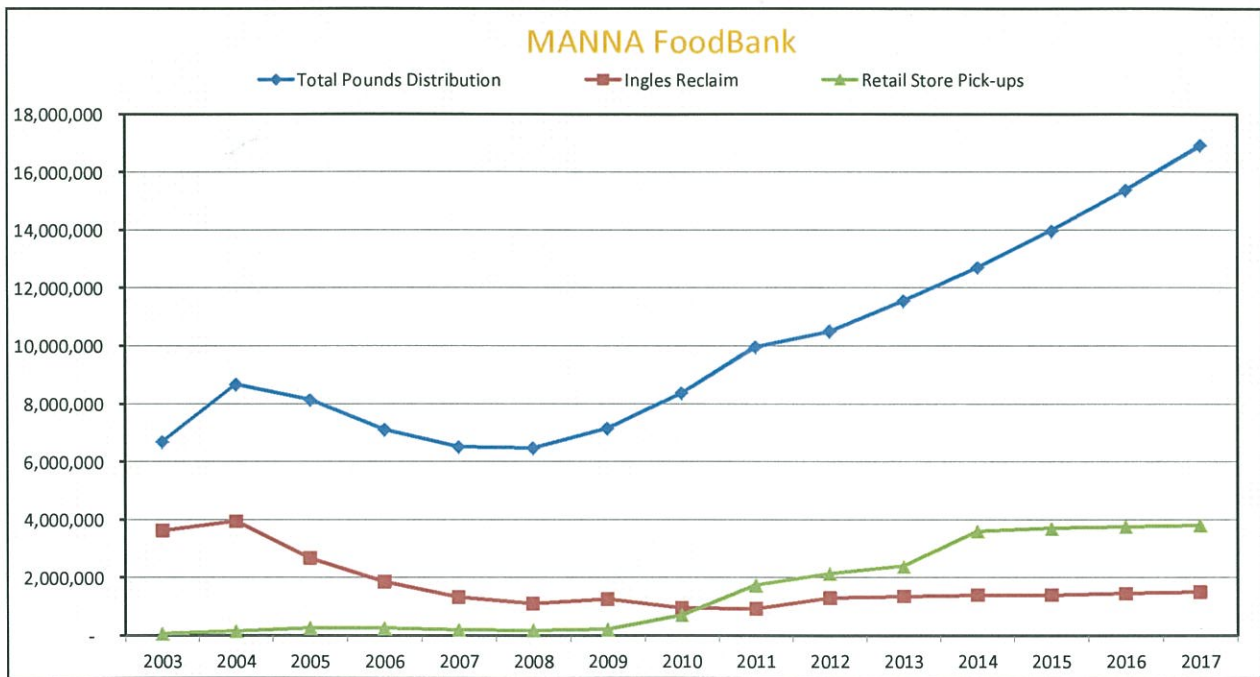


MANNA FoodBank Distribution Analysis

	Total Pounds Distribution	# Dist- % change over previous year	Ingles Reclaim	% change over previous year	Retail Store Pick-ups	Pick-ups- % change over previous year
2003	6,682,003	8%	3,616,591	3%	75,751	82%
2004	8,669,792	30%	3,946,147	9%	160,208	111%
2005	8,135,586	-6%	2,678,451	-32%	271,994	70%
2006	7,101,120	-13%	1,856,576	-31%	260,672	-4%
2007	6,501,630	-8%	1,327,132	-29%	196,885	-24%
2008	6,459,109	-1%	1,108,850	-16%	184,085	-7%
2009	7,147,053	11%	1,255,719	13%	224,967	22%
2010	8,363,971	17%	952,030	-24%	708,933	215%
2011	9,956,270	19%	935,428	-2%	1,746,528	146%
2012	10,493,306	5%	1,293,737	38%	2,142,058	23%
2013	11,542,637	10%	1,350,000	4%	2,400,000	12%
2014	12,696,900	10%	1,400,000	4%	3,600,000	50%
2015	13,966,590	10%	1,400,000	0%	3,700,000	3%
2016	15,363,249	10%	1,450,000	4%	3,750,000	1%
2017	16,899,574	10%	1,500,000	3%	3,800,000	1%
Actuals	Projections					



THE BEACON GROUP		Total - Existing	Total - Current Need	Existing vs. Current Need
WAREHOUSE SPACE	Dry - Pallet Storage - Floor	420	420	0
	Dry - Pallet Storage - Rack	832	832	0
	Dry - Pallet Storage - Total	1252	1252	0
	Cooler - Pallet Storage - Floor	12	0	12
	Cooler - Pallet Storage - Rack	30	92	-62
	Cooler - Pallet Storage - TOTAL	42	92	-50
	Freezer - Pallet Storage - Floor	12	0	12
	Freezer - Pallet Storage - Rack	30	100	-70
	Freezer - Pallet Storage - TOTAL	42	100	-58
	Total Pallet Storage	1336	1444	-108
	Non-Inventory Pallet Storage	832	300	0
	Tot Inventory lbs Stored Cap.*	1036K	1144k	-108k
	Total Annual Pounds Capacity**	15M	16.6M	-1.6M
	Dock Doors	7	8	-1
	Ramps	3	3	0
	Clean Room	0	1	-1

* Assumes average pallet weight of

** Assumes annual inventory turns of

*** Non-Inventory Dry Storage

1000	lbs
14.5	(13.26 = 2011 Actual Inventory Turns)
300	Pallets