

Food Bank of Northern Nevada, Inc.

Income Statement in Detail
Income Statement Without Donated Food, Depreciation and Investment Income
For the Period from April 1, 2021 to April 30, 2021

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	191,258	14.0%	35,000	7.4%	156,258	446.5%	208,991	7.0%	1,237,299	7.5%	541,360	6.8%	695,939	128.6%	856,107	7.9%	
On-line Revenue	101,824	7.5%	6,000	1.3%	95,824	1597.1%	490,042	16.4%	1,639,238	9.9%	271,000	3.4%	1,368,238	504.9%	874,631	8.1%	
Revenue Direct Mail	174,481	12.8%	35,206	7.4%	139,275	395.6%	207,654	6.9%	1,638,019	9.9%	731,483	9.1%	906,536	123.9%	909,337	8.4%	
Telephone Fundraising	0	0.0%	0	0.0%	0	#DIV/0!	150	0.0%	15,458	0.1%	0	0.0%	15,458	#DIV/0!	4,069	0.0%	
Newsletter	31,944	2.3%	14,000	3.0%	17,944	128.2%	52,330	1.7%	442,490	2.7%	143,000	1.8%	299,490	209.4%	216,594	2.0%	
Remit	12,304	0.9%	3,500	0.7%	8,804	251.5%	23,503	0.8%	92,466	0.6%	48,375	0.6%	44,091	91.1%	69,754	0.6%	
Monthly Giving	57,766	4.2%	25,745	5.4%	32,021	124.4%	39,257	1.3%	502,035	3.0%	257,705	3.2%	244,330	94.8%	296,734	2.8%	
Major Gifts	10,000	0.7%	30,000	6.3%	(20,000)	-66.7%	604,080	20.2%	1,529,346	9.3%	580,000	7.2%	949,346	163.7%	1,213,116	11.3%	
TOTAL COMMUNITY DONATIONS	579,577	42.5%	149,451	31.5%	430,126	287.8%	1,626,006	54.3%	7,096,351	42.9%	2,572,923	32.2%	4,523,428	175.8%	4,440,342	41.2%	
WORK PLACE GIVING																	
WorkPlace Giving	3,248	0.2%	3,445	0.7%	(197)	-5.7%	36,402	1.2%	89,566	0.5%	53,390	0.7%	36,176	67.8%	86,683	0.8%	
Corporate Matching Funds	10,616	0.8%	1,625	0.3%	8,991	553.3%	13,175	0.4%	139,831	0.8%	37,515	0.5%	102,316	272.7%	56,940	0.5%	
TOTAL WORK PLACE GIVING	13,864	1.0%	5,070	1.1%	8,794	173.5%	49,577	1.7%	229,397	1.4%	90,905	1.1%	138,492	152.3%	143,622	1.3%	
OTHER INCOME																	
Agency Relations Conference	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	3,250	0.0%	(3,250)	-100.0%	2,875	0.0%	
Agency Revenue - Billed	0	0.0%	2,500	0.5%	(2,500)	-100.0%	5,368	0.2%	68,902	0.4%	79,050	1.0%	(10,148)	-12.8%	79,590	0.7%	
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	0.1%	(708)	-100.0%	0	0.0%	66	0.0%	7,080	0.1%	(7,014)	-99.1%	6,873	0.1%	
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!	420	0.0%	
TOTAL OTHER INCOME	0	0.0%	3,208	0.7%	(3,208)	-100.0%	5,368	0.2%	68,968	0.4%	89,380	1.1%	(20,412)	-22.8%	89,758	0.8%	
GOVERNMENT SUPPORT																	
US Government	268,142	19.6%	150,758	31.8%	117,384	77.9%	462,184	15.4%	2,758,529	16.7%	2,066,281	25.8%	692,248	33.5%	2,087,153	19.4%	
Local Government	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	276,500	1.7%	0	0.0%	276,500	#DIV/0!	10,000	0.1%	
State Government	11,835	0.9%	0	0.0%	11,835	#DIV/0!	5,000	0.2%	1,720,845	10.4%	0	0.0%	1,720,845	#DIV/0!	5,000	0.0%	
TOTAL GOVERNMENT SUPPORT	279,977	20.5%	150,758	31.8%	129,219	85.7%	467,184	15.6%	4,755,874	28.8%	2,066,281	25.8%	2,689,593	130.2%	2,102,153	19.5%	
FOUNDATION GRANTS																	
Foundation Revenue	196,339	14.4%	0	0.0%	196,339	#DIV/0!	537,920	18.0%	1,519,276	9.2%	997,500	12.5%	521,776	52.3%	1,705,420	15.8%	
Foundation Corporate Grants	112,227	8.2%	87,664	18.5%	24,563	28.0%	117,277	3.9%	1,145,155	6.9%	1,014,140	12.7%	131,015	12.9%	968,890	9.0%	
TOTAL FOUNDATION GRANTS	308,567	22.6%	87,664	18.5%	220,903	252.0%	655,197	21.9%	2,664,432	16.1%	2,011,640	25.1%	652,792	32.5%	2,674,310	24.8%	
SPECIAL EVENTS REVENUE																	
Event Sponsors	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	
Food Bank Special Events	18,877	1.4%	2,000	0.4%	16,877	843.9%	0	0.0%	31,671	0.2%	104,500	1.3%	(72,829)	-69.7%	122,246	1.1%	
Second Party Fundraising	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	54,897	0.3%	47,000	0.6%	7,897	16.8%	47,424	0.4%	
TOTAL SPECIAL EVENTS REVENUE	18,877	1.4%	2,000	0.4%	16,877	843.9%	0	0.0%	86,568	0.5%	151,500	1.9%	(64,932)	-42.9%	169,671	1.6%	
FUNDRAISING REVENUE																	
Third Party Fundraising	22,799	1.7%	6,000	1.3%	16,799	280.0%	46,302	1.5%	230,976	1.4%	128,100	1.6%	102,876	80.3%	165,977	1.5%	
Corporate Cause Marketing &	15,146	1.1%	9,333	2.0%	5,813	62.3%	385	0.0%	84,393	0.5%	151,330	1.9%	(66,937)	-44.2%	135,308	1.3%	
Raley's Food for Families	119,578	8.8%	39,375	8.3%	80,203	203.7%	111,368	3.7%	1,242,122	7.5%	525,000	6.6%	717,122	136.6%	613,285	5.7%	
TOTAL FUNDRAISING REVENUE	157,524	11.5%	54,708	11.5%	102,816	187.9%	158,055	5.3%	1,557,492	9.4%	804,430	10.1%	753,062	93.6%	914,570	8.5%	
AGENCY FEES																	
Agency Purchased Product Fees	6,379	0.5%	21,417	4.5%	(15,038)	-70.2%	35,288	1.2%	73,727	0.4%	214,170	2.7%	(140,443)	-65.6%	245,052	2.3%	
TOTAL AGENCY FEES	6,379	0.5%	21,417	4.5%	(15,038)	-70.2%	35,288	1.2%	73,727	0.4%	214,170	2.7%	(140,443)	-65.6%	245,052	2.3%	
TOTAL REVENUE	1,364,764	100.0%	474,276	100.0%	890,488	187.8%	2,996,674	100.0%	16,532,808	100.0%	8,001,229	100.0%	8,531,579	106.6%	10,779,477	100.0%	
EXPENSES																	
Food Purchase	75,386	5.5%	71,641	15.1%	(3,745)	-5.2%	27,108	0.9%	594,726	3.6%	685,252	8.6%	90,526	13.2%	318,698	3.0%	
Meal Purchase - Kids Café	156,585	11.5%	79,197	16.7%	(77,388)	-97.7%	306,246	10.2%	1,259,099	7.6%	1,058,170	13.2%	(200,929)	-19.0%	1,002,830	9.3%	

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	Actual	%	Budget	%	MTD	%	Prior Yr	MTD	%	Actual	%	YTD Budget	%	YTD Variance	Budget	Prior Yr	%	Prior Yr	%	Notes
	Current Mth	Rev	Current Mth	Rev	Variance	Budget	Actual	Actual	Rev	YTD	Rev	YTD	Rev			Actual	Rev			
Inventory Adjustments - Food Purchase	735	0.1%	0	0.0%	(735)	#DIV/0!	1,868	1,868	0.1%	11,295	0.1%	0	0.0%	(11,295)	#DIV/0!	5,392	0.1%			
Purchase Product COGS	301,631	22.1%	110,222	23.2%	(191,409)	-173.7%	145,533	145,533	4.9%	1,407,725	8.5%	1,314,367	16.4%	(93,358)	-7.1%	939,794	8.7%			
Freight - Donated & Produce	750	0.1%	7,166	1.5%	6,416	89.5%	723	723	0.0%	19,344	0.1%	60,419	0.8%	41,075	68.0%	25,729	0.2%			
TOTAL FOOD PURCHASE	535,086	39.2%	268,226	56.6%	(266,860)	-99.5%	481,477	481,477	16.1%	3,292,189	19.9%	3,118,208	39.0%	(173,981)	-5.6%	2,292,443	21.3%			
Salaries	374,773	27.5%	350,473	73.9%	(24,300)	-6.9%	216,618	216,618	7.2%	2,508,854	15.2%	2,492,719	31.2%	(16,135)	-0.6%	2,314,484	21.5%			
Payroll Taxes	32,080	2.4%	36,691	7.7%	4,611	12.6%	22,731	22,731	0.8%	214,277	1.3%	238,466	3.0%	24,189	10.1%	230,308	2.1%			
Employee Benefits	23,395	1.7%	46,087	9.7%	22,692	49.2%	25,449	25,449	0.8%	245,696	1.5%	305,130	3.8%	59,434	19.5%	242,970	2.3%			
Retirement Contribution	17,597	1.3%	16,503	3.5%	(1,094)	-6.6%	10,200	10,200	0.3%	120,840	0.7%	117,117	1.5%	(3,723)	-3.2%	109,045	1.0%			
TOTAL PAYROLL EXPENSE	447,844	32.8%	449,754	94.8%	1,910	0.4%	274,997	274,997	9.2%	3,089,668	18.7%	3,153,432	39.4%	63,764	2.0%	2,896,807	26.9%			
OPERATING EXPENSES																				
Contract Labor	1,412	0.1%	900	0.2%	(512)	-56.9%	900	900	0.0%	32,202	0.2%	11,640	0.1%	(20,562)	-176.6%	2,700	0.0%			
Audit	0	0.0%	0	0.0%	0	#DIV/0!	0	0	0.0%	18,500	0.1%	18,500	0.2%	0	0.0%	18,500	0.2%			
Bad Debt	0	0.0%	0	0.0%	0	#DIV/0!	836	836	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	836	0.0%			
Bank Charges	7,047	0.5%	1,933	0.4%	(5,114)	-264.5%	7,586	7,586	0.3%	95,081	0.6%	28,205	0.4%	(66,876)	-237.1%	32,874	0.3%			
Books & Subscriptions	75	0.0%	333	0.1%	258	77.5%	75	75	0.0%	628	0.0%	1,080	0.0%	452	41.8%	664	0.0%			
Computer Services	2,426	0.2%	3,571	0.8%	1,145	32.1%	3,328	3,328	0.1%	43,121	0.3%	86,242	1.1%	43,121	50.0%	77,725	0.7%			
Conferences	219	0.0%	2,242	0.5%	2,023	90.2%	0	0	0.0%	1,208	0.0%	27,870	0.3%	26,662	95.7%	15,146	0.1%			
Donor Appreciation	12,970	1.0%	4,365	0.9%	(8,605)	-197.1%	623	623	0.0%	17,639	0.1%	14,443	0.2%	(3,196)	-22.1%	5,439	0.1%			
Dues & Memberships	150	0.0%	2,335	0.5%	2,185	93.6%	45	45	0.0%	3,878	0.0%	15,710	0.2%	11,832	75.3%	10,017	0.1%			
Employee Travel/Mileage	772	0.1%	1,857	0.4%	1,085	58.4%	953	953	0.0%	7,367	0.0%	17,920	0.2%	10,553	58.9%	13,861	0.1%			
Equipment Rental	7,091	0.5%	1,208	0.3%	(5,883)	-487.0%	1,233	1,233	0.0%	21,625	0.1%	12,080	0.2%	(9,545)	-79.0%	12,178	0.1%			
Equipment	487	0.0%	875	0.2%	388	44.3%	0	0	0.0%	239,666	1.4%	109,049	1.4%	(130,617)	-119.8%	30,926	0.3%			
Interest Expense	0	0.0%	0	0.0%	0	#DIV/0!	0	0	0.0%	1,670	0.0%	0	0.0%	0	#DIV/0!	0	0.0%			
Gasoline	15,613	1.1%	16,708	3.5%	1,095	6.6%	12,299	12,299	0.4%	120,314	0.7%	168,880	2.1%	48,566	28.8%	159,005	1.5%			
Governance	41	0.0%	1,208	0.3%	1,167	96.6%	0	0	0.0%	259	0.0%	3,080	0.0%	2,821	91.6%	323	0.0%			
Insurance	7,870	0.6%	7,101	1.5%	(769)	-10.8%	10,185	10,185	0.3%	74,112	0.4%	71,010	0.9%	(3,102)	-4.4%	62,840	0.6%			
Off-Site Location Expenses	0	0.0%	1,100	0.2%	1,100	100.0%	0	0	0.0%	4,050	0.0%	5,825	0.1%	1,775	30.5%	4,050	0.0%			
Postage	6,820	0.5%	3,007	0.6%	(3,813)	-126.8%	7,487	7,487	0.2%	88,679	0.5%	96,222	1.2%	7,543	7.8%	76,584	0.7%			
Office Supplies	1,674	0.1%	1,261	0.3%	(413)	-32.8%	1,559	1,559	0.1%	18,034	0.1%	14,610	0.2%	(3,424)	-23.4%	10,309	0.1%			
Printing	(9,639)	-0.7%	1,918	0.4%	11,557	602.5%	284	284	0.0%	25,235	0.2%	32,730	0.4%	7,495	22.9%	22,241	0.2%			
Professional Services	22,116	1.6%	19,037	4.0%	(3,079)	-16.2%	10,819	10,819	0.4%	187,892	1.1%	209,204	2.6%	21,312	10.2%	172,130	1.6%			
Professional Services - Direct Mail	52,341	3.8%	9,014	1.9%	(43,327)	-480.7%	56,622	56,622	1.9%	285,582	1.7%	266,663	3.3%	(18,919)	-7.1%	261,367	2.4%			
Program Materials	3,669	0.3%	825	0.2%	(2,844)	-344.7%	1,747	1,747	0.1%	69,822	0.4%	13,475	0.2%	(56,347)	-418.2%	22,308	0.2%			
Promotional Expense	0	0.0%	292	0.1%	292	100.0%	500	500	0.0%	5,550	0.0%	4,420	0.1%	(1,130)	-25.6%	3,500	0.0%			
Public Information	0	0.0%	0	0.0%	0	#DIV/0!	0	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%			
Repair & Maintenance - Building &	10,632	0.8%	5,896	1.2%	(4,736)	-80.3%	14,807	14,807	0.5%	78,581	0.5%	66,660	0.8%	(11,921)	-17.9%	69,441	0.6%			
Repair & Maintenance - Vehicles	12,777	0.9%	10,250	2.2%	(2,527)	-24.7%	11,794	11,794	0.4%	127,550	0.8%	117,500	1.5%	(10,050)	-8.6%	113,704	1.1%			
Special Events	0	0.0%	2,500	0.5%	2,500	100.0%	130	130	0.0%	5,852	0.0%	68,090	0.9%	62,238	91.4%	38,225	0.4%			
Vehicle Registration	619	0.0%	506	0.1%	(113)	-22.4%	384	384	0.0%	27,226	0.2%	20,200	0.3%	(7,026)	-34.8%	17,280	0.2%			
Sanitation	3,174	0.2%	3,001	0.6%	(173)	-5.8%	2,768	2,768	0.1%	35,345	0.2%	30,010	0.4%	(5,335)	-17.8%	24,923	0.2%			
Staff Development/Training	4,306	0.3%	2,368	0.5%	(1,938)	-81.9%	909	909	0.0%	18,978	0.1%	21,230	0.3%	2,252	10.6%	19,893	0.2%			
Telephone/Internet	5,660	0.4%	6,111	1.3%	451	7.4%	5,842	5,842	0.2%	55,687	0.3%	61,110	0.8%	5,423	8.9%	59,715	0.6%			
Uniforms	322	0.0%	333	0.1%	11	3.2%	199	199	0.0%	7,836	0.0%	3,930	0.0%	(3,906)	-99.4%	3,414	0.0%			
Utilities	2,867	0.2%	4,517	1.0%	1,650	36.5%	2,697	2,697	0.1%	40,531	0.2%	45,170	0.6%	4,639	10.3%	42,492	0.4%			
Warehouse Supplies	7,926	0.6%	6,311	1.3%	(1,615)	-25.6%	26,786	26,786	0.9%	81,175	0.5%	106,168	1.3%	24,993	23.5%	70,160	0.7%			
TOTAL OPERATING EXPENSES	181,441	13.3%	122,883	25.9%	(58,558)	-47.7%	183,399	183,399	6.1%	1,840,875	11.1%	1,768,926	22.1%	(70,279)	-4.0%	1,474,772	13.7%			
TOTAL OPERATING EXPENSES	1,164,371	85.3%	840,863	177.3%	(323,508)	-38.5%	939,874	939,874	31.4%	8,222,732	49.7%	8,040,566	100.5%	(180,496)	-2.2%	6,664,022	61.8%			
TOTAL INCOME STATEMENT	200,393		(366,587)		566,980		2,056,801	2,056,801		8,310,076		(39,337)		8,351,083		4,115,455				