$6,087.07	\$6,666.66	\$8,000.00	295%
TEFAP						
TEFAP FOOD INCOME	\$10,439.77	\$213,743.85	\$111,548.31	\$237,995.82	\$285,595.00	75%
	\$10,439.77	\$213,743.85	\$111,548.31	\$237,995.82	\$285,595.00	75%
<b>TOTAL YOUTH PROGRAMS</b>	<b>\$23,947.78</b>	<b>\$239,425.25</b>	<b>\$122,048.73</b>	<b>\$246,287.46</b>	<b>\$295,545.00</b>	<b>81%</b>
<b>TOTAL FOOD DISTRIBUTION</b>	<b>\$970,401.08</b>	<b>\$8,142,484.22</b>	<b>\$6,581,475.38</b>	<b>\$8,332,048.14</b>	<b>\$9,998,458.00</b>	<b>81%</b>
<b>DONATED PRODUCT</b>						
DONATED PRODUCT	\$361,557.62	\$4,459,404.47	\$5,765,839.02	\$4,781,441.66	\$5,737,730.00	78%
<b>TOTAL DONATED PRODUCT</b>	<b>\$361,557.62</b>	<b>\$4,459,404.47</b>	<b>\$5,765,839.02</b>	<b>\$4,781,441.66</b>	<b>\$5,737,730.00</b>	<b>78%</b>
<b>GRANTS / PROGRAMS</b>						
<b>HPNAP GENERAL OPERATING</b>						
OPERATIONS SUPPORT	\$0.00	\$158,413.00	\$165,703.00	\$132,010.82	\$158,413.00	100%
HPNAP SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$1,833.32	\$2,200.00	0%
TRANSPORTATION GRANT	\$13,000.00	\$13,000.00	\$28,657.01	\$19,791.66	\$23,750.00	55%
OPERATING INCOME	\$47,538.71	\$351,472.98	\$332,673.78	\$381,175.82	\$457,411.00	77%
JSY OPERATING INCOME	\$9,383.00	\$89,048.44	\$53,324.73	\$108,062.50	\$129,675.00	69%
<b>TOTAL HPNAP OPERATING</b>	<b>\$69,921.71</b>	<b>\$611,934.42</b>	<b>\$580,358.52</b>	<b>\$642,874.12</b>	<b>\$771,449.00</b>	<b>79%</b>
<b>OTHER GRANTS / PROGRAMS</b>						
CHEMUNG COUNTY	\$2,500.00	\$25,000.00	\$25,000.00	\$25,000.00	\$30,000.00	83%
NOEP	\$10,531.17	\$66,286.70	\$57,558.85	\$69,166.66	\$83,000.00	80%
NNY OPERATING	\$38,458.68	\$355,652.70	\$289,199.86	\$357,742.48	\$429,291.00	83%
TEFAP ADMIN	\$7,652.27	\$279,786.51	\$347,228.51	\$246,438.32	\$295,726.00	95%
VENISON PROGRAM	\$0.00	\$5,044.62	\$3,336.00	\$9,166.66	\$11,000.00	46%
PROGRAM & EDUCATIONAL SUPPORT	\$53,000.00	\$143,567.00	\$0.00	\$165,153.32	\$198,184.00	72%
OTHER MISC GRANTS	\$0.00	\$55,302.00	\$0.00	\$0.00	\$0.00	0%
RESTAURANT RESILENCY PGM	\$0.00	\$104,018.94	\$0.00	\$86,682.48	\$104,019.00	100%
<b>TOTAL OTHER GRANTS/PGMS</b>	<b>\$112,142.12</b>	<b>\$1,034,658.47</b>	<b>\$722,323.22</b>	<b>\$959,349.92</b>	<b>\$1,151,220.00</b>	<b>90%</b>
<b>TOTAL GRANTS / PROGRAMS</b>	<b>\$182,063.83</b>	<b>\$1,646,592.89</b>	<b>\$1,302,681.74</b>	<b>\$1,602,224.04</b>	<b>\$1,922,669.00</b>	<b>86%</b>
<b>FUNDRAISING / DONATIONS</b>						
CAUSE MARKETING						
CAUSE MARKETING	\$28,071.00	\$386,437.06	\$456,997.15	\$366,666.66	\$440,000.00	88%
	\$28,071.00	\$386,437.06	\$456,997.15	\$366,666.66	\$440,000.00	88%
SPECIAL EVENTS						
SPECIAL EVENTS	\$2,500.00	\$20,300.00	\$40,059.00	\$41,666.66	\$50,000.00	41%
	\$2,500.00	\$20,300.00	\$40,059.00	\$41,666.66	\$50,000.00	41%

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	<b>CURRENT MONTH 10/01/2022 10/31/2022</b>	<b>CURRENT YTD ACTUAL 01/01/2022 10/31/2022</b>	<b>LAST YTD ACTUAL 01/01/2021 10/31/2021</b>	<b>PROJECTION TO DATE 01/01/2022 10/31/2022</b>	<b>FULL YR PROJECT. 01/01/2022 12/31/2022</b>	<b>% TO FULL YEAR PROJECTION</b>
DIRECT MAIL						
DIRECT MAIL	\$274,831.00	\$999,030.79	\$1,138,187.47	\$952,004.16	\$1,142,405.00	87%
	<u>\$274,831.00</u>	<u>\$999,030.79</u>	<u>\$1,138,187.47</u>	<u>\$952,004.16</u>	<u>\$1,142,405.00</u>	<u>87%</u>
ONLINE GIVING						
ONLINE GIVING	\$42,729.61	\$312,020.86	\$420,783.49	\$762,868.32	\$915,442.00	34%
	<u>\$42,729.61</u>	<u>\$312,020.86</u>	<u>\$420,783.49</u>	<u>\$762,868.32</u>	<u>\$915,442.00</u>	<u>34%</u>
PERSONAL SOLICITATION						
PERSONAL SOLICITATION	\$7,845.00	\$214,335.00	\$70,635.00	\$91,666.66	\$110,000.00	195%
	<u>\$7,845.00</u>	<u>\$214,335.00</u>	<u>\$70,635.00</u>	<u>\$91,666.66</u>	<u>\$110,000.00</u>	<u>195%</u>
GENERAL DEVELOPMENT GRANTS						
OTHER	\$7,000.00	\$140,994.69	\$564,347.56	\$358,666.64	\$430,400.00	33%
MOBILE FOOD	\$4,166.67	\$16,666.64	\$0.00	\$0.00	\$0.00	0%
CHILD HUNGER	\$0.00	\$0.00	\$15,000.00	\$0.00	\$0.00	0%
	<u>\$11,166.67</u>	<u>\$157,661.33</u>	<u>\$579,347.56</u>	<u>\$358,666.64</u>	<u>\$430,400.00</u>	<u>37%</u>
WHITE MAIL						
WHITE MAIL	\$76,753.61	\$610,843.86	\$849,601.18	\$770,833.32	\$925,000.00	66%
	<u>\$76,753.61</u>	<u>\$610,843.86</u>	<u>\$849,601.18</u>	<u>\$770,833.32</u>	<u>\$925,000.00</u>	<u>66%</u>
ALL OTHER PRIVATE SUPPORT	\$11,555.41	\$224,336.81	\$227,268.23	\$166,666.66	\$200,000.00	112%
SIF DONATIONS	\$41,500.00	\$491,249.62	\$30,000.00	\$0.00	\$0.00	0%
<b>TOTAL FR/DONATIONS</b>	<b><u>\$496,952.30</u></b>	<b><u>\$3,416,215.33</u></b>	<b><u>\$3,812,879.08</u></b>	<b><u>\$3,511,039.08</u></b>	<b><u>\$4,213,247.00</u></b>	<b><u>81%</u></b>
<b>OTHER INCOME</b>						
OTHER INCOME						
INTEREST INCOME	\$12,861.66	\$25,318.18	\$6,307.92	\$30,380.00	\$36,456.00	69%
MISCELLANEOUS	\$1,326.85	\$11,137.48	\$14,202.47	\$14,791.64	\$17,750.00	63%
<b>TOTAL OTHER INCOME</b>	<b><u>\$14,188.51</u></b>	<b><u>\$36,455.66</u></b>	<b><u>\$20,510.39</u></b>	<b><u>\$45,171.64</u></b>	<b><u>\$54,206.00</u></b>	<b><u>67%</u></b>
<b>TOTAL OTHER INCOME</b>	<b><u>\$14,188.51</u></b>	<b><u>\$36,455.66</u></b>	<b><u>\$20,510.39</u></b>	<b><u>\$45,171.64</u></b>	<b><u>\$54,206.00</u></b>	<b><u>67%</u></b>
<b>TOTAL REVENUE</b>	<b><u>\$2,025,163.34</u></b>	<b><u>\$17,701,152.57</u></b>	<b><u>\$17,483,385.61</u></b>	<b><u>\$18,271,924.56</u></b>	<b><u>\$21,926,310.00</u></b>	<b><u>81%</u></b>
<b>EXPENSES</b>						
<b>PERSONNEL EXPENSES</b>						
SALARIES	\$191,416.78	\$2,032,509.81	\$2,018,774.83	\$2,172,049.08	\$2,606,459.00	78%
FRINGE BENEFITS	\$37,967.25	\$423,523.17	\$516,189.64	\$472,358.22	\$566,830.00	75%
CONTRACT EMPLOYMENT	\$5,468.96	\$51,359.53	\$0.00	\$35,500.00	\$42,600.00	121%
PAYROLL PROCESSING	\$457.41	\$5,373.87	\$4,072.01	\$4,666.66	\$5,600.00	96%
RECRUITMENT-ADVERTISING	\$9,373.00	\$10,688.00	\$1,250.00	\$8,644.14	\$10,373.00	103%
PERSONNEL EXPENSES	\$1,143.00	\$1,968.00	\$1,367.00	\$1,250.00	\$1,500.00	131%

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 10/01/2022 10/31/2022	CURRENT YTD ACTUAL 01/01/2022 10/31/2022	LAST YTD ACTUAL 01/01/2021 10/31/2021	PROJECTION TO DATE 01/01/2022 10/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
<b>TOTAL PERSONNEL EXPENSES</b>	<b>\$245,826.40</b>	<b>\$2,525,422.38</b>	<b>\$2,541,653.48</b>	<b>\$2,694,468.10</b>	<b>\$3,233,362.00</b>	<b>78%</b>
<b>FOOD EXPENSE</b>						
<b>AGENCIES</b>						
WHOLESALE FOOD	\$424,633.03	\$3,550,726.54	\$1,510,158.92	\$3,481,988.30	\$4,178,386.00	85%
TEFAP	\$201,126.83	\$1,926,645.47	\$2,028,207.03	\$2,114,228.32	\$2,537,074.00	76%
<b>TOTAL AGENCIES</b>	<b>\$625,759.86</b>	<b>\$5,477,372.01</b>	<b>\$3,538,365.95</b>	<b>\$5,596,216.62</b>	<b>\$6,715,460.00</b>	<b>82%</b>
<b>MOBILE FOOD PANTRIES</b>						
MFP SHARED MAINTENANCE	\$6,744.86	\$44,120.43	\$58,764.48	\$37,985.82	\$45,583.00	97%
WHOLESALE FOOD	\$211,429.31	\$965,453.07	\$943,940.73	\$869,703.32	\$1,043,644.00	93%
TEFAP	\$80,448.49	\$1,211,306.79	\$1,602,427.92	\$1,287,331.66	\$1,544,798.00	78%
<b>TOTAL MOBILE FOOD PANTRIES</b>	<b>\$298,622.66</b>	<b>\$2,220,880.29</b>	<b>\$2,605,133.13</b>	<b>\$2,195,020.80</b>	<b>\$2,634,025.00</b>	<b>84%</b>
<b>YOUTH PROGRAMS</b>						
SHARED MAINTENANCE	\$287.39	\$2,106.07	\$4,413.35	\$1,624.98	\$1,950.00	108%
WHOLESALE FOOD	\$24,987.14	\$173,091.23	\$125,110.95	\$305,495.80	\$366,595.00	47%
TEFAP	\$10,439.77	\$213,743.85	\$111,548.31	\$112,650.00	\$135,180.00	158%
<b>TOTAL YOUTH PROGRAMS</b>	<b>\$35,714.30</b>	<b>\$388,941.15</b>	<b>\$241,072.61</b>	<b>\$419,770.78</b>	<b>\$503,725.00</b>	<b>77%</b>
<b>TOTAL FOOD EXPENSE</b>	<b>\$960,096.82</b>	<b>\$8,087,193.45</b>	<b>\$6,384,571.69</b>	<b>\$8,211,008.20</b>	<b>\$9,853,210.00</b>	<b>82%</b>
<b>OTHER FOOD EXPENSES</b>						
<b>OTHER FOOD/PROGRAM</b>						
TURKEY DRIVE	\$0.00	\$0.00	\$0.00	\$77,918.32	\$93,502.00	0%
INTERAFFILIATE	\$0.00	\$0.00	\$1,041.90	\$8,333.32	\$10,000.00	0%
HEALTHY HARVEST	\$12,525.20	\$96,506.90	\$102,337.38	\$101,810.82	\$122,173.00	79%
MILK DRIVE	\$0.00	\$0.00	\$0.00	\$833.32	\$1,000.00	0%
VENISON PROCESSING	\$0.00	\$5,044.62	\$3,748.00	\$9,166.66	\$11,000.00	46%
DISASTER RELIEF	\$0.00	\$0.00	\$25,882.53	\$0.00	\$0.00	0%
HOLIDAY FOOD	\$0.00	\$67,911.37	\$91,710.76	\$56,666.66	\$68,000.00	100%
GRANT DESIGNED WH FOOD	\$0.00	\$0.00	\$109,239.23	\$0.00	\$0.00	0%
INVENTORY ADJUSTMENT	\$0.00	\$699.62	\$4,525.41	\$2,083.32	\$2,500.00	28%
AGENCY LINE OF CREDIT	\$0.00	\$3,553.24	\$2,223.58	\$3,600.00	\$4,320.00	82%
EMERGENCY FOOD BOXES	\$0.00	\$444.06	\$202.19	\$1,666.66	\$2,000.00	22%
<b>TOTAL OTHER FOOD/PROGRAM</b>	<b>\$12,525.20</b>	<b>\$174,159.81</b>	<b>\$340,910.98</b>	<b>\$262,079.08</b>	<b>\$314,495.00</b>	<b>55%</b>
<b>PRODUCT ACQUISITION FREIGHT</b>						
PRODUCT FREIGHT	(\$5,413.25)	\$29,323.53	\$26,553.39	\$58,333.32	\$70,000.00	42%
TRANSPORTATION GRANT	\$13,000.00	\$13,000.00	\$28,657.01	\$19,791.66	\$23,750.00	55%
<b>TOTAL PRODUCT FREIGHT</b>	<b>\$7,586.75</b>	<b>\$42,323.53</b>	<b>\$55,210.40</b>	<b>\$78,124.98</b>	<b>\$93,750.00</b>	<b>45%</b>
<b>TOTAL OTHER FOOD EXPENSES</b>	<b>\$20,111.95</b>	<b>\$216,483.34</b>	<b>\$396,121.38</b>	<b>\$340,204.06</b>	<b>\$408,245.00</b>	<b>53%</b>

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 10/01/2022 10/31/2022	CURRENT YTD ACTUAL 01/01/2022 10/31/2022	LAST YTD ACTUAL 01/01/2021 10/31/2021	PROJECTION TO DATE 01/01/2022 10/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
<b>DONATED PRODUCT</b>						
DONATED PRODUCT	\$361,641.99	\$4,459,576.52	\$5,765,839.02	\$4,781,441.66	\$5,737,730.00	78%
<b>TOTAL DONATED PRODUCT</b>	<b>\$361,641.99</b>	<b>\$4,459,576.52</b>	<b>\$5,765,839.02</b>	<b>\$4,781,441.66</b>	<b>\$5,737,730.00</b>	<b>78%</b>
<b>WAREHOUSE / DISTRIBUTION</b>						
VEHICLE						
	\$6,530.46	\$54,565.82	\$23,084.56	\$50,104.12	\$60,125.00	91%
TRUCK WRAP AND DESIGN	\$0.00	\$0.00	\$6,260.00	\$0.00	\$0.00	0%
<b>TOTAL</b>	<b>\$10,356.55</b>	<b>\$123,258.42</b>	<b>\$79,139.95</b>	<b>\$117,322.44</b>	<b>\$140,787.00</b>	<b>88%</b>
WAREHOUSE	\$1,928.04	\$58,267.09	\$68,580.30	\$58,145.82	\$69,775.00	84%
PRODUCTION ROOM	\$226.03	\$29,159.03	\$36,850.63	\$22,500.00	\$27,000.00	108%
<b>TOTAL WHRS / DISTRIB</b>	<b>\$12,510.62</b>	<b>\$210,684.54</b>	<b>\$184,570.88</b>	<b>\$197,968.26</b>	<b>\$237,562.00</b>	<b>89%</b>
<b>GENERAL OPERATIONS</b>						
BUILDING						
	\$15,772.56	\$156,486.70	\$149,311.43	\$161,497.44	\$193,797.00	81%
GENERAL OFFICE						
	\$2,000.00	\$2,000.00	\$0.00	\$0.00	\$0.00	0%
<b>TOTAL GENERAL OFFICE</b>	<b>\$8,744.46</b>	<b>\$90,142.36</b>	<b>\$75,726.01</b>	<b>\$115,764.50</b>	<b>\$138,918.00</b>	<b>65%</b>
TECHNOLOGY/SERVICES						
	\$8,480.51	\$87,634.49	\$69,981.27	\$108,202.40	\$129,843.00	67%
STAFF EXPENSES						
	\$4,464.00	\$44,551.74	\$37,024.08	\$63,014.64	\$75,618.00	59%
CONTRACT SERVICES						
	\$36,402.24	\$385,315.29	\$343,244.51	\$383,062.40	\$459,675.00	84%
<b>TOTAL GENERAL OPERATIONS</b>	<b>\$73,863.77</b>	<b>\$764,130.58</b>	<b>\$675,287.30</b>	<b>\$831,541.38</b>	<b>\$997,851.00</b>	<b>77%</b>
<b>DEVELOPMENT/PR</b>						
SPECIAL EVENTS						
	\$4,680.63	\$8,314.41	\$5,585.27	\$9,574.98	\$11,490.00	72%
DIRECT MAIL						
	\$68,851.72	\$291,155.98	\$139,239.17	\$362,786.66	\$435,344.00	67%
GEN. DEVELOPMENT / PR EXPENSE						
	\$0.00	\$0.00	\$0.00	\$583.32	\$700.00	0%
<b>TOTAL DEVELOPMENT/PR</b>	<b>\$421.38</b>	<b>\$22,116.61</b>	<b>\$41,333.98</b>	<b>\$72,499.92</b>	<b>\$87,000.00</b>	<b>25%</b>
<b>TOTAL DEVELOPMENT/PR</b>	<b>\$73,953.73</b>	<b>\$321,587.00</b>	<b>\$186,158.42</b>	<b>\$444,861.56</b>	<b>\$533,834.00</b>	<b>60%</b>
<b>ADVOCACY &amp; EDUCATION</b>						
ADVOCACY GROUP/SPEAKERS						
	\$0.00	\$0.00	\$620.00	\$0.00	\$0.00	0%
<b>TOTAL ADVOCACY &amp; EDUCATION</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$620.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>AGENCY CAPACITY BUILDING</b>						
OPERATION SUPPORT						
	\$0.00	\$158,413.00	\$158,413.00	\$132,010.82	\$158,413.00	100%
OPERATION SUPPORT- PASS THROUGH						
	\$1,592.00	\$78,959.00	\$38,405.00	\$180,761.64	\$216,914.00	36%
FBST OPERATION SUPPORT						
	\$0.00	\$0.00	\$645.00	\$0.00	\$0.00	0%
SANITATION SUPPLIES						
	\$0.00	\$0.00	\$0.00	\$1,833.32	\$2,200.00	0%
<b>TOTAL CAPACITY BUILDING</b>	<b>\$1,592.00</b>	<b>\$237,372.00</b>	<b>\$197,463.00</b>	<b>\$314,605.78</b>	<b>\$377,527.00</b>	<b>63%</b>

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 10/01/2022 10/31/2022	CURRENT YTD ACTUAL 01/01/2022 10/31/2022	LAST YTD ACTUAL 01/01/2021 10/31/2021	PROJECTION TO DATE 01/01/2022 10/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
<b>TOTAL EXPENSES</b>	<b>\$1,749,597.28</b>	<b>\$16,822,449.81</b>	<b>\$16,332,285.17</b>	<b>\$17,816,099.00</b>	<b>\$21,379,321.00</b>	<b>79%</b>
<b>STRATEGIC INVESTMENT</b>						
SIF EXPENSES	(\$123,208.78)	(\$604,153.89)	(\$10,180.29)	(\$1,156,795.66)	(\$1,388,155.00)	44%
	(\$123,208.78)	(\$604,153.89)	(\$10,180.29)	(\$1,156,795.66)	(\$1,388,155.00)	44%
<b>TOTAL STRATEGIC INVESTMENT</b>	<b>(\$123,208.78)</b>	<b>(\$604,153.89)</b>	<b>(\$10,180.29)</b>	<b>(\$1,156,795.66)</b>	<b>(\$1,388,155.00)</b>	<b>44%</b>
<b>NET OPERATING + SIF SURPLUS/DEFICT</b>	<b>\$152,357.28</b>	<b>\$274,548.87</b>	<b>\$1,140,920.15</b>	<b>(\$700,970.10)</b>	<b>(\$841,166.00)</b>	<b>(33%)</b>
<b>STRATEGIC ALLOCATIONS</b>						
PERSONNEL	\$3,568.25	\$35,682.50	\$43,810.90	\$35,682.50	\$42,819.00	83%
<b>STRATEGIC ALLOCATIONS</b>	<b>\$3,568.25</b>	<b>\$35,682.50</b>	<b>\$43,810.90</b>	<b>\$35,682.50</b>	<b>\$42,819.00</b>	<b>83%</b>
<b>CAPITAL EXPENSES</b>						
GENERAL OFFICE EQUIPMENT	\$0.00	\$15,850.00	\$0.00	\$0.00	\$0.00	0%
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	\$27,047.25	\$0.00	\$0.00	0%
<b>CAPITAL EXP.</b>	<b>\$0.00</b>	<b>\$15,850.00</b>	<b>\$27,047.25</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>NET BEFORE NON-OPERATING</b>	<b>\$155,925.53</b>	<b>\$294,381.37</b>	<b>\$1,157,683.80</b>	<b>(\$665,287.60)</b>	<b>(\$798,347.00)</b>	<b>(37%)</b>
<b>NON-OPERATING ADJUST.</b>						
DEPRECIATION/AMORTIZATION	(\$31,495.47)	(\$314,954.70)	(\$296,134.24)	\$0.00	\$0.00	0%
EQUIPMENT/FURNITURE PURCHASES	\$0.00	(\$15,850.00)	\$0.00	\$0.00	\$0.00	0%
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	(\$27,047.25)	\$0.00	\$0.00	0%
BEQUESTS	\$0.00	\$1,300.00	\$163,246.53	\$0.00	\$0.00	0%
INVESTMENT GAIN/LOSS	(\$228,691.78)	(\$698,953.08)	\$262,915.69	\$0.00	\$0.00	0%
RELEASE FROM TEMP RESTRICT	(\$3,568.25)	(\$35,682.50)	(\$43,810.90)	\$0.00	\$0.00	0%
PROVISION FOR DOUBTFUL ACCT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
<b>TOTAL NON-OPER ADJUST</b>	<b>(\$263,755.50)</b>	<b>(\$1,032,440.28)</b>	<b>\$113,264.33</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(\$107,829.97)</b>	<b>(\$738,058.91)</b>	<b>\$1,270,948.13</b>	<b>(\$665,287.60)</b>	<b>(\$798,347.00)</b>	<b>92%</b>

# COMMUNIS

ACCOUNT NAME: CC-FOOD BANK ENDOWMENT

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER  
SUMMARY FROM 10/01/2022 TO 10/31/2022

	ALESCO	TOTAL
BEGINNING BALANCE	92,511.96	92,511.96
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	(4,786.63)	(4,786.63)
INCOME	52.05	52.05
FEES	(21.93)	(21.93)
REALIZED GAINS (LOSSES)	363.23	363.23
UNREALIZED GAINS (LOSSES)	4,039.15	4,039.15
ENDING BALANCE	92,157.83	92,157.83

**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](mailto:mary.ziarniak@dor.org)

# COMMUNIS

ACCOUNT NAME: CC-FOOD BANK - SOUTHERN TIER

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER  
SUMMARY FROM 10/01/2022 TO 10/31/2022

	ALESCO	TOTAL
BEGINNING BALANCE	2,610,363.40	2,610,363.40
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	4,786.63	4,786.63
INCOME	1,551.69	1,551.69
FEES	(653.79)	(653.79)
REALIZED GAINS (LOSSES)	10,828.08	10,828.08
UNREALIZED GAINS (LOSSES)	120,409.73	120,409.73
ENDING BALANCE	2,747,285.74	2,747,285.74

**REPORT PRODUCED BY:**



BNY MELLON

CATHOLIC CHARITIES

215 E. CHURCH STREET  
ELMIRA

NY 14901

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