

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

	Actual	%	Budget	%	MTD	%	Prior Yr MTD	%	Actual	%		%		%	Prior Yr	%	
	Current Mth	Rev	Current Mth	Rev	Variance	Budget	Actual	Rev	YTD	Rev	YTD Budget	Rev	YTD Variance	Budget	YTD Actual	Rev	Notes
COMMUNITY DONATIONS																	
General Contributions	76,352	2.1%	21,000	0.6%	55,352	263.6%	84,473	3.4%	1,395,369	2.5%	582,360	1.3%	813,009	139.6%	1,094,130	2.3%	
On-line Revenue	47,481	1.3%	11,000	0.3%	36,481	331.6%	115,101	4.6%	1,764,683	3.2%	292,000	0.6%	1,472,683	504.3%	1,269,586	2.6%	
Revenue Direct Mail	89,810	2.5%	40,335	1.2%	49,475	122.7%	99,081	4.0%	1,795,246	3.3%	802,967	1.8%	992,279	123.6%	1,100,190	2.3%	
Telephone Fundraising	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	15,658	0.0%	11,750	0.0%	3,908	33.3%	4,119	0.0%	
Newsletter	17,590	0.5%	17,000	0.5%	590	3.5%	28,098	1.1%	533,560	1.0%	178,000	0.4%	355,560	199.8%	326,011	0.7%	
Remit	6,800	0.2%	2,500	0.1%	4,300	172.0%	13,368	0.5%	105,941	0.2%	55,375	0.1%	50,566	91.3%	103,667	0.2%	
Monthly Giving	51,714	1.4%	25,745	0.7%	25,969	100.9%	42,467	1.7%	609,978	1.1%	306,695	0.7%	303,283	98.9%	378,377	0.8%	
Major Gifts	50,000	1.4%	15,000	0.4%	35,000	233.3%	171,700	6.9%	1,591,346	2.9%	620,000	1.4%	971,346	156.7%	1,566,766	3.2%	
TOTAL COMMUNITY DONATIONS	339,747	9.5%	132,580	3.8%	207,167	156.3%	554,287	22.4%	7,811,782	14.3%	2,849,147	6.3%	4,962,635	174.2%	5,842,846	12.0%	
WORK PLACE GIVING																	
WorkPlace Giving	5,106	0.1%	3,010	0.1%	2,096	69.6%	5,699	0.2%	97,865	0.2%	59,160	0.1%	38,705	65.4%	95,243	0.2%	
Corporate Matching Funds	6,825	0.2%	1,350	0.0%	5,475	405.6%	16,769	0.7%	151,253	0.3%	40,665	0.1%	110,588	271.9%	79,505	0.2%	
TOTAL WORK PLACE GIVING	11,931	0.3%	4,360	0.1%	7,571	173.6%	22,468	0.9%	249,118	0.5%	99,825	0.2%	149,293	149.6%	174,749	0.4%	
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	12,211	0.3%	30,578	0.9%	(18,367)	-60.1%	0	0.0%	101,668	0.2%	112,128	0.2%	(10,460)	-9.3%	79,591	0.2%	
Insurance Proceeds	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	5,828	0.0%	0	0.0%	5,828	#DIV/0!	0	0.0%	
Other Revenue	47,758	1.3%	708	0.0%	47,050	6645.4%	0	0.0%	47,758	0.1%	8,496	0.0%	39,262	462.1%	6,873	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%	66	0.0%	0	0.0%	66	#DIV/0!	420	0.0%	
TOTAL OTHER INCOME	59,968	1.7%	31,286	0.9%	28,682	91.7%	0	0.0%	155,320	0.3%	123,874	0.3%	31,446	25.4%	89,759	0.2%	
GOVERNMENT SUPPORT																	
US Government	402,144	11.2%	71,284	2.0%	330,860	464.1%	403,745	16.3%	3,496,623	6.4%	2,302,732	5.1%	1,193,891	51.8%	3,080,081	6.3%	
Local Government	(3,728)	-0.1%	50,000	1.4%	(53,728)	-107.5%	10,000	0.4%	274,772	0.5%	50,000	0.1%	224,772	449.5%	20,000	0.0%	
State Government	95,305	2.7%	0	0.0%	95,305	#DIV/0!	0	0.0%	1,829,220	3.3%	0	0.0%	1,829,220	#DIV/0!	5,000	0.0%	
TOTAL GOVERNMENT SUPPORT	493,721	13.8%	121,284	3.5%	372,437	307.1%	413,745	16.7%	5,600,615	10.2%	2,352,732	5.2%	3,247,883	138.0%	3,105,081	6.4%	
FOUNDATION GRANTS																	
Foundation Revenue	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	1,519,276	2.8%	1,047,500	2.3%	471,776	45.0%	1,717,647	3.5%	
Foundation Corporate Grants	28,184	0.8%	90,664	2.6%	(62,480)	-68.9%	65,731	2.7%	1,322,422	2.4%	1,172,468	2.6%	149,954	12.8%	1,206,059	2.5%	
TOTAL FOUNDATION GRANTS	28,184	0.8%	90,664	2.6%	(62,480)	-68.9%	65,731	2.7%	2,841,699	5.2%	2,219,968	4.9%	621,731	28.0%	2,923,706	6.0%	
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	12,844	0.4%	20,000	0.6%	(7,156)	-35.8%	4,095	0.2%	48,410	0.1%	134,500	0.3%	(86,090)	-64.0%	126,341	0.3%	
Second Party Fundraising	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	54,897	0.1%	47,000	0.1%	7,897	16.8%	47,424	0.1%	
TOTAL SPECIAL EVENTS REVENUE	12,844	0.4%	20,000	0.6%	(7,156)	-35.8%	4,095	0.2%	103,307	0.2%	181,500	0.4%	(78,193)	-43.1%	173,765	0.4%	
FUNDRAISING REVENUE																	
Third Party Fundraising	5,092	0.1%	1,000	0.0%	4,092	409.2%	10,969	0.4%	255,130	0.5%	142,100	0.3%	113,030	79.5%	185,365	0.4%	
Corporate Cause Marketing &	4,363	0.1%	8,633	0.2%	(4,270)	-49.5%	0	0.0%	88,757	0.2%	174,296	0.4%	(85,539)	-49.1%	135,308	0.3%	
Raley's Food for Families	93,398	2.6%	52,500	1.5%	40,898	77.9%	110,351	4.5%	1,539,716	2.8%	630,000	1.4%	909,716	144.4%	999,110	2.1%	
TOTAL FUNDRAISING REVENUE	102,854	2.9%	62,133	1.8%	40,721	65.5%	121,320	4.9%	1,883,602	3.4%	946,396	2.1%	937,206	99.0%	1,319,783	2.7%	
AGENCY FEES																	
Agency Purchased Product Fees	1,457	0.0%	21,417	0.6%	(19,960)	-93.2%	9,322	0.4%	81,452	0.1%	257,004	0.6%	(175,552)	-68.3%	271,347	0.6%	
TOTAL AGENCY FEES	1,457	0.0%	21,417	0.6%	(19,960)	-93.2%	9,322	0.4%	81,452	0.1%	257,004	0.6%	(175,552)	-68.3%	271,347	0.6%	
INVESTMENT REVENUE																	
Interest Income	327	0.0%	208	0.0%	119	57.0%	786	0.0%	8,074	0.0%	2,500	0.0%	5,574	223.0%	8,262	0.0%	
Change in Value Priced Assets	57,599	1.6%	0	0.0%	57,599	#DIV/0!	50,352	2.0%	785,751	1.4%	0	0.0%	785,751	#DIV/0!	17,419	0.0%	
TOTAL INVESTMENT REVENUE	57,925	1.6%	208	0.0%	57,717	27749%	51,139	2.1%	793,826	1.4%	2,500	0.0%	791,326	31653.0%	25,681	0.1%	
DONATED FOOD AND ASSETS																	

Food Bank of Northern Nevada, Inc.

Income Statement in Detail

Income Statement

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	% Budget	Prior Yr MTD Actual	% Rev	Actual YTD	% Rev	YTD Budget	% Rev	YTD Variance	% Budget	Prior Yr YTD Actual	% Rev	Notes
Donated Food	1,411,054	39.4%	1,916,667	54.9%	(505,613)	-26.4%	(267,357)	-10.8%	21,201,784	38.7%	23,000,000	51.0%	(1,798,216)	-7.8%	20,077,944	41.3%	
Donated USDA Commodities	1,036,174	28.9%	950,000	27.2%	86,174	9.1%	1,350,467	54.5%	12,967,716	23.7%	11,400,000	25.3%	1,567,716	13.8%	13,062,630	26.9%	
Donated Food CSFP	25,065	0.7%	141,667	4.1%	(116,602)	-82.3%	154,586	6.2%	1,057,509	1.9%	1,700,004	3.8%	(642,495)	-37.8%	1,488,914	3.1%	
Donated Assets	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	28,228	0.1%	0	0.0%	28,228	#DIV/0!	19,847	0.0%	
TOTAL DONATED FOOD AND ASSETS	2,472,293	69.0%	3,008,334	86.1%	(536,041)	-17.8%	1,237,696	49.9%	35,255,237	64.4%	36,100,004	80.0%	(844,767)	-2.3%	34,649,334	71.3%	
TOTAL REVENUE	3,580,924	100.0%	3,492,266	100.0%	88,658	2.5%	2,479,804	100.0%	54,775,957	100.0%	45,132,950	100.0%	9,643,007	21.4%	48,576,051	100.0%	
EXPENSES																	
Food Purchase	52,797	1.5%	65,625	1.9%	12,828	19.5%	29,150	1.2%	693,169	1.3%	816,502	1.8%	123,333	15.1%	408,611	0.8%	
Meal Purchase - Kids Café	164,842	4.6%	72,026	2.1%	(92,816)	-128.9%	280,409	11.3%	1,611,704	2.9%	1,222,192	2.7%	(389,512)	-31.9%	1,625,462	3.3%	
Inventory Adjustments - Food Purchase	(1,962)	-0.1%	0	0.0%	1,962	#DIV/0!	6,995	0.3%	10,776	0.0%	0	0.0%	(10,776)	#DIV/0!	12,889	0.0%	
Purchase Product COGS	134,155	3.7%	102,869	2.9%	(31,286)	-30.4%	257,285	10.4%	1,764,706	3.2%	1,520,105	3.4%	(244,601)	-16.1%	1,424,042	2.9%	
Freight - Donated & Produce	5,385	0.2%	6,916	0.2%	1,531	22.1%	626	0.0%	24,729	0.0%	74,501	0.2%	49,772	66.8%	33,871	0.1%	
TOTAL FOOD PURCHASE	355,218	9.9%	247,436	7.1%	(107,782)	-43.6%	574,464	23.2%	4,105,084	7.5%	3,633,300	8.1%	(471,784)	-13.0%	3,504,875	7.2%	
Salaries	363,730	10.2%	331,735	9.5%	(31,995)	-9.6%	297,650	12.0%	3,119,346	5.7%	3,052,595	6.8%	(66,751)	-2.2%	2,976,538	6.1%	
Payroll Taxes	26,900	0.8%	28,760	0.8%	1,860	6.5%	20,361	0.8%	263,332	0.5%	286,998	0.6%	23,666	8.2%	281,791	0.6%	
Employee Benefits	25,902	0.7%	43,395	1.2%	17,493	40.3%	24,374	1.0%	294,774	0.5%	381,150	0.8%	86,376	22.7%	285,251	0.6%	
Retirement Contribution	12,949	0.4%	15,403	0.4%	2,454	15.9%	(3,811)	-0.2%	145,139	0.3%	143,522	0.3%	(1,617)	-1.1%	122,513	0.3%	
TOTAL PAYROLL EXPENSE	429,481	12.0%	419,293	12.0%	(10,188)	-2.4%	338,574	13.7%	3,822,590	7.0%	3,864,265	8.6%	41,675	1.1%	3,666,093	7.5%	
OPERATING EXPENSES																	
Contract Labor	1,412	0.0%	0	0.0%	(1,412)	#DIV/0!	2,400	0.1%	34,126	0.1%	11,640	0.0%	(22,486)	-193.2%	5,100	0.0%	
Audit	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	18,500	0.0%	18,500	0.0%	0	0.0%	18,500	0.0%	
Bad Debt	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	0	0.0%	0	0.0%	0	#DIV/0!	836	0.0%	
Bank Charges	4,607	0.1%	1,283	0.0%	(3,324)	-259.1%	12,810	0.5%	108,529	0.2%	31,121	0.1%	(77,408)	-248.7%	69,779	0.1%	
Books & Subscriptions	748	0.0%	83	0.0%	(665)	-801.2%	0	0.0%	1,376	0.0%	1,246	0.0%	(130)	-10.5%	664	0.0%	
Computer Services	10,870	0.3%	5,071	0.1%	(5,799)	-114.4%	2,200	0.1%	61,316	0.1%	94,884	0.2%	33,568	35.4%	79,382	0.2%	
Conferences	0	0.0%	242	0.0%	242	100.0%	0	0.0%	1,358	0.0%	29,354	0.1%	27,996	95.4%	15,146	0.0%	
Depreciation	158,404	4.4%	125,167	3.6%	(33,237)	-26.6%	127,911	5.2%	570,357	1.0%	501,197	1.1%	(69,160)	-13.8%	479,643	1.0%	
Donor Appreciation	60	0.0%	442	0.0%	382	86.3%	35	0.0%	17,819	0.0%	15,502	0.0%	(2,317)	-14.9%	5,473	0.0%	
Dues & Memberships	620	0.0%	335	0.0%	(285)	-85.1%	0	0.0%	5,117	0.0%	16,380	0.0%	11,263	68.8%	10,385	0.0%	
Employee Travel/Mileage	2,243	0.1%	2,207	0.1%	(36)	-1.6%	1,302	0.1%	10,676	0.0%	21,984	0.0%	11,308	51.4%	15,905	0.0%	
Equipment Rental	1,750	0.0%	1,208	0.0%	(542)	-44.9%	1,233	0.0%	26,282	0.0%	14,496	0.0%	(11,786)	-81.3%	14,644	0.0%	
Equipment	12,920	0.4%	975	0.0%	(11,945)	-1225.2%	0	0.0%	287,085	0.5%	110,899	0.2%	(176,186)	-158.9%	30,926	0.1%	
Interest Expense	0	0.0%	0	0.0%	0	#DIV/0!	638	0.0%	1,670	0.0%	0	0.0%	0	#DIV/0!	638	0.0%	
Gasoline	35,616	1.0%	17,508	0.5%	(18,108)	-103.4%	12,314	0.5%	173,483	0.3%	203,096	0.4%	29,613	14.6%	181,851	0.4%	
Governance	7	0.0%	208	0.0%	201	96.6%	0	0.0%	307	0.0%	3,496	0.0%	3,189	91.2%	473	0.0%	
Insurance	8,128	0.2%	7,101	0.2%	(1,027)	-14.5%	6,780	0.3%	93,298	0.2%	85,212	0.2%	(8,086)	-9.5%	79,649	0.2%	
Off-Site Location Expenses	1,350	0.0%	475	0.0%	(875)	-184.2%	1,350	0.1%	5,400	0.0%	6,300	0.0%	900	14.3%	5,400	0.0%	
Postage	7,442	0.2%	2,603	0.1%	(4,839)	-185.9%	3,537	0.1%	100,179	0.2%	102,853	0.2%	2,674	2.6%	82,368	0.2%	
Office Supplies	1,292	0.0%	1,261	0.0%	(31)	-2.5%	1,641	0.1%	21,051	0.0%	17,332	0.0%	(3,719)	-21.5%	12,880	0.0%	
Printing	13,900	0.4%	2,318	0.1%	(11,582)	-499.7%	1,716	0.1%	40,781	0.1%	41,316	0.1%	535	1.3%	25,452	0.1%	
Professional Services	66,449	1.9%	13,667	0.4%	(52,782)	-386.2%	15,426	0.6%	319,283	0.6%	247,408	0.5%	(71,875)	-29.1%	212,672	0.4%	
Professional Services - Direct Mail	11,577	0.3%	10,498	0.3%	(1,079)	-10.3%	10,459	0.4%	308,989	0.6%	287,689	0.6%	(21,300)	-7.4%	282,382	0.6%	
Program Materials	45,937	1.3%	2,525	0.1%	(43,412)	-1719.3%	25,540	1.0%	117,255	0.2%	17,025	0.0%	(100,230)	-588.7%	51,610	0.1%	
Promotional Expense	0	0.0%	292	0.0%	292	100.0%	0	0.0%	5,550	0.0%	5,004	0.0%	(546)	-10.9%	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	#DIV/0!	0	0.0%	
Repair & Maintenance - Building &	5,963	0.2%	7,096	0.2%	1,133	16.0%	13,055	0.5%	97,721	0.2%	79,652	0.2%	(18,069)	-22.7%	87,863	0.2%	
Repair & Maintenance - Vehicles	10,205	0.3%	10,250	0.3%	45	0.4%	11,912	0.5%	149,492	0.3%	138,000	0.3%	(11,492)	-8.3%	142,403	0.3%	
Special Events	74	0.0%	1,000	0.0%	926	92.6%	267	0.0%	29,792	0.1%	71,090	0.2%	41,298	58.1%	38,724	0.1%	
Vehicle Registration	2,366	0.1%	5,522	0.2%	3,156	57.2%	4,790	0.2%	29,254	0.1%	26,626	0.1%	(2,628)	-9.9%	26,662	0.1%	
Sanitation	3,123	0.1%	3,001	0.1%	(122)	-4.1%	3,006	0.1%	40,351	0.1%	36,012	0.1%	(4,339)	-12.0%	30,900	0.1%	
Staff Development/Training	131	0.0%	1,928	0.1%	1,797	93.2%	1,371	0.1%	20,765	0.0%	25,541	0.1%	4,776	18.7%	22,369	0.0%	
Telephone/Internet	5,454	0.2%	6,111	0.2%	657	10.8%	7,219	0.3%	67,532	0.1%	73,332	0.2%	5,800	7.9%	73,887	0.2%	
Uniforms	416	0.0%	333	0.0%	(83)	-24.8%	336	0.0%	8,529	0.0%	6,096	0.0%	(2,433)	-39.9%	3,874	0.0%	
Utilities	2,845	0.1%	4,517	0.1%	1,672	37.0%	2,655	0.1%	46,038	0.1%	54,204	0.1%	8,166	15.1%	47,564	0.1%	
Warehouse Supplies	1,083	0.0%	6,311	0.2%	5,228	82.8%	9,356	0.4%	85,149	0.2%	118,790	0.3%	33,641	28.3%	98,985	0.2%	
TOTAL OPERATING EXPENSES	416,990	11.6%	241,538	6.9%	(175,452)	-72.6%	281,258	11.3%	2,904,409	5.3%	2,513,277	5.6%	(389,463)	-15.5%	2,258,489	4.6%	

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DONATED FOOD EXPENSE																	
Donated Food - COGS	1,739,504	48.6%	1,916,667	54.9%	177,163	9.2%	1,442,369	58.2%	20,776,131	37.9%	23,000,004	51.0%	2,223,873	9.7%	20,391,624	42.0%	
Donated Food - USDA Commodities	929,343	26.0%	950,000	27.2%	20,657	2.2%	1,554,896	62.7%	12,560,009	22.9%	11,400,000	25.3%	(1,160,009)	-10.2%	14,039,765	28.9%	
Donated Food - CSFP	73,804	2.1%	141,667	4.1%	67,863	47.9%	142,488	5.7%	1,098,956	2.0%	1,700,004	3.8%	601,048	35.4%	1,315,035	2.7%	
Donated Assets	0	0.0%	0	0.0%	0	#DIV/0!	0	0.0%	28,228	0.1%	0	0.0%	(28,228)	#DIV/0!	10,000	0.0%	
TOTAL DONATED FOOD AND	2,742,651	76.6%	3,008,334	86.1%	265,683	8.8%	3,139,752	126.6%	34,463,324	62.9%	36,100,008	80.0%	1,636,684	4.5%	35,756,424	73.6%	
Loss on Asset Disposal	0	0.0%	0		0	0.0%			0		0		0	#DIV/0!	(6,720)		
TOTAL OTHER EXPENSES	0	0.0%	0		0	0.0%	0		0		0		0	#DIV/0!	(6,720)		
TOTAL OPERATING EXPENSES	3,944,340	110.1%	3,916,601	112.2%	(27,739)	-0.7%	4,334,049	174.8%	45,295,408	82.7%	46,110,850	102.2%	817,112	1.8%	45,179,161	93.0%	
TOTAL INCOME STATEMENT	(363,416)		(424,335)		60,919		(1,854,246)		9,480,549		(977,900)		10,460,119		3,396,889		