Northampton Survival Center

A food pantry serving the Hampshire County community

ANNUAL REPORT

July 1, 2011 — June 30, 2012

United Way

Pete's Tire Barn donates hams and potatoes for Christmas

Judy leads a workshop on growing a backyard garden

KSFP (Kids' Summer Food Program) shelves

Campus School donates personal care items

Patrick handles the arrival of fresh vegetables from local farms

Post Office Food Drive keeps volunteers busy

Ari and Joe's Bar Mitzvah donation of children's books

Clients shopping in the newly expanded pantry

Maria delights in the abundance of clothes and shoes

HRY Swim Team helps out at the Post Office Food Drive

The Center's young visitors bring us plenty of smiles

Karen offers fresh produce and a welcoming presence

Photo Credits: NSC Staff

Northampton Survival Center
A food pantry serving the Hampshire County community

Board of Directors

October 2011 – October 2012

Martin Walder – PRESIDENT
Northampton, MA

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Florence, MA

Gillian Andrews
Florence, MA

Michael Cohen
Northampton, MA

Karen Curran
Northampton, MA

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Southampton, MA

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Northampton, MA

Jeff Palm – TREASURER
Florence, MA

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Florence, MA

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Northampton, MA

Michael White
Northampton, MA

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Heidi Nortonsmith, Executive Director

Walter Clune, Office Manager

Diane Meehan, Hilltown Pantry Director

Lynne Saner, Volunteer Coordinator

Maria Jimenez, Staff Assistant

Sarah Pease, Program Director

Kristen Stake, Donor Relations Coordinator

OUR MISSION

The Northampton Survival Center strives to improve the quality of life for low-income individuals and families in Hampshire County by providing food and other resources with dignity and respect.

History of the Northampton Survival Center

The Northampton Survival Center opened in November of 1979 in the Parish Hall of St. John's Episcopal Church on Elm Street. The initial funding for the Center came from a grant awarded through the Diocese's Venture in Missions Project. The hard work, vision and dedication required to organize a food pantry came from area members of the religious and social services communities.

From the minute it opened its doors, the Survival Center fulfilled a long-standing need: distributing food to people in emergency situations and to help people with low-incomes who require assistance in making ends meet on a short term basis. Clothing and household items were available in the earliest days.

The goals of the organizers were threefold: to build a broad-based community support for the Center; to provide an adequate and dependable supply of food (pantry shelves were then stocked solely with donated food); and to find a permanent home. All three of these goals would eventually be realized. Achieving those objectives, however, would take a number of years -- years marked by periods of financial uncertainty and shortages of food and workers that threatened the existence of the Center.

The Early Years

The important role the volunteers would play in keeping the Survival Center open was clear from the very beginning. At first, the Center was run completely by volunteers. They worked in the pantry putting together food boxes with clients, gathered donated food, sorted clothing, and served on the board of directors. With growing numbers of people coming to the Center, the need for a paid part-time coordinator was quickly apparent. Two people were hired to share the job (joint salary $100 per month).

Six months after opening in May of 1980, the Center had a new home -- the basement of the old Vernon Street School in Northampton. Although roomy, the cellar location with its long flight of stairs proved impractical. And serving some 75 families a week was difficult and frustrating. There was never enough food for everyone who came.

In October of 1982, the Mayor of Northampton, David Musante, persuaded a local landlord to donate a rent-free space in the old St. Regis building at 76 Pleasant Street. Once again, it was moving time for the Survival Center. While the move gave the Center more space -- and even an elevator for transporting food -- two things did not change: a shortage of money and the need for a dependable source of food. Compounding the growing difficulties was the lack of volunteers to keep the pantry operating.

By June of 1983, the Survival Center was in a crisis; it had lost its rent-free home on Pleasant Street -- a devastating and demoralizing blow for the barebones operation. The Board voted to close the Survival Center until more community support and dependable sources of food could be found.

The Growing Years

Five months later, in November of 1983, the Survival Center was back in business down the street at 441 Pleasant Street. At first, a small band of volunteers kept the operation alive. Fortified by a $2,000 grant from the Northampton City Council, the Center soon began taking steps toward becoming a more financially stable operation that was backed by wide community support. The Center achieved non-profit status, conducted its first fund-raising drive, and received its first Community Development Block Grant (federal money awarded by the City Council). Joining the Western Massachusetts Food Bank was a turning point in the Center's history. For the first time, the Survival Center had a dependable source of nutritious food. In 1985, the Northampton Survival Center became a member of the Hampshire Community United Way -- a ringing testimony to the progress the Center had made since its founding. During this period, the Center's first full-time program director was hired, and the carrot logo designed.

The Early Prospect Street Years

It took more than six years, but finally in January of 1986, the Survival Center had a secure and permanent home at 265 Prospect Street, a building donated by the City of Northampton. With the hard work and help of the volunteers and local business, the space was turned into a welcoming and attractive facility. As the number of persons served continued to grow, additional financial sources were needed to meet rising costs. Grants from Hampshire County Human Services, F.E.M.A (Federal Emergency Management Act), and donations from the town of Easthampton were added to contributions from individuals in the 15 communities whose residents are served by the Center. The annual Benefit Boogie, first held in March of 1988, brought supporters together to raise money and have fun. More and more organizations from every segment of the community, including schools and religious groups, showed their support of the Center's work through donations and conducting food collections throughout the year.

The NSC in the 21st Century

The Center now runs two pantries – one in Northampton and one in Goshen, distributing nearly 700,000 pounds of food each year. The Kids' Summer Food Program helps bridge the summer nutrition gap by distributing free food packages to eligible children who rely on subsidized school breakfast and lunch programs during the school year, and now serves tens of thousands of pounds of food to approximately 600 children during the course of the summer.

2011 Building Renovation and Program Expansion

On October 1, 2010 the Northampton Survival Center broke ground on a major building expansion and renovation, doubling the size of the usable space and turning the Center into a beautiful and welcoming space for the thousands of clients it serves every year. Having moved back into the new building in April, 2011, the Center's staff and volunteers are now hard at work giving out more food than ever before, and striving to keep the shelves well-stocked with a wide variety of healthy groceries for struggling families throughout Hampshire County.

Message from the President

Food is one of our most basic needs. Along with oxygen, water, and regulated body temperature, it is a basic necessity for human survival. But food is much more than just nutrients. Food is at the core of human cultural and social beliefs about what it means to nurture and be nurtured.

The Northampton Survival Center has completed its first full year in our newly renovated facility. Due to the generous and nurturing nature of our community we were are able to provide more people, more food with increased efficiency.

Executive Director Heidi Nortonsmith continues to innovatively lead a creative, dedicated and compassionate professional staff. Program Director Sarah Pease distinguishes herself each day by welcoming new clients into the Center with empathy and sensitivity. Hilltown Pantry Director Diane Meehan furthers our mission in Goshen. Our Volunteer Coordinator Lynne Saner performs miracles organizing and scheduling our army of almost 400 volunteers, as well as, creating our newsletter. Staff Assistant Maria Jimenez continues her nearly 20-year commitment to welcoming and supporting clients through their visits to the Center. We have added two new members to our team this year: Donor Relations Coordinator Kristin Stake, who has already made contributions to our Development efforts and Office Manager Walter Clune, who has jumped right in and has positively impacted both our clients and staff.

The Board of Directors is, by design, continuing the process of renewal. This October we will say goodbye to both Sherry McGuire (current board clerk with 12 years of board service) and John P. DiBartolo (past president with 10 years of board service). Their leadership styles are vastly different, however, their impact on the organization has been profound. The transformation of the NSC is, in large part, due to their efforts.

As we enter into a new phase of growth and development we are joined by new Board Members Mark Sullivan, Amy Altwarg, Karen Curran, Liz Leibowitz, Tim Jones and Kristin Kelly. We have already seen the positive impact of fresh perspective and energy. The board and staff have begun the process of creating a new three year Strategic Plan.

As long as there are hungry families in our community, our mission of improving the quality of their lives by providing food and other resources with dignity and respect continues.

Martin J. Walder
President, Board of Directors

Executive Director's Report

This was a year of settling into our newly-renovated building, and it is remarkable to reflect on the resulting growth to our programs and infrastructure. Just a few years ago the NSC was affectionately described as "scrappy" and was lauded in a local paper as "the little center that could." Now we're apt to see looks of awe and amazement from visitors to the Center, and are accustomed to requests to serve as advisors to others, not only on topics of food security, but also on volunteer management and organizational development – expertise we're delighted to share.

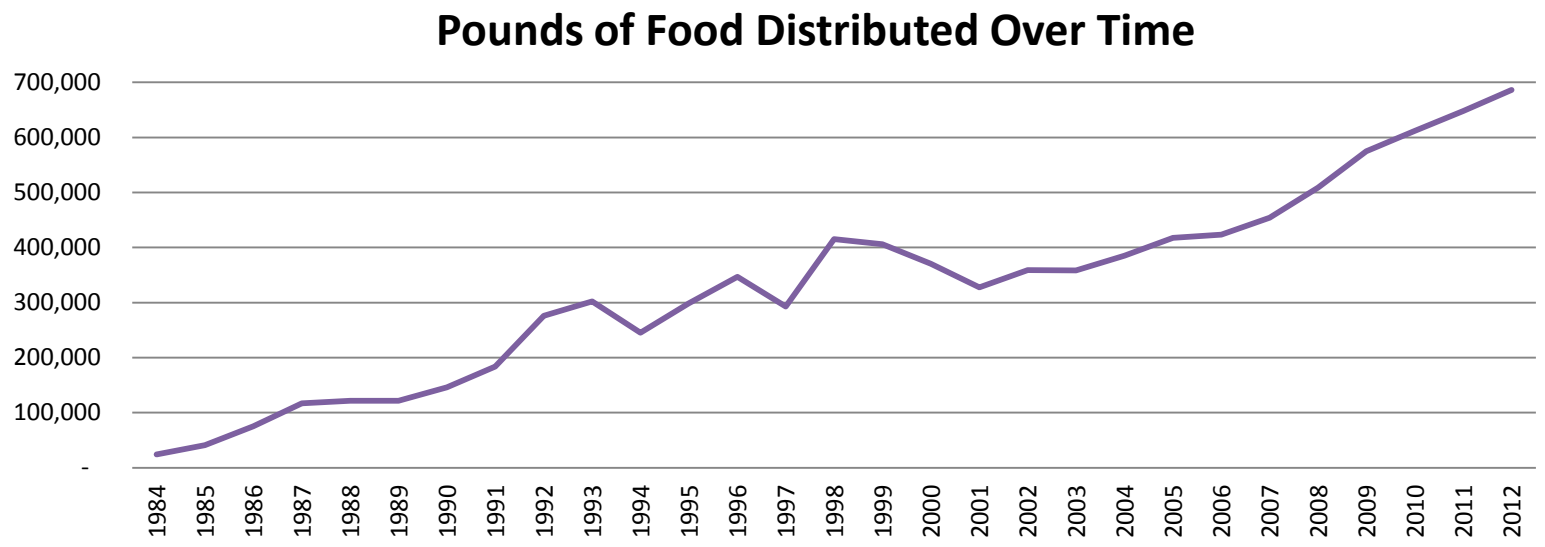
Program growth this year was foremost in our priorities, and we are proud of having realized our goal of expanding our food allowance for each client and greatly increasing our food distribution program overall. Other highlights of the year were the launching of an on-site workshop series for clients, offering fresh milk through our Kids' Summer Food Program, providing free pet food and spay/neuter vouchers to clients through a partnership with Dakin, and making SNAP (food stamp) assistance and seasonal flu shots available from our community room.

Our operational infrastructure reached a new level of maturity this year too, and we now boast a well-designed website, complete with the important ability to accept donations online via credit card. An easy-to-read newsletter format and newly-launched Bread & Butter Club for recurring donors enhance our appeal and outreach efforts.

The program did have its challenges this year however, most notably a dramatically-diminished supply of free food available to us through the national USDA program. Because we continue to serve elevated and ever-growing numbers of clients each year (including a 220% increase in individuals accessing our Hilltown Pantry), this food shortage hampered our efforts to expand our food distribution. And though we were able to invite our neediest clients back for extra visits in the month, we wish we could have done so for more of those facing desperate times.

What has been constant throughout this period is the unwavering support of donors and volunteers. Financial donations continue to make it possible for us to respond to food shortages and other fluctuations with stable service, good cheer, and generosity. Having recently added the one-thousandth name to our volunteer database, we're well aware of how much we rely on the giving nature of our neighbors, and we thank you for being part of our community.

Heidi Nortonsmith
Executive Director


Pounds of Food Distributed Over Time
700,000
600,000
500,000
400,000
300,000
200,000
100,000
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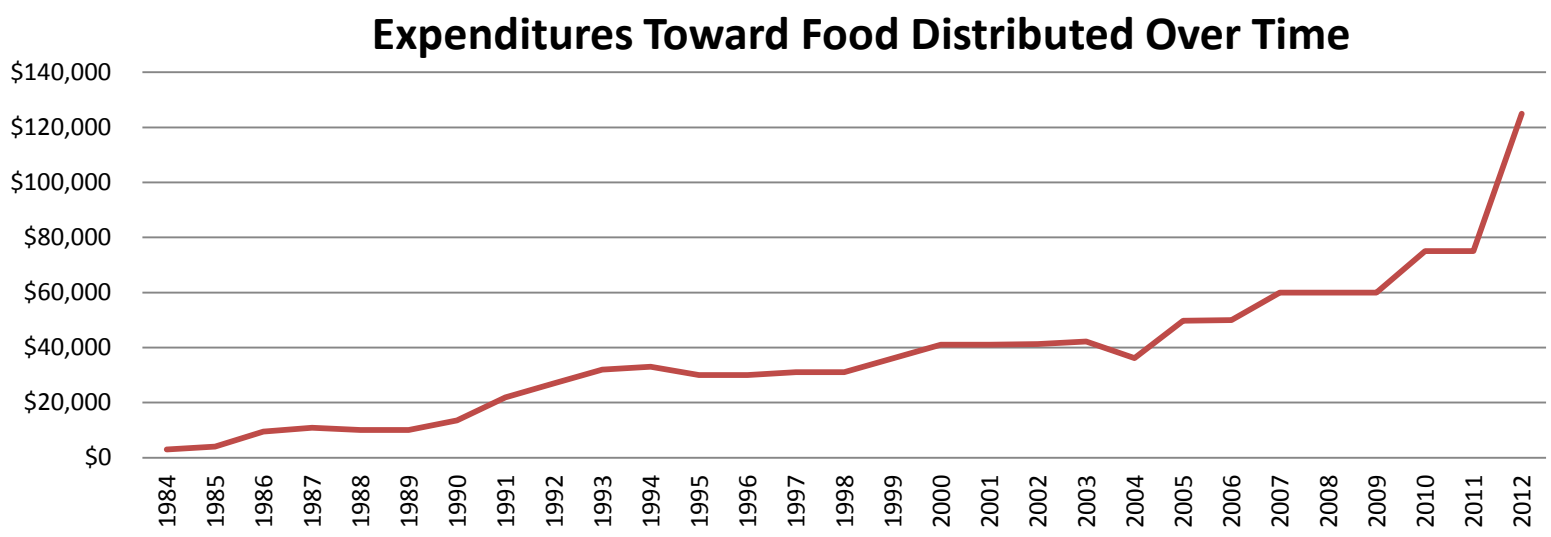
Expenditures Toward Food Distributed Over Time
$140,000
$120,000
$100,000
$80,000
$60,000
$40,000
$20,000
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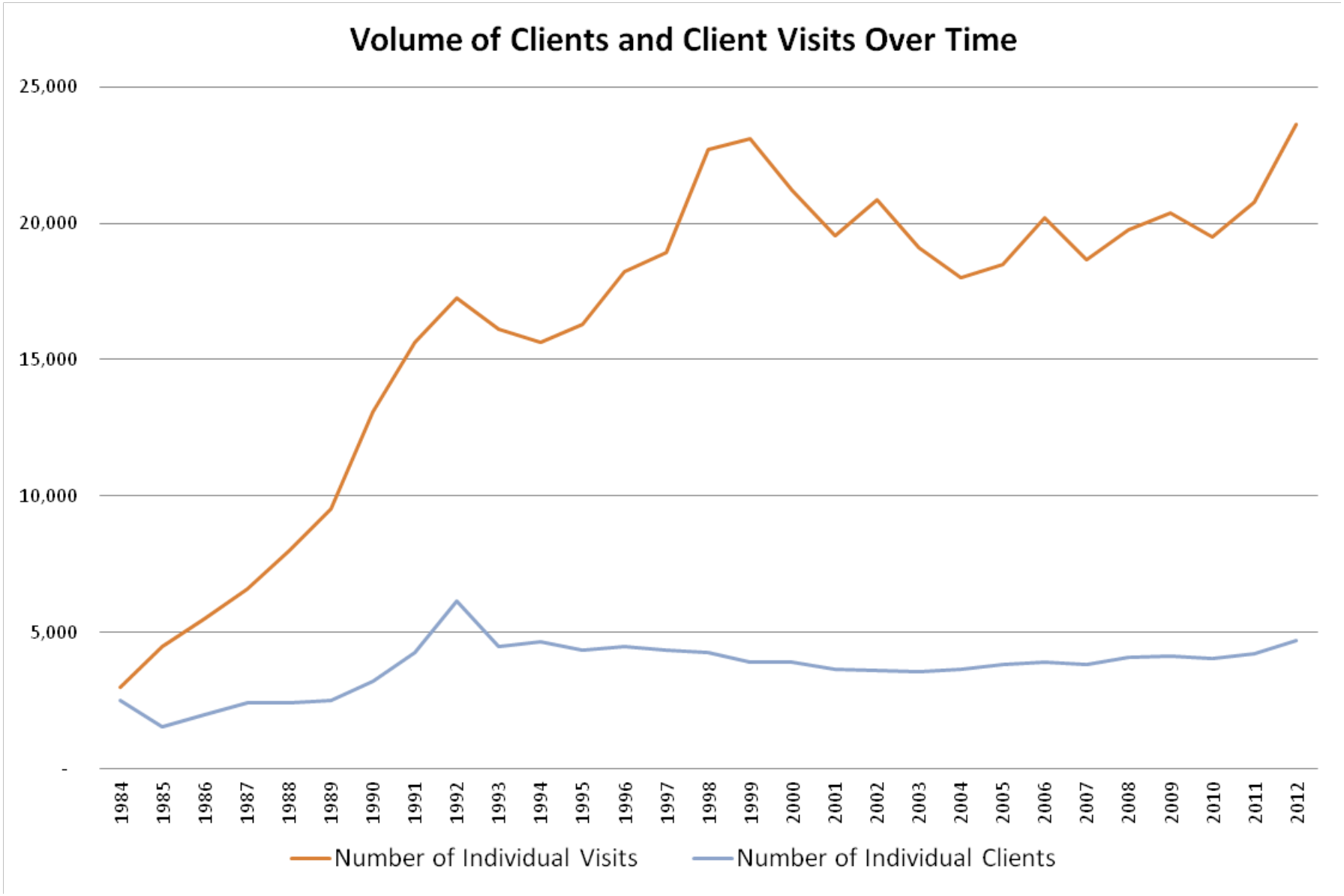
Volume of Clients and Client Visits Over Time
25,000
20,000
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10,000
5,000
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2011
2012
Number of Individual Visits
Number of Individual Clients

Number of Clients Served in FY12

	NORTHAMPTON PANTRY			HILLTOWN PANTRY			TOTAL		
Towns	**number of households**	**number of individuals**	**percent of individuals**	**number of households**	**number of individuals**	**percent of individuals**	**number of households**	**number of individuals**	**percent of individuals**
Northampton	1,098	2,165	50%	1	1	<1%	1,099	2,166	46%
Easthampton	409	875	20%	0	0	0%	409	875	19%
Chesterfield	13	38	1%	28	58	16%	41	96	2%
Cummington	12	29	1%	35	68	19%	47	97	2%
Goshen	4	8	<1%	35	84	24%	39	92	2%
Hadley	57	142	3%	0	0	0%	57	142	3%
Hatfield	64	124	3%	0	0	0%	64	124	3%
Huntington	3	10	<1%	3	6	2%	6	16	<1%
Middlefield	1	1	<1%	1	2	1%	2	3	<1%
Plainfield	5	15	<1%	9	22	6%	14	37	1%
South Hadley	148	372	9%	0	0	0%	148	372	8%
Southampton	36	86	2%	0	0	0%	36	86	2%
Westhampton	18	45	1%	6	13	4%	24	58	1%
Williamsburg	40	76	2%	19	40	11%	59	116	2%
Worthington	5	9	<1%	25	61	17%	30	70	1%
Homeless	202	294	7%	0	0	0%	202	294	6%
Subtotals	**2,115**	**4,289**	**98%**	**162**	**355**	**99%**	**2,277**	**4,644**	**98%**
Other communities	31	72	2%	2	2	1%	33	74	2%
Grand Totals	**2,146**	**4,361**	**100%**	**164**	**357**	**100%**	**2,310**	**4,718**	**100%**

Number of Times Our Clients Visited Us in FY12

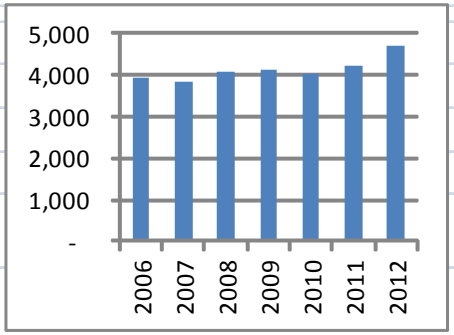
	NORTHAMPTON PANTRY			HILLTOWN PANTRY			TOTAL		
Towns	**number of household visits**	**number of individual visits**	**percent of individual visits**	**number of household visits**	**number of individual visits**	**percent of individual visits**	**number of household visits**	**number of individual visits**	**percent of individual visits**
Northampton	5,196	10,571	51%	1	1	<1%	5,197	10,572	45%
Easthampton	1,743	3,851	19%	0	0	0%	1,743	3,851	16%
Chesterfield	71	186	1%	208	500	16%	279	686	3%
Cummington	66	144	1%	283	548	18%	349	692	3%
Goshen	28	76	<1%	296	727	23%	324	803	3%
Hadley	275	815	4%	0	0	0%	275	815	3%
Hatfield	352	724	4%	0	0	0%	352	724	3%
Huntington	12	20	<1%	58	120	4%	70	140	1%
Middlefield	1	1	<1%	3	6	<1%	4	7	<1%
Plainfield	32	86	<1%	66	179	6%	98	265	1%
South Hadley	774	2,038	10%	0	0	0%	774	2,038	9%
Southampton	167	371	2%	0	0	0%	167	371	2%
Westhampton	103	271	1%	84	183	6%	187	454	2%
Williamsburg	188	339	2%	137	411	13%	325	750	3%
Worthington	19	31	<1%	200	430	14%	219	461	1%
Homeless	584	870	4%	0	0	0%	584	870	4%
Subtotals	**9,611**	**20,394**	**99%**	**1,336**	**3,105**	**100%**	**10,947**	**23,499**	**99%**
Other communities	55	139	1%	3	3	<1%	58	142	1%
Grand Totals	**9,666**	**20,533**	**100%**	**1,339**	**3,108**	**100%**	**11,005**	**23,641**	**100%**

Client Demographics

NUMBER OF CLIENTS SERVED

	Northampton Pantry		Hilltown Pantry		Total	
	Households	Individuals	Households	Individuals	Households	Individuals
FY12	2,146	4,361	164	357	2,310	4,718
FY11	1,978	3,946	124	281	2,102	4,227
change from FY11 to FY12	8%	11%	32%	27%	10%	12%

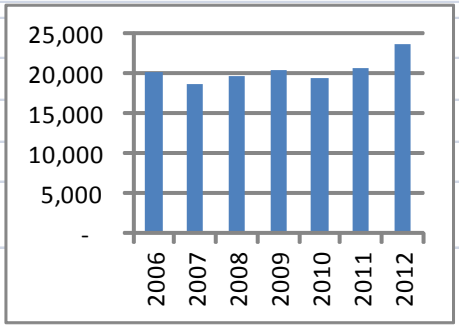
Individual Clients Served



NUMBER OF TIMES OUR CLIENTS VISITED US

	Northampton Pantry		Hilltown Pantry		Total	
	Households	Individuals	Households	Individuals	Households	Individuals
FY12	9,666	20,533	1,339	3,108	11,005	23,641
FY11	8,634	17,780	1,278	3,003	9,912	20,783
change from FY11 to FY12	12%	15%	5%	3%	11%	14%

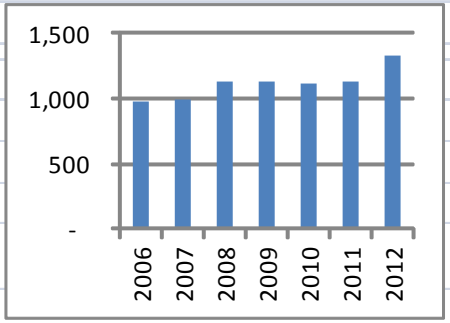
Individual Client Visits



NEW CLIENTS SERVED

	Northampton Pantry		Hilltown Pantry		Total	
	Households	Individuals	Households	Individuals	Households	Individuals
FY12	663	1,251	35	80	698	1,331
FY11	622	1,105	16	25	638	1,130
change from FY11 to FY12	7%	13%	119%	220%	9%	18%

Individual New Clients



GENDER

	Northampton Pantry		Hilltown Pantry		Total	
	# of clients	% of clients	# of clients	% of clients	# of clients	% of clients
Male	2,082	48%	164	46%	2,246	48%
Female	2,279	52%	193	54%	2,472	52%
Total Clients	4,361	100%	357	100%	4,718	100%

AGE

	Northampton Pantry		Hilltown Pantry		Total	
	# of clients	% of clients	# of clients	% of clients	# of clients	% of clients
Children 0 - 12	752	17%	62	17%	814	17%
Teens 13 - 17	480	11%	26	7%	506	11%
Adults 18 - 64	2,844	65%	210	59%	3,054	65%
Adults 65+	285	7%	59	17%	344	7%
Total Clients	4,361	100%	357	100%	4,718	100%

ETHNICITY

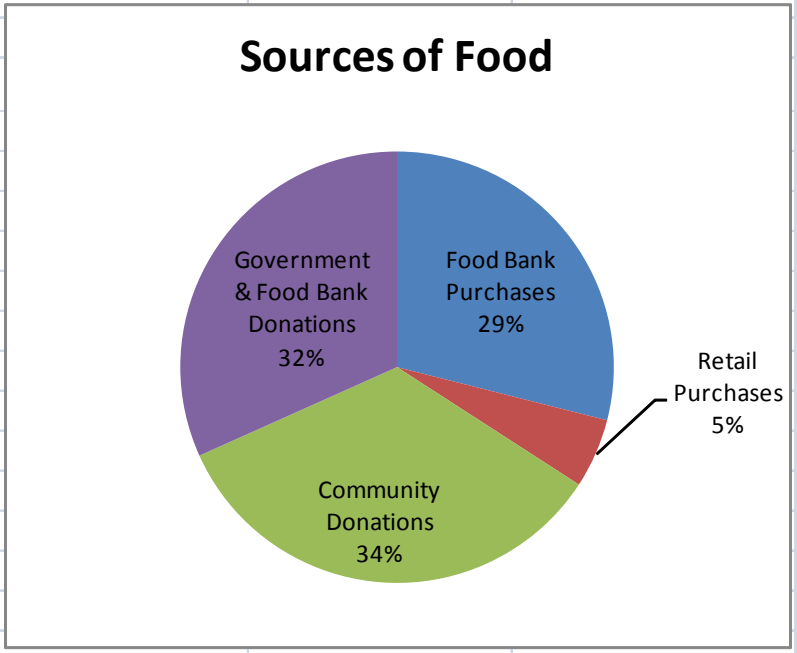
	Northampton Pantry		Hilltown Pantry		Total	
	# of clients	% of clients	# of clients	% of clients	# of clients	% of clients
African American	291	7%	2	1%	293	6%
Asian	81	2%	1	0%	82	2%
Caucasian	2,892	66%	342	96%	3,234	69%
Hispanic	872	20%	6	2%	878	19%
Native American	26	1%	2	1%	28	1%
Other	199	5%	4	1%	203	4%
Total Clients	4,361	100%	357	100%	4,718	100%

Food Received in FY12 (in pounds)

	PURCHASED FOOD (34% of total food received)		DONATED FOOD (66% of total food received)		TOTAL RECEIVED
	Food Bank	Retail	Community Donations	Donated via Food Bank	
Northampton Pantry	172,484	35,369	240,155	195,075	**643,083**
Hilltown Pantry	36,020	1,975	6,006	33,251	**77,252**
TOTALS	208,504	37,344	246,161	228,326	**720,335**
Percent	29%	5%	34%	32%	**100%**
COST OF FOOD	$86,540.06	$36,221.28	$0	$0	$122,761.34

Sources of community food donations

SOURCE	FY12	% of total
Businesses	152,105	62%
Civic	13,537	5%
Individuals	28,959	12%
Post Office Food Drive	22,847	9%
Religious	19,880	8%
Schools	8,833	4%
TOTAL	246,161	100%



Food Distributed in FY12 (in pounds)

	Basic Package (Monthly & Weekly Food Distribution)	Kids' Summer Food Package	USDA Food	TOTAL DISTRIBUTED TO CLIENTS	Reallocated & Unusable Food *
Northampton Pantry	516,417	33,508	57,394	607,319	31,286
Hilltown Pantry	58,399	4,080	16,638	79,117	847
TOTALS	574,816	37,588	74,032	686,436	32,133
Percent	84%	5%	11%	100%	

* "Reallocated and Unusable" food includes foods redistributed to other local feeding programs, past-fresh produce shared with local farmers, and expired or unsafe foods that were destroyed.

POUNDS OF FOOD DISTRIBUTED IN OUR BASIC PACKAGE

year	total pounds
2012	**574,816**
2011	502,416
2010	455,340
2009	422,275
2008	399,576
2007	344,955
2006	311,544
2005	308,718
2004	290,370
2003	267,877
2002	262,500
2001	242,641

TOTAL POUNDS DISTRIBUTED TO CLIENTS

year	total pounds
2012	**686,436**
2011	647,714
2010	612,060
2009	574,785
2008	508,952
2007	454,259
2006	423,434
2005	417,327
2004	384,903
2003	358,557
2002	359,099
2001	327,477

Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Accountable Care Associates
Adobe Systems Incorporated
Aetna Foundation
All Saints Episcopal Church
Allsports Soccer Arena
American Legion Auxiliary Post 236
Anne T. Dunphy School
Babson Capital Management
Bashista Orchards
Bay State Machine Company
Beit Ahavah
Bell & Hudson Insurance Agency
Big Y Supermarket
Birchtree Center
The Blackburn Inn
Borawski Insurance Agency
Boston Foundation
Boy Scouts Troop #710
Bread Euphoria
Brio Academy
Brookfield Farm
Brown Bag of Northampton
C.L. Frank
Carpenters Local Union #108
Center for Human Development
Center for International Studies
Chemetal
Christ United Methodist Church
City of Easthampton
City of Northampton
Clarke Schools for Hearing and Speech
Coca-Cola Bottling Company of Greenfield
Coca-Cola North America (Northampton)
Coffey & Heady Painting
Colgate Palmolive
Collaborative for Educational Services
Committee to Elect Peter V. Kocot
Congregation B'nai Israel
Construct Associates
Cooks Shop Here
Cooley Dickinson Hospital
The Core Solution Group, Inc.
Cornucopia Foods
Crimson & Clover Farm
Cummington Supply, Inc.
Cummington Village Congregational Church
Curves (Northampton)
Custom Index, Inc.
D.A. Sullivan and Sons, Inc.
Deals & Steals
Dietz & Co. Architects, Inc.
Easthampton High School
Easthampton Savings Bank
Easy Street Antiques and Collectibles
Edwards Church
Electralarm
Enterprise Farm
Esselon Café
Finn Ryan Road School
Fire Chiefs Association of Massachusetts
Firefighters Local 108
First Churches
First Congregational Church
First Congregational Church of Chesterfield
First Congregational Church of Williamsburg
First Congregational Church of Worthington
Fleury Lumber Company, Inc.
Florence Community Band
Florence Congregational Church
Florence Savings Bank
Florence Savings Bank Williamsburg
Florence Swimming Pools
Florence Yoga
Food Not Bombs
Forbes Library
Fort Hill Preschool
Fresh Pond Trust
Gan Keschet Preschool
Garnish Catering
Girl Scout Troop #11126
Girl Scout Troop #40425
Girl Scout Troop #40607
Goggins Real Estate
Goshen Congregational Church
Goshen Firefighters Association, Inc.
Goshen Women's Club
Gray Dog's Farm
Green Street Café
Hampden County Physician Associates, LLC
Hampden-Hampshire Assessors Association

Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Hampshire Dermatology & Skin Care Center
Hampshire Franklin Collector & Treasurer's Association
Hampshire Regional High School
Hampshire Regional YMCA
Hampton Court Apartments
Hartsbrook School
Harvest Farm of Whately
Hatfield Library
Haydenville Cong. Church
Haydenville Ladies Aid Society
Haymarket Café, Inc.
Helping Hand Society
Herrell's Ice Cream Corporation
Highland Valley Elder Services
Hilltown Community Development Corporation
Hilltown Cooperative Charter School
Hilltown Hoofbeats 4-H Club
Holmes Studio of Dance, Music & Wellness
Hope & Feathers Framing
Howard E. Stark Charitable Foundation
Hungry Ghost Bread
Huntington Health Center
Hurdle Hill Foundation
ING
J.F.K .Middle School
Jackson Street School
James School
Jekanowski & O'Neil
Jewish Family Service of Western Mass
JoiaBeauty
Kentucky Fried Chicken
KirschLeuchs Consulting
Lander Grinspoon Academy
Lathrop Community of Easthampton
Law Offices of John P. DiBartolo, Jr.
Lay Fraternity of St. Dominic
Lilly Library
Lions Club of Northampton
MacLean Holloway Doherty Ardiff & Morse, P.C.
MANNA
Maplewood Farm
Marche For Hair
Market Street Research
Mass Army National Guard
Mass Fish & Wildlife Service
MassMutual Financial Group
Matthew Perlman Account
McCutcheon Construction
Meekins (Haydenville) Library
Michael's House Resident's Association
Millitech, Inc.
Montessori School of Northampton
Murduff's Jewelry Store
MyHats
National Grid Matching Gifts – Employee Giving Support
National Philanthropic Trust
Network for Good
New Century Theater
Next Barn Over
Northampton Area Pediatrics
Northampton Bicycle
Northampton Community Gardens
Northampton Cooperative Bank
Northampton District Court Clerk's Office
Northampton District Court Probation Office
Northampton Friends Meeting
Northampton High School
Northampton Public Schools
Northampton Radiologic Association
Northampton Wellness Associates
October Company
Optical Studio
OriginLab Corporation
Ostberg & Associates
Our Lady of the Hills
Our Lady of the Valley Parish
The Overlook
Packard's
Panera Bread
Paradise Copies, Inc.
Peace Development Fund
Penny Moore Trust
Pine Brook Farm Stand
Pioneer Valley Aquarium Society
Pioneer Valley Ballet
Pioneer Valley Insurance Group
Plainville Farm

Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Prime Incorporated
Pritchard Family Foundation
Project Bread
Prospect Meadow Farm
Quon Quont Farm
Random House
Rao's Coffee
River Valley Market
Riverbend Animal Hospital
Robinson Properties
Rosenberg Committee
Salvation Army
Select Equity Group, Inc.
ServiceNet, Inc.
Shelburne Falls Coffee Roasters – Hadley
Shelburne Falls Coffee Roasters - Northampton
ShinJin Temple Two Streams Zen
Sierra Grille
Silverscape Designs
Smith College Basketball
Smith College Botanical Gardens
Smith College Campus School
Smith College Development Office
Smith College Food Service
Smith College Hillel
Southampton Police Department
Southampton Women's Club
St. Elizabeth Ann Seton Parish
St. John's Episcopal Church
St. Mary's Church
St. Philip's Episcopal Church
Starbucks Coffee
Strategic Capital Solutions
Strides Human Performance Institute
Strong & Healthy Smiles by Dr. Sue
Sunnyside Childcare
Super Stop & Shop Hadley
Super Stop & Shop Northampton
Tea Trekker
Temp-Pro, Inc.
Tender Loving Care Women's Group
The Benjamin Company
The Darcy Company
The Galesi Family Foundation, Inc.
The Housechurch
The Iva and Jerome Preston Charitable Trust
The Murphys Realtors
The Pittsburgh Foundation
The Springfield Renaissance School
The Stanley Works
Thomson Financial Management
Thornes Marketplace, LLC
Tossed Salad
Town Farm
TRUiST
UMass Amherst Power Up, Social & Behavioral Sciences Department
Unitarian Society of Northampton and Florence
United Food and Commercial Workers Union
United Way of Central and Northeastern Connecticut
United Way of Hampshire County
United Way of Pioneer Valley
Universal Health and Fitness
V.F.W. Auxillary 8006
Valley Medical Group
Valley Motorsports, Inc.
Vici Hair Salon & Beauty Bar
VNA and Hospice of Cooley Dickinson
Walmart
Webber & Grinnell Ins. Agency
Webelos Troop 705
Webs – America's Yarn Store
West Cummington Congregational Church
Westhampton Congregational Church
Westhampton Elementary School
White Brook Middle School
William E. Norris School
Williamsburg Lions Club
Williston Northampton School
Wohl Family Dentistry
Woodstar Café
Worthington Health Center
Wright Builders
Xeric Foundation
Zurn, Sharp, & Heyman, LLC

The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to…

Hayat Abuza
Mardi Abuza
Robert Abuza
Bob Adams
Taylor Adams
Gwen Agna
Juan Carlos Aguilar
Evan Aird
Nick Alexander
Macklin Allen
Roscoe Allen
Amy Altwarg
Bill Ames
Laura Anderson
Gillian Andrews
Ana Araujo
Ray Asbin
Bethany Ashworth
Rob Astor
Diana Barrios
Jeanne Barron
Laura Barrus
Catherine Bartlett
Dick Bauman
Polly Baumer
Allan Baustin
Ana Baustin
Eliza Beardslee
Michael Beattie
Liz Bedell
Blair Bell
Andy Berg
Deb Bernardini
Olivia Bernstein
Justine Bertram
Sarah Bishop
Diane Boisvert
Bruce Bokor
Meghan Bone
Ana & Jenny Bonilla
Caitlin Bosco
Mark Bosz
Liam Boulanger
Dane Braastad
Izzy Brasil
Naomi Braude
Merricka Breuer
Lynne Brill
Ann Brooks
Emma Brown
Peter Brown
Roger Brown
Kimberly Brozo
Debin Bruce
Carol Brussel
Marylou Burgess
David Burton
Eliot Bush
Allison Butler
John Califano
Marlena Candelario Romero
Brian Carey
Laura Carl
Frederick Carlisle
Kate Carlson
Mark Carmien
Bob Carroll
Megan Caska
Alberto Castro
Mary Challet
Annie Clattenburg
Eva Climan
Amy Cohen
Michael Cohen
Chris Collins
Eileen Collins
Deanna Cook
Jeremiah Cook
Taylor Cook
Gabriel Cooney
Clare Cooper
Heidi Corbett
Michael Cote
Be Courage
Robeson Cowhey
Karen Cox
Joshua Crane
Karen Curran
Adam Daniere
Imojene Dann
Jenny Davis
Jake Dawson
Euri De Oliveira
Joe Debiec
John Degnan
Elena DeJesus
John DiBartolo, Jr.
Andrea Domingue
Tanika Douglas
Diane Drohan
Nicki Duda
Peter Duggan
Greg D'Unger
Deanna Dunn
Helen Dupes
Lena Eckert-Erdheim
Dana Egan-Sherry
Marcy Eisenberg
Vahram Elagoz
Judy Eldred
Angie Ellison
Deanna English
Carl Erickson
Gail Evans
Sharon Fagan
Adele Fantasia
Jasmine Feliz
Michael Filas
Steve Fitzek

The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to…

Maureen Flannery
Louise Flynn
Pauline Fogel
Emma Folchman-Wagner
Marianne Foote
Abby Forcier
Emory Ford
Karen Gallik
Irene Garjian
Marilyn Giles
Amelia Gilson
Maria Jose Gimenez
Margot Glass
Jonathan Goldman
Lisa Goleb
Ken Gordon
Jamila Gore
Heather Gorton
Meg Grant
Linda Graves
Jake Greenburg
Lucy Greenburg
Patrick Gregory
Sandy Gregory
Judy Griggs
Bob Gruber
Dennis Gurn
Flo Haas
Jonah Hahn
Adam Hale
Tony Hall
Bruce Harrison
Helen Harrison
Lucy Harrison
Arlene Harry
Clint Hartzell
Ann Hastings
Charlie Healy
Diana Healy
Margie Helly
Paige Hendry-Bodnar
Anne Heston
LT Hewlings
Ben Hill
Nicholas Hill
Aidan Holloway-Bidwell
Judy Holman
Jocelyn Howard
Lauren Howe
Camilla Humphreys
Phil Huyser
Annie Innes-Gold
Harly Isgur
Mariah Johnston
Sarah Johnston
Eleanor Jones
Jeannie Jones
Jeffrey Jones
Nat Jones
Nancy Jordan
Linda Kakos
Ben Kalish
Robin Karlin
Jane Kaufman
Caitlyn Keckeissen
Amy Kemper
Katie Keppeler
Shelby Kinney-Lang
Dan Kirsch
Margaret Klein
Sarah Klein
Erin Kokdil
Ruthie Kornblatt-Stier
Leila Kouakou
Kate Kratovil
Miriam Krell Bourke
Rick Kristek
Shauneen Kroll
Allison Kwiecinski
Caron LaBrecque
Chris Landry
Serges LaRiviere
Linda Larouche
Karen Latuchie
Ginger Lavalle
Jon Lees
Liz Leibowitz
Rachel Leibowitz
Ben Lesko
Lillian Leuenberger
Jacob Levitt
Zach Levitt
Hannah Levy
Abby Lieberman
Julie Lieberman
Dick Liebl
Mary Likins
Mathew Long
Karena Longo
Richard Loomis
Karen Lopez
Felicia Lundquist
Jean Lusskin
Matt Lustig
Jane Lynne Howe
Colin Machat
Susan Mals
Karen Mandeville
Kara Martin
Eliza Mason
Justin Maynard
Karen McAmis
Dylan McCoy
Kris McCue
Kris McCue
Alan McCutcheon
Ella McDonald
James McDonald
Sherry McGuire

The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to…

Shawn McManus
Marlene Mead
Michael Meehan
Bekky Mekler
Carol Melin
Donna Meller
Amy Meltzer
Bryan Midura
Dorien Miller
Tracy Mindess
Mindy Misener
Nathan Mize
Maureen Moore
Susan Moore
Hannah Morehouse
Alyssa Moskites
Sharon Moulton
Jim Mueller
Christine Mulcahy
Bel Muller
Brighid Murphy
Dick Musser
Linda Nadeau
Mark Nasjletti
Rebecca Neimark
Dick Newman
Emma Newman
Mariel Norris
Avery Nortonsmith
Quinn Nortonsmith
Bobbe O'Brien
Jason O'Connor
Jay O'Connor
Mally O'Hare
Sydney O'Leary
Lisa O'Malley
Deb Orgera
Ruth Ann Orlansky
Diane O'Sullivan
Josh Owsley
Becky Pace
Jeff Palm
Tim Parent
Chris Parrish
Danielle Pedelaborde
Michelle Pederzani-Dinneen
Catherine Pentoney
Renata Pepi
Marissa Perez
Muriel Piniez
Peter Pitrat
Emily Poehlein
Claire Premo
Chris P'Simer
Tom Quinn
Peter Rakelbusch
Kristina Ramsden
Evan Ray
Zeke Reffe-Hogan
Patrick Regan
Pete Rego
Phil Reid
JoJo Renard
Kathleen Rhine
Rob Rice
Toni Rickles
Leela Riesz
Seamus Riordan
Mary Risley
Belle Rizzo
Mike Robbins
Jesslyn Rodney
Tory Rosen
Peter Rowe
MacKenzie Royce
Andrea Rudolph
Christina Ruggiero-Corliss
Margaret Russell
Hannah Ryan
Jen Ryan
Jessica Salvatore
Mari Santos
Adam Saunders
Molly Sauvain
Cathy-Ann Savarese
Tommy Savarese
Sean Sawicki
Kate Scheffey
Reed Schimmelfing
Alan Seewald
Mark Shannahan
Daniel Sharkey Esrick
Rayanne Shaw
Justine Sheffler
Betsy Siersma
Pearl Silverman
Kate Simmons
Kathy Sinclair
Deborah Sklar
Hilary Sloin
Suzanne Smith
Jane Sommer
Anya Spector
Maria Sperduti
Barbara Rose Spierer
Stacey Steinbach
Jessie Stempel
Elana Sternick
Sara Sternick
Kregg Strehorn
Jody Stryszur
Joni Sullivan
Mark Sullivan
Lily Sun
Fran Sweeney
Linda Sweeney
Bruce Sylvia
Michael Szostak

The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to…

Tyler Tannen-Barrup
Jessica Tanner
Elise Taylor
Holly Taylor
Kathy Teece
Kayla Tegeler
Fran Thibault
Andreas Thompson
Barbara Thompson
Ruth Tirado
Ivana Toone
Sean Tousey-Pfarrer
Jim Tripp
Hannah Trumbo
Tyler Van Fleet
Mary Vaughan
Jorge Velasquez
Caroline von Herrmann
Katharine von Herrmann
Jordan Walder
Marty Walder
Ellen Wall
Nan Walsh
Amita Wanar
Maddie Warren
Lori Wayson
Mary Webber
Fred Wellman
Sophie Westphal
Michael White
Jessica Wignall
Donna Wilkins-Carmody
ElizaAnn Wilkins-Carmody
Cher Willems
Trixie Willems
Diane Williams
Robert Williams
Harriet Wilson
Kathy Winkler
Aidan Winn
Steve Winn
Elaine Wolf
Judy Wolf
Jean Woods
Patricia Wright
Analee Wulfkuhle
Drew Wyman
Johnnie Yeskie
Brettney Young
Nancy Young
Betsy Yount
Tim Zajac
Charlie Zinn
Lily Zogbaum
Julie Zuckman

Imagine Northampton
NHS Key Club
HRY Dolphins

Northampton Survival Center
Strategic Plan
January 2010 – December 2012

Goals and Strategies in pursuit of the NSC Mission:
To improve the quality of life for low-income individuals and families in Hampshire County by providing food and other resources with dignity and respect.

Program Goal (Program Committee)
Improve quantity and quality of food distributed, while promoting client dignity and respect.

- Implement and evaluate internal processes to ensure compliance with our mission
- Improve access for the community through publicity, reduction in wait times, and removal of barriers to transportation
- Continue to develop best practices for program
- Consider staff and volunteer needs as program expands
- Integrate the evolving program needs, including educational programming, into the building renovation

Finance Goal (Finance Committee)
Maintain and improve financial stability and accountability of the NSC.

- Develop long-range projections and budget
- Continue to develop and implement best practices for accounting and investments

Development Goal (Development Committee)
Maintain and improve financial stability and sustainability of the NSC.

- Increase individual giving to the NSC
- Develop major gift program
- Foster partnerships with the local business community
- Implement long-range development plan
- Maintain the reserve fund

Building Goal (Renovation Committee)
Renovate and expand the physical facility to allow the NSC to meet the growing and changing food security needs of the community.

- Raise funds for renovation, construction and maintenance of the building (Capital Campaign Committee)
- Design, plan and construct renovation and expansion of the building
- Review and improve use of exterior property

Board Goal (Governance Committee)
Improve Board and Committee effectiveness and development, with community involvement and support.

- Evaluate and improve Board composition and development
- Evaluate and improve Committee composition, communication and collaboration
- Involve the community in Board and Committee activities

Board of Directors

Responsibilities:

- Establish policy
- Hire Executive Director

Executive Director

Responsibilities:

- Banking and financial activities
- Fundraising and overseeing all fundraising activities
- Networking and public relations with community organizations and local governments
- Hire and supervise Program Director, Office Manager, and Volunteer Coordinator
- Computer upkeep and maintenance
- Repairs and maintenance of Center
- Organize and coordinate administrative functions of Center
- Network with staff from other agencies in the community and act as an advocate for the Center and its clients

Program Director

Responsibilities:

- Do client intake and maintain client database
- Prepare monthly reports for other agencies and Board
- Oversee distribution of food and clothing
- Hire and supervise Hilltown Pantry Director and Staff Assistant in cooperation with Executive Director
- Assist Volunteer Coordinator in supervising volunteers to help with Center's programmatic operation
- Work closely with the Board's Program Committee
- Oversee food inventory of the Center's Pantry
- Shop and pick up food and commodities at supermarkets and the Food Bank

Volunteer Coordinator

Responsibilities:

- Coordinate volunteers for pantry and other duties
- Hold regular volunteer orientations
- Coordinate training, scheduling, and supervision of all volunteers
- Manage communication with volunteers
- Field calls from prospective volunteers
- Coordinate annual Volunteer Appreciation Dinner

Office Manager

Responsibilities:

- Client intake as a support to Program Director
- Perform all clerical duties
- Enter data and maintain all donor lists
- Generate thank you letters and other correspondence
- Make bank deposits
- Assist Volunteer Coordinator with volunteer supervision and scheduling
- Answer telephones and cover office when Executive Director is unavailable

Hilltown Pantry Director

Responsibilities:

- Direct weekly activities and operations of the Hilltown Pantry
- Coordinate and supervise pantry volunteers
- Oversee procurement and distribution of food and other items
- Network with other agencies and the community on behalf of the Hilltown Pantry

Staff Assistant

Responsibilities:

- Coordinate clothing distribution
- Coordinate pantry stocking
- Serve as receptionist in the pantry
- Translate for Spanish-speaking people
- Maintain cleanliness of the Center
- Assist Program Director and other staff with special projects

Donor Relations Coordinator

Responsibilities:

- Assist ED with major gift cultivation
- Coordinate mailings and solicitations for annual appeal, other appeals
- Oversee business cultivation
- Research and apply for grants
- Assist with fundraising and donor appreciation events
- Assist with all aspects of public outreach
- Other administrative duties as needed

AUDITED FINANCIAL STATEMENTS

NORTHAMPTON SURVIVAL CENTER, INC.

Northampton, Massachusetts

June 30, 2012

Boisselle, Morton & Associates, LLP
Certified Public Accountants

NORTHAMPTON SURVIVAL CENTER, INC.

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BOISSELLE, MORTON & ASSOCIATES, LLP
CERTIFIED PUBLIC ACCOUNTANTS

To the Board of Directors
Northampton Survival Center, Inc.
Northampton, Massachusetts

Independent Auditors' Report

We have audited the accompanying statement of financial position of Northampton Survival Center, Inc. (a non-profit corporation) as of June 30, 2012, and the related statements of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from the Organization's June 30, 2011 financial statements and, in our report dated November 1, 2011, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Northampton Survival Center, Inc. as of June 30, 2012, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Boisselle, Morton & Associates, LLP

November 2, 2012

P.O. BOX 374, 48 BAY ROAD, HADLEY, MA 01035 • 413·587·0099 FAX 413·587·4099 • WWW.BMA-CPAS.COM

NORTHAMPTON SURVIVAL CENTER, INC.
Statement of Financial Position
June 30, 2012 (with comparative totals for June 30, 2011)

	2012	2011
Assets		
Assets		
Cash and cash equivalents	$ 246,468	$ 102,640
Pledges receivable, net	49,295	202,188
Food inventory	58,844	42,571
Prepaid expenses	8,993	9,319
Property and equipment, net	1,136,810	1,183,679
Total assets	$ 1,500,410	$ 1,540,397
Liabilities and Net Assets		
Liabilities		
Accounts payable	$ 16,223	$ 33,467
Accrued expenses	15,263	14,846
Total liabilities	31,486	48,313
Net Assets		
Unrestricted	1,458,561	1,414,653
Temporarily restricted	10,363	77,431
Total net assets	1,468,924	1,492,084
Total liabilities and net assets	$ 1,500,410	$ 1,540,397

The accompanying notes are an integral part of these financial statements.

NORTHAMPTON SURVIVAL CENTER, INC.

Statement of Activities

Year Ended June 30, 2012 (with comparative totals for the year ended June 30, 2011)

	2012			
	Unrestricted	Temporarily Restricted	Total	2011 Total
Revenue and support				
Donated food	$ 1,195,759		$ 1,195,759	$ 1,084,702
Donations	277,900		277,900	507,123
United Way	64,933		64,933	49,927
Donated supplies and services	650		650	129,750
Emergency Food and Shelter Program	739		739	2,250
Community Development Block Grant	33,356		33,356	43,830
Grants - other	108,811	$ 3,500	112,311	177,952
Special events				13,448
Interest income	360		360	4,979
Net assets released from restrictions	70,568	(70,568)		
Total revenue and support	1,753,076	(67,068)	1,686,008	2,013,961
Expenses				
Program	1,559,326		1,559,326	1,481,686
Administration	57,429		57,429	35,407
Development	92,413		92,413	113,389
Total expenses	1,709,168		1,709,168	1,630,482
Change in net assets	43,908	(67,068)	(23,160)	383,479
Net assets - beginning of year	1,414,653	77,431	1,492,084	1,108,605
Net assets - end of year	$ 1,458,561	$ 10,363	$ 1,468,924	$ 1,492,084

The accompanying notes are an integral part of these financial statements.

NORTHAMPTON SURVIVAL CENTER, INC.

Statement of Functional Expenses

Year Ended June 30, 2012 (with comparative totals for the year ended June 30, 2011)

	2012				2011
	Program	Administration	Development	Total	Total
Employee compensation and related:					
Salaries	$ 133,570	$ 24,654	$ 67,873	$ 226,097	$ 211,048
Payroll taxes	13,475	2,111	5,921	21,507	19,595
Fringe benefits	12,184	2,249	6,191	20,624	20,784
Total employee compensation and related	159,229	29,014	79,985	268,228	251,427
Donated food	1,179,486			1,179,486	1,158,726
Purchased food	122,276			122,276	83,214
Depreciation	41,758	5,111		46,869	24,677
Professional fees		17,243		17,243	25,413
Insurance	8,792	1,076		9,868	5,414
Utilities	5,267	972	2,677	8,916	4,225
Repairs and maintenance	7,279	891		8,170	3,652
Advertising and promotion	6,155			6,155	4,770
Furnishings and small equipment	5,964			5,964	4,257
Food transportation	5,802			5,802	3,891
Printing	4,113	924		5,037	6,506
Fundraising events			4,778	4,778	2,156
Postage	2,815	519	1,430	4,764	9,220
Office	2,511	464	1,276	4,251	5,921
Telephone and internet	2,333	431	1,186	3,950	2,708
Rent	2,126	393	1,081	3,600	3,700
Travel	2,245	391		2,636	1,708
Donated supplies and services	650			650	24,750
Supplies	525			525	4,147
Total expenses	$ 1,559,326	$ 57,429	$ 92,413	$ 1,709,168	$ 1,630,482

The accompanying notes are an integral part of these financial statements.

NORTHAMPTON SURVIVAL CENTER, INC.

Statement of Cash Flows

Year Ended June 30, 2012 (with comparative totals for the year ended June 30, 2011)

	2012	2011
Cash flows from operating activities		
Change in net assets	$ (23,160)	$ 383,479
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	46,869	24,677
Donated services capitalized as an asset		(105,000)
Recovery of uncollectible pledges		(53,000)
Change in allowance for uncollectible pledges	(4,000)	(2,608)
Change in assets and liabilities:		
(Increase) decrease in:		
Pledges receivable	156,893	131,826
Other receivable		2,239
Food inventory	(16,273)	74,024
Prepaid expenses	326	(6,497)
(Decrease) increase in:		
Accounts payable	(17,244)	18,094
Accrued expenses	417	7,785
Net cash provided by operating activities	143,828	475,019
Cash flows from investing activities		
Purchases of property and equipment		(1,064,155)
Net cash used by investing activities		(1,064,155)
Net increase (decrease) in cash and cash equivalents	143,828	(589,136)
Cash and cash equivalents - beginning of year	102,640	691,776
Cash and cash equivalents - end of year	$ 246,468	$ 102,640
Supplemental disclosures of non-cash operating activities:		
Donated food support	$ (1,195,759)	$ (1,084,702)
Donated food expense	$ 1,179,486	$ 1,158,726
Donated supplies and services support		$ (105,000)
Donated supplies and services support and expense		$ 24,750
Supplemental disclosures of non-cash investing activity:		
Construction in progress reclassed to property and equipment		$ 32,435

The accompanying notes are an integral part of these financial statements.

1. Summary of Significant Accounting Policies

Mission - Northampton Survival Center, Inc.'s primary mission is to strive to improve the quality of life for low income individuals and families in Hampshire County, Massachusetts, by providing food and other resources with dignity and respect.

Tax Status - Northampton Survival Center, Inc. is a not-for-profit corporation organized under Massachusetts General Laws Chapter 180. Northampton Survival Center, Inc. is exempt from federal and state corporate income taxes under Section 501(c)(3) of the Internal Revenue Code. In addition, Northampton Survival Center, Inc. qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(2).

Uncertain Tax Positions: Professional accounting standards provide detailed guidance for the financial statement recognition, measurement, classification and disclosure of uncertain tax positions. They require an entity to recognize the financial statement impact of a tax position when it is more likely than not that the position will be sustained upon examination. A tax position is deemed to include such things as Northampton Survival Center, Inc.'s tax exempt status.

Management has not identified any uncertain tax positions and, therefore, no liability has been recorded in the financial statements. Northampton Survival Center, Inc.'s income tax filings are subject to audit by the Internal Revenue Service. Northampton Survival Center, Inc.'s open audit periods are 2009-2011.

Accounting Method - The financial statements of Northampton Survival Center, Inc. are prepared on the accrual basis.

Basis of Presentation - The net assets of Northampton Survival Center, Inc. are reported in each of the following three classes when applicable: (a) unrestricted net assets, (b) temporarily restricted net assets, and (c) permanently restricted net assets. Net assets of the two restricted classes are created only by donor-imposed restrictions on their use. All other net assets are legally unrestricted and are reported as part of the unrestricted class. Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. Northampton Survival Center, Inc. had only unrestricted and temporarily restricted net assets at June 30, 2012 and June 30, 2011.

Contributions of services are recognized as revenue if they (a) create or enhance non-financial assets or (b) if they require specialized skills which are provided by individuals possessing those skills and if such services would typically need to be purchased if not provided by donations. Contributions of materials are recognized as revenue at their fair market value.

1. Summary of Significant Accounting Policies (Continued)

Pledges Receivable: Pledges receivable that are expected to be collected within one year are recorded at net realizable value. Pledges receivable that are expected to be collected in future years are recorded at the present value of their estimated future cash flows.

Capitalization of Expenses - The cost, if purchased, and fair value, if donated, of property and equipment is capitalized. Northampton Survival Center, Inc. capitalizes property and equipment with a cost of $2,500 or more. Costs of maintenance and repairs are expensed as incurred.

Depreciation - Depreciation is computed by the straight-line method over the following useful lives:

Leasehold improvements	15 - 30 years
Furniture and equipment	3 - 10 years
Vehicle	5 - 10 years

Expense Allocation - Expenses are charged to programs and supporting services on the basis of job duties and space allocation analyses. Administration and other supporting services include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of Northampton Survival Center, Inc.

Use of Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses during the reporting period. Actual results could differ from those estimates.

Donated Food - Valuation of donated food items is based on the approximate average wholesale value of one pound of donated product as calculated in the Product Valuation Survey Methodology December 31, 2011 prepared by Feeding America, formerly known as, America's Second Harvest. The valuation was $1.66 per pound during 2012 and 2011.

Cash and Cash Equivalents - Northampton Survival Center, Inc. considers checking, savings, cash on hand, certificates of deposit, and an investment account used to receive stock donations as cash and cash equivalents.

2. Property and Equipment

Property and equipment consisted of the following at June 30:

	2012	2011
Furniture and equipment	$ 57,517	$ 57,517
Leasehold improvements	1,151,967	1,151,967
Vehicle	22,015	22,015
	1,231,499	1,231,499
Less accumulated depreciation	94,689	47,820
Total property and equipment	$1,136,810	$1,183,679

Northampton Survival Center, Inc. completed $1,143,626 in leasehold improvements to completely renovate its facilities that are leased from the City of Northampton in 2011.

Depreciation expense was $46,869 and $24,677 for the years ended June 30, 2012 and 2011, respectively.

3. Pledges Receivable

Unconditional promises to give are included in the financial statements as pledges receivable and revenue of the appropriate net asset category. Pledges are recorded at face value less a discount for the present value of future cash flows. The discount rate used to calculate the present value was 2.0%.

Management has determined that all pledges are collectible, net of an estimated allowance for uncollectible pledges, as follows at June 30:

	2012	2011
Due in less than one year	$50,432	$150,413
Due in one to five years	7,000	65,187
	57,432	215,600
Less: discount for present value	137	1,412
Less: allowance for uncollectible pledges	8,000	12,000
Total pledges receivable	$49,295	$202,188

4. Related Party Relationships

Northampton Survival Center, Inc.'s Executive Director is on the Board of Directors of the United Way that donated $59,167 and $49,927 to the Northampton Survival Center, Inc. for the years ended June 30, 2012 and 2011, respectively.

5. Temporarily Restricted Net Assets

Temporarily restricted net assets consisted of the following at June 30:

	2012	2011
Fresh Local Produce project	$ 3,500	$ 1,674
Building fund	6,863	75,757
	$ 10,363	$ 77,431

6. Concentrations

Northampton Survival Center, Inc. receives a significant portion of its revenue in the form of donated food. Donated food revenue as a percentage of total revenue was 71% and 54% for the years ended June 30, 2012 and 2011, respectively. Northampton Survival Center, Inc.'s financial statements are impacted by not only the price per pound of donated food (see Note 1) that may vary year to year, but also by the volume of food received versus distributed during the fiscal year.

7. Donated Supplies and Services

Donated in-kind support consists of donated supplies and services which meet the recognition requirements described in Note 1. The value of donated supplies and services was the following for the years ended June 30:

	2012	2011
Donated services	$ 650	$ 24,750
Total supplies and services expense	650	24,750
Donated services capitalized in leasehold improvements	-0-	105,000
Total donated supplies and services income	$ 650	$ 129,750

A number of unpaid volunteers have made significant contributions of their time to Northampton Survival Center, Inc. In accordance with the recognition criteria described in Note 1, the value of these services is not recorded in the financial statements.

8. Rental Agreement

Northampton Survival Center, Inc. rents its facilities in Northampton from the City of Northampton pursuant to a lease agreement for $300 per month until October 2040.

Future minimum lease payments for the years ending June 30 are:

2013	$3,600
2014	3,600
2015	3,600
2016	3,600
2017	3,600

9. Line of Credit

Northampton Survival Center, Inc. had a line-of-credit agreement with a bank that allowed them to borrow up to $200,000 at the bank's base rate plus 2.00% (5.25%), with a minimum rate of 5.25%. There was no balance outstanding on the line of credit at June 30, 2012 or 2011. The line of credit was closed in September 2012.

10. Subsequent Events

Northampton Survival Center, Inc. evaluated subsequent events after the statement of financial position date of June 30, 2012, through November 2, 2012, the date on which the financial statements were available to be issued, and concluded that no additional disclosures are required.

Northampton
Survival
Center

A food pantry serving the
Hampshire County community