

Food Bank of Northern Nevada, Inc.

Income Statement in Detail

Income Statement

For the Period from December 1, 2020 to December 31, 2020

FOR INTERNAL USE ONLY

	Actual Current Mth	% Rev	Budget Current Mth	% Rev	MTD Variance	% Budget	Prior Yr MTD Actual	% Rev	Actual YTD	% Rev	YTD Budget	% Rev	YTD Variance	% Budget	Prior Yr YTD Actual	% Rev	Notes
COMMUNITY DONATIONS																	
General Contributions	319,281	4.5%	200,000	4.1%	119,281	59.6%	271,299	5.0%	677,623	2.2%	379,360	1.6%	298,263	78.6%	458,914	2.0%	
On-line Revenue	711,211	10.0%	150,000	3.1%	561,211	374.1%	181,435	3.3%	1,226,721	4.1%	238,000	1.0%	988,721	415.4%	270,087	1.2%	
Revenue Direct Mail	399,673	5.6%	157,554	3.2%	242,119	153.7%	206,512	3.8%	1,091,261	3.6%	522,703	2.2%	568,558	108.8%	549,428	2.4%	
Telephone Fundraising	7,955	0.1%	0	0.0%	7,955	#DIV/0!	2,905	0.1%	12,586	0.0%	0	0.0%	12,586	#DIV/0!	2,959	0.0%	
Newsletter	79,772	1.1%	42,000	0.9%	37,772	89.9%	42,835	0.8%	288,040	1.0%	110,000	0.5%	178,040	161.9%	117,112	0.5%	
Remit	8,267	0.1%	12,000	0.2%	(3,733)	-31.1%	11,390	0.2%	53,269	0.2%	31,125	0.1%	22,144	71.1%	30,737	0.1%	
Monthly Giving	56,911	0.8%	30,745	0.6%	26,166	85.1%	31,429	0.6%	273,314	0.9%	161,725	0.7%	111,589	69.0%	172,789	0.7%	
Major Gifts	500,606	7.0%	231,750	4.8%	268,856	116.0%	122,400	2.2%	1,158,706	3.8%	460,000	1.9%	698,706	151.9%	403,236	1.7%	
TOTAL COMMUNITY DONATIONS	2,083,678	29.3%	824,049	17.0%	1,259,629	152.9%	870,204	15.9%	4,781,521	15.8%	1,902,913	8.0%	2,878,608	151.3%	2,005,261	8.7%	
WORK PLACE GIVING																	
WorkPlace Giving	22,602	0.3%	3,475	0.1%	19,127	550.4%	3,477	0.1%	65,411	0.2%	25,000	0.1%	40,411	161.6%	24,587	0.1%	
Corporate Matching Funds	18,155	0.3%	4,850	0.1%	13,305	274.3%	5,110	0.1%	81,789	0.3%	20,875	0.1%	60,914	291.8%	22,587	0.1%	
TOTAL WORK PLACE GIVING	40,757	0.6%	8,325	0.2%	32,432	389.6%	8,587	0.2%	147,200	0.5%	45,875	0.2%	101,325	220.9%	47,175	0.2%	
OTHER INCOME																	
Agency Relations Conference	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	2,875	0.0%	
Agency Revenue - Billed	9,991	0.1%	2,500	0.1%	7,491	299.6%	0	0.0%	31,894	0.1%	44,050	0.2%	(12,156)	-27.6%	40,588	0.2%	
Insurance Proceeds	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
Other Revenue	0	0.0%	708	0.0%	(708)	-100.0%	50	0.0%	36	0.0%	4,248	0.0%	(4,212)	-99.1%	4,254	0.0%	
Bridges Revenue	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
FBNN SWAG	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
TOTAL OTHER INCOME	9,991	0.1%	3,208	0.1%	6,783	211.4%	50	0.0%	31,930	0.1%	48,298	0.2%	(16,368)	-33.9%	47,717	0.2%	
GOVERNMENT SUPPORT																	
US Government	627,967	8.8%	133,701	2.8%	494,266	369.7%	174,388	3.2%	1,838,850	6.1%	1,434,998	6.0%	403,852	28.1%	1,050,401	4.5%	
Local Government	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	200,000	0.7%	0	0.0%	200,000	#DIV/0!	10,000	0.0%	
State Government	627,409	8.8%	0	0.0%	627,409	#DIV/0!	0	0.0%	1,685,455	5.6%	0	0.0%	1,685,455	#DIV/0!	0	0.0%	
TOTAL GOVERNMENT SUPPORT	1,255,376	17.6%	133,701	2.8%	1,121,675	838.9%	174,388	3.2%	3,724,304	12.3%	1,434,998	6.0%	2,289,306	159.5%	1,060,401	4.6%	
FOUNDATION GRANTS																	
Foundation Revenue	387,150	5.4%	415,000	8.5%	(27,850)	-6.7%	500,000	9.2%	1,251,818	4.1%	887,500	3.7%	364,318	41.0%	742,500	3.2%	
Foundation Corporate Grants	354,661	5.0%	219,164	4.5%	135,497	61.8%	124,010	2.3%	648,123	2.1%	698,484	2.9%	(50,361)	-7.2%	563,632	2.4%	
TOTAL FOUNDATION GRANTS	741,811	10.4%	634,164	13.0%	107,647	17.0%	624,010	11.4%	1,899,941	6.3%	1,585,984	6.7%	313,957	19.8%	1,306,132	5.6%	
SPECIAL EVENTS REVENUE																	
Event Sponsors	0	0.0%	0	0.0%	0	#DIV/0!	(1,000)	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
Food Bank Special Events	0	0.0%	49,000	1.0%	(49,000)	-100.0%	28,745	0.5%	5,294	0.0%	80,500	0.3%	(75,206)	-93.4%	73,390	0.3%	
Second Party Fundraising	49,873	0.7%	42,000	0.9%	7,873	18.7%	37,554	0.7%	49,873	0.2%	42,000	0.2%	7,873	18.7%	37,554	0.2%	
TOTAL SPECIAL EVENTS REVENUE	49,873	0.7%	91,000	1.9%	(41,127)	-45.2%	65,299	1.2%	55,167	0.2%	122,500	0.5%	(67,333)	-55.0%	110,944	0.5%	
FUNDRAISING REVENUE																	
Third Party Fundraising	45,505	0.6%	45,000	0.9%	505	1.1%	44,183	0.8%	164,083	0.5%	71,300	0.3%	92,783	130.1%	70,006	0.3%	
Corporate Cause Marketing &	8,667	0.1%	13,333	0.3%	(4,666)	-35.0%	5,715	0.1%	47,604	0.2%	83,998	0.4%	(36,394)	-43.3%	101,969	0.4%	
Raley's Food for Families	89,020	1.3%	78,750	1.6%	10,270	13.0%	17,100	0.3%	677,296	2.2%	354,375	1.5%	322,921	91.1%	255,136	1.1%	
TOTAL FUNDRAISING REVENUE	143,192	2.0%	137,083	2.8%	6,109	4.5%	66,997	1.2%	888,983	2.9%	509,673	2.1%	379,310	74.4%	427,110	1.8%	
AGENCY FEES																	
Agency Purchased Product Fees	7,005	0.1%	21,417	0.4%	(14,412)	-67.3%	14,261	0.3%	40,468	0.1%	128,502	0.5%	(88,034)	-68.5%	126,727	0.5%	
TOTAL AGENCY FEES	7,005	0.1%	21,417	0.4%	(14,412)	-67.3%	14,261	0.3%	40,468	0.1%	128,502	0.5%	(88,034)	-68.5%	126,727	0.5%	
INVESTMENT REVENUE																	
Interest Income	286	0.0%	208	0.0%	78	37.5%	217	0.0%	6,217	0.0%	1,248	0.0%	4,969	398.1%	2,833	0.0%	
Change in Value Priced Assets	94,487	1.3%	0	0.0%	94,487	#DIV/0!	52,286	1.0%	412,937	1.4%	0	0.0%	412,937	#DIV/0!	136,905	0.6%	
TOTAL INVESTMENT REVENUE	94,773	1.3%	208	0.0%	94,565	45464%	52,503	1.0%	419,154	1.4%	1,248	0.0%	417,906	33486.1%	139,738	0.6%	
DONATED FOOD AND ASSETS																	

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	Current Mth	Rev	Current Mth	Rev	Variance	Budget	Actual	Rev	YTD	Rev	YTD	Rev	YTD	Budget	YTD Actual	Rev	
Donated Food	1,523,661	21.4%	1,916,667	39.4%	(393,006)	-20.5%	2,266,733	41.5%	10,290,410	34.0%	11,500,002	48.3%	(1,209,592)	-10.5%	11,519,606	49.7%	
Donated USDA Commodities	1,088,013	15.3%	950,000	19.5%	138,013	14.5%	1,224,030	22.4%	7,448,037	24.6%	5,700,000	23.9%	1,748,037	30.7%	5,762,654	24.9%	
Donated Food CSFP	78,307	1.1%	141,667	2.9%	(63,360)	-44.7%	93,136	1.7%	484,423	1.6%	850,002	3.6%	(365,579)	-43.0%	602,701	2.6%	
Donated Assets	900	0.0%	0	0.0%	900	#DIV/0!	0	0.0%	27,996	0.1%	0	0.0%	27,996	#DIV/0!	0	0.0%	
TOTAL DONATED FOOD AND ASSETS	2,690,880	37.8%	3,008,334	61.9%	(317,454)	-10.6%	3,583,898	65.6%	18,250,865	60.4%	18,050,004	75.7%	200,861	1.1%	17,884,962	77.2%	
TOTAL REVENUE	7,117,335	100.0%	4,861,489	100.0%	2,255,846	46.4%	5,460,198	100.0%	30,239,534	100.0%	23,829,995	100.0%	6,409,539	26.9%	23,156,168	100.0%	
EXPENSES																	
Food Purchase	27,434	0.4%	63,292	1.3%	35,858	56.7%	50,749	0.9%	396,707	1.3%	395,251	1.7%	(1,456)	-0.4%	194,491	0.8%	
Meal Purchase - Kids Café	159,426	2.2%	65,395	1.3%	(94,031)	-143.8%	63,783	1.2%	727,208	2.4%	740,610	3.1%	13,402	1.8%	400,512	1.7%	
Inventory Adjustments - Food Purchase	3,806	0.1%	0	0.0%	(3,806)	#DIV/0!	0	0.0%	9,362	0.0%	0	0.0%	(9,362)	#DIV/0!	39	0.0%	
Purchase Product COGS	148,629	2.1%	124,927	2.6%	(23,702)	-19.0%	59,059	1.1%	770,419	2.5%	858,774	3.6%	88,355	10.3%	377,435	1.6%	
Freight - Donated & Produce	750	0.0%	5,583	0.1%	4,833	86.6%	4,400	0.1%	10,394	0.0%	31,755	0.1%	21,361	67.3%	17,734	0.1%	
TOTAL FOOD PURCHASE	340,044	4.8%	259,197	5.3%	(80,847)	-31.2%	177,991	3.3%	1,914,091	6.3%	2,026,390	8.5%	112,299	5.5%	990,211	4.3%	
Salaries	253,361	3.6%	233,649	4.8%	(19,712)	-8.4%	228,183	4.2%	1,430,004	4.7%	1,441,299	6.0%	11,295	0.8%	1,416,312	6.1%	
Payroll Taxes	19,987	0.3%	19,417	0.4%	(570)	-2.9%	21,526	0.4%	119,547	0.4%	134,703	0.6%	15,156	11.3%	141,082	0.6%	
Employee Benefits	19,121	0.3%	26,249	0.5%	7,128	27.2%	24,360	0.4%	143,375	0.5%	161,368	0.7%	17,993	11.2%	145,157	0.6%	
Retirement Contribution	11,887	0.2%	11,002	0.2%	(885)	-8.0%	10,666	0.2%	70,015	0.2%	67,608	0.3%	(2,407)	-3.6%	67,773	0.3%	
TOTAL PAYROLL EXPENSE	304,356	4.3%	290,317	6.0%	(14,039)	-4.8%	284,736	5.2%	1,762,942	5.8%	1,804,978	7.6%	42,036	2.3%	1,770,324	7.6%	
OPERATING EXPENSES																	
Contract Labor	5,868	0.1%	1,320	0.0%	(4,548)	-344.5%	0	0.0%	20,926	0.1%	9,840	0.0%	(11,086)	-112.7%	900	0.0%	
Audit	0	0.0%	275	0.0%	275	100.0%	0	0.0%	14,000	0.0%	18,500	0.1%	4,500	24.3%	15,000	0.1%	
Bad Debt	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
Bank Charges	16,213	0.2%	4,683	0.1%	(11,530)	-246.2%	4,739	0.1%	42,988	0.1%	13,373	0.1%	(29,615)	-221.5%	13,303	0.1%	
Books & Subscriptions	0	0.0%	83	0.0%	83	100.0%	0	0.0%	0	0.0%	498	0.0%	498	100.0%	0	0.0%	
Computer Services	3,883	0.1%	3,717	0.1%	(166)	-4.5%	2,308	0.0%	36,787	0.1%	67,577	0.3%	30,790	45.6%	63,602	0.3%	
Conferences	0	0.0%	242	0.0%	242	100.0%	(337)	0.0%	0	0.0%	18,452	0.1%	18,452	100.0%	10,906	0.0%	
Depreciation	130,712	1.8%	125,167	2.6%	(5,545)	-4.4%	116,984	2.1%	264,361	0.9%	250,863	1.1%	(13,498)	-5.4%	230,687	1.0%	
Donor Appreciation	73	0.0%	442	0.0%	369	83.5%	430	0.0%	1,348	0.0%	8,052	0.0%	6,704	83.3%	3,740	0.0%	
Dues & Memberships	99	0.0%	425	0.0%	326	76.7%	240	0.0%	1,654	0.0%	9,465	0.0%	7,811	82.5%	6,217	0.0%	
Employee Travel/Mileage	636	0.0%	1,932	0.0%	1,296	67.1%	2,589	0.0%	3,998	0.0%	10,592	0.0%	6,594	62.3%	8,213	0.0%	
Equipment Rental	1,690	0.0%	1,208	0.0%	(482)	-39.9%	1,233	0.0%	6,764	0.0%	7,248	0.0%	484	6.7%	6,876	0.0%	
Equipment	141,838	2.0%	975	0.0%	(140,863)	-14447.5%	0	0.0%	233,118	0.8%	105,449	0.4%	(127,669)	-121.1%	4,750	0.0%	
Interest Expense	69	0.0%	0	0.0%	(69)	#DIV/0!	0	0.0%	1,670	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
Gasoline	16,672	0.2%	16,708	0.3%	36	0.2%	15,365	0.3%	68,611	0.2%	102,048	0.4%	33,437	32.8%	99,806	0.4%	
Governance	0	0.0%	208	0.0%	208	100.0%	61	0.0%	218	0.0%	1,248	0.0%	1,030	82.6%	323	0.0%	
Insurance	7,527	0.1%	7,101	0.1%	(426)	-6.0%	6,087	0.1%	43,694	0.1%	42,606	0.2%	(1,088)	-2.6%	36,521	0.2%	
Off-Site Location Expenses	1,350	0.0%	475	0.0%	(875)	-184.2%	1,350	0.0%	2,700	0.0%	3,150	0.0%	450	14.3%	2,700	0.0%	
Postage	16,467	0.2%	16,004	0.3%	(463)	-2.9%	7,722	0.1%	73,542	0.2%	75,289	0.3%	1,747	2.3%	52,338	0.2%	
Office Supplies	5,695	0.1%	1,261	0.0%	(4,434)	-351.6%	1,478	0.0%	12,314	0.0%	9,116	0.0%	(3,198)	-35.1%	5,475	0.0%	
Printing	10,388	0.1%	5,368	0.1%	(5,020)	-93.5%	3,226	0.1%	20,678	0.1%	22,133	0.1%	1,455	6.6%	15,128	0.1%	
Professional Services	31,140	0.4%	22,497	0.5%	(8,643)	-38.4%	48,193	0.9%	110,555	0.4%	142,856	0.6%	32,301	22.6%	97,627	0.4%	
Professional Services - Direct Mail	48,204	0.7%	46,381	1.0%	(1,823)	-3.9%	30,678	0.6%	182,830	0.6%	189,477	0.8%	6,647	3.5%	159,779	0.7%	
Program Materials	3,103	0.0%	825	0.0%	(2,278)	-276.1%	2,989	0.1%	21,628	0.1%	8,200	0.0%	(13,428)	-163.8%	10,053	0.0%	
Promotional Expense	0	0.0%	292	0.0%	292	100.0%	0	0.0%	3,257	0.0%	1,752	0.0%	(1,505)	-85.9%	1,500	0.0%	
Public Information	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
Repair & Maintenance - Building &	11,371	0.2%	7,096	0.1%	(4,275)	-60.2%	3,224	0.1%	52,290	0.2%	41,326	0.2%	(10,964)	-26.5%	33,436	0.1%	
Repair & Maintenance - Vehicles	14,057	0.2%	12,250	0.3%	(1,807)	-14.7%	14,536	0.3%	82,727	0.3%	73,500	0.3%	(9,227)	-12.6%	57,735	0.2%	
Special Events	3,315	0.0%	6,750	0.1%	3,435	50.9%	422	0.0%	5,252	0.0%	19,250	0.1%	13,998	72.7%	7,105	0.0%	
Vehicle Registration	2,576	0.0%	5,188	0.1%	2,612	50.3%	4,863	0.1%	12,241	0.0%	13,782	0.1%	1,541	11.2%	12,535	0.1%	
Sanitation	3,370	0.0%	3,001	0.1%	(369)	-12.3%	1,389	0.0%	21,837	0.1%	18,006	0.1%	(3,831)	-21.3%	12,860	0.1%	
Staff Development/Training	4,850	0.1%	2,328	0.0%	(2,522)	-108.4%	4,673	0.1%	12,485	0.0%	12,853	0.1%	(586)	-4.1%	12,350	0.1%	
Telephone/Internet	7,468	0.1%	6,111	0.1%	(1,357)	-22.2%	6,786	0.1%	33,376	0.1%	36,666	0.2%	3,290	9.0%	36,389	0.2%	
Uniforms	363	0.0%	333	0.0%	(30)	-9.0%	550	0.0%	2,891	0.0%	2,598	0.0%	(293)	-11.3%	2,002	0.0%	
Utilities	7,344	0.1%	4,517	0.1%	(2,827)	-62.6%	4,957	0.1%	24,128	0.1%	27,102	0.1%	2,974	11.0%	27,556	0.1%	
Warehouse Supplies	33,454	0.5%	6,311	0.1%	(27,143)	-430.1%	5,364	0.1%	62,875	0.2%	53,829	0.2%	(9,046)	-16.8%	25,597	0.1%	
TOTAL OPERATING EXPENSES	529,795	7.4%	311,474	6.4%	(218,321)	-70.1%	292,096	5.3%	1,478,695	4.9%	1,416,696	5.9%	(60,330)	-4.3%	1,073,007	4.6%	

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DONATED FOOD EXPENSE																	
Donated Food - COGS	2,183,688	30.7%	1,916,667	39.4%	(267,021)	-13.9%	1,391,846	25.5%	9,839,596	32.5%	11,500,002	48.3%	1,660,406	14.4%	10,383,477	44.8%	
Donated Food - USDA Commodities	895,446	12.6%	950,000	19.5%	54,554	5.7%	776,542	14.2%	6,545,965	21.6%	5,700,000	23.9%	(845,965)	-14.8%	5,928,164	25.6%	
Donated Food - CSFP	93,648	1.3%	141,667	2.9%	48,019	33.9%	100,921	1.8%	637,586	2.1%	850,002	3.6%	212,416	25.0%	632,612	2.7%	
Donated Assets	900	0.0%	0	0.0%	(900)	#DIV/0!	0	0.0%	27,996	0.1%	0	0.0%	(27,996)	#DIV/0!	0	0.0%	
TOTAL DONATED FOOD AND	3,173,683	44.6%	3,008,334	61.9%	(165,349)	-5.5%	2,269,308	41.6%	17,051,143	56.4%	18,050,004	75.7%	998,861	5.5%	16,944,254	73.2%	
Loss on Asset Disposal	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
TOTAL OTHER EXPENSES	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
TOTAL OPERATING EXPENSES	4,347,878	61.1%	3,869,322	79.6%	(478,556)	-12.4%	3,024,131	55.4%	22,206,870	73.4%	23,298,068	97.8%	1,092,867	4.7%	20,777,797	89.7%	
TOTAL INCOME STATEMENT	2,769,457		992,167		1,777,290		2,436,067		8,032,663		531,927		7,502,406		2,378,372		