

MANNA Food Bank  
Unaudited Statement of Activities  
for year ending June 30, 2017

	No Capital Campaign Expenses				Total including CC		
	Year Ending 06/30/2017	Budget YTD 06/30/2017	Prior YTD 06/30/16	YTD Act as % of YTD Budget	YTD as % of prior year actual	Year Ending 06/30/2017	
	Actual YTD	FY_2016-17	Actual	Summary	Summary	Actual	
<b>Revenues</b>							
Cont & Grants: Private	3,028,715.65	2,870,633.00	2,782,526.88	5.51 %	8.85 %	3,033,005.67	
Bequests & Planned Giving	60,591.96	60,000.00	0.00	0.99 %		93,102.55	
Gov't Grants & Contracts	687,660.16	729,969.00	779,262.13	(5.80) %	(11.75) %	687,660.16	
Special Event Income	296,995.04	217,000.00	248,901.28	36.86 %	19.32 %	296,995.04	
Earned Income	1,315,709.50	1,268,000.00	1,342,377.63	3.76 %	(1.99) %	1,315,709.50	
Other Income	20,950.47	3,500.00	12,074.38	498.58 %	73.51 %	20,950.47	
<b>Total Operating Revenues</b>	<b>5,410,622.78</b>	<b>5,149,102.00</b>	<b>5,165,142.30</b>	<b>5.08 %</b>	<b>4.75 %</b>	<b>5,447,423.39</b>	
Gains/Losses	(6,354.54)	0.00	(145,557.46)		(95.63) %	(1,263.18)	
Non-Cash Cont	682,672.27	0.00	344,444.46		98.20 %	684,462.27	
Invest Income	144,881.93	0.00	(44,407.01)		426.26 %	144,900.91	
Inventory Receipts	23,948,577.43	0.00	20,804,542.92		15.11 %	23,948,577.43	
<b>Total Revenues</b>	<b>30,180,399.87</b>	<b>5,149,102.00</b>	<b>26,124,165.21</b>	<b>486.13 %</b>	<b>15.53 %</b>	<b>30,224,100.82</b>	
<b>Expenses</b>							
Wages & Benefits	2,680,776.00	2,693,116.70	2,797,158.16	(0.46) %	(4.16) %	2,680,776.00	1
Other Employee Expenses	24,213.96	40,487.00	32,534.35	(40.19) %	(25.57) %	24,213.96	
Professional Services							
Other Professional Services	63,462.62	68,958.00	91,864.32	(7.97) %	(30.92) %	63,462.62	2
Direct Mail Exp	83,200.00	127,200.00	179,679.42	(34.59) %	(53.70) %	83,200.00	3
<b>Total Professional Services</b>	<b>146,662.62</b>	<b>196,158.00</b>	<b>271,543.74</b>	<b>(25.23) %</b>	<b>(45.99) %</b>	<b>146,662.62</b>	
Supplies	140,942.66	136,153.00	113,877.99	3.52 %	23.77 %	143,013.44	
Equipment	39,364.97	52,637.00	51,974.16	(25.21) %	(24.26) %	41,090.08	
Travel	36,720.82	43,140.00	39,878.92	(14.88) %	(7.92) %	36,720.82	
Printing	27,041.15	46,800.00	39,394.70	(42.22) %	(31.36) %	27,041.15	
Advertising	28,468.39	20,600.00	17,663.78	38.20 %	61.17 %	28,468.39	4
Postage	63,231.98	66,714.96	46,341.30	(5.22) %	36.45 %	63,237.55	
Occupancy	116,502.07	129,500.00	100,559.39	(10.04) %	15.85 %	117,347.07	
Insurance	25,957.18	23,236.00	23,381.87	11.71 %	11.01 %	25,957.18	
Freight & Handling							
Vehicle Operating Expenses	116,873.57	135,390.00	128,684.88	(13.68) %	(9.18) %	116,873.57	
Freight	90,252.85	141,789.00	90,265.49	(36.35) %	(0.01) %	90,252.85	
Handling Fees	26,707.08	45,500.00	39,929.81			26,707.08	

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Total Freight & Handling	233,833.50	322,679.00	258,880.18	(27.53) %	(9.68) %	233,833.50
Product Purchasing	1,347,368.56	1,193,004.92	1,343,243.59	12.94 %	0.31 %	1,347,368.56
Program Expenses	90,036.76	113,328.00	96,264.64	(20.55) %	(6.47) %	90,145.02
Communications	26,782.08	31,409.00	36,818.30	(14.73) %	(27.26) %	26,782.08
Fees, Dues, Taxes, Financing	89,082.56	63,082.00	71,989.49	41.22 %	23.74 %	91,933.24
Misc Expenses	1,614.04	4,500.00	19,266.32	(64.13) %	(91.62) %	1,614.04
<b>Total Operating Expenses</b>	<b>5,118,599.30</b>	<b>5,176,545.58</b>	<b>5,360,770.88</b>	<b>(1.12) %</b>	<b>(4.52) %</b>	<b>5,126,204.70</b>
Pass Thru Expenses	483,039.31	5,000.00	25,890.27	9,560.79 %	1765.72%	483,039.31
Depreciation	287,713.95	262,455.48	226,883.76	9.62 %	26.81 %	288,965.88
Non-Cash Expenses	210,904.47	0.00	300,442.70		(29.80) %	210,904.47
Cost of Goods Sold	23,780,764.34	0.00	20,797,043.63		14.35 %	23,780,764.34
<b>Total Expenses</b>	<b>29,881,021.37</b>	<b>5,444,001.06</b>	<b>26,711,031.24</b>	<b>448.88 %</b>	<b>11.87 %</b>	<b>29,889,878.70</b>
<b>Change In Net Assets</b>	<b>299,378.50</b>	<b>(294,899.06)</b>	<b>(586,866.03)</b>			<b>334,222.12</b>
<b>+ Net Assets - Beginning</b>	<b>5,110,411.03</b>	<b>0.00</b>				<b>7,795,923.11</b>
<b>Net Assets - Ending</b>	<b>5,409,789.53</b>	<b>(294,899.06)</b>				<b>8,130,145.23</b>

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Notes:

- 1- No expense for bonuses was accrued since MANNA did not achieve its goal for cash reserves
- 2- Prior year included costs for executive search
- 3- For analysis of Direct Mail campaign, see detail on following page
- 4- FNS outreach advertising campaigns as well as job ads and postings for other events
- 5- Misc Expenses included CEO search expenses

Change in Net Assets: \$167,813 of the total change is from inventory

	07/01/2016 Through 06/30/2017	Prior Year To Date 06/30/2016	Budget Year to Date 06/30/2017	Budget 06/30/2017
Actual		Actual	FY_2016-17	FY_2016-17
<b>Direct Mail Program</b>				
Direct Mail Rev				
40110 - Direct Mail	400,099.39	732,848.37	710,000.00	710,000.00
40115 - Direct Mail In House	494,332.08	0.00	0.00	0.00
<b>Total Direct Mail Rev</b>	<b>894,431.47</b>	<b>732,848.37</b>	<b>710,000.00</b>	<b>710,000.00</b>
Direct Mail Expenses				
50510 - Direct Mail	83,200.00	179,679.42	127,200.00	127,200.00
50610 - Office Supplies	13.98	0.00	0.00	0.00
50710 - Equipment Purchases	400.00	0.00	0.00	0.00
50920 - Publications	0.00	14,858.42	0.00	0.00
51010 - Print	8,808.26	0.00	0.00	0.00
52010 - USPS	41,355.58	22,643.18	29,289.96	29,289.96
58120 - Service Fees	885.00	0.00	0.00	0.00
<b>Total Direct Mail Expenses</b>	<b>134,662.82</b>	<b>217,181.02</b>	<b>156,489.96</b>	<b>156,489.96</b>
<b>Total Direct Mail Program</b>	<b>(759,768.65)</b>	<b>(515,667.35)</b>	<b>(553,510.04)</b>	<b>(553,510.04)</b>

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