

**FOOD BANK OF THE SOUTHERN TIER
FINANCE COMMITTEE MEETING
May 9, 2023
4:30 PM – 5:45 PM**

AGENDA

TOPIC	FACILITATOR	ACTION	TIME
1. Welcome and Call to Order	Shannon Matteson		2
2. Opening Prayer/Poem/Positivity	Linda Bruckner		2
3. Approval of February 14, 2023, Minutes	Shannon Matteson	Approve	1
4. March Financial Reports	Erica Loomis	Approve	10
a. Income Statement & Narrative			
b. Balance Sheet			
c. Cash Flow Report			
d. Communis Fund			
5. Review Q1 Dashboards	Erica Loomis	Review	10
6. Q1 Budget Updates	Erica Loomis	Approve	5
7. DOR Settlement Update	Karl Krebs/Steve Hoyt	Discuss	10
8. Other Business	Shannon Matteson	Discuss	5

Next Meeting

August 8, 2023

4:30 PM – 6:00 PM

Opening Prayer/Poem/Positivity: Tricia Khan

Food Bank of the Southern Tier
 Finance & Audit Committee Meeting Minutes
 Tuesday, February 14th, 4:30-5:30 pm (Via Zoom)

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

1. **Welcome and Call to Order:** Chairman Steve Hoyt called the meeting to order at 4:30 pm.
2. **Prayer/Poem/Positivity:** Vice Chair Shannon Matteson read the poem “The Struggle” by Edgar Albert Guest.
3. **Approval of December 13, 2022 Minutes**

*Linda Bruckner made a motion to approve the December 13, 2022 minutes.
 Shannon Matteson seconded. All were in favor. None opposed.*

4. **December & Year End Financial Reports**

*Linda Bruckner made a motion to approve the December and Year End financials.
 Karl Krebs seconded. All were in favor. None opposed.*

5. **2022 Recap**

There is a preliminary surplus for 2023 of almost \$220,000. Fundraising exceeded the budget by \$860,000. Figures for 2022 were reviewed. At the end of Q1, there was a projected deficit of \$1.1M due to the Board approved SIF budget. Revenue drivers in Q1 were from the Restaurant Resilience Program, a ESD reimbursement, and the FLPPS fund.

In Q2, the budget ended with a deficit of \$916,000. We were awarded a \$1.8M HPNAP LA grant, the cost of food went up by 20% and there was a decrease in donated product. The Board also approved staff bonuses of \$28K and the cost of direct mail increased by \$51K due to an increase in paper and postage costs.

In Q3, there was a deficit of \$789,000, with continuing increases in wholesale food costs and lower product donations. The Food Bank was awarded the NOEP Schuyler County grant and negotiated a better interest rate on the ICS account. Savings were made by the removing of Vista positions, backpack wholesale reduction, and some freight savings. Most significant revenues resulted from FLPPS revenue, contract services and the cost of turkey meals.

Looking at year end, preliminary BOD designated SIF funds come in at \$6.6M. Most revenue lines were on target or over budget, with personnel under \$165K. We spent \$772,000 total in SIF, with a budgeted amount of \$1.3M.

6. Communis Annual Report

Committee members were given the lengthy Communis Annual Report in their packets. There were no questions about the report, but any questions can be answered by Erica.

7. SIF Year End Financials

Erica reviewed the total approved budget numbers, amounts spent, remaining budget, and funds raised to date for six SIF programs (Program and Network Capacity Building, Client Driven Services, Healthcare Partnerships, Service Insights, Good Food Acquisition Team, and Order Ahead). There was a combined total approved budget of \$3.6M. As of 12/31/22, total spending of these SIF programs was \$1,438,238, with fund raising for these programs as of now at \$1,648,358. The SIF programs have proven to be very successful with donors, including significant grants from Feeding America. As discussed at the Finance Committee and Board level, Service Insights' budget has been rolled into general operating because it is financed for another two years and it is part of our core operations. If we don't raise any more money for SIF projects, we will end up needing to draw down \$532,000.

The evaluation process for the SIF projects is happening in the Strategy Committee. The Strategy Committee will be deciding on metrics. An extension of timelines for SIF projects might be recommended by that Committee in the future.

8. Investment Policy Subcommittee Meeting

Natasha reported on the meeting of the Investment Policy Subcommittee. The Subcommittee was charged with looking at where our funds are currently invested and potentially make a recommendation for change. It was determined that more information was needed about the Diocese's settlement case before being able to make any determinations about the Food Bank's investments.

9. Quarterly Adjustments Proposal

The Food Bank's process for doing quarterly adjustments was discussed. Doing extensive quarterly adjustments was an inherited system when Natasha became CEO, and it is not usual for other boards. The cons of this system are 1) it takes a significant amount of staff time, 2) fundraising revenue and food expenses fluctuate from quarter to quarter, and 3) accountability is challenging, and it is hard to learn through the budgeting process.

PROPOSAL: We will only make formal budget adjustments under the following circumstances:

We receive unanticipated revenue that requires additional, non-budgeted expenses

We do not receive anticipated revenue that was meant to cover budgeted expenses (ex. HPNAP contract)

Explanations of budget variances would happen in the financial narratives for each month

There was agreement to this proposal. It was felt that a midyear forecast would be sufficient to track the budget. Significant variances would call for a revised budget, but more informal forecasting can be done without a formal change.

Shannon Matteson made a motion to accept the proposal to suspend the practice of quarterly financial adjustments in favor of high-level, mid-year forecasting. Karl Krebs seconded. All were in favor. None opposed.

10. Other Business

Introductions were made for new Board and Committee member Elizabeth Brando.

The meeting was adjourned at 5:29 pm

Minutes respectfully submitted,

Kate Paterson

Executive Assistant to the President/CEO

The Food Bank of the Southern Tier
FINANCIAL REPORT – [March 2023]

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

YTD Actual to Budget w/SIF:	30% Total Income	29% Total Expenses
YTD Actual to Budget General Operations:	30% Total Income	31% Total Expenses
2022 YTD:	27% Total Income	25% Total Expenses

OVERALL

- **Historically high for requests for food!**
- Overall, 26% increase in requests for food vs. Q1 2022.
- Pandemic emergency funding streams have stopped, and partner agencies struggle with new budgets.
- 93 partner agencies have depleted or are close to depleting their funding allotment, which should take them through July.
- Received Donated up 18% vs. last month but down 27% vs 2022. Fewer food load offerings.
- Received HPNAP and NNY awards. HPNAP is down \$6,250, and NNY is down \$200K vs. prior. However, additional funding may be awarded but not confirmed.
- Proposal to add additional headcount for a Food Recovery Coordinator.
- Interest income doubled since budget projections (Q1 adj).
- SIF Program Capacity – Reallocating funds to specific Diaper Bank and School Food Center projects, all within the project's scope.
- Need to purchase \$46,511 in hams per donor restriction. Although income was accounted for in the budget, expenses were not.

INCOME STATEMENT:

(Percentages Relate to Budget Projection)

Revenue Items:

Agency Food: 38%	Above target. Agencies wholesale is up as they expend the HPNAP LA funding that expired on 3/31/23. Requests for food are at an all-time high! Agencies' wholesale spending not covered by grants is at 31%. Agencies continue to utilize TEFAP offerings. HPNAP: Hunger Prevention & Nutrition Assistance Program LA: Legislative Award
MFP Food: 27%	On target. MFPs continue to benefit from the wholesale HPNAP LA funding that expired on 3/31/23.
Youth Programs Food: 60%	Above target. TEFAP is strong!
Donated Product: 37%	Above target. Distribution is down 40% vs. last month.
HPNAP General Operating: 24%	On target. Operating & JSY income is vouchered incrementally. Some seasonal components here. Transportation Grant is usually expended in the year's first half, while Operations Support will mostly be spent in the second half.
Other Contracts/Programs: 23%	On target.
Fund-Raising/Donations: 16.87%	Below target. The five-year seasonal average is 21.51%, excluding 2020.
Other Income: 52%	Above target. Most from Interest Income. We doubled the interest rate on the ICS account since it was budgeted and will adjust in Q1.

EXPENSE ITEMS:

Personnel: 22%	Below target. Due to vacancies.
Agency Food: 38%	Above target. Agencies wholesale is up as they expend the HPNAP LA funding that expired on 3/31/23. Requests for food are at an all-time high! Agencies' wholesale spending not covered by grants is at 31%. Agencies continue to utilize TEFAP offerings.
MFP Food: 26%	On target. MFPs continue to benefit from the wholesale HPNAP LA funding that expired on 3/31/23.
Youth Programs Food: 39%	Above target. Wholesale spending for BackPacks and School Food Center (SFC) is high. The SFC budget will be exhausted in the next few months and then transition to the Agency SIF project.
Other Program Food: 27%	On target.
Product Acquisition Freight: 17% 2% with subsidies	Below target. This number depends on the availability of quality donated loads, and we are receiving freight subsidies for Choice loads. This year we started tracking freight subsidies on the income statement to show how much freight would cost if subsidies were not provided. We have received \$11,683 in subsidies and paid \$13,304 for freight.
Donated Product: 37%	Above target. Distribution is down 40% vs. last month.
Warehouse/Distribution: 26%	On target.
General Operations: 27%	On target.
Development/PR: 10%	Below target. Highly seasonal cost centers in the Development Dept. with Direct Mail and Advertising/Promo heavy in Q4 investment.
Advocacy & Education: 1%	Below target, as expected. Seasonal / Event-driven.
Operation Support: 20%	Below target, as expected. Operations Support is generally spent during the second half of the year. The current % is from CHOW NNY funding pass-through.

Non-Operating ITEMS:

SIF: 8%	Below target. Expecting projects to pick up.
Capital Expenses: 103%	Above target. Need to add in BOD-approved facilities project.

Program Food Accounting Distinctions:

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

Food Bank of the Southern Tier

Balance Sheet

	03/31/2023	12/31/2022
ASSETS		
CASH - OPERATING	\$7,703,682.58	\$6,808,006.63
ACCTS. RECEIVABLE	\$129,612.93	\$159,358.76
CONTRACTS / GRANTS RECEIVABLE	\$737,235.25	\$2,137,697.07
INVESTMENT MANAGEMENT	\$3,019,356.92	\$2,919,309.49
PREPAIDS	\$34,045.22	\$40,803.47
PURCHASE FOOD INVENTORY	\$656,835.70	\$697,670.19
IN-KIND DONATED/TEFAP FOOD	\$615,631.92	\$490,170.77
PROPERTY, PLANT AND EQUIPMENT	\$2,340,816.55	\$2,435,302.96
TOTAL ASSETS	\$15,237,217.07	\$15,688,319.34
LIABILITIES AND FUND BALANCE		
LIABILITIES		
ACCOUNTS PAYABLE	\$285,147.01	\$614,820.92
DEFERRED INCOME	\$184,092.58	\$188,311.45
DEFERRED INVENTORY	\$615,631.92	\$490,170.77
ACCRUED LIABILITY	\$318,701.49	\$339,836.54
TOTAL LIABILITIES	\$1,403,573.00	\$1,633,139.68
FUND BALANCE		
UNRESTRICTED FUNDS	\$2,328,533.29	\$2,553,316.04
RESTRICTED-ENDOWMENT FUND	\$97,317.03	\$94,069.87
TEMP. RESTRICTED-DONATIONS	\$495,438.37	\$495,438.37
TEMP. RESTRICTED-EXPANSION PROGRAMS	\$75,043.84	\$75,043.84
TEMP. RESTRICTED CANSTRUCTION	\$28,450.53	\$28,450.53
BOD DESIGNATED OPERATING RESERVE FUND	\$2,971,472.00	\$2,971,472.00
BOD DESIGNATED CAPITAL ASSET FUND	\$1,370,996.00	\$1,370,996.00
BOD DESIGNATED STRATEGIC INVESTMENT	\$6,466,393.01	\$6,466,393.01
TOTAL FUND BALANCE	\$13,833,644.07	\$14,055,179.66
TOTAL LIABILITIES AND FUND BALANCE	\$15,237,217.07	\$15,688,319.34
BEGINNING BALANCE WITH CURRENT YEAR AD	\$14,055,179.66	\$13,824,636.80
NET SURPLUS/(DEFICIT)	(\$221,535.59)	\$230,542.86
ENDING FUND BALANCE	\$13,833,644.07	\$14,055,179.66

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

WEEK ENDING	RECEIPTS	DISBURSEMENTS	NET CHANGE	BALANCE
BAL. BROUGHT FORWARD				7,650,752.08
4/8/2023	320,098.80 C	122,689.44 B	197,409.36	7,848,161.44
4/15/2023	60,993.35 D E	287,919.82 A B	(226,926.47)	7,621,234.97
4/22/2023	111,175.24 D E	167,109.63 B	(55,934.39)	7,565,300.58
4/29/2023	193,292.93 D E	333,505.86 A B	(140,212.93)	7,425,087.65
			0.00	7,425,087.65
			0.00	7,425,087.65
MONTHLY TOTAL	685,560.32	911,224.75	(225,664.43)	7,425,087.65
WEEK ENDING				
5/6/2023	100,000.00 D E	150,000.00 B	(50,000.00)	7,375,087.65
5/13/2023	350,000.00 C	300,000.00 A B	50,000.00	7,425,087.65
5/20/2023	300,000.00 E	250,000.00 B	50,000.00	7,475,087.65
5/27/2023	10,000.00 D	300,000.00 A B	(290,000.00)	7,185,087.65
			0.00	7,185,087.65
MONTHLY TOTAL	760,000.00	1,000,000.00	(240,000.00)	7,185,087.65
WEEK ENDING				
6/3/2023	80,000.00 C	150,000.00 B	(70,000.00)	7,115,087.65
6/10/2023	100,000.00 E	300,000.00 A B	(200,000.00)	6,915,087.65
6/17/2023	150,000.00 E	200,000.00 B	(50,000.00)	6,865,087.65
6/24/2023	60,000.00 D	150,000.00 A	(90,000.00)	6,775,087.65
6/30/2023		125,000.00 F	(125,000.00)	6,650,087.65
MONTHLY TOTAL	390,000.00	925,000.00	(535,000.00)	6,650,087.65
3 MONTH RECAP	1,835,560.32	2,836,224.75	(1,000,664.43)	
MONTH OF JUL	1,525,206.00	1,686,106.00	(160,900.00)	6,489,187.65
MONTH OF AUG	1,525,206.00	1,686,106.00	(160,900.00)	6,328,287.65
MONTH OF SEP	1,525,206.00	1,686,106.00	(160,900.00)	6,167,387.65
6 MONTH RECAP	6,411,178.32	7,894,542.75	(1,483,364.43)	6,167,387.65

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

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
REVENUE					
FOOD DISTRIBUTION					
AGENCIES					
SHARED MAINTENANCE					
GENERAL	\$2,083.80	\$9,300.77	\$6,611.30	\$42,173.00	22%
HPNAP	\$5,298.14	\$18,742.94	\$10,617.02	\$60,000.00	31%
TOTAL SHARED MAINTENANCE	<u>\$7,381.94</u>	<u>\$28,043.71</u>	<u>\$17,228.32</u>	<u>\$102,173.00</u>	<u>27%</u>
WHOLESALE					
GENERAL	\$165,405.00	\$290,202.34	\$1,058,995.39	\$787,082.00	37%
HPNAP	\$180,879.25	\$599,886.77	\$374,544.42	\$1,751,887.00	34%
HANDLING FEES	\$10,714.38	\$32,863.58	\$12,185.39	\$62,002.00	53%
TOTAL WHOLESALE	<u>\$356,998.63</u>	<u>\$922,952.69</u>	<u>\$1,445,725.20</u>	<u>\$2,600,971.00</u>	<u>35%</u>
TEFAP					
TEFAP INCOME	\$196,592.18	\$544,130.35	\$521,085.02	\$1,260,052.00	43%
TOTAL TEFAP	<u>\$196,592.18</u>	<u>\$544,130.35</u>	<u>\$521,085.02</u>	<u>\$1,260,052.00</u>	<u>43%</u>
TOTAL AGENCY FOOD	<u>\$560,972.75</u>	<u>\$1,495,126.75</u>	<u>\$1,984,038.54</u>	<u>\$3,963,196.00</u>	<u>38%</u>
MOBILE FOOD PANTRIES					
SHARED MAINTENANCE					
GENERAL	\$0.00	\$10.08	\$1,681.60	\$37,826.00	0%
HPNAP	\$6,832.58	\$26,112.91	\$21,920.63	\$130,000.00	20%
TOTAL SHARED MAINTENANCE	<u>\$6,832.58</u>	<u>\$26,122.99</u>	<u>\$23,602.23</u>	<u>\$167,826.00</u>	<u>16%</u>
WHOLESALE					
HPNAP	\$50,732.00	\$279,024.96	\$173,214.82	\$1,026,004.00	27%
HPNAP HANDLING FEES	\$2,878.00	\$17,362.02	\$0.00	\$21,435.00	81%
TOTAL WHOLESALE	<u>\$53,610.00</u>	<u>\$296,386.98</u>	<u>\$173,214.82</u>	<u>\$1,047,439.00</u>	<u>28%</u>
TEFAP					
TEFAP FOOD INCOME	\$83,402.18	\$222,444.17	\$343,189.57	\$840,035.00	26%
TOTAL TEFAP	<u>\$83,402.18</u>	<u>\$222,444.17</u>	<u>\$343,189.57</u>	<u>\$840,035.00</u>	<u>26%</u>
TOTAL MOBILE FOOD PANTRY	<u>\$143,844.76</u>	<u>\$544,954.14</u>	<u>\$540,006.62</u>	<u>\$2,055,300.00</u>	<u>27%</u>
YOUTH PROGRAMS					
BK SHARED MAINTENANCE					
GENERAL	\$0.00	\$0.00	\$901.02	\$2,668.00	0%
Total SHARED MAINTENANCE	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$901.02</u>	<u>\$2,668.00</u>	<u>0%</u>
WHOLESALE					
HPNAP	\$0.00	\$2,830.00	\$0.00	\$11,000.00	26%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
TOTAL WHOLESALE	\$0.00	\$2,830.00	\$0.00	\$11,000.00	26%
TEFAP					
TEFAP FOOD INCOME	\$19,953.67	\$41,233.84	\$84,951.02	\$60,224.00	68%
	\$19,953.67	\$41,233.84	\$84,951.02	\$60,224.00	68%
TOTAL YOUTH PROGRAMS	\$19,953.67	\$44,063.84	\$85,852.04	\$73,892.00	60%
TOTAL FOOD DISTRIBUTION	\$724,771.18	\$2,084,144.73	\$2,609,897.20	\$6,092,388.00	34%
DONATED PRODUCT					
DONATED PRODUCT	\$570,800.12	\$2,150,682.80	\$967,767.74	\$5,883,376.00	37%
TOTAL DONATED PRODUCT	\$570,800.12	\$2,150,682.80	\$967,767.74	\$5,883,376.00	37%
GRANTS / PROGRAMS					
HPNAP GENERAL OPERATING					
OPERATIONS SUPPORT	\$0.00	\$0.00	\$0.00	\$158,413.00	0%
HPNAP SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$2,200.00	0%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$0.00	\$23,750.00	0%
OPERATING INCOME	\$45,243.34	\$147,533.69	\$84,115.78	\$442,281.00	33%
JSY OPERATING INCOME	\$11,502.26	\$33,177.73	\$29,330.52	\$129,675.00	26%
TOTAL HPNAP OPERATING	\$56,745.60	\$180,711.42	\$113,446.30	\$756,319.00	24%
OTHER GRANTS / PROGRAMS					
CHEMUNG COUNTY	\$2,500.00	\$7,500.00	\$7,500.00	\$30,000.00	25%
NOEP	\$10,331.62	\$28,980.14	\$17,025.21	\$134,000.00	22%
NNY OPERATING	\$73,148.41	\$115,838.91	\$100,189.45	\$432,250.00	27%
TEFAP ADMIN	\$11,179.84	\$33,539.52	\$184,518.24	\$211,949.00	16%
VENISON PROGRAM	\$0.00	\$7,688.00	\$5,044.62	\$13,686.00	56%
PROGRAM & EDUCATIONAL SUPPORT	\$840.00	\$59,839.23	\$10,849.50	\$223,759.00	27%
OTHER MISC GRANTS	\$0.00	\$12,596.00	\$27,651.00	\$0.00	0%
RESTAURANT RESILENCY PGM	\$0.00	\$0.00	\$104,018.94	\$0.00	0%
TOTAL OTHER GRANTS/PGMS	\$97,999.87	\$265,981.80	\$456,796.96	\$1,045,644.00	25%
TOTAL GRANTS / PROGRAMS	\$154,745.47	\$446,693.22	\$570,243.26	\$1,801,963.00	25%
FUNDRAISING / DONATIONS					
CAUSE MARKETING					
CAUSE MARKETING	\$33,028.53	\$87,989.28	\$76,893.76	\$339,220.00	26%
	\$33,028.53	\$87,989.28	\$76,893.76	\$339,220.00	26%
SPECIAL EVENTS					
SPECIAL EVENTS	\$1,000.00	\$1,000.00	\$0.00	\$30,000.00	3%
	\$1,000.00	\$1,000.00	\$0.00	\$30,000.00	3%
DIRECT MAIL					

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
DIRECT MAIL	\$127,769.62	\$222,375.72	\$198,763.65	\$1,319,027.00	17%
	<u>\$127,769.62</u>	<u>\$222,375.72</u>	<u>\$198,763.65</u>	<u>\$1,319,027.00</u>	<u>17%</u>
ONLINE GIVING					
ONLINE GIVING	\$41,294.75	\$89,855.00	\$75,933.25	\$550,000.00	16%
	<u>\$41,294.75</u>	<u>\$89,855.00</u>	<u>\$75,933.25</u>	<u>\$550,000.00</u>	<u>16%</u>
PERSONAL SOLICITATION					
PERSONAL SOLICITATION	\$12,000.00	\$17,935.00	\$46,245.00	\$400,000.00	4%
	<u>\$12,000.00</u>	<u>\$17,935.00</u>	<u>\$46,245.00</u>	<u>\$400,000.00</u>	<u>4%</u>
GENERAL DEVELOPMENT GRANTS					
OTHER	\$10,000.00	\$34,000.00	\$10,537.46	\$600,000.00	6%
MOBILE FOOD	\$4,166.67	\$8,333.34	\$0.00	\$0.00	0%
	<u>\$14,166.67</u>	<u>\$42,333.34</u>	<u>\$10,537.46</u>	<u>\$600,000.00</u>	<u>7%</u>
WHITE MAIL					
WHITE MAIL	\$109,602.08	\$184,050.14	\$231,437.35	\$925,000.00	20%
	<u>\$109,602.08</u>	<u>\$184,050.14</u>	<u>\$231,437.35</u>	<u>\$925,000.00</u>	<u>20%</u>
ALL OTHER PRIVATE SUPPORT	\$55,104.05	\$99,190.70	\$88,748.75	\$250,000.00	40%
SIF DONATIONS	\$77,000.00	\$92,000.00	\$97,249.62	\$0.00	0%
TOTAL FR/DONATIONS	<u>\$470,965.70</u>	<u>\$836,729.18</u>	<u>\$825,808.84</u>	<u>\$4,413,247.00</u>	<u>19%</u>
OTHER INCOME					
OTHER INCOME					
INTEREST INCOME	\$21,714.13	\$55,750.40	\$1,052.92	\$96,750.00	58%
MISCELLANEOUS	\$17.40	\$2,234.90	\$2,501.68	\$14,750.00	15%
TOTAL OTHER INCOME	<u>\$21,731.53</u>	<u>\$57,985.30</u>	<u>\$3,554.60</u>	<u>\$111,500.00</u>	<u>52%</u>
TOTAL OTHER INCOME	<u>\$21,731.53</u>	<u>\$57,985.30</u>	<u>\$3,554.60</u>	<u>\$111,500.00</u>	<u>52%</u>
TOTAL REVENUE	<u>\$1,943,014.00</u>	<u>\$5,576,235.23</u>	<u>\$4,977,271.64</u>	<u>\$18,302,474.00</u>	<u>30%</u>
EXPENSES					
PERSONNEL EXPENSES					
SALARIES	\$246,577.30	\$664,424.61	\$583,599.38	\$2,947,967.00	23%
FRINGE BENEFITS	\$42,183.82	\$134,606.97	\$120,767.47	\$697,113.00	19%
CONTRACT EMPLOYMENT	\$1,685.20	\$8,599.44	\$13,852.45	\$15,700.00	55%
PAYROLL PROCESSING	\$151.53	\$2,050.32	\$2,129.35	\$5,600.00	37%
RECRUITMENT-ADVERTISING	\$0.00	\$0.00	\$1,315.00	\$1,000.00	0%
PERSONNEL EXPENSES	\$729.00	\$1,307.00	\$231.00	\$2,200.00	59%
TOTAL PERSONNEL EXPENSES	<u>\$291,326.85</u>	<u>\$810,988.34</u>	<u>\$721,894.65</u>	<u>\$3,669,580.00</u>	<u>22%</u>
FOOD EXPENSE					

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
AGENCIES					
WHOLESALE FOOD	\$345,174.62	\$886,971.83	\$1,428,061.73	\$2,484,056.00	36%
TEFAP	\$196,592.18	\$544,130.35	\$521,085.02	\$1,260,052.00	43%
TOTAL AGENCIES	\$541,766.80	\$1,431,102.18	\$1,949,146.75	\$3,744,108.00	38%
MOBILE FOOD PANTRIES					
MFP SHARED MAINTENANCE	\$0.00	\$10.08	\$1,681.60	\$37,826.00	0%
WHOLESALE FOOD	\$53,299.30	\$285,660.14	\$197,324.34	\$1,066,004.00	27%
TEFAP	\$83,402.18	\$222,444.17	\$343,189.57	\$840,035.00	26%
TOTAL MOBILE FOOD PANTRIES	\$136,701.48	\$508,114.39	\$542,195.51	\$1,943,865.00	26%
YOUTH PROGRAMS					
SHARED MAINTENANCE	\$0.00	\$0.00	\$893.52	\$2,668.00	0%
WHOLESALE FOOD	\$57,591.60	\$145,972.33	\$30,714.89	\$421,596.00	35%
TEFAP	\$19,953.67	\$41,233.84	\$84,951.02	\$60,224.00	68%
TOTAL YOUTH PROGRAMS	\$77,545.27	\$187,206.17	\$116,559.43	\$484,488.00	39%
TOTAL FOOD EXPENSE	\$756,013.55	\$2,126,422.74	\$2,607,901.69	\$6,172,461.00	34%
OTHER FOOD EXPENSES					
OTHER FOOD/PROGRAM					
TURKEY DRIVE	(\$1,711.77)	(\$1,711.77)	\$0.00	\$190,000.00	(1%)
INTERAFFILIATE	\$0.00	\$0.00	\$0.00	\$3,500.00	0%
HEALTHY HARVEST	\$20,989.08	\$71,854.00	\$16,197.32	\$82,268.00	87%
MILK DRIVE	\$0.00	\$0.00	\$0.00	\$1,000.00	0%
VENISON PROCESSING	\$0.00	\$6,244.00	\$5,044.62	\$13,686.00	46%
HOLIDAY FOOD	\$0.00	\$0.00	\$10,224.65	\$10,000.00	0%
INVENTORY ADJUSTMENT	\$0.00	\$5,091.63	(\$339.42)	\$2,000.00	255%
AGENCY LINE OF CREDIT	\$0.00	\$0.00	\$144.30	\$4,820.00	0%
EMERGENCY FOOD BOXES	\$0.00	\$415.66	\$0.00	\$1,000.00	42%
TOTAL OTHER FOOD/PROGRAM	\$19,277.31	\$81,893.52	\$31,271.47	\$308,274.00	27%
PRODUCT ACQUISITION FREIGHT					
PRODUCT FREIGHT	\$2,509.02	\$1,621.21	\$8,915.72	\$77,000.00	2%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$0.00	\$23,750.00	0%
TOTAL PRODUCT FREIGHT	\$2,509.02	\$1,621.21	\$8,915.72	\$100,750.00	2%
TOTAL OTHER FOOD EXPENSES	\$21,786.33	\$83,514.73	\$40,187.19	\$409,024.00	20%
DONATED PRODUCT					
DONATED PRODUCT	\$570,855.53	\$2,150,811.89	\$967,800.05	\$5,883,376.00	37%
TOTAL DONATED PRODUCT	\$570,855.53	\$2,150,811.89	\$967,800.05	\$5,883,376.00	37%
WAREHOUSE / DISTRIBUTION					

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
VEHICLE	\$6,884.29	\$16,921.98	\$13,065.83	\$59,850.00	28%
TOTAL	\$9,057.51	\$31,594.87	\$30,847.78	\$124,251.00	25%
WAREHOUSE	\$580.63	\$4,273.17	\$18,880.74	\$44,400.00	10%
PRODUCTION ROOM	\$2,971.96	\$14,354.00	\$12,464.69	\$24,365.00	59%
TOTAL WHRS / DISTRIB	\$12,610.10	\$50,222.04	\$62,193.21	\$193,016.00	26%
GENERAL OPERATIONS					
BUILDING	\$18,505.69	\$56,474.01	\$45,939.05	\$205,946.00	27%
GENERAL OFFICE	\$0.00	\$626.25	\$0.00	\$2,505.00	25%
TOTAL GENERAL OFFICE	\$8,018.88	\$35,276.61	\$22,861.26	\$151,303.00	23%
TECHNOLOGY/SERVICES	\$10,142.60	\$49,530.38	\$19,748.00	\$105,332.00	47%
STAFF EXPENSES	\$8,630.38	\$19,810.52	\$9,340.25	\$95,681.00	21%
CONTRACT SERVICES	\$54,188.69	\$149,609.96	\$126,321.55	\$578,651.00	26%
TOTAL GENERAL OPERATIONS	\$99,486.24	\$310,701.48	\$224,210.11	\$1,136,913.00	27%
DEVELOPMENT/PR					
SPECIAL EVENTS	\$5,881.28	\$6,009.20	\$1,332.78	\$21,000.00	29%
DIRECT MAIL	\$0.00	\$41,878.02	\$0.00	\$448,338.00	9%
GEN. DEVELOPMENT / PR EXPENSE	\$0.00	\$0.00	\$0.00	\$0.00	0%
TURKEY DRIVE	\$0.00	\$0.00	\$0.00	\$0.00	0%
TOTAL DEVELOPMENT/PR	\$7,475.66	\$9,022.71	\$5,431.25	\$122,746.00	7%
ADVOCACY & EDUCATION					
ADVOCACY GROUP/SPEAKERS	\$300.00	\$300.00	\$0.00	\$22,500.00	1%
TOTAL ADVOCACY & EDUCATION	\$300.00	\$300.00	\$0.00	\$22,500.00	1%
AGENCY CAPACITY BUILDING					
OPERATION SUPPORT	\$0.00	\$0.00	\$0.00	\$158,413.00	0%
OPERATION SUPPORT- PASS THROUGH	\$46,525.41	\$64,294.47	\$32,908.00	\$145,414.00	44%
FBST OPERATION SUPPORT	\$1,182.96	\$1,182.96	\$0.00	\$19,600.00	6%
SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$2,200.00	0%
TOTAL CAPACITY BUILDING	\$47,708.37	\$65,477.43	\$32,908.00	\$325,627.00	20%
TOTAL EXPENSES	\$1,813,443.91	\$5,655,348.58	\$4,663,858.93	\$18,404,581.00	31%
STRATEGIC INVESTMENT					
SIF EXPENSES	(\$44,479.56)	(\$146,546.35)	(\$69,941.30)	(\$1,776,291.00)	8%

Food Bank of the Southern Tier

Income Statement

Total Operations Including Current Month Actuals

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
	(\$44,479.56)	(\$146,546.35)	(\$69,941.30)	(\$1,776,291.00)	8%
TOTAL STRATEGIC INVESTMENT	(\$44,479.56)	(\$146,546.35)	(\$69,941.30)	(\$1,776,291.00)	8%
NET OPERATING + SIF SURPLUS/DEFICT	\$85,090.53	(\$225,659.70)	\$243,471.41	(\$1,878,398.00)	12%
STRATEGIC ALLOCATIONS					
PERSONNEL	\$0.00	\$0.00	\$10,704.75	\$0.00	0%
STRATEGIC ALLOCATIONS	\$0.00	\$0.00	\$10,704.75	\$0.00	0%
CAPITAL EXPENSES					
CAPTIAL EQUIPMENT	\$11,455.00	\$11,455.00	\$0.00	\$24,000.00	48%
CAPITAL IMPROVEMENTS	\$40,407.00	\$42,275.75	\$0.00	\$28,400.00	149%
CAPITAL EXP.	\$51,862.00	\$53,730.75	\$0.00	\$52,400.00	103%
NET BEFORE NON-OPERATING	\$33,228.53	(\$279,390.45)	\$254,176.16	(\$1,930,798.00)	14%
NON-OPERATING ADJUST.					
DEPRECIATION/AMORTIZATION	(\$31,495.47)	(\$94,486.41)	(\$94,486.41)	\$0.00	0%
BEQUESTS	\$0.00	\$21,729.26	\$0.00	\$0.00	0%
INVESTMENT GAIN/LOSS	(\$83,561.47)	\$100,047.43	(\$158,279.46)	\$0.00	0%
RELEASE FROM TEMP RESTRICT	\$0.00	\$0.00	(\$10,704.75)	\$0.00	0%
TOTAL NON-OPER ADJUST	(\$115,056.94)	\$27,290.28	(\$263,470.62)	\$0.00	0%
NET SURPLUS/(DEFICIT)	(\$81,828.41)	(\$252,100.17)	(\$9,294.46)	(\$1,930,798.00)	13%

Food Bank of the Southern Tier

Income Statement

Total Operations Excludes SIF

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
REVENUE					
FOOD DISTRIBUTION					
AGENCIES					
SHARED MAINTENANCE					
GENERAL	\$2,071.38	\$9,106.92	\$6,579.74	\$42,173.00	22%
HPNAP	\$5,298.14	\$18,742.94	\$10,617.02	\$60,000.00	31%
TOTAL SHARED MAINTENANCE	<u>\$7,369.52</u>	<u>\$27,849.86</u>	<u>\$17,196.76</u>	<u>\$102,173.00</u>	<u>27%</u>
WHOLESALE					
GENERAL	\$165,405.00	\$290,202.34	\$1,058,995.39	\$787,082.00	37%
HPNAP	\$180,879.25	\$599,886.77	\$374,544.42	\$1,751,887.00	34%
HANDLING FEES	\$10,714.38	\$32,863.58	\$12,185.39	\$62,002.00	53%
TOTAL WHOLESALE	<u>\$356,998.63</u>	<u>\$922,952.69</u>	<u>\$1,445,725.20</u>	<u>\$2,600,971.00</u>	<u>35%</u>
TEFAP					
TEFAP INCOME	\$196,592.18	\$544,130.35	\$521,085.02	\$1,260,052.00	43%
TOTAL TEFAP	<u>\$196,592.18</u>	<u>\$544,130.35</u>	<u>\$521,085.02</u>	<u>\$1,260,052.00</u>	<u>43%</u>
TOTAL AGENCY FOOD	<u>\$560,960.33</u>	<u>\$1,494,932.90</u>	<u>\$1,984,006.98</u>	<u>\$3,963,196.00</u>	<u>38%</u>
MOBILE FOOD PANTRIES					
SHARED MAINTENANCE					
GENERAL	\$0.00	\$10.08	\$1,681.60	\$37,826.00	0%
HPNAP	\$6,832.58	\$26,112.91	\$21,920.63	\$130,000.00	20%
TOTAL SHARED MAINTENANCE	<u>\$6,832.58</u>	<u>\$26,122.99</u>	<u>\$23,602.23</u>	<u>\$167,826.00</u>	<u>16%</u>
WHOLESALE					
HPNAP	\$50,732.00	\$279,024.96	\$173,214.82	\$1,026,004.00	27%
HPNAP HANDLING FEES	\$2,878.00	\$17,362.02	\$0.00	\$21,435.00	81%
TOTAL WHOLESALE	<u>\$53,610.00</u>	<u>\$296,386.98</u>	<u>\$173,214.82</u>	<u>\$1,047,439.00</u>	<u>28%</u>
TEFAP					
TEFAP FOOD INCOME	\$83,402.18	\$222,444.17	\$343,189.57	\$840,035.00	26%
TOTAL TEFAP	<u>\$83,402.18</u>	<u>\$222,444.17</u>	<u>\$343,189.57</u>	<u>\$840,035.00</u>	<u>26%</u>
TOTAL MOBILE FOOD PANTRY	<u>\$143,844.76</u>	<u>\$544,954.14</u>	<u>\$540,006.62</u>	<u>\$2,055,300.00</u>	<u>27%</u>
YOUTH PROGRAMS					
BK SHARED MAINTENANCE					
GENERAL	\$0.00	\$0.00	\$901.02	\$2,668.00	0%
Total SHARED MAINTENANCE	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$901.02</u>	<u>\$2,668.00</u>	<u>0%</u>
WHOLESALE					
HPNAP	\$0.00	\$2,830.00	\$0.00	\$11,000.00	26%

Food Bank of the Southern Tier

Income Statement

Total Operations Excludes SIF

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
SCHOOL FOOD CENTER	\$0.00	\$0.00	\$0.00	\$0.00	0%
TOTAL WHOLESAL	\$0.00	\$2,830.00	\$0.00	\$11,000.00	26%
TEFAP					
TEFAP FOOD INCOME	\$19,953.67	\$41,233.84	\$84,951.02	\$60,224.00	68%
	\$19,953.67	\$41,233.84	\$84,951.02	\$60,224.00	68%
TOTAL YOUTH PROGRAMS	\$19,953.67	\$44,063.84	\$85,852.04	\$73,892.00	60%
TOTAL FOOD DISTRIBUTION	\$724,758.76	\$2,083,950.88	\$2,609,865.64	\$6,092,388.00	34%
DONATED PRODUCT					
DONATED PRODUCT	\$570,800.12	\$2,150,682.80	\$967,767.74	\$5,883,376.00	37%
TOTAL DONATED PRODUCT	\$570,800.12	\$2,150,682.80	\$967,767.74	\$5,883,376.00	37%
GRANTS / PROGRAMS					
HPNAP GENERAL OPERATING					
OPERATIONS SUPPORT	\$0.00	\$0.00	\$0.00	\$158,413.00	0%
HPNAP SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$2,200.00	0%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$0.00	\$23,750.00	0%
OPERATING INCOME	\$45,243.34	\$147,533.69	\$84,115.78	\$442,281.00	33%
JSY OPERATING INCOME	\$11,502.26	\$33,177.73	\$29,330.52	\$129,675.00	26%
TOTAL HPNAP OPERATING	\$56,745.60	\$180,711.42	\$113,446.30	\$756,319.00	24%
OTHER GRANTS / PROGRAMS					
CHEMUNG COUNTY	\$2,500.00	\$7,500.00	\$7,500.00	\$30,000.00	25%
NOEP	\$10,331.62	\$28,980.14	\$17,025.21	\$134,000.00	22%
NNY OPERATING	\$73,148.41	\$115,838.91	\$100,189.45	\$432,250.00	27%
TEFAP ADMIN	\$11,179.84	\$33,539.52	\$184,518.24	\$211,949.00	16%
VENISON PROGRAM	\$0.00	\$7,688.00	\$5,044.62	\$13,686.00	56%
PROGRAM & EDUCATIONAL SUPPORT	\$840.00	\$59,839.23	\$10,849.50	\$223,759.00	27%
OTHER MISC GRANTS	\$0.00	\$12,596.00	\$27,651.00	\$0.00	0%
RESTAURANT RESILENCY PGM	\$0.00	\$0.00	\$104,018.94	\$0.00	0%
TOTAL OTHER GRANTS/PGMS	\$97,999.87	\$265,981.80	\$456,796.96	\$1,045,644.00	25%
TOTAL GRANTS / PROGRAMS	\$154,745.47	\$446,693.22	\$570,243.26	\$1,801,963.00	25%
FUNDRAISING / DONATIONS					
CAUSE MARKETING					
CAUSE MARKETING	\$33,028.53	\$87,989.28	\$76,893.76	\$339,220.00	26%
	\$33,028.53	\$87,989.28	\$76,893.76	\$339,220.00	26%
SPECIAL EVENTS					
SPECIAL EVENTS	\$1,000.00	\$1,000.00	\$0.00	\$30,000.00	3%
	\$1,000.00	\$1,000.00	\$0.00	\$30,000.00	3%

Food Bank of the Southern Tier

Income Statement

Total Operations Excludes SIF

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
DIRECT MAIL					
DIRECT MAIL	\$127,769.62	\$222,375.72	\$198,763.65	\$1,319,027.00	17%
	<u>\$127,769.62</u>	<u>\$222,375.72</u>	<u>\$198,763.65</u>	<u>\$1,319,027.00</u>	<u>17%</u>
ONLINE GIVING					
ONLINE GIVING	\$41,294.75	\$89,855.00	\$75,933.25	\$550,000.00	16%
	<u>\$41,294.75</u>	<u>\$89,855.00</u>	<u>\$75,933.25</u>	<u>\$550,000.00</u>	<u>16%</u>
PERSONAL SOLICITATION					
PERSONAL SOLICITATION	\$12,000.00	\$17,935.00	\$46,245.00	\$400,000.00	4%
	<u>\$12,000.00</u>	<u>\$17,935.00</u>	<u>\$46,245.00</u>	<u>\$400,000.00</u>	<u>4%</u>
GENERAL DEVELOPMENT GRANTS					
OTHER	\$10,000.00	\$34,000.00	\$10,537.46	\$600,000.00	6%
MOBILE FOOD	\$4,166.67	\$8,333.34	\$0.00	\$0.00	0%
CHILD HUNGER	\$0.00	\$0.00	\$0.00	\$0.00	0%
	<u>\$14,166.67</u>	<u>\$42,333.34</u>	<u>\$10,537.46</u>	<u>\$600,000.00</u>	<u>7%</u>
WHITE MAIL					
WHITE MAIL	\$109,602.08	\$184,050.14	\$231,437.35	\$925,000.00	20%
	<u>\$109,602.08</u>	<u>\$184,050.14</u>	<u>\$231,437.35</u>	<u>\$925,000.00</u>	<u>20%</u>
ALL OTHER PRIVATE SUPPORT	\$55,104.05	\$99,190.70	\$88,748.75	\$250,000.00	40%
TOTAL FR/DONATIONS	<u>\$393,965.70</u>	<u>\$744,729.18</u>	<u>\$728,559.22</u>	<u>\$4,413,247.00</u>	<u>17%</u>
OTHER INCOME					
OTHER INCOME					
INTEREST INCOME	\$21,714.13	\$55,750.40	\$1,052.92	\$96,750.00	58%
MISCELLANEOUS	\$17.40	\$2,234.90	\$2,501.68	\$14,750.00	15%
TOTAL OTHER INCOME	<u>\$21,731.53</u>	<u>\$57,985.30</u>	<u>\$3,554.60</u>	<u>\$111,500.00</u>	<u>52%</u>
TOTAL OTHER INCOME	<u>\$21,731.53</u>	<u>\$57,985.30</u>	<u>\$3,554.60</u>	<u>\$111,500.00</u>	<u>52%</u>
TOTAL REVENUE	<u>\$1,866,001.58</u>	<u>\$5,484,041.38</u>	<u>\$4,879,990.46</u>	<u>\$18,302,474.00</u>	<u>30%</u>
EXPENSES					
PERSONNEL EXPENSES					
SALARIES	\$246,577.30	\$664,424.61	\$583,599.38	\$2,947,967.00	23%
FRINGE BENEFITS	\$42,183.82	\$134,606.97	\$120,767.47	\$697,113.00	19%
CONTRACT EMPLOYMENT	\$1,685.20	\$8,599.44	\$13,852.45	\$15,700.00	55%
PAYROLL PROCESSING	\$151.53	\$2,050.32	\$2,129.35	\$5,600.00	37%
RECRUITMENT-ADVERTISING	\$0.00	\$0.00	\$1,315.00	\$1,000.00	0%
PERSONNEL EXPENSES	\$729.00	\$1,307.00	\$231.00	\$2,200.00	59%
TOTAL PERSONNEL EXPENSES	<u>\$291,326.85</u>	<u>\$810,988.34</u>	<u>\$721,894.65</u>	<u>\$3,669,580.00</u>	<u>22%</u>

Food Bank of the Southern Tier

Income Statement

Total Operations Excludes SIF

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
FOOD EXPENSE					
AGENCIES					
WHOLESALE FOOD	\$345,174.62	\$886,971.83	\$1,428,061.73	\$2,484,056.00	36%
TEFAP	\$196,592.18	\$544,130.35	\$521,085.02	\$1,260,052.00	43%
TOTAL AGENCIES	\$541,766.80	\$1,431,102.18	\$1,949,146.75	\$3,744,108.00	38%
MOBILE FOOD PANTRIES					
MFP SHARED MAINTENANCE	\$0.00	\$10.08	\$1,681.60	\$37,826.00	0%
WHOLESALE FOOD	\$53,299.30	\$285,660.14	\$197,324.34	\$1,066,004.00	27%
TEFAP	\$83,402.18	\$222,444.17	\$343,189.57	\$840,035.00	26%
TOTAL MOBILE FOOD PANTRIES	\$136,701.48	\$508,114.39	\$542,195.51	\$1,943,865.00	26%
YOUTH PROGRAMS					
SHARED MAINTENANCE	\$0.00	\$0.00	\$893.52	\$2,668.00	0%
WHOLESALE FOOD	\$57,591.60	\$145,972.33	\$30,714.89	\$421,596.00	35%
TEFAP	\$19,953.67	\$41,233.84	\$84,951.02	\$60,224.00	68%
TOTAL YOUTH PROGRAMS	\$77,545.27	\$187,206.17	\$116,559.43	\$484,488.00	39%
TOTAL FOOD EXPENSE	\$756,013.55	\$2,126,422.74	\$2,607,901.69	\$6,172,461.00	34%
OTHER FOOD EXPENSES					
OTHER FOOD/PROGRAM					
TURKEY DRIVE	(\$1,711.77)	(\$1,711.77)	\$0.00	\$190,000.00	(1%)
INTERAFFILIATE	\$0.00	\$0.00	\$0.00	\$3,500.00	0%
HEALTHY HARVEST	\$20,989.08	\$71,854.00	\$16,197.32	\$82,268.00	87%
MILK DRIVE	\$0.00	\$0.00	\$0.00	\$1,000.00	0%
VENISON PROCESSING	\$0.00	\$6,244.00	\$5,044.62	\$13,686.00	46%
DISASTER RELIEF	\$0.00	\$0.00	\$0.00	\$0.00	0%
HOLIDAY FOOD	\$0.00	\$0.00	\$10,224.65	\$10,000.00	0%
GRANT DESIGNED WH FOOD	\$0.00	\$0.00	\$0.00	\$0.00	0%
INVENTORY ADJUSTMENT	\$0.00	\$5,091.63	(\$339.42)	\$2,000.00	255%
AGENCY LINE OF CREDIT	\$0.00	\$0.00	\$144.30	\$4,820.00	0%
EMERGENCY FOOD BOXES	\$0.00	\$415.66	\$0.00	\$1,000.00	42%
TOTAL OTHER FOOD/PROGRAM	\$19,277.31	\$81,893.52	\$31,271.47	\$308,274.00	27%
PRODUCT ACQUISITION FREIGHT					
PRODUCT FREIGHT	\$2,509.02	\$1,621.21	\$8,915.72	\$77,000.00	2%
TRANSPORTATION GRANT	\$0.00	\$0.00	\$0.00	\$23,750.00	0%
TOTAL PRODUCT FREIGHT	\$2,509.02	\$1,621.21	\$8,915.72	\$100,750.00	2%
TOTAL OTHER FOOD EXPENSES	\$21,786.33	\$83,514.73	\$40,187.19	\$409,024.00	20%
DONATED PRODUCT					

Food Bank of the Southern Tier

Income Statement

Total Operations Excludes SIF

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
DONATED PRODUCT	\$570,855.53	\$2,150,811.89	\$967,800.05	\$5,883,376.00	37%
TOTAL DONATED PRODUCT	\$570,855.53	\$2,150,811.89	\$967,800.05	\$5,883,376.00	37%
WAREHOUSE / DISTRIBUTION					
VEHICLE	\$6,884.29	\$16,921.98	\$13,065.83	\$59,850.00	28%
TRUCK WRAP AND DESIGN	\$0.00	\$0.00	\$0.00	\$0.00	0%
TOTAL	\$9,057.51	\$31,594.87	\$30,847.78	\$124,251.00	25%
WAREHOUSE	\$580.63	\$4,273.17	\$18,880.74	\$44,400.00	10%
PRODUCTION ROOM	\$2,971.96	\$14,354.00	\$12,464.69	\$24,365.00	59%
TOTAL WHRS / DISTRIB	\$12,610.10	\$50,222.04	\$62,193.21	\$193,016.00	26%
GENERAL OPERATIONS					
BUILDING	\$18,505.69	\$56,474.01	\$45,939.05	\$205,946.00	27%
GENERAL OFFICE	\$0.00	\$626.25	\$0.00	\$2,505.00	25%
TOTAL GENERAL OFFICE	\$8,018.88	\$35,276.61	\$22,861.26	\$151,303.00	23%
TECHNOLOGY/SERVICES	\$10,142.60	\$49,530.38	\$19,748.00	\$105,332.00	47%
STAFF EXPENSES	\$8,630.38	\$19,810.52	\$9,340.25	\$95,681.00	21%
CONTRACT SERVICES	\$54,188.69	\$149,609.96	\$126,321.55	\$578,651.00	26%
MISCELLANEOUS	\$0.00	\$0.00	\$0.00	\$0.00	0%
TOTAL GENERAL OPERATIONS	\$99,486.24	\$310,701.48	\$224,210.11	\$1,136,913.00	27%
DEVELOPMENT/PR					
SPECIAL EVENTS	\$5,881.28	\$6,009.20	\$1,332.78	\$21,000.00	29%
DIRECT MAIL	\$0.00	\$41,878.02	\$0.00	\$448,338.00	9%
GEN. DEVELOPMENT / PR EXPENSE	\$0.00	\$0.00	\$0.00	\$0.00	0%
TURKEY DRIVE	\$0.00	\$0.00	\$0.00	\$0.00	0%
TOTAL DEVELOPMENT/PR	\$7,475.66	\$9,022.71	\$5,431.25	\$122,746.00	7%
ADVOCACY & EDUCATION					
ADVOCACY GROUP/SPEAKERS	\$300.00	\$300.00	\$0.00	\$22,500.00	1%
TOTAL ADVOCACY & EDUCATION	\$300.00	\$300.00	\$0.00	\$22,500.00	1%
AGENCY CAPACITY BUILDING					
OPERATION SUPPORT	\$0.00	\$0.00	\$0.00	\$158,413.00	0%
OPERATION SUPPORT- PASS THROUGH	\$46,525.41	\$64,294.47	\$32,908.00	\$145,414.00	44%
FBST OPERATION SUPPORT	\$1,182.96	\$1,182.96	\$0.00	\$19,600.00	6%
SANITATION SUPPLIES	\$0.00	\$0.00	\$0.00	\$2,200.00	0%
TOTAL CAPACITY BUILDING	\$47,708.37	\$65,477.43	\$32,908.00	\$325,627.00	20%

Food Bank of the Southern Tier

Income Statement

Total Operations Excludes SIF

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
TOTAL EXPENSES	\$1,813,443.91	\$5,655,348.58	\$4,663,858.93	\$18,404,581.00	31%
NET OPERATING + SIF SURPLUS/DEFICT	\$52,557.67	(\$171,307.20)	\$216,131.53	(\$102,107.00)	168%
STRATEGIC ALLOCATIONS					
PERSONNEL	\$0.00	\$0.00	\$10,704.75	\$0.00	0%
STRATEGIC ALLOCATIONS	\$0.00	\$0.00	\$10,704.75	\$0.00	0%
CAPITAL EXPENSES					
GENERAL OFFICE EQUIPMENT	\$0.00	\$0.00	\$0.00	\$0.00	0%
CAPTIAL EQUIPMENT	\$11,455.00	\$11,455.00	\$0.00	\$24,000.00	48%
CAPITAL IMPROVEMENTS	\$40,407.00	\$42,275.75	\$0.00	\$28,400.00	149%
CAPITAL EXP.	\$51,862.00	\$53,730.75	\$0.00	\$52,400.00	103%
NET BEFORE NON-OPERATING	\$695.67	(\$225,037.95)	\$226,836.28	(\$154,507.00)	146%
NON-OPERATING ADJUST.					
DEPRECIATION/AMORTIZATION	(\$31,495.47)	(\$94,486.41)	(\$94,486.41)	\$0.00	0%
EQUIPMENT/FURNITURE PURCHASES	\$0.00	\$0.00	\$0.00	\$0.00	0%
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	\$0.00	\$0.00	0%
BEQUESTS	\$0.00	\$21,729.26	\$0.00	\$0.00	0%
INVESTMENT GAIN/LOSS	(\$83,561.47)	\$100,047.43	(\$158,279.46)	\$0.00	0%
RELEASE FROM TEMP RESTRICT	\$0.00	\$0.00	(\$10,704.75)	\$0.00	0%
PROVISION FOR DOUBTFUL ACCT	\$0.00	\$0.00	\$0.00	\$0.00	0%
TOTAL NON-OPER ADJUST	(\$115,056.94)	\$27,290.28	(\$263,470.62)	\$0.00	0%
NET SURPLUS/(DEFICIT)	(\$114,361.27)	(\$197,747.67)	(\$36,634.34)	(\$154,507.00)	128%

Food Bank of the Southern Tier

Income Statement

Total Operations SIF Projects

	CURRENT MONTH 03/01/2023 03/31/2023	CURRENT YTD ACTUAL 01/01/2023 03/31/2023	LAST YTD ACTUAL 01/01/2022 03/31/2022	ORIGINAL BUDGET 01/01/2023 12/31/2023	% TO FULL YEAR PROJECTION
REVENUE					
FOOD DISTRIBUTION					
AGENCIES					
SHARED MAINTENANCE					
GENERAL	\$12.42	\$193.85	\$31.56	\$0.00	0%
TOTAL SHARED MAINTENANCE	\$12.42	\$193.85	\$31.56	\$0.00	0%
TOTAL AGENCY FOOD	\$12.42	\$193.85	\$31.56	\$0.00	0%
TOTAL FOOD DISTRIBUTION	\$12.42	\$193.85	\$31.56	\$0.00	0%
FUNDRAISING / DONATIONS					
CAUSE MARKETING					
CAUSE MARKETING	\$0.00	\$0.00	\$0.00	\$0.00	0%
	\$0.00	\$0.00	\$0.00	\$0.00	0%
GENERAL DEVELOPMENT GRANTS					
OTHER	\$0.00	\$0.00	\$0.00	\$0.00	0%
	\$0.00	\$0.00	\$0.00	\$0.00	0%
SIF DONATIONS	\$77,000.00	\$92,000.00	\$97,249.62	\$0.00	0%
TOTAL FR/DONATIONS	\$77,000.00	\$92,000.00	\$97,249.62	\$0.00	0%
TOTAL REVENUE	\$77,012.42	\$92,193.85	\$97,281.18	\$0.00	0%
STRATEGIC INVESTMENT					
SIF EXPENSES					
	(\$44,479.56)	(\$146,546.35)	(\$69,941.30)	(\$1,776,291.00)	8%
	(\$44,479.56)	(\$146,546.35)	(\$69,941.30)	(\$1,776,291.00)	8%
TOTAL STRATEGIC INVESTMENT	(\$44,479.56)	(\$146,546.35)	(\$69,941.30)	(\$1,776,291.00)	8%
NET OPERATING + SIF SURPLUS/DEFICT	\$32,532.86	(\$54,352.50)	\$27,339.88	(\$1,776,291.00)	3%
NET BEFORE NON-OPERATING	\$32,532.86	(\$54,352.50)	\$27,339.88	(\$1,776,291.00)	3%
NET SURPLUS/(DEFICIT)	\$32,532.86	(\$54,352.50)	\$27,339.88	(\$1,776,291.00)	3%

COMMUNIS

ACCOUNT NAME: CC-FOOD BANK ENDOWMENT

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER
SUMMARY FROM 03/01/2023 TO 03/31/2023

	ALESCO	TOTAL
BEGINNING BALANCE	97,997.14	97,997.14
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	0.00	0.00
INCOME	264.62	264.62
FEES	(24.50)	(24.50)
REALIZED GAINS (LOSSES)	431.47	431.47
UNREALIZED GAINS (LOSSES)	791.88	791.88
ENDING BALANCE	99,460.61	99,460.61

REPORT PRODUCED BY:

CATHOLIC CHARITIES

215 E. CHURCH STREET
ELMIRA

NY 14901



BNY MELLON

Questions on your statement?

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

COMMUNIS

ACCOUNT NAME: CC-FOOD BANK - SOUTHERN TIER

COMMUNIS FUND OF THE DIOCESE OF ROCHESTER
SUMMARY FROM 03/01/2023 TO 03/31/2023

	ALESCO	TOTAL
BEGINNING BALANCE	2,921,359.78	2,921,359.78
DEPOSIT	0.00	0.00
WITHDRAWAL	0.00	0.00
TRANSFER	0.00	0.00
INCOME	7,888.39	7,888.39
FEES	(730.34)	(730.34)
REALIZED GAINS (LOSSES)	12,862.30	12,862.30
UNREALIZED GAINS (LOSSES)	23,606.37	23,606.37
ENDING BALANCE	2,964,986.50	2,964,986.50

REPORT PRODUCED BY:

CATHOLIC CHARITIES

215 E. CHURCH STREET
ELMIRA

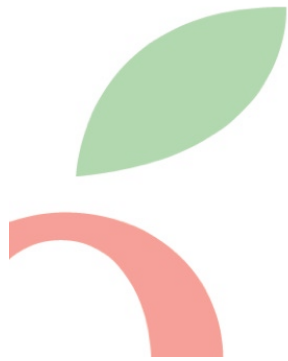
NY 14901



Questions on your statement?

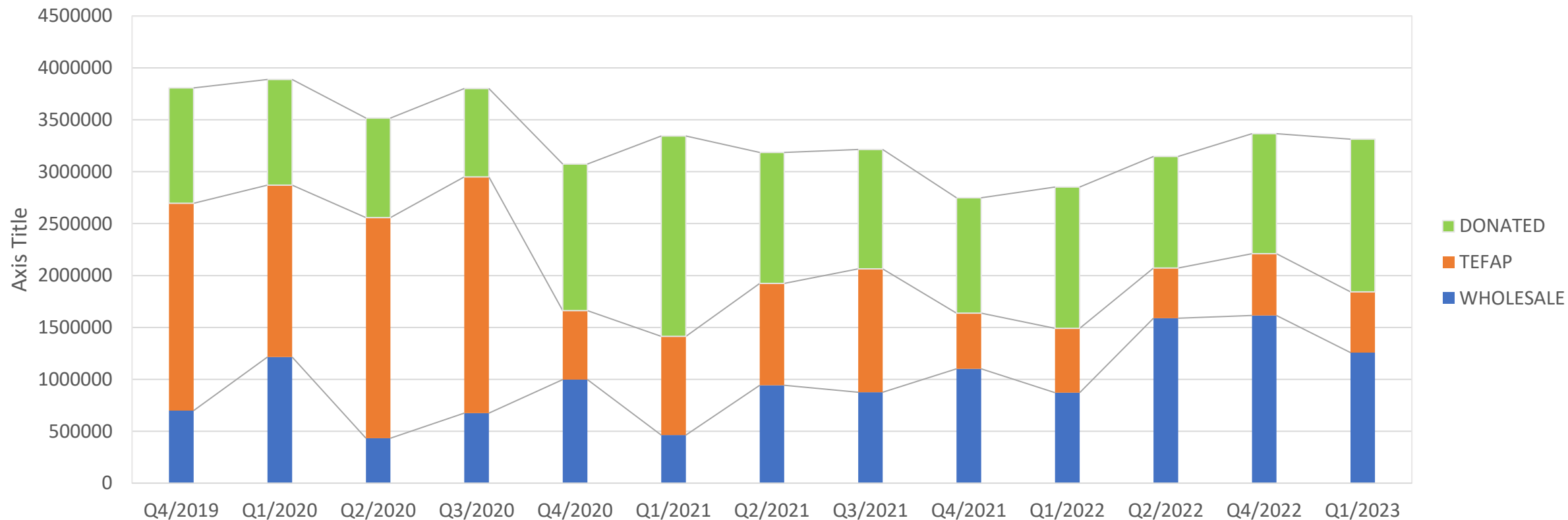
Contact Mary Ziarniak at 328.3228x1263, 1.800.388.1711x1263 or mary.ziarniak@dor.org

DISTRIBUTION



Receipts by Category

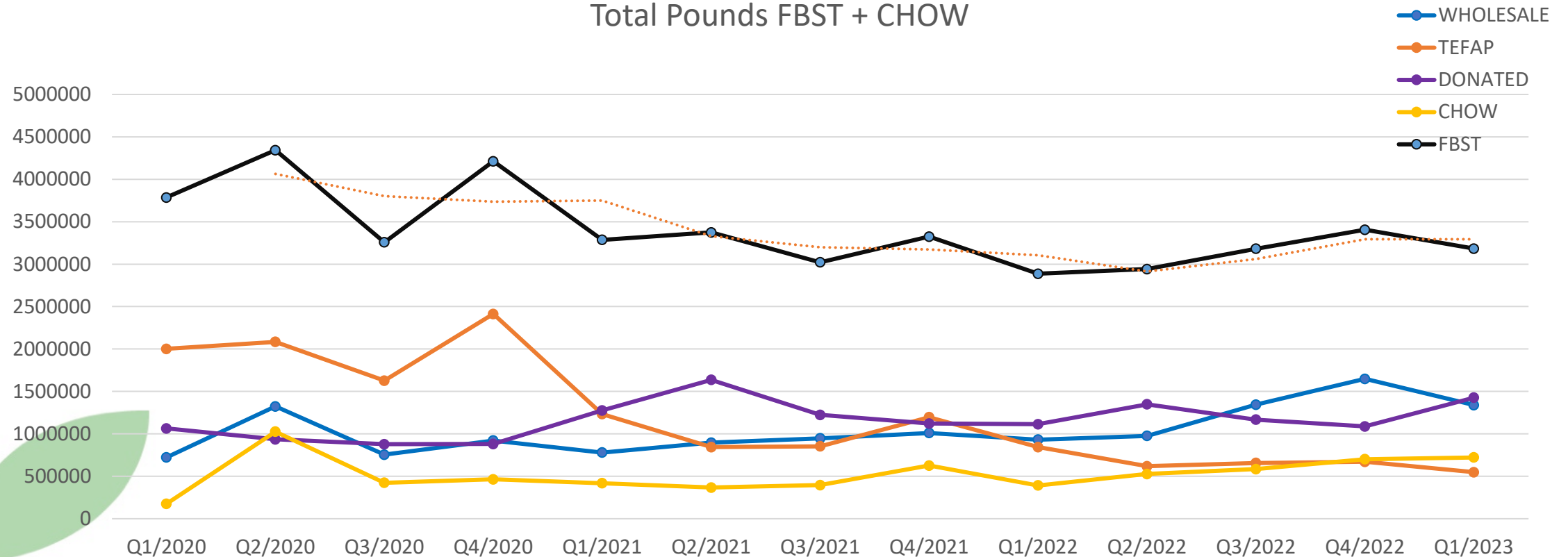
Receipts



Q1 – 3,314,012 total pounds received.
 Strong quarter in donated pounds vs prior year.

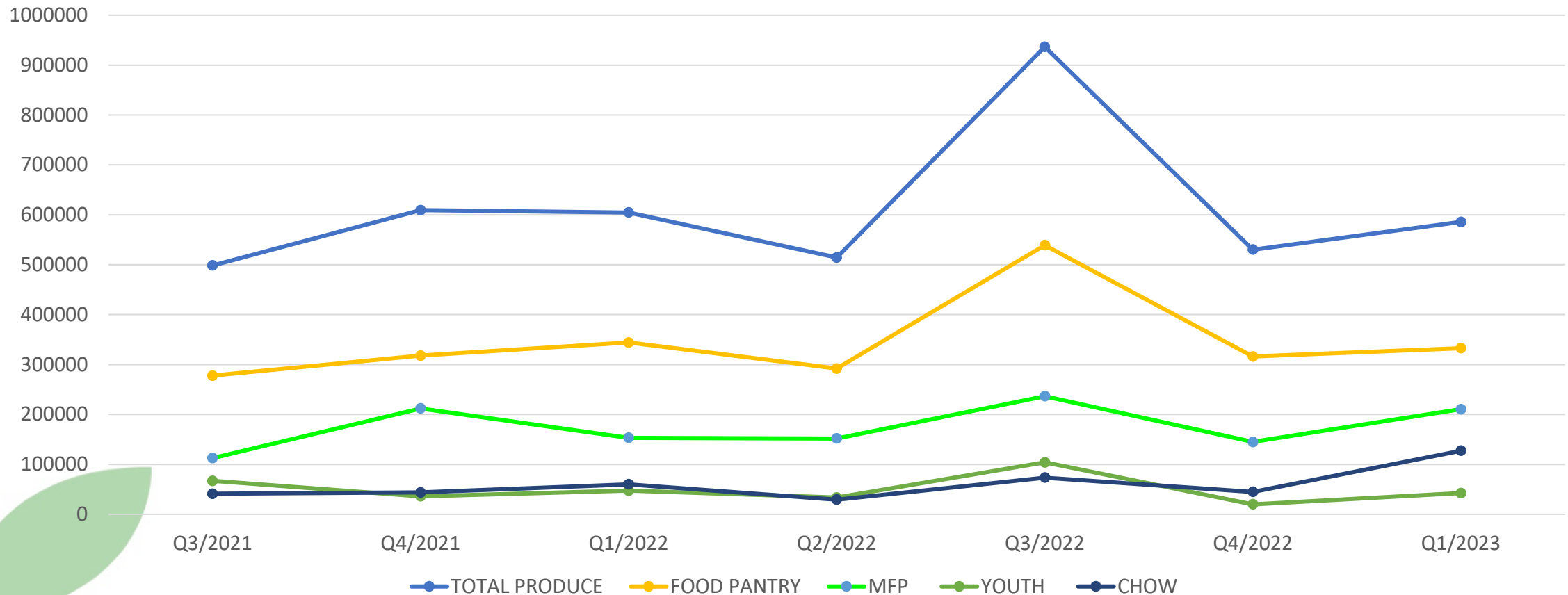
Total Pounds Distributed

Total Pounds FBST + CHOW



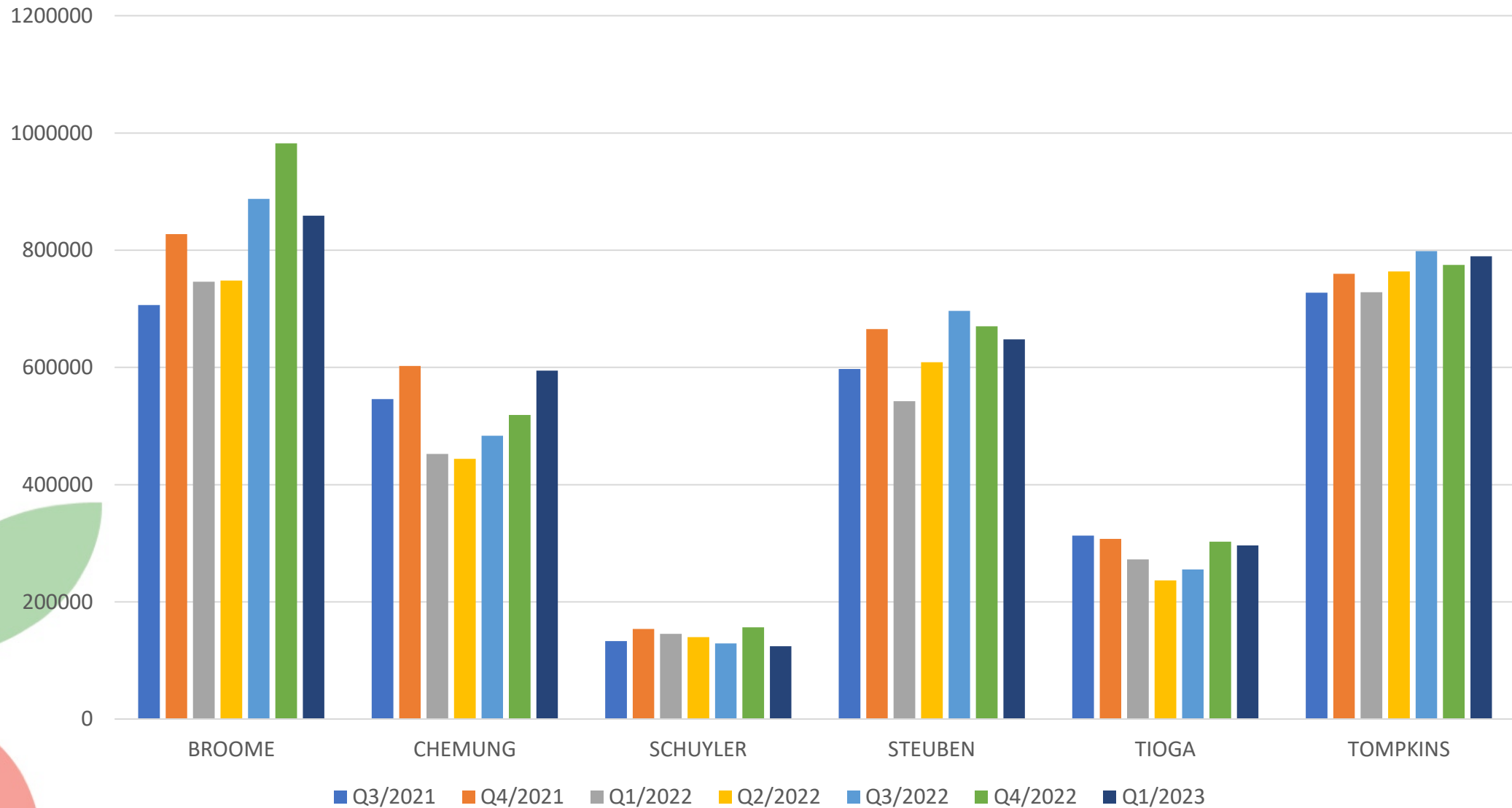
- 3,183,566 distributed by FBST in Q1.
- 721,230 Distributed by CHOW
- Total Distribution (FBST+CHOW) - 3,904,796
- + 200,353 vs. prior year in total.

Produce Distribution by Agency Type:

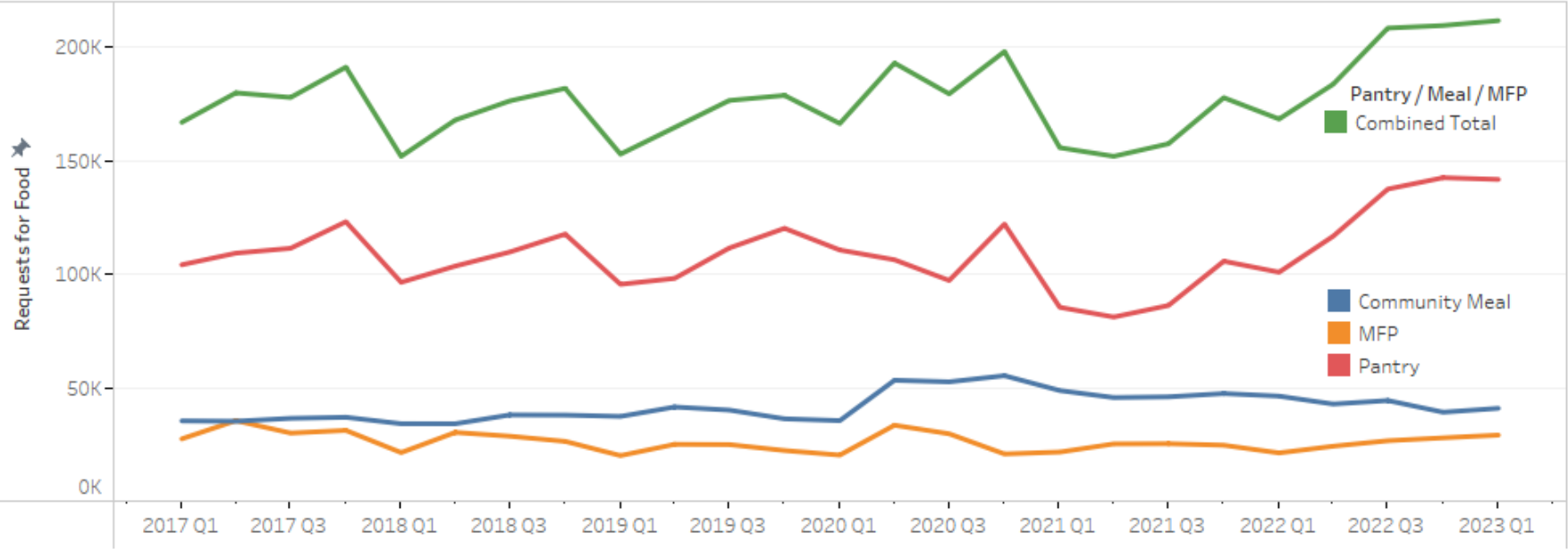


- Produce distribution flat to prior year
- Continued strong participation in Youth Programs
- Increased selection of TEFAP produce in Q1.

YOY Distribution by County



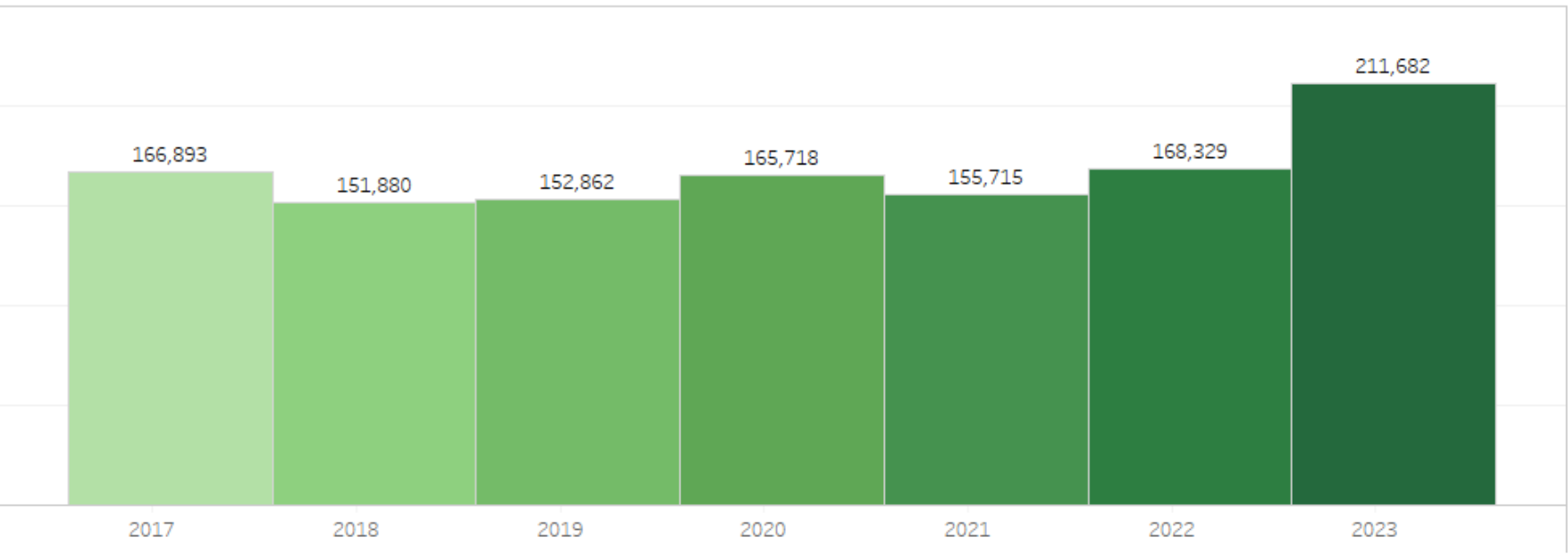
Requests for Food: Pantry, MFP, Community Meal Sites (By Year & Quarter)



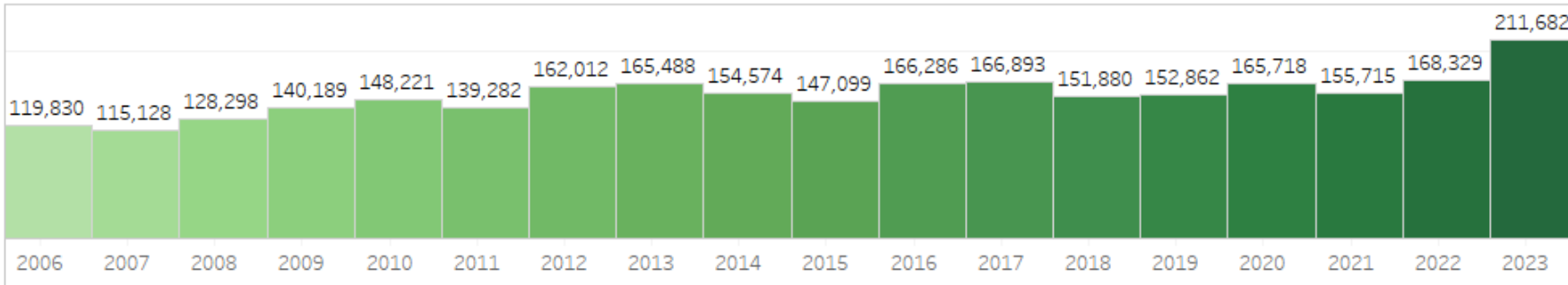
Q1

Looking at Q1 2023 requests for food, we saw:

- **26% increase** compared to Q1 2022
- **38% increase** compared to Q1 2019 (pre-covid)

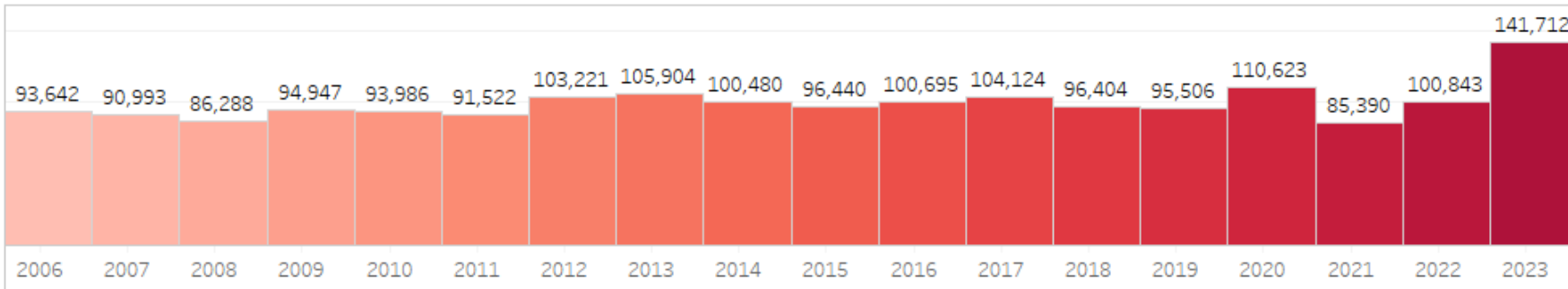


Q1 Individual Requests for Food: Pantry, Community Meal, MFP



Q1 2023 saw the highest quarterly number of requests for food based on all historical data available in P2 (2006-2022).

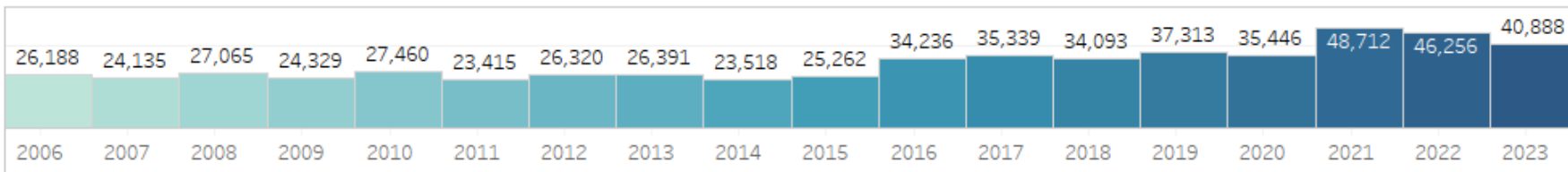
Pantry Only



This record is driven by Pantries

- 41% **increase** compared to Q1 2022
- 48% **increase** compared to Q1 2019 (pre-covid)
- 28% **increase** compared to last Q1 record in 2020

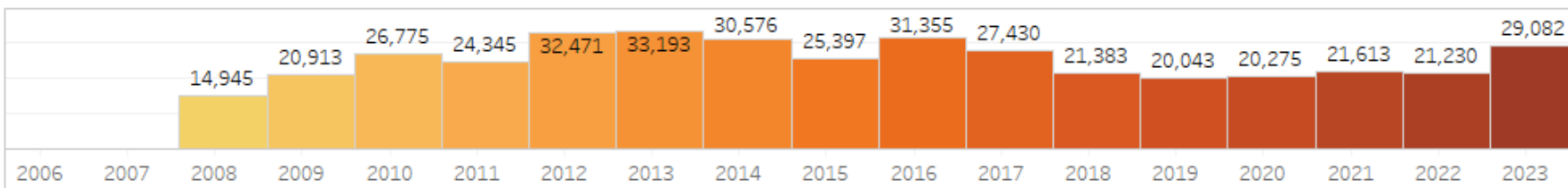
Meal Site Only



Meal Sites

- 12% **decrease** compared to Q1 2022
- 10% **increase** compared to Q1 2019 (pre-covid)

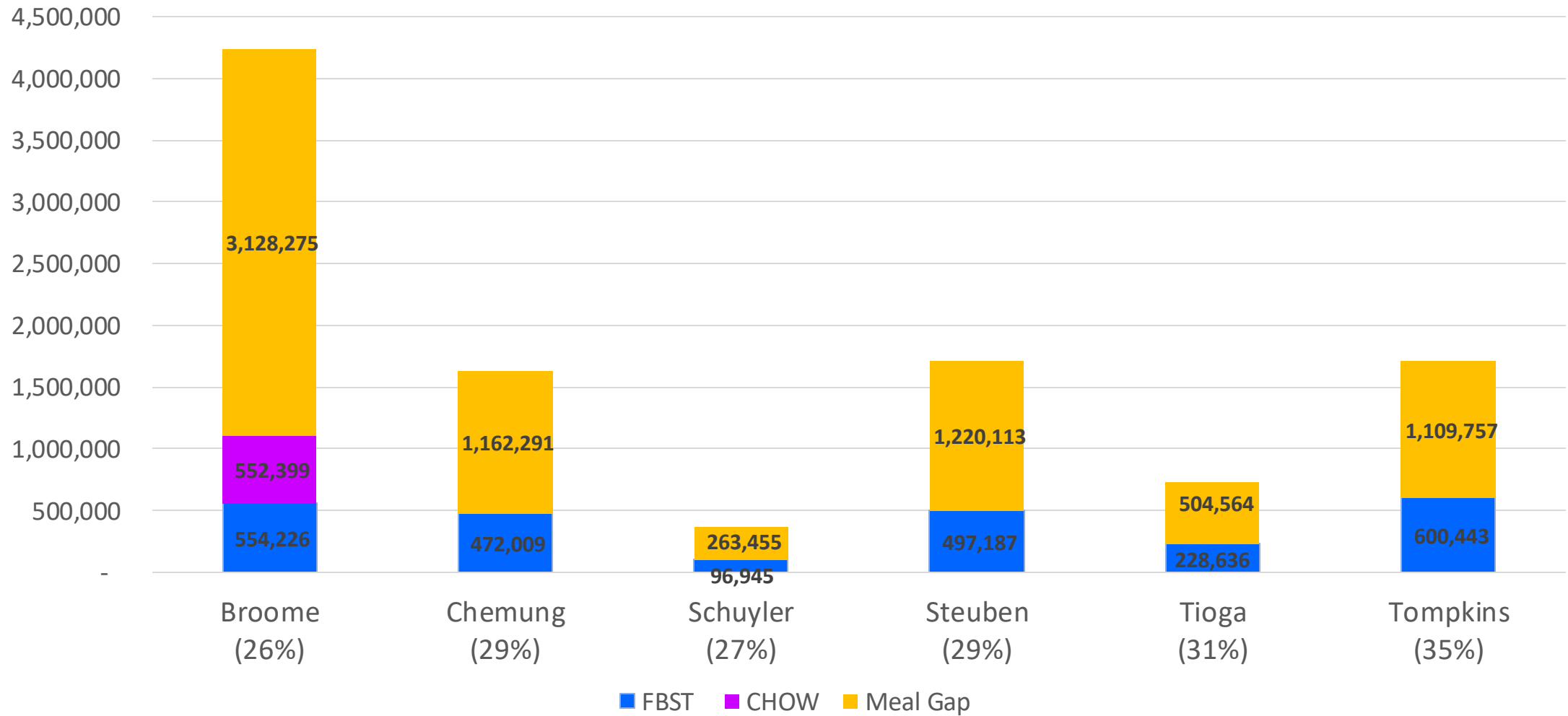
MFP Only



MFP

- 37% **increase** compared to Q1 2022
- 45% **increase** compared to Q1 2019 (pre-covid)

Q1 Meal Distribution by County January - March 2023



Meal Gap based on most recent (2021) Feeding America estimate

Food Bank of the Southern Tier

	2023 Q1 Adjusted	2023 Original	Variance	% Change Q1 vs. Original
REVENUE				
FOOD DISTRIBUTION				
AGENCIES				
SHARED MAINTENANCE	\$90,074	\$102,173	(\$12,099)	-12%
WHOLESALE FOOD	\$2,521,088	\$2,600,971	(\$79,883)	-3%
TEFAP FOOD	\$1,260,052	\$1,260,052	\$0	0%
TOTAL AGENCY FOOD	\$3,871,214	\$3,963,196	(\$91,982)	-2%
MOBILE FOOD PANTRIES				
SHARED MAINTENANCE	\$95,338	\$167,826	(\$72,488)	-43%
WHOLESALE FOOD	\$883,057	\$1,047,439	(\$164,382)	-16%
TEFAP FOOD	\$840,035	\$840,035	\$0	0%
TOTAL MOBILE FOOD PANTRIES	\$1,818,430	\$2,055,300	(\$236,870)	-12%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$0	\$2,668	(\$2,668)	-100%
WHOLESALE FOOD	\$15,115	\$11,000	\$4,115	37%
TEFAP FOOD	\$60,224	\$60,224	\$0	0%
TOTAL YOUTH PROGRAMS	\$75,339	\$73,892	\$1,447	2%
TOTAL FOOD DISTRIBUTION	\$5,764,983	\$6,092,388	(\$327,405)	-5%
DONATED PRODUCT				
DONATED PRODUCT	\$5,883,376	\$5,883,376	\$0	0%
TOTAL DONATED PRODUCT	\$5,883,376	\$5,883,376	\$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)	\$367,353	\$367,353	\$0	0%
OPERATING INCOME (NNY)	\$76,423	\$0	\$76,423	#DIV/0!
OPERATING INCOME (HPNAP) COLA	\$74,928	\$74,928	\$0	0%
OPERATING INCOME (JSY)	\$129,675	\$129,675	\$0	0%
TOTAL HPNAP OPERATING	\$832,742	\$756,319	\$76,423	10%
OTHER GRANTS / PROGRAMS				
CHEMUNG COUNTY	\$30,000	\$30,000	\$0	0%
NOEP	\$134,000	\$134,000	\$0	0%
TEFAP ADMIN	\$114,500	\$211,949	(\$97,449)	-46%
NNY ADMIN	\$129,782	\$295,836	(\$166,054)	-56%
NNY CHOW	\$69,560	\$136,414	(\$66,854)	-49%
PROGRAM / OTHER	\$223,759	\$223,759	\$0	0%
RRP ADMIN	\$0	\$0	\$0	#DIV/0!
VENISON PROGRAM	\$13,686	\$13,686	\$0	0%
BACKPACK REIMBURSEMENT	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER GRANTS / PGMS	\$715,287	\$1,045,644	(\$330,357)	-32%
TOTAL GRANTS / PROGRAMS	\$1,548,029	\$1,801,963	(\$253,934)	-14%
FUNDRAISING / DONATIONS				
CAUSE MARKETING	\$339,220	\$339,220	\$0	0%
SPECIAL EVENTS	\$30,000	\$30,000	\$0	0%
DIRECT MAIL	\$1,319,027	\$1,319,027	\$0	0%
ONLINE GIVING	\$550,000	\$550,000	\$0	0%
PERSONAL SOLICITATION	\$400,000	\$400,000	\$0	0%
GENERAL DEVELOPMENT GRANTS	\$650,000	\$600,000	\$50,000	8%
WHITE MAIL	\$925,000	\$925,000	\$0	0%
ALL OTHER PRIVATE SUPPORT	\$250,000	\$250,000	\$0	0%
TOTAL FUNDRAISING/DONATIONS	\$4,463,247	\$4,413,247	\$50,000	1%

	2023 Q1 Adjusted	2023 Original	Variance	% Change Q1 vs. Original
OTHER INCOME				
OTHER INCOME	\$265,926	\$111,500	\$154,426	138%
TOTAL OTHER INCOME	\$265,926	\$111,500	\$154,426	138%
TOTAL REVENUE	\$17,925,561	\$18,302,474	(\$376,913)	-2%
EXPENSES				
PERSONNEL EXPENSES				
SALARIES	\$2,947,967	\$2,947,967	\$0	0%
FRINGE BENEFITS	\$697,113	\$697,113	\$0	0%
OTHER	\$24,500	\$24,500	\$0	0%
TOTAL PERSONNEL EXPENSES	\$3,669,580	\$3,669,580	\$0	0%
FOOD EXPENSE				
AGENCIES				
WHOLESALE FOOD	\$2,366,354	\$2,484,056	(\$117,702)	-5%
TEFAP FOOD	\$1,260,052	\$1,260,052	\$0	0%
TOTAL AGENCIES	\$3,626,406	\$3,744,108	(\$117,702)	-3%
MOBILE FOOD PANTRIES				
MFP SHARED MAINTENANCE	\$0	\$37,826	(\$37,826)	-100%
WHOLESALE FOOD	\$876,768	\$1,066,004	(\$189,236)	-18%
TEFAP FOOD	\$840,035	\$840,035	\$0	0%
TOTAL MOBILE FOOD PANTRIES	\$1,716,803	\$1,943,865	(\$227,062)	-12%
YOUTH PROGRAMS				
SHARED MAINTENANCE	\$0	\$2,668	(\$2,668)	-100%
WHOLESALE FOOD	\$425,146	\$421,596	\$3,550	1%
TEFAP FOOD	\$60,224	\$60,224	\$0	0%
TOTAL YOUTH PROGRAMS	\$485,370	\$484,488	\$882	0%
TOTAL FOOD EXPENSE	\$5,828,579	\$6,172,461	(\$343,882)	-6%
OTHER FOOD EXPENSES				
OTHER FOOD/PROGRAM				
OTHER FOOD/PROGRAM	\$1,118,785	\$308,274	\$810,511	263%
TOTAL OTHER FOOD/PROGRAM	\$1,118,785	\$308,274	\$810,511	263%
PRODUCT ACQUISITION FREIGHT				
PRODUCT FREIGHT	\$100,750	\$100,750	\$0	0%
TOTAL PRODUCT FREIGHT	\$100,750	\$100,750	\$0	0%
TOTAL OTHER FOOD EXPENSES	\$1,219,535	\$409,024	\$810,511	198%
DONATED PRODUCT				
DONATED PRODUCT	\$5,883,376	\$5,883,376	\$0	0%
TOTAL DONATED PRODUCT	\$5,883,376	\$5,883,376	\$0	0%
WAREHOUSE / DISTRIBUTION				
VEHICLE	\$124,351	\$124,351	\$0	0%
WAREHOUSE	\$44,400	\$44,400	\$0	0%
PRODUCTION ROOM	\$24,365	\$24,365	\$0	0%
TOTAL WAREHOUSE / DISTRIBUTION	\$193,116	\$193,116	\$0	0%
GENERAL OPERATIONS				
BUILDING	\$205,946	\$205,946	\$0	0%
GENERAL OFFICE	\$148,798	\$148,798	\$0	0%
TECHNOLOGY/SERVICES	\$105,332	\$105,332	\$0	0%
STAFF EXPENSES	\$112,381	\$95,581	\$16,800	18%
CONTRACT SERVICES	\$621,156	\$581,156	\$40,000	7%
TOTAL GENERAL OPERATIONS	\$1,193,613	\$1,136,813	\$56,800	5%

	2023 Q1 Adjusted	2023 Original	Variance	% Change Q1 vs. Original
DEVELOPMENT/PR				
SPECIAL EVENTS	\$21,000	\$21,000	\$0	0%
DIRECT MAIL	\$448,338	\$448,338	\$0	0%
GEN. DEVELOPMENT / PR EXPENSE	\$122,746	\$122,746	\$0	0%
TOTAL DEVELOPMENT/PR	\$592,084	\$592,084	\$0	0%
ADVOCACY & EDUCATION				
ADVOCACY & EDUCATION	\$22,500	\$22,500	\$0	0%
TOTAL ADVOCACY & EDUCATION	\$22,500	\$22,500	\$0	0%
AGENCY CAPACITY BUILDING				
OPERATION SUPPORT	\$268,773	\$325,627	(\$56,854)	-17%
TOTAL HPNAP OPERATION SUPPORT	\$268,773	\$325,627	(\$56,854)	-17%
TOTAL NON-SIF EXPENSES	\$18,871,156	\$18,404,581	\$466,575	3%
NET OPERATING SURPLUS/DEFICIT	(\$945,595)	(\$102,107)	(\$843,488)	826%
SIF				
SIF EXPENSES	\$1,810,291	\$1,776,291	\$34,000	2%
TOTAL SIF	\$1,810,291	\$1,776,291	\$34,000	2%
TOTAL EXPENSES	\$20,681,447	\$20,180,872	\$500,575	2%
NET OPERATING + SIF SURPLUS/DEFICIT	(\$2,755,886)	(\$1,878,398)	(\$877,488)	47%
NON-OPERATING ADJUSTMENTS				
CAPITAL ALLOCATIONS				
TRUCK CAMPAIGN ALLOCATIONS	\$0	\$0	\$0	#DIV/0!
TOTAL CAPITAL ALLOCATIONS	\$0	\$0	\$0	#DIV/0!
CAPITAL EXPENSES				
CAPITAL EQUIPMENT	\$24,000	\$24,000	\$0	0%
EQUIPMENT/FURNITURE PURCHASES	\$0	\$0	\$0	#DIV/0!
CAPITAL IMPROVEMENTS	\$778,400	\$28,400	(\$750,000)	-2641%
TOTAL CAPITAL EXPENSES	\$802,400	\$52,400	(\$750,000)	-1431%
OTHER NON-OP ADJUSTMENTS				
BEQUESTS	\$0	\$0	\$0	#DIV/0!
TOTAL OTHER NON-OP ADJUSTMENTS	\$0	\$0	\$0	#DIV/0!
TOTAL NON-OPERATING ADJUSTMENTS	(\$802,400)	(\$52,400)	(\$750,000)	1431%
NET SURPLUS/DEFICIT	(\$3,558,286)	(\$1,930,798)	(\$1,627,488)	84%

2023 Budget Changes - First Quarter

Snapshot: We are ending the 1st quarter with a general operating net deficit of \$945,595; including SIF expenses, the deficit is \$2,755,886, and factoring in capital expenses, it brings the total net deficit to \$3,558,286. The most substantial adjustment is regarding an ask for emergency funding to cover the decrease in TEFAP and Donated availability, end of emergency SNAP allotments, increase in food costs, substantial cut to HPNAP & NNY funding, and historically high request for food. We have received word that additional HPNAP and NNY funding may be awarded; however, nothing is confirmed at this time. Therefore, we are working off a scenario with no additional funding. In addition, due to the lack of donated products, Agencies and MFPs were not able to soak up HPNAP SM; therefore, we need to reallocate to wholesale purchasing to maintain HPNAP food minimums, and based on current conditions, we decided not to accept TEFAP convertible admin and reallocated it towards the purchase of food. The BOD-approved facilities project was adjusted into capital expenses, and we hope to complete a comprehensive wage analysis as part of our assessment to recruit and retain top talent. On a positive note, we doubled the interest rate on our ICS account, creating \$154K in added revenue.

Beginning Operating Surplus/Deficit						(\$1,878,398)
A/C #	A/C Name	Current \$\$	Adjusted \$\$	Change	Net Effect	
31-4135-821	Agency HPNAP SM	\$60,000	\$47,901	(\$12,099)		HPNAP - Revised projections based on usage and new HPNAP contract year July - June. Due to the lack of donated products, Agencies and MFPs cannot soak up funding, must reallocate to wholesale to maintain HPNAP food minimums.
31-4135-823	MFP HPNAP SM	\$130,000	\$95,338	(\$34,662)		
31-3213-821	Agency HPNAP HF WH + PRODUCE	\$38,798	\$42,060	\$3,262	(\$43,499)	
31-4142-821	Agency HPNAP WH Revenue	\$472,396	\$515,845	\$43,449		
31-9313-821	Agency HPNAP WH Expense	\$472,396	\$515,845	(\$43,449)		
31-4142-827	Agency NOURISH NY Revenue	\$925,192	\$764,041	(\$161,151)		New NNY contract, July 1, 2023 - June 30, 2024, is significantly less than prior and budgeted amount. In addition, CHOW funds no longer passthrough the Food Bank. Current voucher process is based on purchased food with allowable admin income. The new process will mimic HPNAP and will be based on distribution. These changes require HF and salary allocations to offset admin income.
31-9311-827	Agency NOURISH NY Expense	\$925,192	\$764,041	\$161,151		
31-4102-828	MFP NOURISH NY Revenue	\$740,212	\$550,976	(\$189,236)		
31-9314-827	MFP NOURISH NY Expense	\$740,212	\$550,976	\$189,236		
31-4102-528	Youth NOURISH NY Revenue	\$11,000	\$14,550	\$3,550		
31-9314-528	Youth NOURISH NY Expense	\$11,000	\$14,550	(\$3,550)		
31-3213-827	Agency NOURISH NY HF	\$0	\$31,068	\$31,068	(\$33,144)	
31-3213-823	MFP NOURISH NY HF	\$0	\$24,854	\$24,854		
31-3213-528	Youth NOURISH NY HF	\$0	\$565	\$565		
31-3211-XXX	NOURISH Operating Income	\$0	\$76,423	\$76,423		
31-3206-827	NOURISH Administrative	\$295,836	\$129,782	(\$166,054)		
31-3211-827	NOURISH CHOW Passthrough Revenue	\$136,414	\$69,560	(\$66,854)		
31-9324-827	NOURISH CHOW Passthrough Expense	\$136,414	\$69,560	\$66,854		
31-4142-811	Agency General WH Revenue	\$787,082	\$790,571	\$3,489	\$3,489	Handling fees from Ham purchases.
31-4130-812	MFP General WH SM Revenue	\$37,826	\$0	(\$37,826)		No longer charging internal program income / expense offsets
	MFP General WH SM Expense	\$37,826	\$0	\$37,826		
31-4156-507	Youth BackPack SM Revenue	\$2,268	\$0	(\$2,268)	\$0	
	Youth BackPack SM Expense	\$2,268	\$0	\$2,268		
31-4131-506	Youth SFC SM Revenue	\$400	\$0	(\$400)		
	Youth SFC SM Expense	\$400	\$0	\$400		
31-3211-814	TEFAP Administrative	\$211,949	\$114,500	(\$97,449)	(\$97,449)	Did not utilize convertible admin, reallocated funds to food purchases.

31-3106-615	General Development Grants - Other	\$300,000	\$350,000	\$50,000	\$50,000	FA Advocacy Grant that will incur expenses.
31-5903-410	Interest Income - Other	\$96,750	\$251,176	\$154,426	\$154,426	Increased interest on ICS Account
31-XXXX-811	Emergency Food Grant - Internal	\$0	\$764,000	(\$764,000)	(\$764,000)	We are seeing record-high requests for food, and many of our agencies have exhausted their HPNAP funding. As a result, the Executive Committee on Tuesday approved a resolution to adjust the 2023 budget to distribute up to \$64,000 to partner agencies who have exhausted their HPNAP allocations. If additional HPNAP and NNY money is not awarded, we are asking for an additional \$700k to support partner agencies.
31-9331-811	Grant Designated WH Food	\$0	\$46,511	(\$46,511)	(\$46,511)	Purchase \$46,511 in hams per donor restriction. Although income was accounted for in the budget, expenses were not.
31-8621-612	Conference	\$41,900	\$58,700	(\$16,800)	(\$16,800)	FA Advocacy Grant expenses.
31-7729-410	Contract Services	\$171,795	\$211,795	(\$40,000)	(\$40,000)	Comprehensive wage analysis and redesign of performance evaluations process and forms.
31-9324-508	Programs / Other Expenses - Passthrough	\$9,000	\$19,000	(\$10,000)	(\$10,000)	This expense was combined with the SIF Diaper Banks project. Income was in operations, separating from SIF, and placing in operations to reflect Income/Expense offset.
32-9306-701	SIF School Food Center Wholesale Expense	\$100,000	\$169,000	(\$69,000)		The three adjustments are all under the Program Capacity SIF project. Adjusting in 2022 unspent funds for SFC. Reallocating funds from Operations Support line to Diaper Bank due to program desire/need.
32-9305-701	SIF Diaper Bank Expense	\$85,000	\$200,000	(\$115,000)	(\$34,000)	
32-9325-701	SIF Operations Support Expense	\$740,000	\$590,000	\$150,000		

Net Operating Surplus/Deficit	(\$2,755,886)	(\$877,488)
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	Beginning Non-Operating Adjustments	(\$52,400)	
31-8380-410	Capital Improvements	\$28,400	\$778,400
	Ending Non-Operating Adjustments	(\$802,400)	(\$750,000)

Ending Total Surplus/Deficit	(\$3,558,286)	(\$1,627,488)
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2023 "Non-Budget" Expenditures- First Quarter

A/C Name	Adjusted \$\$	Comment	
31-8380-410	Capital Improvements	\$750,000	BOD approved \$750,000 facilities project.
	Total	\$750,000	