

**FOOD BANK OF THE SOUTHERN TIER
FINANCE COMMITTEE MEETING
May 3, 2022
4:00 PM – 6:00 PM**

AGENDA

TOPIC	FACILITATOR	ACTION	TIME
1. Welcome and Call to Order	Steve Hoyt		5
2. Opening Prayer/Poem/Positivity	Dick Pirozzolo		3
3. Approval of February 1, 2022 Minutes	Steve Hoyt	Approve	2
4. 2021 Audit Review	Jeff Paille	Review/Approve	20
5. Executive Session with Auditor	Steve Hoyt	Discuss	10
6. March Financial Reports	Erica Loomis	Approve	10
a. Income Statement & Narrative			
b. Balance Sheet			
c. Cash Flow Report			
d. Communis Fund			
7. Review Updated Dashboards	Erica Loomis/Natasha Thompson	Review	10
8. Q1 Budget Adjustments	Erica Loomis	Approve	20
9. Investment Policy Sub-Group	Natasha Thompson	Discuss	10
10. Other Business	Steve Hoyt	Discuss	10
• Reschedule Finance Committee Meetings?			
• Sept 13, Nov 15, & Dec 13			

Next Meeting

September 13, 2022

4:30 PM – 6:00 PM

Opening Prayer/Poem/Positivity: Nancy Miller

Food Bank of the Southern Tier
Finance & Audit Committee Meeting
 Tuesday, February 1, 2022 4:30 – 6:00 PM

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

1. **Welcome and Call to Order** – Shannon Matteson, Committee Vice Chair, called the meeting to order at 4:30 pm
2. **Opening Prayer/Poem/Positivity** – Karen Owen shared a prayer.
3. **Approval of November 2, 2021 Minutes**
*Karl Krebs made a motion to approve the November 2, 2021 minutes.
 Nancy Miller seconded. All were in favor. None opposed.*
4. **December & Year End Financial Reports** – Erica reviewed the December 2021 Financial reports pointing out the following: 2021 surplus is over \$2.3M; Fundraising finished \$1.705M ahead of adjusted projections, \$2.509M ahead of original 2021 projections; Preliminary SIF balance \$6,412,190; Nourish New York administrative funding totaled \$373,561; Restaurant Resiliency Program served 10,395 readymade individual meals totaling \$177,051 (\$711,948 remains to spend).
*Karl Krebs made a motion to approve the December & Year End Financial Reports.
 Linda Bruckner seconded. All were in favor. None opposed.*
5. **Communis Annual Report** – The group reviewed the 2021 Communis Statement, noting the following: Blanket statement for CCDOR; FBST Endowment; Reserves; Long-term investments; Location of reserves – satisfied or dissatisfied; Investment policy; Meet prior to May for a discussion about moving money into short-term bonds; Diversification; Risks; Net Assets and Use Policy; Updated calculations will be shared after the audit; Sub-group made up of Nancy, Karl, Dick, Erica, and Natasha will meet prior to the May meeting.
6. **SIF Preliminary Numbers** – Erica reviewed the revised total SIF budget. Natasha added that this SIF budget should be approved as a total project, and that we will give the full presentation to the BOD at the February meeting along with the two new SIF projects noted on the budget. She provided information about two new projects: Good Food Acquisition Team and Order Ahead that developed from the Lisa Horn study, adding that Order Ahead can be compared to Instacart for food pantries. Shannon requested that the SIF Budget Spending file is added to the BOD portal.

7. **Monthly Financial Reports** – Natasha posed the following questions: Are monthly financial reports helpful? What information would committee members like to see? The group discussed the following: Some members review reports monthly, some like the summary; Would like to see Key Terms and Acronyms defined and put into portal; Dashboards and additional metrics, charts, and graphs; Interest in food going out; End of year dashboards; Add documents to portal so they are easy to find; Upload monthly to portal; Financial review and updated figures will be added by the first Tuesday of the month.

8. **Other Business – None**

The meeting was adjourned at 6:05 pm.

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

Food Bank of the Southern Tier

Balance Sheet

	03/31/2022	12/31/2021
ASSETS		
CASH - OPERATING	\$6,704,721.36	\$6,963,966.52
ACCTS. RECEIVABLE	\$83,691.02	\$78,632.17
CAMPAIGN RECEIVABLE	\$8,800.02	\$8,800.02
CONTRACTS / GRANTS RECEIVABLE	\$1,127,749.24	\$840,226.74
INVESTMENT MANAGEMENT	\$3,243,548.99	\$3,401,828.46
DUE FROM CATHOLIC CHARITIES STEUBEN ((\$7,150.00)	\$0.00
PREPAIDS	\$64,202.69	\$34,663.10
PURCHASE FOOD INVENTORY	\$624,221.57	\$535,024.59
IN-KIND DONATED/TEFAP FOOD	\$1,041,198.44	\$1,127,081.41
PROPERTY, PLANT AND EQUIPMENT	\$2,728,673.00	\$2,823,159.41
TOTAL ASSETS	\$15,619,656.33	\$15,813,382.42
LIABILITIES AND FUND BALANCE		
LIABILITIES		
ACCOUNTS PAYABLE	\$366,611.59	\$484,208.91
DEFERRED INCOME	\$108,391.13	\$154,607.31
DEFERRED INVENTORY	\$1,041,198.44	\$1,127,081.41
ACCRUED LIABILITY	\$278,850.32	\$211,247.97
TOTAL LIABILITIES	\$1,795,051.48	\$1,977,145.60
FUND BALANCE		
UNRESTRICTED FUNDS	\$3,293,957.64	\$3,289,577.37
RESTRICTED-ENDOWMENT FUND	\$110,929.03	\$116,346.52
TEMP. RESTRICTED - 5 YEAR PLEDGE	\$185,000.00	\$185,000.00
TEMP. RESTRICTED-DONATIONS	\$200,000.00	\$200,000.00
TEMP. RESTRICTED-EXPANSION PROGRAMS	\$25,000.00	\$25,000.00
TEMP. RESTRICTED CANSTRUCTION	\$35,000.00	\$35,000.00
BOD DESIGNATED OPERATING RESERVE FUI	\$2,360,578.00	\$2,360,578.00
BOD DESIGNATED CAPITAL ASSET FUND	\$1,191,404.00	\$1,191,404.00
BOD DESIGNATED STRATEGIC INVESTMENT	\$6,390,512.01	\$6,390,512.01
TEMP. RESTRICTED TRK CAMPAIGN	\$32,114.17	\$42,818.92
TOTAL FUND BALANCE	\$13,824,494.85	\$13,836,236.82
TOTAL LIABILITIES AND FUND BALANCE	\$15,619,546.33	\$15,813,382.42
BEGINNING BALANCE WITH CURRENT YEAR AI	\$13,836,236.81	\$11,415,830.30
NET SURPLUS/(DEFICIT)	(\$11,741.96)	\$2,420,406.52
ENDING FUND BALANCE	\$13,824,494.85	\$13,836,236.82

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

WEEK ENDING	RECEIPTS	DISBURSEMENTS	NET CHANGE	BALANCE
BAL. BROUGHT FORWARD				6,701,861.36
4/1/2022		95,630.35 A	(95,630.35)	6,606,231.01
4/9/2022	65,373.51 C,D,E	330,360.12 B	(264,986.61)	6,341,244.40
4/16/2022	205,813.72 C,D,E	288,262.16 A,B	(82,448.44)	6,258,795.96
4/23/2022	117,754.04 D,E	100,208.13 B	17,545.91	6,276,341.87
4/30/2022	145,217.42 C,D,E	214,673.94 B	(69,456.52)	6,206,885.35
			0.00	6,206,885.35
			0.00	6,206,885.35
MONTHLY TOTAL	534,158.69	933,504.35	(399,345.66)	5,807,539.69
WEEK ENDING				
5/7/2022	250,000.00 E	200,000.00 B	50,000.00	5,857,539.69
5/14/2022	35,000.00 D	255,000.00 A,G	(220,000.00)	5,637,539.69
5/21/2022	75,000.00 C	270,000.00 G,F	(195,000.00)	5,442,539.69
5/28/2022	995,000.00 C	120,000.00 A	875,000.00	6,317,539.69
			0.00	6,317,539.69
MONTHLY TOTAL	1,355,000.00	845,000.00	510,000.00	6,317,539.69
WEEK ENDING				
6/4/2022	75,000.00 E	200,000.00 G	(125,000.00)	6,192,539.69
6/11/2022	35,000.00 D	200,000.00 A	(165,000.00)	6,027,539.69
6/18/2022	125,000.00 E	175,000.00 G	(50,000.00)	5,977,539.69
6/25/2022	150,000.00 C	200,000.00 A,G	(50,000.00)	5,927,539.69
6/30/2022			0.00	5,927,539.69
MONTHLY TOTAL	385,000.00	775,000.00	(390,000.00)	5,927,539.69
3 MONTH RECAP	2,274,158.69	2,553,504.35	(279,345.66)	
MONTH OF JUL	1,538,594.00	1,561,035.00	(22,441.00)	5,905,098.69
MONTH OF AUG	1,538,594.00	1,561,035.00	(22,441.00)	5,882,657.69
MONTH OF SEP	1,538,594.00	1,561,035.00	(22,441.00)	5,860,216.69
6 MONTH RECAP	6,889,940.69	7,236,609.35	(346,668.66)	6,355,192.70

A INCLUDES 2 WEEKS PAYROLL
 B INCLUDES FOOD PURCHASES
 C INCLUDES GRANT PAYMENTS
 D A/R PAYMENTS
 E DONATIONS/DIRECT MAIL
 F ANNUAL PENSION PAYMENT
 G FUTURE FOOD PURCHASES
 H DIRECT MAIL EXPENSE

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2022 03/31/2022	CURRENT YTD ACTUAL 01/01/2022 03/31/2022	LAST YTD ACTUAL 01/01/2021 03/31/2021	PROJECTION TO DATE 01/01/2022 03/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
REVENUE						
FOOD DISTRIBUTION						
AGENCIES						
SHARED MAINTENANCE						
GENERAL	\$2,638.07	\$6,611.30	\$13,678.80	\$6,812.49	\$27,250.00	24%
HPNAP	\$4,809.52	\$10,617.02	\$29,834.60	\$21,362.49	\$85,450.00	12%
TOTAL SHARED MAINTENANCE	\$7,447.59	\$17,228.32	\$43,513.40	\$28,174.98	\$112,700.00	15%
WHOLESALE						
GENERAL	\$581,564.06	\$1,060,965.80	\$66,152.82	\$276,323.22	\$1,105,293.00	96%
HPNAP	\$99,284.19	\$374,544.42	\$278,826.35	\$333,026.73	\$1,332,107.00	28%
HANDLING FEES	\$4,659.11	\$12,185.39	\$20,913.23	\$9,195.72	\$36,783.00	33%
TOTAL WHOLESALE	\$685,507.36	\$1,447,695.61	\$365,892.40	\$618,545.67	\$2,474,183.00	59%
TEFAP						
TEFAP INCOME	\$249,260.33	\$521,085.02	\$729,930.90	\$332,116.98	\$1,328,468.00	39%
TOTAL TEFAP	\$249,260.33	\$521,085.02	\$729,930.90	\$332,116.98	\$1,328,468.00	39%
TOTAL AGENCY FOOD	\$942,215.28	\$1,986,008.95	\$1,139,336.70	\$978,837.63	\$3,915,351.00	51%
MOBILE FOOD PANTRIES						
SHARED MAINTENANCE						
GENERAL	\$1,146.84	\$1,681.60	\$514.52	\$2,493.00	\$9,972.00	17%
HPNAP	\$8,578.80	\$21,920.63	\$34,531.81	\$37,945.98	\$151,784.00	14%
TOTAL SHARED MAINTENANCE	\$9,725.64	\$23,602.23	\$35,046.33	\$40,438.98	\$161,756.00	15%
WHOLESALE						
HPNAP	\$46,718.88	\$173,214.82	\$208,567.34	\$217,376.49	\$869,506.00	20%
HPNAP HANDLING FEES	\$0.00	\$0.00	\$6,449.88	\$801.99	\$3,208.00	0%
TOTAL WHOLESALE	\$46,718.88	\$173,214.82	\$215,017.22	\$218,178.48	\$872,714.00	20%
TEFAP						
TEFAP FOOD INCOME	\$115,955.20	\$343,189.57	\$504,344.62	\$230,793.00	\$923,172.00	37%
TOTAL TEFAP	\$115,955.20	\$343,189.57	\$504,344.62	\$230,793.00	\$923,172.00	37%
TOTAL MOBILE FOOD PANTRY	\$172,399.72	\$540,006.62	\$754,408.17	\$489,410.46	\$1,957,642.00	28%
YOUTH PROGRAMS						
BK SHARED MAINTENANCE						
GENERAL	\$795.66	\$901.02	\$3,976.85	\$6,290.70	\$25,163.00	4%
Total SHARED MAINTENANCE	\$795.66	\$901.02	\$3,976.85	\$6,290.70	\$25,163.00	4%
WHOLESALE						
HPNAP	\$0.00	\$0.00	\$3,138.06	\$1,999.98	\$8,000.00	0%

Food Bank of the Southern Tier

Income Statement

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HPNAP HANDLING FEES	\$0.00	\$0.00	\$124.56	\$0.00	\$0.00	0%
SUMMER PROGRAMS	\$0.00	\$0.00	\$3,673.28	\$0.00	\$0.00	0%
TOTAL WHOLESALE	\$0.00	\$0.00	\$6,935.90	\$1,999.98	\$8,000.00	0%
TEFAP						
TEFAP FOOD INCOME	\$30,057.86	\$84,951.02	\$60,079.14	\$18,439.74	\$73,759.00	115%
	\$30,057.86	\$84,951.02	\$60,079.14	\$18,439.74	\$73,759.00	115%
TOTAL YOUTH PROGRAMS	\$30,853.52	\$85,852.04	\$70,991.89	\$26,730.42	\$106,922.00	80%
TOTAL FOOD DISTRIBUTION	\$1,145,468.52	\$2,611,867.61	\$1,964,736.76	\$1,494,978.51	\$5,979,915.00	44%
DONATED PRODUCT						
DONATED PRODUCT	\$279,598.00	\$967,767.74	\$1,616,149.92	\$1,677,126.75	\$6,708,507.00	14%
TOTAL DONATED PRODUCT	\$279,598.00	\$967,767.74	\$1,616,149.92	\$1,677,126.75	\$6,708,507.00	14%
GRANTS / PROGRAMS						
HPNAP GENERAL OPERATING						
OPERATIONS SUPPORT	\$0.00	\$0.00	\$0.00	\$39,603.24	\$158,413.00	0%
HPNAP SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$549.99	\$2,200.00	0%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$8,290.00	\$5,937.48	\$23,750.00	0%
OPERATING INCOME	\$30,589.68	\$84,115.78	\$91,760.59	\$90,256.74	\$361,027.00	23%
JSY OPERATING INCOME	\$11,738.52	\$29,330.52	\$25,895.39	\$32,418.75	\$129,675.00	23%
TOTAL HPNAP OPERATING	\$42,328.20	\$113,446.30	\$125,945.98	\$168,766.20	\$675,065.00	17%
OTHER GRANTS / PROGRAMS						
CHEMUNG COUNTY	\$2,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$30,000.00	25%
NOEP	\$5,812.95	\$17,025.21	\$15,237.84	\$16,500.00	\$66,000.00	26%
NNY OPERATING	\$44,649.35	\$100,189.45	\$32,139.35	\$108,062.49	\$432,250.00	23%
TEFAP ADMIN	\$8,541.42	\$195,367.74	\$265,142.21	\$70,973.49	\$283,894.00	69%
VENISON PROGRAM	\$582.00	\$5,044.62	\$3,336.00	\$2,749.98	\$11,000.00	46%
OTHER MISC GRANTS	\$27,651.00	\$27,651.00	\$0.00	\$0.00	\$0.00	0%
RESTAURANT RESILENCY PGM	\$75,041.00	\$104,018.94	\$0.00	\$9,374.97	\$37,500.00	277%
TOTAL OTHER GRANTS/PGMS	\$164,777.72	\$456,796.96	\$323,355.40	\$215,160.93	\$860,644.00	53%
TOTAL GRANTS / PROGRAMS	\$207,105.92	\$570,243.26	\$449,301.38	\$383,927.13	\$1,535,709.00	37%
FUNDRAISING / DONATIONS						
CAUSE MARKETING						
CAUSE MARKETING	\$26,026.09	\$76,893.76	\$93,225.67	\$109,999.98	\$440,000.00	17%
	\$26,026.09	\$76,893.76	\$93,225.67	\$109,999.98	\$440,000.00	17%
SPECIAL EVENTS						
SPECIAL EVENTS	\$0.00	\$0.00	\$30.00	\$12,499.98	\$50,000.00	0%
	\$0.00	\$0.00	\$30.00	\$12,499.98	\$50,000.00	0%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2022 03/31/2022	CURRENT YTD ACTUAL 01/01/2022 03/31/2022	LAST YTD ACTUAL 01/01/2021 03/31/2021	PROJECTION TO DATE 01/01/2022 03/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
DIRECT MAIL						
DIRECT MAIL	\$97,276.00	\$198,763.65	\$368,419.28	\$285,601.23	\$1,142,405.00	17%
	<u>\$97,276.00</u>	<u>\$198,763.65</u>	<u>\$368,419.28</u>	<u>\$285,601.23</u>	<u>\$1,142,405.00</u>	<u>17%</u>
ONLINE GIVING						
ONLINE GIVING	\$28,311.50	\$74,789.50	\$172,099.91	\$228,860.49	\$915,442.00	8%
	<u>\$28,311.50</u>	<u>\$74,789.50</u>	<u>\$172,099.91</u>	<u>\$228,860.49</u>	<u>\$915,442.00</u>	<u>8%</u>
PERSONAL SOLICITATION						
PERSONAL SOLICITATION	\$45,415.00	\$123,494.62	\$27,395.00	\$27,499.98	\$110,000.00	112%
	<u>\$45,415.00</u>	<u>\$123,494.62</u>	<u>\$27,395.00</u>	<u>\$27,499.98</u>	<u>\$110,000.00</u>	<u>112%</u>
GENERAL DEVELOPMENT GRANTS						
OTHER	\$2,768.73	\$10,537.46	\$157,381.80	\$107,599.98	\$430,400.00	2%
	<u>\$2,768.73</u>	<u>\$10,537.46</u>	<u>\$157,381.80</u>	<u>\$107,599.98</u>	<u>\$430,400.00</u>	<u>2%</u>
WHITE MAIL						
WHITE MAIL	\$172,010.00	\$251,437.35	\$496,203.34	\$231,249.99	\$925,000.00	27%
	<u>\$172,010.00</u>	<u>\$251,437.35</u>	<u>\$496,203.34</u>	<u>\$231,249.99</u>	<u>\$925,000.00</u>	<u>27%</u>
ALL OTHER PRIVATE SUPPORT	\$28,728.13	\$88,118.75	\$76,726.94	\$49,999.98	\$200,000.00	44%
TOTAL FR/DONATIONS	<u>\$400,535.45</u>	<u>\$824,035.09</u>	<u>\$1,391,481.94</u>	<u>\$1,053,311.61</u>	<u>\$4,213,247.00</u>	<u>20%</u>
OTHER INCOME						
OTHER INCOME						
INTEREST INCOME	\$300.77	\$999.94	\$3,210.80	\$1,999.98	\$8,000.00	12%
MISCELLANEOUS	\$720.00	\$2,501.68	\$4,119.56	\$4,437.45	\$17,750.00	14%
TOTAL OTHER INCOME	<u>\$1,020.77</u>	<u>\$3,501.62</u>	<u>\$7,330.36</u>	<u>\$6,437.43</u>	<u>\$25,750.00</u>	<u>14%</u>
TOTAL OTHER INCOME	<u>\$1,020.77</u>	<u>\$3,501.62</u>	<u>\$7,330.36</u>	<u>\$6,437.43</u>	<u>\$25,750.00</u>	<u>14%</u>
TOTAL REVENUE	<u>\$2,033,728.66</u>	<u>\$4,977,415.32</u>	<u>\$5,429,000.36</u>	<u>\$4,615,781.43</u>	<u>\$18,463,128.00</u>	<u>27%</u>
EXPENSES						
PERSONNEL EXPENSES						
SALARIES	\$216,743.46	\$583,599.38	\$597,619.88	\$663,638.31	\$2,654,554.00	22%
FRINGE BENEFITS	\$41,737.60	\$120,767.47	\$158,151.58	\$144,053.49	\$576,215.00	21%
CONTRACT EMPLOYMENT	\$4,898.81	\$13,852.45	\$0.00	\$8,447.97	\$33,792.00	41%
PAYROLL PROCESSING	\$398.57	\$2,129.35	\$1,841.45	\$1,399.98	\$5,600.00	38%
RECRUITMENT-ADVERTISING	\$1,000.00	\$1,315.00	\$0.00	\$249.99	\$1,000.00	132%
PERSONNEL EXPENSES	\$77.00	\$231.00	\$314.50	\$375.00	\$1,500.00	15%
TOTAL PERSONNEL EXPENSES	<u>\$264,855.44</u>	<u>\$721,894.65</u>	<u>\$757,927.41</u>	<u>\$818,164.74</u>	<u>\$3,272,661.00</u>	<u>22%</u>
FOOD EXPENSE						

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2022 03/31/2022	CURRENT YTD ACTUAL 01/01/2022 03/31/2022	LAST YTD ACTUAL 01/01/2021 03/31/2021	PROJECTION TO DATE 01/01/2022 03/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
AGENCIES						
WHOLESALE FOOD	\$686,143.38	\$1,440,256.79	\$336,348.91	\$602,604.69	\$2,410,419.00	60%
TEFAP	\$249,260.33	\$521,085.02	\$729,930.90	\$332,116.98	\$1,328,468.00	39%
TOTAL AGENCIES	\$935,403.71	\$1,961,341.81	\$1,066,279.81	\$934,721.67	\$3,738,887.00	52%
MOBILE FOOD PANTRIES						
MFP SHARED MAINTENANCE	\$1,146.84	\$1,681.60	\$514.52	\$2,493.00	\$9,972.00	17%
WHOLESALE FOOD	\$59,074.55	\$197,324.34	\$220,493.84	\$226,130.46	\$904,522.00	22%
TEFAP	\$115,955.20	\$343,189.57	\$504,344.62	\$230,793.00	\$923,172.00	37%
TOTAL MOBILE FOOD PANTRIES	\$176,176.59	\$542,195.51	\$725,352.98	\$459,416.46	\$1,837,666.00	30%
YOUTH PROGRAMS						
SHARED MAINTENANCE	\$795.66	\$893.52	\$3,701.94	\$6,022.71	\$24,091.00	4%
WHOLESALE FOOD	\$7,703.25	\$30,714.89	\$63,523.81	\$83,574.21	\$334,297.00	9%
TEFAP	\$30,057.86	\$84,951.02	\$60,079.14	\$18,439.74	\$73,759.00	115%
TOTAL YOUTH PROGRAMS	\$38,556.77	\$116,559.43	\$127,304.89	\$108,036.66	\$432,147.00	27%
TOTAL FOOD EXPENSE	\$1,150,137.07	\$2,620,096.75	\$1,918,937.68	\$1,502,174.79	\$6,008,700.00	44%
OTHER FOOD EXPENSES						
OTHER FOOD/PROGRAM						
TURKEY DRIVE	\$0.00	\$0.00	\$0.00	\$31,999.98	\$128,000.00	0%
INTERAFFILIATE	\$0.00	\$0.00	\$0.00	\$2,499.99	\$10,000.00	0%
HEALTHY HARVEST	\$10,451.63	\$16,197.32	\$31,942.00	\$30,543.24	\$122,173.00	13%
MILK DRIVE	\$0.00	\$0.00	\$0.00	\$249.99	\$1,000.00	0%
VENISON PROCESSING	\$582.00	\$5,044.62	\$3,336.00	\$2,749.98	\$11,000.00	46%
DISASTER RELIEF	\$0.00	\$0.00	\$18,729.92	\$0.00	\$0.00	0%
HOLIDAY FOOD	\$0.00	\$0.00	\$85,966.37	\$21,073.98	\$84,296.00	0%
INVENTORY ADJUSTMENT	\$0.00	(\$339.42)	\$2,856.21	\$624.99	\$2,500.00	(14%)
AGENCY LINE OF CREDIT	\$0.00	\$144.30	\$105.75	\$1,080.00	\$4,320.00	3%
MEDICALLY TAILORED FOOD BOXES	\$0.00	\$0.00	\$0.00	\$11,250.00	\$45,000.00	0%
EMERGENCY FOOD BOXES	\$0.00	\$0.00	\$0.00	\$124.98	\$500.00	0%
TOTAL OTHER FOOD/PROGRAM	\$11,033.63	\$21,046.82	\$142,936.25	\$102,197.13	\$408,789.00	5%
PRODUCT ACQUISITION FREIGHT						
PRODUCT FREIGHT	\$0.00	\$8,550.00	\$4,200.00	\$28,500.00	\$114,000.00	8%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$8,290.00	\$5,937.48	\$23,750.00	0%
TOTAL PRODUCT FREIGHT	\$0.00	\$8,550.00	\$12,490.00	\$34,437.48	\$137,750.00	6%
TOTAL OTHER FOOD EXPENSES	\$11,033.63	\$29,596.82	\$155,426.25	\$136,634.61	\$546,539.00	5%
DONATED PRODUCT						
DONATED PRODUCT	\$279,609.04	\$967,800.05	\$1,616,149.92	\$1,677,126.75	\$6,708,507.00	14%
TOTAL DONATED PRODUCT	\$279,609.04	\$967,800.05	\$1,616,149.92	\$1,677,126.75	\$6,708,507.00	14%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2022 03/31/2022	CURRENT YTD ACTUAL 01/01/2022 03/31/2022	LAST YTD ACTUAL 01/01/2021 03/31/2021	PROJECTION TO DATE 01/01/2022 03/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
WAREHOUSE / DISTRIBUTION						
VEHICLE						
	\$5,073.71	\$13,065.83	\$9,887.44	\$15,031.20	\$60,125.00	22%
TRUCK WRAP AND DESIGN	\$0.00	\$0.00	\$6,260.00	\$0.00	\$0.00	0%
TOTAL	\$6,755.85	\$30,847.78	\$30,795.72	\$30,196.68	\$120,787.00	26%
WAREHOUSE	\$6,639.63	\$18,683.42	\$19,158.99	\$14,506.20	\$58,025.00	32%
PRODUCTION ROOM	\$8,768.54	\$12,464.69	\$19,532.67	\$6,750.00	\$27,000.00	46%
TOTAL WHRS / DISTRIB	\$22,164.02	\$61,995.89	\$69,487.38	\$51,452.88	\$205,812.00	30%
GENERAL OPERATIONS						
BUILDING	\$17,068.47	\$45,939.05	\$50,385.57	\$46,411.65	\$185,647.00	25%
GENERAL OFFICE	\$12,698.07	\$28,875.08	\$36,551.23	\$34,365.75	\$137,466.00	21%
TECHNOLOGY/SERVICES	\$818.91	\$14,917.99	\$16,755.46	\$23,960.55	\$95,843.00	16%
STAFF EXPENSES	\$7,998.35	\$11,340.25	\$4,968.49	\$15,144.51	\$60,580.00	19%
CONTRACT SERVICES	\$50,221.72	\$124,321.55	\$115,284.03	\$107,242.38	\$428,970.00	29%
TOTAL GENERAL OPERATIONS	\$88,805.52	\$225,393.92	\$223,944.78	\$227,124.84	\$908,506.00	25%
DEVELOPMENT/PR						
SPECIAL EVENTS	\$378.79	\$1,332.78	\$3,398.04	\$6,362.46	\$25,450.00	5%
DIRECT MAIL	\$0.00	\$0.00	\$23,641.05	\$96,085.98	\$384,344.00	0%
GEN. DEVELOPMENT / PR EXPENSE						
TURKEY DRIVE	\$0.00	\$0.00	\$0.00	\$174.99	\$700.00	0%
	\$1,256.25	\$5,431.25	\$19,654.92	\$22,775.94	\$91,104.00	6%
TOTAL DEVELOPMENT/PR	\$1,635.04	\$6,764.03	\$46,694.01	\$125,224.38	\$500,898.00	1%
ADVOCACY & EDUCATION						
ADVOCACY GROUP/SPEAKERS	\$0.00	\$0.00	\$500.00	\$5,749.98	\$23,000.00	0%
TOTAL ADVOCACY & EDUCATION	\$0.00	\$0.00	\$500.00	\$5,749.98	\$23,000.00	0%
AGENCY CAPACITY BUILDING						
OPERATION SUPPORT	\$0.00	\$0.00	\$0.00	\$39,603.24	\$158,413.00	0%
OPERATION SUPPORT- PASS THROUGH	\$19,968.00	\$32,908.00	\$0.00	\$34,103.49	\$136,414.00	24%
SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$549.99	\$2,200.00	0%
TOTAL CAPACITY BUILDING	\$19,968.00	\$32,908.00	\$0.00	\$74,256.72	\$297,027.00	11%
STRATEGIC INVESTMENT						
SIF EXPENSES	\$30,547.54	\$69,941.30	\$0.00	\$65,196.33	\$260,786.00	27%
TOTAL STRATEGIC INVESTMENT	\$30,547.54	\$69,941.30	\$0.00	\$65,196.33	\$260,786.00	27%
TOTAL EXPENSES	\$1,868,755.30	\$4,736,391.41	\$4,789,067.43	\$4,683,106.02	\$18,732,436.00	25%
NET OPERATING + SIF SURPLUS/DEFICT	\$164,973.36	\$241,023.91	\$639,932.93	(\$67,324.59)	(\$269,308.00)	(89%)

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2022 03/31/2022	CURRENT YTD ACTUAL 01/01/2022 03/31/2022	LAST YTD ACTUAL 01/01/2021 03/31/2021	PROJECTION TO DATE 01/01/2022 03/31/2022	FULL YR PROJECT. 01/01/2022 12/31/2022	% TO FULL YEAR PROJECTION
STRATEGIC ALLOCATIONS						
PERSONNEL	\$3,568.25	\$10,704.75	\$13,143.27	\$10,704.75	\$42,819.00	25%
STRATEGIC ALLOCATIONS	\$3,568.25	\$10,704.75	\$13,143.27	\$10,704.75	\$42,819.00	25%
CAPITAL EXPENSES						
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	\$15,547.25	\$0.00	\$0.00	0%
CAPITAL EXP.	\$0.00	\$0.00	\$15,547.25	\$0.00	\$0.00	0%
NET BEFORE NON-OPERATING	\$168,541.61	\$251,728.66	\$637,528.95	(\$56,619.84)	(\$226,489.00)	(111%)
NON-OPERATING ADJUST.						
DEPRECIATION/AMORTIZATION	(\$31,495.47)	(\$94,486.41)	(\$98,711.32)	\$0.00	\$0.00	0%
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	(\$15,547.25)	\$0.00	\$0.00	0%
INVESTMENT GAIN/LOSS	(\$34,167.96)	(\$158,279.46)	\$126,031.89	\$0.00	\$0.00	0%
RELEASE FROM TEMP RESTRICT	(\$3,568.25)	(\$10,704.75)	(\$13,143.27)	\$0.00	\$0.00	0%
TOTAL NON-OPER ADJUST	(\$69,231.68)	(\$263,470.62)	\$29,724.55	\$0.00	\$0.00	0%
NET SURPLUS/(DEFICIT)	\$99,309.93	(\$11,741.96)	\$667,253.50	(\$56,619.84)	(\$226,489.00)	5%

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

% to Budget Guideline (Month 3 of 12): 25%

YTD Actual to Budget: 27% Total Income
 25% Total Expenses

LAST YTD: 41% Total Income
 35% Total Expenses

OVERALL

- RRP – 50,789 ready-made individual meals served totaling \$916,797
- HPNAP SM tracking low, moved \$60k to wholesale foods
- Board approved SIF budget - \$1,127,369 (Q1 adj's)
- Program management software investment of \$6,750 (Q1 adj's)
- Upgrade Fuel system software \$7,300 (Q1 adj's)

INCOME STATEMENT:

(Percentages Relate to Budget Projection)

Revenue Items:

Agency Food: 51%	Above target. RRP and HPNAP LA 100% completed 3/31/22 <small>RRP: Restaurant Resiliency Program Program HPNAP LA: Hunger Prevention & Nutrition Assistance Program Legislative Award</small>
MFP Food: 28%	Above target. TEFAP is strong. <small>TEFAP: The Emergency Food Assistance Program</small>
Youth Programs Food: 80%	Above target. TEFAP! <small>TEFAP: The Emergency Food Assistance Program</small>
Donated Product: 14%	Below target. Donated loads are scarce.
HPNAP General Operating: 17%	Below target. Operating & JSY income are vouchered incrementally. Some seasonal components here. Transportation Grant is usually expended in the first half of the year, while Operations Support will mostly be spent in the second half.
Other Contracts/Programs: 53%	Above target. Build Back Better supplemental funding received from TEFAP and RRP admin.
Fund-Raising/Donations: 19.56%	Below target with seasonal average of 22.43% <i>*Please note that seasonal comparisons for the individual lines can be accomplished by looking at 2021 Y-T-D totals (we only have three years of history with the "new" fundraising categories, and 2020 is skewed due to COVID)</i>
Other Income: 14%	Below target. Most income in this line come from pallet and recycling. Interest income remains steady at around \$300 per month.

EXPENSE ITEMS:

Personnel: 22%	Below target. Still due to turnover/vacancies.
Agency Food: 52%	Above target. NNY, RRP, and TEFAP. RRP 100% complete
MFP Food: 30%	Above target. TEFAP is strong.
Youth Programs Food: 27%	On target.
Other Program Food: 5%	Below target, as expected. Highly seasonal group with Turkey Drive and Healthy Harvest spending occurring later in the year.
Product Acquisition Freight: 6%	Below target. This number is dependent on the availability of quality donated loads.
Donated Product: 14%	Below target. Donated loads are scarce.
Warehouse/Distribution: 30%	Above target. Purchase of pallet jack 50% funded by ESD, and we paid all vehicle use tax in January.
General Operations: 25%	On target.
Development/PR: 1%	Below target. Highly seasonal cost centers in the Development Dept. with Direct Mail and Advertising/Promo being heavy in Q4 investment.
Advocacy & Education: 0%	Below target, as expected. Seasonal / Event-driven.
Operation Support: 11%	On target, as expected. Operations Support is generally spent during the second half of the year. 11% is CHOW passthrough

Non-Operating ITEMS:

Strategic Allocations: %	
Personnel: 25%	On target and internally controlled. Truck Campaign allocations will end this year.
SIF: 27%	On target. SIF budget lines will be adjusted in Q1. Programs are still ramping up.

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.

COMMUNIS

FBST

ACCOUNT NAME: CC-FOOD BANK ENDOWMENT

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER
SUMMARY FROM 03/01/2022 TO 03/31/2022

	ALESCO	TOTAL
BEGINNING BALANCE	110,323.53	110,323.53
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	0.00	0.00
INCOME	289.46	289.46
FEES	(27.58)	(27.58)
REALIZED GAINS (LOSSES)	98.83	98.83
UNREALIZED GAINS (LOSSES)	333.49	333.49
ENDING BALANCE	111,017.73	111,017.73

REPORT PRODUCED BY:



BNY MELLON

CATHOLIC CHARITIES

215 E. CHURCH STREET
ELMIRA

NY 14901

Questions on your statement?

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

FB ST

COMMUNIS

ACCOUNT NAME: CC-FOOD BANK - SOUTHERN TIER

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER
SUMMARY FROM 03/01/2022 TO 03/31/2022

	ALESCO	TOTAL
BEGINNING BALANCE	3,112,943.41	3,112,943.41
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	0.00	0.00
INCOME	8,167.56	8,167.56
FEES	(778.24)	(778.24)
REALIZED GAINS (LOSSES)	2,788.53	2,788.53
UNREALIZED GAINS (LOSSES)	9,410.01	9,410.01
ENDING BALANCE	3,132,531.27	3,132,531.27

REPORT PRODUCED BY:

CATHOLIC CHARITIES

215 E. CHURCH STREET
ELMIRA

NY 14901

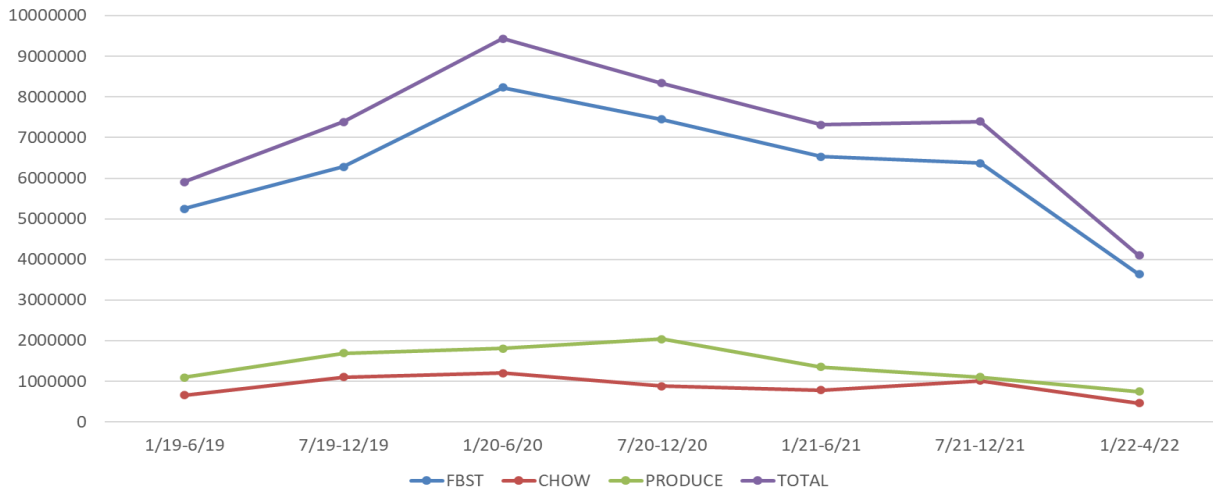


Questions on your statement?

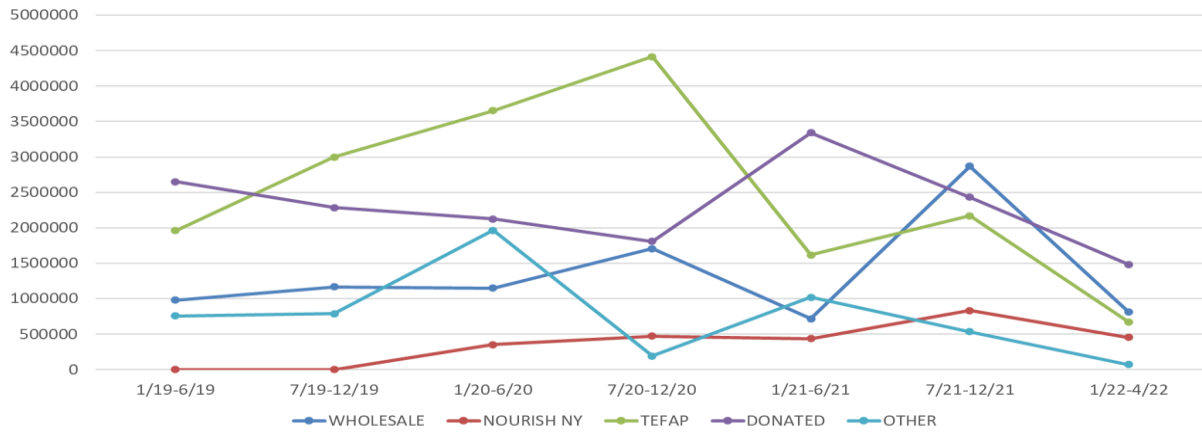
Contact Mary Ziarniak at 328.3228x1263, 1.800.388.1711x1263 or mary.ziarniak@dor.org

Operations Dashboard

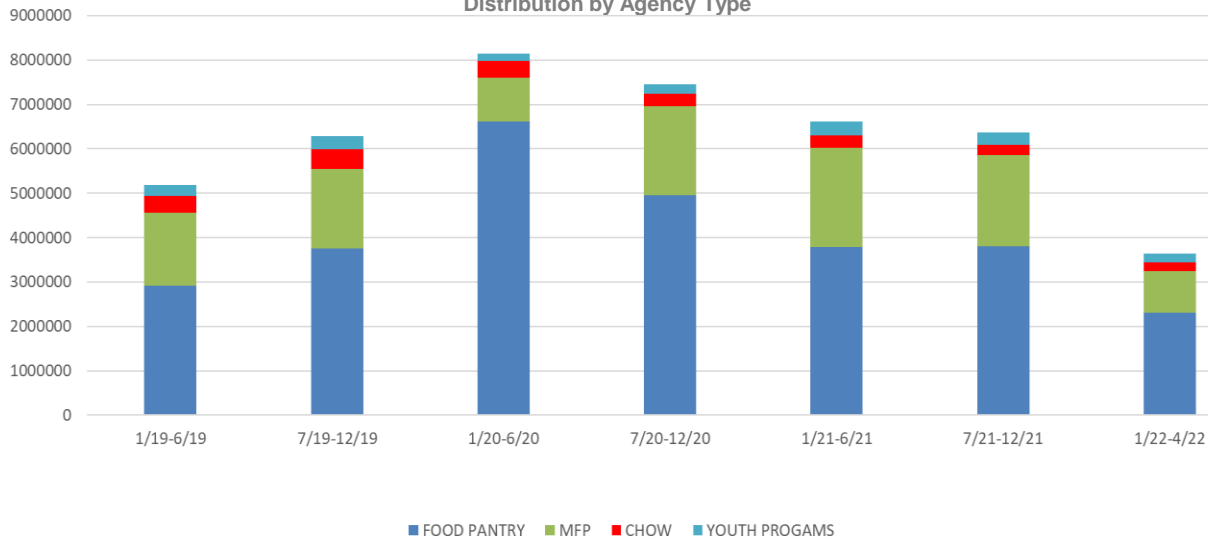
Total Pounds FBST + CHOW



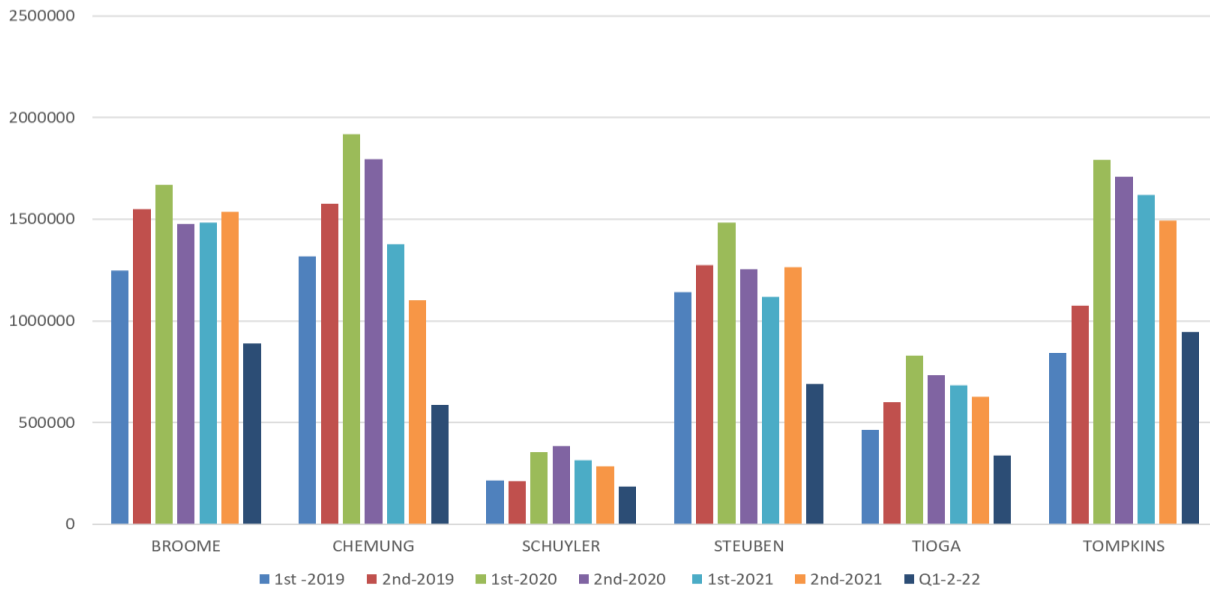
Total Receipts



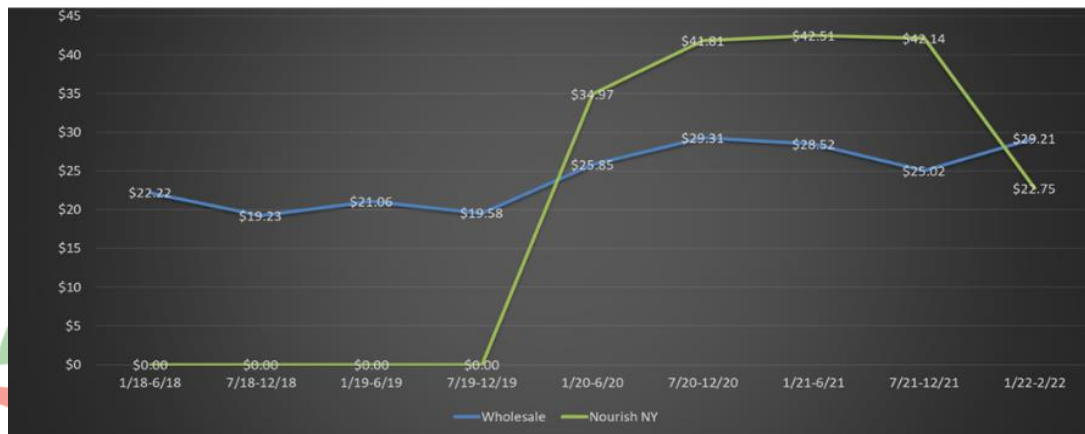
Distribution by Agency Type



YOY Distribution by County

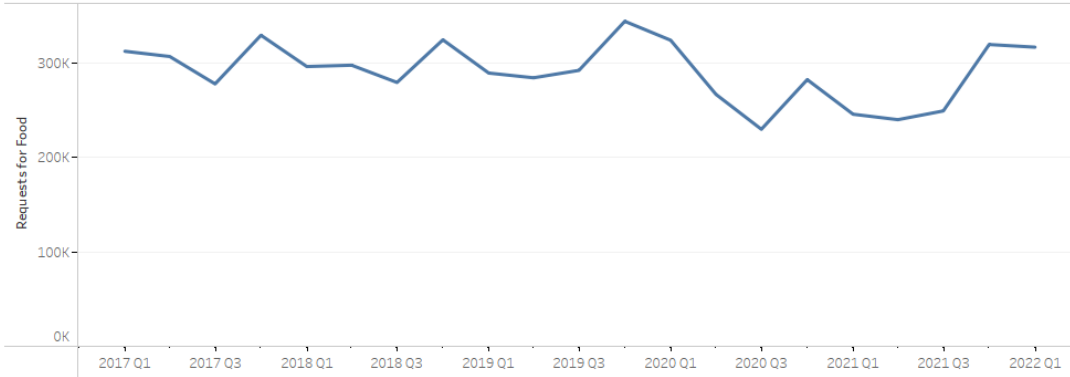


Cost of goods –February 2022.



People Served

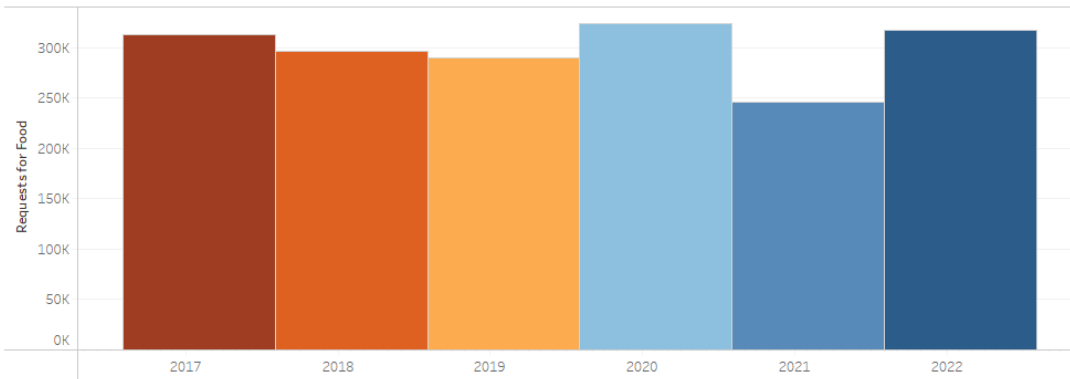
Requests for Food: All Programs & Partners



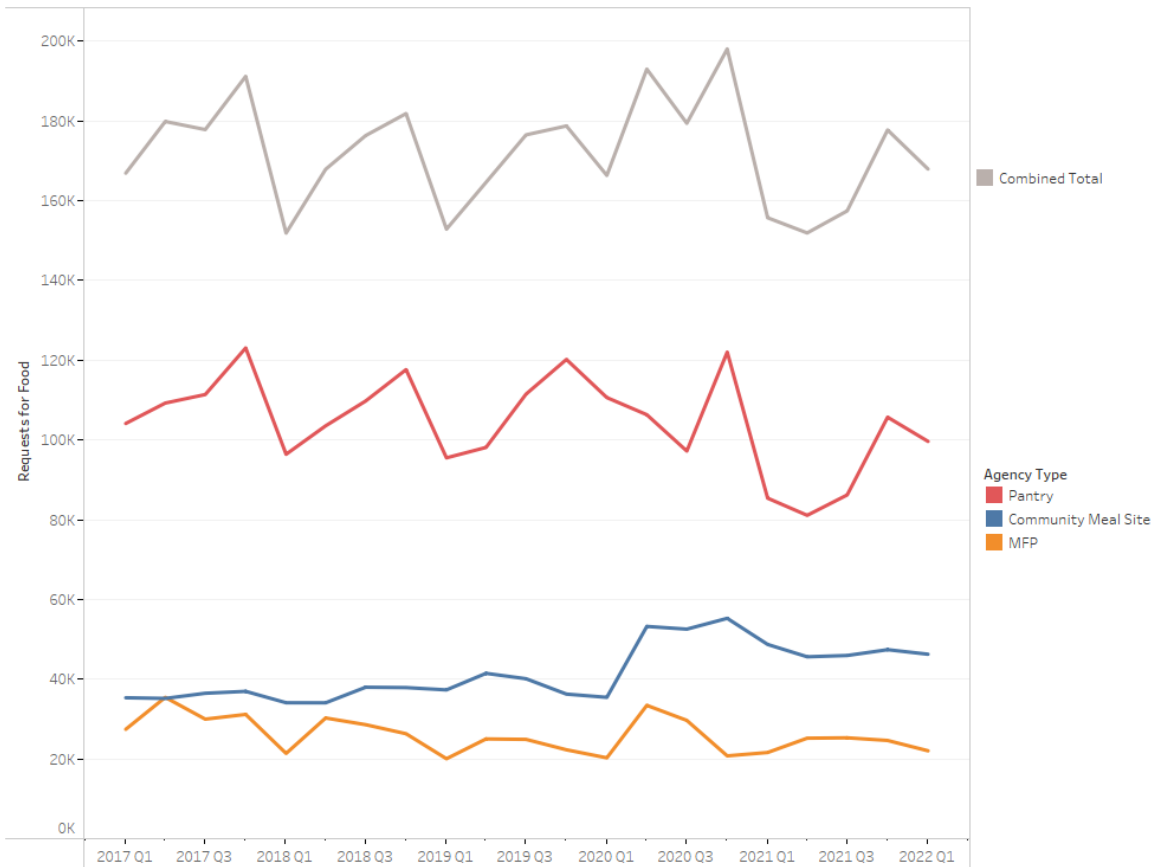
Looking at **Q1 2022** requests for food at **all programs & partners**, we saw:

- **29% increase** compared to Q1 2021
- **9% increase** compared to Q1 2019 (pre-covid)

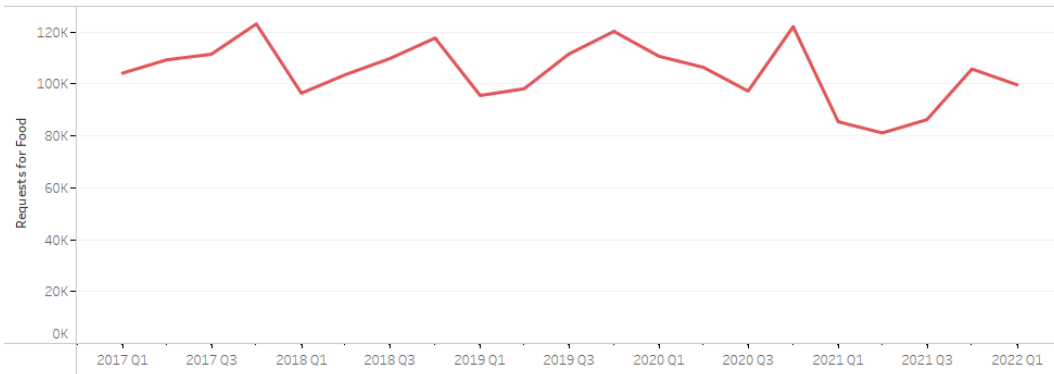
Q1



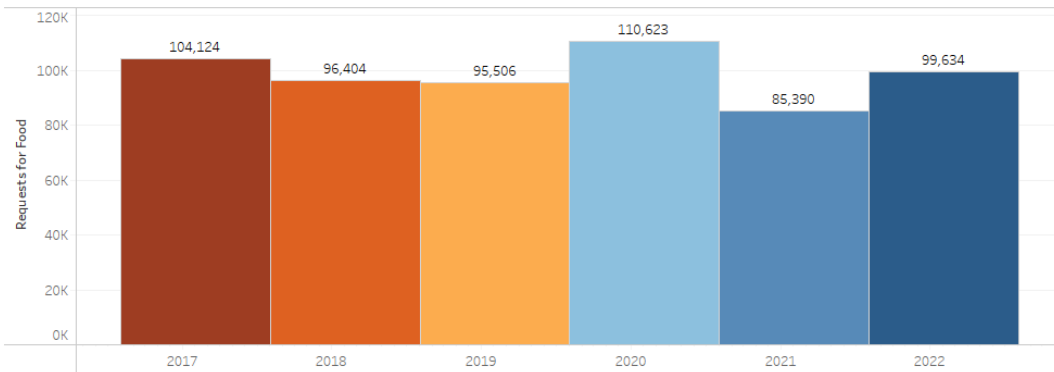
Requests for Food: Pantry, MFP, Community Meal Sites



Requests for Food: Pantry



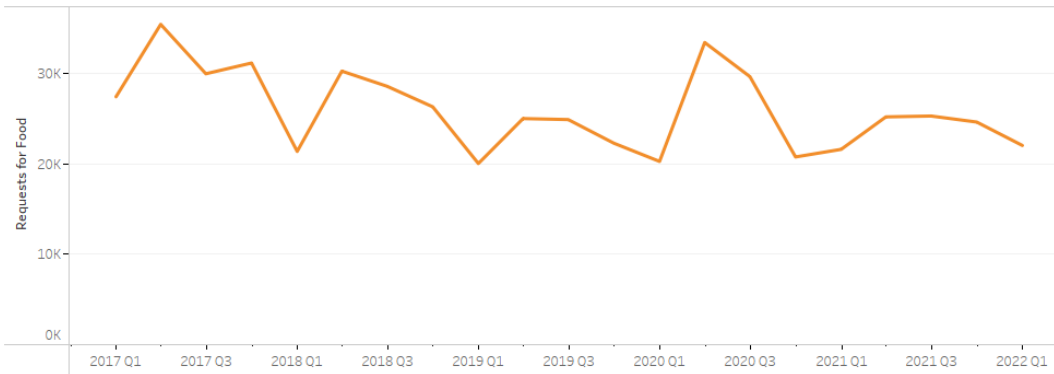
Q1



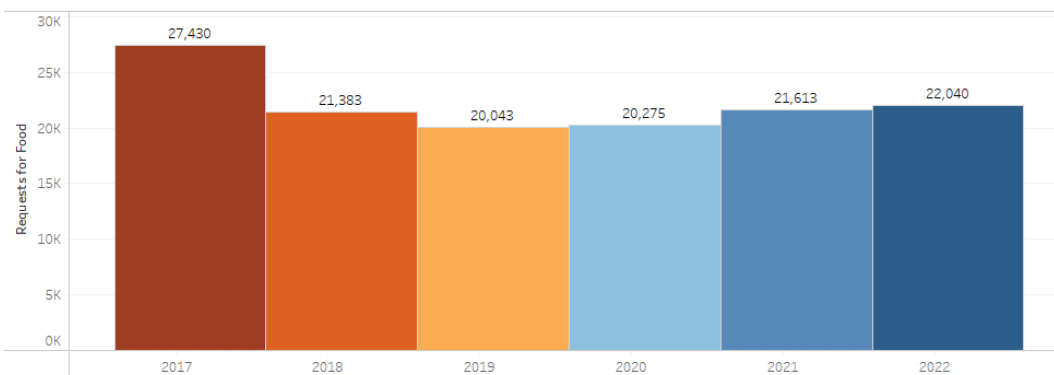
Looking at **Q1 2022** requests for food at **pantries**, we saw:

- **17% increase** compared to Q1 2021
- **4% increase** compared to Q1 2019 (pre-covid)

Requests for Food: Mobile Food Pantry



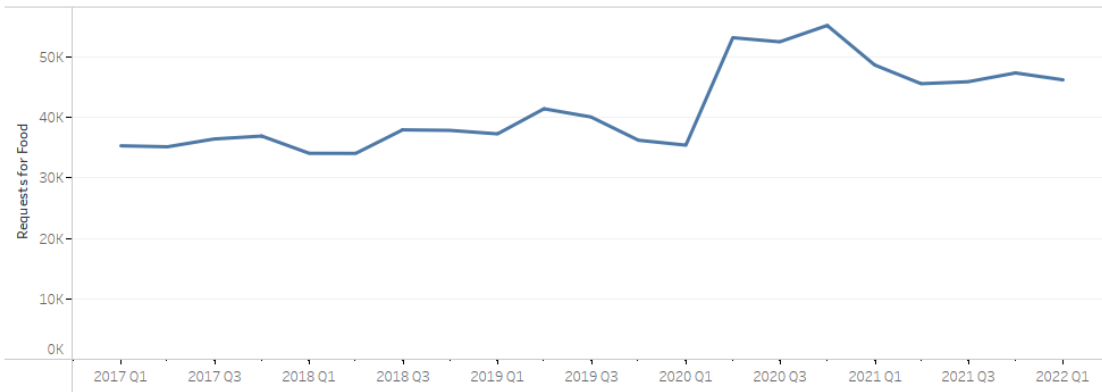
Q1



Looking at **Q1 2022** requests for food at **MFP**, we saw:

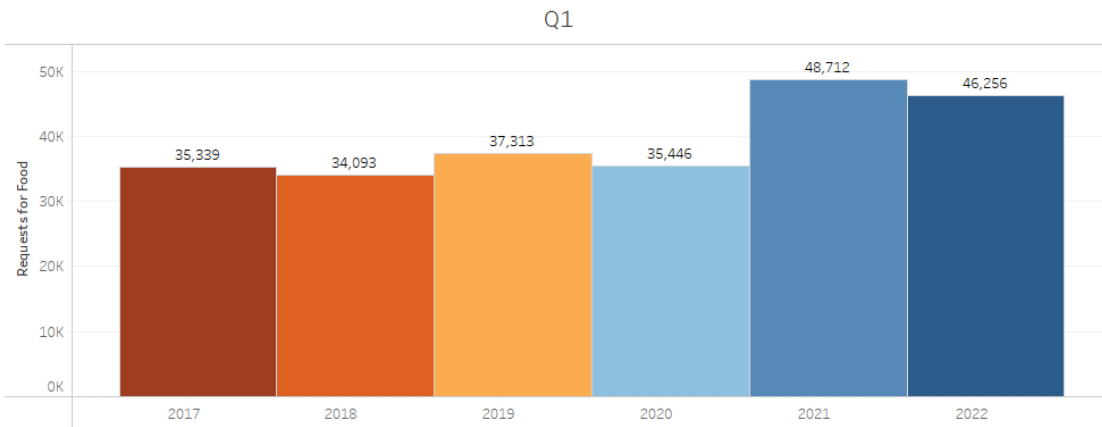
- **2% increase** compared to Q1 2021
- **10% increase** compared to Q1 2019 (pre-covid)

Requests for Food: Community Meal Sites

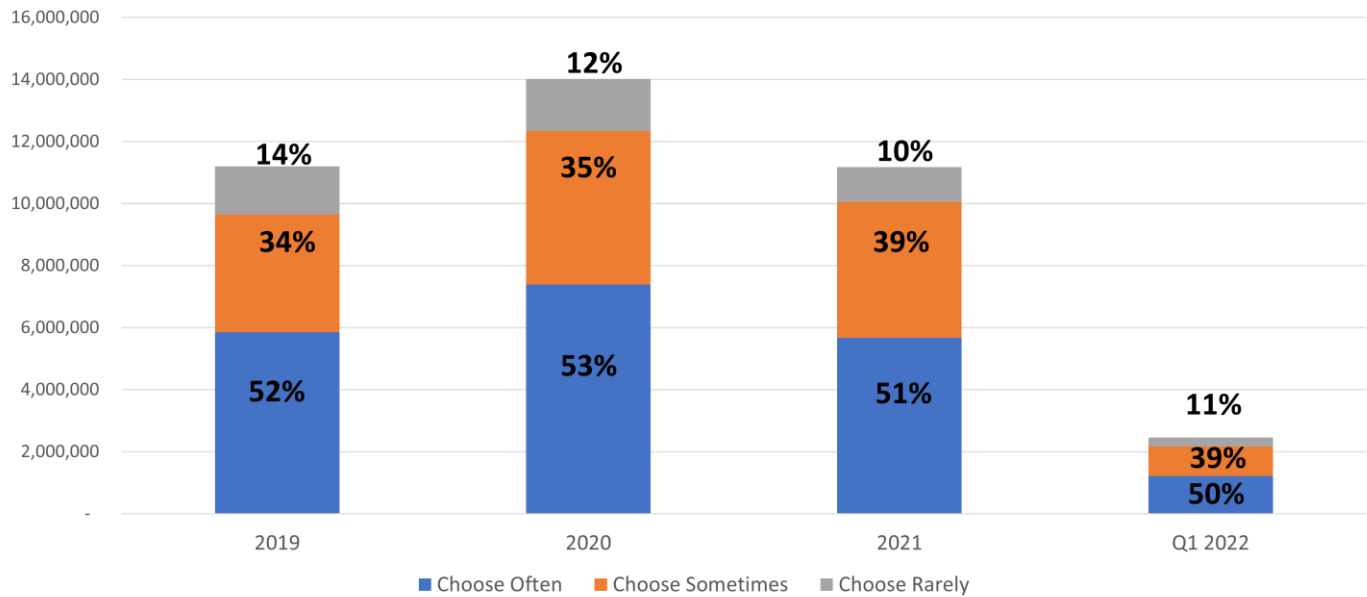


Looking at **Q1 2022** requests for food at **Community Meal Sites**, we saw:

- **5% decrease** compared to Q1 2021
- **24% increase** compared to Q1 2019 (pre-covid)



Distributed Food Pounds by Nutrition Ranking

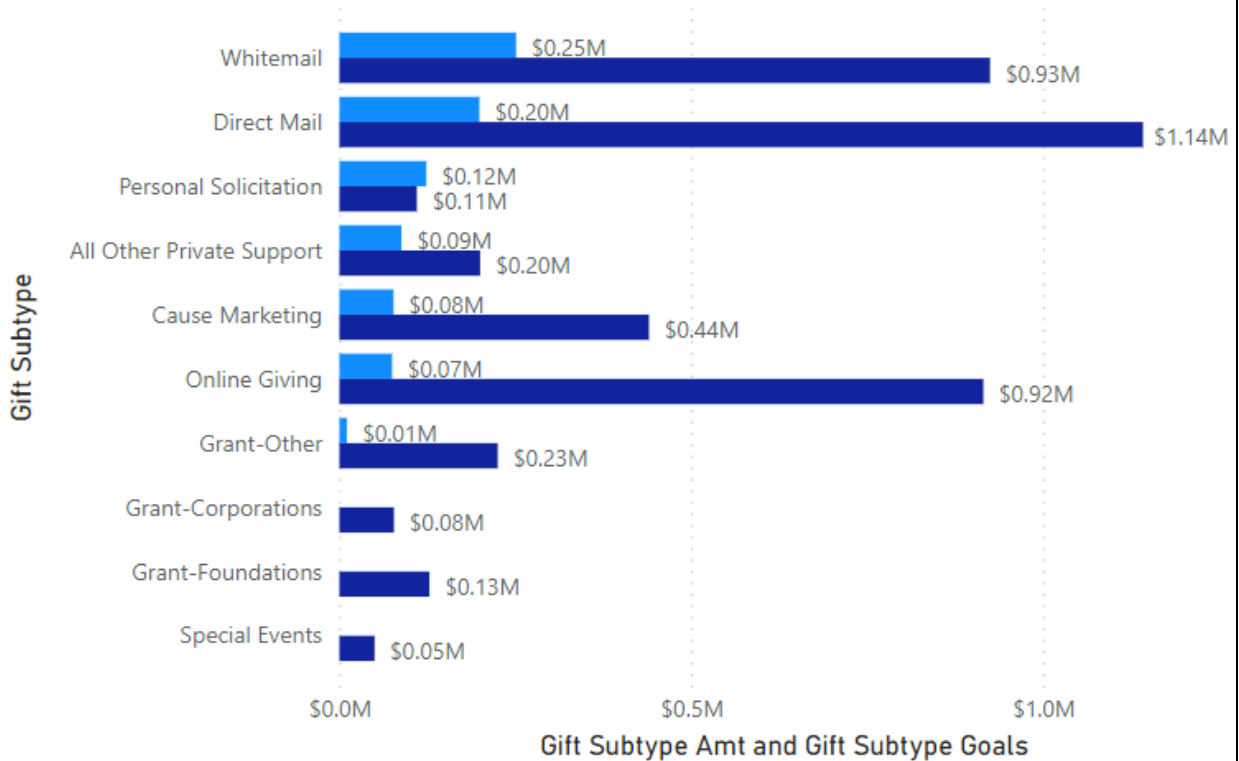


2022 Cumulative Giving

\$824,055

2022 Giving by Method Actual vs. Budget Goal

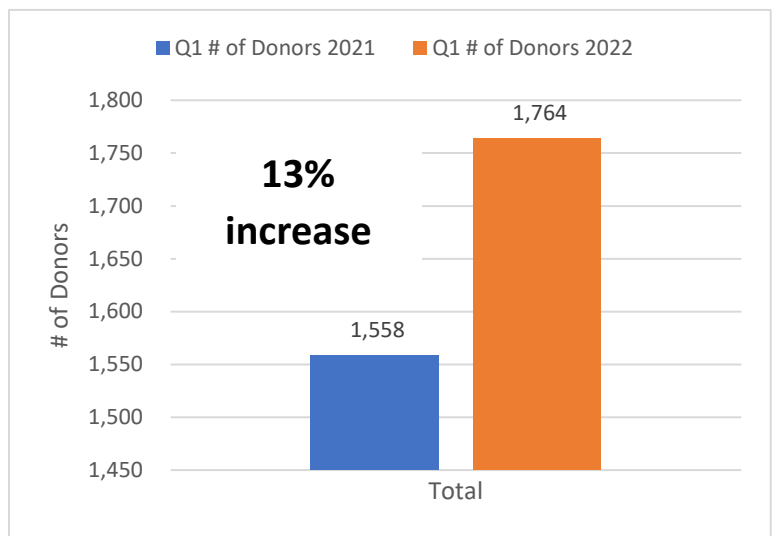
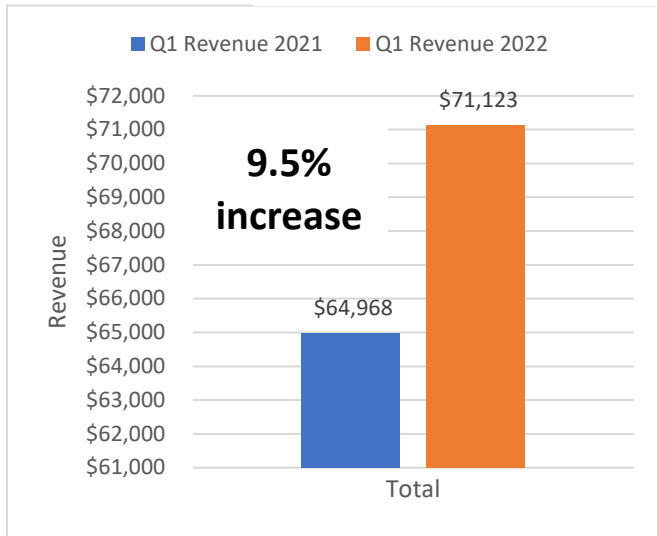
● Gift Subtype Amt ● Gift Subtype Goals



Giving by Fund Description

Fund Description	2022
▲	
⊕ Child Hunger	\$5,336.35
⊕ MFP	\$790
⊕ Restricted	\$5,000
⊕ Senior	\$1,376
⊕ SIF-Client Driven Services	\$10,000
⊕ SIF-General	\$28,200
⊕ SIF-Good Food Acquisition	\$0
⊕ SIF-Healthcare Partnerships	\$0
⊕ SIF-Program/Agency Capacity Building	\$34,000
⊕ SIF-Service Insights	\$25,049.62
⊕ Unrestricted	\$714,303.12

Full Plate Partners (recurring gift) Program



Food Bank of the Southern Tier Gift Table

Last Update on
Apr 27, 2022 2:12 AM

Year	2021			2022			
	Gift Amount Range	Total Giving	Average Gift	Donor Count	Total Giving	Average Gift	Donor Count
▲	\$100,000+	\$1,335,135	\$31,789	7	\$0	\$0	0
	\$75,000 - \$99,999	\$90,570	\$1,313	1	\$0	\$0	0
	\$50,000 - \$74,999	\$399,779	\$8,329	7	\$100,000	\$50,000	2
	\$25,000 - \$49,999	\$481,993	\$7,303	15	\$91,687	\$4,366	3
	\$12,000 - \$24,999	\$351,924	\$1,852	22	\$115,421	\$8,879	7
	\$5,000 - \$11,999	\$566,335	\$2,790	79	\$147,619	\$3,690	21
	\$2,500 - \$4,999	\$338,685	\$715	106	\$49,721	\$1,989	15
	\$1,000 - \$2,499	\$814,270	\$287	597	\$126,367	\$529	98
	\$.01 - \$999	\$1,657,960	\$60	10,738	\$408,042	\$58	3,877
	Total	\$6,036,651	\$191	11,572	\$1,038,857	\$141	4,023

Food Bank of the Southern Tier

	2022 Q1 Adjusted	2022 Original	Variance	% Change Q2 vs. Q1
REVENUE				
FOOD DISTRIBUTION				
AGENCIES				
SHARED MAINTENANCE	\$69,250	\$112,700	(\$43,450)	-39%
WHOLESALE FOOD	\$2,722,462	\$2,459,243	\$263,219	11%
TEFAP FOOD	\$1,328,468	\$1,328,468	\$0	0%
TOTAL AGENCY FOOD	\$4,120,180	\$3,900,411	\$219,769	6%
MOBILE FOOD PANTRIES				
SHARED MAINTENANCE	\$129,972	\$161,756	(\$31,784)	-20%
WHOLESALE FOOD	\$887,654	\$887,654	\$0	0%
TEFAP FOOD	\$923,172	\$923,172	\$0	0%
TOTAL MOBILE FOOD PANTRIES	\$1,940,798	\$1,972,582	(\$31,784)	-2%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$25,163	\$25,163	\$0	0%
WHOLESALE FOOD	\$8,000	\$8,000	\$0	0%
TEFAP FOOD	\$95,000	\$73,759	\$21,241	29%
TOTAL YOUTH PROGRAMS	\$128,163	\$106,922	\$21,241	20%
TOTAL FOOD DISTRIBUTION	\$6,189,141	\$5,979,915	\$209,226	3%
DONATED PRODUCT				
DONATED PRODUCT	\$6,708,507	\$6,708,507	\$0	0%
TOTAL DONATED PRODUCT	\$6,708,507	\$6,708,507	\$0	0%
GRANTS / PROGRAMS				
HPNAP GENERAL OPERATING				
OPERATIONS SUPPORT	\$158,413	\$158,413	\$0	0%
OPERATIONS SUPPORT SEED GRANT	\$0	\$0	\$0	#DIV/0!
AGENCY SANITATION SUPPLIES	\$2,200	\$2,200	\$0	0%
TRANSPORTATION GRANT	\$23,750	\$23,750	\$0	0%
OPERATING INCOME (HPNAP)	\$371,761	\$361,027	\$10,734	3%
OPERATING INCOME (HPNAP) COLA	\$0	\$0	\$0	#DIV/0!
OPERATING INCOME (JSY)	\$129,675	\$129,675	\$0	0%
TOTAL HPNAP OPERATING	\$685,799	\$675,065	\$10,734	2%
OTHER GRANTS / PROGRAMS				
CHEMUNG COUNTY	\$30,000	\$30,000	\$0	0%
NOEP	\$66,000	\$66,000	\$0	0%
TEFAP ADMIN	\$283,894	\$283,894	\$0	0%
NNY ADMIN	\$292,877	\$295,836	(\$2,959)	-1%
NNY CHOW	\$136,414	\$136,414	\$0	0%
PROGRAM / OTHER	\$231,998	\$0	\$231,998	#DIV/0!
RRP ADMIN	\$104,019	\$37,500	\$66,519	177%
VENISON PROGRAM	\$11,000	\$11,000	\$0	0%
BACKPACK REIMBURSEMENT	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER GRANTS / PGMS	\$1,156,202	\$860,644	\$295,558	34%
TOTAL GRANTS / PROGRAMS	\$1,842,001	\$1,535,709	\$306,292	20%
FUNDRAISING / DONATIONS				
CAUSE MARKETING	\$440,000	\$440,000	\$0	0%
SPECIAL EVENTS	\$50,000	\$50,000	\$0	0%
DIRECT MAIL	\$1,142,405	\$1,142,405	\$0	0%
ONLINE GIVING	\$915,442	\$915,442	\$0	0%
PERSONAL SOLICITATION	\$110,000	\$110,000	\$0	0%
GENERAL DEVELOPMENT GRANTS	\$430,400	\$430,400	\$0	0%
WHITE MAIL	\$925,000	\$925,000	\$0	0%
ALL OTHER PRIVATE SUPPORT	\$200,000	\$200,000	\$0	0%
TOTAL FUNDRAISING/DONATIONS	\$4,213,247	\$4,213,247	\$0	0%

	2022 Q1 Adjusted	2022 Original	Variance	% Change Q2 vs. Q1
OTHER INCOME				
OTHER INCOME	\$25,750	\$25,750	\$0	0%
TOTAL OTHER INCOME	\$25,750	\$25,750	\$0	0%
TOTAL REVENUE	\$18,978,646	\$18,463,128	\$515,518	3%
EXPENSES				
PERSONNEL EXPENSES				
SALARIES	\$2,583,460	\$2,654,555	(\$71,095)	-3%
FRINGE BENEFITS	\$561,501	\$576,216	(\$14,715)	-3%
OTHER	\$48,700	\$41,892	\$6,808	16%
TOTAL PERSONNEL EXPENSES	\$3,193,661	\$3,272,663	(\$79,002)	-2%
FOOD EXPENSE				
AGENCIES				
WHOLESALE FOOD	\$2,652,962	\$2,394,979	\$257,983	11%
TEFAP FOOD	\$1,328,468	\$1,328,468	\$0	0%
TOTAL AGENCIES	\$3,981,430	\$3,723,447	\$257,983	7%
MOBILE FOOD PANTRIES				
MFP SHARED MAINTENANCE	\$9,972	\$9,972	\$0	0%
WHOLESALE FOOD	\$919,446	\$919,446	\$0	0%
TEFAP FOOD	\$923,172	\$923,172	\$0	0%
TOTAL MOBILE FOOD PANTRIES	\$1,852,590	\$1,852,590	\$0	0%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$24,091	\$24,091	\$0	0%
WHOLESALE FOOD	\$319,297	\$319,297	\$0	0%
TEFAP FOOD	\$95,000	\$73,759	\$21,241	29%
TOTAL YOUTH PROGRAMS	\$438,388	\$417,147	\$21,241	5%
TOTAL FOOD EXPENSE	\$6,272,408	\$5,993,184	\$279,224	5%
OTHER FOOD EXPENSES				
OTHER FOOD/PROGRAM				
OTHER FOOD/PROGRAM	\$378,789	\$423,789	(\$45,000)	-11%
TOTAL OTHER FOOD/PROGRAM	\$378,789	\$423,789	(\$45,000)	-11%
PRODUCT ACQUISITION FREIGHT				
PRODUCT FREIGHT	\$137,750	\$137,750	\$0	0%
TOTAL PRODUCT FREIGHT	\$137,750	\$137,750	\$0	0%
TOTAL OTHER FOOD EXPENSES	\$516,539	\$561,539	(\$45,000)	-8%
DONATED PRODUCT				
DONATED PRODUCT	\$6,708,507	\$6,708,507	\$0	0%
TOTAL DONATED PRODUCT	\$6,708,507	\$6,708,507	\$0	0%
WAREHOUSE / DISTRIBUTION				
VEHICLE	\$120,787	\$120,787	\$0	0%
WAREHOUSE	\$69,775	\$58,025	\$11,750	20%
PRODUCTION ROOM	\$27,000	\$27,000	\$0	0%
TOTAL WAREHOUSE / DISTRIBUTION	\$217,562	\$205,812	\$11,750	6%

	2022 Q1 Adjusted	2022 Original	Variance	% Change Q2 vs. Q1
GENERAL OPERATIONS				
BUILDING	\$185,647	\$185,647	\$0	0%
GENERAL OFFICE	\$146,716	\$137,966	\$8,750	6%
TECHNOLOGY/SERVICES	\$102,593	\$95,843	\$6,750	7%
STAFF EXPENSES	\$73,580	\$60,580	\$13,000	21%
CONTRACT SERVICES	\$434,453	\$428,970	\$5,483	1%
TOTAL GENERAL OPERATIONS	\$942,989	\$909,006	\$33,983	4%
DEVELOPMENT/PR				
SPECIAL EVENTS	\$25,450	\$25,450	\$0	0%
DIRECT MAIL	\$384,344	\$384,344	\$0	0%
GEN. DEVELOPMENT / PR EXPENSE	\$92,404	\$91,104	\$1,300	1%
TOTAL DEVELOPMENT/PR	\$502,198	\$500,898	\$1,300	0%
ADVOCACY & EDUCATION				
ADVOCACY & EDUCATION	\$23,000	\$23,000	\$0	0%
TOTAL ADVOCACY & EDUCATION	\$23,000	\$23,000	\$0	0%
AGENCY CAPACITY BUILDING				
OPERATION SUPPORT	\$377,527	\$297,027	\$80,500	27%
TOTAL HPNAP OPERATION SUPPORT	\$377,527	\$297,027	\$80,500	27%
TOTAL NON-SIF EXPENSES	\$18,754,391	\$18,471,635	\$282,755	2%
NET OPERATING SURPLUS/DEFICIT	\$224,255	(\$8,507)	\$232,763	-2736%
SIF				
SIF EXPENSES	\$1,388,155	\$260,786	\$1,127,369	432%
TOTAL SIF	\$1,388,155	\$260,786	\$1,127,369	432%
TOTAL EXPENSES	\$20,142,545	\$18,732,421	\$1,410,124	8%
NET OPERATING + SIF SURPLUS/DEFICIT	(\$1,163,899)	(\$269,293)	(\$894,606)	332%
NON-OPERATING ADJUSTMENTS				
CAPITAL ALLOCATIONS				
TRUCK CAMPAIGN ALLOCATIONS	\$42,819	\$42,819	\$0	0%
TOTAL CAPITAL ALLOCATIONS	\$42,819	\$42,819	\$0	0%
CAPITAL EXPENSES				
CAPITAL EQUIPMENT	\$0	\$0	\$0	#DIV/0!
EQUIPMENT/FURNITURE PURCHASES	\$0	\$0	\$0	#DIV/0!
CAPITAL IMPROVEMENTS	\$0	\$0	\$0	#DIV/0!
TOTAL CAPITAL EXPENSES	\$0	\$0	\$0	#DIV/0!
OTHER NON-OP ADJUSTMENTS				
BEQUESTS	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER NON-OP ADJUSTMENT	\$0	\$0	\$0	#DIV/0!
TOTAL NON-OPERATING ADJUSTMENT	\$42,819	\$42,819	\$0	0%
NET SURPLUS/DEFICIT	(\$1,121,080)	(\$226,474)	(\$894,606)	395%

2022 Budget Changes - First Quarter

Snapshot: Current projected Deficit is \$1,121,080. Not a ton of adjustments for Q1. The biggest revenue drivers are from RRP (Restaurant Resiliency Program) admin and the Flippo grant which helps fund the Pregnant & Postpartum program and the new Order Ahead SIF project. HPNAP SM (shared maintenance) is not tracking as forecasted therefore we moved \$60k into agency wholesale and offset some of the shortfalls with HPNAP operating income. On the expense side, we purchased a pallet jack (50% funded by ESD) upgraded the fuel equipment software, purchased new program management software, adjusted lines to actual, provided professional coaching for SLT (senior leadership team) members, and adjusted in board approved SIF budgets.

Beginning Operating Surplus/Deficit		(\$269,293)			
A/C #	A/C Name	Current \$\$	Adjusted \$\$	Change	Net Effect
31-4135-821	Agency HPNAP SM	\$85,450	\$42,000	(\$43,450)	
31-4135-823	MFP HPNAP SM	\$151,784	\$120,000	(\$31,784)	
31-3213-821	Agency HPNAP HF WH + PRODUCE	\$35,948	\$40,448	\$4,500	
31-4142-821	Agency HPNAP WH Revenue	\$437,343	\$497,343	\$60,000	
31-9313-821	Agency HPNAP WH Expense	\$437,343	\$497,343	(\$60,000)	
31-3211-XXX	Operating Income (HPNAP)	\$361,027	\$371,761	\$10,734	
HPNAP - reduced shared maintenance lines, moved most into wholesale, and increased operating income to help offset the loss of SM income					
31-4142-827	Agency NOURISH NY Revenue	\$826,732	\$809,965	(\$16,767)	
31-9311-827	Agency NOURISH NY Expense	\$826,732	\$809,965	\$16,767	
31-3206-821	NNY Administrative	\$295,836	\$292,877	(\$2,959)	
Budget to actual award for Phase 5 & 6 NNY					
31-4142-818	Agency Restaurant Resiliency Program Revenue	\$711,670	\$916,797	\$205,127	
31-9311-818	Agency Restaurant Resiliency Program Expense	\$711,670	\$916,797	(\$205,127)	
31-3211-818	Restaurant Resiliency Program Administrative	\$37,500	\$104,019	\$66,519	\$84,019
31-7729-818	Contract Services - Other	\$126,355	\$108,855	\$17,500	
Budget to actual					
31-4100-821	Agency HPNAP WH COLA Revenue	\$11,134	\$20,757	\$9,623	
31-9313-821	Agency HPNAP WH COLA Expense	\$11,134	\$20,757	(\$9,623)	\$736
31-3215-821	Agency HPNAP HF COLA	\$835	\$1,571	\$736	
HPNAP Legislative Award, budget to actual					
31-4158-507	Youth Program - TEFAP BackPack Revenue	\$73,759	\$95,000	\$21,241	
31-9308-507	Youth Program - TEFAP BackPack Expense	\$73,759	\$95,000	(\$21,241)	\$0
More TEFAP-friendly loads than anticipated					
31-3211-XXX	Program / Other Income	\$0	\$231,998	\$231,998	
31-9324-XXX	Program / Other Expenses (Passthrough)	\$0	\$80,500	(\$80,500)	\$151,498
\$7,765 ESD equipment purchases reimbursement \$85,569 is passthrough funds \$138,664 for general operations					
31-7100-XXX	Salaries	\$2,654,555	\$2,583,460	\$71,095	
31-7500-XXX	Fringe	\$576,216	\$561,501	\$14,715	\$79,002
31-7734-811	Contract Employment	\$33,792	\$40,600	(\$6,808)	
Moved two staff salaries into SIF project and adjusted contracted driver through staffing company					

31-9306-511	Medically Tailored Food Boxes	\$45,000	\$0	\$45,000	\$45,000	This expense is now part of a SIF project. Expense moved into SIF
31-9401-811	Equipment Maintenance	\$23,000	\$30,300	(\$7,300)	(\$11,750)	Upgraded fuel system software and purchases a new pallet jack 50% funded by ESD grant
31-8271-811	Equipment Purchases	\$11,000	\$15,450	(\$4,450)		
31-7852-XXX	Program & Educational	\$18,341	\$27,091	(\$8,750)	(\$8,750)	Flipp's grant to cover Pregnant & Postpartum home starter kits
31-7735-41	Licensing Fees	\$44,096	\$50,846	(\$6,750)	(\$6,750)	Asana program management licenses for 45 users
31-8621-XXX	Conference	\$15,000	\$19,000	(\$4,000)	(\$13,000)	CI P&P team conference and professional coaching for three SLT members
31-8721-XX	Staff Development	\$23,050	\$32,050	(\$9,000)		
31-7728-410	Accounting	\$194,898	\$209,332	(\$14,434)	(\$22,983)	Budget to actual
31-7733-410	Human Resources	\$36,701	\$43,757	(\$7,056)		
31-7724-410	Technology	\$31,853	\$30,697	\$1,156		
31-7737-410	Compliance	\$24,188	\$26,837	(\$2,649)		
31-8111-511	Public Relations	\$4,000	\$5,300	(\$1,300)	(\$1,300)	Stipends for Pregnant & Postpartum program funded by Flipp's
32-7100-XXX	Salaries	\$29,685	\$168,422	(\$138,737)	(\$1,127,369)	Board approved SIF funding
32-7500-XXX	Fringe	\$5,574	\$32,990	(\$27,416)		
32-9306-XXX	School Pantry Wholesale	\$12,200	\$150,000	(\$137,800)		
32-9305-701	Diaper Bank	\$7,625	\$55,069	(\$47,444)		
32-9304-XXX	Agency Food Line of Credit	\$3,050	\$10,000	(\$6,950)		
32-9306-706	Medically Tailored Food Boxes	\$5,490	\$39,600	(\$34,110)		
31-9311-XXX	Wholesale Food Purchases	\$0	\$220,060	(\$220,060)		
31-9333-XXX	Packing Supplies	\$0	\$10,100	(\$10,100)		
31-8271-XXX	Equipment Purchases	\$0	\$19,700	(\$19,700)		
32-7852-XXX	Program & Educational	\$4,424	\$33,000	(\$28,576)		
32-7735-XXX	Licensing Fees	\$13,254	\$5,500	\$7,754		
32-7904-XXX	Food & Beverages	\$0	\$39,500	(\$39,500)		
32-7729-XXX	Contract Services - Other	\$30,305	\$70,614	(\$40,309)		
32-8723-XXX	Client Driven Services	\$18,148	\$64,500	(\$46,352)		
32-9325-508	FBST Operations Support	\$131,031	\$469,100	(\$338,069)		
Net Operating Surplus/Deficit				(\$1,163,899)	(\$894,606)	
Beginning Non-Operating Adjustments			\$42,819			
Ending Non-Operating Adjustments			\$42,819	\$0		
Ending Total Surplus/Deficit				(\$1,121,080)	(\$894,606)	