The Northampton Survival Center
An Emergency Food Pantry and Referral Service for Hampshire County

ANNUAL REPORT
July 1, 2009 — June 30, 2010

United Way
<table>
<thead>
<tr>
<th>Leslie Fraidstern, supportive donor from CBI</th>
<th>Celebrating our 30th Anniversary</th>
<th>A bounty of fresh produce on our shelves, summer 2010</th>
<th>Postal Carrier Donna Ginga</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reconfigured Office space, winter 2010</td>
<td>Fresh Produce in our Food Pantry, fall 2010</td>
<td>Sarah Pease and Heidi Nortonsmith, looking over building plans</td>
<td>Lauren Howe, invaluable intern, summer 2010</td>
</tr>
<tr>
<td>Sorting community food donations</td>
<td>Team “Thought for Food” representing NSC at the annual NEF Spelling Bee</td>
<td>Our Food Warehouse</td>
<td>Food Sorting at the 2010 POFD</td>
</tr>
</tbody>
</table>

Photo Credits: NSC Staff
Board of Directors
October 2009 – October 2010

Alan Seewald – PRESIDENT
Northampton, MA

Gillian Andrews
Florence, MA
Miriam Krell Bourke
Northampton, MA
John DiBartolo, Jr.
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Rebecca Neimark
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Florence, MA
Martin Walder
Florence, MA
Michael White
Northampton, MA
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Florence, MA

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Gwen Agna
Northampton, MA
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Anne Heston
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Anne Keppler
Northampton, MA
Sharon Moulton
Northampton, MA

Staff

Heidi Nortonsmith, Executive Director
Maria Jimenez, Staff Assistant
Diane Meehan, Hilltown Pantry Director
Heidi Nortonsmith, Executive Director
Heidi Nortonsmith, Executive Director

Marie Muir, Office Manager
Sarah Pease, Program Director
Lynne Saner, Volunteer 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 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.

Now

The Center now distributes an average of 2,000 pounds of food every weekday, amounting to 612,060 pounds of food this past 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 provides food for some 35,000 meals to some of the neediest families in Hampshire County over the course of the summer.
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
Fiscal year 2010 was extremely successful for the Northampton Survival Center. In this its thirty-first year, the Center once again met its mission of improving the quality of life for those most in need in Hampshire County with dignity and respect. In addition, during the past year, the staff and the board of directors made great strides in the process of assuring the Center’s ability to provide those services for the next thirty years and beyond.

In her message last year, the President detailed the increasing need for the services provided by the Center due to the severe economic downturn experienced both nationally and locally. Unfortunately, the economic milieu did not improve significantly over the past year, and the pressing need has continued unabated. In fiscal year 2010, the Center provided 4,035 clients with 612,060 pounds of food. We met that need with donations totaling $452,530.50 from community members, local businesses, and numerous foundations and other funding agencies. However, money alone would not have accomplished our mission. The successes we experienced this year are testament to the efficiency and determination of our staff, and to the dedication of more than 400 volunteers who donate their time and energy to make the mission a reality. This year we welcomed Lynne Saner to our staff in the newly-created position of Volunteer Coordinator funded in part by a generous grant from the Community Foundation. We are so pleased to have Lynne aboard. We also said goodbye to our Office Manager, Beth Jasniewicz, and welcomed our new Office Manager, Marie Muir. Marie has been a great addition to our staff.

While our service to clients continued unwaveringly, 2010 will be most remembered for the steps taken to assure that we can continue to serve our mission into the future. Toward that end, we were granted a thirty-year lease by the City of Northampton and the board and staff undertook the steps necessary to renovate our cramped and ill-repaired facilities. A capital campaign, begun silently in FY 2009, went public on March 2, 2010. At that time, we had $210,000 in donations. Thanks to the hard work of our Capital Campaign Committee and its consultant, KirschLeuchs, by the end of the fiscal year just four months later, our balance was $916,315. Once again, the community heard our call and answered it loudly and clearly.

Plans for the renovations also advanced significantly during the past year thanks to the efforts of our architect (and board member) Michael White, the Renovation Committee, and its consultant, Juanita Forsythe. The collaboration of the committee, the professional consultants and our staff promises to produce a new and improved facility that will programmatically meet the needs of our clients more effectively, more efficiently and with greater dignity and respect.

This is an especially exciting time to be involved with the Northampton Survival Center and, thanks to our staff, board, volunteers, and the Hampshire County community at large, next year promises to be the start of a new era in the Center’s important work.

Alan Seewald
Board President
Summary of trends in community need and client services

After several years of steady growth in community need, this past year saw a leveling off in the number of clients coming to us for help. Still striking, however, is the fact that 1,114 of the clients we served this year (more than 27%) were people who have never been to us for help before. Clearly, then, stable client numbers belie an ever-changing population of area residents in need.

Also notable are our achievements in increasing the amount of food available to each individual, despite our grossly-inadequate space. This year, with 612,060 pounds of food distributed during 19,495 visits, clients took home an average of 31 pounds of food with each trip to the Center. Just six years ago the comparable figure was 20 pounds per person, per visit. The 67% increase in pounds of food distributed in these past few years speaks to the compelling mission of the Center and the unwavering dedication of its board, staff and volunteers to increasing our food distribution capabilities in the short-term, even as we worked on critical large-scale, long-term changes.

Vision for the year ahead, and beyond

We anticipate a busy and exhilarating year ahead, as we continue to work toward our long-term goal of providing nutritious food and other necessities of a food-secure life to those in need in our communities, in an atmosphere of dignity and respect. To that end, we’ve committed to expanding and improving the building at our Prospect Street home, having secured a new 30-year lease to remain at that location.

Before work can begin on building demolition and renovation at our permanent location, the entire pantry and operations of the Center must move to a temporary site elsewhere in the area, to maintain safe conditions and to maximize the efficiency of the expansion effort. Building is expected to begin in the Fall, wrapping up by the Spring of 2011. At the same time, we’ll be working to reach our Capital Campaign fundraising goal of $1,150,000 long before construction is completed.

Once back in the newly-completed building, we’ll be able to broaden our programs in ways that we’ve previously only been able to dream about – providing not only more food in our monthly food packages, but also offering more appealing displays and information about the variety of local produce we offer. Moreover, in our new educational conference room, short tutorials on economical meal preparation, family nutrition, and growing a backyard garden, among other topics, will supplement the groceries we distribute, enhancing life-long food security for all our clients.
Highlights of the year

November of 2009 marked the Northampton Survival Center’s 30th anniversary, and provided an important milestone from which to take stock of our accomplishments and set our sights on the coming 30 years in service to Hampshire County. Among the highlights of the year were:

- Our “30 Ways in 30 Days to celebrate 30 Years” calendar of events and activities to draw community members into our circle.

- We expanded our client service area to 18 Hampshire County communities, adding Huntington and Middlefield to the towns we serve.

- With the help of a generous grant from the Community Foundation of Western Mass, we added a part-time, one-year position of Volunteer Coordinator, and hired Northampton native Lynne Saner for the job. Within months, Lynne’s work had become invaluable to us, and with some 400 active volunteers to coordinate each year, we all agreed she should stay on in a permanent capacity.

- A particularly timely donation of 2,000 reusable cloth bags (in orange – our signature color, no less) helped us launch our “Going Green by Going Orange” re-usable bag program, in which clients are provided with cloth bags and given incentives for bringing them back at each visit.

- 2010 saw great strides in our relationship with local growers of all kinds, and increasing the amount of fresh local produce we were able to provide. An early partnership with Grow Food Northampton has set the stage for future grant collaborations and educational programming for our clients. Enterprise Farm of Whately adopted the Center as its pet project, donating thousands of pounds of food and hosting a “locally grown breakfast” with proceeds coming to us. A grant from the Eleanor Schwartz Family Foundation allowed us to buy fresh produce for clients of our Hilltown Pantry in Goshen, and smaller area farmers and gardeners, including growers at the Northampton Community Gardens, kept us well-stocked in a bounty of local fruits and vegetables.

- This kind of programmatic focus on our core mission of feeding people necessitated a shift away from less critical diversions of the past – most notably the holiday gift program that had outgrown our space and resources in recent years. We found that with adequate planning and coordination with the wealth of other programs offering holiday gifts, our clients were not disappointed by our recommitment to our mission of food security.

Heidi Nortonsmith
Executive Director
## Sources of Funds in FY 10

<table>
<thead>
<tr>
<th>Financial Support</th>
<th>FY 10</th>
<th>% in FY 10</th>
<th>FY 09</th>
</tr>
</thead>
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<tr>
<td>Religious</td>
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<td>$17,672</td>
</tr>
<tr>
<td>Civic</td>
<td>$833</td>
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<tr>
<td>Schools</td>
<td>$2,922</td>
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<td>$1,898</td>
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<tr>
<td>Business</td>
<td>$32,426</td>
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<tr>
<td>Individuals</td>
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<td>Event Advertising</td>
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<td>Grants</td>
<td>$153,668</td>
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<td>$128,715</td>
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<td>Miscellaneous Income or Losses</td>
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<td>2%</td>
<td>(21,002)</td>
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<td>SUBTOTAL OF OPERATING SUPPORT</td>
<td>$455,634</td>
<td>100%</td>
<td>$386,711</td>
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<td>Building Fund Gifts (non-operating funds)</td>
<td>$690,630</td>
<td></td>
<td>$200,000</td>
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### Sources of Operating Support

- Individuals: 54%
- Grants: 34%
- Miscellaneous Income or Losses: 2%
- Schools: 7%
- Religious: 1%
- Business: 1%
- Building Fund Gifts (non-operating funds): 34%
Chart of NSC Clients and Food through 2010

- Pounds distributed
- Money Spent on Food
- # of Individual Visits
- # of Clients

Fiscal Year

## Number of Clients Served

<table>
<thead>
<tr>
<th>Towns</th>
<th>Northampton</th>
<th></th>
<th></th>
<th>Goshen</th>
<th></th>
<th></th>
<th>BOTH SITES</th>
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<tr>
<td></td>
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<td># of</td>
<td>% of</td>
</tr>
<tr>
<td></td>
<td>households</td>
<td>individuals</td>
<td>clients</td>
<td>households</td>
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<td>20</td>
<td>48</td>
<td>17%</td>
<td>982</td>
<td>1,916</td>
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<td>19</td>
<td>42</td>
<td>15%</td>
<td>346</td>
<td>759</td>
<td>19%</td>
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<td>Chesterfield</td>
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<td>28</td>
<td>1%</td>
<td>15</td>
<td>39</td>
<td>14%</td>
<td>9</td>
<td>28</td>
<td>1%</td>
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<td>1%</td>
<td>4</td>
<td>10</td>
<td>&lt;1%</td>
<td>12</td>
<td>36</td>
<td>1%</td>
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<tr>
<td>Goshen</td>
<td>4</td>
<td>10</td>
<td>&lt;1%</td>
<td>6</td>
<td>11</td>
<td>&lt;1%</td>
<td>4</td>
<td>10</td>
<td>&lt;1%</td>
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<tr>
<td>Hadley</td>
<td>40</td>
<td>97</td>
<td>3%</td>
<td>2</td>
<td>4</td>
<td>&lt;1%</td>
<td>40</td>
<td>97</td>
<td>3%</td>
</tr>
<tr>
<td>Hatfield</td>
<td>49</td>
<td>104</td>
<td>3%</td>
<td>6</td>
<td>11</td>
<td>&lt;1%</td>
<td>49</td>
<td>104</td>
<td>3%</td>
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<tr>
<td>Huntington</td>
<td>2</td>
<td>4</td>
<td>&lt;1%</td>
<td>6</td>
<td>11</td>
<td>&lt;1%</td>
<td>2</td>
<td>4</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Plainfield</td>
<td>2</td>
<td>4</td>
<td>&lt;1%</td>
<td>9</td>
<td>29</td>
<td>10%</td>
<td>2</td>
<td>4</td>
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<td>South Hadley</td>
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<td>232</td>
<td>6%</td>
<td>9</td>
<td>29</td>
<td>10%</td>
<td>83</td>
<td>232</td>
<td>6%</td>
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<tr>
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<td>6</td>
<td>11</td>
<td>&lt;1%</td>
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<td>4</td>
<td>9</td>
<td>3%</td>
<td>14</td>
<td>46</td>
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<tr>
<td>Williamsburg</td>
<td>44</td>
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<td>2%</td>
<td>15</td>
<td>29</td>
<td>10%</td>
<td>44</td>
<td>83</td>
<td>2%</td>
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<tr>
<td>Worthington</td>
<td>3</td>
<td>12</td>
<td>&lt;1%</td>
<td>23</td>
<td>64</td>
<td>23%</td>
<td>3</td>
<td>12</td>
<td>&lt;1%</td>
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<tr>
<td>Homeless</td>
<td>158</td>
<td>223</td>
<td>6%</td>
<td>158</td>
<td>223</td>
<td>6%</td>
<td>158</td>
<td>223</td>
<td>6%</td>
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<tr>
<td><strong>Subtotals</strong></td>
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<td><strong>3,642</strong></td>
<td><strong>97%</strong></td>
<td><strong>109</strong></td>
<td><strong>267</strong></td>
<td><strong>95%</strong></td>
<td><strong>1,895</strong></td>
<td><strong>3,909</strong></td>
<td><strong>97%</strong></td>
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<tr>
<td>Other communities</td>
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<td>112</td>
<td>3%</td>
<td>5</td>
<td>14</td>
<td>5%</td>
<td>54</td>
<td>126</td>
<td>3%</td>
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<tr>
<td><strong>Grand Totals</strong></td>
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<td><strong>100%</strong></td>
<td><strong>114</strong></td>
<td><strong>281</strong></td>
<td><strong>100%</strong></td>
<td><strong>1,949</strong></td>
<td><strong>4,035</strong></td>
<td><strong>100%</strong></td>
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## Number of Times Our Clients Visited Us

<table>
<thead>
<tr>
<th>Town</th>
<th># of Household Visits</th>
<th># of Individual Visits</th>
<th>% of Individual Visits by Town</th>
</tr>
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<tbody>
<tr>
<td>Northampton</td>
<td>4,681</td>
<td>9,420</td>
<td>55%</td>
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<td>3,270</td>
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<td>25</td>
<td>86</td>
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</tr>
<tr>
<td>Cummington</td>
<td>58</td>
<td>176</td>
<td>1%</td>
</tr>
<tr>
<td>Goshen</td>
<td>24</td>
<td>82</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Hadley</td>
<td>181</td>
<td>459</td>
<td>3%</td>
</tr>
<tr>
<td>Hatfield</td>
<td>222</td>
<td>496</td>
<td>3%</td>
</tr>
<tr>
<td>Huntington</td>
<td>3</td>
<td>5</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Plainfield</td>
<td>10</td>
<td>20</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>South Hadley</td>
<td>380</td>
<td>1,081</td>
<td>6%</td>
</tr>
<tr>
<td>Southampton</td>
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<td>474</td>
<td>3%</td>
</tr>
<tr>
<td>Westhampton</td>
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<td>1%</td>
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<tr>
<td>Williamsburg</td>
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<td>330</td>
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</tr>
<tr>
<td>Worthington</td>
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<td>89</td>
<td>1%</td>
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<tr>
<td>Homeless</td>
<td>473</td>
<td>644</td>
<td>4%</td>
</tr>
<tr>
<td>Subtotals</td>
<td>7,981</td>
<td>16,885</td>
<td>99%</td>
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<table>
<thead>
<tr>
<th>Town</th>
<th># of Household Visits</th>
<th># of Individual Visits</th>
<th>% of Individual Visits by Town</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northampton</td>
<td></td>
<td></td>
<td>55%</td>
</tr>
<tr>
<td>Easthampton</td>
<td></td>
<td></td>
<td>19%</td>
</tr>
<tr>
<td>Chesterfield</td>
<td></td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>Cummington</td>
<td></td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>Goshen</td>
<td></td>
<td></td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Hadley</td>
<td></td>
<td></td>
<td>3%</td>
</tr>
<tr>
<td>Hatfield</td>
<td></td>
<td></td>
<td>3%</td>
</tr>
<tr>
<td>Huntington</td>
<td></td>
<td></td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Plainfield</td>
<td></td>
<td></td>
<td>&lt;1%</td>
</tr>
<tr>
<td>South Hadley</td>
<td></td>
<td></td>
<td>6%</td>
</tr>
<tr>
<td>Southampton</td>
<td></td>
<td></td>
<td>3%</td>
</tr>
<tr>
<td>Westhampton</td>
<td></td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>Williamsburg</td>
<td></td>
<td></td>
<td>2%</td>
</tr>
<tr>
<td>Worthington</td>
<td></td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>Homeless</td>
<td></td>
<td></td>
<td>4%</td>
</tr>
<tr>
<td>Subtotals</td>
<td>1,085</td>
<td>2,354</td>
<td>97%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Communities</th>
<th># of Household Visits</th>
<th># of Individual Visits</th>
<th>% of Individual Visits by Town</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>65</td>
<td>187</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>20</td>
<td>69</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>85</td>
<td>256</td>
<td>1%</td>
</tr>
</tbody>
</table>

| Grand Totals      | 8,046                  | 17,072                 | 100%                           |
|                   | 1,105                  | 2,423                  | 100%                           |
|                   | 9,151                  | 19,495                 | 100%                           |
**Client Demographics in FY10**

### NUMBER OF CLIENTS SERVED

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY10</td>
<td>1,835</td>
<td>3,754</td>
<td>114</td>
</tr>
<tr>
<td>FY09</td>
<td>1,844</td>
<td>3,866</td>
<td>120</td>
</tr>
<tr>
<td>FY08</td>
<td>1,770</td>
<td>3,842</td>
<td>112</td>
</tr>
<tr>
<td>change from FY09 to FY10</td>
<td>0%</td>
<td>-3%</td>
<td>-5%</td>
</tr>
</tbody>
</table>

### NUMBER OF TIMES OUR CLIENTS VISITED US

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY10</td>
<td>8,046</td>
<td>17,072</td>
<td>1,105</td>
</tr>
<tr>
<td>FY09</td>
<td>8,040</td>
<td>17,869</td>
<td>1,125</td>
</tr>
<tr>
<td>FY08</td>
<td>7,656</td>
<td>17,098</td>
<td>1,221</td>
</tr>
<tr>
<td>change from FY09 to FY10</td>
<td>0%</td>
<td>-4%</td>
<td>-2%</td>
</tr>
</tbody>
</table>

### NEW CLIENTS SERVED

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY10</td>
<td>585</td>
<td>1,079</td>
<td>16</td>
</tr>
<tr>
<td>FY09</td>
<td>553</td>
<td>1,064</td>
<td>27</td>
</tr>
<tr>
<td>FY08</td>
<td>575</td>
<td>1,071</td>
<td>25</td>
</tr>
<tr>
<td>change from FY09 to FY10</td>
<td>6%</td>
<td>1%</td>
<td>-41%</td>
</tr>
</tbody>
</table>
## Gender

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>Male</td>
<td>1,791</td>
<td>48%</td>
<td>128</td>
</tr>
<tr>
<td>Female</td>
<td>1,963</td>
<td>52%</td>
<td>153</td>
</tr>
<tr>
<td>Total Clients</td>
<td>3,754</td>
<td>100%</td>
<td>281</td>
</tr>
</tbody>
</table>

## Age

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>Children 0 - 12</td>
<td>689</td>
<td>18%</td>
<td>48</td>
</tr>
<tr>
<td>Teens 13 - 17</td>
<td>412</td>
<td>11%</td>
<td>24</td>
</tr>
<tr>
<td>Adults 18 - 64</td>
<td>2,443</td>
<td>65%</td>
<td>155</td>
</tr>
<tr>
<td>Adults 65+</td>
<td>210</td>
<td>6%</td>
<td>54</td>
</tr>
<tr>
<td>Total Clients</td>
<td>3,754</td>
<td>100%</td>
<td>281</td>
</tr>
</tbody>
</table>

## Ethnicity

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>Asian</td>
<td>76</td>
<td>2%</td>
<td>0</td>
</tr>
<tr>
<td>Native American</td>
<td>31</td>
<td>1%</td>
<td>9</td>
</tr>
<tr>
<td>Caucasian</td>
<td>2,525</td>
<td>67%</td>
<td>270</td>
</tr>
<tr>
<td>Hispanic</td>
<td>774</td>
<td>21%</td>
<td>0</td>
</tr>
<tr>
<td>African American</td>
<td>211</td>
<td>6%</td>
<td>2</td>
</tr>
<tr>
<td>Other</td>
<td>137</td>
<td>4%</td>
<td>0</td>
</tr>
<tr>
<td>Total Clients</td>
<td>3,754</td>
<td>100%</td>
<td>281</td>
</tr>
</tbody>
</table>
### DONATED FOOD (77% of total food received)

<table>
<thead>
<tr>
<th>Community</th>
<th>MEFAP via Food Bank</th>
<th>MEFAP KSFP via Food Bank</th>
<th>USDA via Food Bank</th>
<th>Food Bank Farm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pounds</td>
<td>228,013</td>
<td>104,727</td>
<td>9,234</td>
<td>113,081</td>
</tr>
<tr>
<td>Percent</td>
<td>35%</td>
<td>16%</td>
<td>1%</td>
<td>17%</td>
</tr>
</tbody>
</table>

### PURCHASED FOOD (23% of total food received)

<table>
<thead>
<tr>
<th></th>
<th>Food Bank</th>
<th>Food Bank KSFP</th>
<th>Retail</th>
<th>Retail KSFP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pounds</td>
<td>103,598</td>
<td>26,593</td>
<td>16,658</td>
<td>2,745</td>
</tr>
<tr>
<td>Percent</td>
<td>16%</td>
<td>4%</td>
<td>3%</td>
<td>&lt;1%</td>
</tr>
</tbody>
</table>

**TOTAL RECEIVED**: 660,530

### Community donations of food came from the following sources:

<table>
<thead>
<tr>
<th>SOURCE</th>
<th>FY 10</th>
<th>% in FY10</th>
<th>FY 09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business</td>
<td>63,742</td>
<td>28%</td>
<td>92,602</td>
</tr>
<tr>
<td>Civic</td>
<td>18,126</td>
<td>8%</td>
<td>11,635</td>
</tr>
<tr>
<td>Individuals</td>
<td>95,831</td>
<td>42%</td>
<td>21,301</td>
</tr>
<tr>
<td>PO Food Drive</td>
<td>24,648</td>
<td>11%</td>
<td>27,566</td>
</tr>
<tr>
<td>Religious</td>
<td>15,943</td>
<td>7%</td>
<td>23,367</td>
</tr>
<tr>
<td>Schools</td>
<td>9,723</td>
<td>4%</td>
<td>9,374</td>
</tr>
<tr>
<td>TOTAL</td>
<td>228,013</td>
<td>100%</td>
<td>185,845</td>
</tr>
</tbody>
</table>

### Sources of Food

- **Community Donations**: 34%
- **Food Bank purchases**: 20%
- **Retail Purchases**: 3%
- **Government & Food Bank Donations**: 43%
## Food Distributed in FY10 (in pounds)

<table>
<thead>
<tr>
<th></th>
<th>Monthly &amp; Weekly Food Distribution</th>
<th>Kids' Summer Food Package</th>
<th>USDA Food</th>
<th>TOTAL DISTRIBUTED TO CLIENTS</th>
<th>Reallocated &amp; Unusable Food *</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northampton Site</td>
<td>407,514</td>
<td>36,623</td>
<td>97,061</td>
<td>541,198</td>
<td>23,075</td>
</tr>
<tr>
<td>Goshen Site</td>
<td>47,826</td>
<td>2,300</td>
<td>20,736</td>
<td>70,862</td>
<td>756</td>
</tr>
<tr>
<td>TOTALS</td>
<td>455,340</td>
<td>38,923</td>
<td>117,797</td>
<td>612,060</td>
<td>23,831</td>
</tr>
<tr>
<td>Percent</td>
<td>74%</td>
<td>6%</td>
<td>19%</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

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

Academy of Music Theater
AccuFab Ironworks
Advisor Charitable Gift Fund
All Saints Episcopal Church
Allsports Soccer Arena
Alternative Recycling Systems
American Benefits Group
Amherst Pediatrics
Annunciation Church
Aquadro & Cerruti Inc.
Ashfield Hardware & Supply
Babson Capital Management
Bart's Homemades
Bashista Orchards
Bay State Machine Company
Beit Ahavah
Ben & Bill's Chocolate Emporium
Berkshire Taconic Community Foundation
Big Y Headquarters
Big Y Supermarket
Blessed Sacrament Church
Blue Heron Restaurant
Borowski Insurance Agency
Boy Scouts Troop #710
Bread Euphoria
Brookway-Smith Company
Brodeur-McGan, P.C.
Brookfield Farm
Brown Bag of Chesterfield
Brown Bag of Northampton
Bruegger's Bagel Bakery
Burke Whitaker Pontiac-Cadillac-GMC Truck, Inc.
Carmelina's at the Commons
Center for Human Development
Center for International Studies
Chesterfield Grange #83
Christ United Methodist Church
Christian Science Reading Room
Circa Restaurant
City of Easthampton
City of Northampton
Clarke School for the Deaf
Clementine's
Cloverdale Nursery School
Coca-Cola Bottling Company of Greenfield
Coca-Cola North America
Coffey & Heady Painting
Coldwell Banker Upton-Massamont Realtors
Community Foundation of Western Massachusetts
Community Health Charities
Congregation B'nai Israel
Construct Associates
Cool Rides
Cooley Dickinson Hospital
Corliss Law
Cornucopia Foods
Country Comfort
Crown of Queens, Inc.
Cub Scout Pack 118, Den 4
Cummington Lions Club
Cummington Supply, Inc.
Cummington Village Congregational Church
Curves for Women
Dave Sullivan Committee
Dayton Foundation Depository, Inc.
Deals & Steals
Dechen's Cleaning Services
Dr. Theodore Selkirk
E.S.P. Auto
Easthampton Savings Bank
Edward Elgar Publishing Company
Edwards Church
Enterprise Farm
Esselon Café
Etheredge & Steuer, PC
Faces
Family Veterinary Center
Fidelity Charitable Gift Fund
Fierst, Pucci & Kane, LLP
First Baptist Church
First Church of Christ, Scientist
First Churches
First Congregational Church of Chesterfield
First Congregational Church of Hatfield
First Congregational Church of Williamsburg
First Congregational Church of Worthington
First Light Power Resources
Fleury Lumber Company, Inc.
Florence Community Band
Florence Congregational Church
Florence Savings Bank
Florence Swimming Pools
Florence Yoga
Florentine Films/Hott Productions, Inc.
Food Bank of Western Massachusetts
Fort Hill Preschool
Four Seasons Wine & Liquors
Franklin H. Moore & Nancy S. Moore Foundation
Freedom Credit Union
Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Fresh Pond Trust
FSI Appraisal Company, Inc.
Gabriel Amadeus Cooney Photography
Gan Keschet Preschool
Girls Scout Brownie Troop #40425
Girl Scout Troop #303
Glass House Quilters
Goggins Real Estate
Goodwill
Goshen Congregational Church
Goshen Firefighters Association, Inc.
Grove Street Inn
Gutterboys Bowling League
Hadley Brownie Troop #33
Hadley Garden Center
Hampshire Council of Governments
Hampshire Sheriff's Office
Hampton Court Apartments
Harvest Farm of Whately
Haydenville Congregational Church
Helping Hand Society
Hendel & Collins, Attorneys at Law
Hillside Organic Pizza
Hilltown 6 Potters
Hilltown Community Development Corporation
Howard E. Stark Charitable Foundation
Hungry Ghost
Hurdle Hill Foundation
i.t.s./designers2
Immerman & Associates
ING North America Insurance Group
J.B. Howard, Esq.
Jackson & Torrone, P.C.
Jackson and Connor, LLC
Jackson Street School
Jagfly Hosting
Jekanowski & O'Neil
Jewish Family Service of Western Mass
Joia Beauty
Kentucky Fried Chicken
Kitteredge Equipment Company, Inc.
Kiwanis Club of Easthampton
Kunhardt Financial and Insurance Strategies
Lander Grinspoon Academy
Lashko Tree Service
Lathrop Community Association of Easthampton
Lathrop Community Association of Northampton
Laurel Park Association
Law Office of John P. DiBartolo, Jr.
Leeds Elementary School
The Lisa Ekus Group
Liston's Bar & Grill
Lucky's Tattoo
MassMutual Financial Group
McCutcheon Construction
Montessori School of Northampton
Mount Holyoke College
My Hats (Debra Horton)
Namaste Foods, LLC.
Network for Good
New Century Theater
New England Trans United
Next Barn Over
Nonotuck Resource Associates
Northampton Bicycle
Northampton Community Gardens
Northampton Family Practice
Northampton Friends Meeting
Northampton Radiologic Associates
Northampton Wellness Associates
Northeast Center for Youth and Families, Inc.
Northern Trust Charitable Giving Program
Office of Hampshire Superior Clerk of Courts
Old Creamery Grocery & Deli
OriginLab Corporation
Ostberg & Associates
Ostrander Law Office
Our Lady of the Hills
Panera Bread
Paradise Copies, Inc.
Patchwork Farm Retreat
Paul & Elizabeth's
Penny Moore Trust
Pioneer Valley Insurance Group
Pride Promotions
Pritchard Family Foundation
Project Bread
R.K. Finn Ryan Road School
Random House
Richard's Fuel & Heating
Rigali & Walder Orthodontics
River Valley Market
Riverbend Animal Hospital
Rob Schulze
Rosenberg Committee (Senator Stan Rosenberg)
Rotary Club of Amherst
Sansom & Sansom, C.P.A.s
Santa Fe Painting, LLC
Schwab Charitable Fund
Seewald, Jankowski, & Spencer
Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Select Equity Group, Inc.
Serio's, Inc.
ServiceMaster of Northampton-Amherst
Shelburne Falls Coffee Roasters
Skera Gallery
Smith College Community Service & Sustainability Award, Morrow House
Smith College Office of the Provost
Smith Vocational & Agricultural High School
Smooth Movers, Inc.
Soldier On
Southampton Congregational Church
Southampton Women’s Club
St. Elizabeth Ann Seton Parish
St. John’s Episcopal Church
St. Mary of the Assumption
St. Mary’s Church
St. Philip’s Episcopal Church
Starbucks Coffee
State Street Fruit Store
Strangers Helping Strangers
Strong & Healthy Smiles by Dr. Sue
Sun Life Financial
Sunnyside Childcare
Super Stop & Shop Hadley
Super Stop & Shop Northampton
Ted’s Boot Shop
Telecom Pioneers
Thai Garden, Inc.
The Benjamin Company
The Boston Foundation
The October Company
The Pittsburgh Foundation
The Saltbox Bed & Breakfast
The Stanley Works
The Veatchs of the Book
Thomas C. McCarthy General Contractors, Inc.
Thomson Financial Management
TKO Marketing
Tony Margherita Management
Truehart Paving and Construction
Twenty Six Letters
Umass Fine Arts Center
Unitarian Society of Northampton and Florence
United Food and Commercial Workers Union
United Way of Central & Northeastern Connecticut
United Way of Hampshire County
United Way of Pioneer Valley
Valley Fibers
Valley Medical Group
Valley Motorsports, Inc.
Van Gordon d’Errico, Esq.
Walgreens
Walmart
Webber & Grinnell Insurance Agency
Welch Law Offices
Wells Fargo Advisors, LLC
West Cummington Congregational Church
Westhampton Congregational Church
Westhampton Elementary School
Whalen Insurance Agency
Whole Foods Market
Williamsburg Lions Club
Williston Northampton School
Woodstar Café
World War II Veterans Association
Worthington Health Center
Wright Builders
Write From the Heart
Yankee Candle Village
The Northampton Survival Center continues to hum and sing due to the extraordinary team effort of our 2010 volunteers. Thanks to... 

Robert Abuza  
Mardi Abuza  
Hayat Abuza  
Bob Adams  
Casey Adams  
Ashley Adams  
Gwen Agna  
Juan Carlos Aguilar  
Russell Allen  
Tori Allen  
Amy Altward Clough  
Bill Ames  
Ashley Amon  
Gillian Andrews  
Liam Andrews-Bandcroft  
Nancy Anson  
Rob Astor  
Hank Atwood  
Taylor Aubin  
Eliza Ayres  
Michael Bachand  
Teresa Barrientos  
Jeanne Barron  
Noah Baustin  
Chrissy Beebe  
Craig Bell  
Sally Bellerose  
Jenny Bender  
Xitlaly Bepsi Ruiz  
Laura Bergantino  
Andrew Berger  
Justine Bertram  
Jessie Bierwert  
Nico Bivona  
Meghan Bone  
Miguel Bonet  
Ana Bonilla  
Jenny Bonilla  
Caitlin Bosco  
John Bosco  
Valerie Botter  
Elana Botter  
Sara Botter  
Sarah Bourbeau  
Alana Bourke  
Ben Bovee  
Brenda Boyle  
Nino Bracci  
Roger Brown  
Mary Brown  
Marylou Burgess  
Charlie Burgess  
Jonathan Butler  
Shannon Cahillane  
Marlena Candelario Romero  
Ann Caplan  
Brian Carey  
Kate Carlson  
Zak Carlson-Sypek  
Mark Carmien  
Bob Carroll  
Lily Caruso  
Mary Challet  
Tom Chang  
Robin Chow  
Iris Chelaru  
Bryan Cheung  
Jeannine Clark  
Colleen Clark  
Cassie Cloutier  
Christina Cocchiara  
Rosy Coleman  
Krystal Collier  
Kate Collins  
Gabriel Cooney  
Chelsea Corbett  
Galen Corey  
Sue Costa  
Julie Counter  
Gerald Cox  
Shirley Cox  
Biju Dasgupta  
Rabbi Justin David  
Lior David  
Aline Davis  
Lizzie de Uhl  
John Degnan  
Elena DeJesus  
Bess Detmold  
Maggie DeVecchi  
Nydia Diaz  
Jack DiBartolo  
Patty DiBartolo  
John DiBartolo, Jr.  
Noah Dickerman  
Greg D'Unger  
Kendra Edmonds  
Dana Egan-Sherry  
Jeff Emerson  
Carl Erickson  
Gail Evans  
Dawn Faucher  
Dan Feltin  
Issac Feltin  
Michael Filas  
Dashiel Filas  
Beth Firmin  
Steve Fitzek  
Louise Flynn  
Emma Folchman-Wagner  
Emory Ford  
Viviane Ford  
Kathy Forrest  
Robin Francis  
Robin Ann Francis  
Laura Frogameni  
Pet Gajda  
Christine Gangne  
Jeremy Garner  
Yvonne Gemme  
Ginny Gillenwaters  
Amelia Gilson  
Aidan Gilson  
Stephen Gilson  
Chase Giroux  
Timothy A. Giza
The Northampton Survival Center continues to hum and sing due to the extraordinary team effort of our 2010 volunteers. Thanks to...

Steven Gong
Kathy Goos
Ken Gordon & Karen Cox
Meg Grant
Patrick Gregory
Florence Haas
Alex Hale
Bruce Harrison
Shirlee Hartley
Joan Hastings
Charlie Healy
Douglas Hastings
Karen Hellstrom
Marjorie Helly
Jay Hendricks
Rick Henning
Anne Heston
Harper Hinard
Leah Hirschman
Kelly Ho
Lauren Howe
Lisa Howe
Elizabeth Hulley
Camilla Humphreys
Monica Hunter
Phil Huysers
Anica Huysers
Jake Intrator
Amy Jackendoff
Lisabeth Jasniewicz
Jasmine Jimenez
Sarah Joelson
Peg Johnson
Jeffrey Jones
Eleanor Jones
Peter Jones
Selah Kahrmann
Linda Kakos
Audrey Kallenberger
Robin Karlin
Sarah Karol
Jane Kaufman
Chip Kaufman
Jimmy Kaur
Jarred Kennedy-Loving
Anne Keppler
Eva Kiczkowski
Miriam Krell Bourke
Shauneen Kroll
Michael Lamond
Irene Lamson
Chris Landry
Angela Lane
Amanda Lapahie
Karen Latuchie
Geric Lee
Liz Leibowitz
Rachel Leibowitz
Nora Letendre
Dick Liebl
Matthew Long
Richard Loomis
Mary Ann Loux
Doug Lowing
Karissa Lucchesi
Carol Lynch
Jane Lynne Howe
Lisa MacDonald
Kathleen MacKenzie
Karen Mandeville
Julia Mandeville
Jalen Marced
Andy Marrero
Anelise Martin
Sujeily Martinez
Mat Masi
Willie Matteson
Tom Mazuch
Mary McCarthy
Steve McDonough
Sherry McGuire
Shawn McManus
Rebekah Mekler
Carol Melin
Amy Meltzer
Melinda Melycher
Victoria Menson
Jenna Messer
Amy Metzger
Elaine Miller
Nathan Mize
Mo Moore
Susan Moore
Maureen Moore
Emma Morehouse
Hannah Morehouse
Eric Morris
Sharon Moulton
Jim Mueller
Genesis Mullins
Lee Anne Musante
Ginger Musto
Rebecca Neimark
Dick Newman
Flise Newman
Chinh Nguyen
Will Norris
Avery Nortonsmith
Quinn Nortonsmith
Tia Novak
Ashley Novak
Bobbe O'Brien
Jeff O'Donnell
Sydney O'Leary
Jess Orluck
John O'Sullivan
Diane O'Sullivan
Jeff Palm
Kelly Palm
Tim Parent
James Parfet
Chris Parrish
Alexa Pasculli
Danielle Pedelaborde
Dwight Peles
Jean Peret
The Northampton Survival Center continues to hum and sing due to the extraordinary team effort of our 2010 volunteers. Thanks to...

Cindi Pergantides  
Claire Peters  
Lydia Petoskey  
Zachary Phillips  
Ryan Pickard  
Muriel Piniez  
Scott Plantier  
Ethel Poindexter  
Tynan Power  
Nick Pray  
Claire Premo  
Mercedes Premo  
Jeff Prince  
Peter Rakelbusch  
Patrick Regan  
Nola Reinhardt  
Elena Reinhardt  
Toni Rickles  
Leela Riesz  
Shaina Rifken  
Mary Risley  
Jennifer Ritz  
Mike Robbins  
Orielle Rollinson  
Amiee Ross  
Sandra Rossi  
Peter Rowe  
Joan Rubin  
Frances Ruggiero  
Bob Rundquist  
Charles Russett  
John Savage  
Helen Scharber  
Peter Scherff  
Reed Schimmelfing  
Ellyn Schmidt  
Jackie Schrauger  
Stan Schreyer  
Alan Seewald  
Linda Sharkey  
Rayanne Shaw  
Chris Shea  
Avi Sheldon  
Seth Shulman  
Ben Shulman-Reed  
Bob Shute  
Gregory Shute  
Betsy Siersma  
Robin Sillars  
Kate Simmons  
Suzanne Smith  
Maria Sperduiti  
Hayley Spizz  
Stacey Steinbach  
Bob Stewart  
Susan Stinson  
Marguerite Suozzo-Gole  
Linda Sweeney  
Bruce Sylvia  
Joe Sziranko  
Michael Szostak  
Rachel Szostak  
Margaret Szostak  
Lamine Tahi  
Kathy Teece  
Fran Thibault  
Barbara Thompson  
Ruth Tirado  
Tyler Tobin  
Gene Toczydlowski  
Jim Tripp  
Jill Turner  
Sarah Tyrrell  
Tyler Van Fleet  
Marion VanArsdell  
Matt Vayda  
Nancy Vega  
Elayne Vogel  
Betty von Klemperer  
Marty Walder  
Ellen Wall  
Ryan Wall  
Bryce Wall  
Nan Walsh  
Susan Waterman  
Mary Webber  
Nylida Weeks  
Linda Weeks  
Ed West  
Owen West  
Michael White  
Peg Whitman  
Wendy Wilcox  
Donna Wilkins-Carmody  
ElizaAnn Wilkins-Carmody  
Cher Willems  
Trixie Willems  
Mo Willems  
Jordana Willers  
Robert Williams  
Diane Williams  
Monika Williard  
Kathy Winkler  
Steve Winn  
Aidan Winn  
Shira Lynn Wohlberg  
Elaine Wolf  
Judy Wolf  
Lilith Wolinsky  
Alex Wood  
Analee Wulfkohle  
Ruth Yeh  
Betsy Yount  
Maggie Yurgielewicz  
Terry Zukerman
Every year, with just five paid staff members and over 350 dedicated volunteers, the Northampton Survival Center distributes about a half-million pounds of food from our location on Prospect Street to people who are in need. And we do it efficiently, with every donated dollar providing many times its value in food to our hungry neighbors throughout 16 Hampshire County communities. Here are 30 ways you can join in celebrating our 30th anniversary—one for every day in November! Whether you take one action or all 30, your participation helps us meet one of the most basic human needs right here in Hampshire County.
This November celebrate the 30th anniversary of THE NORTHAMPTON SURVIVAL CENTER!

1. Host a potluck with friends to celebrate the season and collect canned goods for a Thanksgiving meal.
2. Interested in seeing the Center and learning about volunteer opportunities? Call 586-6564 to sign up for our November 17 orientation.
3. Talk to a child in your life about food insecurity and go shopping together to select favorite items to bring in to the NSC.
4. Donate a $10.00 grocery store gift card or coin before November 26 to help local families celebrate the Thanksgiving season.
5. Look for "Proud Supporter of the Northampton Survival Center" displayed on the doors or windows of local businesses and thank them for their support.
6. Sign out a Subtle Savings Jar from the Center, fill it, and bring it in to donate.
7. Visit www.thensc.org to learn more about our work. Spread the word! Share your knowledge with your friends, family and co-workers.
8. Help celebrate client's birthday by donating cake mix, frosting, and candles.
9. Sponsor a food drive through your business, school, or place of worship.
10. Forego dinner out and donate to the NSC what you would have spent on the meal.
11. Look at our wish list at www.thensc.org/items.php and donate an item.
12. Check out the video on our website to learn more about the vital role we serve in our community.
13. Donate a frozen turkey for a client through our Thanksgiving program.
14. Write a story or poem about what you're thankful for and share it with someone else.
15. Did you know we also have a food pantry in Goshen? Consider making a donation to support our Hilltown Pantry.
16. Sign up for our postal mailing list by contacting Beth at beth@thensc.org.
17. Donate home and personal care items such as shampoo, conditioner, soap and detergent.
18. Are you celebrating a birthday or other event this month? Consider directing donations to the NSC in lieu of birthday gifts.
19. Much of the food we give out is canned, bring us a can opener that we can give to clients who don't have one.
20. Visit our website and print out our most needed food items to bring with you while you shop in November.
21. Saturday, November 21 is Bag Day in Northampton. Visit our information table downtown and learn more about us.
22. Did you know that dry goods like beans are one of the staples of the NSC? From 1:00-5:00 on Sunday, November 22, drop by Sam's Pizza in Northampton, and for a dollar, guess how many beans are in the jar. The closest estimate will win a $20.00 gift certificate to Sam's.
23. The cold weather is upon us... Stock up on hearty soups at your next trip to the grocery store and bring them in to the NSC.
24. Help us go green by donating your reusable shopping bags for our clients.
25. We can purchase food for as low as 19¢ per pound. Help us stretch a dollar: sign up for our Direct Donate program to make regular weekly or monthly donations. Visit our website or call us for more information.
26. Bring us a box of your favorite cereal.
27. Visit the NSC and donate $5.00 or more to receive our vibrant, reusable Northampton Survival Center grocery bag.
28. Take advantage of "buy one get one free" offers and bring the free item to the NSC.
29. The Northampton Survival Center is on Facebook! Become a fan of our page and help us increase awareness of the NSC by sharing your support.
30. Eat a meal in silence, fully appreciating the food you have in front of you.
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 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

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

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

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
AUDITED FINANCIAL STATEMENTS

NORTHAMPTON SURVIVAL CENTER, INC.

Northampton, Massachusetts

June 30, 2010

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, 2010, 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, 2009 financial statements and, in our report dated November 6, 2009, 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, 2010, 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.

Boiselle, Morton & Associates, LLP

February 11, 2011
NORTHAMPTON SURVIVAL CENTER, INC.
Statement of Financial Position
June 30, 2010 (with comparative totals for June 30, 2009)

<table>
<thead>
<tr>
<th>Assets</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$691,776</td>
<td>$366,324</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>278,406</td>
<td></td>
</tr>
<tr>
<td>Other receivable</td>
<td>2,239</td>
<td>3,020</td>
</tr>
<tr>
<td>Food inventory</td>
<td>116,595</td>
<td>82,699</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>2,822</td>
<td>2,539</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>6,766</td>
<td>1,204</td>
</tr>
<tr>
<td>Construction in progress</td>
<td>32,435</td>
<td></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$1,131,039</strong></td>
<td><strong>$455,786</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$15,373</td>
<td>$5,272</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>7,061</td>
<td>8,705</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>22,434</strong></td>
<td><strong>13,977</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>313,367</td>
<td>249,737</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>795,238</td>
<td>192,072</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>1,108,605</strong></td>
<td><strong>441,809</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total liabilities and net assets</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$1,131,039</strong></td>
<td><strong>$455,786</strong></td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
### NORTHAMPTON SURVIVAL CENTER, INC.

**Statement of Activities**

**Year Ended June 30, 2010** (with comparative totals for the year ended June 30, 2009)

<table>
<thead>
<tr>
<th>Revenue and support</th>
<th>2010</th>
<th>2009 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Unrestricted</td>
<td>Temporarily Restricted</td>
</tr>
<tr>
<td>Donated food</td>
<td>$ 817,497</td>
<td>$ 817,497</td>
</tr>
<tr>
<td>Donations</td>
<td>285,698</td>
<td>$ 625,236</td>
</tr>
<tr>
<td>United Way</td>
<td>$ 52,226</td>
<td>52,226</td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td>12,395</td>
<td>690</td>
</tr>
<tr>
<td>Emergency Food and Shelter Program</td>
<td>8,347</td>
<td>8,347</td>
</tr>
<tr>
<td>Community Development Block Grant</td>
<td>30,955</td>
<td>30,955</td>
</tr>
<tr>
<td>Grants - other</td>
<td>50,639</td>
<td>28,515</td>
</tr>
<tr>
<td>Special events</td>
<td>9,025</td>
<td>9,025</td>
</tr>
<tr>
<td>Interest income</td>
<td>7,118</td>
<td>7,118</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>31,275</td>
<td>(51,275)</td>
</tr>
<tr>
<td>Total revenue and support</td>
<td>1,325,175</td>
<td>603,166</td>
</tr>
<tr>
<td></td>
<td>1,382,755</td>
<td></td>
</tr>
</tbody>
</table>

### Expenses and losses

<table>
<thead>
<tr>
<th>Program</th>
<th>2010</th>
<th>2009 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration</td>
<td>1,058,825</td>
<td>970,825</td>
</tr>
<tr>
<td>Development</td>
<td>86,337</td>
<td>59,169</td>
</tr>
<tr>
<td>Total expenses</td>
<td>1,145,162</td>
<td>1,029,994</td>
</tr>
<tr>
<td>Unrealized loss on Community Foundation</td>
<td>1,261,545</td>
<td>1,261,545</td>
</tr>
<tr>
<td>Total expenses and losses</td>
<td>1,261,545</td>
<td>24,974</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>63,630</td>
<td>666,796</td>
</tr>
<tr>
<td>Net assets - beginning of year</td>
<td>249,737</td>
<td>249,017</td>
</tr>
<tr>
<td>Net assets - end of year</td>
<td>$ 313,367</td>
<td>$ 795,238</td>
</tr>
<tr>
<td></td>
<td>$ 1,108,605</td>
<td>$ 441,809</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
<table>
<thead>
<tr>
<th>Employee compensation and related:</th>
<th>Program</th>
<th>Administration</th>
<th>Development</th>
<th>Total</th>
<th>2009 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries</td>
<td>$103,314</td>
<td>$53,287</td>
<td>$42,588</td>
<td>$199,189</td>
<td>$165,187</td>
</tr>
<tr>
<td>Payroll taxes</td>
<td>9,616</td>
<td>5,329</td>
<td>4,259</td>
<td>19,204</td>
<td>15,781</td>
</tr>
<tr>
<td>Fringe benefits</td>
<td>7,157</td>
<td>3,691</td>
<td>2,950</td>
<td>13,798</td>
<td>9,808</td>
</tr>
<tr>
<td><strong>Total employee compensation and related</strong></td>
<td><strong>120,087</strong></td>
<td><strong>62,307</strong></td>
<td><strong>49,797</strong></td>
<td><strong>232,191</strong></td>
<td><strong>190,776</strong></td>
</tr>
<tr>
<td>Donated food</td>
<td>783,601</td>
<td></td>
<td></td>
<td>783,601</td>
<td>703,189</td>
</tr>
<tr>
<td>Purchased food</td>
<td>83,551</td>
<td></td>
<td></td>
<td>83,551</td>
<td>80,272</td>
</tr>
<tr>
<td>Provision for uncollectible pledges</td>
<td></td>
<td></td>
<td>65,000</td>
<td>65,000</td>
<td></td>
</tr>
<tr>
<td>Professional fees</td>
<td>3,127</td>
<td>16,396</td>
<td></td>
<td>19,523</td>
<td>49,186</td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td>13,085</td>
<td></td>
<td></td>
<td>13,085</td>
<td>30,680</td>
</tr>
<tr>
<td>Printing</td>
<td>10,576</td>
<td>1,364</td>
<td></td>
<td>11,940</td>
<td>4,645</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>9,807</td>
<td></td>
<td></td>
<td>9,807</td>
<td>3,385</td>
</tr>
<tr>
<td>Supplies</td>
<td>7,850</td>
<td></td>
<td>58</td>
<td>7,908</td>
<td>3,758</td>
</tr>
<tr>
<td>Utilities</td>
<td>5,755</td>
<td></td>
<td></td>
<td>5,755</td>
<td>8,567</td>
</tr>
<tr>
<td>Small equipment</td>
<td>3,813</td>
<td></td>
<td></td>
<td>3,813</td>
<td>8,497</td>
</tr>
<tr>
<td>Insurance</td>
<td>1,292</td>
<td>2,511</td>
<td></td>
<td>3,803</td>
<td>3,460</td>
</tr>
<tr>
<td>Food transportation expense</td>
<td>3,431</td>
<td></td>
<td></td>
<td>3,431</td>
<td>3,765</td>
</tr>
<tr>
<td>Postage</td>
<td>2,763</td>
<td></td>
<td>561</td>
<td>3,324</td>
<td>2,826</td>
</tr>
<tr>
<td>Rent</td>
<td>3,000</td>
<td></td>
<td></td>
<td>3,000</td>
<td>1,250</td>
</tr>
<tr>
<td>Office</td>
<td></td>
<td></td>
<td></td>
<td>2,774</td>
<td>1,837</td>
</tr>
<tr>
<td>Telephone</td>
<td>1,103</td>
<td>985</td>
<td></td>
<td>2,088</td>
<td>2,208</td>
</tr>
<tr>
<td>Advertising and promotion</td>
<td>1,789</td>
<td></td>
<td></td>
<td>1,789</td>
<td>5,208</td>
</tr>
<tr>
<td>Depreciation</td>
<td>2,332</td>
<td></td>
<td></td>
<td>2,332</td>
<td>2,193</td>
</tr>
<tr>
<td>Internet service</td>
<td>1,084</td>
<td></td>
<td></td>
<td>1,084</td>
<td>1,139</td>
</tr>
<tr>
<td>Fundraising events</td>
<td></td>
<td></td>
<td>967</td>
<td>967</td>
<td>1,169</td>
</tr>
<tr>
<td>Dues, subscriptions and fees</td>
<td></td>
<td></td>
<td>779</td>
<td>779</td>
<td>754</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$1,058,825</strong></td>
<td><strong>$86,337</strong></td>
<td><strong>$116,383</strong></td>
<td><strong>$1,261,545</strong></td>
<td><strong>$1,108,764</strong></td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
NORTHAMPTON SURVIVAL CENTER, INC.
Statement of Cash Flows
Year Ended June 30, 2010 (with comparative totals for the year ended June 30, 2009)

<table>
<thead>
<tr>
<th>Cash flows from operating activities</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>$666,796</td>
<td>$249,017</td>
</tr>
</tbody>
</table>

Adjustments to reconcile change in net assets to net cash provided by operating activities:

<table>
<thead>
<tr>
<th>Description</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Depreciation</td>
<td>2,332</td>
<td>2,193</td>
</tr>
<tr>
<td>Net unrealized losses</td>
<td></td>
<td>24,974</td>
</tr>
<tr>
<td>Provision for uncollectible pledges</td>
<td>65,000</td>
<td></td>
</tr>
<tr>
<td>Change in assets and liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Increase) decrease in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>(343,406)</td>
<td>(3,020)</td>
</tr>
<tr>
<td>Other receivable</td>
<td>781</td>
<td>(254)</td>
</tr>
<tr>
<td>Food inventory</td>
<td>(33,896)</td>
<td>(36,689)</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>(283)</td>
<td></td>
</tr>
<tr>
<td>(Decrease) increase in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>10,101</td>
<td>(8,232)</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>(1,644)</td>
<td>(1,080)</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>365,781</td>
<td>226,909</td>
</tr>
</tbody>
</table>

Cash flows from investing activities:

<table>
<thead>
<tr>
<th>Description</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchases of property and equipment</td>
<td>(7,894)</td>
<td></td>
</tr>
<tr>
<td>Construction in progress additions</td>
<td>(32,435)</td>
<td></td>
</tr>
<tr>
<td>Divesture of Community Foundation account</td>
<td>66,482</td>
<td>(706)</td>
</tr>
<tr>
<td>Net funds invested in Community Foundation account</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash (used) provided by investing activities</td>
<td>(40,329)</td>
<td>65,776</td>
</tr>
</tbody>
</table>

Net increase in cash and cash equivalents:

<table>
<thead>
<tr>
<th>Description</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net increase in cash and cash equivalents</td>
<td>325,452</td>
<td>292,685</td>
</tr>
</tbody>
</table>

Cash and cash equivalents - beginning of year:

<table>
<thead>
<tr>
<th>Description</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents - beginning of year</td>
<td>366,324</td>
<td>73,639</td>
</tr>
</tbody>
</table>

Cash and cash equivalents - end of year:

<table>
<thead>
<tr>
<th>Description</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents - end of year</td>
<td>$691,776</td>
<td>$366,324</td>
</tr>
</tbody>
</table>

Supplemental disclosures of non-cash operating activities:

<table>
<thead>
<tr>
<th>Description</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated food support</td>
<td>$817,497</td>
<td>$739,878</td>
</tr>
<tr>
<td>Donated food expense</td>
<td>$783,601</td>
<td>$703,189</td>
</tr>
<tr>
<td>Donated supplies and services support and expense</td>
<td>$12,395</td>
<td>$30,680</td>
</tr>
</tbody>
</table>

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).

Effective for the year ended June 30, 2010, Northampton Survival Center, Inc. has adopted FASB ASC 740-10-25, "Accounting for Uncertainty in Income Taxes." FASB ASC 740-10-25 prescribes a comprehensive model for the financial statement recognition, measurement, classification and disclosure of uncertain tax positions. Management has not identified any uncertain tax provisions and, therefore, no liability has been recorded in the financial statements.

Northampton Survival Center, Inc.'s information filings are subject to audit by the Internal Revenue Service. Northampton Survival Center, Inc.'s open audit periods are 2007-2009.

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, 2010 and June 30, 2009.

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:

- Leasable improvements: 15 - 25 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, 2009 prepared by Feeding America, formerly known as, America’s Second Harvest. The valuation was $1.60 per pound during 2010 and $1.58 during 2009.

**Cash and Cash Equivalents** - The 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:

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture and equipment</td>
<td>$37,073</td>
<td>$29,179</td>
</tr>
<tr>
<td>Leasehold improvements</td>
<td>8,341</td>
<td>8,341</td>
</tr>
<tr>
<td>Vehicle</td>
<td>22,015</td>
<td>22,015</td>
</tr>
<tr>
<td>Less accumulated depreciation</td>
<td>67,429</td>
<td>59,535</td>
</tr>
<tr>
<td>Total property and equipment</td>
<td>$6,766</td>
<td>$1,204</td>
</tr>
</tbody>
</table>

Depreciation expense was $2,332 and $2,193 for the years ended June 30, 2010 and 2009, 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:

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Due in less than one year</td>
<td>$195,754</td>
</tr>
<tr>
<td>Due in one to five years</td>
<td>$151,672</td>
</tr>
<tr>
<td>Less: discount for present value</td>
<td>$347,426</td>
</tr>
<tr>
<td>Less: allowance for uncollectible pledges</td>
<td>$4,020</td>
</tr>
<tr>
<td>Total pledges receivable</td>
<td>$278,406</td>
</tr>
</tbody>
</table>

4. Related Party Relationships

Northampton Survival Center, Inc.'s Executive Director is on the Board of Directors of the United Way that donated $52,226 and $41,391 to the Northampton Survival Center, Inc. for the years ended June 30, 2010 and 2009, respectively.
5. Temporarily Restricted Net Assets

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

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transportation fund</td>
<td>$394</td>
<td>$1,152</td>
</tr>
<tr>
<td>Donations for turkeys</td>
<td>445</td>
<td></td>
</tr>
<tr>
<td>Volunteer Coordinator Position</td>
<td>380</td>
<td></td>
</tr>
<tr>
<td>Fresh Local Produce project</td>
<td>2,500</td>
<td>3,038</td>
</tr>
<tr>
<td>Building fund</td>
<td>791,519</td>
<td>187,882</td>
</tr>
<tr>
<td></td>
<td>$795,238</td>
<td>$192,072</td>
</tr>
</tbody>
</table>

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 42% and 55% for the years ended June 30, 2010 and 2009, respectively.

7. Subsequent Events

The Organization evaluated subsequent events after the Statement of Financial Position date of June 30, 2010, through February 11, 2011, which was the date the financial statements were available to be issued, and concluded that no additional disclosures are required.

8. Construction in Progress and Capital Campaign

As of the date these financial statements were available to be issued, the Organization was in the process of renovating its facility that is used for program services and administration. The Organization capitalized $32,435 as an asset called construction in progress. This asset will be used to accumulate the costs of the renovation that will not be depreciated until the renovations are completed and the facility is put back into use.

The Organization was involved during the year ended June 30, 2010, in the capital campaign that raised funds for these renovations. This campaign resulted in various large fluctuations in these financial statements including increasing revenue, fundraising expenses to procure that revenue, and the temporarily restricted net assets at June 30, 2010.
9. 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 were the following for the years ended June 30:

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated services</td>
<td>$1,850</td>
<td>$11,140</td>
</tr>
<tr>
<td>Donated advertising</td>
<td>1,000</td>
<td>1,000</td>
</tr>
<tr>
<td>Donated supplies and materials</td>
<td>5,685</td>
<td>4,840</td>
</tr>
<tr>
<td>Donated office and program space</td>
<td>4,550</td>
<td>13,700</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$13,085</strong></td>
<td><strong>$30,680</strong></td>
</tr>
</tbody>
</table>

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.

10. Reclassifications

Certain reclassifications have been made to the 2009 comparative totals to conform to the 2010 presentation. These reclassifications have no effect on the previously reported change in net assets for the year ended June 30, 2009.