

**FOOD BANK OF THE SOUTHERN TIER
FINANCE & AUDIT COMMITTEE MEETING
November 15, 2022
4:30– 6:00 PM**

AGENDA

TOPIC	FACILITATOR	ACTION	TIME
1. Welcome & Call to Order	Steve Hoyt		5
2. Opening Prayer/Poem/Positivity	Karl Krebs		3
3. Approval of September 13, 2022 Minutes	Steve Hoyt	Approve	2
4. September Financial Reports	Erica Loomis	Approve	10
a. Income Statement & Narrative			
b. Balance Sheet			
c. Cash Flow Report			
d. Communis Fund			
5. Q3 Dashboards	Erica Loomis	Review	10
6. Q3 Budget Adjustments	Erica Loomis	Approve	20
7. 2023 Budget	Erica Loomis	Approve	40
a. SIF budget spend to date			
8. Other Business	Steve Hoyt	Discuss	5

Next Meeting

December 13, 2022

4:30 PM– 6:00 PM

Opening Prayer/Poem/Positivity: Linda Bruckner

RSVP jennifer.bertron@foodbankst.org

Food Bank of the Southern Tier
Finance & Audit Committee Meeting Minutes
 Tuesday, September 13, 2022 4:30 – 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	

- Welcome and Call to Order** – Shannon Matteson called the meeting to order at 4:33 pm
- Opening Prayer/Poem/Positivity** – Tricia Khan shared a poem.
- Approval of May 3, 2022 Minutes**
*Karl Krebs made a motion to approve the May 3, 2022, minutes.
 Tricia Khan seconded. All were in favor. None opposed.*
- July Financial Reports** - Erica shared July Financial reports, that included the following: \$1.8 million HPNAP LA award to spend in 7.5 months (Q2 adjustments); Small uptick in July donated loads, but loads have been down in the last few months. Currently not a lot of loads on the CHOICE system and Food Banks with more shares are getting those; TEFAP loads are down and value of those loads is at 43%; Wholesale spending is up to account for donated and TEFAP decreases; Awarded the Schuyler County NOEP contract (in addition to the existing Chemung County contract) - \$134,000 (Q3 adjustments); Filled 5 vacancies in August – 110 days to hire. 5 vacancies still outstanding.

Discussion: HPNAP is vouchered for every month, so there is no revenue recorded; Seeing 20% increase in wholesale costs; SLT is looking at Feeding America and NYS comparisons to FBST wages. Data has been compiled, but that is a project People & Culture Manager was working on and that position is still open. Adjustments were made in 2021 to adjust warehouse and staff received spring bonus in part due to inflation; Communis gains/losses lag behind monthly reporting due to timing; Personnel is included in Truck Campaign because of a portion of that campaign was a grant that allowed for personnel. Will expire in 2022.

*Dick Pirozzolo made a motion to approve July Financial Reports.
 Tricia Khan seconded. All were in favor. None opposed.*

- Q2 Dashboards** – Natasha reported on Q2 dashboards, that included the following: Work is ongoing to update Key Performance Indicators (KPIs) and adopt a consistent platform; Warehouse Operations Dashboards show overall declines in donated and TEFAP pounds received and distribution pounds – particularly compared to the

2020 peak due to pandemic response. CHOW & county distribution are down but did see an uptick in past month; People Served Q2 Dashboards are showing an overall 41% increase compared to Q2 2021, but still higher than Q2 2019 pre pandemic. Increases are primarily being seen at pantries and was anticipated as pandemic government supports ended; Discussed Nutrition Ranking definitions - Choose Often: most nutritious (fresh produce, low-sodium & whole grains), Choose Sometimes: can be nutritious, but have ingredients that are not healthful if consumed too often (Fruit in light syrup, refined grains like white rice & pasta), Choose Rarely: contain highest amounts of sodium, added sugar, unhealthy fats; Fundraising is 50% to goal. 584 recurring gifts. Majority of donors are in the \$0-999 gift range; Volunteer numbers in the warehouse are going up.

- 6. Q2 Budget Adjustments** – Erica reported on Q2 adjustments, reviewing the following: Surplus for the quarter is \$429,015 and with SIF the projected deficit for the year is \$916,320; Adjustments \$204,000; HPNAP LA grant allocated to agencies, MFP, holiday turkey, admin costs; Program Revenue: additional TEFAP admin and readjusting from HPNAP contract, Empire State reimbursement from 2021; Expense: Board approved bonuses; Misc: additional MFP wholesale, increase in vehicle maintenance, Call-Em-All bulk purchase (provided a better price), direct mail (increase in postage and paper costs); Overall Q2 expenses on target.

*Dick Pirozzolo made a motion to approve Q2 Budget Adjustments.
Tricia Khan seconded. All were in favor. None opposed.*

- 7. 2023 Budget Forecast Trends** – Erica reported on the 2023 forecast, reviewing the following: Threats: increased cost of food, decline in donated and TEFAP, possible supply chain issues, increased fuel costs, longer time to hire for staff and increase in health insurance; Opportunities: HPNAP LA could become permanent, SIF projects, Facilities Project, major donor success and strong Feeding America grants.
- 8. Investment Policy Sub-Group** – Natasha provided an update, reviewing the following: Nancy Miller has resigned – sub-group is currently Dick Pirozzolo and Karl Krebs. Scheduling has been an issue; Fundraising consultant suggested that Finance Committee start thinking about Facilities Project financing options – what number is the committee comfortable with and how much to self-fund vs finance; Discussion: that ballpark cost could be \$3-4 million; rates are currently high and tough time to consider a mortgage; will likely need a mix of reserves and fundraising; Diocese litigation is also still consideration.

Action Item: Find a time for investment sub-group to meet.

- 9. Other Business** – Erica shared that endowment transfer allowed up to 5% - currently \$4800, asked if that needs approval. Discussion: Doesn't need approval if part of policy, but good to mention amount.

The meeting was adjourned at 5:21.

*Dick Pirozzolo made a motion to adjourn.
Karl Krebs seconded. All were in favor. None opposed.*

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

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

% to Budget Guideline (Month 9 of 12): 75%

YTD Actual to Budget:	69% Total Income	68% Total Expenses
YTD Actual to Budget (excludes SIF):	65% Total Income	67% Total Expenses
2021 YTD:	80% Total Income	75% Total Expenses

OVERALL

- USDA announced NYS to receive \$48.9M in food funding for the 2023 & 2024 fiscal years to reduce shortfalls/cancellations.
- Personnel expenses are tracking under budget (turnover/vacancies).
- SIF activity is picking up, but 2022 spending will fall far short of the \$1.3M budget.
- TEFAP loads down, bonus loads value up.
- Wholesale spending up to account for decreased donation loads.
- Awarded Schuyler County NOEP contract, w/Chemung = \$134,000 (Q3 adj).
- Interest income for the Sweep and ICS accounts has increased (Q3 adj).
- Receiving freight subsidies keeping freight expenses low (Q3 adj).

INCOME STATEMENT:

(Percentages Relate to Budget Projection)

Revenue Items:

Agency Food: 74%	On target. General wholesale spending is still high. HPNAP LA: Hunger Prevention & Nutrition Assistance Program Legislative Award
MFP Food: 72%	On target. HPNAP LA MFP wholesale is low but will pick up in Q4. TEFAP: The Emergency Food Assistance Program
Youth Programs Food: 68%	Below target. Restructured grant setup, eliminating the need for income and expense offsets. Q3 adjustment. TEFAP: The Emergency Food Assistance Program KFM: Kids Farmers Market
Donated Product: 61%	Below target. Donated loads are still scarce.
HPNAP General Operating: 68%	Below target. HPNAP LA grant income has yet to be recognized. 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.
Other Contracts/Programs: 79%	Above target. Build Back Better supplemental funding received from TEFAP. RRP admin. 100%.
Fund-Raising/Donations: 69.28%	Below target. The five-year seasonal average is 64.49% excludes 2020.
Other Income: 77%	Above target. Interest income from our Sweep and ICS accounts has increased. Q3 adjustment.

EXPENSE ITEMS:

Personnel: 70%	Below target. Have experienced turnover/vacancies.
Agency Food: 74%	On target. General wholesale spending is still high.
MFP Food: 73%	On target. HPNAP LA MFP wholesale is low but will pick up in Q4.
Youth Programs Food: 56%	Below target. Restructured grant setup, eliminating the need for income and expense offsets. The year started strong with TEFAP products, and BackPacks requests are down by 26,000, keeping wholesale spending low. Q3 adjustment.
Other Program Food: 69%	Below target. Venison will pick up in Q4.
Product Acquisition Freight: 25%	Below target. This number depends on the availability of quality donated loads, and we are receiving freight subsidies for Choice loads. Q3 adjustment
Donated Product: 61%	Below target. Donated loads are still scarce.
Warehouse/Distribution: 87%	Above target. Bulk order of shrink wrap and vehicle maintenance up.
General Operations: 70%	Below target. Due to remote work and electronic communication, printing, postage, copying, office supplies, etc. are lower.
Development/PR: 44%	Below target. Highly seasonal cost centers in the Development Dept. with Direct Mail and Advertising/Promo being heavy in Q4.
Advocacy & Education: 0%	Below target, as expected. Seasonal / Event-driven.
Operation Support: 62%	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:

Personnel: 75%	On target and internally controlled. Truck Campaign allocations will end this year.
SIF: 35%	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

	09/30/2022	12/31/2021
ASSETS		
CASH - OPERATING	\$5,491,681.47	\$6,963,966.52
ACCTS. RECEIVABLE	\$66,652.56	\$78,632.17
CAMPAIGN RECEIVABLE	(\$1,199.98)	\$8,800.02
CONTRACTS / GRANTS RECEIVABLE	\$2,317,273.50	\$840,226.74
INVESTMENT MANAGEMENT	\$2,931,567.14	\$3,401,828.46
PREPAIDS	\$41,388.18	\$34,663.10
PURCHASE FOOD INVENTORY	\$635,292.08	\$535,024.59
IN-KIND DONATED/TEFAP FOOD	\$429,447.04	\$1,127,081.41
PROPERTY, PLANT AND EQUIPMENT	\$2,587,045.65	\$2,823,159.41
TOTAL ASSETS	\$14,499,147.64	\$15,813,382.42
LIABILITIES AND FUND BALANCE		
LIABILITIES		
ACCOUNTS PAYABLE	\$497,443.75	\$484,208.91
DEFERRED INCOME	\$77,290.01	\$154,607.31
DEFERRED INVENTORY	\$429,447.04	\$1,127,081.41
ACCRUED LIABILITY	\$242,715.74	\$211,247.97
TOTAL LIABILITIES	\$1,246,896.54	\$1,977,145.60
FUND BALANCE		
UNRESTRICTED FUNDS	\$2,478,531.67	\$3,014,307.37
RESTRICTED-ENDOWMENT FUND	\$100,250.75	\$116,346.52
TEMP. RESTRICTED - 5 YEAR PLEDGE	\$204,000.00	\$204,000.00
TEMP. RESTRICTED-DONATIONS	\$425,000.00	\$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 FUN	\$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	\$10,704.67	\$42,818.92
TOTAL FUND BALANCE	\$13,252,251.10	\$13,836,236.82
TOTAL LIABILITIES AND FUND BALANCE	\$14,499,147.64	\$15,813,382.42
BEGINNING BALANCE WITH CURRENT YEAR AD	\$13,836,236.80	\$11,415,830.30
NET SURPLUS/(DEFICIT)	(\$583,985.70)	\$2,420,406.52
ENDING FUND BALANCE	\$13,252,251.10	\$13,836,236.82

Food Bank of the Southern Tier
Cash Flow Forecast
October 2022 to March 2023

WEEK ENDING	RECEIPTS	DISBURSEMENTS	NET CHANGE	BALANCE
BAL. BROUGHT FORWARD				5,975,877.86
10/8/2022	52,762.18 D	481,607.36 B	(428,845.18)	5,547,032.68
10/15/2022	250,675.55 E	244,317.69 A B	6,357.86	5,553,390.54
10/22/2022	155,757.32 E	182,617.15 B	(26,859.83)	5,526,530.71
10/29/2022	160,904.32 E	317,094.79 A	(156,190.47)	5,370,340.24
			0.00	5,370,340.24
			0.00	5,370,340.24
MONTHLY TOTAL	620,099.37	1,225,636.99	(605,537.62)	5,370,340.24
WEEK ENDING				
11/5/2022	320,000.00 C	449,114.05 B	(129,114.05)	5,241,226.19
11/12/2022	55,000.00 D	330,000.00 A B	(275,000.00)	4,966,226.19
11/19/2022	300,000.00 E	100,000.00	200,000.00	5,166,226.19
11/26/2022	250,000.00 E	280,000.00 A B	(30,000.00)	5,136,226.19
11/30/2022	50,000.00 E	75,000.00	(25,000.00)	5,111,226.19
MONTHLY TOTAL	975,000.00	1,234,114.05	(259,114.05)	5,111,226.19
WEEK ENDING				
12/10/2022	300,000.00 E	500,000.00 A B	(200,000.00)	4,911,226.19
12/17/2022	500,000.00 E	280,000.00 B	220,000.00	5,131,226.19
12/24/2022	500,000.00 E	350,000.00 A B	150,000.00	5,281,226.19
12/31/2022	60,000.00 D	75,000.00	(15,000.00)	5,266,226.19
			0.00	5,266,226.19
MONTHLY TOTAL	1,360,000.00	1,205,000.00	155,000.00	5,266,226.19
3 MONTH RECAP	2,955,099.37	3,664,751.04	(709,651.67)	
MONTH OF JAN	1,581,554.00	1,678,545.00	(96,991.00)	5,169,235.19
MONTH OF FEB	1,581,554.00	1,678,545.00	(96,991.00)	5,072,244.19
MONTH OF MAR	1,581,554.00	1,678,545.00	(96,991.00)	4,975,253.19
6 MONTH RECAP	7,699,761.37	8,700,386.04	(1,000,624.67)	4,975,253.19

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 09/01/2022 09/30/2022	CURRENT YTD ACTUAL 01/01/2022 09/30/2022	LAST YTD ACTUAL 01/01/2021 09/30/2021	PROJECTION TO DATE 01/01/2022 09/30/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
REVENUE						
FOOD DISTRIBUTION						
AGENCIES						
SHARED MAINTENANCE						
GENERAL	\$1,362.47	\$30,974.20	\$54,286.34	\$26,440.48	\$35,254.00	88%
HPNAP	\$1,430.01	\$33,687.13	\$72,506.24	\$41,838.75	\$55,785.00	60%
TOTAL SHARED MAINTENANCE	\$2,792.48	\$64,661.33	\$126,792.58	\$68,279.23	\$91,039.00	71%
WHOLESALE						
GENERAL	\$54,357.78	\$1,650,982.19	\$284,970.98	\$1,278,083.98	\$1,704,112.00	97%
HPNAP	\$315,128.89	\$1,513,421.93	\$1,042,938.18	\$1,755,152.21	\$2,340,203.00	65%
HANDLING FEES	\$13,622.10	\$42,913.25	\$55,324.67	\$79,609.47	\$106,146.00	40%
TOTAL WHOLESALE	\$383,108.77	\$3,207,317.37	\$1,383,233.83	\$3,112,845.66	\$4,150,461.00	77%
TEFAP						
TEFAP INCOME	\$183,113.99	\$1,725,518.64	\$1,758,813.63	\$1,902,805.48	\$2,537,074.00	68%
TOTAL TEFAP	\$183,113.99	\$1,725,518.64	\$1,758,813.63	\$1,902,805.48	\$2,537,074.00	68%
TOTAL AGENCY FOOD	\$569,015.24	\$4,997,497.34	\$3,268,840.04	\$5,083,930.37	\$6,778,574.00	74%
MOBILE FOOD PANTRIES						
SHARED MAINTENANCE						
GENERAL	\$5,576.27	\$37,375.57	\$49,844.36	\$34,187.23	\$45,583.00	82%
HPNAP	\$3,040.48	\$88,682.55	\$96,954.25	\$92,030.99	\$122,708.00	72%
TOTAL SHARED MAINTENANCE	\$8,616.75	\$126,058.12	\$146,798.61	\$126,218.22	\$168,291.00	75%
WHOLESALE						
HPNAP	\$109,451.60	\$696,321.95	\$779,322.84	\$739,982.98	\$986,644.00	71%
HPNAP HANDLING FEES	\$4,007.76	\$5,869.96	\$11,587.62	\$16,073.21	\$21,431.00	27%
TOTAL WHOLESALE	\$113,459.36	\$702,191.91	\$790,910.46	\$756,056.19	\$1,008,075.00	70%
TEFAP						
TEFAP FOOD INCOME	\$106,315.97	\$1,130,858.30	\$1,476,262.86	\$1,158,598.49	\$1,544,798.00	73%
TOTAL TEFAP	\$106,315.97	\$1,130,858.30	\$1,476,262.86	\$1,158,598.49	\$1,544,798.00	73%
TOTAL MOBILE FOOD PANTRY	\$228,392.08	\$1,959,108.33	\$2,413,971.93	\$2,040,872.90	\$2,721,164.00	72%
YOUTH PROGRAMS						
BK SHARED MAINTENANCE						
GENERAL	\$22.13	\$1,818.68	\$4,377.41	\$18,068.23	\$24,091.00	8%
Total SHARED MAINTENANCE	\$22.13	\$1,818.68	\$4,377.41	\$18,068.23	\$24,091.00	8%
WHOLESALE						
HPNAP	\$844.07	\$9,122.25	\$6,087.07	\$5,999.99	\$8,000.00	114%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 09/01/2022 09/30/2022	CURRENT YTD ACTUAL 01/01/2022 09/30/2022	LAST YTD ACTUAL 01/01/2021 09/30/2021	PROJECTION TO DATE 01/01/2022 09/30/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
SCHOOL FOOD CENTER	\$1,199.13	\$1,232.46	\$0.00	\$803.98	\$1,072.00	115%
TOTAL WHOLESAL	\$2,043.20	\$10,354.71	\$6,087.07	\$6,803.97	\$9,072.00	114%
TEFAP						
TEFAP FOOD INCOME	\$4,218.14	\$203,304.08	\$88,397.74	\$214,196.23	\$285,595.00	71%
	\$4,218.14	\$203,304.08	\$88,397.74	\$214,196.23	\$285,595.00	71%
TOTAL YOUTH PROGRAMS	\$6,283.47	\$215,477.47	\$98,862.22	\$239,068.43	\$318,758.00	68%
TOTAL FOOD DISTRIBUTION	\$803,690.79	\$7,172,083.14	\$5,781,674.19	\$7,363,871.70	\$9,818,496.00	73%
DONATED PRODUCT						
DONATED PRODUCT	\$304,669.98	\$4,097,846.85	\$5,235,808.35	\$5,031,380.25	\$6,708,507.00	61%
TOTAL DONATED PRODUCT	\$304,669.98	\$4,097,846.85	\$5,235,808.35	\$5,031,380.25	\$6,708,507.00	61%
GRANTS / PROGRAMS						
HPNAP GENERAL OPERATING						
OPERATIONS SUPPORT	\$0.00	\$158,413.00	\$165,703.00	\$118,809.73	\$158,413.00	100%
HPNAP SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$1,649.98	\$2,200.00	0%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$21,744.84	\$17,812.49	\$23,750.00	0%
OPERATING INCOME	\$37,992.78	\$283,916.73	\$299,694.67	\$343,058.23	\$457,411.00	62%
JSY OPERATING INCOME	\$10,268.41	\$79,665.44	\$48,530.54	\$97,256.25	\$129,675.00	61%
TOTAL HPNAP OPERATING	\$48,261.19	\$521,995.17	\$535,673.05	\$578,586.68	\$771,449.00	68%
OTHER GRANTS / PROGRAMS						
CHEMUNG COUNTY	\$2,500.00	\$22,500.00	\$22,500.00	\$22,500.00	\$30,000.00	75%
NOEP	\$7,989.62	\$55,755.53	\$50,647.47	\$49,500.00	\$66,000.00	84%
NNY OPERATING	\$22,508.52	\$317,194.02	\$236,338.64	\$321,968.22	\$429,291.00	74%
TEFAP ADMIN	\$19,921.36	\$272,134.24	\$340,132.25	\$221,794.48	\$295,726.00	92%
VENISON PROGRAM	\$0.00	\$5,044.62	\$3,336.00	\$8,249.99	\$11,000.00	46%
PROGRAM & EDUCATIONAL SUPPORT	\$0.00	\$90,567.00	\$0.00	\$178,760.98	\$238,348.00	38%
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	\$78,014.22	\$104,019.00	100%
TOTAL OTHER GRANTS/PGMS	\$52,919.50	\$922,516.35	\$652,954.36	\$880,787.89	\$1,174,384.00	79%
TOTAL GRANTS / PROGRAMS	\$101,180.69	\$1,444,511.52	\$1,188,627.41	\$1,459,374.57	\$1,945,833.00	74%
FUNDRAISING / DONATIONS						
CAUSE MARKETING						
CAUSE MARKETING	\$10,234.36	\$358,366.06	\$434,139.15	\$329,999.99	\$440,000.00	81%
	\$10,234.36	\$358,366.06	\$434,139.15	\$329,999.99	\$440,000.00	81%
SPECIAL EVENTS						
SPECIAL EVENTS	\$10,300.00	\$17,800.00	\$39,059.00	\$37,499.99	\$50,000.00	36%
	\$10,300.00	\$17,800.00	\$39,059.00	\$37,499.99	\$50,000.00	36%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 09/01/2022 09/30/2022	CURRENT YTD ACTUAL 01/01/2022 09/30/2022	LAST YTD ACTUAL 01/01/2021 09/30/2021	PROJECTION TO DATE 01/01/2022 09/30/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
DIRECT MAIL						
DIRECT MAIL	\$80,354.00	\$724,199.79	\$931,111.41	\$856,803.74	\$1,142,405.00	63%
	<u>\$80,354.00</u>	<u>\$724,199.79</u>	<u>\$931,111.41</u>	<u>\$856,803.74</u>	<u>\$1,142,405.00</u>	<u>63%</u>
ONLINE GIVING						
ONLINE GIVING	\$31,130.00	\$269,291.25	\$392,921.49	\$686,581.48	\$915,442.00	29%
	<u>\$31,130.00</u>	<u>\$269,291.25</u>	<u>\$392,921.49</u>	<u>\$686,581.48</u>	<u>\$915,442.00</u>	<u>29%</u>
PERSONAL SOLICITATION						
PERSONAL SOLICITATION	\$345.00	\$206,490.00	\$70,185.00	\$82,499.99	\$110,000.00	188%
	<u>\$345.00</u>	<u>\$206,490.00</u>	<u>\$70,185.00</u>	<u>\$82,499.99</u>	<u>\$110,000.00</u>	<u>188%</u>
GENERAL DEVELOPMENT GRANTS						
OTHER	\$61,000.00	\$133,994.69	\$545,828.83	\$322,799.96	\$430,400.00	31%
MOBILE FOOD	\$4,166.67	\$12,499.97	\$0.00	\$0.00	\$0.00	0%
CHILD HUNGER	\$0.00	\$0.00	\$15,000.00	\$0.00	\$0.00	0%
	<u>\$65,166.67</u>	<u>\$146,494.66</u>	<u>\$560,828.83</u>	<u>\$322,799.96</u>	<u>\$430,400.00</u>	<u>34%</u>
WHITE MAIL						
WHITE MAIL	\$43,055.47	\$534,090.25	\$769,550.34	\$693,749.98	\$925,000.00	58%
	<u>\$43,055.47</u>	<u>\$534,090.25</u>	<u>\$769,550.34</u>	<u>\$693,749.98</u>	<u>\$925,000.00</u>	<u>58%</u>
ALL OTHER PRIVATE SUPPORT	\$13,440.56	\$212,781.40	\$203,737.12	\$149,999.99	\$200,000.00	106%
SIF DONATIONS	\$145,000.00	\$449,749.62	\$0.00	\$0.00	\$0.00	0%
TOTAL FR/DONATIONS	<u>\$399,026.06</u>	<u>\$2,919,263.03</u>	<u>\$3,401,532.34</u>	<u>\$3,159,935.12</u>	<u>\$4,213,247.00</u>	<u>69%</u>
OTHER INCOME						
OTHER INCOME						
INTEREST INCOME	\$737.04	\$12,456.52	\$5,971.34	\$8,249.99	\$11,000.00	113%
MISCELLANEOUS	\$1,381.00	\$9,810.63	\$12,579.05	\$13,312.46	\$17,750.00	55%
TOTAL OTHER INCOME	<u>\$2,118.04</u>	<u>\$22,267.15</u>	<u>\$18,550.39</u>	<u>\$21,562.45</u>	<u>\$28,750.00</u>	<u>77%</u>
TOTAL OTHER INCOME	<u>\$2,118.04</u>	<u>\$22,267.15</u>	<u>\$18,550.39</u>	<u>\$21,562.45</u>	<u>\$28,750.00</u>	<u>77%</u>
TOTAL REVENUE	<u>\$1,610,685.56</u>	<u>\$15,655,971.69</u>	<u>\$15,626,192.68</u>	<u>\$17,036,124.09</u>	<u>\$22,714,833.00</u>	<u>69%</u>
EXPENSES						
PERSONNEL EXPENSES						
SALARIES	\$199,011.07	\$1,841,093.03	\$1,812,576.09	\$1,954,844.12	\$2,606,459.00	71%
FRINGE BENEFITS	\$39,141.01	\$385,555.92	\$462,808.67	\$425,122.33	\$566,830.00	68%
CONTRACT EMPLOYMENT	\$7,132.92	\$45,890.57	\$0.00	\$46,949.96	\$62,600.00	73%
PAYROLL PROCESSING	\$301.15	\$4,916.46	\$3,793.13	\$4,199.99	\$5,600.00	88%
RECRUITMENT-ADVERTISING	\$0.00	\$1,315.00	\$1,029.00	\$749.98	\$1,000.00	132%
PERSONNEL EXPENSES	\$440.00	\$825.00	\$1,155.00	\$1,125.00	\$1,500.00	55%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 09/01/2022 09/30/2022	CURRENT YTD ACTUAL 01/01/2022 09/30/2022	LAST YTD ACTUAL 01/01/2021 09/30/2021	PROJECTION TO DATE 01/01/2022 09/30/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
TOTAL PERSONNEL EXPENSES	\$246,026.15	\$2,279,595.98	\$2,281,361.89	\$2,432,991.38	\$3,243,989.00	70%
FOOD EXPENSE						
AGENCIES						
WHOLESALE FOOD	\$360,560.88	\$3,126,093.51	\$1,298,053.74	\$2,992,039.45	\$3,989,386.00	78%
TEFAP	\$183,113.99	\$1,725,518.64	\$1,758,813.63	\$1,902,805.48	\$2,537,074.00	68%
TOTAL AGENCIES	\$543,674.87	\$4,851,612.15	\$3,056,867.37	\$4,894,844.93	\$6,526,460.00	74%
MOBILE FOOD PANTRIES						
MFP SHARED MAINTENANCE	\$5,576.27	\$37,375.57	\$49,844.36	\$34,187.23	\$45,583.00	82%
WHOLESALE FOOD	\$109,451.60	\$754,023.76	\$802,859.75	\$782,732.98	\$1,043,644.00	72%
TEFAP	\$106,315.97	\$1,130,858.30	\$1,476,262.86	\$1,158,598.49	\$1,544,798.00	73%
TOTAL MOBILE FOOD PANTRIES	\$221,343.84	\$1,922,257.63	\$2,328,966.97	\$1,975,518.70	\$2,634,025.00	73%
YOUTH PROGRAMS						
SHARED MAINTENANCE	\$22.13	\$1,818.68	\$4,377.41	\$18,068.23	\$24,091.00	8%
WHOLESALE FOOD	\$71,723.91	\$148,104.09	\$113,634.40	\$239,472.70	\$319,297.00	46%
TEFAP	\$4,218.14	\$203,304.08	\$88,397.74	\$214,196.23	\$285,595.00	71%
TOTAL YOUTH PROGRAMS	\$75,964.18	\$353,226.85	\$206,409.55	\$471,737.16	\$628,983.00	56%
TOTAL FOOD EXPENSE	\$840,982.89	\$7,127,096.63	\$5,592,243.89	\$7,342,100.79	\$9,789,468.00	73%
OTHER FOOD EXPENSES						
OTHER FOOD/PROGRAM						
INTERAFFILIATE	\$0.00	\$0.00	\$1,041.90	\$7,499.98	\$10,000.00	0%
HEALTHY HARVEST	(\$7,238.46)	\$83,981.70	\$101,914.68	\$91,629.73	\$122,173.00	69%
MILK DRIVE	\$0.00	\$0.00	\$0.00	\$749.98	\$1,000.00	0%
VENISON PROCESSING	\$0.00	\$5,044.62	\$3,748.00	\$8,249.99	\$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	\$91,502.98	\$50,999.99	\$68,000.00	100%
GRANT DESIGNED WH FOOD	\$0.00	\$0.00	\$95,710.50	\$0.00	\$0.00	0%
SCHOOL SNACK PROGRAM	\$0.00	\$0.00	\$0.00	\$11,250.00	\$15,000.00	0%
INVENTORY ADJUSTMENT	\$2,945.04	\$699.62	\$3,860.08	\$1,874.98	\$2,500.00	28%
AGENCY LINE OF CREDIT	\$3,408.94	\$3,553.24	\$1,907.66	\$3,240.00	\$4,320.00	82%
EMERGENCY FOOD BOXES	\$0.00	\$444.06	\$202.19	\$374.99	\$500.00	89%
TOTAL OTHER FOOD/PROGRAM	(\$884.48)	\$161,634.61	\$325,770.52	\$175,869.64	\$234,493.00	69%
PRODUCT ACQUISITION FREIGHT						
PRODUCT FREIGHT	\$2,916.14	\$34,736.78	\$24,782.60	\$85,500.00	\$114,000.00	30%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$21,744.84	\$17,812.49	\$23,750.00	0%
TOTAL PRODUCT FREIGHT	\$2,916.14	\$34,736.78	\$46,527.44	\$103,312.49	\$137,750.00	25%
TOTAL OTHER FOOD EXPENSES	\$2,031.66	\$196,371.39	\$372,297.96	\$279,182.13	\$372,243.00	53%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 09/01/2022 09/30/2022	CURRENT YTD ACTUAL 01/01/2022 09/30/2022	LAST YTD ACTUAL 01/01/2021 09/30/2021	PROJECTION TO DATE 01/01/2022 09/30/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
DONATED PRODUCT						
DONATED PRODUCT	\$304,672.85	\$4,097,934.53	\$5,235,808.35	\$5,031,380.25	\$6,708,507.00	61%
TOTAL DONATED PRODUCT	\$304,672.85	\$4,097,934.53	\$5,235,808.35	\$5,031,380.25	\$6,708,507.00	61%
WAREHOUSE / DISTRIBUTION						
VEHICLE						
	\$4,888.80	\$48,035.36	\$22,973.45	\$45,093.68	\$60,125.00	80%
TRUCK WRAP AND DESIGN	\$0.00	\$0.00	\$6,260.00	\$0.00	\$0.00	0%
TOTAL	\$10,455.77	\$112,901.87	\$76,233.06	\$98,090.15	\$130,787.00	86%
WAREHOUSE	\$616.58	\$56,339.05	\$67,851.78	\$52,331.23	\$69,775.00	81%
PRODUCTION ROOM	\$2,421.48	\$28,933.00	\$32,451.17	\$20,250.00	\$27,000.00	107%
TOTAL WHRS / DISTRIB	\$13,493.83	\$198,173.92	\$176,536.01	\$170,671.38	\$227,562.00	87%
GENERAL OPERATIONS						
BUILDING	\$15,718.66	\$140,714.14	\$135,007.35	\$143,847.64	\$191,797.00	73%
GENERAL OFFICE	\$16,055.95	\$81,397.90	\$68,085.06	\$110,036.23	\$146,716.00	55%
TECHNOLOGY/SERVICES	\$3,013.41	\$79,153.98	\$63,360.32	\$97,382.10	\$129,843.00	61%
STAFF EXPENSES	\$6,578.36	\$40,087.74	\$36,508.01	\$59,937.94	\$79,918.00	50%
CONTRACT SERVICES	\$37,777.98	\$348,913.05	\$308,381.07	\$325,839.62	\$434,453.00	80%
TOTAL GENERAL OPERATIONS	\$79,144.36	\$690,266.81	\$611,341.81	\$737,043.53	\$982,727.00	70%
DEVELOPMENT/PR						
SPECIAL EVENTS	\$1,370.00	\$3,447.78	\$5,365.27	\$19,087.45	\$25,450.00	14%
DIRECT MAIL	\$0.00	\$222,304.26	\$125,395.72	\$326,507.99	\$435,344.00	51%
GEN. DEVELOPMENT / PR EXPENSE						
TURKEY DRIVE	\$0.00	\$0.00	\$0.00	\$524.98	\$700.00	0%
	\$3,241.78	\$21,695.23	\$40,223.98	\$74,999.89	\$100,000.00	22%
TOTAL DEVELOPMENT/PR	\$4,611.78	\$247,447.27	\$170,984.97	\$420,595.33	\$560,794.00	44%
ADVOCACY & EDUCATION						
ADVOCACY GROUP/SPEAKERS	\$0.00	\$0.00	\$620.00	\$17,249.99	\$23,000.00	0%
TOTAL ADVOCACY & EDUCATION	\$0.00	\$0.00	\$620.00	\$17,249.99	\$23,000.00	0%
AGENCY CAPACITY BUILDING						
OPERATION SUPPORT	\$0.00	\$158,413.00	\$158,413.00	\$118,809.73	\$158,413.00	100%
OPERATION SUPPORT- PASS THROUGH	\$1,800.00	\$77,367.00	\$28,440.00	\$162,685.46	\$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	\$1,649.98	\$2,200.00	0%
TOTAL CAPACITY BUILDING	\$1,800.00	\$235,780.00	\$187,498.00	\$283,145.17	\$377,527.00	62%
TOTAL EXPENSES	\$1,492,763.52	\$15,072,666.53	\$14,628,692.88	\$16,714,359.95	\$22,285,817.00	68%
STRATEGIC INVESTMENT						

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 09/01/2022 09/30/2022	CURRENT YTD ACTUAL 01/01/2022 09/30/2022	LAST YTD ACTUAL 01/01/2021 09/30/2021	PROJECTION TO DATE 01/01/2022 09/30/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
SIF EXPENSES	(\$86,934.91)	(\$480,945.11)	\$545.99	(\$1,041,115.99)	(\$1,388,155.00)	35%
	(\$86,934.91)	(\$480,945.11)	\$545.99	(\$1,041,115.99)	(\$1,388,155.00)	35%
TOTAL STRATEGIC INVESTMENT	(\$86,934.91)	(\$480,945.11)	\$545.99	(\$1,041,115.99)	(\$1,388,155.00)	35%
NET OPERATING + SIF SURPLUS/DEFICT	\$30,987.13	\$102,360.05	\$998,045.79	(\$719,351.85)	(\$959,139.00)	(11%)
STRATEGIC ALLOCATIONS						
PERSONNEL	\$3,568.25	\$32,114.25	\$39,429.81	\$32,114.25	\$42,819.00	75%
STRATEGIC ALLOCATIONS	\$3,568.25	\$32,114.25	\$39,429.81	\$32,114.25	\$42,819.00	75%
CAPITAL EXPENSES						
GENERAL OFFICE EQUIPMENT	\$0.00	\$15,850.00	\$0.00	\$0.00	\$0.00	0%
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	\$15,547.25	\$0.00	\$0.00	0%
CAPITAL EXP.	\$0.00	\$15,850.00	\$15,547.25	\$0.00	\$0.00	0%
NET BEFORE NON-OPERATING	\$34,555.38	\$118,624.30	\$1,021,928.35	(\$687,237.60)	(\$916,320.00)	(13%)
NON-OPERATING ADJUST.						
DEPRECIATION/AMORTIZATION	(\$31,495.47)	(\$283,459.23)	(\$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	(\$15,547.25)	\$0.00	\$0.00	0%
BEQUESTS	\$0.00	\$1,300.00	\$163,246.53	\$0.00	\$0.00	0%
INVESTMENT GAIN/LOSS	(\$103,071.38)	(\$470,261.30)	\$262,915.69	\$0.00	\$0.00	0%
RELEASE FROM TEMP RESTRICT	(\$3,568.25)	(\$32,114.25)	(\$39,429.81)	\$0.00	\$0.00	0%
PROVISION FOR DOUBTFUL ACCT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
TOTAL NON-OPER ADJUST	(\$138,135.10)	(\$768,684.78)	\$106,145.42	\$0.00	\$0.00	0%
NET SURPLUS/(DEFICIT)	(\$103,579.72)	(\$650,060.48)	\$1,128,073.77	(\$687,237.60)	(\$916,320.00)	71%

COMMUNIS

ACCOUNT NAME: CC-FOOD BANK ENDOWMENT

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER
SUMMARY FROM 09/01/2022 TO 09/30/2022

	ALESCO	TOTAL
BEGINNING BALANCE	100,339.44	100,339.44
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	0.00	0.00
INCOME	452.93	452.93
FEES	(25.08)	(25.08)
REALIZED GAINS (LOSSES)	0.00	0.00
UNREALIZED GAINS (LOSSES)	(8,255.33)	(8,255.33)
ENDING BALANCE	92,511.96	92,511.96

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 RÓCHESTER
SUMMARY FROM 09/01/2022 TO 09/30/2022

	ALESCO	TOTAL
BEGINNING BALANCE	2,831,227.70	2,831,227.70
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	0.00	0.00
INCOME	12,780.07	12,780.07
FEEES	(707.81)	(707.81)
REALIZED GAINS (LOSSES)	0.00	0.00
UNREALIZED GAINS (LOSSES)	(232,936.56)	(232,936.56)
ENDING BALANCE	2,610,363.40	2,610,363.40

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 Fund of the
Diocese of Rochester**

As of 9/30/2022



Alesco Advisors

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alescoadvisors.com



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Executive Summary

Communis Fund of the Diocese of Rochester

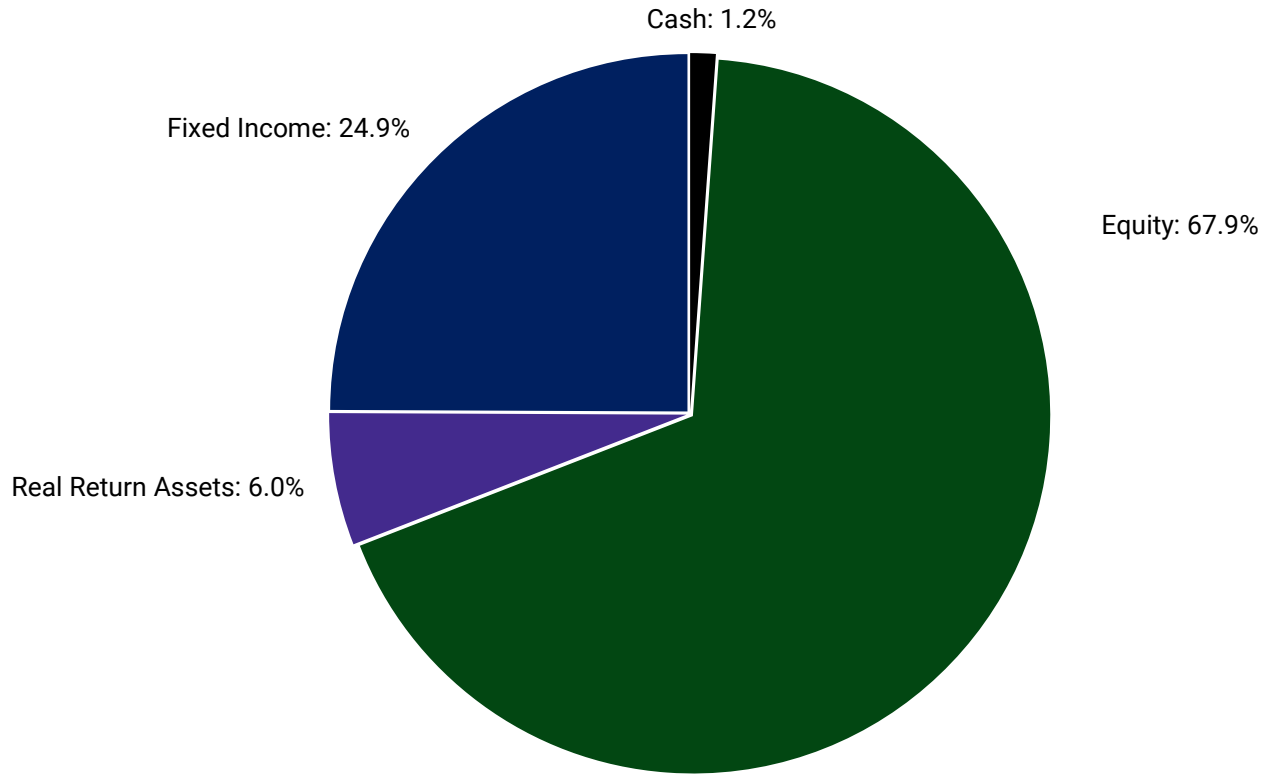
As of 9/30/2022

- Assets – The Communis Fund assets totaled \$252,964,410 as of September 30, 2022, a decline from the balance of \$271,075,340 as of June 30, 2022. There were net withdrawals of \$2.8 million in the quarter.
- Asset Allocation – The Fund was within investment policy target ranges for equity and fixed income during the quarter.
- Performance – The Fund returned -5.7% in the quarter, compared with the benchmark return of -5.5%. For the calendar year (Jan. 1, 2022 to Sept. 30, 2022), the Fund returned -20.5%, ahead of the benchmark return of -21.0% for the same time period.

Overall Portfolio

Communis Fund of the Diocese of Rochester

As of 9/30/2022

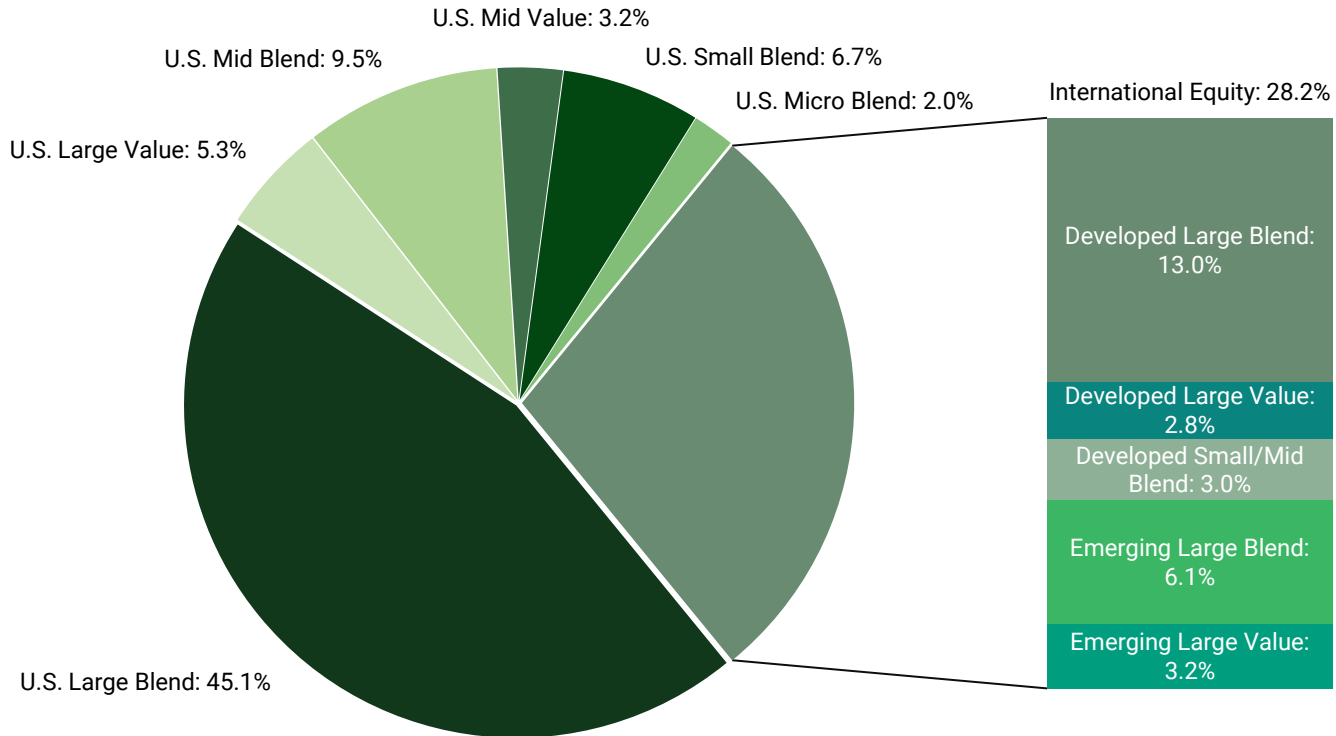


The sum of the values may not equal 100% due to rounding.

Equity

Communis Fund of the Diocese of Rochester

As of 9/30/2022

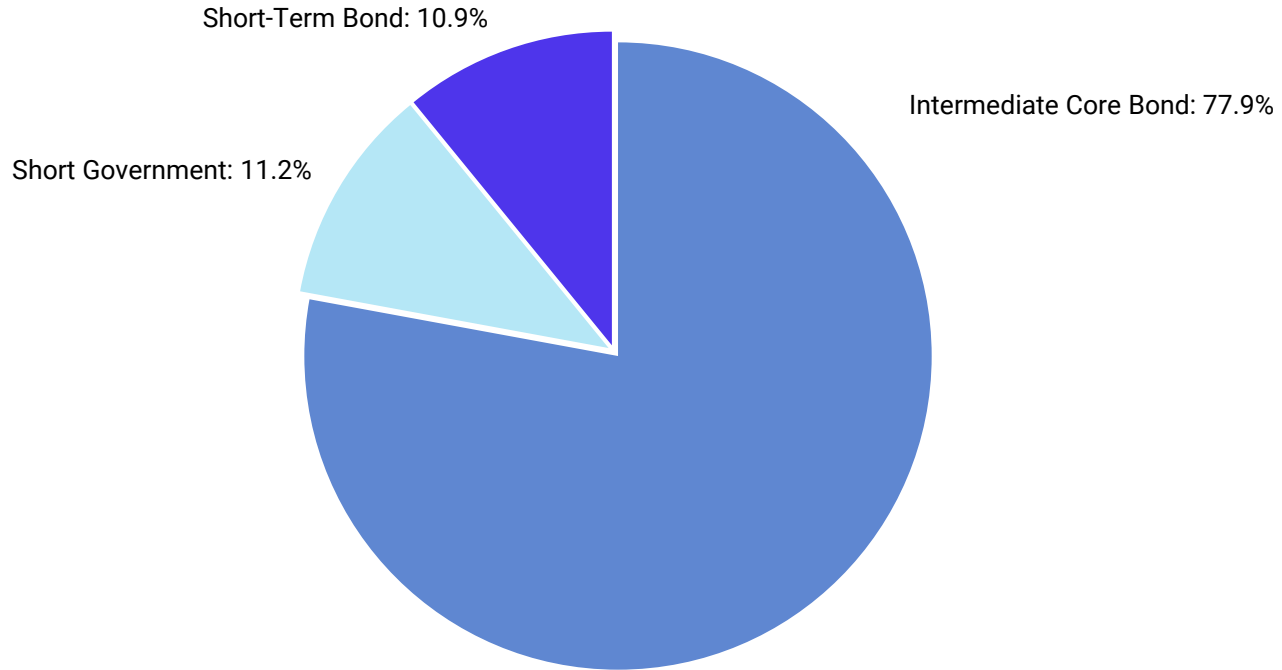


The sum of the values may not equal 100% due to rounding.

Fixed Income

Communis Fund of the Diocese of Rochester

As of 9/30/2022



Portfolio Statistics		Benchmark Statistics	
Average Credit Quality	AA	Average Credit Quality	AA
Average Duration	5.4	Average Duration	6.2
Average Maturity	7.2	Average Maturity	8.6
Average Yield to Maturity	4.7%	Average Yield to Maturity	4.8%

The sum of the values may not equal 100% due to rounding.



Portfolio Activity

Communis Fund of the Diocese of Rochester

As of 9/30/2022

Activity	FYTD (7/1/22-9/30/22)	CYTD (1/1/22-9/30/22)	April 1, 2020 – Sept. 30, 2022*	3 Years (10/1/19-9/30/22)	5 Years (10/1/19-9/30/22)	Since Inception (2/5/13-9/30/22)
Value at Beginning of Period	271,075,340.19	354,662,399.26	239,063,926.09	278,856,995.67	256,576,905.16	64,775,961.68
Contributions	1,708,915.65	4,774,487.36	19,093,556.81	23,836,818.64	53,874,118.38	226,010,275.84
Withdrawals	-4,540,547.19	-38,965,420.35	-67,196,444.00	-75,184,008.59	-107,069,822.10	-136,800,743.42
Income Received	1,370,460.18	4,323,364.55	18,393,754.31	22,342,282.50	38,261,051.78	51,484,154.81
Capital Gain/Loss	-16,649,758.84	-71,830,420.83	43,609,616.78	3,112,321.77	11,322,156.77	47,494,761.08
Value at End of Period	252,964,409.99	252,964,409.99	252,964,409.99	252,964,409.99	252,964,409.99	252,964,409.99
Total Investment Gain/Loss after Fees	-15,279,298.66	-67,507,056.28	62,003,371.09	25,454,604.27	49,583,208.55	98,978,915.89
Performance						
Portfolio Return	-5.7%	-20.5%	8.9%	2.4%	3.3%	5.5%
Weighted Benchmark ¹	-5.5%	-21.0%	7.6%	2.5%	4.0%	6.0%
Consolidated Portfolio Return ²					3.2%	5.4%

*This time period approximates the most recent stock market cycle. The low at the beginning of the cycle was established on March 24, 2020. The subsequent low was September 30, 2022.

Portfolio performance is net of fees. Performance for periods greater than twelve months are annualized.

¹Weighted Benchmark is currently comprised of: 46.2% Russell 3000 / 19.8% MSCI ACW ex. U.S. / 11.0% Real Return / 23.0% Bloomberg Aggregate.

²Includes the performance of investment managers external of Alesco Advisors.



**SERVICE
INTEGRITY
VALUE**

Performance

Communis Fund of the Diocese of Rochester

As of 9/30/2022

	FYTD (7/1/22-9/30/22)	CYTD (1/1/22-9/30/22)	April 1, 2020 – Sept. 30, 2022	3 Years (10/1/19-9/30/22)	5 Years (10/1/19-9/30/22)	Since Inception (2/4/13-9/30/22)
Equities	-6.46%	-23.72%	14.46%	4.41%	4.64%	8.26%
Equity Blended Benchmark ¹	-6.10%	-25.15%	12.80%	4.92%	5.77%	8.87%
<i>Russell 3000</i>	-4.46%	-24.62%	15.95%	7.70%	8.62%	11.19%
S&P 500	-4.88%	-23.87%	15.80%	8.16%	9.24%	11.49%
S&P MidCap 400	-2.46%	-21.52%	20.17%	6.01%	5.82%	9.14%
S&P 600 Small Cap	-5.20%	-23.16%	20.98%	5.48%	4.84%	9.45%
<i>MSCI AC World ex. US</i>	-9.91%	-26.50%	5.53%	-1.52%	-0.81%	2.13%
MSCI EAFE	-9.36%	-27.09%	5.13%	-1.83%	-0.84%	2.51%
MSCI Emerging Markets	-11.57%	-27.16%	3.86%	-2.07%	-1.81%	0.34%
Fixed Income	-3.88%	-12.84%	-4.32%	-2.65%	0.10%	1.05%
Bloomberg US Agg Bond	-4.75%	-14.61%	-5.15%	-3.25%	-0.27%	0.98%
Real Return Assets	-4.20%	-9.55%	4.03%	-1.46%	0.77%	-0.68%
Real Return Blended Benchmark ²	-3.94%	-8.84%	2.99%	-2.31%	0.22%	-1.69%
CPI	0.49%	5.94%	5.73%	4.97%	3.79%	2.60%
Total Portfolio	-5.68%	-20.47%	8.88%	2.35%	3.25%	5.53%

Total portfolio performance is net of fees. Performance returns for periods greater than twelve months are annualized.

¹Equity Blended Benchmark is currently comprised of: 70% Russell 3000 / 30% MSCI ACW ex. U.S.

²As of 06/30/2020 the Real Return Blended Benchmark is comprised of: 100% Bloomberg Barclays TIPS.



SERVICE
INTEGRITY
VALUE

Fund Detail

Communis Fund of the Diocese of Rochester

As of 9/30/2022

	Expense Ratio	Category Average Expense Ratio	TRAILING RETURNS					
			Quarter	YTD	1-Year	3-Year	5-Year	10-Year
Equities								
Vanguard Institutional Index I (VINIX)	0.04	0.80	-4.89	-23.89	-15.50	8.14	9.21	11.67
S&P 500 TR USD			-4.88	-23.87	-15.47	8.16	9.24	11.70
iShares Core S&P 500 ETF (IVV)	0.03	0.80	-4.89	-23.88	-15.50	8.13	9.20	11.66
S&P 500 TR USD			-4.88	-23.87	-15.47	8.16	9.24	11.70
SPDR® Portfolio S&P 500 Value ETF (SPYV)	0.04	0.91	-5.81	-16.55	-9.64	5.12	6.16	9.53
S&P 500 Value TR USD			-5.82	-16.56	-9.63	5.11	6.17	9.63
iShares Core S&P Mid-Cap ETF (IJH)	0.05	0.94	-2.46	-21.53	-15.27	5.96	5.76	9.97
S&P MidCap 400 TR			-2.46	-21.52	-15.25	6.01	5.82	10.04
SPDR® S&P 400 Mid Cap Value ETF (MDYV)	0.15	0.99	-4.04	-17.51	-10.97	6.22	5.43	9.84
S&P MidCap 400 Value TR USD			-4.01	-17.46	-10.88	6.31	5.54	10.00
iShares Core S&P Small-Cap ETF (IJR)	0.06	0.98	-5.24	-23.22	-18.93	5.40	4.80	10.05
S&P SmallCap 600 TR USD			-5.20	-23.16	-18.83	5.48	4.84	10.09
Bridgeway Ultra-Small Company Market (BRSIX)	0.79	1.15	-7.39	-26.63	-32.24	6.54	1.94	7.80
Russell Micro Cap			-0.48	-25.48	-27.46	6.86	3.11	8.37

Source: Morningstar. Returns for periods over one year are annualized. Category expense ratio uses average mutual fund in category assigned by Morningstar.

Fund Detail

Communis Fund of the Diocese of Rochester

As of 9/30/2022

	Expense Ratio	Category Average Expense Ratio	TRAILING RETURNS					
			Quarter	YTD	1-Year	3-Year	5-Year	10-Year
Equities								
iShares Core MSCI EAFE ETF (IEFA)	0.07	0.93	-10.32	-28.05	-26.05	-1.90	-0.89	-
MSCI EAFE IMI NR USD			-9.43	-27.88	-26.23	-1.90	-0.99	3.87
iShares MSCI EAFE Value ETF (EFV)	0.35	0.99	-11.10	-21.34	-20.01	-2.99	-2.91	2.19
MSCI EAFE Value NR USD			-10.21	-21.08	-20.16	-2.79	-2.74	2.39
DFA International Small Company I (DFISX)	0.39	1.16	-10.46	-29.53	-28.36	-0.42	-1.63	5.03
MSCI World Ex USA Small Cap NR USD			-9.46	-31.07	-30.80	-1.27	-1.24	4.78
iShares Core MSCI Emerging Markets ETF (IEMG)	0.09	1.16	-11.65	-26.97	-27.54	-1.47	-1.53	-
MSCI EM IMI NR USD			-10.79	-26.79	-27.51	-1.20	-1.44	1.27
DFA Emerging Markets Value I (DFEVX)	0.45	1.16	-9.80	-19.05	-18.70	0.84	-0.52	1.47
MSCI EM Value			-10.95	-23.32	-23.63	-2.57	-2.13	-0.41

Source: Morningstar. Returns for periods over one year are annualized. Category expense ratio uses average mutual fund in category assigned by Morningstar.

Fund Detail

Communis Fund of the Diocese of Rochester

As of 9/30/2022

	Expense Ratio	Category Average Expense Ratio	TRAILING RETURNS					
			Quarter	YTD	1-Year	3-Year	5-Year	10-Year
Fixed Income								
Vanguard Total Bond Market Index I (VBTIX)	0.04	0.59	-4.65	-14.58	-14.65	-3.26	-0.24	0.86
Bloomberg US Agg Float Adj TR USD			-4.68	-14.65	-14.61	-3.22	-0.23	0.91
Schwab Short-Term US Treasury ETF™ (SCHO)	0.03	0.67	-1.56	-4.52	-5.09	-0.58	0.49	0.52
Bloomberg US Treasury 1-3 Yr			-1.55	-4.52	-5.07	-0.54	0.54	0.59
Vanguard Short-Term Corp Bd Idx I (VSTBX)	0.05	0.67	-1.96	-7.43	-8.07	-0.78	0.87	1.47
Bloomberg USD Corp Bd 1-5 Yr TR USD			-1.94	-7.43	-8.06	-0.66	0.94	1.57
Real Return Assets								
Vanguard Inflation-Protected Secs I (VIPIX)	0.07	0.58	-5.34	-13.47	-11.55	0.70	1.87	0.92
Bloomberg US Treasury US TIPS TR USD			-5.14	-13.61	-11.57	0.79	1.95	0.98
Vanguard Shrt-Term Infl-Prot Sec Idx Ins (VTSPX)	0.04	0.58	-2.64	-4.02	-2.94	2.35	2.31	-
Bloomberg US TIPS 0-5 Year TR USD			-2.62	-3.98	-2.86	2.44	2.35	1.28

Source: Morningstar. Returns for periods over one year are annualized. Category expense ratio uses average mutual fund in category assigned by Morningstar.

Portfolio Holdings

Communis Fund of the Diocese of Rochester

As of 9/30/2022

Security	Symbol	Quantity	Unit Cost (\$)	Total Cost (\$)	Price (\$)	Value (\$)	Percent of Portfolio
Cash							
DREYFUS INST PFD TREAS HAMIL 466	99VVCCW71	3,330,929.17	1.00	3,330,929.17	1.00	3,330,929.17	1.32%
SWEEP ASSET	CASH:SWEEP	-419,760.58	-1.00	-419,760.58	1.00	-419,760.58	-0.17%
TOTAL				2,911,168.59		2,911,168.59	1.15%
Equity							
ISHARES CORE S&P 500	IVV	119,250.00	221.35	26,396,210.64	358.65	42,769,012.50	16.91%
VANGUARD INSTITUTIONAL INDEX I	VINIX	114,299.28	137.07	15,667,001.93	303.59	34,700,117.50	13.72%
ISHARES CORE MSCI EAFE	IEFA	425,750.00	55.31	23,547,821.48	52.67	22,424,252.50	8.86%
ISHARES CORE S&P MID-CAP ETF	IJH	74,375.00	125.37	9,324,212.81	219.26	16,307,462.50	6.45%
ISHARES CORE S&P SMALL-CAP ETF	IJR	132,600.00	87.17	11,558,887.86	87.19	11,561,394.00	4.57%
ISHARES CORE MSCI EMERGING MARKETS	IEMG	244,725.00	48.86	11,958,482.55	42.98	10,518,280.50	4.16%
SPDR S&P 500 VALUE ETF	SPYV	265,350.00	27.77	7,369,579.60	34.49	9,151,921.50	3.62%
DFA EMERGING MARKETS VALUE	DFEVX	224,334.78	25.43	5,705,581.55	24.29	5,449,091.78	2.15%
SPDR S&P 400 MID CAP VALUE	MDYV	93,700.00	47.40	4,441,264.00	57.82	5,417,734.00	2.14%
DFA INTL SMALL COMPANY INSTL	DFISX	345,862.46	17.48	6,044,827.05	15.13	5,232,899.00	2.07%
ISHARES MSCI EAFE VALUE	EFV	125,150.00	42.85	5,362,608.88	38.53	4,822,029.50	1.91%
BRIDGEWAY ULTRA-SMALL COMPANY MARKET	BRSIX	350,036.95	12.20	4,269,795.90	10.03	3,510,870.59	1.39%
TOTAL				131,646,274.25		171,865,065.87	67.94%

Portfolio Holdings

Communis Fund of the Diocese of Rochester

As of 9/30/2022

Security	Symbol	Quantity	Unit Cost (\$)	Total Cost (\$)	Price (\$)	Value (\$)	Percent of Portfolio
Fixed Income							
VANGUARD TOTAL BOND MARKET INDEX I	VBTIX	5,231,735.08	10.96	57,331,471.10	9.39	49,125,992.41	19.42%
SCHWAB SHORT-TERM US TREASURY	SCHO	146,500.00	50.96	7,466,085.00	48.26	7,070,090.00	2.79%
VANGUARD SHORT-TERM CORP BOND INDEX INSTL	VSTBX	277,703.08	27.12	7,530,419.99	24.74	6,870,374.25	2.72%
TOTAL				72,327,976.09		63,066,456.66	24.93%
Real Return							
VANGUARD INFLATION PROTECTED SEC INSTL	VIPIX	899,282.55	10.86	9,768,528.30	9.50	8,543,184.26	3.38%
VANGUARD SHORT-TERM INFLATION PROTECTED SECS INDEX INSTL	VTSPX	277,575.30	23.70	6,578,534.00	23.70	6,578,534.61	2.60%
TOTAL				16,347,062.30		15,121,718.87	5.98%
GRAND TOTAL				223,232,481.23		252,964,409.99	100.00%

Exhibit A - Investment Policy Statement

The Communis Fund of the Diocese of Rochester, Inc. Investment Policy Statement

I. PHILOSOPHY

The Communis Fund of the Diocese of Rochester, Inc. (“Communis”) is a New York not-for-profit corporation organized exclusively for religious, charitable or educational purposes and not for pecuniary or financial gain. Under the direction of a Board of Directors (the “Board”) elected by the Diocesan Bishop, the Vicar General and the Chancellor of the Diocese of Rochester as Members, Communis receives funds from the Diocese, and its parishes, schools, institutions and organizations for investment. In addition, Communis receives funds from the Diocese of Rochester Priests’ Retirement Plan Trust and the Diocese of Rochester Lay Employees’ Retirement Accumulation Plan Trust for investment. The Diocese, in conjunction with the record keeper and trustee, The Bank of New York Mellon, maintains an accounting system to segregate funds by participant.

The assets held by Communis support an ever-broadening array of activities that assure the Diocese’s future mission. The Communis Board of Directors, ever mindful of their stewardship, have caused this statement to be prepared as a policy framework for a disciplined process that seeks to add value and minimize risk for the Diocese as well as those who benefit from these assets.

The principal reason for developing a long-term Investment Policy and for putting it in writing is to protect against ad hoc revisions to the long-term investment strategy. The written Investment Policy will help maintain a long-term perspective when short-term market movements may be distressing and emotional reactions are most apt to occur.

II. ROLES AND RESPONSIBILITIES

Board

The Board of Directors of Communis are elected by the members of the Communis Corporation: the Bishop, the Vicar General and the Chancellor of the Diocese of Rochester. The Board is responsible for this Investment Policy and for the management of the business and affairs of Communis. The Board oversees the operations of Communis including selection of service providers.

Investment Advisors

The Board shall select one or more independent Investment Advisors (the “Advisors”) to manage the investment assets of Communis. The Advisors have ultimate fiduciary responsibility for the Communis assets. The Advisors will manage the assets on a discretionary basis within the parameters of this Investment Policy. The Advisors will periodically reviews investment performance with the Board and ensures compliance with the Investment Policy. The Advisors should also periodically review the propriety of this Investment Policy considering the investment needs of Communis.

Recordkeeper

Currently, The Bank of New York Mellon serves as the record keeper of the individual participant's balance.

Custodian

Currently, The Bank of New York Mellon serves as Custodian of the funds invested in Communis.

III. SPENDING GUIDELINES**Spending and Spending Limitations****Endowment/Quasi-endowment Funds**

The amount of endowment return available for current spending (distribution) during the fiscal year is to be determined on the basis of the market value as of the preceding December 31st. Based on the long term duration and preservation of the endowment funds or principal, the purposes of the Diocesan Organizations and their endowment funds, general economic conditions, the possible effects of deflation or inflation, the expected total return from income and the appreciation of investments, other resources of the Diocesan Organizations, alternatives to expenditure of the endowment funds where appropriate and circumstances would otherwise warrant, and the investment policies of the Diocesan Organizations, the distribution is not to exceed 5.0 percent of the average market value for the last 20 quarters unless otherwise approved by the Bishop's Stewardship Council of the Diocese of Rochester.

Retirement Funds

Distributions from the retirement funds will be used to pay retirement benefits and other expenses as required.

IV. INVESTMENT OBJECTIVES**Time Horizon & Risk Tolerance**

The investment objectives are based upon a very long-term investment horizon, so interim fluctuations should be viewed from that perspective. Similarly, the asset allocation approach is based on this same perspective. Risk is inherent in all forms of investment, and in particular, the types of long-term assets in Communis will be susceptible to capital risk. The time horizon of Communis gives it the ability to ride out considerable fluctuations in value, but stops short of the risk level associated with full investment in stocks on a constant basis.

Prioritization of Investment Objectives

- A. The primary objective is the pursuit of long-term capital growth, with a goal of meeting the long-term needs of Communis.

- B. The secondary objective is for the rate of investment return to exceed the rate of inflation over the long-term.
- C. A third objective, much lower in priority than the other two, will be moderation of portfolio volatility.

This Investment Policy is explicitly designed to encourage a long-term investment horizon. This means that the majority of the assets will be invested in long-term (i.e. higher risk and higher return) securities at virtually all times. Consequently the market value of the funds invested in Communis will be subject to material levels of short-term volatility. Further, the secondary objective establishes that these assets will primarily be stocks, with bonds and cash playing a minority role. However, there is still a role for bonds and cash, as there is a desire to dampen the more extreme swings of volatility associated with stocks, as reflected by the last objective.

V. INVESTMENT GUIDELINES

Types of Assets

The Advisors will act in a fiduciary manner consistent with the Investment Advisors Act of 1940. Holdings will be consistent with such standards, and the Communis portfolio must be diversified by allowing the Advisors the flexibility to invest in various types of assets. The following types of assets are among those approved for investment.

Equity Investments

Types

- Common Stocks
- Preferred Stocks
- Convertible Securities (including Debentures)
- Foreign Stocks, excluding direct foreign investments in emerging markets (Emerging market ADR's permitted)

Diversification

The equity portfolio should be well-diversified to avoid undue exposure to any single economic section, industry group or individual security. No more than 10% of total Communis assets at market at time of purchase shall be invested in the securities of any one issuer. No more than 30% of the total Communis assets at market at time of purchase shall be invested in any one industry. For the purpose of this Investment Policy, mutual funds and exchange traded funds shall not be considered the issuer of securities, but rather the diversification guideline will apply to the underlying securities of those funds as a percentage of the Communis assets.

Equity Allocation Limits

Equity investments are expected to comprise no more than 80% and no less than 30% of the total market value of the Communis assets at the time of purchase. These allocation parameters will become effective after the period of initial positioning of the Communis assets.

Fixed Income/Cash Investments

Types

- U. S. Government and Agency Securities (Bills, Notes and Bonds)
- Commercial paper
- Certificates of Deposit
- Corporate Bonds
- Master Notes
- Insurance Company Contracts
- Money Market Funds

Diversification

No limitations are placed on investments in U. S. Government guaranteed obligations (including any full guaranteed Federal Agency obligations). Investments in any one issuer (excluding direct or indirect obligations of the U.S. Government) shall not exceed 10% of total Communis assets at time of purchase. Fixed income holdings should not represent more than 10% of a total particular issue. For the purpose of this Investment Policy, mutual funds and exchange traded funds shall not be considered the issuer of securities, but rather the diversification guideline will apply to the underlying securities of those funds as a percentage of the Communis assets.

Fixed/Cash Allocation Limits

Fixed income and cash equivalent investments are expected to comprise no less than 20% and no more than 70% of the total market value of the Communis at the time of purchase. Fixed income investments will maintain an average credit quality, as defined by Standard and Poor's Investor Service, of "A" or better at all times. Any idle cash not invested by the Advisors shall be invested daily in interest bearing securities through an automatic sweep provided by the custodian.

Total Portfolio Guidelines

All assets selected for inclusion in Communis must have a readily ascertainable market value and must be generally considered marketable at time of purchase. The following types of assets or transactions are expressly prohibited (unless approved by the Board):

- Direct investment in Commodities and Futures
- Warrants
- Eurobonds
- Naked Option Transactions
- Margin Purchase of Securities
- Unregistered or Restricted Stock

- Investments classified as level 3 by the Financial Accounting Standards Board Statement Number 157 (FASB 157)
 - Private Placements or equity
 - 144a Securities
 - Hedge Funds
- Do not buy directly in companies identified as engaging in abortion activities, embryonic stem cell research and human cloning
- Do not buy directly in companies identified as having unacceptable involvement in pornography or producing contraceptives
- Do not buy directly in companies primarily engaged in military weapons production or anti-personnel landmines.

Summary of Allocation Limits (at time of purchase)

	<u>Maximum</u>	<u>Minimum</u>
Total Stocks (U.S. & Foreign)	80%	30%
Fixed Income (Bonds, Notes, & Cash)	70%	20%

VI. PERFORMANCE MEASUREMENT OF INVESTMENT OBJECTIVES

- A. The Board may hire Advisors on an evaluation of their investment philosophies and long-term performance. Advisors must adhere to their stated investment philosophies and goals.
- B. Investment performance results shall be monitored on a periodic basis, with a written quarterly report presented to the Board and evaluated in accordance with the following:
 - Return/downside protection trade-off vs. market indexes
 - Comparison against a peer group or market benchmark with similar long-term asset allocation levels
 - Long-term Treasury Bonds
 - The Consumer Price Index (Inflation)
- C. The Board recognizes that performance statistics only become meaningful over full market cycles, and thus will base performance evaluation on a market cycle analysis.
- D. The Advisors must advise the Board, in writing, of any material changes in the Advisor's organization, decision making structure, ownership, investment style, key personnel or any other significant change affecting the Advisor's relationship with the Communis assets along with a statement as to the anticipated impact on the Advisors ability to provide the same style and type of money management on a continuing basis, as required by the Investment Advisors Act of 1940.



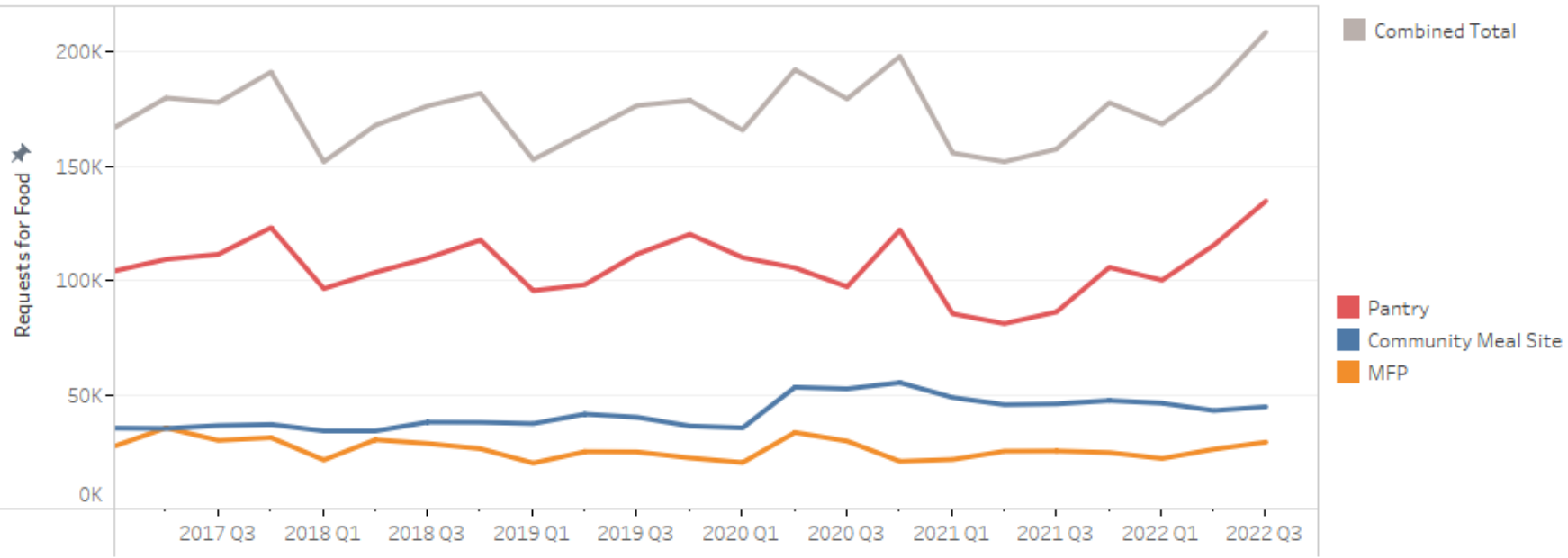
Q3 Dashboards

November 15, 2022

CLIENT DEMAND

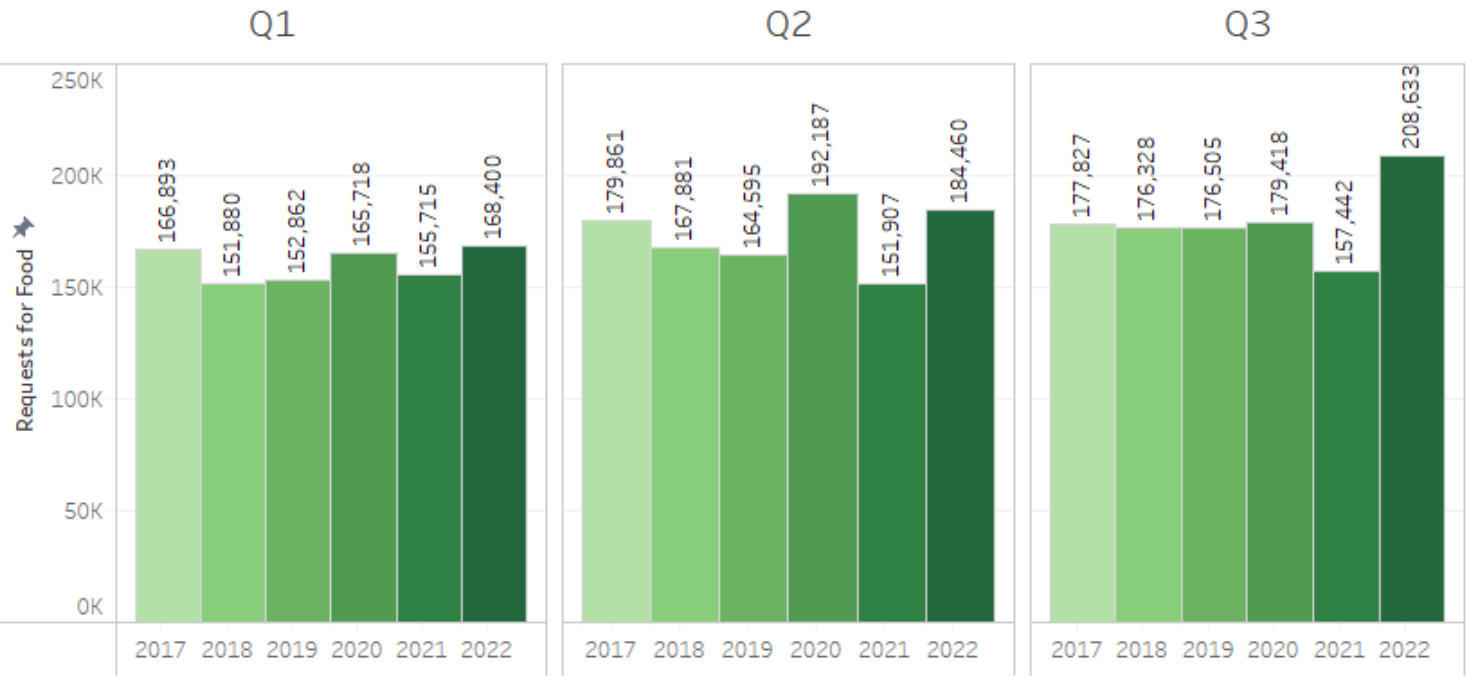


Requests for Food: Pantry, MFP, Community Meal Sites



Looking at Q3 2022 requests for food, we saw:

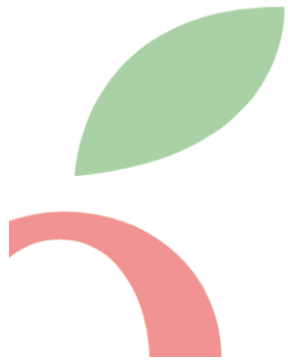
- 33% increase compared to Q3 2021
- 18% increase compared to Q3 2019 (pre-covid)



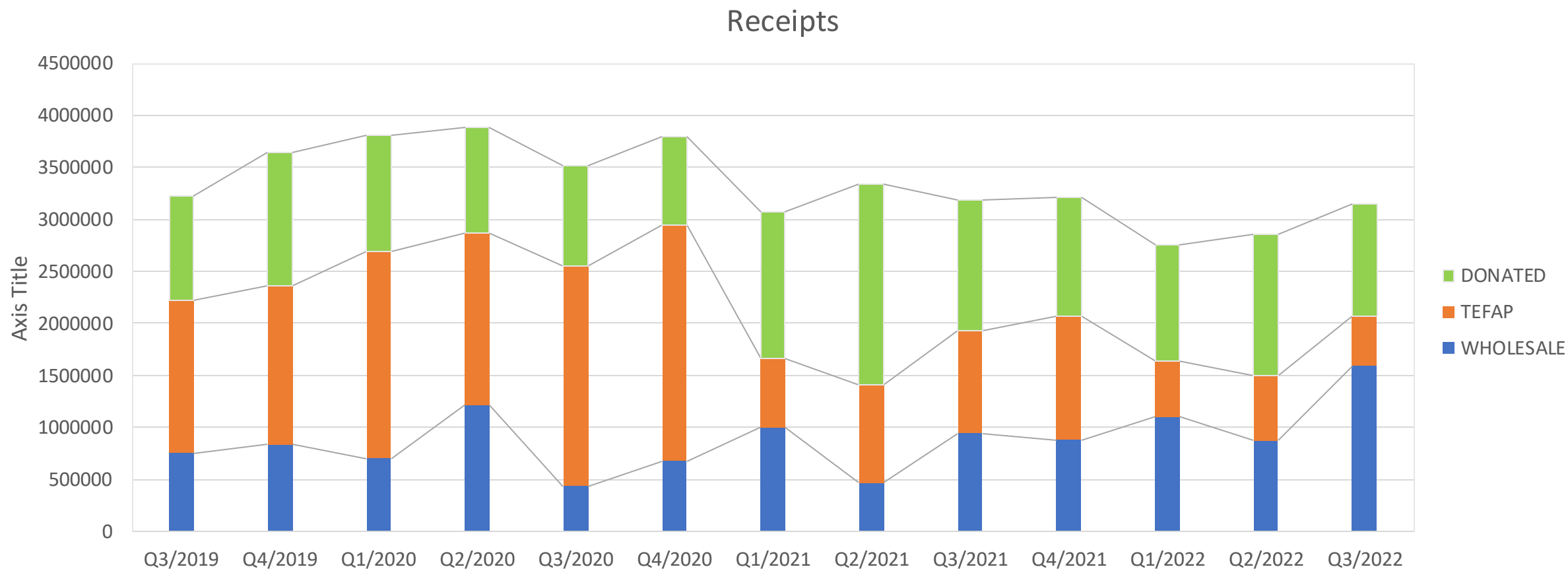
Looking at Year-to-Date requests for food, we saw:

- 21% increase compared to 2021
- 14% increase compared to 2019 (pre-covid)

DISTRIBUTION



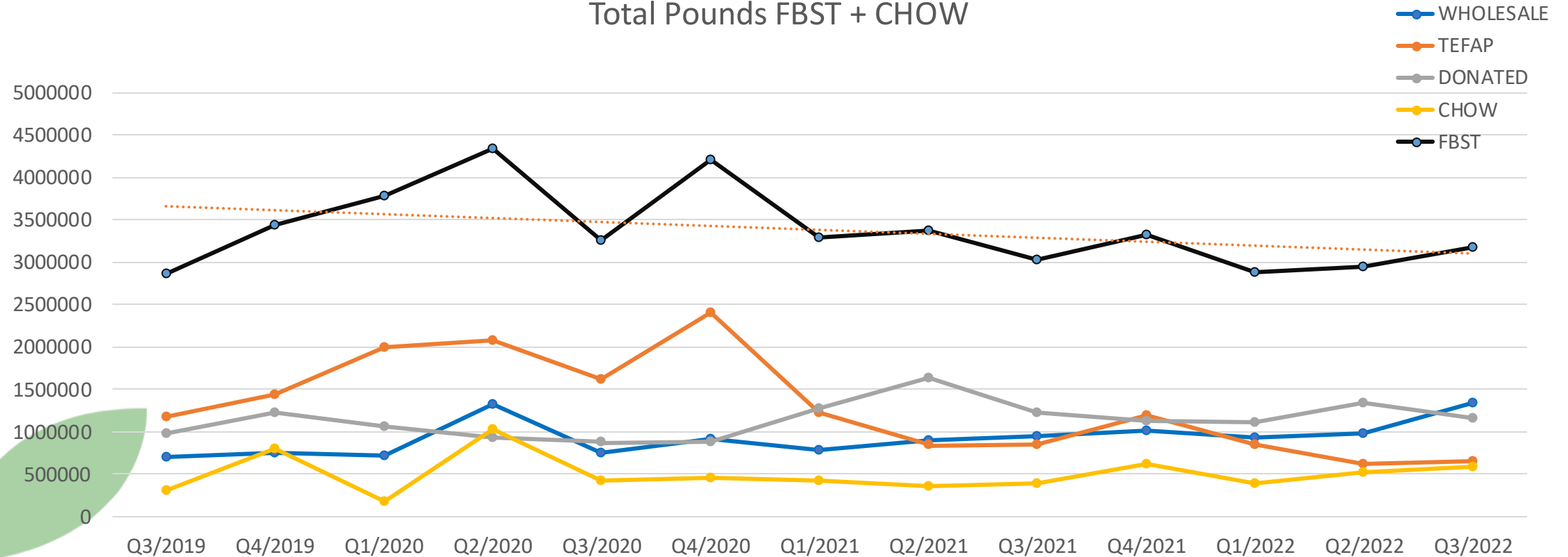
Receipts by Category



-Increase in Wholesale related to LA/HPNAP prep
 - Decrease again in TEFAP. Q4 Inbound Strong.

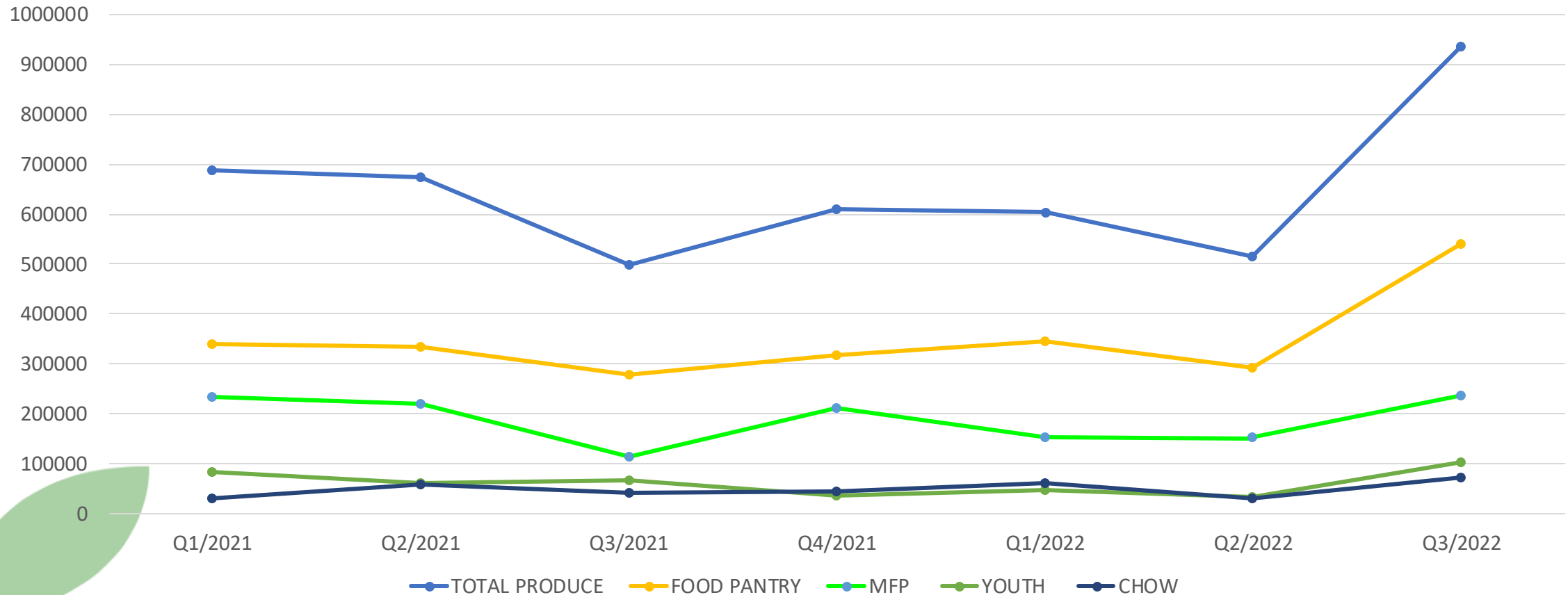
Total Pounds Distributed

Total Pounds FBST + CHOW



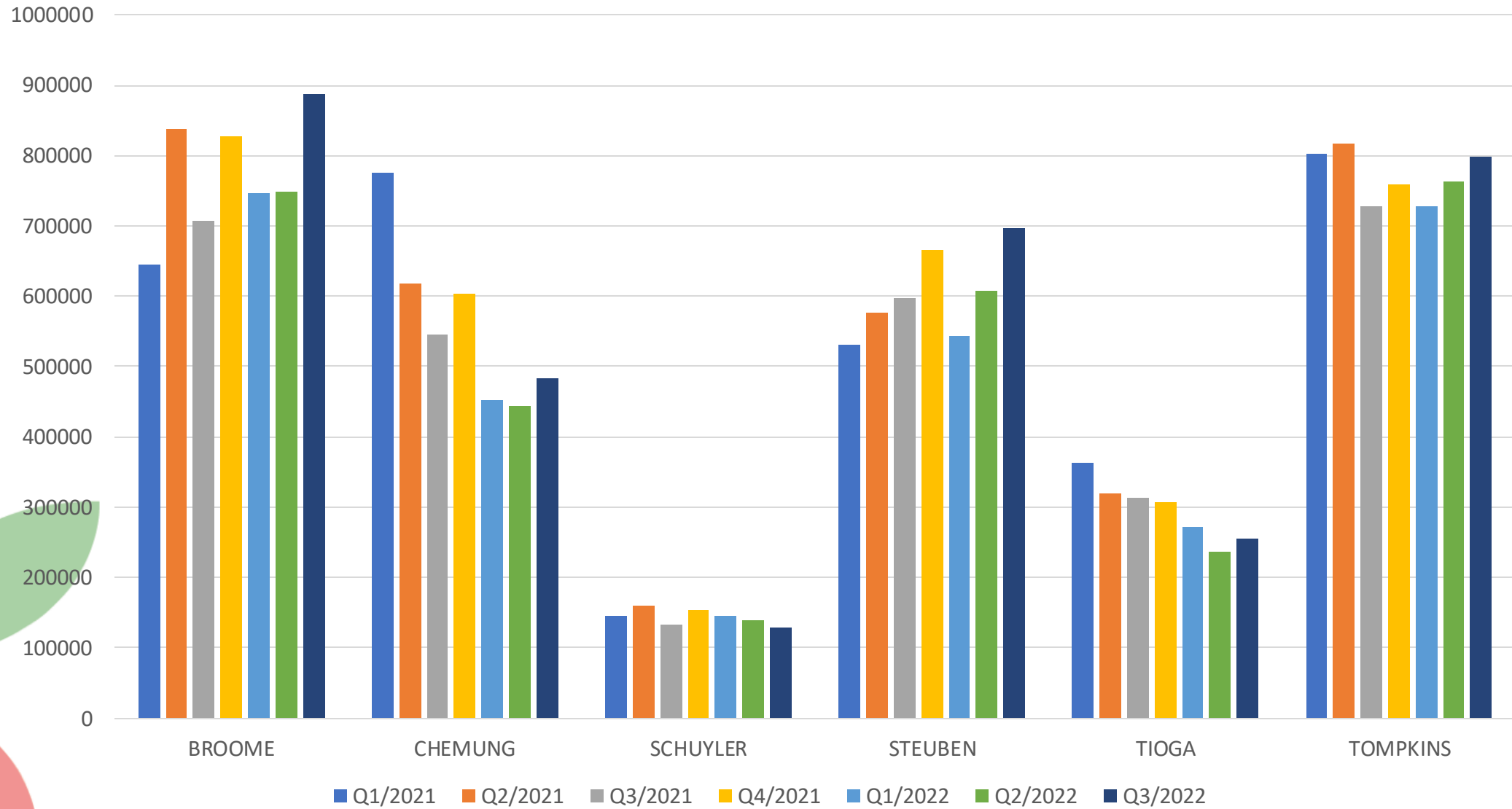
- 161% increase in Wholesale in September
- (86K) vs. prior year in total pounds – closed 700K deficit since July.

Produce Distribution by Agency Type:



- 226,000 above prior year in produce receipting/distribution
- Extremely strong Q3 with SIF investments driving results
- Utilizing Feeding America resources for quality and mix.
- Very strong Kids Farmers Market participation (SIF)

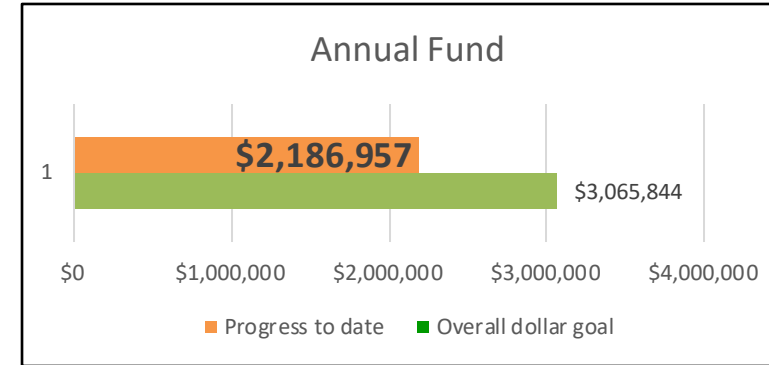
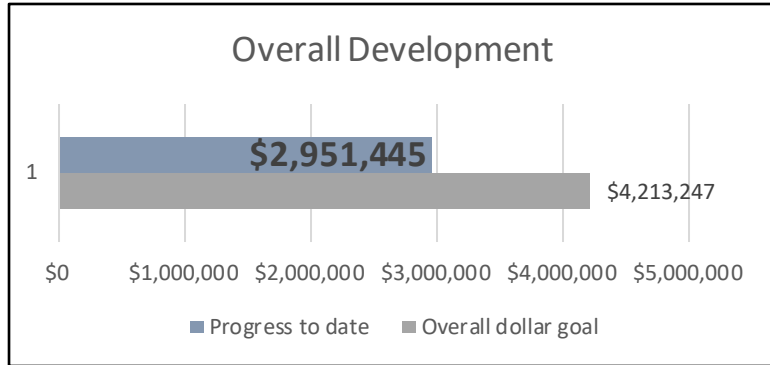
YOY Distribution by County



DEVELOPMENT & COMMUNITY ENGAGEMENT



Dollars as of 10.1.2022

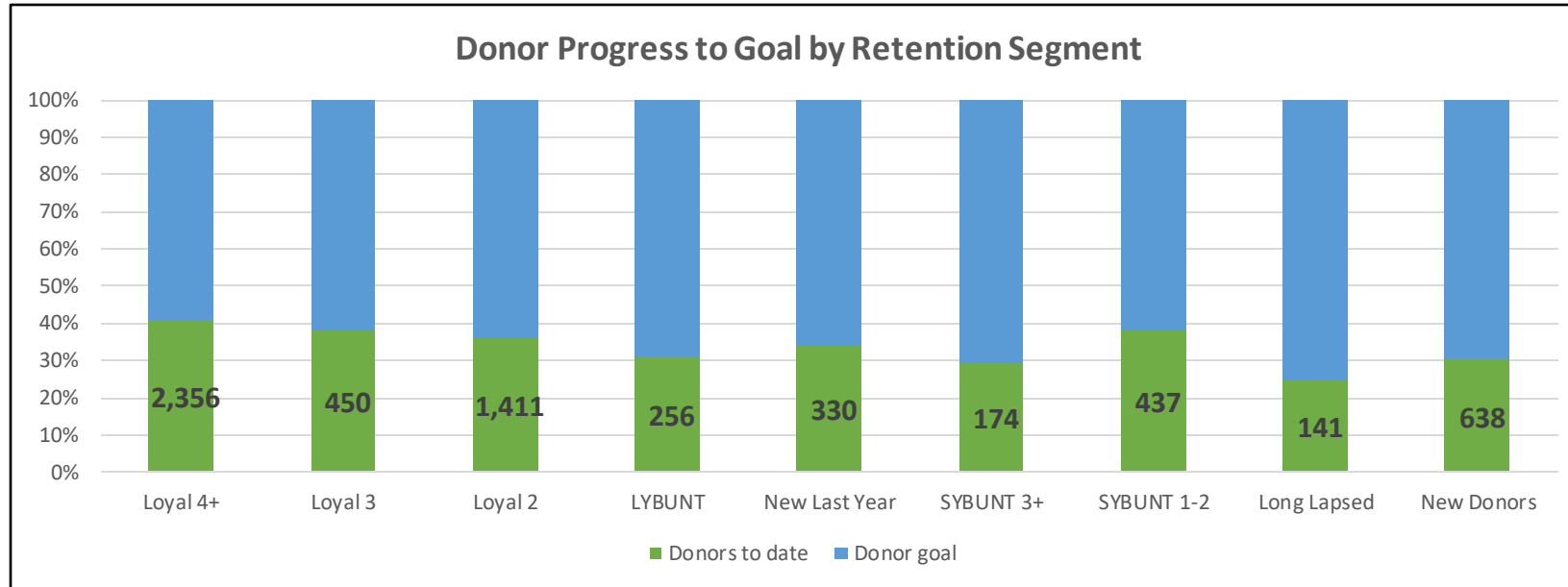


Planned Solicitations Progress			
	FY 22 Planned Asks	FY 22 Goal	New gifts and commitments to date
Katherine Strawser	21	\$196,000	\$0
Mary Jane Bray	111	\$609,200	\$283,511
Natasha Thompson	1	\$150,000	\$130,000

	Number of Actions with Donors
Natasha Thompson	23
Meghan Parsons	42
Mary Jane Bray	864
Katherine Strawser	293

Level	2022 Goals		2022 YTD 10.1.22		
	# Donors	Total Giving	# Donors	Average Gift	Total Giving
\$100,000+	1	\$100,000	1	\$219,652	\$219,652
\$75,000+	0	\$0	0	\$0	\$0
\$50,000+	2	\$104,167	3	\$54,133	\$162,400
\$25,000+	7	\$215,269	6	\$33,281	\$199,685
\$12,000+	9	\$146,007	6	\$15,734	\$94,405
\$5,000+	75	\$515,832	32	\$7,144	\$228,598
\$2,500+	90	\$275,891	56	\$3,158	\$176,832
\$1,000+	400	\$515,474	210	\$1,344	\$282,323
\$500+	525	\$281,195	358	\$657	\$235,107
\$250+	650	\$189,550	587	\$334	\$196,203
\$100+	3,600	\$432,675	1,925	\$143	\$274,650
50+	3,000	\$160,708	1,302	\$60	\$77,695
\$35+	850	\$31,659	331	\$39	\$12,767
\$25+	2,665	\$69,139	695	\$26	\$17,965
\$.01+	2,000	\$28,279	590	\$15	\$8,676
Total	13,874	\$3,065,844	6,102	\$358	\$2,186,958

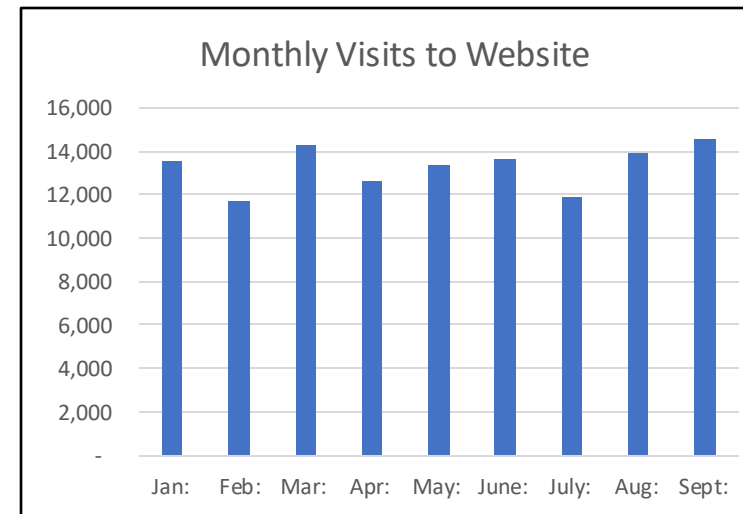
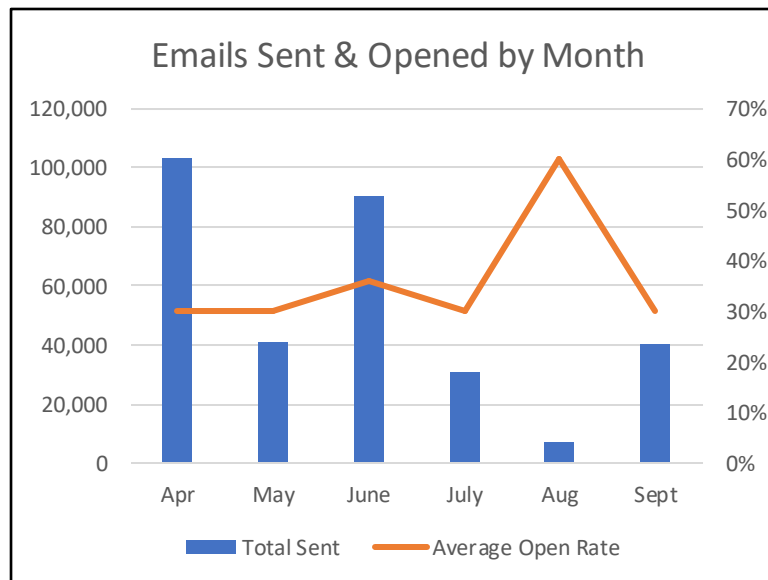
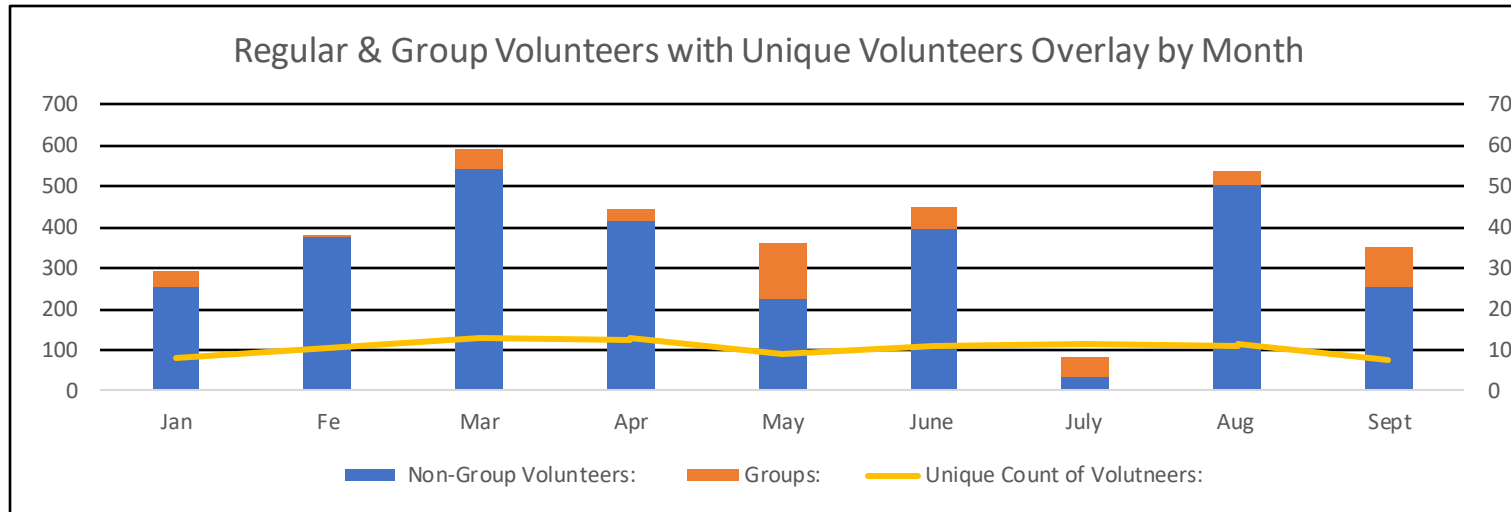
Donors as of 10.1.2022



Board & Non-Board Committee Giving	Goal	YTD
Board Giving:	TBD	\$42,892
Board Participation:	100%	56%
Committee Member Giving:	TBD	\$41,725
Committee Member Participation:	TBD	25%

Volunteer Giving	
# Volunteers:	1,121
\$ Given:	\$56,972
# Given:	60
% Given:	5.4%

Engagement as of 10.1.2022



Food Bank of the Southern Tier

	2022 Q3 Adjusted	2022 Q2 Adjusted	Variance	% Change Q3 vs. Q2
REVENUE				
FOOD DISTRIBUTION				
AGENCIES				
SHARED MAINTENANCE	\$91,039	\$91,039	\$0	0%
WHOLESALE FOOD	\$4,353,636	\$4,150,461	\$203,175	5%
TEFAP FOOD	\$2,537,074	\$2,537,074	\$0	0%
TOTAL AGENCY FOOD	\$6,981,749	\$6,778,574	\$203,175	3%
MOBILE FOOD PANTRIES				
SHARED MAINTENANCE	\$168,291	\$168,291	\$0	0%
WHOLESALE FOOD	\$1,008,075	\$1,008,075	\$0	0%
TEFAP FOOD	\$1,544,798	\$1,544,798	\$0	0%
TOTAL MOBILE FOOD PANTRIES	\$2,721,164	\$2,721,164	\$0	0%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$1,950	\$25,163	(\$23,213)	-92%
WHOLESALE FOOD	\$8,000	\$8,000	\$0	0%
TEFAP FOOD	\$285,595	\$285,595	\$0	0%
TOTAL YOUTH PROGRAMS	\$295,545	\$318,758	(\$23,213)	-7%
TOTAL FOOD DISTRIBUTION	\$9,998,458	\$9,818,496	\$179,962	2%
DONATED PRODUCT				
DONATED PRODUCT	\$5,737,730	\$6,708,507	(\$970,777)	-14%
TOTAL DONATED PRODUCT	\$5,737,730	\$6,708,507	(\$970,777)	-14%
GRANTS / PROGRAMS				
HPNAP GENERAL OPERATING				
OPERATIONS SUPPORT	\$158,413	\$158,413	\$0	0%
OPERATIONS SUPPORT SEED GRANT	\$0	\$0	\$0	#DIV/0!
AGENCY SANITATION SUPPLIES	\$2,200	\$2,200	\$0	0%
TRANSPORTATION GRANT	\$23,750	\$23,750	\$0	0%
OPERATING INCOME (HPNAP)	\$371,761	\$371,761	\$0	0%
OPERATING INCOME (HPNAP) COLA	\$85,650	\$85,650	\$0	0%
OPERATING INCOME (JSY)	\$129,675	\$129,675	\$0	0%
TOTAL HPNAP OPERATING	\$771,449	\$771,449	\$0	0%
OTHER GRANTS / PROGRAMS				
CHEMUNG COUNTY	\$30,000	\$30,000	\$0	0%
NOEP	\$83,000	\$66,000	\$17,000	26%
TEFAP ADMIN	\$295,726	\$295,726	\$0	0%
NNY ADMIN	\$292,877	\$292,877	\$0	0%
NNY CHOW	\$136,414	\$136,414	\$0	0%
PROGRAM / OTHER	\$198,184	\$238,348	(\$40,164)	-17%
RRP ADMIN	\$104,019	\$104,019	\$0	0%
VENISON PROGRAM	\$11,000	\$11,000	\$0	0%
BACKPACK REIMBURSEMENT	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER GRANTS / PGMS	\$1,151,220	\$1,174,384	(\$23,164)	-2%
TOTAL GRANTS / PROGRAMS	\$1,922,669	\$1,945,833	(\$23,164)	-1%
FUNDRAISING / DONATIONS				
CAUSE MARKETING	\$440,000	\$440,000	\$0	0%
SPECIAL EVENTS	\$50,000	\$50,000	\$0	0%
DIRECT MAIL	\$1,142,405	\$1,142,405	\$0	0%
ONLINE GIVING	\$915,442	\$915,442	\$0	0%
PERSONAL SOLICITATION	\$110,000	\$110,000	\$0	0%
GENERAL DEVELOPMENT GRANTS	\$430,400	\$430,400	\$0	0%
WHITE MAIL	\$925,000	\$925,000	\$0	0%
ALL OTHER PRIVATE SUPPORT	\$200,000	\$200,000	\$0	0%
TOTAL FUNDRAISING/DONATIONS	\$4,213,247	\$4,213,247	\$0	0%

	2022 Q3 Adjusted	2022 Q2 Adjusted	Variance	% Change Q3 vs. Q2
OTHER INCOME				
OTHER INCOME	\$54,206	\$28,750	\$25,456	89%
TOTAL OTHER INCOME	\$54,206	\$28,750	\$25,456	89%
TOTAL REVENUE	\$21,926,310	\$22,714,833	(\$788,523)	-3%
EXPENSES				
PERSONNEL EXPENSES				
SALARIES	\$2,606,460	\$2,606,460	\$0	0%
FRINGE BENEFITS	\$566,830	\$566,830	\$0	0%
OTHER	\$60,073	\$70,700	(\$10,627)	-15%
TOTAL PERSONNEL EXPENSES	\$3,233,363	\$3,243,990	(\$10,627)	0%
FOOD EXPENSE				
AGENCIES				
WHOLESALE FOOD	\$4,178,386	\$3,989,386	\$189,000	5%
TEFAP FOOD	\$2,537,074	\$2,537,074	\$0	0%
TOTAL AGENCIES	\$6,715,460	\$6,526,460	\$189,000	3%
MOBILE FOOD PANTRIES				
MFP SHARED MAINTENANCE	\$45,583	\$45,583	\$0	0%
WHOLESALE FOOD	\$1,043,644	\$1,043,644	\$0	0%
TEFAP FOOD	\$1,544,798	\$1,544,798	\$0	0%
TOTAL MOBILE FOOD PANTRIES	\$2,634,025	\$2,634,025	\$0	0%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$1,950	\$24,091	(\$22,141)	-92%
WHOLESALE FOOD	\$216,180	\$319,297	(\$103,117)	-32%
TEFAP FOOD	\$285,595	\$285,595	\$0	0%
TOTAL YOUTH PROGRAMS	\$503,725	\$628,983	(\$125,258)	-20%
TOTAL FOOD EXPENSE	\$9,853,210	\$9,789,468	\$63,742	1%
OTHER FOOD EXPENSES				
OTHER FOOD/PROGRAM				
OTHER FOOD/PROGRAM	\$314,495	\$234,493	\$80,002	34%
TOTAL OTHER FOOD/PROGRAM	\$314,495	\$234,493	\$80,002	34%
PRODUCT ACQUISITION FREIGHT				
PRODUCT FREIGHT	\$93,750	\$137,750	(\$44,000)	-32%
TOTAL PRODUCT FREIGHT	\$93,750	\$137,750	(\$44,000)	-32%
TOTAL OTHER FOOD EXPENSES	\$408,245	\$372,243	\$36,002	10%
DONATED PRODUCT				
DONATED PRODUCT	\$5,737,730	\$6,708,507	(\$970,777)	-14%
TOTAL DONATED PRODUCT	\$5,737,730	\$6,708,507	(\$970,777)	-14%
WAREHOUSE / DISTRIBUTION				
VEHICLE	\$140,787	\$130,787	\$10,000	8%
WAREHOUSE	\$69,775	\$69,775	\$0	0%
PRODUCTION ROOM	\$27,000	\$27,000	\$0	0%
TOTAL WAREHOUSE / DISTRIBUTION	\$237,562	\$227,562	\$10,000	4%

	2022 Q3 Adjusted	2022 Q2 Adjusted	Variance	% Change Q3 vs. Q2
GENERAL OPERATIONS				
BUILDING	\$193,797	\$191,797	\$2,000	1%
GENERAL OFFICE	\$138,918	\$146,716	(\$7,798)	-5%
TECHNOLOGY/SERVICES	\$129,843	\$129,843	\$0	0%
STAFF EXPENSES	\$75,618	\$79,918	(\$4,300)	-5%
CONTRACT SERVICES	\$459,675	\$434,453	\$25,222	6%
TOTAL GENERAL OPERATIONS	\$997,851	\$982,727	\$15,124	2%
DEVELOPMENT/PR				
SPECIAL EVENTS	\$11,490	\$25,450	(\$13,960)	-55%
DIRECT MAIL	\$435,344	\$435,344	\$0	0%
GEN. DEVELOPMENT / PR EXPENSE	\$87,000	\$100,000	(\$13,000)	-13%
TOTAL DEVELOPMENT/PR	\$533,834	\$560,794	(\$26,960)	-5%
ADVOCACY & EDUCATION				
ADVOCACY & EDUCATION	\$0	\$23,000	(\$23,000)	-100%
TOTAL ADVOCACY & EDUCATION	\$0	\$23,000	(\$23,000)	-100%
AGENCY CAPACITY BUILDING				
OPERATION SUPPORT	\$377,527	\$377,527	\$0	0%
TOTAL HPNAP OPERATION SUPPORT	\$377,527	\$377,527	\$0	0%
TOTAL NON-SIF EXPENSES	\$21,379,322	\$22,285,818	(\$906,496)	-4%
NET OPERATING SURPLUS/DEFICIT	\$546,988	\$429,015	\$117,973	27%
SIF				
SIF EXPENSES	\$1,388,155	\$1,388,155	\$0	0%
TOTAL SIF	\$1,388,155	\$1,388,155	\$0	0%
TOTAL EXPENSES	\$22,767,476	\$23,673,972	(\$906,496)	-4%
NET OPERATING + SIF SURPLUS/DEFICIT	(\$841,166)	(\$959,139)	\$117,973	-12%
NON-OPERATING ADJUSTMENTS				
CAPITAL ALLOCATIONS				
TRUCK CAMPAIGN ALLOCATIONS	\$42,819	\$42,819	\$0	0%
TOTAL CAPITAL ALLOCATIONS	\$42,819	\$42,819	\$0	0%
CAPITAL EXPENSES				
CAPITAL EQUIPMENT	\$0	\$0	\$0	#DIV/0!
EQUIPMENT/FURNITURE PURCHASES	\$0	\$0	\$0	#DIV/0!
CAPITAL IMPROVEMENTS	\$0	\$0	\$0	#DIV/0!
TOTAL CAPITAL EXPENSES	\$0	\$0	\$0	#DIV/0!
OTHER NON-OP ADJUSTMENTS				
BEQUESTS	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER NON-OP ADJUSTMENT	\$0	\$0	\$0	#DIV/0!
TOTAL NON-OPERATING ADJUSTMENT	\$42,819	\$42,819	\$0	0%
NET SURPLUS/DEFICIT	(\$798,347)	(\$916,320)	\$117,973	-13%

2022 Budget Changes - Third Quarter

Snapshot: We are ending the 3rd quarter with a general operating net surplus of \$546,988; however, with SIF & capital expenses, it brings the net to a deficit of \$798,347 with \$117,973 in total adjustments. We are still seeing an increase in wholesale food costs and a decrease in donated products. The most substantial Q3 adjusted surplus net effects resulted from general wholesale HF/markup, NOEP Schuyler grant, interest revenue, and savings from the removal of Vista expenses, reducing Backpack wholesale, receiving freight subsidies, and adjusting expenses to actual. The most significant Q3 adjusted deficits resulted from FLPPS revenue to actual w/payment schedule, contract services, and adding \$93,502 back to internal program turkey holiday meals expenses to cover the significant increase in demand and a \$0.20 per pound increase. Most other lines involved balancing out individual lines to year-end tracks.

		Beginning Operating Surplus/Deficit		(\$959,139)		
A/C #	A/C Name	Current \$\$	Adjusted \$\$	Change	Net Effect	
31-4142-811	Agency General WH Revenue	\$787,315	\$990,490	\$203,175	\$14,175	Wholesale purchasing continues to increase.
31-9311-811	Agency General WH Expense	\$732,386	\$921,386	(\$189,000)		
31-4154-507	BackPack General SM - Revenue	\$21,782	\$1,550	(\$20,232)		Restructured grant setup to identify grants that have and income and expense offsets, eliminating the need for these accounts.
31-XXXX-506	School Pantry General SM - Revenue	\$2,309	\$400	(\$1,909)		
31-XXXX-507	Summer Programs SM - Revenue	\$1,072	\$0	(\$1,072)	(\$1,072)	
31-9301-507	BackPack General SM - Expense	\$21,782	\$1,550	\$20,232		
31-9301-506	School Pantry General SM - Expense	\$2,309	\$400	\$1,909		
31-4157-811	DONATED FOOD INCOME	\$6,708,507	\$5,737,730	(\$970,777)	\$0	Adjust to current track.
31-9307-811	DONATED FOOD EXPENSE	\$6,708,507	\$5,737,730	\$970,777		
31-3117-553	NOEP	\$66,000	\$83,000	\$17,000	\$17,000	Adjusting in new Schuyler County NOEP grant.
31-3211-XXX	Program / Other Income	\$238,348	\$198,184	(\$40,164)	(\$40,164)	Adjusting FLPPS revenue based on actual with payment schedule
31-5903-410	Interest Income	\$11,000	\$36,456	\$25,456	\$25,456	Adjusted for the increased interest rate on ICS account
31-7734-XXX	Contract Employment	62,600	42,600	\$20,000	\$20,000	Removed Vista expense (no availability).
31-8811-XXX	Recruitment - Advertising	\$1,000	\$10,373	(\$9,373)	(\$9,373)	Adjusted recruitment fees from staffing agency.
31-9301-507	General Backpack WH	\$238,297	\$135,180	\$103,117	\$103,117	The year started strong with TEFAP product and Backpack numbers down by 26000. Adjust to track.
31-8027-508	Turkey Drive	\$0	\$93,502	(\$93,502)	(\$93,502)	HPNAP LA grant funds was allocated to cover most of our internal Turkey Holiday Foods expenses in Q2; however, due to increased cost per pound and request for turkeys we add back in the difference.
31-XXXX-508	Snack Program - Non School	\$15,000	\$0	\$15,000	\$15,000	Remove budget in this line, covered in other program expense lines.
31-9305-811	Emergency Food Boxes	\$500	\$2,000	(\$1,500)	(\$1,500)	Increase demand for Emergency Food Boxes.

31-9321-811	Product Acquisition Freight	\$114,000	\$70,000	\$44,000	\$44,000	Receiving freight subsidies, adjust to track.
31-8511-811	Vehicle Maintenance	\$40,000	\$50,000	(\$10,000)	(\$10,000)	Increased costs to preventative maintenance. Several large ticket items required repairs, such as suspension, reefers, and lift gates.
31-8391-11	Physical Grounds Maintenance	\$7,000	\$9,000	(\$2,000)	(\$2,000)	Current salt has moisture issues making it unable to be used in salt spreader.
31-7852-XXX	Program & Educational	\$27,091	\$26,400	\$691	\$691	Adjust to current trend.
31-8998-410	Bank Chgs/Scvs Fees	45,300	38,193	\$7,107	\$7,107	Adjust to current trend.
31-8621-XXX	Conference	\$19,000	\$16,200	\$2,800	\$2,800	Adjust to actual and year end projections.
31-8721-XXX	Staff Development	\$38,388	\$36,888	\$1,500	\$1,500	Adjust to actual and year end projections.
31-7724-410	Technology	\$30,697	\$25,697	\$5,000	\$5,000	Not using A/V professional services for virtual classes.
31-7729-XXX	Other	\$108,855	\$139,077	(\$30,222)	(\$30,222)	Adjusting cost for grant consultant, MOU contract for Food Counseling Coordinator, Development consultation services, and EPIC reserves.
31-8021-610	Empty Bowls	\$2,000	\$0	\$2,000	\$2,000	No expenses this year.
31-8112-610	Check Out Hunger Expense	\$2,500	\$500	\$2,000	\$2,000	Adjust to actual cost.
31-8030-610	Cheers for Change	\$3,600	\$0	\$3,600	\$3,600	Not doing campaign this year.
31-8031-610	Leader of the Pack	\$7,500	\$1,140	\$6,360	\$6,360	Adjust to actual cost.
31-8993-610	Volunteer Recognition	\$15,000	\$2,000	\$13,000	\$13,000	Didn't do VIVAs this year.
31-8723-XXX	Client Driven Services	\$23,000	\$0	\$23,000	\$23,000	This expense was accounted for in the Client Driven Services SIF.

Net Operating Surplus/Deficit	(\$841,166)	\$117,973
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Beginning Non-Operating Adjustments	\$42,819	
Ending Non-Operating Adjustments	\$42,819	\$0

Ending Total Surplus/Deficit	(\$798,347)	\$117,973
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Food Bank of the Southern Tier 2023 Budget Narrative and Highlights

The current 2023 general operating budget projects a \$102K deficit, with (SIF) expenses of \$1,776,291 and capital expenses of \$52,400, projecting a total net deficit of \$1,930,798. After further review of the Service Insights SIF, we decided to move \$161,126 of 2023 SIF expenses into general operating, contributing to the \$102K deficit, largely because this project has already been fully funded through fundraising efforts. Revenue is down 19%, and expenses are down 17% compared to 2022 Q2 approved adjustments.

In the food budget, TEFAP entitlement funds increased by 31%, although due to the higher cost of the loads, we are receiving 4 fewer loads than in 2022. Current trend is showing fewer bonus offerings and an increase in canceled loads anticipating an increase in wholesale spending. On November 8th, we received word that USDA (TEFAP) will receive \$48.9M in food funding for the 2023 and 2024 fiscal years. This could greatly impact our food projections; however, we don't have enough information at this time to adjust our forecasts. Going off current trend, we suspect food donations also to be down.

We are staying conservative with the fundraising revenue target, increasing it by \$200k over the 2022 budget. While the development & community engagement team has deployed several substantial strategic changes over the last few years, with continued pandemic issues and a looming recession, the development committee recommends this conservative goal.

Personnel is forecasted to increase by 13%. Health insurance costs increased by 18.5%, and as a result of inflation, we have increased the FBST premium contribution and included a 4% COLA for workforce members.

We have forecasted robust budget expenses for turkeys (\$190K), holiday food (\$96K, \$86K funded by HPNAP LA), backpack wholesale (\$335K – highest ever), KFM (\$25K), MFP wholesale (\$40K).

INCOME

Agencies: Down 42%. TEFAP is expected to be below normal levels. Nourish NY will continue. HPNAP & general agency SM is up from the anticipated increase in wholesale spending. Overall, the biggest decrease is from the HPNAP LA funding ending on 3/31/23.

MFP's: Down 24% from reduced TEFAP.

Youth Programs: Down 77% due to lower TEFAP receipts and the removal of SM income/expense offsets.

Donated Product: Down 12% due to fewer FA Choice and inter-affiliate offerings.

HPNAP General Operating: Down 2% as we find a new budget standard.

Other Grants/Programs: Down 11%. Mostly related to the elimination of the Restaurant Resiliency Program and decreased TEFAP admin.

Fundraising/Donations: Up 5% (see above)

Other Income: Up 288%. Interest income on our Sweep and ICS accounts.

EXPENSES

Personnel Expenses: Up 13%. Health insurance costs increased by 18.5%, and as a result of inflation, we have increased the FBST premium contribution and included a 4% COLA for workforce members.

Agency Food: Down 43%, primarily from TEFAP and the ending of the HPNAP LA grant funding on 3/31/23. Nourish NY will continue.

MFP's: Down 26%, mainly from TEFAP.

Youth Programs: Down 23%. Expecting less TEFAP to support the backpack program, increasing wholesale spending.

Other Food/Program: Up 31%. We increased turkey expenses by 49%, which includes "fixings."

Product Acquisition Freight: Down 27%. Expecting freight subsidies to continue in 2023.

Donated Product: Down 12% due to fewer FA Choice and inter-affiliate offerings.

Warehouse/Distribution: Down 15%. 2022 had a couple of larger purchases not anticipated for 2023.

General Operations: Up 16%. Conference and contract services are up. We also received a 26% increase in CCDOR shared service fees.

Development/PR: Up 6%. Increased cost for direct mail services and redesign of FBST website.

Advocacy & Education: Down 2%.

Agency Capacity Building: Down 14% from program passthrough expenses.

SIF Allocations: \$1,776,291 in ongoing projected program initiatives.

Capital Expenses and other Non-Operating Adjustments: Looking to repair sections of the FBST parking lots and reseal all lots, purchase a second shrink wrap machine due to higher demand, and purchase a Tygard machine that takes layers of stacked pallets and breaks them down into multiple shorter pallets with one person saving hours of labor.

Food Bank of the Southern Tier

	2023 Original	2022 Q2 Adjusted	Variance	% Change Q2 vs. Original
REVENUE				
FOOD DISTRIBUTION				
AGENCIES				
SHARED MAINTENANCE	\$102,173	\$91,039	\$11,134	12%
WHOLESALE FOOD	\$2,600,971	\$4,150,461	(\$1,549,490)	-37%
TEFAP FOOD	\$1,260,052	\$2,537,074	(\$1,277,022)	-50%
TOTAL AGENCY FOOD	\$3,963,196	\$6,778,574	(\$2,815,378)	-42%
MOBILE FOOD PANTRIES				
SHARED MAINTENANCE	\$167,826	\$168,291	(\$465)	0%
WHOLESALE FOOD	\$1,047,439	\$1,008,075	\$39,364	4%
TEFAP FOOD	\$840,035	\$1,544,798	(\$704,763)	-46%
TOTAL MOBILE FOOD PANTRIES	\$2,055,300	\$2,721,164	(\$665,864)	-24%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$2,668	\$25,163	(\$22,495)	-89%
WHOLESALE FOOD	\$11,000	\$8,000	\$3,000	38%
TEFAP FOOD	\$60,224	\$285,595	(\$225,371)	-79%
TOTAL YOUTH PROGRAMS	\$73,892	\$318,758	(\$244,866)	-77%
TOTAL FOOD DISTRIBUTION	\$6,092,388	\$9,818,496	(\$3,726,108)	-38%
DONATED PRODUCT				
DONATED PRODUCT	\$5,883,376	\$6,708,507	(\$825,131)	-12%
TOTAL DONATED PRODUCT	\$5,883,376	\$6,708,507	(\$825,131)	-12%
GRANTS / PROGRAMS				
HPNAP GENERAL OPERATING				
OPERATIONS SUPPORT	\$158,413	\$158,413	\$0	0%
OPERATIONS SUPPORT SEED GRANT	\$0	\$0	\$0	#DIV/0!
AGENCY SANITATION SUPPLIES	\$2,200	\$2,200	\$0	0%
TRANSPORTATION GRANT	\$23,750	\$23,750	\$0	0%
OPERATING INCOME (HPNAP)	\$367,353	\$371,761	(\$4,408)	-1%
OPERATING INCOME (HPNAP) COLA	\$74,928	\$85,650	(\$10,722)	-13%
OPERATING INCOME (JSY)	\$129,675	\$129,675	\$0	0%
TOTAL HPNAP OPERATING	\$756,319	\$771,449	(\$15,130)	-2%
OTHER GRANTS / PROGRAMS				
CHEMUNG COUNTY	\$30,000	\$30,000	\$0	0%
NOEP	\$134,000	\$66,000	\$68,000	103%
TEFAP ADMIN	\$211,949	\$295,726	(\$83,777)	-28%
NNY ADMIN	\$295,836	\$292,877	\$2,959	1%
NNY CHOW	\$136,414	\$136,414	\$0	0%
PROGRAM / OTHER	\$223,759	\$238,348	(\$14,589)	-6%
RRP ADMIN	\$0	\$104,019	(\$104,019)	-100%
VENISON PROGRAM	\$13,686	\$11,000	\$2,686	24%
BACKPACK REIMBURSEMENT	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER GRANTS / PGMS	\$1,045,644	\$1,174,384	(\$128,740)	-11%
TOTAL GRANTS / PROGRAMS	\$1,801,963	\$1,945,833	(\$143,870)	-7%
FUNDRAISING / DONATIONS				
CAUSE MARKETING	\$339,220	\$440,000	(\$100,780)	-23%
SPECIAL EVENTS	\$30,000	\$50,000	(\$20,000)	-40%
DIRECT MAIL	\$1,319,027	\$1,142,405	\$176,622	15%
ONLINE GIVING	\$550,000	\$915,442	(\$365,442)	-40%
PERSONAL SOLICITATION	\$400,000	\$110,000	\$290,000	264%
GENERAL DEVELOPMENT GRANTS	\$600,000	\$430,400	\$169,600	39%
WHITE MAIL	\$925,000	\$925,000	\$0	0%
ALL OTHER PRIVATE SUPPORT	\$250,000	\$200,000	\$50,000	25%
TOTAL FUNDRAISING/DONATIONS	\$4,413,247	\$4,213,247	\$200,000	5%

	2023 Original	2022 Q2 Adjusted	Variance	% Change Q2 vs. Original
OTHER INCOME				
OTHER INCOME	\$111,500	\$28,750	\$82,750	288%
TOTAL OTHER INCOME	\$111,500	\$28,750	\$82,750	288%
TOTAL REVENUE	\$18,302,474	\$22,714,833	(\$4,412,359)	-19%
EXPENSES				
PERSONNEL EXPENSES				
SALARIES	\$2,947,967	\$2,606,460	\$341,508	13%
FRINGE BENEFITS	\$697,113	\$566,830	\$130,283	23%
OTHER	\$24,500	\$70,700	(\$46,200)	-65%
TOTAL PERSONNEL EXPENSES	\$3,669,580	\$3,243,990	\$425,590	13%
FOOD EXPENSE				
AGENCIES				
WHOLESALE FOOD	\$2,484,056	\$3,989,386	(\$1,505,330)	-38%
TEFAP FOOD	\$1,260,052	\$2,537,074	(\$1,277,022)	-50%
TOTAL AGENCIES	\$3,744,108	\$6,526,460	(\$2,782,352)	-43%
MOBILE FOOD PANTRIES				
MFP SHARED MAINTENANCE	\$37,826	\$45,583	(\$7,757)	-17%
WHOLESALE FOOD	\$1,066,004	\$1,043,644	\$22,360	2%
TEFAP FOOD	\$840,035	\$1,544,798	(\$704,763)	-46%
TOTAL MOBILE FOOD PANTRIES	\$1,943,865	\$2,634,025	(\$690,160)	-26%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$2,668	\$24,091	(\$21,423)	-89%
WHOLESALE FOOD	\$421,596	\$319,297	\$102,299	32%
TEFAP FOOD	\$60,224	\$285,595	(\$225,371)	-79%
TOTAL YOUTH PROGRAMS	\$484,488	\$628,983	(\$144,495)	-23%
TOTAL FOOD EXPENSE	\$6,172,461	\$9,789,468	(\$3,617,007)	-37%
OTHER FOOD EXPENSES				
OTHER FOOD/PROGRAM				
OTHER FOOD/PROGRAM	\$308,274	\$234,493	\$73,781	31%
TOTAL OTHER FOOD/PROGRAM	\$308,274	\$234,493	\$73,781	31%
PRODUCT ACQUISITION FREIGHT				
PRODUCT FREIGHT	\$100,750	\$137,750	(\$37,000)	-27%
TOTAL PRODUCT FREIGHT	\$100,750	\$137,750	(\$37,000)	-27%
TOTAL OTHER FOOD EXPENSES	\$409,024	\$372,243	\$36,781	10%
DONATED PRODUCT				
DONATED PRODUCT	\$5,883,376	\$6,708,507	(\$825,131)	-12%
TOTAL DONATED PRODUCT	\$5,883,376	\$6,708,507	(\$825,131)	-12%
WAREHOUSE / DISTRIBUTION				
VEHICLE	\$124,351	\$130,787	(\$6,436)	-5%
WAREHOUSE	\$44,400	\$69,775	(\$25,375)	-36%
PRODUCTION ROOM	\$24,365	\$27,000	(\$2,635)	-10%
TOTAL WAREHOUSE / DISTRIBUTION	\$193,116	\$227,562	(\$34,446)	-15%
GENERAL OPERATIONS				
BUILDING	\$205,946	\$191,797	\$14,149	7%
GENERAL OFFICE	\$148,798	\$146,716	\$2,082	1%
TECHNOLOGY/SERVICES	\$105,332	\$129,843	(\$24,511)	-19%
STAFF EXPENSES	\$95,581	\$79,918	\$15,663	20%
CONTRACT SERVICES	\$581,156	\$434,453	\$146,703	34%
TOTAL GENERAL OPERATIONS	\$1,136,813	\$982,727	\$154,086	16%

	2023 Original	2022 Q2 Adjusted	Variance	% Change Q2 vs. Original
DEVELOPMENT/PR				
SPECIAL EVENTS	\$21,000	\$25,450	(\$4,450)	-17%
DIRECT MAIL	\$448,338	\$435,344	\$12,994	3%
GEN. DEVELOPMENT / PR EXPENSE	\$122,746	\$100,000	\$22,746	23%
TOTAL DEVELOPMENT/PR	\$592,084	\$560,794	\$31,290	6%
ADVOCACY & EDUCATION				
ADVOCACY & EDUCATION	\$22,500	\$23,000	(\$500)	-2%
TOTAL ADVOCACY & EDUCATION	\$22,500	\$23,000	(\$500)	-2%
AGENCY CAPACITY BUILDING				
OPERATION SUPPORT	\$325,627	\$377,527	(\$51,900)	-14%
TOTAL HPNAP OPERATION SUPPORT	\$325,627	\$377,527	(\$51,900)	-14%
TOTAL NON-SIF EXPENSES	\$18,404,581	\$22,285,818	(\$3,881,236)	-17%
NET OPERATING SURPLUS/DEFICIT	(\$102,107)	\$429,015	(\$531,123)	-124%
SIF				
SIF EXPENSES	\$1,776,291	\$1,388,155	\$388,136	28%
TOTAL SIF	\$1,776,291	\$1,388,155	\$388,136	28%
TOTAL EXPENSES	\$20,180,872	\$23,673,972	(\$3,493,100)	-15%
NET OPERATING + SIF SURPLUS/DEFICIT	(\$1,878,398)	(\$959,139)	(\$919,259)	96%
NON-OPERATING ADJUSTMENTS				
CAPITAL ALLOCATIONS				
TRUCK CAMPAIGN ALLOCATIONS	\$0	\$42,819	(\$42,819)	-100%
TOTAL CAPITAL ALLOCATIONS	\$0	\$42,819	(\$42,819)	-100%
CAPITAL EXPENSES				
CAPITAL EQUIPMENT	\$24,000	\$0	(\$24,000)	#DIV/0!
EQUIPMENT/FURNITURE PURCHASES	\$0	\$0	\$0	#DIV/0!
CAPITAL IMPROVEMENTS	\$28,400	\$0	(\$28,400)	#DIV/0!
TOTAL CAPITAL EXPENSES	\$52,400	\$0	(\$52,400)	#DIV/0!
OTHER NON-OP ADJUSTMENTS				
BEQUESTS	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER NON-OP ADJUSTMENTS	\$0	\$0	\$0	#DIV/0!
TOTAL NON-OPERATING ADJUSTMENTS	(\$52,400)	\$42,819	(\$95,219)	-222%
NET SURPLUS/DEFICIT	(\$1,930,798)	(\$916,320)	(\$1,014,478)	111%