ANNUAL REPORT
July 1, 2010 — June 30, 2011

Northampton Survival Center
A food pantry serving the Hampshire County community

United Way
Pet Food delivery from Dakin Pioneer Valley Humane Society

Relocation sign during renovation

Our Temporary Pantry in an auto showroom

Mo Willems’ art in our new children’s waiting area

Our New Personal Care items program

Construction under way at 265 Prospect Street

Open House, June 4th 2011

A tiny volunteer at the 2011 Post Office Food Drive

Decorated window art at Cahillane Auto

Ground-breaking Ceremony

Our new clothing donation reception and shopping area

Putting out fresh vegetables in our new weekly distribution space

Photo Credits: NSC Staff
In my Message from the President last year, I enumerated several significant steps undertaken in 2010 in the process of renovating and the enlarging the Northampton Survival Center to assure that it will be able to fulfill its mission for decades to come. In 2011, the Center brought those efforts to fruition. The construction plans were completed by our architect (and board member) Michael White, and the Center hired D.A. Sullivan & Sons, Inc. as its General Contractor. As construction began in October 2010, the Center’s staff and volunteers effectuated a seamless transition to our temporary location at the former Cahillane Motors on South Street, where we began serving our clients without a single day of interruption. Through the exemplary coordination of efforts among D.A. Sullivan, Michael White, the Renovation Committee, its consultant, Juanita Forsythe, and the Center staff, on April 19, 2011, the Center was reopened for business at the Prospect Street location. Again, the transition from South Street to Prospect Street was accomplished without missing a single day of service to our clients.

As I detailed in my Message last year, the community response to the capital campaign was nothing short of remarkable. Through the efforts of our Capital Campaign Committee and its consultants at KirschLeuchs, we ended our campaign on February 11, 2011, having raised $1,237,658, which exceeded our goal by $87,658.

Upon completion of the construction, our attentions turned to utilizing the newly renovated space and improving our ability to effectuate the mission of the Center. The layout of the Center immediately improved the efficiency with which we are able to provide services to the clients. The addition of private offices has allowed us to carry out those services with the dignity and respect that are at the core of our mission statement. Programmatically, the new facility has enabled the Center to increase food distribution from a three-day supply to a seven-day supply. In addition, we have been able to invite those most in need to return for a second and, in some cases, a third monthly seven-day food supply. Unfortunately, the need for the Center’s services has continued unabated. In fiscal year 2011, the Center provided 4,227 clients with 647,714 pounds of food. We met that need with thousands of donations totaling $362,333 from community members, local businesses, foundations and other funding agencies.

As I come to the end of my eighteen-year tenure as a member of the Board of Directors, I marvel at the continuing ascension of the Center as a core service provider for those most in need in Hampshire County. I step away knowing that with the new facility, with increased food distributions, and with plans well underway for new and innovative development methods, the Northampton Survival Center will have the capacity to continue to fulfill its 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.” I am thankful that I have had the opportunity to be a small part of such a worthy organization.

Alan Seewald
Board President
Executive Director’s Report

Those of us familiar with the Northampton Survival Center have long known it’s a very special place, bringing together hundreds of volunteers and donations of money, food and other essentials to ensure that we meet the most basic needs of our community members who are struggling.

These past few years, the economy has faltered and we have witnessed a dramatic increase in the number of our neighbors who find that they are unable to feed themselves and their families each day. The NSC’s board and staff have faced these growing needs by building a team of truly exceptional community volunteers, fundraising for and purchasing more food, and innovating and adjusting our program to be the best it could be within the building’s limitations.

Finally, this past year, we completed the necessary steps to make our dream of a better space a reality. Having relocated to a former auto dealership across town, we broke ground on the building renovation on October 1, 2010. We successfully completed our Capital Campaign and, with over 600 donations from individuals and businesses, even exceeded our $1.15 million fundraising goal. And on April 18, 2011, we moved back to our extraordinary new building with the expanded program we’d worked so long to put in place.

Now, each day we serve our clients, we see their awe and appreciation of what their community cared enough to do for them. Volunteers comment on the improved ease with which they can move through the pantry and be more responsive to clients. Clients note that a single volunteer is now able to greet each client personally, and stay with that client through food selection, packaging, and carting boxes and bags out to a car. The bright, airy and welcoming feel of the space is in such stark contrast to our previous space and embodies the welcome that we want all families and individuals to feel. Every day we can offer the priceless gift of privacy to clients by meeting with staff in counseling rooms with doors for scheduled and impromptu conversations. Particularly for new clients, the emotionally challenging experience of seeking help is tempered by this seemingly simple, but previously impossible gesture of talking in a safe and private space.
Most importantly, from the day we reopened our doors, the expanded building has enabled us to offer significantly more food to our clients — a week’s worth at a time for every member of each household — and to invite those families struggling most to come back to us in any given month for another distribution.

In addition to these exciting building-related improvements, we established some new programs and partnerships that made this year special, including:

- Launching a program to distribute personal care items such as toothpaste, soap, and toilet paper,
- Partnering with Dakin Pioneer Valley Humane Society to provide free cat and dog food to our clients, as well as vouchers for free spay or neutering for those pets most at risk for homelessness,
- Offering on-site assistance with SNAP benefits (formerly known as Food Stamps),
- Providing free flu shots to client families, and
- Revitalizing our old logo to coincide with our new physical space and appearance.

This is the beginning of a new era for the Northampton Survival Center, and we have a challenging year ahead as we work to ensure that our shelves continue to be fully stocked with a variety of healthy foods. Our expanded program comes with an expanded budget, and we have ambitious plans for how to reach out and connect with an ever-widening circle of donors. And though there is hard work ahead, our community has made a tremendous leap forward in placing food in every home. Together we are working to ensure that our neighbors do not go hungry on our watch.

Heidi Nortonsmith
Executive Director
Volume of Food Distributed Over Time

- Amount Spent on Food (in $)
- Amount of Food Distributed (in pounds)
Volume of Client Visits Over Time

- # of Individual Visits
- # of Clients
## Number of Clients Served in FY11

<table>
<thead>
<tr>
<th>Towns</th>
<th>Northampton</th>
<th></th>
<th></th>
<th>Goshen</th>
<th></th>
<th></th>
<th>BOTH SITES</th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td># of household</td>
<td># of individuals</td>
<td>% of clients from each town</td>
<td># of household</td>
<td># of individual</td>
<td>% of clients from each town</td>
<td># of household</td>
<td># of individual</td>
<td>% of clients from each town</td>
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<td>2,102</td>
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### Number of Times Our Clients Visited Us in FY11

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<th>Towns</th>
<th># of household visits</th>
<th># of individual visits by town</th>
<th>% of individual visits by town</th>
<th>% of individual visits by town</th>
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<tbody>
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<td>Chesterfield</td>
<td>36</td>
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<td>0%</td>
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<tr>
<td>Cummingham</td>
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<tr>
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<tr>
<td>Middlefield</td>
<td>13</td>
<td>33</td>
<td>&lt;1%</td>
<td>0%</td>
</tr>
<tr>
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<td>Williamsburg</td>
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<tr>
<td>Worthington</td>
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<td>17,780</td>
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# Client Demographics

## NUMBER OF CLIENTS SERVED

<table>
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<tr>
<th></th>
<th>Northampton Pantry</th>
<th></th>
<th>Hilltown Pantry</th>
<th></th>
<th></th>
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<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
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<tr>
<td>FY11</td>
<td>1,978</td>
<td>3,946</td>
<td>124</td>
<td>281</td>
<td>2,102</td>
<td>4,227</td>
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<td>281</td>
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<td>change from FY10 to FY11</td>
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<td>8%</td>
<td>5%</td>
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## NUMBER OF TIMES OUR CLIENTS VISITED US

<table>
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<th></th>
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<th>Hilltown Pantry</th>
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<td></td>
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<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
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<tr>
<td>FY11</td>
<td>8,634</td>
<td>17,780</td>
<td>1,278</td>
<td>3,003</td>
<td>9,912</td>
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<td>19,495</td>
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<tr>
<td>change from FY10 to FY11</td>
<td>7%</td>
<td>4%</td>
<td>16%</td>
<td>24%</td>
<td>8%</td>
<td>7%</td>
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## NEW CLIENTS SERVED

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<th>Hilltown Pantry</th>
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<th></th>
</tr>
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<tbody>
<tr>
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<td>Households</td>
<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
<td>Individuals</td>
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<td>1,105</td>
<td>16</td>
<td>25</td>
<td>638</td>
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<tr>
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<td>35</td>
<td>601</td>
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<td></td>
<td></td>
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<tr>
<td>change from FY10 to FY11</td>
<td>6%</td>
<td>2%</td>
<td>0%</td>
<td>-29%</td>
<td>6%</td>
<td>1%</td>
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</table>
### Gender

| Gender     | Northampton Pantry | | Hilltown Pantry | | Total | |
|------------|-------------------|--|--|--|--|--|--|--|
|            | # of clients | % of clients | | # of clients | % of clients | | # of clients | % of clients | |
| Male       | 1,875       | 48%           | | 131          | 47%           | | 2,006       | 47%           |
| Female     | 2,071       | 52%           | | 150          | 53%           | | 2,221       | 53%           |
| Total Clients | 3,946   | 100%          | | 281          | 100%          | | 4,227       | 100%          |

### Age

| Age          | Northampton Pantry | | Hilltown Pantry | | Total | |
|--------------|-------------------|--|--|--|--|--|--|--|
|              | # of clients | % of clients | | # of clients | % of clients | | # of clients | % of clients | |
| Children 0 - 12 | 658       | 17%           | | 41           | 15%           | | 699         | 17%           |
| Teens 13 - 17  | 421       | 11%           | | 26           | 9%            | | 447         | 11%           |
| Adults 18 - 64 | 2,597     | 66%           | | 156          | 56%           | | 2,753       | 66%           |
| Adults 65+     | 270       | 7%            | | 58           | 21%           | | 328         | 8%            |
| Total Clients  | 3,946     | 100%          | | 281          | 100%          | | 4,227       | 100%          |

### Ethnicity

| Ethnicity          | Northampton Pantry | | Hilltown Pantry | | Total | |
|--------------------|-------------------|--|--|--|--|--|--|--|
|                    | # of clients | % of clients | | # of clients | % of clients | | # of clients | % of clients | |
| African American   | 216       | 5%            | | 0           | 0%            | | 216         | 5%            |
| Asian              | 72        | 2%            | | 0           | 0%            | | 72          | 2%            |
| Caucasian          | 2,616     | 66%           | | 278         | 99%           | | 2,894       | 68%           |
| Hispanic           | 850       | 22%           | | 0           | 0%            | | 850         | 20%           |
| Native American    | 35        | 1%            | | 2           | 1%            | | 37          | 1%            |
| Other              | 157       | 4%            | | 1           | 0%            | | 158         | 4%            |
| Total Clients      | 3,946     | 100%          | | 281         | 100%          | | 4,227       | 100%          |
Food Received in FY11 (in pounds)

<table>
<thead>
<tr>
<th>Source</th>
<th>PURCHASED FOOD (25% of total food received)</th>
<th>DONATED FOOD (75% of total food received)</th>
<th>TOTAL RECEIVED</th>
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<tr>
<td></td>
<td>Food Bank</td>
<td>Retail</td>
<td>Community Donations</td>
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<tr>
<td>Northampton Site</td>
<td>106,500</td>
<td>25,314</td>
<td>223,160</td>
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<td>Goshen Site</td>
<td>26,230</td>
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<td>TOTALS</td>
<td>132,730</td>
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<td>Percent</td>
<td>20%</td>
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<td>35%</td>
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Sources of community food donations

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<th>% of total</th>
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<tr>
<td>Individuals</td>
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<td>Post Office Food Drive</td>
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<tr>
<td>Religious</td>
<td>20,491</td>
<td>9%</td>
</tr>
<tr>
<td>Schools</td>
<td>4,529</td>
<td>2%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>228,921</td>
<td>100%</td>
</tr>
</tbody>
</table>

Sources of Food

- Food Bank Purchases 20%
- Government & Food Bank Donations 40%
- Community Donations 35%
- Retail Purchases 5%
# Food Distributed in FY11 (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>450,794</td>
<td>32,460</td>
<td>87,804</td>
<td>571,058</td>
<td>30,255</td>
</tr>
<tr>
<td>Goshen Site</td>
<td>51,622</td>
<td>3,959</td>
<td>21,075</td>
<td>76,656</td>
<td>856</td>
</tr>
<tr>
<td>TOTALS</td>
<td>502,416</td>
<td>36,419</td>
<td>108,879</td>
<td>647,714</td>
<td>31,111</td>
</tr>
<tr>
<td>Percent</td>
<td>77%</td>
<td>6%</td>
<td>17%</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

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

## POUNDS DISTRIBUTED TO CLIENTS IN PREVIOUS YEARS

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Pounds</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>647,714</td>
</tr>
<tr>
<td>2010</td>
<td>612,060</td>
</tr>
<tr>
<td>2009</td>
<td>574,785</td>
</tr>
<tr>
<td>2008</td>
<td>508,952</td>
</tr>
<tr>
<td>2007</td>
<td>454,259</td>
</tr>
<tr>
<td>2006</td>
<td>423,434</td>
</tr>
<tr>
<td>2005</td>
<td>417,327</td>
</tr>
<tr>
<td>2004</td>
<td>384,903</td>
</tr>
<tr>
<td>2003</td>
<td>358,557</td>
</tr>
<tr>
<td>2002</td>
<td>359,099</td>
</tr>
<tr>
<td>2001</td>
<td>327,477</td>
</tr>
</tbody>
</table>
Organizations that supported us with food, in-kind donations, services, or financial support throughout the year

AccuFab Ironworks
Acme Surplus
Adobe Systems Incorporated
Allsports Soccer Arena
Alternative Recycling Systems
Ameriprise Financial
Amherst Pediatrics
Anne T. Dunphy School
Ashfield Hardware & Supply
Astarte Farm
Aventree Moon Circle
Bakery Normand
Bay State Machine Company
Beit Ahavah
Beveridge Family Foundation
Bidwell Advisors
Bonnie’s Program
Borawski Insurance
Borawski Real Estate & Co, Inc.
Boy Scouts Troop 705
Boy Scouts Troop 710 of Worthington
Bridge Street School
Brookfield Farm
Capital Ideas, Inc.
CiSabroad
Chemetal
Chesterfield Boy Scouts
Chesterfield Historical Society
Christ United Methodist Church
Cichy’s Garage, Inc.
City of Easthampton
Coca-Cola North America (Northampton)
Coca-Cola Bottling Company of Greenfield
Coffey & Heady
Colmac Construction
Commercial Scale & Balance
Community Foundation of Western Massachusetts
Construct Associates
Cooley Dickinson Hospital
The Core Solution Group, Inc.
Cornerstone Chapel
Cottman Transmission (aka Northampton Transmission)
Country Nissan
Cub Scout Troop 705
Cumberland Farms (Northampton)
Cummington Lions Club
Cummington Mustangs 4H Club
Cummington Supply, Inc.
Cummingston Village Congregational Church
Curves (Northampton)
D.A. Sullivan & Sons, Inc.
Department of Mental Health
Dietz & Co. Architects, Inc.
Donald Albrecht
East Coast 4 Wheel Drive Associates
Easthampton Savings Bank
Edward Elgar Publishing Company
Edward Jones Investments
Edward’s Church
El Jardin Bakery
Ethan’s Eden
Eye Physicians of Northampton
Fairweather Farm
Fazzi Associates Charitable Fund
Fidelity Charitable Gift Fund
First Church of Christ, Scientist
First Congregational Church of Chesterfield
First Congregational Church of Cummington
First Congregational Church of Williamsburg
First Congregational Church of Worthington
First Light Power Resources
Florence Community Band
Florence Congregational Church
Florence Medical Center
Florence Savings Bank
Florence Swimming Pools
Florence Yoga
Forbes Library
Forsythe Consulting
Four Seasons Wine & Liquors
Frank Law Offices
Free Press
Fresh Pond Trust
Gan Keschet Preschool
Gardner & Ross Mediation
George Propane, Inc.
Girl Scout Troop 506 of Williamsburg
Glass Charitable Foundation
Good Field Farm
Goshen Council on Aging
Goshen Firefighters Association, Inc.
Graphic Printing, Inc.
Gray Dog’s Farm
Great Darkness Writing Group
Green Fields Co-Op
Green Meadow Farms
Hampden Bakery at UMass Amherst
Hampden-Hampshire Assessors Association
Organizations that supported us with food, in-kind donations, services, or financial support throughout the year

Hampshire Gastroenterology Assoc., LLC
Hampshire Regional Choral Concert
Hampshire Regional High School
Hampshire Regional YMCA
Hampshire Superior Court
Hampshire-Franklin Labor Council
Hampton Court Apartments
HART Golf Tournament
Harvest Farm of Whately
Haven at Diva's Nightclub
Haymarket Café, Inc.
HEC Academy
Helen E. James School
Helping Hand Society
Hilltown Community Development Corporation
Holmes Studio of Dance, Music & Wellness
Hope & Feathers Framing
Howard E. Stark Charitable Foundation
Immerman & Associates
Integrity Development & Construction, Inc.
J P Morgan Chase Foundation's Matching Gift & Volunteer Grant Programs
Jackson & Torrone, P.C.
Jackson Street School
Jewish Family Service of Western Massachusetts
JoinBeauty
Jones Group Realtors
Junior Girl Scout Troop 40012 of Northampton
KirschLeuchs Consulting
Kitchen Garden Farm
Kollmorgen Electro-Optical
Kroll Associates
La Veracruzan Mexican Restaurant
Lander Grinspoon Academy
Lathrop Community Association
Law Offices of John P. DiBartolo, Jr.
Leeds Elementary School
The Life Center for Network Chiropractic Care
Linda Manor Extended Care Facility
Lourie & Cutler
LuxDeluxe
M. J. Moran, Inc.
Manchester Company/Just Ask Rental
Maple Farm
MassMutual Financial Group
McCUTCHEON Construction
Meekins (Haydenville) Library
Merck Partnership for Giving
Michigan State University College of Law Millitech, Inc.
Mirage Management, Inc. (Mirage Studios)
Montessori School of Northampton
Murdoff's Jewelry Store
MyHats
New Century Theater
New Hingham School
Northampton Coffee
Northampton Community Gardens
Northampton Community Music Center, Inc.
Northampton Community Rowing
Northampton Community Service Club
Northampton Elks Club Lodge 997
Northampton Family Practice
Northampton High School
Northampton Public Schools Department
Northampton Radiologic Associates
Northampton Wellness Associates
Ode Boutique, LLC
Old Creamery Grocery & Deli
Old Friends Farm
OnCall Urgent Care
OriginLab Corporation
Ostrander Law Office
Our Lady of the Valley Parish
Ox-Bow Gallery
Patchwork Farm Retreat
Pelican-Hardigg Industries, Inc.
Penny Moore Trust
Pepin Farm
The Pew Charitable Trusts
Pioneer Valley Aquarium Society
Pioneer Valley Insurance Group
Pioneer Valley Periodontics,
  Steven H. Goldsher, D.D.S.
The Primate Fiasco
Pritchard Family Foundation
Rachel's Table Gleaning Project
Random House
Remax Hill and Valley
Richard's Fuel & Heating
Riverbend Animal Hospital
Riverside Industries
R. K. Finn Ryan Road School
Robinson Properties
Rocky Hill CoHousing
Rosenberg Committee
Rotary Club of Northampton
Route 9 Design & Build, Inc.
Organizations that supported us with food, in-kind donations, services, or financial support throughout the year

Russell H. Conwell Elementary School
Safe Passage
Seewald, Jankowski & Spencer, P.C.
Select Equity Group, Inc.
Senator Michael Knapik
ServiceMaster of Northampton-Amherst
ServiceNet, Inc.
Shelburne Falls Coffee Roasters
Skera Gallery
Smith College Botanical Gardens
Smith College Campus School
Smith College Development Office
Smith College GAAPE (Global Action Against Poverty Everywhere)
Smith College Human Resource Department
Smith College Office of College Relations
Smith College Office of Student Engagement
Smith College Quad Housekeepers
Smith Vocational & Agricultural High School
Snook & Mohan Insurance Agency
Southampton Lion's Club
Southampton Police Department
Spring Valley Landscaping
SRO Outreach Project
St. Elizabeth Ann Seton Parish
St. John's Episcopal Church
St. Peter's Lutheran
State Street Fruit Store
Strangers Helping Strangers
Strawbale Café
Strides Human Performance Institute
Sunnyside Childcare
Super Stop & Shop Hadley
Super Stop & Shop Northampton
Super Stop & Shop Corporate Headquarters
Taylor Agency Real Estate
Temp-Pro, Inc.
The Benjamin Company
The Boston Foundation
The Housechurch
The Iva and Jerome Preston Charitable Trust
The Murphys Realtors
The Pittsburgh Foundation
The Saltbox Bed & Breakfast
The Treehouse Foundation, Inc.
The Veatchs Arts of the Book
TigerPress
Tony Margherita Management
Trader Joe's
Trailside Rentals LLC
Truehart Paving and Construction
TRUIST
Twenty-Six Letters
U.S. Coast Guard Auxiliary VDCR Division 9
UMass Amherst Isenberg School of Management
Unitarian Society of Northampton and Florence
United Food and Commercial Workers Union
United Way of Central and Northeastern Connecticut
United Way of Hampshire County
Valley Home Improvement
Valley Medical Group
Valley Motorsports, Inc.
Volkswagen of Northampton
Walmart
Weight Watchers of Easthampton
Welch Law Offices
Wells Fargo Advisors, LLC
West Cumington Congregational Church
Westhampton Congregational Church
Westhampton Elementary School
Whalen Insurance Agency
Whole Foods Market
Williamsburg Libraries
Williston Northampton School
World War II Veterans Association
Worthington Golf Club
Worthington Health Center
Worthington Library
Wright Builders
Young Roofing
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2011 volunteers. Many thanks to...

Hayat Abuza
Mardi Abuza
Robert Abuza
Ashley Adams
Bob Adams
Casey Adams
Gwen Agna
Juan Carlos Aguilar
Barbara Alix
Kevin Alix
Haley Allcroft
Russell Allen
Tori Allen
Amy Altward Clough
Diana Alvarez
Bill Ames
Laura Anderson
Gillian Andrews
Liam Andrews-Bancroft
Ana Araujo
Rob Astor
Hank Atwood
Ellen Augarten
Katie Averill
Diana Barrios
Jeanne Barron
Polly Baumer
Allan Baustin
Noah Baustin
Michael Beattie
Craig Bell
Sally Bellerose
Xitlaly Bepsi Ruiz
Laura Bergantino
Zack Bergquist
Deb Bernardini
Olivia Bernstein
Justine Bertram
Isaiah Bethell
Roni Bethell
Jessie Bierwert
Melissa Black
Diane Boisvert
Meghan Bone
Ana Bonilla
Jenny Bonilla
Caitlin Bosco
John Bosco
Liam Boulanger
Ben Bovee
Lynne Brill
Peter Brown
Roger Brown
Kimberly Brozo
Debin Bruce
Alex Brunelle
Charlie Burgess
Marylou Burgess
Andrea Burns
Allison Butler
Shannon Cahillane
Marlena Candelario Romero
Brian Carey
Kate Carlson
Zak Carlson-Sypek
Mark Carmien
Jaime Caron
Bob Carroll
Daniel Cenkowski
Tom Chang
Chenoa Charpentier
Iris Chelaru
Jess Cialek
Jeannine Clark
Eva Climan
Michael Cohen
Chris Collins
Kate Collins
Gabriel Cooney
Robeson Cowhey
Gerald & Shirley Cox
Karen Cox
Joshua Crane
Dennis Crommet
Adam Daniere
Imogene Dann
Jake Dawson
Joe Debiec
John Degnan
Elena DeJesus
Bess Detmold
Patty DiBartolo
John DiBartolo, Jr.
Noah Dickerman
Aaron Dilts
Lynn DiTullio
Elena Dolen McCarthy
Andrea Domingue
Rich Droser
Peter Duggan
Greg D'Unger
Helen Dupes
Kendall Edmonds
Dana Egan-Sherry
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2011 volunteers. Many thanks to...

Vahram Elagoz
Judy Eldred
Nancy Elliott
Angie Ellison
Tric Enright
Carl Erickson
Gail Evans
Sharon Fagan
Susan Fahey
Dawn Faucher
Dane Fay
James Ferris
Deb Field
Dashiel Filas
Mike Filas
Beth Fiermin
Steve Fitzek
Johanna Fleming
Louise Flynn
Abby Forcier
Emory Ford
Robin Francis
Christine Gangne
Irene Garjian
Rebecca Gates
Gail Gaustad
John Gaustad
Ginny Gillenwaters
Aidan Gilson
Amelia Gilson
Ken Gordon
Meg Grant
Mary Greco
Patrick Gregory
Sandy Gregory
Flo Haas
Jonah Hahn
Becca Hanssens-Reed
Jen Harkey
Helen Harrison
Lucy Harrison
Shirlee Hartley
Joan Hastings
Charlie Healy
Diana Healy
Margie Helly
Ann Heston
Stacy Holmes
Noelle Horsfield
Lauren Howe
Monica Hunter-Hart
Kyle Hutchinson
Phil Huyser
Harly Isgrur
Amy Jackendoff
Mary Jandzinski
Lisabeth Jasiewicz
Jasmine Jimenez
Peg Johnson
Eleanor Jones
Jeffrey Jones
Jeremy Jungbluth
Rabbi David Justin
Selah Kahrman
Linda Kados
Robin Karlin
Sarah Karol
Danny Kates
Jane Kaufman
Jimmy Kaur
Caitlyn Keckeissen
Jarred Kennedy-Loving
Sarah Klein
Ruthie Kornblatt-Stier
Kate Kratovil
Miriam Krell Bourke
Shauneen Kroll
Jonah Kudler
Khidt Ladd
Karin LaMontagne
Irene Lamson
Chris Landry
Linda Larouche
Karen Latuchie
Ginger Lavalle
Haven Lederer
Liz Leibowitz
Katherine Lesko
Nora Letendre
Sam Lev
Jacob Levit
Hannah Levy
Julie Lieberman
Dick Liebl
Richard Lloyd
Matthew Long
Richard Loomis
Felicia Lundquist
Jean Luskin
Jane Lynne Howe
Colin Machat
Maggie Mahoney
Susan Mals
Julia Mandeville
Karen Mandeville
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2011 volunteers. Many thanks to...

John Maradick  
Mat Masi  
Pamela Maurer  
Tricia McDermott  
Kit McDermott  
James McDonald  
Steve McDonough  
Dominic McFadden  
Sherry McGuire  
Christine McMahon  
Shawn McManus  
Bekky Mekler  
Carol Melin  
Amy Meltzer  
Elaine Miller  
Tracy Mindess  
Nathan Mize  
Richard Moodie  
Maureen Moore  
Moe Moore  
Susan Moore  
Emma Morehouse  
Hannah Morehouse  
Erica Morris  
Amy Morse  
Jordan Morvidelli  
Sharon Moulton  
Jim Mueller  
Christine Mulcahy  
Bel Muller  
Brigid Murphy  
Ginger Musto  
Mark Naslletti  
Rebecca Neimark  
Jess Netto  
Dick Newman  
Elsie Newman  
Chinh Nguyen  
Avery Nortonsmith  
Quinn Nortonsmith  
Tia Novak  
Bobbe O'Brien  
Jeff O'Donnell  
Mally O'Hare  
Sydney O'Leary  
Deb Orgera  
Jessa Orluck  
Diane O'Sullivan  
John O'Sullivan  
Jeff Palm  
Lisa Palumbo  
Tim Parent  
Chris Parrish  
Jessica Pasalacaqua  
Bhakti Patel  
Danielle Pedelaborde  
Michelle Pederzani-Dinneen  
Dwight Peles  
Kim Perez  
Marissa Perez  
Kassie Person-Pomerantz  
Claire Peters  
Zachary Phillips  
Muriel Piniez  
Scott Plantier  
Malja Ploof  
Jill Podell  
Ty Power  
Tom Powers  
Claire Premo  
Mercedes Premo  
Jeff Prince  
Hope Pulde  
Tom Quinn  
Peter Rakelbusch  
Jeanne Reed  
Patrick Regan  
JoJo Renard  
Rob Rice  
Toni Rickles  
Leela Riesz  
Seamus Riordan  
Mary Risley  
Samantha Rizzo  
Jesse Rodrigue  
Jesslyn Rodney  
Orielle Rollinson  
Tory Rosen  
Joan Rubin  
Andrea Rudolph  
Charlie Russett  
Jen Ryan  
Kate Saik  
Aaron Savet  
Adam Saunders  
John Savage  
Sean Sawicki  
Helen Scharber  
Peter Scherff  
Reed Schimmelfang  
Stan Schreyer  
Dan Schulte  
Alan Seewald  
Nada Sellers  
Linda Sharkey
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2011 volunteers. Many thanks to...

Daniel Sharkey Esrick  Ruth Tirado  Elaine Wolf
Rayanne Shaw  Gene Toczydlowski  Judy Wolf
Chris Shea  Ivana Toone  Lilith Wolinsky
Seth Shulman  Paula Trial Court  Patricia Wright
Ben Shulman-Reed  Jim Tripp  Analee Wulfkuhle
Betsy Siersma  Hannah Trumbo  Ruth Yeh
Naomi Silverman  Jill Turner  Johnnie Yeskie
Pearl Silverman  Josh Vajcovec  Johnnie Yeskie
Risa Silverman  Tyler Van Fleet  Nancy Young
Marilee Simmonds-Melnik  Zoe Vernick  Betsy Yount
Kate Simmons  Elayne Vogel  Maggie Yurgielewicz
Kathy Sinclair  Betty von Kempler  Tim Zajac
Deborah Sklar  Jordan Walder
Hilary Slink  Marty Walder
Suzane Smith  Nan Walsh
Anya Spector  Chris Walther
Maria Sperduti  Maddie Warren
Barbara Rose Spierer  Mary Webber
Mona Sprecker  Linda Weeks
Mary Stanton  Fred Wellman
Stacey Steinbach  Fletcher West
Amy Stevens  Owen West
Kregg Strehorn  Renee Wetstein
Fred Stubbs  Michael White
Joni Sullivan  Cher Willems
Fran Sweeney  Trixie Willems
Linda Sweeney  Calvin Williams
Bruce Sylvia  Diane Williams
Joe Sziranko  Robert Williams
Margaret Szostak  Harriet Wilson
Michael Szostak  Alison Winkler
Rachel Szostak  Aidan Winn
Kathy Teece  Steve Winn
Fran Thibault  Christy Winslow
Barbara Thompson  Shira Lynn Wohlberg
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
## Sources of Funds in FY11

<table>
<thead>
<tr>
<th>Financial Support</th>
<th>FY11</th>
<th>% in FY11</th>
<th>FY 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Religious</td>
<td>$10,444</td>
<td>3%</td>
<td>$12,245</td>
</tr>
<tr>
<td>Civic and Schools</td>
<td>$7,912</td>
<td>2%</td>
<td>$3,755</td>
</tr>
<tr>
<td>Businesses</td>
<td>$28,632</td>
<td>8%</td>
<td>$32,426</td>
</tr>
<tr>
<td>Individuals</td>
<td>$196,395</td>
<td>54%</td>
<td>$246,361</td>
</tr>
<tr>
<td>Grants</td>
<td>$113,668</td>
<td>31%</td>
<td>$153,668</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>$5,281</td>
<td>1%</td>
<td>$7,179</td>
</tr>
<tr>
<td><strong>SUBTOTAL OF OPERATING SUPPORT</strong></td>
<td><strong>$362,333</strong></td>
<td><strong>100%</strong></td>
<td><strong>$455,634</strong></td>
</tr>
<tr>
<td>Building Fund Gifts (non-operating funds)</td>
<td>$512,153</td>
<td></td>
<td>$690,630</td>
</tr>
</tbody>
</table>

## Sources of Operating Support

- **Individuals**: 54%
- **Grants**: 31%
- **Businesses**: 8%
- **Religious**: 3%
- **Miscellaneous Income**: 1%
AUDITED FINANCIAL STATEMENTS

NORTHAMPTON SURVIVAL CENTER, INC.
Northampton, Massachusetts

June 30, 2011

Boisselle, Morton & Associates, LLP
Certified Public Accountants
NORTHAMPTON SURVIVAL CENTER, INC.

Table of Contents

Independent Auditors’ Report ........................................... 1
Statement of Financial Position ....................................... 2
Statement of Activities ................................................ 3
Statement of Functional Expenses ................................. 4
Statement of Cash Flows .............................................. 5
Notes to Financial Statements ....................................... 6-11
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, 2011, 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, 2010 financial statements and, in our report dated February 11, 2011, we expressed an unqualified opinion on those financial statements.

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

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Northampton Survival Center, Inc. as of June 30, 2011, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Boisselle, Morton & Associates, LLP

November 1, 2011
NORTHAMPTON SURVIVAL CENTER, INC.
Statement of Financial Position
June 30, 2011 (with comparative totals for June 30, 2010)

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 102,640</td>
<td>$ 691,776</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>202,188</td>
<td>278,406</td>
</tr>
<tr>
<td>Other receivable</td>
<td>2,239</td>
<td></td>
</tr>
<tr>
<td>Food inventory</td>
<td>42,571</td>
<td>116,595</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>9,319</td>
<td>2,822</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>1,183,679</td>
<td>6,766</td>
</tr>
<tr>
<td>Construction in progress</td>
<td></td>
<td>32,435</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$ 1,540,397</strong></td>
<td><strong>$ 1,131,039</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$ 33,467</td>
<td>$ 15,373</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>14,846</td>
<td>7,061</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>48,313</strong></td>
<td><strong>22,434</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>1,414,653</td>
<td>313,367</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>77,431</td>
<td>795,238</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>1,492,084</strong></td>
<td><strong>1,108,605</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$ 1,540,397</strong></td>
<td><strong>$ 1,131,039</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, 2011 (with comparative totals for the year ended June 30, 2010)

<table>
<thead>
<tr>
<th></th>
<th>2011 Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>2010 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue and support</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated food</td>
<td>$1,084,702</td>
<td>$1,084,702</td>
<td>$817,497</td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>231,390</td>
<td>275,733</td>
<td>507,123</td>
<td>910,934</td>
</tr>
<tr>
<td>United Way</td>
<td>49,927</td>
<td>49,927</td>
<td>52,226</td>
<td></td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td>129,750</td>
<td>129,750</td>
<td>13,085</td>
<td></td>
</tr>
<tr>
<td>Emergency Food and Shelter Program</td>
<td>2,250</td>
<td>2,250</td>
<td>8,347</td>
<td></td>
</tr>
<tr>
<td>Community Development Block Grant</td>
<td>43,830</td>
<td>43,830</td>
<td>30,955</td>
<td></td>
</tr>
<tr>
<td>Grants - other</td>
<td>15,011</td>
<td>162,941</td>
<td>177,952</td>
<td>79,154</td>
</tr>
<tr>
<td>Special events</td>
<td>13,448</td>
<td>13,448</td>
<td>9,025</td>
<td></td>
</tr>
<tr>
<td>Interest income</td>
<td>4,979</td>
<td>4,979</td>
<td>7,118</td>
<td></td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>1,156,481</td>
<td>(1,156,481)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total revenue and support</td>
<td>2,731,768</td>
<td>(717,807)</td>
<td>2,013,961</td>
<td>1,928,341</td>
</tr>
<tr>
<td>Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program</td>
<td>1,481,686</td>
<td>1,481,686</td>
<td>1,058,825</td>
<td></td>
</tr>
<tr>
<td>Administration</td>
<td>35,407</td>
<td>35,407</td>
<td>86,337</td>
<td></td>
</tr>
<tr>
<td>Development</td>
<td>113,389</td>
<td>113,389</td>
<td>116,383</td>
<td></td>
</tr>
<tr>
<td>Total expenses</td>
<td>1,630,482</td>
<td>1,630,482</td>
<td>1,261,545</td>
<td></td>
</tr>
<tr>
<td>Change in net assets</td>
<td>1,101,286</td>
<td>(717,807)</td>
<td>383,479</td>
<td>666,796</td>
</tr>
<tr>
<td>Net assets - beginning of year</td>
<td>313,367</td>
<td>795,238</td>
<td>1,108,605</td>
<td>441,809</td>
</tr>
<tr>
<td>Net assets - end of year</td>
<td>$1,414,653</td>
<td>$77,431</td>
<td>$1,492,084</td>
<td>$1,108,605</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
## NORTHAMPTON SURVIVAL CENTER, INC.
### Statement of Functional Expenses
#### Year Ended June 30, 2011 (with comparative totals for the year ended June 30, 2010)

<table>
<thead>
<tr>
<th>Item</th>
<th>Program</th>
<th>Administration</th>
<th>Development</th>
<th>Total</th>
<th>2010 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary expenses</td>
<td>$113,205</td>
<td>$9,952</td>
<td>$87,891</td>
<td>$211,048</td>
<td>$199,189</td>
</tr>
<tr>
<td>Payroll taxes</td>
<td>12,059</td>
<td>2,205</td>
<td>5,331</td>
<td>19,595</td>
<td>19,204</td>
</tr>
<tr>
<td>Fringe benefits</td>
<td>11,149</td>
<td>980</td>
<td>8,655</td>
<td>20,784</td>
<td>13,798</td>
</tr>
<tr>
<td>Total salary and related</td>
<td>136,413</td>
<td>13,137</td>
<td>101,877</td>
<td>251,427</td>
<td>232,191</td>
</tr>
<tr>
<td>Donated food</td>
<td>1,158,726</td>
<td></td>
<td></td>
<td>1,158,726</td>
<td>783,601</td>
</tr>
<tr>
<td>Purchased food</td>
<td>83,214</td>
<td></td>
<td></td>
<td>83,214</td>
<td>83,551</td>
</tr>
<tr>
<td>Professional fees</td>
<td>5,694</td>
<td>10,719</td>
<td>9,000</td>
<td>25,413</td>
<td>19,523</td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td>24,750</td>
<td></td>
<td></td>
<td>24,750</td>
<td>13,085</td>
</tr>
<tr>
<td>Depreciation</td>
<td>24,677</td>
<td></td>
<td></td>
<td>24,677</td>
<td>2,332</td>
</tr>
<tr>
<td>Advertising and promotion</td>
<td>10,333</td>
<td></td>
<td></td>
<td>10,333</td>
<td>1,789</td>
</tr>
<tr>
<td>Printing</td>
<td>6,094</td>
<td>412</td>
<td></td>
<td>6,506</td>
<td>11,940</td>
</tr>
<tr>
<td>Supplies</td>
<td>5,855</td>
<td></td>
<td></td>
<td>5,855</td>
<td>7,908</td>
</tr>
<tr>
<td>Insurance</td>
<td>4,365</td>
<td>1,049</td>
<td></td>
<td>5,414</td>
<td>3,803</td>
</tr>
<tr>
<td>Office</td>
<td>3,700</td>
<td></td>
<td></td>
<td>5,356</td>
<td>2,774</td>
</tr>
<tr>
<td>Small equipment</td>
<td>4,257</td>
<td></td>
<td></td>
<td>4,257</td>
<td>3,813</td>
</tr>
<tr>
<td>Utilities</td>
<td>4,425</td>
<td></td>
<td></td>
<td>4,425</td>
<td>5,755</td>
</tr>
<tr>
<td>Food transportation expense</td>
<td>3,891</td>
<td></td>
<td></td>
<td>3,891</td>
<td>3,431</td>
</tr>
<tr>
<td>Rent</td>
<td>3,700</td>
<td></td>
<td></td>
<td>3,700</td>
<td>3,000</td>
</tr>
<tr>
<td>Postage</td>
<td>632</td>
<td>3,025</td>
<td></td>
<td>3,657</td>
<td>3,324</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>1,587</td>
<td>1,709</td>
<td>356</td>
<td>3,652</td>
<td>9,807</td>
</tr>
<tr>
<td>Fundraising events</td>
<td>2,156</td>
<td></td>
<td></td>
<td>2,156</td>
<td>967</td>
</tr>
<tr>
<td>Telephone</td>
<td>2,022</td>
<td></td>
<td></td>
<td>2,022</td>
<td>2,088</td>
</tr>
<tr>
<td>Internet service</td>
<td>686</td>
<td></td>
<td></td>
<td>686</td>
<td>1,084</td>
</tr>
<tr>
<td>Dues, subscriptions and fees</td>
<td>565</td>
<td></td>
<td></td>
<td>565</td>
<td>779</td>
</tr>
<tr>
<td>Provision for uncollectible pledges</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>65,000</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$1,481,686</td>
<td>$35,407</td>
<td>$113,389</td>
<td>$1,630,482</td>
<td>$1,261,545</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, 2011 (with comparative totals for the year ended June 30, 2010)

<table>
<thead>
<tr>
<th>Description</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net assets</td>
<td>$383,479</td>
<td>$666,796</td>
</tr>
<tr>
<td>Adjustments to reconcile change in net assets to net cash provided by operating activities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>24,677</td>
<td>2,332</td>
</tr>
<tr>
<td>Donated services capitalized as an asset</td>
<td>(105,000)</td>
<td>65,000</td>
</tr>
<tr>
<td>(Recovery) provision for uncollectible pledges</td>
<td>(53,000)</td>
<td>4,020</td>
</tr>
<tr>
<td>Change in allowance for uncollectible pledges</td>
<td>(2,608)</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>131,826</td>
<td>(347,426)</td>
</tr>
<tr>
<td>Other receivable</td>
<td>2,239</td>
<td>781</td>
</tr>
<tr>
<td>Food inventory</td>
<td>74,024</td>
<td>(33,896)</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>(6,497)</td>
<td>(283)</td>
</tr>
<tr>
<td>(Decrease) increase in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>18,094</td>
<td>10,101</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>7,785</td>
<td>(1,644)</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>475,019</td>
<td>365,781</td>
</tr>
</tbody>
</table>

| Cash flows from investing activities                     |          |          |
| Purchases of property and equipment                      | (1,064,155)| (7,894) |
| Construction in progress additions                       |          | (32,435)|
| Net cash used by investing activities                    | (1,064,155)| (40,329)|

| Net (decrease) increase in cash and cash equivalents     | (589,136)| 325,452 |
| Cash and cash equivalents - beginning of year            | 691,776  | 366,324 |
| Cash and cash equivalents - end of year                  | $102,640 | $691,776|

Supplemental disclosures of non-cash operating activities:

<table>
<thead>
<tr>
<th>Description</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated food support</td>
<td>$1,084,702</td>
<td>(817,497)</td>
</tr>
<tr>
<td>Donated food expense</td>
<td>$1,158,726</td>
<td>783,601</td>
</tr>
<tr>
<td>Donated supplies and services support</td>
<td>(105,000)</td>
<td></td>
</tr>
<tr>
<td>Donated supplies and services support and expense</td>
<td>$24,750</td>
<td>13,085</td>
</tr>
</tbody>
</table>

Supplemental disclosures of non-cash investing activity:

<table>
<thead>
<tr>
<th>Description</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction in progress reclassed to property and equipment</td>
<td>$32,435</td>
</tr>
</tbody>
</table>
1. Summary of Significant Accounting Policies

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

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

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

Management has not identified any uncertain tax positions and, therefore, no liability has been recorded in the financial statements. Northampton Survival Center, Inc.'s income tax filings are subject to audit by the Internal Revenue Service. Northampton Survival Center, Inc.'s open audit periods are 2008-2010.

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, 2011 and June 30, 2010.

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:

<table>
<thead>
<tr>
<th>Description</th>
<th>Useful Life</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leasehold improvements</td>
<td>15 - 30 years</td>
</tr>
<tr>
<td>Furniture and equipment</td>
<td>3 - 10 years</td>
</tr>
<tr>
<td>Vehicle</td>
<td>5 - 10 years</td>
</tr>
</tbody>
</table>

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, 2010 prepared by Feeding America, formerly known as, America’s Second Harvest. The valuation was $1.66 per pound during 2011 and $1.60 during 2010.

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>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture and equipment</td>
<td>$57,517</td>
<td>$37,073</td>
</tr>
<tr>
<td>Leasehold improvements</td>
<td>1,151,967</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>1,231,499</td>
<td>67,429</td>
</tr>
<tr>
<td>Total property and equipment</td>
<td>$1,183,679</td>
<td>$ 6,766</td>
</tr>
</tbody>
</table>

Northampton Survival Center, Inc. completed $1,143,626 in leasehold improvements to completely renovate its facilities that are leased from the City of Northampton (see Note 11).

Depreciation expense was $24,677 and $2,332 for the years ended June 30, 2011 and 2010, 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:

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Due in less than one year</td>
<td>$150,413</td>
<td>$195,754</td>
</tr>
<tr>
<td>Due in one to five years</td>
<td>65,187</td>
<td>151,672</td>
</tr>
<tr>
<td>Less: discount for present value</td>
<td>215,600</td>
<td>347,426</td>
</tr>
<tr>
<td>Less: allowance for uncollectible pledges</td>
<td>1,412</td>
<td>4,020</td>
</tr>
<tr>
<td>Total pledges receivable</td>
<td>$202,888</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 $49,927 and $52,226 to the Northampton Survival Center, Inc. for the years ended June 30, 2011 and 2010, respectively.
5. Temporarily Restricted Net Assets

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

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transportation fund</td>
<td></td>
<td>394</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>$1,674</td>
<td>2,500</td>
</tr>
<tr>
<td>Building fund</td>
<td>75,757</td>
<td>791,519</td>
</tr>
</tbody>
</table>

$77,431    $795,238

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 54% and 42% for the years ended June 30, 2011 and 2010, respectively. Northampton Survival Center, Inc.’s financial statements are impacted by not only the price per pound of donated food (see Note 1) that may vary year to year, but also by the volume of food received versus distributed during the fiscal year.

7. Subsequent Events

Northampton Survival Center, Inc. evaluated subsequent events after the statement of financial position date of June 30, 2010, through November 1, 2011, the date on which the financial statements were available to be issued, and concluded that no additional disclosures are required.

8. Capital Campaign

Over the two years presented in these financial statements, Northampton Survival Center, Inc. was involved in a capital campaign that raised funds for renovations to Northampton Survival Center, Inc.’s facilities in Northampton. 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. The campaign was successful and the renovations to Northampton Survival Center, Inc.’s facilities were completed during the year ended June 30, 2011.
9. Reclassifications

Certain reclassifications have been made to the 2010 comparative totals to conform to the 2011 presentation. These reclassifications have no effect on the previously reported change in net assets for the year ended June 30, 2010.

10. 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>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated office and program space</td>
<td>4,550</td>
<td></td>
</tr>
<tr>
<td>Donated advertising</td>
<td>1,000</td>
<td></td>
</tr>
<tr>
<td>Donated supplies and materials</td>
<td>5,685</td>
<td></td>
</tr>
<tr>
<td>Donated services</td>
<td>24,750</td>
<td>1,850</td>
</tr>
<tr>
<td>Total supplies and services expense</td>
<td>24,750</td>
<td>13,085</td>
</tr>
<tr>
<td>Donated services capitalized in leasehold improvements</td>
<td>105,000</td>
<td></td>
</tr>
</tbody>
</table>

Total donated supplies and services income $129,750 $13,085

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.

11. Rental Agreement

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

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$3,600</td>
</tr>
<tr>
<td>2013</td>
<td>3,600</td>
</tr>
<tr>
<td>2014</td>
<td>3,600</td>
</tr>
<tr>
<td>2015</td>
<td>3,600</td>
</tr>
<tr>
<td>2016</td>
<td>3,600</td>
</tr>
</tbody>
</table>
12. Line of Credit

During the year ended June 30, 2011, Northampton Survival Center, Inc. entered into a line-of-credit agreement with a bank that allows them to borrow up to $200,000 at the bank's base rate plus 2.00% (5.25% at June 30, 2011), with a minimum rate of 5.25%. The line of credit expires December 2013. The line of credit is subject to certain financial and nonfinancial covenants and any outstanding balances would be secured by substantially all the assets of Northampton Survival Center, Inc. There was no balance outstanding on the line of credit at June 30, 2011.