

Food Bank of Northern Nevada, Inc.

Development Revenue

For the Period from June 1, 2021 to June 30, 2021

FOR INTERNAL USE ONLY

	Actual Current Mth	% Rev	Budget Current Mth	% Rev	MTD Variance	Prior Yr MTD Actual	% Rev	Actual YTD	% Rev	% YTD Budget	% Complete FY 21	YTD Variance	% Rev	Budget YTD Variance	Prior Yr YTD Actual	% Rev	FY 21 Annual Budget
COMMUNITY DONATIONS																	
General Contributions	76,352	15.4%	21,000	6.8%	55,352	84,473	11.0%	1,395,369	10.8%	139.6%	239.6%	813,009	12.3%	582,360	1,094,130	10.5%	582,360
On-line Revenue	47,481	9.6%	11,000	3.6%	36,481	115,101	15.0%	1,764,683	13.7%	504.3%	604.3%	1,472,683	22.3%	292,000	1,269,586	12.2%	292,000
Revenue Direct Mail	89,810	18.1%	40,335	13.0%	49,475	99,081	12.9%	1,795,246	13.9%	123.6%	223.6%	992,279	15.1%	802,967	1,100,190	10.5%	802,967
Telephone Fundraising	0	0.0%	0	0.0%	0	0	0.0%	15,658	0.1%	33.3%	133.3%	3,908	0.1%	11,750	4,119	0.0%	11,750
Newsletter	17,590	3.5%	17,000	5.5%	590	28,098	3.7%	533,560	4.1%	199.8%	299.8%	355,560	5.4%	178,000	326,011	3.1%	178,000
Remit	6,800	1.4%	2,500	0.8%	4,300	13,368	1.7%	105,941	0.8%	91.3%	191.3%	50,566	0.8%	55,375	103,667	1.0%	55,375
Monthly Giving	51,714	10.4%	25,745	8.3%	25,969	42,467	5.5%	609,978	4.7%	98.9%	198.9%	303,283	4.6%	306,695	378,377	3.6%	306,695
Major Gifts	50,000	10.1%	15,000	4.8%	35,000	171,700	22.4%	1,591,346	12.3%	156.7%	256.7%	971,346	14.7%	620,000	1,566,766	15.0%	620,000
TOTAL COMMUNITY DONATIONS	339,747	68.6%	132,580	42.8%	207,167	554,287	72.2%	7,811,782	60.6%	174.2%	274.2%	4,962,635	75.3%	2,849,147	5,842,846	56.0%	2,849,147
WORK PLACE GIVING																	
WorkPlace Giving	5,106	1.0%	3,010	1.0%	2,096	5,699	0.7%	97,865	0.8%	65.4%	165.4%	38,705	0.6%	59,160	95,243	0.9%	59,160
Corporate Matching Funds	6,825	1.4%	1,350	0.4%	5,475	16,769	2.2%	151,253	1.2%	271.9%	371.9%	110,588	1.7%	40,665	79,505	0.8%	40,665
TOTAL WORK PLACE GIVING	11,931	2.4%	4,360	1.4%	7,571	22,468	2.9%	249,118	1.9%	149.6%	249.6%	149,293	2.3%	99,825	174,749	1.7%	99,825
FOUNDATION GRANTS																	
Foundation Revenue	0	0.0%	0	0.0%	0	0	0.0%	1,519,276	11.8%	45.0%	145.0%	471,776	7.2%	1,047,500	1,717,647	16.5%	1,047,500
Foundation Corporate Grants	28,184	5.7%	90,664	29.3%	(62,480)	65,731	8.6%	1,322,422	10.3%	12.8%	112.8%	149,954	2.3%	1,172,468	1,206,059	11.6%	1,172,470
TOTAL FOUNDATION GRANTS	28,184	5.7%	90,664	29.3%	(62,480)	65,731	8.6%	2,841,699	22.0%	28.0%	128.0%	621,731	9.4%	2,219,968	2,923,706	28.0%	2,219,970
SPECIAL EVENTS REVENUE																	
Event Sponsors	0	0.0%	0	0.0%	0	0	0.0%	0	0.0%	#DIV/0!	#DIV/0!	0	0.0%	0	0	0.0%	0
Food Bank Special Events	12,844	2.6%	20,000	6.5%	(7,156)	4,095	0.5%	48,410	0.4%	-64.0%	36.0%	(86,090)	-1.3%	134,500	126,341	1.2%	134,500
Second Party Fundraising	0	0.0%	0	0.0%	0	0	0.0%	54,897	0.4%	16.8%	116.8%	7,897	0.1%	47,000	47,424	0.5%	47,000
TOTAL SPECIAL EVENTS REVENUE	12,844	2.6%	20,000	6.5%	(7,156)	4,095	0.5%	103,307	0.8%	-43.1%	56.9%	(78,193)	-1.2%	181,500	173,765	1.7%	181,500
FUNDRAISING REVENUE																	
Third Party Fundraising	5,092	1.0%	1,000	0.3%	4,092	10,969	1.4%	255,130	2.0%	79.5%	179.5%	113,030	1.7%	142,100	185,365	1.8%	142,100
Corporate Cause Marketing & Promotions	4,363	0.9%	8,633	2.8%	(4,270)	0	0.0%	88,757	0.7%	-49.1%	50.9%	(85,539)	-1.3%	174,296	135,308	1.3%	174,296
Raley's Food for Families	93,398	18.8%	52,500	16.9%	40,898	110,351	14.4%	1,539,716	11.9%	144.4%	244.4%	909,716	13.8%	630,000	999,110	9.6%	630,000
TOTAL FUNDRAISING REVENUE	102,854	20.8%	62,133	20.1%	40,721	121,320	15.8%	1,883,602	14.6%	99.0%	199.0%	937,206	14.2%	946,396	1,319,783	12.6%	946,396
TOTAL REVENUE	495,559	100.0%	309,737	100.0%	185,822	767,901	100.0%	12,889,509	100.0%	104.7%	204.7%	6,592,673	100.0%	6,296,836	10,434,849	100.0%	6,296,838