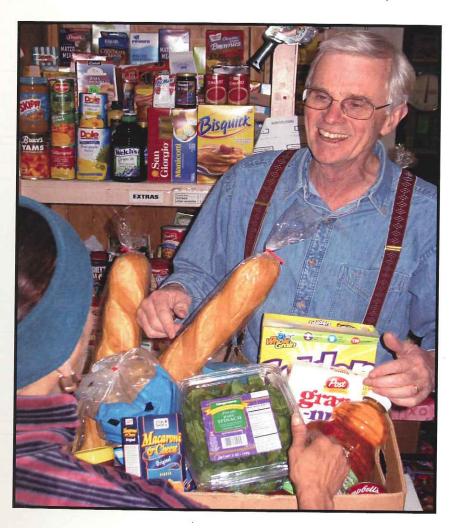




ANNUAL REPORT

July 1, 2006 — June 30, 2007





Cover Photo: Pantry Volunteer Bob Rundquist

Photo Credit: Sarah Winawer-Wetzel



Board of Directors

October 2006 - October 2007

John DiBartolo, Jr. – PRESIDENT Florence, MA

Miriam Krell Bourke Northampton, MA

Carl Erickson – TREASURER Northampton, MA

> Sheri Gladden Florence, MA

Elizabeth Hanssen Goshen, MA

Eleanor Jones Florence, MA

Charles Kaufman Northampton, MA

> Jill Lombardi Florence, MA

Sherry McGuire – CLERK Southampton, MA

> Rebecca Neimark Northampton, MA

Alan Seewald – VICE PRESIDENT Northampton, MA

> Elizabeth von Klemperer Northampton, MA

> > Martin Walder Florence, MA

Patricia Weed Northampton, MA

> Steve Winn Florence, MA

Advisory Board

Gwen Agna Northampton, MA

Gabriel Cooney Haydenville, MA

Rabbi Justin David Northampton, MA Anne Heston Florence, MA

Anne Keppler Northampton, MA

Sharon Moulton Northampton, MA

Staff

Lisabeth Jasniewicz, Office Manager Maria Jimenez, Staff Assistant

Evelyn McCoy, Assistant Director

Diane Meehan, Hilltown Pantry Director

Heidi Nortonsmith, Executive Director

Strategic Plan

October, 2006 through December, 2009

Goals and strategies

Program Goal

Increase ability to meet client needs (Program Committee)

- Perform client needs assessment
- Assess quality and quantity of food and improve both
- Ensure that internal processes comply with our mission
- o Identify best practices among other food pantries, including safety and security measures

Building Goal

Secure need-appropriate facility (Ad Hoc Building Committee)

- Explore:
 - Long-term lease at current location with opportunity to expand
 - Another free or low-cost space from the City
 - Free or inexpensive space from a developer
 - Free or inexpensive space from box store as part of plan to enter the area

o Raise money to rent, buy, or build

Finance Goal

Improve financial stability (Finance and Development Committee)

- Develop "desired donors" pyramid
- o Develop automatic giving plan
- Develop a system for building relationships with donors
- Revise, or increase the number of, annual fundraisers
- Review and revise direct mail solicitation strategy
- o Grow the reserve funds (our net worth)

Board Goal

Improve Board development and effectiveness (Governance Committee)

- Develop program to orient and mentor new Board members
- Develop program to train existing Board members
- Analyze Board composition and assess gaps in demographics and skill sets
- Define the role of the Board and clarify Board and committee functions
- Refine procedures for Board and committee recruitment
- Analyze Board member skills, interests, and connections
- Institute evaluation procedures

Message from the President

As I conclude my third and final year as President of the Board of Directors, I write this message with both pride and regret. Pride in the good work that has been accomplished and regret that I relinquish this post as I have thoroughly enjoyed leading such a group of hard-working and dedicated individuals.

Fiscal Year 2007 began with the creation of a new Strategic Plan. Additionally, the Board of Directors restructured its committee system by adding a Governance Committee, charged with improving Board development and effectiveness, and also an Events Committee, charged with preparing for and overseeing various fundraising and community relation events. The restructuring of the committees included the addition of non-Board members to standing committees and a shift toward more work being done at the committee rather than Board level. The ongoing committee work has already resulted in significant progress in the pursuit of the four goals identified in the Strategic Plan.

In last year's message, I alluded to the decrease in funding that the NSC would receive from the United Way and suggested that "the NSC is poised to see its internal individual fundraising rise to meet our needs." As predicted, we more than overcame the \$17,000 funding shortfall through a special appeal to our donors. We raised \$28,850 (from 320 donors) in direct response to our request! Moreover, this special appeal did not adversely impact our traditional winter appeal; 406 donors responded to the winter appeal by donating another \$47,150 (a 28% increase over the prior year). The United Way funding will only modestly increase in Fiscal Year 2008 and the NSC will continue to rely upon internal individual fundraising to a greater extent than in years past.

With progress come additional challenges. As we take steps related to securing additional space, we must consider how additional space might translate into growth in our program. As we explore growth in programming, we must then contemplate the need for additional fundraising. As we evaluate our fundraising capability, we should stabilize our sources of development and diversify the individual responsibilities associated with carrying out development strategies. As I look back at the great strides the NSC has made and look forward to these challenges that lie ahead, I am confident that the Board of Directors and Staff of the NSC will rise to the occasion.

This past year saw the resignation of two Board members and the retirement of Betty von Klemperer. Rebecca Neimark, Sheri Gladden and Gillian Andrews have all joined the Board in the past year demonstrating the NSC's continued ability to attract talented and dedicated members of the community. As long as our neighbors remain hungry, we will strive to improve the quality of their lives by providing food and other resources with dignity and respect.

John P. DiBartolo, Jr. President, Board of Directors Northampton Survival Center

Executive Director's Report

Our recent Annual Reports have capped off several years of growth and development for the Northampton Survival Center, and this past year continued that pattern.

Summary of client services and trends

In Fiscal Year 2007 the Northampton Survival Center served 3,830 clients from 16 communities in Hampshire County. These clients visited our two pantries 18,645 times to pick up monthly distributions of food, with many clients returning for fresh bread and produce on a weekly basis. In total, our two pantries gave out 469,402 pounds of free food over the course of the year.

These client figures represent a slight decrease in pantry use since last fiscal year, due perhaps in part to the high cost of living in Northampton and of traveling to the Center from more distant locations. We see a continuing need for our services as the cost of living rises and people cycle in and out of times of critical need. For example, in FY07 we served 986 new clients, and another 412 former clients who returned to us after not having needed to use our services for the preceding year or more.

Highlights of the year

In early FY07 our Board of Directors created a bold and challenging new strategic plan to help guide the Center through 2009. As a result, newly reconstituted Board committees (some including non-Board community members) were able to make great strides in addressing the Center's goals and interests.

The Center strengthened its services with several exciting new or improved programs this past year. Our "Take Three" initiative furthered our goal of providing clients with more food each month while offering increased choices about what items they receive. This cutting edge program fosters our mission of serving clients with dignity and respect, and has been happily embraced both by clients and the volunteers who serve them in the pantry.

For the first time ever, our Thanksgiving program met its goal of providing a "turkey for every home" with turkeys (or turkey gift cards) and supplies of holiday "fixings" going to every one of the 620 households who asked for them last November.

Through the generosity of one donor, we've established a Transportation Fund which allows us to subsidize taxi rides for clients who have difficulty transporting their food packages home from the Center. As we have a large number of clients (many suffering from severe pain or grave physical illness) who do not otherwise have access to a car or ride, this fund is the key to making their visits to the Northampton Survival Center possible.

We have also developed a client needs assessment which will allow us to collect a wealth of information to help us identify unmet needs and ensure that, as we continue to grow, we preserve and improve those services most important to our clients. We are currently seeking funding to facilitate this inquiry.

We made major improvements to our infrastructure this year, including a partial computer upgrade at both our Northampton and Goshen locations and the installation of a back-up system to ensure the safety of our critical client and donor databases. With the help of a volunteer from Smith College, we updated and improved our donor database. And the launching of a new-and-improved version of our website (www.TheNSC.org) made navigation easier for volunteers, donors, and those helping clients access our services.

Several new public relations pieces helped us bring our message to the community this past year. Through the extraordinary efforts of several volunteers, we were able to produce a 4-minute video about the Center, which aired, among other places, on cable access TV. We also developed a beautiful window decal featuring our carrot logo and the words "Proud Supporter of the Northampton Survival Center". These are now being distributed and are showing up in local business windows and on the cars of our volunteers and donors.

Our finances were strengthened and our fundraising efforts rewarded in several important ways during the year. We set up a new "Direct Donate" program by which donors can support us with ongoing weekly or monthly automatic payments. We were also fortunate to be awarded a grant through the Hilltown CDC to significantly assist us in operating the Hilltown Pantry for another year. Our third annual Open House in June successfully lived up to its billing as both a fundraiser and "friendraiser". And we were able to conclude the year "in the black" financially, due in large part to a tremendous outpouring of generous donations in response to our call for support last September, after a downturn in grant allocations.

Finally, our collaborations with other service providers and area programs continue to develop and flourish. We've toured, hosted, and shared best practices with a number of other food pantries in the area, and partnered with the Food Bank in providing training to others as they develop their infrastructure and computer capabilities. We worked closely with the Northampton School Department and provided nutritious snacks and groceries to support a new after-school tutoring initiative for low-income families. And we continued collaborating with other emergency food providers as we work to improve food stamp access to residents of western Massachusetts.

We look forward to a year of strengthening and expanding our efforts 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.

Heidi Nortonsmith Executive Director

Assistant Director's Report

The Northampton Survival Center is committed to serving low-income individuals from 16 Hampshire County communities. While we provide our clients with food, clothing, household items and referrals, our first priority remains the distribution of food. Thanks to support from our local communities, 27% of our food supply is donated directly to us. These donations come from a variety of places, including schools, houses of worship, businesses, local civic organizations and individuals. They support our agency through food drives, daily and weekly food donations, donations in lieu of birthday gifts, and more.

There are four annual food drives that deserve special mention, as they contribute over 25,000 pounds of food among them:

- The annual Post Office Food Drive runs successfully each year with the help of over a hundred volunteers, our tireless postal carriers, and the generous donations of the Northampton community,
- Food drives at both the Congregation B'nai Israel and Beit Ahavah during the Jewish High Holy Days in the fall bring our clients an eagerly-awaited bounty of healthy foods as the cold weather sets in, and
- The Boy Scouts from Worthington and Chesterfield host an annual "Scouting for Food" drive which brings a much-appreciated supply of food to our Hilltown Pantry in Goshen.

Other program highlights from the year included:

- Our "Energy Efficient Light Bulbs Campaign", in which donors supply energyefficient light bulbs to the clients at our Hilltown Pantry on an on-going basis so that they can all afford to save energy.
- Our Kids' Summer Food Program runs for ten weeks during the school summer vacation months and helps replace the free breakfast and lunch program that school-age children receive during the school year. In the summer of 2006 this program served 557 children and distributed 32,266 pounds of food.
- We were again able to provide an abundance of fresh vegetables year round with help from the Food Bank Farm, the Food Bank, the Community Gardens and Mountain View Farm. In addition, once again this year, the VA Medical Center in Leeds provided us with a truckload of fresh vegetable and flower plants for the clients to grow themselves.

- The NSC continued to expand its "Turkey for Every Home" program in November. It was an exceptional year, with 620 donated turkeys or turkey gift cards distributed at the Northampton site and 103 for the Hilltown site. For the first time ever, every household that wanted a turkey or \$10 gift card was able to receive one.
- Through our holiday gift program at both pantries, clients were able to choose from a wide selection of new toys, games, books, clothing, hats, scarves, gloves, household items, knick-knacks, and jewelry, all donated by local businesses, groups, and individuals.
- The continued growth of our programs necessitated the development of an improved inventory system to help us keep track of the food coming into and leaving the Center, which we expect will serve us well as we continue to grow.

At times I'm asked why people need our services, and it always surprises me to realize that most people in the community do not sense how difficult it can be to survive in what many perceive as an affluent area. There are many instances where people need our help but one of the most prevalent is health reasons. Our clients simply cannot access the best health care money can buy, and many have little or no access at all. The experience of one client - a single mother in her thirties - illustrates this problem. Suffering from a crippling back illness and chronic back pain, she uses our services on a regular basis. She would like to be able to work but cannot stand or sit or lie down for any length of time. If she takes medication to ease the pain she is too dopey to function and take care for her family. This women was a hard working individual until this happened and now has to suffer with this condition and the financial hardship it places upon her. She is always grateful for our services and I always try to leave her laughing. She has a very difficult life and coming here is a pleasant outing for her. She is able to help herself to fresh vegetables, free clothing for her children and the helpful services of our dedicated volunteers.

For the Center to maintain the quality of the services and programs at the NSC, we depend on the generous support of 228 volunteers. They help in so many ways, by serving the clients during pantry shifts, shopping for food at the Food Bank, picking up food at stores and bakeries, and sorting, inventorying, and stocking the food. As always, our services are still desperately needed throughout our service area, and I heartily thank all of our volunteers for contributing their time and talent to meeting the needs of the neediest in our community.

Evelyn McCoy Assistant Director

Community Support FY06 and FY07

ommunity Food Donations (lbs)	FY 06	% in 06	FY 07	% in 07	Change Since FY06
Religious	31,544	21%	26,365	19%	-16%
Schools	9,000	6%	10,897	8%	21%
Business	69,275	45%	57,866	40%	-16%
Civic (and scout)	9,155	6%	7,884	6%	-13%
Post Office Food Drive	15,507	10%	20,252	14%	30%
Individuals	17,847	12%	18,498	13%	4%
TOTAL	152,328	100%	141,762	100%	-7%

munity Financial Donations	FY 06	% in 06	FY 07	% in 07	Change Since FY06
Religious	\$3,724	3%	\$14,255	8%	283%
Civic, Schools, Business	\$16,142	12%	\$12,155	7%	-25%
Business Advertising (Open Hse)	\$21,240	16%	\$21,575	12%	2%
Individuals	\$29,785	23%	\$33,512	20%	13%
Direct Mail	\$60,767	46%	\$87,154	51%	43%
TOTAL	\$131,658	100%	\$168,651	100%	28%

Sources of Food (lbs)	FY 06	% in 06	FY 07	% in 07	Change since FY06
MEFAP (free)	16,721	5%	56,657	15%	238%
MEFAP - Kids (free)	1,155	<1%	3,522	1%	314%
USDA (free)	73,054	23%	73,069	19%	<1%
Food Bank (free)	44,867	14%	48,482	13%	8%
Food Bank Farm (free)	53,485	17%	50,082	13%	-6%
Free Food Sub-Total	189,282	59%	231,812	61%	22%
Food Bank Purchases	68,676	22%	77,020	21%	13%
Retail Purchases - Regular	28,286	9%	28,843	8%	1%
Retail Purchases - Kids	32,323	10%	37,364	10%	15%
Purchased Food Sub-Total	129,285	41%	143,227	39%	22%
TOTAL	318,567	100%	375,039	100%	18%

Client Demographics in FY07

Number of clients served

	Northampton	Northampton	Hilltown	Hilltown	Total	Total
	Households	Individuals	Households	Individuals	운	Individuals
FY07	1,628	3,604	101	226		3,830
FY06	1,631	3,651	103	273	1,734	3,924
% change since FY06	-0.18%	-1.29%	-1.94%	-17.22%	-0.29%	-2.40%

Number of times our clients visited us

	Northampton	Impton Northampton	Hilltown	Hilltown	Total	Total
	Honseholds	Individuals	Households	Individuals	Households	Individuals
FY07	7,134	16,609	1,024	2,036	8,158	18,645
FY06	7,490	17,340	1,251	2,845	8,741	20,185
% change since FY06	-4.75%	-4.22%	-18.15%	-28.44%	-6.67%	-7.63%

Number of households served, by ethnicity

Morthampton lds Worthampton households Hilltown households Hilltown households <1% 2 2% 77% 99 98% 17% 5% 100%							
ican 7 <1%	2	Northampton households	% of Northampton households	Hilltown households	% of Hilltown households	Total households	% of total households
ican 7 <1%	Asian	12	<1%			12	<1%
1,255 77% 99 98% 271 17% 98% rican 83 5% 100% 1,628 100% 101 100%	Native American		<1%	2	2%	0	<1%
rican 271 17% 17% 5% 100% 1,628 100% 101 100%	Caucasian	1,255	%22	66	%86	1,354	78%
rican 83 5% 100% 101 100%	Hispanic	271	17%			271	16%
1,628 100% 101 100%	African American	83	2%			83	2%
	Total clients	1,628	100%	101	100%	1,729	100%

Heads of household

	Northampton clients	% of Northampton clients	Hilltown	% of Hilltown clients	Total clients	% of total clients
Single Head of Household - Female	359	22%	5	2%	364	21%
Single Head of Household - Male	36	2%	4	2%	40	2%
Teen Head of Household	_	%0	0	%0	_	%0

Gender

	Northampton clients	% of Northampton clients	Hilltown	% of Hilltown clients	Total clients	% of total clients
Male	1,682	47%	66	44%	1,781	47%
Female	1,922	53%	127	26%	2,049	54%
Total	3,604	100%	2.3	100%	3,830	100%

Other client demographics

	Northampton	ampton Northampton	Hilltown	Hilltown	Total	Total
	Honseholds	Individuals	Households Individuals	Individuals	Households Individuals	Individuals
New clients served	484	956	15	30	499	986
First time back in a year or more	202	412	0	0	202	412
Elders 65+	872	average of 72 / month	49	average of 3 / month	921	average of 75 / month

Number of Clients Served in FY07 - Both Sites

Towns	Households	Children 0 - 12	Teens 13 - 17	Adults 18 - 64	AGE 65+	Total Individuals	% of Clients from Each Town
Northampton	902	441	209	1,196	80	1,926	51%
Easthampton	369	186	62	539	47	834	22%
Chesterfield	30	19	7	40	11	77	2%
Cummington	34	15	11	37	11	74	2%
Goshen	15	4	3	20	7	34	1%
Hadley	28	13	11	45	3	72	2%
Hatfield	43	26	12	64	2	104	3%
Plainfield	10	8	7	15	2	32	1%
South Hadley	63	64	28	98	10	200	5%
Southampton	35	17	16	45	5	83	2%
Westhampton	17	10	4	27	6	47	1%
Williamsburg	41	11	7	41	14	73	2%
Worthington	18	14	11	27	7	59	2%
Homeless	96	28	4	113	0	145	4%
Subtotals	1,701	856	392	2,307	205	3,760	100%

Other Communities served

Other Communities	SCIVCU					
Amherst	4	0	0	3	1	4
Belchertown	2	0	0	2	1	3
Granby	1	0	0	1	0	1
Greenfield	2	0	0	3	0	3
Holyoke	10	12	3	11	1	27
Huntington	3	5	0	7	0	12
Pittsfield	1	0	0	1	0	1
Shutesbury	1	1	0	2	0	3
Springfield	1	0	0	2	0	2
Westfield	2	4	1	5	0	10
Windsor	1	1	1	2	0	4
Subtotals	28	23	5	39	3	70
Grand Totals	1,729	879	397	2,346	208	3,830
Percent of Total		23%	10%	61%	5%	100%

Number of Client Visits in FY07 - Both Sites

Town	Household Visits	Individual Visits	% of Total Client Visits
Northampton	4,088	9,106	49%
Easthampton	1,583	3,881	21%
Chesterfield	264	571	3%
Cummington	328	673	4%
Goshen	155	327	2%
Hadley	170	477	3%
Hatfield	215	465	2%
Plainfield	65	174	1%
South Hadley	276	831	4%
Southampton	166	382	2%
Westhampton	177	485	3%
Williamsburg	229	396	2%
Worthington	151	380	2%
Homeless	254	409	2%
Subtotals	8,121	18,557	99%

Springfield	1	2
Shutesbury	1	3
Huntington Pittsfield	3	12
Holyoke	13	30
Greenfield	4	5
Belchertown Granby	1	3
Amherst	4	4

Number of Clients Served in FY07 - Northampton

Towns	Households	Children 0 - 12	Teens 13 - 17	Adults 18 - 64	AGE 65+	Total Individuals	Total Individuals % Change since FY05
Northampton	902	441	209	1,196	80	1,926	0%
Easthampton	369	186	62	539	47	834	-1%
Chesterfield	11	14	3	24	0	41	-7%
Cummington	5	8	2	10	0	20	-20%
Goshen	3	0	0	2	1	3	-75%
Hadley	28	13	11	45	3	72	29%
Hatfield	43	26	12	64	2	104	60%
Plainfield	1	2	1	2	0	5	500%
South Hadley	63	64	28	98	10	. 200	12%
Southampton	35	17	16	45	5	83	-6%
Westhampton	15	10	3	26	4	43	26%
Williamsburg	27	9	6	31	4	50	-26%
Worthington	4	2	5	8	0	15	-50%
Homeless	96	28	4	113	0	145	4%
Subtotals	1,602	820	362	2,203	156	3,541	1%

Percent of Total		23%	10%	62%	4%	100%
Grand Totals	1,628	842	366	2,237	159	3,604
Subtotals	26	22	4	34	3	63
Westfield	2	4	1	5	0	10
Springfield	1	0	0	2	0	2
Shutesbury	1	1	0	2	0	3
Pittsfield	1	0	0	1	0	1
Huntington	2	5	0	4	0	9
Holyoke	10	12	3	11	1	27
Greenfield	2	0	0	3	0	3
Granby	1	0.	0	1	0	1
Belchertown	2	0	0	2	1	3
Amherst	4	0	0	3	1	4

Number of Client Visits in FY07 - Northampton

Town	Household Visits	Individual Visits	% of Total Client Visits
Northampton	4,088	9,106	55%
Easthampton	1,583	3,881	23%
Chesterfield	51	197	1%
Cummington	27	95	1%
Goshen	15	15	0%
Hadley	170	477	3%
Hatfield	215	465	3%
Plainfield	2	10	0%
South Hadley	276	831	5%
Southampton	166	382	2%
Westhampton	114	372	2%
Williamsburg	122	228	1%
Worthington	19	72	0%
Homeless	254	409	2%
Subtotals	7,102	16,540	99%

Amherst	4	4
Belchertown	2	3
Granby	1	1
Greenfield	4	5
Holyoke	13	30
Huntington	2	9
Pittsfield	2	2
Shutesbury	1	3
Springfield	1	2
Westfield	2	10
Subtotals	32	69
Grand Totals	7,134	16,609

Number of Clients Served in FY07 - Goshen

Towns	Households	Children 0 - 12	Teens 13 - 17	Adults 18 - 64	AGE 65+	Total Individuals
Chesterfield	19	5	4	16	11	36
Cummington	29	7	9	27	11	54
Goshen	12	4	3	18	6	31
Plainfield	9	6	6	13	2	27
Westhampton	2	0	1	1	2	4
Williamsburg	14	2	1	10	10	23
Worthington	14	12	6	19	7	44
Subtotals	99	36	30	104	49	219
Other Communitie	s served					
Huntington	1	0	0	3	0	3
Windsor	1	1	1	2	0	4
Subtotals	2	1	1	5	0	7
Grand Totals	101	37	31	109	49	226
Percent of Total		16%	14%	48%	22%	100%

Number of Client Visits in FY07 - Goshen

Town	Household Visits	Individual Visits	% of Total Client Visits
Chesterfield	213	374	21%
Cummington	301	578	29%
Goshen	140	312	14%
Plainfield	63	164	6%
Westhampton	63	113	6%
Williamsburg	107	168	10%
Worthington	132	308	13%
Subtotals	1,019	2,017	100%

Huntington	1	3
Windsor	4	16
Subtotals	5	19
Grand Totals	1,024	2,036

Food Received in FY07 (in pounds)

Total	Received	
Retail	KSFP	purchased
	Retail	purchased purchased
Food Bank	Regular	purchased
Food Bank	KSFP	purchased
Food Bank	Donation	donated
Food Bank Food Bank Food Bank	Farm	donated
	USDA	donated
MEFAP	KSFP	donated
	MEFAP	donated
	Community	donated

2006

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July	7,076	1,932	368	9,212	2,131	6,466	700	7,645	2,297	8,190	46,017
August	8,368	5,486	1,883	7,637	2,527	2,174	300	12,345	1,925	4,889	47,534
September	8,716	3,071	0	4,515	5,705	4,576	120	6,764	0	0	33,467
October	15,246	4,945	0	11,297	3,363	5,518	0	2,127	1,769	0	44,265
November	15,316	2,852	0	9,388	7,288	4,057	0	5,358	3,023	0	47,282
December	13,356	1,698	0	2,324	14,400	3,204	0	2,859	486	0	38,327

2007

		The second secon									
January	11,483	6,349	0	2,885	1,896	4,581	0	7,679	1,062	0	35,935
February	11,097	4,216	0	3,607	3,219	2,845	0	5,287	569	0	30,540
March	6,679	5,760	0	6,825	2,962	3,167	0	969'9	1,666	0	33,695
April	7,843	5,933	0	7,150	2,402	5,363	130	7,385	2,610	0	38,816
May	25,468	4,847	0	5,204	1,661	2,708	0	3,728	2,754	10,303	56,673
June	11,114	9,568	1,271	3,025	2,528	3,823	5,356	2,601	10,982	13,982	64,250

TOTALS	141,762	56,657	3,522	73,069	50,082	48,482	909'9	70,414	28,843	37,364	516,801
			ď.								

%2	
%9	
14%	
1%	
%6	
10%	
14%	
<1%	
11%	
27%	
PERCENTS	

72% Donated

28% Purchased

100%

Food Distributed in FY07 (in pounds)

Northampton Survival	Kids' Summer		Farms and	
Food Package	Food Package	USDA	Shelters	Total Distributed
	Northampton Site	n Site	TV	
303,796	30,681	62,693	15,143	412,313
	Goshen Site	ite		=
41,159	2,608	13,322	0	57.089

IOIALS	344,955	33,289	76,015	15,143	469,402
		52			
PERCENTS	71%	%6	17%	3%	100%

The Northampton Survival Center is incredibly grateful to its extraordinary team of volunteers in FY07...

Sophie Aaronsen Jackie Dauphinais Havat Abuza Rabbi Justin David Robert, Mardi, & Rebecca Abuza Alex Davis Gwen Agna John Degnan Juan Carlos Aquilar Bess Detmold Thalia Aguilar-Nolan Nicky Diaz Lindsay Allcroft John DiBartolo Mildred Allenchey Kayla Diggins **Denise Amato** Jess Doerner Bill Ames Jonathan Downing Kate Angell Lauren Dubois Amanda Arbeitman Greg D'Unger Bonnie Ascher Helen Dunn Rob Astor Don & Helen Dupes Kim Axsmith Lyla Durant Addy Ayres Carl DuVal Laura Barrus France DuVal Cara Bartomeo Kristen Eckrund Kendra & Aaron Edmonds Bettina Bergman Lisa Berry Karin Ellis Justine Bertram Alana English The Best Buy Geek Squad Carl & Lynda Erickson Jessie Bierwert Gail Evans Keith Billieux Maureen Fagan Natalie Bixby Jenn Faller Norma Bodon Molly Fenn Alice Bogdan Michael Filas Ana & Jenny Bonilla Liam Fleming Hill Boss Louise Flynn Becky & Todd Foy Miriam Krell Bourke Annabel Bradford Lonnie Freeman Naomi Braude Joan Fried Nathan Brown Max Friedlander Moore Roger Brown Cindy Furtek Marylou and Charlie Burgess John Gao Gaea Campe Jeremy Gardner Mary Challet Laura Gardner Clarissa & Josh Chan Anne Gelbard Amy Cohen Sheri Gladden Maddie Cohen Linda Graves Margaret Conant Patrick Gregory **Gabriel Cooney** Florence Haas Alana Craig Jeannie Hakala Loren Crary Liz Hanssen Sarah Creighton Sheila Harlow Marissa Cyr Bruce Harrison

Arlene Harry

Heather D'Angelo

The Northampton Survival Center is incredibly grateful to its extraordinary team of volunteers in FY07...

Lori Hathaway Renee Hembrough Heather Henderson Orianna Herschberg Anne Heston Inbar Heyman Leah Heyman Emily, Martha & Phoebe Hopkins Debra Horton Ben Huertle Bill Hyland Amy Jackendoff Emma Jimerson Eleanor & Peter Jones Ivrose Joseph Karen Judge Carmen & Kelly Junno Cody Jurs-Allen Sarah Karol Chip Kaufman Jane Kaufman Garrett Keefe Kate Kelleher Bill Kenefick Anne Keppler Anna Keskula-Snyder Dave Kielson Johanna Klimczyk Elaine Koshe Shauneen Kroll Sage LaCroix Evan Lally Matt Lampiasi Irene Lamson Colin Larsen Karen Latuchie Steffy & Theresa LaValley Andrew Lawrence Norah Lawrence Marsha Leavitt Braeden Leinhart Laura Leonard Jim Levey Jill Lombardi Richard Loomis Carol Lynch

Geeta Makhija Andy Marrero Carmen & Delia Martinez Aiyana Masla Raul Matta **Burns Maxey** Allyson Mazzuchi Mary McCarthy Ruth McConkey Sherry McGuire Kurtis McKemmie Julio Medina Diane Meehan Carol Melin Jen Meyers Andrew Mierzwa Elaine Miller Maclyn Milsark Marianne Milton Susan Moore Hannah Morehouse William Morris Danielle Morrissette Sharon Moulton Michael Moyniha Ken Muraoka Lee Anne Musante Ben Naismith John Nathan Olga Navros Rebecca Neimark Dick Newman Jodi Nicholas Northampton High National Honor Society Mariel Norris Bobbe O'Brien Sean O'Connell Sydney O'Leary John & Diane O'Sullivan Lucia Page Kelly & Jeff Palm Annie Paradis Ruth & Dave Pardoe Eva Parrish

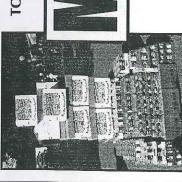
Sarah Pease

The Northampton Survival Center is incredibly grateful to its extraordinary team of volunteers in FY07...

Sandra Pedersen Pederzani-Dinneen Family Valorie Pennington Cindi Pergantides Joseph Porter Jeff Post Melissa Porter Melissa Potter Charleen & John Punk Beth Quill Peter Rakelbusch Rebecca Rasmussen-Bork Rosalie Ray Twyla Reardon Wendy Redfield Toni Rickles Leela Riesz Robin Robbins Terry & Mike Robbins Kathi Rohr Peter Rowe Sarah Ruberti Joan Rubin **Bob Rundquist** Noel Russell-Smith AnnaMarie Russo Joyce Sabin-Rescia **Christine Sarafin** Aaron Sarbet Ann Satkowski John Savage Annie Scagel Reed Schimmelfing Jennifer Schmitt Virginia Schulman Trea Schumacher Cheryl Schwab Peg Scott Alan Seewald Sam Seewald Jamie Sharken **Bob & Gregory Shute** Gretchen Siegchrist Jamie Siegel Diane Smith Matt Smith

Sara Smyth Mike Sobota **Barney Solomon** Lois Son Hayley Spizz Eric Stahlberg Mary & Scott Stanton **Amy Stevens** Alicia Stewart Sherry Stockwell Kingsley & Becky Sullivan Cherng-Mao Sun Rachel Szostak Coligny Tataro Fran Thibault Dylan Tomalin **Maribel Torres** Jim Tripp Lynn & Tracey Tryba Katie Turner Abby & Matt Vayda Gloria Vicente Deirdre Vinyard Elayne Vogel Fran Volkmann Betty von Klemperer Marty Walder Mia Waldron Jess Wallis Nan Walsh Julie Washburn Patricia Weed Nylda & Joseph Weeks Hazel Weiner- Bonfield Kate Wellspring Ed West Dale Williams Kevin Wilson Steve Winn Judy Wolf Ruth Woodring Karen Woods **Betsy Yount** Mollie Zanoni Nick & Alex Zapka

Alison Zuber



TO THE GENEROUS BUSINESS AND COMMUNITY SUPPORTERS WHO MADE OUR 3RD ANNUAL OPEN HOUSE A SMASHING SUCCESS!

SURVIVAL CENTER GALLES

As an emergency food pantry and referral service for Hampshire County, the Northampton Survival Center relies on financial contributions and

volunteer help from residents of the 16 communities we serve.

OUR MAJOR SPONSORS





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Our Sponsors

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265 Prospect Street, Northampton, MA 01060 An Emergency Food Pantry and Referral Service for Hampshire County (413) 586-6564 Website: www.TheNSC.org

The Northampton

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And please visit our website at www.TheNSC.org for more information and more photographs from our fun-filled Open House! If you would like to get involved, please call us at 413-586-6564.

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

Able Copier

Academy Hill School

Aetna Foundation

Aliina Laine, Financial Services & Insurance

Alternative Recycling Systems

American Legion

Amherst Survival Center

Amherst Woodworking & Supply Co.

Angelo's Golden Harvest

Annunciation Church

Annunciation Church Rectory

Association, Inc.

Applied Mortgage Services

Aquadro & Cerruti Inc.

Attv. Lee Dawn Daniel.

Daniel and Fontaine, LLC

Babson Capital Management

Ablin Eye and Laser Center

Beit Ahavah

Beit Ahavah: Tikkun Olam Club

Benoit Chiropractic Associates

Berens Animal Hospital Bernice F. Lord, CPA

Best Buy Children's Foundation

Bidwell ID

Big Y Supermarket of Northampton

Blessed Sacrament

Blessed Virgin Sodality

Blue Moon Grocery

Bread Euphoria

Bridge Street School

Brockway-Smith Co.

Brown Bag Program

Brown Bag Program Chesterfield

BSA Troop 110

BSA Troop 210

CD Practice Associates

Center for International Studies

Christ United Methodist Church

City of Easthampton

Clarion Hotel

Clarke School for the Deaf

C.L. Frank & Co., Inc.

Cloverdale Nursery School

Coca Cola of North America

Community Foundation for Greater Atlanta

Congregational Church of Chesterfield

Congregation B'nai Israel

Construct Associates

Cooks Shop Here

Cooley Dickinson Hospital

Cornucopia Foods

Cub Scout Pack 93

Cub Scouts Pack 705

Cummington Village Congregational Church

Daily Hampshire Gazette

Dance Northampton Studio

Direct Mail Plus

Downtown Sounds

Doyle's Package Store

Dr. James Clayton

E. A. Ford Consulting

Easthampton Fish & Game

Easthampton Savings Bank

Edible Arrangements

Edwards Church

Electralarm

Etheredge & Steuer, PC

Evangelical Covenant Church

Family Fun

Family Veterinary Center

Fazzi Associates, Inc.

Feinstein Foundation

Fierst, Pucci & Kinder, LLP

Finck & Perras Insurance Agency, Inc.

First Church of Christ Scientist

First Churches of Northampton

First Congregational Church

First Congregational Church of Worthington

Fleury Lumber Company, Inc.

Florence Congregational Church

Florence Dental Care

Florence I.T.

Florence Savings Bank

Florence Swimming Pools

Florentine Films

Food Bank Farm

Forbes Library

Fort Hill Preschool

Freedom Credit Union

Girl Scout Troop #234

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

Goggins Real Estate
Goosefoot and Garlic Farm
Goshen Congregational Church
Hackworth School of Performing Arts
Hampden-Hampshire Assessors Assoc.
Hampshire Regional High School (incl.):

Student Council
Hampton Court Apartments
Haydenville Cong. Church
Helping Hand Society
Hungry Ghost Bakery
Immaculate Conception Church

ING Community & Volunteer

Intervale Farm

Jackson & Torrone, P.C. Jackson Street School James School 1st grade

James School 1st gra

Jekanowski & O'Neil

JFK Middle School (including):

6th grade School Band

John B. Howard, Attorney

King & Cushman Lathrop Community

Law Office of John DiBartolo, Jr. Law Office of Kim E. Zadworny

Law Office of Lawrence J. Farber

Law Office of Robert H. Astor

Law Offices of Michael Hooker Laurel Park Association

Leeds School

Lisa Van Gordon d'Errico, Esq.

Manchester Company Maple Street School Market Street Research

Mark Immerman and Associates,

Attys. at Law

Massachusetts Municipal Associates

MassMutal Financial Group

Matching Gifts Program

McCutcheon Construction Michael Curtin Post VFW

Montessori School of Northampton

Most Holy Redeemer Mountain View Farm Murphys Realtors, Inc.

My Hats

National Carpet Center

Northampton Area Pediatrics, LLP

Northampton Athletic Club

Northampton Bicycle

Northampton Brown Bag

Northampton Community Gardens Northampton Community Music Center

Northampton Cooperative Bank Northampton Friends Meeting Northampton Soccer Club

Northampton Survival Center Board Northampton Teachers Association

Notre Dame Church

Off The Wall Picture Framing

Old School Baking OriginLab Corporation Ostrander Law Office Our Lady of the Hills

Packard's

Patchwork Farm Retreat

Pathways Afterschool Program
Pauline Fogel Real Estate Agency
Pease & Gay Funeral Service, Inc.

PEO Sisterhood Chapter Z

People's Institute
Peter Rayton Logging
Phillips Enterprises
Pleasant Journey

Pioneer Valley Insurance Group Pioneer Valley Jewish Film Festival Polish Pulaski Club of Easthampton

ProLube

Rigali & Walder Orthodontics, P.C.

Robert K. Ostberg

Roberto's and Sylvester's Roland's Motor Works Ryan Imported Car Repair

Sacred Heart Church Safe Passage Serio's Market

Shelburne Falls Coffee Roasters

Simard Bookkeeping

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

Smith College (including):

Kosher Kitchen

Preschool

Psi Chi

Psychology Lab

Service Organizations of Smith

Smith Glass & Mirror Co., Inc.

Smith Vocational High School

Solomon Schechter Day School.

Southampton Congregational Church

Southampton Women's Club

St. Catherine's

St. John's Cantius Church

St. John's Episcopal Church

St. Mary's

St. Mary's of the Assumption

St. Michael's Fraternity,

Secular Franciscan Order

St. Philip's

Starbucks

Sunnyside Child Care

Super Stop and Shop

Table and Vine

TD Bankorth

Telephone Pioneers

Temp Pro

Ten Thousand Villages

The Artisan Gallery

The Bank of Western Massachusetts

The Bay State Machine Company

The J.N. Phillips Company

The Menino Committee

The Pittsburgh Foundation

The Saltbox Bed & Breakfast

The Stanley Works

The Williston Northampton School

Trinity Lutheran Church

Unitarian Society of Northampton

United Food and Commercial Workers

Union

University of Massachusetts,

Electrical & Computer Engineering

Valley Christian School

Valley Marketing, Inc.

Valley Mediation

Valley Medical Group

Valley Motorsports, Inc.

Village Congregational Church

Visiting Angels

Walmart

WEBS

Webs - America's Yarn Store

Weinberg & Garber, PC

Welch Law Offices

West Cummington Congregational Church

Westhampton Congregational Church

Westhampton Council on Aging

Whalen Insurance

Whalen's

WHMP

White Brook School

Whole Foods

Williamsburg Congregational Church

Williamsburg Congregational Church:

Women's Fellowship

Williamsburg Lions Club

Woodstar Café

WW II Veterans Assoc. of Hampshire County

Worthington Boy Scouts Troop #710

Worthington Congregational Church

Wright Builders, Inc. Xeric Foundation

YMCA

Organizational Chart for the Northampton Survival Center

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 Assistant Director, Hilltown Pantry Director, and Office Manager
- 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

Assistant Director

Responsibilities:

- Do client intake and maintain client database
- Prepare monthly reports for other agencies and for Board
- Oversee procurement and distribution of food and
- Hire Staff Assistant in cooperation with Executive Director
- Supervise Staff Assistant
- Train and supervise volunteers to help with Center's programmatic and non-fundraising 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

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 Assistant Director and other staff with special projects

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
- Network with other agencies and the community on behalf of the Hilltown Pantry

Office Manager

Responsibilities:

- Client intake when Assistant Director is unavailable
- Perform all clerical duties
- Enter data and maintain all donor lists
- Generate thank you letters and other correspondence
- Assist with bank deposits
- Coordinate volunteers for pantry and other duties
- Answer telephones and cover office when Executive Director is unavailable
- Coordinate annual Volunteer Appreciation Dinner

Northampton Survival Center FY2007 Budget to Actual

Expenditures Administrative Expenses 2,800 3,564 -76 Copying & Printing 1,000 739 26 Copying & Printing 0 2,221 -2,22 Depreciation 6,175 5,991 18 Dues and Fees 500 420 8 Food 60,000 57,781 2,21 Food Transport 3,500 3,422 7 Fundraising Open House 1,500 2,684 -1,18 Fundraising Other 1,500 963 53 Liability Insurance, NSC 1,300 3,545 -2,24 Liability Insurance, Board 1,000 1,014 -1 Postage 2,200 1,390 81 Program Equipment 100 0 10 Professional Services 3,800 5,185 -1,38 Program Expenses 1,100 2,187 -1,08 Staff Training 400 350 5 Board expenses 0 340 -34	Revenue Sources United Way CDBG FEMA Easthampton Project Bread Miscellaneous Grants Grants, Goshen Donations, Direct Mail Donations, Individual Donations for Transportation Civic, Business, School Religious Organizations Open House Advertising Open House Donations Open House Raffle & Auction T-shirt sales Other Events Clothing (Client) Donations Interest Income Miscellaneous Operating Budget Revenue	Budget 35,505 13,000 4,362 3,500 6,000 23,200 15,000 67,000 32,000 0 18,000 7,000 25,000 7,000 500 0 7,000 162 100 500 264,829	Actual 36,906 13,000 4,873 3,500 8,000 22,740 28,164 87,154 33,512 500 12,155 14,255 21,575 5,369 100 520 0 72 2,564 2,090 297,049	Variance 1,401 0 511 0 2,000 -460 13,164 20,154 1,512 500 -5,845 7,255 -3,425 -1,631 -400 520 -7,000 -90 2,464 1,590
Administrative Expenses 2,800 3,564 -76 Copying & Printing 1,000 739 26 Outside printing 0 2,221 -2,22 Depreciation 6,175 5,991 18 Dues and Fees 500 420 8 Food 60,000 57,781 2,21 Food Transport 3,500 3,422 7 Fundraising Open House 1,500 2,684 -1,18 Fundraising Other 1,500 963 53 Liability Insurance, NSC 1,300 3,545 -2,24 Liability Insurance, Board 1,000 1,014 -1 Postage 2,200 1,390 81 Program Equipment 100 0 10 Professional Services 3,800 5,185 -1,38 Program Expenses 1,100 2,187 -1,08 Staff Training 400 350 5 Board expenses 0 340 -34 Publ		204,023	291,049	32,220
Unerating Rudget Even and the control of the contro	Copying & Printing Outside printing Depreciation Dues and Fees Food Food Transport Fundraising Open House Fundraising Other Liability Insurance, NSC Liability Insurance, Board Postage Program Equipment Professional Services Program Expenses Staff Training Board expenses Public Relations Repairs and Maintenance Salaries and Wages Employer FICA Unemployment tax Employee Benefits Telephone Internet Service Utilities T-shirts	1,000 0 6,175 500 60,000 3,500 1,500 1,500 1,300 1,000 2,200 100 3,800 1,100 400 0 7,800 1,550 143,051 14,403 2,100 10,800 1,100 650 6,300 200 500	739 2,221 5,991 420 57,781 3,422 2,684 963 3,545 1,014 1,390 0 5,185 2,187 350 340 5,408 1,480 151,756 12,413 816 13,363 1,485 739 6,727 602 75	-764 261 -2,221 184 80 2,219 78 -1,184 537 -2,245 -14 810 100 -1,385 -1,087 50 -340 2,392 70 -8,705 1,990 1,284 -2,563 -385 -89 -427 -402 425 -11,331

FY 04

Northampton Survival Center

265 Prospect Street > PO Box 773 < Northampton, MA 01061 413-586-6564 fax: 413-586-3509 www.TheNSC.org

ANNUAL REPORT

July 1, 2003 - June 30, 2004

