MANNA FOODBANK

Income & Expense Report

1st Qtr. (7/1 - 9/30/14)

		YTD ACTUAL	YTD BUDGET	YTD VARIANCE	% YTD REC'D/ SPENT	ANNUAL BUDGET	% ANNUAL REC'D/ SPENT	Notes
	INCOME: Operations (does not include CC)							
▲	INDIVIDUALS	338,403	290,000	48,403	117%	2,025,000	17%	
▲	CHURCHES	22,057	10,000	12,057	221%	60,000	37%	
▲	BUSINESS/CORPORATE	44,213	15,000	29,213	295%	300,000	15%	
	CIVIC ORGS/SCHOOLS/OTHER	3,889	0	3,889	0%	45,000	9%	
►	GRANTS/ FOUNDATIONS	7,000	50,000	(43,000)	14%	340,000	2%	
	Total Contributions Income	415,562	365,000	50,562	114%	2,770,000	15%	
	GOVT. GRANTS (Federal, State & Local)	0	0	0	0%	0	0%	
	UNITED WAY	36,924	36,500	424	101%	148,000	25%	
	Special Events/Fundraising	30,044	0	30,044	0%	0	0%	timing on revenue recognition
	SNAP FOOD PURCHASE REIMB. Inc.	0	85,000	(85,000)	0%	425,000	0%	timing of food purchases. executed contract received in October 2014
	SNAP ADMIN. REIMBURSEMENT	0	15,000	(15,000)	0%	75,000	0%	timing - executed contract received in October 2014
▲	TEFAP-ADMINISTRATIVE REIMB.	30,547	15,000	15,547	204%	62,000	49%	received more and higher valued TEFAP product in July and Aug 2014.
	FNS USDA REIMB. INCOME	19,847	22,359	(2,512)	89%	89,436	22%	
	AGENCY FEES	107,078	108,000	(922)	99%	440,000	24%	
	CO-OP BUYING OVERHEAD INCOME	127,903	144,999	(17,096)	88%	580,000	22%	
	RECLAIM SCANNING FEES (EARNED INC).	64,827	72,000	(7,173)	90%	260,000	25%	
	ENDOWMENT SPENDABLE INCOME	31,860	31,860	0	100%	31,860	100%	
	MISCELLANEOUS	1,055	1,764	(709)	60%	7,053	15%	
	CAPITALINCOME CARRYOVER	0	0	0	0%	0	0%	
	IN-KIND CONTRIBUTIONS	40,771	0	40,771	0%	0	0%	
	TOTAL OPERATING INCOME	906,418	897,482	8,936	101%	4,888,349	19%	**annual target goal is 25%--Does not include CC revenues**

	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	% YTD REC'D/ SPENT	ANNUAL BUDGET	% ANNUAL REC'D/ SPENT	Notes
FY 13/14 OPERATING INCOME CARRYOVER	**284,013**	**205,921**	**78,092**	**138%**	**205,921**	**138%**	includes additional carryover income that was not included in june 2014 budget estimates
Total INCOME WITH CARRYOVER	**1,190,431**	**1,103,403**	**87,028**	**108%**	**5,094,270**	**23%**	
EXPENSES							
Food Purchases: CO-OP buying	**51,050**	**128,001**	**(76,951)**	**40%**	**530,000**	**10%**	timing--kept purchasing low during 1st qtr to minimize the movement between warehouses during construction
SALARIES & BENEFITS	**603,501**	**613,672**	**(10,171)**	**98%**	**2,454,670**	**25%**	
CONTRACT LABOR (temps etc.)	**11,119**	**7,192**	**3,927**	**155%**	**35,575**	**31%**	
VOLUNTEER STIPENDS	**30,636**	**31,784**	**(1,148)**	**96%**	**41,636**	**74%**	
PROFESSIONAL FEES	**49,037**	**26,599**	**22,438**	**184%**	**94,805**	**52%**	ytd actual includes $12,500 cc fundraising expenses'; $9,564 SOP's for operations paid for with CARGILL grant
RECLAIM SCAN FEES	**18,503**	**15,600**	**2,903**	**119%**	**58,000**	**32%**	
CONTRACT TRUCKING/ PRODUCT HANDLING	**25,255**	**25,624**	**(369)**	**99%**	**102,500**	**25%**	actual includes $4,502 in cc related expenses
FOOD PURCHASES/ FREIGHT: SNAP	**1,400**	**110,750**	**(109,350)**	**1%**	**425,000**	**0%**	timing - received executed FY 14/15 contract in Oct. 2014
FOOD PURCHASES: DOJ settlement funds	**21,751**	**0**	**21,751**	**0%**	**0**	**0%**	
FOOD PURCHASES: MANNAPACKS, SFP etc.	**32,116**	**82,950**	**(50,834)**	**39%**	**369,000**	**9%**	timing of food purchases, spending will catch-up
FOOD PACKING SUPPLIES	**6,043**	**4,850**	**1,193**	**125%**	**28,000**	**22%**	
FOOD PROCUREMENT OTHER	**0**	**0**	**0**	**0%**	**8,000**	**0%**	
OCCUPANCY	**36,713**	**46,276**	**(9,563)**	**79%**	**157,450**	**23%**	
TRANSPORTATION	**44,459**	**42,127**	**2,332**	**106%**	**148,172**	**30%**	
DIRECT MAIL EXPENSE	**29,228**	**53,250**	**(24,022)**	**55%**	**213,000**	**14%**	timing on billing for direct mail
SPECIAL EVENTS EXPENSE	**2,275**	**9,135**	**(6,860)**	**25%**	**29,240**	**8%**	
PRINTING & PUBLICATIONS	**5,073**	**5,952**	**(879)**	**85%**	**28,600**	**18%**	
POSTAGE	**6,062**	**5,012**	**1,050**	**121%**	**42,091**	**14%**	
TELEPHONE EXPENSE	**8,665**	**8,037**	**628**	**108%**	**31,400**	**28%**	
OFFICE EQUIPMENT & SOFTWARE	**524**	**10,362**	**(9,838)**	**5%**	**37,301**	**1%**	
STAFF DEVELOPMENT (conferences, trainings)	**18,172**	**22,699**	**(4,527)**	**80%**	**44,645**	**41%**	
ORGANIZATIONAL DUES	**6,198**	**8,395**	**(2,197)**	**74%**	**34,415**	**18%**	

		YTD ACTUAL	YTD BUDGET	YTD VARIANCE	% YTD REC'D/ SPENT	ANNUAL BUDGET	% ANNUAL REC'D/ SPENT	Notes
	LOCAL TRAVEL/ MILEAGE EXP	**3,434**	**9,647**	**(6,213)**	**36%**	**37,177**	**9%**	underbudget in FNS Outreach and NCIP Vista
	OTHER: (office supplies, bank charges etc.)	**23,574**	**34,705**	**(11,131)**	**68%**	**125,093**	**19%**	
	CAPITAL BUDGET	**0**	**3,000**	**(3,000)**	**0%**	**18,500**	**0%**	
	IN-KIND expense	**40,771**	**0**	**40,771**	**0%**	**0**	**0%**	
	TOTAL EXPENSES	**1,075,559**	**1,305,619**	**(230,060)**	**82%**	**5,094,270**	**21%**	**annual target goal is 25%**
	Less Capital Campaign Fundraising Exp	**(17,515)**						
	NET OPERATING INCOME	**132,387**	**(202,216)**	**($143,032)**				
	net investment activity	**(20,531)**						
	NET INCOME	**111,856**	**(202,216)**					
▲	**Good News**							
▼	**Bad News**							
►	**Items we are watching**							