

**FOOD BANK OF THE SOUTHERN TIER  
FINANCE COMMITTEE MEETING  
February 2, 2021  
4:30 PM – 6:00 PM**

**AGENDA**

<b>TOPIC</b>	<b>FACILITATOR</b>	<b>ACTION</b>	<b>TIME</b>
1. Welcome and Call to Order	Steve Hoyt		5
2. Opening Prayer	Linda Bruckner		5
3. Approval of December 1, 2020 Minutes	Steve Hoyt	Approve	5
4. Year End Financial Reports	Tim Currie	Approve	20
a. Income Statement & Narrative			
b. Balance Sheet			
c. Cash Flow Report			
d. Dashboards			
e. Communis Fund			
5. Net Asset Designation & Use Proposal	Tim Currie	Discuss	30
6. Foodnet MOW Alliance Update	Natasha Thompson	Update	10
7. Personnel Update	Time Currie	Update	10
8. Other Business	Steve Hoyt	Approve	5

**Next Meeting**

May 4, 2021

4:00 PM – 6:00 PM

Opening Prayer: Michael Eisner

**\*\* RSVP to [lynn.dates@foodbankst.org](mailto:lynn.dates@foodbankst.org).\*\***

**Food Bank of the Southern Tier  
Finance & Audit Committee Meeting**

Tuesday December 1, 2020

4:30 – 6:00 PM

Board Member	In Attendance	Unable to Attend
Steve Hoyt (chair)	X	
Dick Pirozzolo	X	
Karl Krebs	X	
Krista Niles-Updyke	X	
Linda Bruckner	X	
Michael Eisner	X	
Nancy Miller	X	
Shannon Matteson	X	
Meghan Rose	X	
Joe Thomas	X	
<i><b>Ex-Officio</b></i>		
Natasha Thompson	X	
<i><b>Guests</b></i>		
Karen Owen	X	
Kathy Johnson	X	
Mary Pat Dolan	X	
<i><b>Staff</b></i>		
Tim Currie	X	
Erica Loomis	X	
Lynn Dates	X	

**1. Welcome and Call to Order**

Steve Hoyt called the meeting to order at 4:33 pm

**2. Opening Prayer**

Shannon Matteson led the opening prayer.

**3. Approval of November 4, 2020 Minutes**

*Shannon Matteson made a motion to approve the November 4, 2020 minutes.  
Krista Niles-Updyke seconded. All were in favor. None opposed.*

**4. October Financial Reports**

Tim reviewed the October Financial Report pointing out that fundraising has surpassed all expectations, the unbudgeted expense of the Awareness Campaign (previously approved by Executive Committee and noting that operating expenses are in line.

*Dick Pirozzolo made a motion to approve the October Financials.  
Karl Krebs seconded. All were in favor. None opposed.*

Tim went on to review the dashboards with the group, noting that distribution is heavy, fundraising continues to be strong, Backpack distributions are lagging, and partner driven pounds (PDP) is light. Tim explained that while households served are stable, we are distributing more pounds per person.

## 5. GlidePath Discussion

Tim reviewed the GlidePath document with the group. He gave some examples of programs that the Senior Leadership Team is considering and noted that we will not be able to put together a comprehensive plan until we receive the results of the Needs Assessment in February.

Tim shared a probable timeline for rollout, adding that some programs might require a big lift and not play out right away – possibly taking a year, however, smaller programs will have a shorter timeline. Natasha reflected upon the past capital campaign and described that the GlidePath spending would be managed in a similar way. Tim explained the need for reserve funds, building fund and truck fund, and opened the discussion to how much to reserve.

After some discussion, Krista Niles-Updyke pointed out that the National Council for Non-Profits provides a reserve toolkit (she will send the link to Tim and Natasha). Krista recommended a SWOT analysis, noting that this will evolve year to year with opportunities and pitfalls, and a policy would allow the group to review it annually. She added that an actual written document could helpful guidance.

## 6. Cash Alternatives Discussion

Tim reviewed the Cash Alternatives document with the group. He described the Insured Cash Sweep (ICS) account available from Chemung Canal and how it would serve the Food Bank's needs with limited risk. He compared the ICS with the Vanguard Short-Term Federal Fund and Vanguard Short-Term Investment-Grade Fund. The group discussed levels of risk for the different funds, the timeframe, and the need to consider all of our investments to ensure diversification. Tim explained that the funds are insured and invested in T-bills earning 5 basis points. The group discussed how invested funds will be noted/disclosed in audits.

*Michael Eisner made a motion to approve the placement of all but \$1,000,000 into an ICS fund. Linda Bruckner seconded. All were in favor. None opposed. Karl Krebs abstained from voting.*

Nancy Miller noted that we may want to revisit the idea of establishing a “Fund to End Hunger” at local Community Foundations. Nancy pointed out that we would have control over how the money is spent. Natasha noted that this is similar to setting up a donor advised fund.

## 7. Other Business

- The group confirmed the 2021 Finance Committee meeting dates as presented.

The meeting was adjourned at 6:00 pm.

Minutes respectfully submitted by,

Lynn Dates,  
Executive Assistant to  
Natasha Thompson, President & CEO

# Food Bank of the Southern Tier

## Balance Sheet

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

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

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

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

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

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

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

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

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

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

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

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

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

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
<b>TOTAL HPNAP OPERATING</b>	<b>\$35,746.16</b>	<b>\$619,946.53</b>	<b>\$453,658.82</b>	<b>\$598,951.00</b>	<b>\$598,951.00</b>	<b>104 %</b>
<b>OTHER CONTRACTS / PROGRAMS</b>						
CHEMUNG COUNTY	\$2,500.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	100 %
NOEP	\$5,285.01	\$63,535.46	\$66,802.45	\$63,135.00	\$63,135.00	101 %
TEFAP ADMIN	\$62,139.18	\$832,494.15	\$405,198.15	\$814,818.00	\$814,818.00	102 %
CFAP ADMIN	\$0.00	\$4,000.00	\$0.00	\$0.00	\$0.00	0 %
VENISON PROGRAM	\$5,950.00	\$15,020.00	\$7,931.25	\$11,307.00	\$11,307.00	133 %
<b>TOTAL OTHER CONTRACTS/PGMS</b>	<b>\$75,874.19</b>	<b>\$945,049.61</b>	<b>\$509,931.85</b>	<b>\$919,260.00</b>	<b>\$919,260.00</b>	<b>103 %</b>
<b>TOTAL CONTRACTS / PROGRAMS</b>	<b>\$111,620.35</b>	<b>\$1,564,996.14</b>	<b>\$963,590.67</b>	<b>\$1,518,211.00</b>	<b>\$1,518,211.00</b>	<b>103 %</b>
<b>FUNDRAISING / DONATIONS</b>						
CAUSE MARKETING						
CAUSE MARKETING	\$9,213.76	\$560,784.57	\$428,713.53	\$459,776.00	\$459,776.00	122 %
<b>TOTAL CAUSE MARKETING</b>	<b>\$9,213.76</b>	<b>\$560,784.57</b>	<b>\$428,713.53</b>	<b>\$459,776.00</b>	<b>\$459,776.00</b>	<b>122 %</b>
SPECIAL EVENTS						
SPECIAL EVENTS	\$0.00	\$64,551.74	\$240,958.92	\$100,000.00	\$100,000.00	65 %
<b>TOTAL SPECIAL EVENTS</b>	<b>\$0.00</b>	<b>\$64,551.74</b>	<b>\$240,958.92</b>	<b>\$100,000.00</b>	<b>\$100,000.00</b>	<b>65 %</b>
DIRECT MAIL						
DIRECT MAIL	\$359,185.00	\$1,844,058.61	\$845,267.85	\$1,510,876.00	\$1,510,876.00	122 %
<b>TOTAL DIRECT MAIL</b>	<b>\$359,185.00</b>	<b>\$1,844,058.61</b>	<b>\$845,267.85</b>	<b>\$1,510,876.00</b>	<b>\$1,510,876.00</b>	<b>122 %</b>
ONLINE GIVING						
ONLINE GIVING	\$316,501.17	\$1,378,823.47	\$285,476.06	\$769,427.00	\$769,427.00	179 %
<b>TOTAL ONLINE GIVING</b>	<b>\$316,501.17</b>	<b>\$1,378,823.47</b>	<b>\$285,476.06</b>	<b>\$769,427.00</b>	<b>\$769,427.00</b>	<b>179 %</b>
PERSONAL SOLICITATION						
PERSONAL SOLICITATION	\$41,355.00	\$210,449.00	\$129,635.00	\$150,800.00	\$150,800.00	140 %
<b>TOTAL PERSONAL SOLICITATION</b>	<b>\$41,355.00</b>	<b>\$210,449.00</b>	<b>\$129,635.00</b>	<b>\$150,800.00</b>	<b>\$150,800.00</b>	<b>140 %</b>
GENERAL DEVELOPMENT GRANTS						
OTHER	\$35,000.00	\$1,605,720.00	\$232,496.47	\$1,591,131.00	\$1,591,131.00	101 %
MOBILE FOOD	\$0.00	\$13,331.00	\$27,369.58	\$0.00	\$0.00	0 %
CHILD HUNGER	\$0.00	\$5,832.02	\$7,500.00	\$0.00	\$0.00	0 %
<b>TOTAL GEN DEV GRANTS</b>	<b>\$35,000.00</b>	<b>\$1,624,883.02</b>	<b>\$267,366.05</b>	<b>\$1,591,131.00</b>	<b>\$1,591,131.00</b>	<b>102 %</b>
WHITE MAIL						
'WHITE MAIL	\$349,778.06	\$1,745,032.24	\$517,546.03	\$1,317,419.00	\$1,317,419.00	132 %
<b>TOTAL WHITE MAIL</b>	<b>\$349,778.06</b>	<b>\$1,745,032.24</b>	<b>\$517,546.03</b>	<b>\$1,317,419.00</b>	<b>\$1,317,419.00</b>	<b>132 %</b>



# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
ALL OTHER PRIVATE SUPPORT						
ALL OTHER PRIVATE SUPPORT	\$33,641.94	\$340,108.82	\$248,972.76	\$216,409.00	\$216,409.00	157 %
TOTAL ALL OTHER PRIVATE SUPPORT	\$33,641.94	\$340,108.82	\$248,972.76	\$216,409.00	\$216,409.00	157 %
<b>TOTAL FR/DONATIONS</b>	<b>\$1,144,674.93</b>	<b>\$7,768,691.47</b>	<b>\$2,963,936.20</b>	<b>\$6,115,838.00</b>	<b>\$6,115,838.00</b>	<b>127 %</b>
<b>OTHER INCOME</b>						
<b>OTHER INCOME</b>						
SALE OF PROPERTY/LAND	\$0.00	\$175,000.00	\$0.00	\$175,000.00	\$175,000.00	100 %
INTEREST INCOME	\$89.03	\$9,093.35	\$25,670.84	\$10,000.00	\$10,000.00	91 %
ANNUAL MEMBERSHIP	\$0.00	\$3,480.00	\$4,370.00	\$3,550.00	\$3,550.00	98 %
AGENCY CONFERENCE	\$0.00	\$0.00	\$2,700.00	\$0.00	\$0.00	0 %
RENT	\$0.00	\$9,800.00	\$19,250.00	\$9,800.00	\$9,800.00	100 %
INSURANCE CLAIM INCOME	\$0.00	\$2,809.73	\$0.00	\$2,810.00	\$2,810.00	100 %
CONFERENCE REIMBURSEMENT	\$0.00	\$443.95	\$5,628.03	\$0.00	\$0.00	0 %
MISCELLANEOUS	\$1,568.60	\$26,307.88	\$20,786.00	\$20,722.00	\$20,722.00	127 %
<b>TOTAL OTHER INCOME</b>	<b>\$1,657.63</b>	<b>\$226,934.91</b>	<b>\$78,404.87</b>	<b>\$221,882.00</b>	<b>\$221,882.00</b>	<b>102 %</b>
<b>TOTAL OTHER INCOME</b>	<b>\$1,657.63</b>	<b>\$226,934.91</b>	<b>\$78,404.87</b>	<b>\$221,882.00</b>	<b>\$221,882.00</b>	<b>102 %</b>
<b>TOTAL REVENUE</b>	<b>\$2,300,572.69</b>	<b>\$25,026,231.36</b>	<b>\$15,232,646.15</b>	<b>\$24,188,238.00</b>	<b>\$24,188,238.00</b>	<b>103 %</b>
<b>EXPENSES</b>						
<b>PERSONNEL EXPENSES</b>						
SALARIES	\$224,633.42	\$2,230,935.34	\$2,028,570.21	\$2,269,293.00	\$2,269,293.00	98 %
FRINGE BENEFITS	\$48,041.18	\$542,671.58	\$506,389.61	\$546,947.00	\$546,947.00	99 %
CONTRACT EMPLOYMENT	\$14,449.83	\$111,702.17	\$36,060.81	\$44,460.00	\$44,460.00	251 %
PAYROLL PROCESSING	\$443.26	\$5,411.89	\$5,059.34	\$4,100.00	\$4,100.00	132 %
RECRUITMENT-ADVERTISING	\$15.00	\$15.00	\$31.00	\$400.00	\$400.00	4 %
PERSONNEL EXPENSES	\$132.00	\$1,131.00	\$1,563.00	\$1,750.00	\$1,750.00	65 %
<b>TOTAL PERSONNEL EXPENSES</b>	<b>\$287,714.69</b>	<b>\$2,891,866.98</b>	<b>\$2,577,673.97</b>	<b>\$2,866,950.00</b>	<b>\$2,866,950.00</b>	<b>101 %</b>
<b>FOOD EXPENSE</b>						
<b>AGENCIES</b>						
WHOLESALE FOOD						
GENERAL	\$55,582.43	\$395,720.14	\$720,089.83	\$361,039.00	\$361,039.00	110 %
GENERAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 %
HPNAP	\$103,537.35	\$1,136,255.98	\$392,253.78	\$1,102,601.00	\$1,102,601.00	103 %
TOTAL AGENCIES WHSALE FOOD	\$159,119.78	\$1,531,976.12	\$1,112,343.61	\$1,463,640.00	\$1,463,640.00	105 %

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
TEFAP						
TEFAP FOOD EXPENSE	\$322,915.18	\$4,592,748.86	\$2,407,570.23	\$5,380,060.00	\$5,380,060.00	85 %
TOTAL AGENCIES TEFAP	\$322,915.18	\$4,592,748.86	\$2,407,570.23	\$5,380,060.00	\$5,380,060.00	85 %
<b>TOTAL AGENCIES</b>	<b>\$482,034.96</b>	<b>\$6,124,724.98</b>	<b>\$3,519,913.84</b>	<b>\$6,843,700.00</b>	<b>\$6,843,700.00</b>	<b>89 %</b>
<b>MOBILE FOOD PANTRIES</b>						
MFP SHARED MAINTENANCE						
GENERAL	\$85.50	\$3,726.62	\$45,216.83	\$5,000.00	\$5,000.00	75 %
TOTAL SHARED MAINTENANCE	\$85.50	\$3,726.62	\$45,216.83	\$5,000.00	\$5,000.00	75 %
WHOLESALE FOOD						
GENERAL	\$0.00	\$5,636.24	\$21,311.47	\$15,836.00	\$15,836.00	36 %
HPNAP	\$46,673.29	\$173,725.79	\$63,010.86	\$176,227.00	\$176,227.00	99 %
TOTAL MFP WHOLESALE FOOD	\$46,673.29	\$179,362.03	\$84,322.33	\$192,063.00	\$192,063.00	93 %
TEFAP						
TEFAP FOOD EXPENSE	\$167,243.01	\$1,495,054.63	\$1,976,879.23	\$1,102,797.00	\$1,102,797.00	136 %
TOTAL MFP TEFAP	\$167,243.01	\$1,495,054.63	\$1,976,879.23	\$1,102,797.00	\$1,102,797.00	136 %
<b>TOTAL MOBILE FOOD PANTRIES</b>	<b>\$214,001.80</b>	<b>\$1,678,143.28</b>	<b>\$2,106,418.39</b>	<b>\$1,299,860.00</b>	<b>\$1,299,860.00</b>	<b>129 %</b>
<b>YOUTH PROGRAMS</b>						
SHARED MAINTENANCE						
BK GENERAL	\$178.01	\$19,417.38	\$27,072.04	\$27,092.00	\$27,092.00	72 %
TOTAL SHARED MAINTENANCE	\$178.01	\$19,417.38	\$27,072.04	\$27,092.00	\$27,092.00	72 %
WHOLESALE FOOD						
BK GENERAL	\$8,860.20	\$83,167.18	\$158,553.80	\$84,983.00	\$84,983.00	98 %
KFM GENERAL PRODUCE	\$0.00	\$200.00	\$1,623.82	\$0.00	\$0.00	0 %
HPNAP	\$584.62	\$12,599.89	\$0.00	\$18,102.00	\$18,102.00	70 %
SCHOOL PANTRY	\$282.00	\$3,968.55	\$11,752.29	\$5,000.00	\$5,000.00	79 %
BOCES SUMMER PROGRAM	\$870.26	\$67,782.98	\$0.00	\$64,680.00	\$64,680.00	105 %
TOTAL BKPK WHOLESALE FOOD	\$10,597.08	\$167,718.60	\$171,929.91	\$172,765.00	\$172,765.00	97 %
TEFAP						
TEFAP FOOD EXPENSE	\$7,969.55	\$114,214.11	\$70,281.52	\$67,750.00	\$67,750.00	169 %
Total TEFAP	\$7,969.55	\$114,214.11	\$70,281.52	\$67,750.00	\$67,750.00	169 %
<b>TOTAL YOUTH PROGRAMS</b>	<b>\$18,744.64</b>	<b>\$301,350.09</b>	<b>\$269,283.47</b>	<b>\$267,607.00</b>	<b>\$267,607.00</b>	<b>113 %</b>
DISASTER RELIEF						
SHARED MAINTENANCE						
GENERAL	\$0.00	\$1,198.44	\$0.00	\$2,000.00	\$2,000.00	60 %

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
TOTAL SHARED MAINTENANCE	\$0.00	\$1,198.44	\$0.00	\$2,000.00	\$2,000.00	60 %
WHOLESALE						
HPNAP	\$2,184.00	\$387,327.39	\$0.00	\$323,683.00	\$323,683.00	120 %
TOTAL WHOLESALE	\$2,184.00	\$387,327.39	\$0.00	\$323,683.00	\$323,683.00	120 %
TEFAP						
TEFAP FOOD EXPENSE	\$25,351.97	\$1,626,225.24	\$0.00	\$1,850,000.00	\$1,850,000.00	88 %
TOTAL TEFAP	\$25,351.97	\$1,626,225.24	\$0.00	\$1,850,000.00	\$1,850,000.00	88 %
Total DISASTER RELIEF	\$27,535.97	\$2,014,751.07	\$0.00	\$2,175,683.00	\$2,175,683.00	93 %
<b>TOTAL FOOD EXPENSE</b>	<b>\$742,317.37</b>	<b>\$10,118,969.42</b>	<b>\$5,895,615.70</b>	<b>\$10,586,850.00</b>	<b>\$10,586,850.00</b>	<b>96 %</b>
<b>OTHER FOOD EXPENSES</b>						
<b>OTHER FOOD/PROGRAM</b>						
TURKEY DRIVE	\$0.00	\$61,697.50	\$94,711.63	\$64,580.00	\$64,580.00	96 %
INTERAFFILIATE	\$0.00	\$2,390.76	\$8,370.91	\$5,000.00	\$5,000.00	48 %
HEALTHY HARVEST	\$19,160.00	\$43,215.08	\$66,050.22	\$54,500.00	\$54,500.00	79 %
EMERGENCY FOOD BOX	\$0.00	\$204.59	\$617.35	\$1,000.00	\$1,000.00	20 %
MILK DRIVE	\$0.00	\$0.00	\$1,009.60	\$1,000.00	\$1,000.00	0 %
VENISON PROCESSING	\$5,950.00	\$15,020.00	\$7,931.25	\$11,307.00	\$11,307.00	133 %
NYS SUMMER FOOD PROGRAM	\$0.00	\$0.00	\$717.00	\$0.00	\$0.00	0 %
DISASTER RELIEF	\$14,724.00	\$508,316.35	\$0.00	\$515,074.00	\$515,074.00	99 %
HEALTHY HARVEST DISASTER	\$834.37	\$834.37	\$0.00	\$0.00	\$0.00	0 %
INVENTORY ADJUSTMENT	(\$183.92)	\$7,264.31	\$3,079.44	\$8,000.00	\$8,000.00	91 %
PRODUCT PACKAGING	\$0.00	\$0.00	(\$5,874.29)	\$0.00	\$0.00	0 %
AGENCY LINE OF CREDIT	\$229.06	\$907.61	\$691.94	\$500.00	\$500.00	182 %
<b>TOTAL OTHER FOOD/PROGRAM</b>	<b>\$40,713.51</b>	<b>\$639,850.57</b>	<b>\$177,305.05</b>	<b>\$660,961.00</b>	<b>\$660,961.00</b>	<b>97 %</b>
<b>PRODUCT ACQUISITION FREIGHT</b>						
PRODUCT FREIGHT	\$4,200.00	\$18,509.67	\$39,089.84	\$20,563.00	\$20,563.00	90 %
TRANSPORTATION GRANT	\$4,342.50	\$24,016.18	\$31,903.88	\$19,750.00	\$19,750.00	122 %
<b>TOTAL PRODUCT FREIGHT</b>	<b>\$8,542.50</b>	<b>\$42,525.85</b>	<b>\$70,993.72</b>	<b>\$40,313.00</b>	<b>\$40,313.00</b>	<b>105 %</b>
<b>TOTAL OTHER FOOD EXPENSES</b>	<b>\$49,256.01</b>	<b>\$682,376.42</b>	<b>\$248,298.77</b>	<b>\$701,274.00</b>	<b>\$701,274.00</b>	<b>97 %</b>
<b>DONATED PRODUCT</b>						
DONATED PRODUCT	\$273,178.26	\$4,956,791.64	\$5,026,490.64	\$5,372,836.00	\$5,372,836.00	92 %
<b>TOTAL DONATED PRODUCT</b>	<b>\$273,178.26</b>	<b>\$4,956,791.64</b>	<b>\$5,026,490.64</b>	<b>\$5,372,836.00</b>	<b>\$5,372,836.00</b>	<b>92 %</b>

WAREHOUSE / DISTRIBUTION

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# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
<b>VEHICLE</b>						
VEHICLE - FUEL	\$2,698.59	\$44,500.62	\$48,554.52	\$52,492.00	\$52,492.00	85 %
VEHICLE MAINTENANCE	\$3,422.66	\$30,465.38	\$34,009.60	\$31,059.00	\$31,059.00	98 %
VEHICLE - INSURANCE	\$1,649.64	\$19,828.80	\$18,520.44	\$19,862.00	\$19,862.00	100 %
VEHICLE PURCHASE/LEASE	\$76,117.00	\$247,839.89	\$0.00	\$247,840.00	\$247,840.00	100 %
VEHICLE RENTAL	\$0.00	\$21,692.33	\$0.00	\$19,250.00	\$19,250.00	113 %
OTHER VEHICLE EXPENSE	\$665.75	\$6,068.12	\$5,529.47	\$6,333.00	\$6,333.00	96 %
TRUCK WRAP AND DESIGN	\$0.00	\$0.00	\$0.00	\$6,274.00	\$6,274.00	0 %
<b>TOTAL VEHICLE</b>	<b>\$84,553.64</b>	<b>\$370,395.14</b>	<b>\$106,614.03</b>	<b>\$383,110.00</b>	<b>\$383,110.00</b>	<b>97 %</b>
<b>WAREHOUSE</b>						
EQUIPMENT MAINTENANCE	\$353.90	\$22,637.29	\$15,922.44	\$22,000.00	\$22,000.00	103 %
GENERAL SUPPLIES	\$0.00	\$19,443.99	\$10,598.20	\$18,500.00	\$18,500.00	105 %
MFP SUPPLIES	\$0.00	\$3,053.31	\$2,175.48	\$5,000.00	\$5,000.00	61 %
MISCELLANEOUS	\$478.00	\$643.86	\$2,282.36	\$2,000.00	\$2,000.00	32 %
EQUIPMENT PURCHASES	\$0.00	\$47,839.15	\$0.00	\$47,587.00	\$47,587.00	101 %
<b>TOTAL WAREHOUSE</b>	<b>\$831.90</b>	<b>\$93,617.60</b>	<b>\$30,978.48</b>	<b>\$95,087.00</b>	<b>\$95,087.00</b>	<b>98 %</b>
<b>PRODUCTION ROOM</b>						
REPACKING SUPPLIES	\$0.00	\$24,683.55	\$13,123.29	\$28,500.00	\$28,500.00	87 %
SANITATION SUPPLIES	\$182.64	\$3,723.45	\$1,521.31	\$4,650.00	\$4,650.00	80 %
MISCELLANEOUS	\$0.00	\$0.00	\$86.30	\$0.00	\$0.00	0 %
<b>TOTAL PRODUCTION ROOM</b>	<b>\$182.64</b>	<b>\$28,407.00</b>	<b>\$14,730.90</b>	<b>\$33,150.00</b>	<b>\$33,150.00</b>	<b>86 %</b>
<b>TOTAL WHRS / DISTRIB</b>	<b>\$85,568.18</b>	<b>\$492,419.74</b>	<b>\$152,323.41</b>	<b>\$511,347.00</b>	<b>\$511,347.00</b>	<b>96 %</b>
<b>GENERAL OPERATIONS</b>						
<b>BUILDING</b>						
INSURANCE	\$4,540.22	\$51,029.41	\$44,951.18	\$50,930.00	\$50,930.00	100 %
UTILITIES	\$6,586.07	\$77,130.39	\$74,576.88	\$73,250.00	\$73,250.00	105 %
PHYSICAL PLANT MAINT/REPAIRS	\$687.60	\$19,351.16	\$11,118.64	\$23,500.00	\$23,500.00	82 %
PHYSICAL GROUNDS MAINTENANCE	\$0.00	\$909.68	\$587.17	\$1,645.00	\$1,645.00	55 %
EXTERMINATOR	\$300.50	\$4,156.00	\$4,472.30	\$5,000.00	\$5,000.00	83 %
JANITORIAL	\$2,402.94	\$25,244.23	\$22,881.55	\$28,000.00	\$28,000.00	90 %
RUBBISH & TRASH REMOVAL	\$882.50	\$9,326.50	\$8,962.00	\$7,100.00	\$7,100.00	131 %
OTHER OCCUPANCY EXPENSE	\$1,546.40	\$3,089.96	\$1,541.69	\$1,600.00	\$1,600.00	193 %
<b>TOTAL BUILDING</b>	<b>\$16,946.23</b>	<b>\$190,237.33</b>	<b>\$169,091.41</b>	<b>\$191,025.00</b>	<b>\$191,025.00</b>	<b>100 %</b>
<b>GENERAL OFFICE</b>						
OFFICE SUPPLIES	\$5,028.07	\$24,750.35	\$19,332.99	\$31,753.00	\$31,753.00	78 %
PROGRAM & EDUCATIONAL	\$37.99	\$28,333.62	\$7,710.16	\$30,428.00	\$30,428.00	93 %
POSTAGE & MAILING	\$1,111.93	\$14,591.62	\$9,285.91	\$18,500.00	\$18,500.00	79 %

# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 12/01/2020 12/31/2020	CURRENT YTD ACTUAL 01/01/2020 12/31/2020	LAST YTD ACTUAL 01/01/2019 12/31/2019	PROJECTION TO DATE 01/01/2020 12/31/2020	FULL YR PROJECT. 01/01/2020 12/31/2020	% TO FULL YEAR PROJECTION
OFFICE EQUIPMENT / FURNITURE	\$2,484.00	\$4,749.73	\$7,946.98	\$12,914.00	\$12,914.00	37 %
COMPUTER EQUIPMENT	\$922.03	\$13,226.34	\$11,636.03	\$11,450.00	\$11,450.00	116 %
FOOD SUPPLIES	(\$1,483.78)	\$388.52	\$576.76	\$800.00	\$800.00	49 %
BANK CHGS / SCVS FEES	\$7,971.38	\$52,263.96	\$22,405.49	\$44,650.00	\$44,650.00	117 %
MISCELLANEOUS	\$3,416.80	\$5,324.11	\$666.09	\$1,050.00	\$1,050.00	507 %
<b>TOTAL GENERAL OFFICE</b>	<b>\$19,488.42</b>	<b>\$143,628.25</b>	<b>\$79,560.41</b>	<b>\$151,545.00</b>	<b>\$151,545.00</b>	<b>95 %</b>
TECHNOLOGY/SERVICES						
INTERNET SERV/COMM	\$315.95	\$3,633.38	\$2,615.69	\$2,636.00	\$2,636.00	138 %
EQUIPMENT LEASE & REPAIR	\$132.00	\$6,201.23	\$6,569.15	\$6,505.00	\$6,505.00	95 %
MEMBERSHIP FEES/DUES	\$1,006.26	\$13,966.05	\$22,855.43	\$19,820.00	\$19,820.00	70 %
LICENSEING FEES	\$8,415.89	\$40,657.93	\$36,686.58	\$51,012.00	\$51,012.00	80 %
TELEPHONE	\$999.67	\$8,668.12	\$7,654.86	\$8,456.00	\$8,456.00	103 %
<b>TOTAL TECHNOLOGY/SERVICES</b>	<b>\$10,869.77</b>	<b>\$73,126.71</b>	<b>\$76,381.71</b>	<b>\$88,429.00</b>	<b>\$88,429.00</b>	<b>83 %</b>
STAFF EXPENSES						
CONFERENCES	\$0.00	\$2,988.92	\$28,085.41	\$2,864.00	\$2,864.00	104 %
STAFF DEVELOPMENT	\$398.00	\$12,858.58	\$11,212.97	\$12,340.00	\$12,340.00	104 %
MILEAGE	\$0.00	\$7,574.27	\$18,918.37	\$10,562.00	\$10,562.00	72 %
HOST FOOD & BEVERAGE	\$354.07	\$10,524.53	\$5,641.76	\$10,800.00	\$10,800.00	97 %
SUBSCRIPTIONS & PUBLICATIONS	\$162.25	\$282.23	\$899.55	\$0.00	\$0.00	0 %
<b>Total STAFF EXPENSES</b>	<b>\$914.32</b>	<b>\$34,228.53</b>	<b>\$64,758.06</b>	<b>\$36,566.00</b>	<b>\$36,566.00</b>	<b>94 %</b>
CONTRACT SERVICES						
ACCOUNTING	\$15,416.66	\$185,000.00	\$190,000.08	\$185,000.00	\$185,000.00	100 %
HUMAN RESOURCES	\$2,949.33	\$35,392.00	\$34,200.04	\$35,392.00	\$35,392.00	100 %
TECHNOLOGY	\$2,313.25	\$27,759.00	\$26,437.08	\$27,759.00	\$27,759.00	100 %
COMPLIANCE	\$2,188.00	\$26,256.00	\$24,386.04	\$26,256.00	\$26,256.00	100 %
HRIS	\$0.00	\$0.00	\$0.00	\$1,749.00	\$1,749.00	0 %
LEGAL	\$0.00	\$3,685.59	\$2,443.50	\$3,011.00	\$3,011.00	122 %
AUDIT	\$1,000.00	\$11,010.00	\$10,740.00	\$11,000.00	\$11,000.00	100 %
OTHER	\$4,020.00	\$71,694.48	\$42,362.03	\$113,811.00	\$113,811.00	63 %
<b>TOTAL CONTRACT SERVICES</b>	<b>\$27,887.24</b>	<b>\$360,797.07</b>	<b>\$330,568.77</b>	<b>\$403,978.00</b>	<b>\$403,978.00</b>	<b>89 %</b>
MISCELLANEOUS						
PROVISION FOR DOUBTFUL ACCTS.	\$0.00	\$0.00	(\$5,978.96)	\$0.00	\$0.00	0 %
<b>TOTAL MISCELLANEOUS</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>(\$5,978.96)</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0 %</b>
<b>TOTAL GENERAL OPERATIONS</b>	<b>\$76,105.98</b>	<b>\$802,017.89</b>	<b>\$714,381.40</b>	<b>\$871,543.00</b>	<b>\$871,543.00</b>	<b>92 %</b>

### DEVELOPMENT/PR

SPECIAL EVENTS

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# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

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

CAPITAL EXPENSES

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# Food Bank of the Southern Tier

## Income Statement

Total Operations Including Current Month Actuals

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

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

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



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

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

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

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

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

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

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

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

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

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

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

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

# Food Bank of the Southern Tier

## Income Statement

### FOOD BANK OPERATIONS - 31

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



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

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

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

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

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

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

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

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

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

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

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

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

<b>YTD Actual to Budget:</b>	103%	Total Income	<b>LAST YTD:</b>	104%	Total Income
	95%	Total Expenses		103%	Total Expenses

**OVERALL**

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

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

**INCOME STATEMENT:**

(Percentages Relate to Budget Projection)

**Revenue Items:**

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

**EXPENSE ITEMS:**

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

**NON-OPERATING ITEMS:**

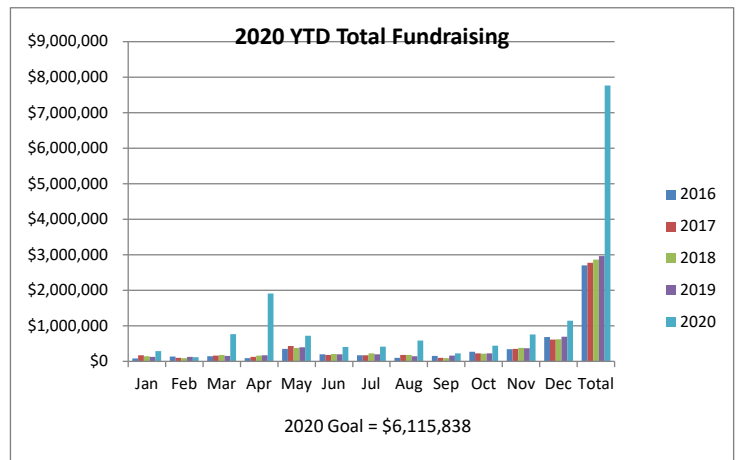
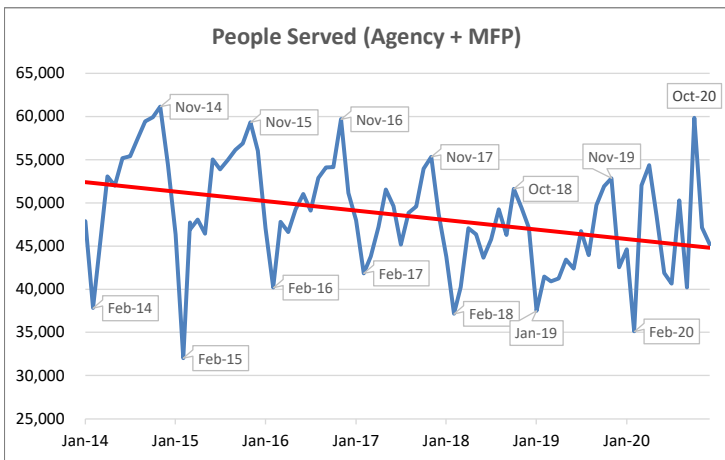
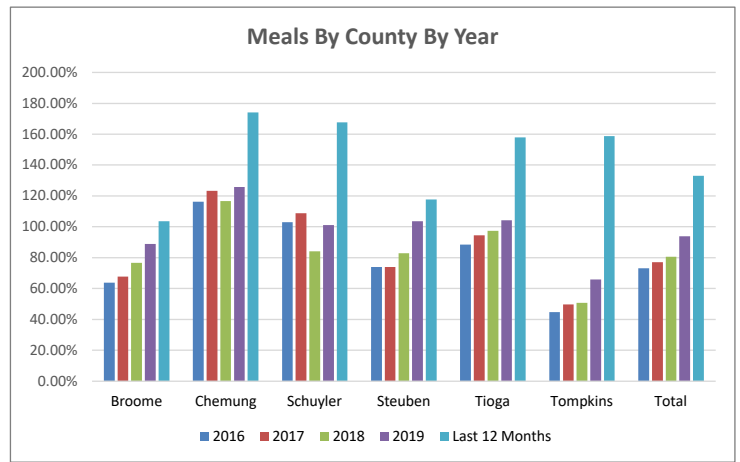
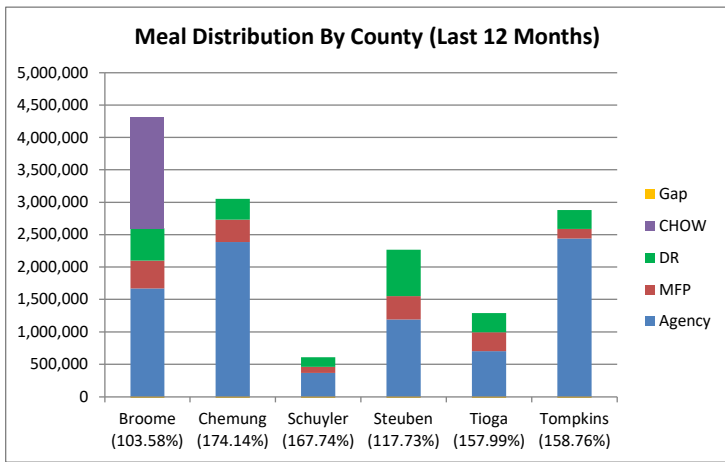
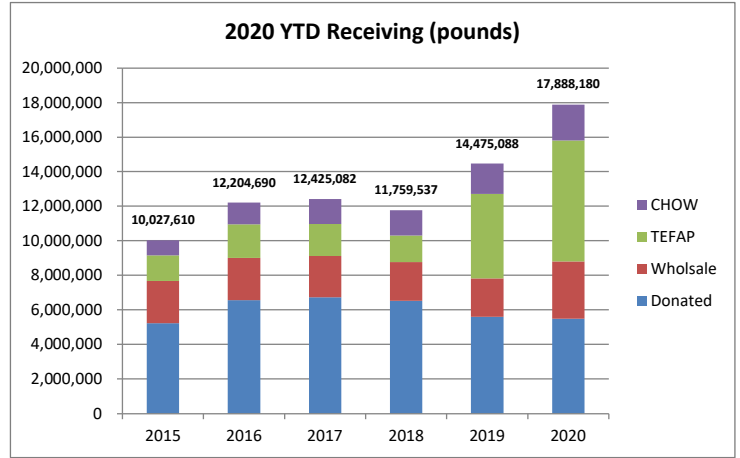
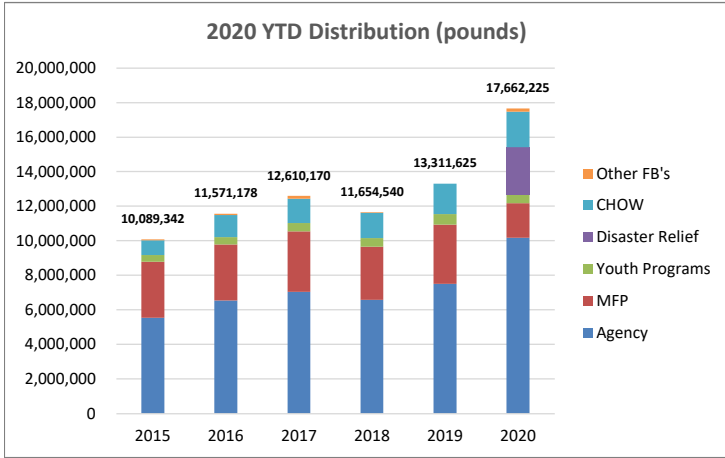
<b>Cap. Camp. Allocations: 100%</b>	On target/as expected. Internally controlled. Truck Campaign allocations expected to end in 2022.
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**Program Food Accounting Distinctions:**

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

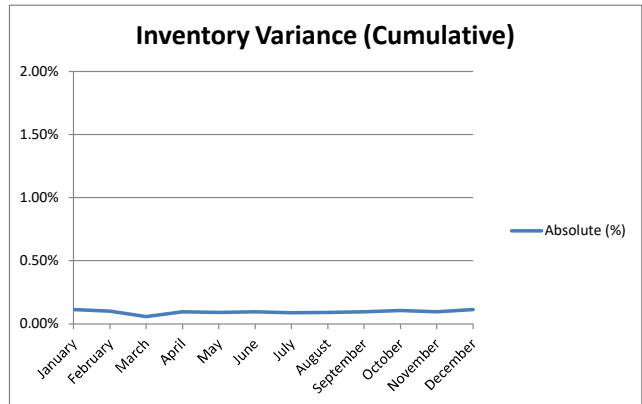
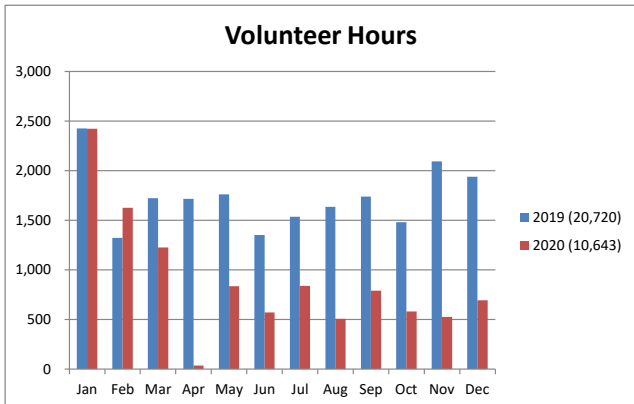
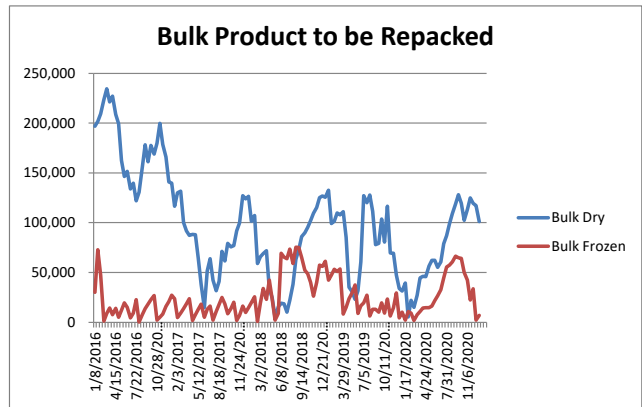
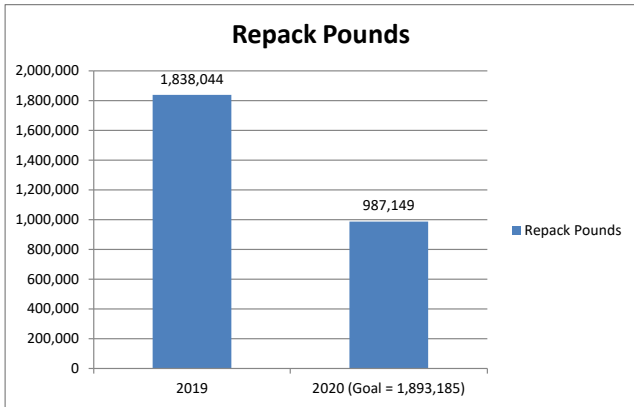
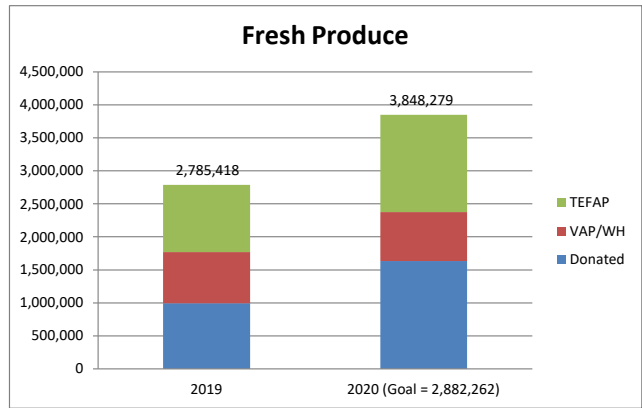
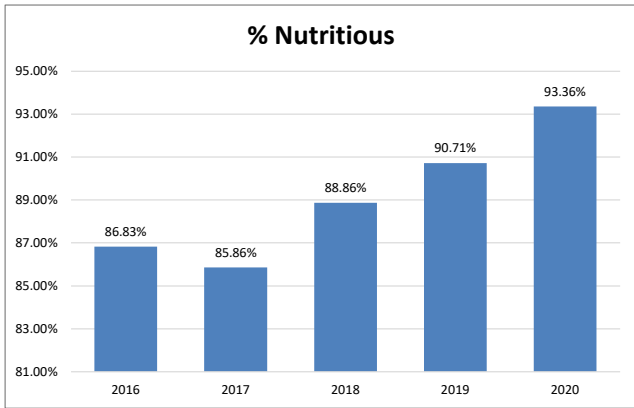
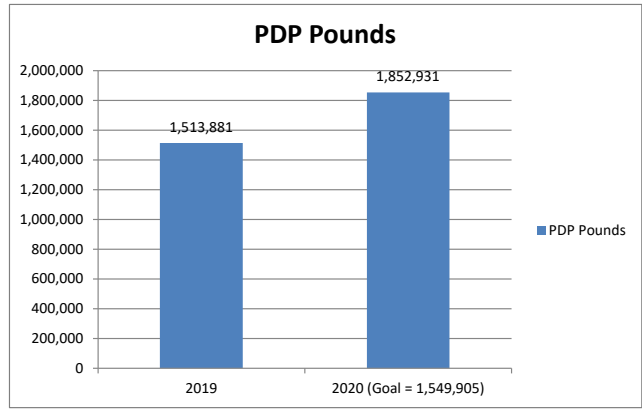
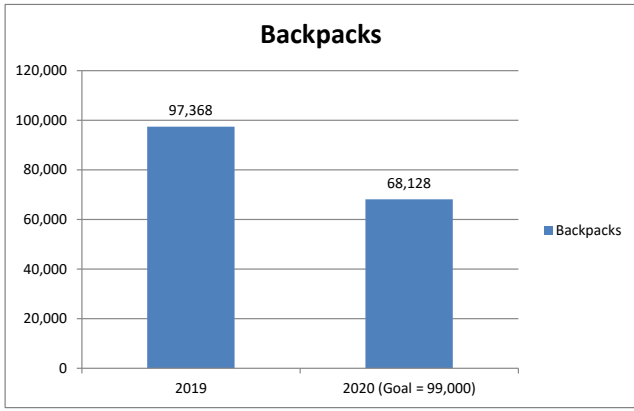


# FBST December 2020 Dashboards\*



\*Goals are listed below the bars (where appropriate)  
 Confidential Information: For Internal Use Only

# FBST December 2020 Dashboards\*



\*Goals are listed below the bars (where appropriate)

Confidential Information: For Internal Use Only

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

<b>BOD Designated Building Fund</b>	<b>\$464,844</b>	<b>\$470,246</b>
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# COMMUNIS

ACCOUNT NAME: CC-FOOD BANK ENDOWMENT

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

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

**REPORT PRODUCED BY:**



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 12/01/2020 TO 12/31/2020

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

**REPORT PRODUCED BY:**



CATHOLIC CHARITIES

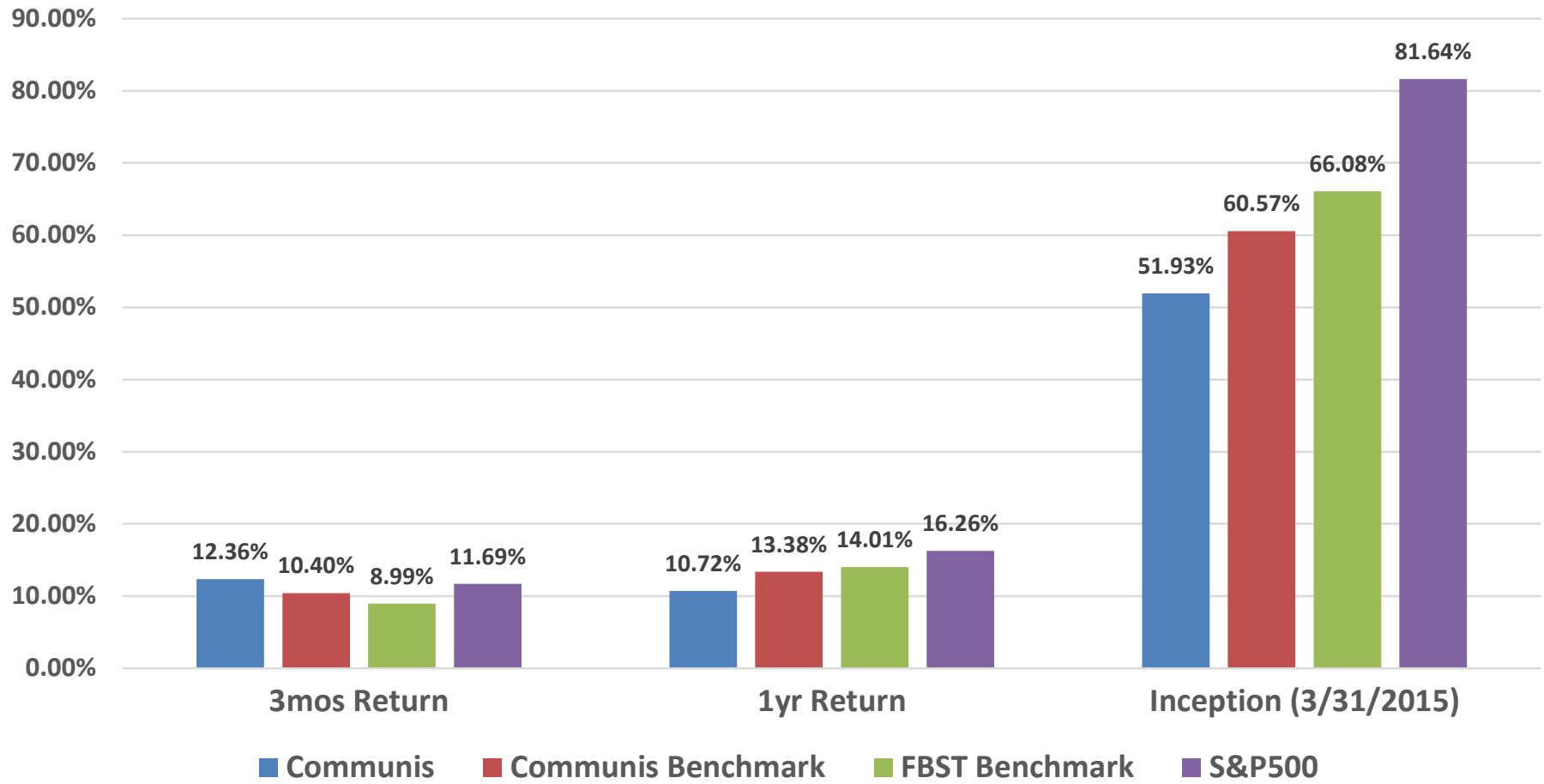
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### Communis vs. Benchmarks (12/31/2020)



## Excess Reserves Finance Committee Discussion Points (02/02/2021)

1. Do we establish a Net Asset Designation and Use Policy (NADUP)?
  - Do we include the items listed below?
  - Do we specify where to Fund Balance should reside (Cash vs. Communis)?
  
2. Do we establish an Operating Reserve Policy Statement/Fund?
  - Minimum of four months Operating Expenses?
  - Do we recognize the fund as BOD Designated?
  - Will Operating Reserves be allowed for use in day to day cash flow?
  - Where to put funds: cash & equivalents?
  
3. Do we establish a Capital Replacement Fund to include our delivery Truck Fleet?
  - Combine Building and Fleet capital asset *replacement* only (vs. repair)?
  - Use schedule of expected life for annual update of fund amount?
  - BOD Designated?
  - Where to put funds: Communis?
  - Update the property Reserve Policy Statement.
  
4. Do we establish a Program and Capacity Building Statement/Fund?
  - How to calculate the Fund amount?
  - BOD Designated?
  - Where to put funds: current = cash/equivalents & long term = Communis?
  
5. Do we update the Investment Policy and include in the NADUP?
  - Include references to NADUP as to where cash should be invested?
  - Include year-end fund updates as trigger mechanism to move amounts between cash and Communis (Finance Committee approval & BOD notification)?
  - Is the trigger mechanism to rigid (or should it be set up as a “guideline”)?
  
6. Should we move some cash to Communis now?





## Net Asset Designation and Use Policy

Description

General Accounting

Current Designation Categories

- I) Restricted – Endowment Fund
  - Donor Restricted
  - Communis
  
- II) Operating Reserves
  - BOD Designated
  - Cash or Equivalents
  - Four Month of Operating Expenses (Updated Annually)
  
- III) Capital Replacement Fund
  - BOD Designated
  - Communis
  - Schedule of Expected Life (Updated Annually)
  
- IV) Program and Capacity Building Fund
  - BOD Designated
  - <1yr: Cash/>1yr: Communis
  - Excess Reserves After Deducting II) & III) (Updated Annually)
  
- V) Undesignated Net Assets
  - Unrestricted
  - Communis + All Other Net Assets

Appendix A) Investment Policy





# Food Bank of the Southern Tier

## Balance Sheet

	12/31/2020	12/31/2019
<b>ASSETS</b>		
CASH - OPERATING	\$6,037,578.09	\$1,678,451.32
ACCTS. RECEIVABLE	\$34,309.99	\$74,209.14
CAMPAIGN RECEIVABLE	\$16,799.92	\$56,349.78
CONTRACTS / GRANTS RECEIVABLE	\$304,317.42	\$291,788.93
INVESTMENT MANAGEMENT	\$1,983,010.74	\$1,795,888.77
PREPAIDS	\$38,925.81	\$49,048.92
PURCHASE FOOD INVENTORY	\$547,652.77	\$343,810.00
IN-KIND DONATED/TEFAP FOOD	\$2,394,670.49	\$1,508,134.86
PROPERTY, PLANT AND EQUIPMENT	\$3,346,608.42	\$3,409,559.33
<b>TOTAL ASSETS</b>	<b>\$14,703,873.65</b>	<b>\$9,207,241.05</b>
<b>LIABILITIES AND FUND BALANCE</b>		
<b>LIABILITIES</b>		
ACCOUNTS PAYABLE	\$305,908.99	\$206,023.51
DEFERRED INCOME	\$18,372.75	\$131,856.24
DEFERRED INVENTORY	\$2,394,670.49	\$1,508,134.86
ACCRUED LIABILITY	\$292,202.00	\$245,452.56
<b>TOTAL LIABILITIES</b>	<b>\$3,011,154.23</b>	<b>\$2,091,467.17</b>
<b>FUND BALANCE</b>		
UNRESTRICTED FUNDS	\$3,833,670.06	\$6,465,119.52
RESTRICTED-ENDOWMENT FUND	\$45,520.36	\$45,520.36
OPERATING RESERVE FUND	\$2,526,600.00	\$0.00
CAPITAL REPLACEMENT FUND	\$928,385.00	\$470,246.00
PROGRAM AND CAPACITY BUILDING FUND	\$4,263,152.00	\$0.00
TEMP. RESTRICTED TRK CAMPAIGN	\$95,392.00	\$134,888.00
<b>TOTAL FUND BALANCE</b>	<b>\$11,692,719.42</b>	<b>\$7,115,773.88</b>
<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$14,703,873.65</b>	<b>\$9,207,241.05</b>
<b>BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS</b>	<b>\$7,115,468.88</b>	<b>\$6,941,900.01</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$4,577,250.54</b>	<b>\$173,873.87</b>
<b>ENDING FUND BALANCE</b>	<b>\$11,692,719.42</b>	<b>\$7,115,773.88</b>

<b>Current (12/31/2020)</b>		<b>2019</b>
<b><u>Available Operating Reserves (Dec 2020)</u></b>		
Total Unrestricted Net Assets	\$11,551,807	\$6,935,366
Equity in Property, Plant and Equipment	(\$3,346,608)	(\$3,409,559)
Value of Purchased Inventory	(\$539,635)	(\$343,810)
<u>1yr Release from Temp Restriction</u>	<u>\$52,573</u>	<u>\$48,431</u>
<b>Total Available Operating Reserves</b>	<b>\$7,718,137</b>	<b>\$3,230,428</b>
<b><u>Operating Expenses (2020 Final)</u></b>		
Annual Operating Expenses	\$20,564,914	\$15,114,889
Value of Donated Goods & Services	(\$4,956,792)	(\$5,026,491)
Government Purchased Food - TEFAP	(\$7,828,243)	(\$4,454,731)
Pass Thru - HPNAP Operation Support	(\$175,699)	(\$96,309)
Pass Thru - MFP General SM	(\$4,925)	(\$45,217)
Pass Thru - BP General SM	(\$19,457)	(\$27,072)
<b>Total Annual Operating Expenses</b>	<b>\$7,579,799</b>	<b>\$5,465,069</b>
<b>Percent Reserves</b>	<b>101.83%</b>	<b>59.11%</b>
<b>Months of Reserves</b>	<b>12.22</b>	<b>7.09</b>
<b><u>Net Asset Designations</u></b>		
<b>BOD Designated Operating Reserves*</b>	<b>\$2,526,600</b>	<b>\$1,366,267</b>
<b>BOD Designated Capital Fund</b>	<b>\$928,385</b>	<b>\$470,246</b>
<b><u>BOD Designated Prgm &amp; Cap Bldg Fund</u></b>	<b><u>\$4,263,152</u></b>	<b><u>\$1,393,914</u></b>
<b>Total</b>	<b>\$7,718,137</b>	<b>\$3,230,428</b>

\*4 months of Operating Expenses

2011 FBST Property Reserve Fund List of Assets											Year Replaced	Current Expense	Replacement Value
Item	Estimated Cost (2013)	Inflation Adj. Cost	2011 Age (Years)	Expected Life (Years)	Current Age (Years)	Remaining Life (Years)	Replacement Year	Condition	Warranty				
<b>1</b>	<b>Roof*</b>												
	Upper Warehouse (Gravel)	\$33,110	\$33,772	20	25	1	24	2044	New	15yrs	2019	\$0	\$1,351
	Upper Warehouse A & B	\$80,000	\$91,895	5	25	14	11	2031	Satisfactory	Expired		\$0	\$51,461
	Lower Warehouse	\$92,100	\$105,794	10	25	19	6	2026	Satisfactory	Expired		\$0	\$80,403
	Front Office	\$19,500	\$22,399	30	25	7	18	2038	Good	15yrs	2013	\$0	\$6,272
	Loading Docks	\$35,500	\$37,673	30	25	1	24	2044	New	20yrs	2017	\$0	\$1,507
	Cooler/Freezer	\$31,200	\$35,839	15	25	24	1	2021	Poor	Expired		\$0	\$34,405
	Garage	\$0	\$0	15	25	24	1	2021	Poor	Expired		\$0	\$0
<b>2</b>	<b>Parking Lot**</b>												
	Front Office Parking	\$32,000	\$36,758	3	20	12	8	2028	Satisfactory	Expired		\$0	\$22,055
	Warehouse Docks***	\$52,000	\$59,732	3	20	12	8	2028	Satisfactory	Expired		\$0	\$35,839
	Back Lot	\$15,750	\$18,092	10	30	19	11	2031	Satisfactory	Expired		\$0	\$11,458
	Back Driveway	\$0	\$0	10	30	19	11	2031	Satisfactory	Expired		\$0	\$0
<b>3</b>	<b>Fuel Tank</b>	\$60,000	\$68,921	13	30	22	8	2028	Satisfactory	Expired		\$0	\$50,542
<b>4</b>	<b>Fuel Pump</b>	\$10,000	\$11,487	13	20	22	(2)	2018	Poor	Expired		\$11,487	\$0
<b>5</b>	<b>HVAC Units****</b>												
	RTU-1 Repack (7.5 ton)	\$10,000	\$11,487	0	15	9	6	2026	Satisfactory	Expired		\$0	\$6,892
	RTU-2 Lobby (4 ton)	\$9,000	\$10,338	0	15	9	6	2026	Satisfactory	Expired		\$0	\$6,203
	RTU-3 Conference (3 ton)	\$9,000	\$10,338	0	15	9	6	2026	Satisfactory	Expired		\$0	\$6,203
	RTU-4 Office N (5 ton)	\$9,000	\$10,338	0	15	9	6	2026	Satisfactory	Expired		\$0	\$6,203
	RTU-5 Office S (4 ton)	\$9,000	\$10,338	0	15	9	6	2026	Satisfactory	Expired		\$0	\$6,203
	RTU-6 W/H Offices (3 ton)	\$9,000	\$10,338	0	15	9	6	2026	Satisfactory	Expired		\$0	\$6,203
	IT Room	\$5,000	\$5,743	0	15	9	6	2026	Satisfactory	Expired		\$0	\$3,446
	Operations Offices (5 ton)	\$6,000	\$6,892	7	15	16	(1)	2019	Poor	Expired		\$6,892	\$0
<b>6</b>	<b>Compressors****</b>												
	C-1 Freezer1 (30hp)	\$10,740	\$10,955	0	15	1	14	2034	Very Good	2yrs	2019	\$0	\$730
	C-2 Freezer2 (30hp)	\$8,000	\$9,189	0	15	9	6	2026	Satisfactory	Expired		\$0	\$5,514
	C-5 Produce1 (12hp)	\$3,500	\$4,020	0	15	9	6	2026	Satisfactory	Expired		\$0	\$2,412
	C-1 Produce2 (12hp)	\$4,000	\$4,595	7	15	16	(1)	2019	Poor	Expired		\$4,595	\$0
	C-3 Cooler1 (15hp)	\$6,644	\$7,051	11	15	3	12	2032	Very Good	5yrs	2017	\$0	\$1,410
	C-2 Cooler2 (10hp)	\$3,500	\$4,020	12	15	21	(6)	2014	Poor	Expired		\$4,020	\$0
<b>7</b>	<b>Evaporators</b>												
	Freezer1 (135 BTU)	\$6,000	\$6,892	0	15	9	6	2026	Satisfactory	Expired		\$0	\$4,135
	Freezer2 (135 BTU)	\$6,000	\$6,892	0	15	9	6	2026	Satisfactory	Expired		\$0	\$4,135
	Produce1 C-1 (145k BTU)	\$5,200	\$5,973	0	15	9	6	2026	Satisfactory	Expired		\$0	\$3,584
	Produce2 C-5 (145K BTU)	\$5,200	\$5,973	0	15	9	6	2026	Satisfactory	Expired		\$0	\$3,584
	Cooler1 C-3 (140K BTU)	\$4,800	\$5,514	12	15	21	(6)	2014	Poor	Expired		\$5,514	\$0
	Cooler2 C-2 (100K BTU)	\$4,100	\$4,710	15	15	24	(9)	2011	Poor	Expired		\$4,710	\$0
<b>8</b>	<b>Exterior Paint Job</b>	\$25,000	\$26,530	0	15	3	12	2032	Very Good	N/A	2017	\$0	\$5,306
<b>9</b>	<b>Miscellaneous</b>	\$0											
												\$42,751	\$422,093
<b>10</b>	<b>Total</b>	<b>\$619,844</b>	<b>\$700,489</b>									<b>\$464,844</b>	

Item	2020 FBST Fleet Reserve Fund List of Assets							Year Replaced	Current Expense	
	Estimated Cost (2020)	Inflation Adj. Cost	Expected Life (Miles)	Current Miles	Remaining Life (Miles)	Average Miles/Year	Replacement Year		Current Expense	Replacement Value
2011 Freightliner M2 (116)	\$145,000	\$145,000	250,000	198,000	52,000	22,000	2022	2011	\$0	\$114,840
2013 Freightliner M2 (117)	\$145,000	\$145,000	250,000	154,000	96,000	22,000	2024	2013	\$0	\$89,320
2017 Freightliner M2 (200)	\$145,000	\$145,000	275,000	84,000	191,000	28,000	2027	2017	\$0	\$44,291
2017 Freightliner Cascadia (201)	\$115,000	\$115,000	275,000	82,000	193,000	27,333	2027	2017	\$0	\$34,291
2017 Great Dane (201T)	\$97,000	\$97,000	350,000	82,000	268,000	27,333	2030	2017	\$0	\$22,726
2018 Freightliner M2 (202)	\$145,000	\$145,000	275,000	68,000	207,000	34,000	2026	2018	\$0	\$35,855
2018 Freightliner M2 (203)	\$145,000	\$145,000	275,000	95,000	180,000	47,500	2024	2018	\$0	\$50,091
2020 Freightliner M2 (204)	\$145,000	\$145,000	275,000	23,000	252,000	23,000	2031	2020	\$0	\$12,127
2021 Freightliner Cascadia (205)	\$115,000	\$112,745	275,000	0	275,000	0	#DIV/0!	2021	\$0	\$0
2021 Great Dane (205T)	\$97,000	\$95,098	350,000	0	350,000	0	#DIV/0!	2021	\$0	\$0
Miscellaneous	\$0									
									\$0	\$463,541
<b>Total</b>	<b>\$1,294,000</b>								<b>\$463,541</b>	

<b><u>Balance Sheet (12/31/20)</u></b>	
Cash	\$6,037,578
<u>Communis</u>	<u>\$1,983,011</u>
<b>Total</b>	<b>\$8,020,589</b>
<b><u>Potential Allocation of Cash &amp; Investments</u></b>	
Operating Reserves	\$2,526,600
<u>2021 Projected GlidePath Spend</u>	<u>\$96,346</u>
<b>Total Cash Needs</b>	<b>\$2,622,946</b>
<b>Total Communis Invest???</b>	<b>\$5,397,643</b>

**Description:** Due to the non-profit nature of SHFB’s mission, our goal is to utilize all available financial resources each year to serve those in need of food in our community. It is, however, the Board of Directors’ responsibility to ensure that the long-term financial health of the organization is protected and that adequate reserves are set aside to support reasonable functioning of the business. Thus, at each fiscal year-end, the Finance Committee reviews Net Assets and determines appropriate levels of set-aside funds for the coming year. The following guideline describes the Finance Committee’s agreed upon approach to designation and use of Net Assets.

**General Accounting:** The setting aside of Unrestricted Net Assets is only a designation, not a true accounting restriction. At any time, the Finance Committee may recommend to the Board that the designations be changed.

**Current Designation Categories:** Based on our mission to provide food to people in need, and also on our assets in use required to maintain operations, the Board is establishing the following categories of designation for Unrestricted Net Assets:

- Operating Reserves
- Food and Infrastructure Fund
- Capital Replacement
- Undesignated

The following describes the current calculation for establishing the level of each designation at fiscal year-end.

### **OPERATING RESERVES**

#### **Definition of Board-Designated Operating Reserves**

The portion of available unrestricted net assets designated by the Board for use to sustain operations in financially troubled times or to fund emerging opportunities.

- “Available unrestricted net assets” equals total unrestricted net assets less equity in fixed assets and inventory.

#### **Setting Designation Amount**

If funds are available, the Finance Committee will designate a minimum of six months Operating Reserves to be used for unexpected fundraising calamities or food distribution issues.

The Operating Reserve is calculated as follows:

$(\text{Total Approved Operating Budget} - \text{Depreciation}) \div 2$

For example, with an Annual Budget of \$93M and Depreciation of \$3M:

$(\$93,000,000 - \$3,000,000) \div 2 = \$45,000,000$  Designated

**Use of Fund:** The organization may, with the approval of both the CEO and the CFO, access up to 1/4 of the fund and inform the Finance Committee at the next meeting. The Finance Committee must first approve spending that exceeds 1/4 of the designation.

## **FOOD AND INFRASTRUCTURE FUND**

The Committee may designate funds to provide additional funding for food when uncertain times and potential scarcity could unexpectedly develop into a sudden, unplanned community need which requires spending for additional food. The Committee may also designate funds to support investment in the infrastructure of our partners to strengthen the distribution channel.

### **Setting Designation Amount**

Up to 20% of the operating budget may be designated for incremental food purchases or for infrastructure investments.

### **Use of Fund**

The organization may, with the approval of both the CEO and the CFO, access up to 1/3 of the fund and inform the Finance Committee at the next meeting. The Finance Committee must first approve spending that exceeds 1/3 of the designation.

## **CAPITAL REPLACEMENT FUND**

### **Setting Designation Amount**

SHFB maintains assets in three primary categories: Building & Improvements, Systems/Technology, and Fleet/Equipment. As part of the budget development for each fiscal year, SHFB will review a schedule of replacement, covering the next ten years, for all such assets in use.

If funds are available, the Finance Committee may designate amounts up to the present value of the estimated ten year replacement requirement and may designate additional funds for upgrade of existing assets. Requirements will be present-valued using the ten year U.S. Treasury rate as of fiscal year-end.

### **Use of Fund**

All replacement of existing assets by similar assets would be charged to this fund. In addition, any upgrades of existing assets approved by the Finance Committee would be charged to this fund.

## **UNDESIGNATED NET ASSETS**

After designating Net Assets for Operating Reserve and the Board Designated Endowment, the Finance Committee will determine which other categories it is appropriate to designate. After the Finance Committee has finalized the designation of net assets, there may exist additional Unrestricted Net Assets. Any remaining amount would be considered Undesignated Net Assets and would be available to management to spend on operations

### **POLICY APPROVAL & ACCEPTANCE:**

**Policy approved by Finance Committee per Finance Committee minutes dated 10/29/2020**

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