Northampton Survival Center
A food pantry serving the Hampshire County community

ANNUAL REPORT
July 1, 2011 — June 30, 2012

United Way
Pete's Tire Barn donates hams and potatoes for Christmas

Judy leads a workshop on growing a backyard garden

KSFP (Kids' Summer Food Program) shelves

Campus School donates personal care items

Patrick handles the arrival of fresh vegetables from local farms

Post Office Food Drive keeps volunteers busy

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

Clients shopping in the newly expanded pantry

Maria delights in the abundance of clothes and shoes

HRY Swim Team helps out at the Post Office Food Drive

The Center's young visitors bring us plenty of smiles

Karen offers fresh produce and a welcoming presence

Photo Credits: NSC Staff
Board of Directors
October 2011 – October 2012

Martin Walder – PRESIDENT
Northampton, MA

Amy Altwarg
Florence, MA

Gillian Andrews
Florence, MA

Michael Cohen
Northampton, MA

Karen Curran
Northampton, MA

John DiBartolo, Jr.
Florence, MA

Chris Landry
West Whately, MA

Karen Latuchie
Northampton, MA

Liz Leibowitz
Florence, MA

Sherry McGuire – CLERK
Southampton, MA

Rebecca Neimark – VICE PRESIDENT
Northampton, MA

Jeff Palm – TREASURER
Florence, MA

Kregg Strehorn
Florence, MA

Mark Sullivan
Northampton, MA

Michael White
Northampton, MA

Staff

Heidi Nortonsmith, Executive Director

Walter Clune, Office Manager

Maria Jimenez, Staff Assistant

Diane Meehan, Hilltown Pantry Director

Sarah Pease, Program Director

Lynne Saner, Volunteer Coordinator

Kristen Stake, Donor Relations Coordinator
OUR MISSION

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

History of the Northampton Survival Center

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

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

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

The Early Years

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

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

In October of 1982, the Mayor of Northampton, David Musante, persuaded a local landlord to donate a rent-free space in the old St. Regis building at 76 Pleasant Street. Once again, it was moving time for the Survival Center. While the move gave the Center more space -- and even an elevator for transporting food -- two things did not change: a shortage of money and the need for a dependable source of food. Compounding the growing difficulties was the lack of volunteers to keep the pantry operating.
By June of 1983, the Survival Center was in a crisis; it had lost its rent-free home on Pleasant Street -- a devastating and demoralizing blow for the barebones operation. The Board voted to close the Survival Center until more community support and dependable sources of food could be found.

The Growing Years

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

The Early Prospect Street Years

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

The NSC in the 21st Century

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

2011 Building Renovation and Program Expansion

On October 1, 2010 the Northampton Survival Center broke ground on a major building expansion and renovation, doubling the size of the usable space and turning the Center into a beautiful and welcoming space for the thousands of clients it serves every year. Having moved back into the new building in April, 2011, the Center’s staff and volunteers are now hard at work giving out more food than ever before, and striving to keep the shelves well-stocked with a wide variety of healthy groceries for struggling families throughout Hampshire County.
Food is one of our most basic needs. Along with oxygen, water, and regulated body temperature, it is a basic necessity for human survival. But food is much more than just nutrients. Food is at the core of human cultural and social beliefs about what it means to nurture and be nurtured.

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

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

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

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

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

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

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

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

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

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

Heidi Nortonsmith
Executive Director
<table>
<thead>
<tr>
<th>Towns</th>
<th>NORTHAMPTON PANTRY</th>
<th>HILLTOWN PANTRY</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>number of households</td>
<td>number of individuals</td>
<td>percent of individuals</td>
</tr>
<tr>
<td>Northampton</td>
<td>1,098</td>
<td>2,165</td>
<td>50%</td>
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<tr>
<td>Easthampton</td>
<td>409</td>
<td>875</td>
<td>20%</td>
</tr>
<tr>
<td>Chesterfield</td>
<td>13</td>
<td>38</td>
<td>1%</td>
</tr>
<tr>
<td>Cummington</td>
<td>12</td>
<td>29</td>
<td>1%</td>
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<tr>
<td>Goshen</td>
<td>4</td>
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</tr>
<tr>
<td>Hadley</td>
<td>57</td>
<td>142</td>
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</tr>
<tr>
<td>Hatfield</td>
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<td>124</td>
<td>3%</td>
</tr>
<tr>
<td>Huntington</td>
<td>3</td>
<td>10</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Middlefield</td>
<td>1</td>
<td>1</td>
<td>&lt;1%</td>
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<tr>
<td>Plainfield</td>
<td>5</td>
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<td>&lt;1%</td>
</tr>
<tr>
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<td>372</td>
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<tr>
<td>Southampton</td>
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<td>86</td>
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<tr>
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<td>18</td>
<td>45</td>
<td>1%</td>
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<td>Williamsburg</td>
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<td>76</td>
<td>2%</td>
</tr>
<tr>
<td>Worthington</td>
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<tr>
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<tr>
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<tr>
<td>Other</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>communities</td>
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<td>72</td>
<td>2%</td>
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<tr>
<td>Grand Totals</td>
<td>2,146</td>
<td>4,361</td>
<td>100%</td>
</tr>
<tr>
<td>Towns</td>
<td>Northampton Pantry</td>
<td>Hilltown Pantry</td>
<td>Total</td>
</tr>
<tr>
<td>---------------</td>
<td>--------------------</td>
<td>----------------</td>
<td>-------------</td>
</tr>
<tr>
<td></td>
<td>number of household visits</td>
<td>number of individual visits</td>
<td>percent of individual visits</td>
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<tr>
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<td>5,196</td>
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<td>Goshen</td>
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<td>724</td>
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<tr>
<td>Huntington</td>
<td>12</td>
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<td>&lt;1%</td>
</tr>
<tr>
<td>Middlefield</td>
<td>1</td>
<td>1</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Plainfield</td>
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<td>86</td>
<td>&lt;1%</td>
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<tr>
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<td>774</td>
<td>2,038</td>
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</tr>
<tr>
<td>Southampton</td>
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<td>371</td>
<td>2%</td>
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<tr>
<td>Westhampton</td>
<td>103</td>
<td>271</td>
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<tr>
<td>Worthington</td>
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</tr>
<tr>
<td>Homeless</td>
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<td><strong>Subtotals</strong></td>
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<td>Other communities</td>
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<tr>
<td><strong>Grand Totals</strong></td>
<td>9,666</td>
<td>20,533</td>
<td><strong>100%</strong></td>
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### Client Demographics

#### NUMBER OF CLIENTS SERVED

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
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<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY12</td>
<td>2,146</td>
<td>4,361</td>
<td>164</td>
</tr>
<tr>
<td>FY11</td>
<td>1,978</td>
<td>3,946</td>
<td>124</td>
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<tr>
<td>change from FY11 to FY12</td>
<td>8%</td>
<td>11%</td>
<td>32%</td>
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#### NUMBER OF TIMES OUR CLIENTS VISITED US

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
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<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY12</td>
<td>9,666</td>
<td>20,533</td>
<td>1,339</td>
</tr>
<tr>
<td>FY11</td>
<td>8,634</td>
<td>17,780</td>
<td>1,278</td>
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<tr>
<td>change from FY11 to FY12</td>
<td>12%</td>
<td>15%</td>
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#### NEW CLIENTS SERVED

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
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<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY12</td>
<td>663</td>
<td>1,251</td>
<td>35</td>
</tr>
<tr>
<td>FY11</td>
<td>622</td>
<td>1,105</td>
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<tr>
<td>change from FY11 to FY12</td>
<td>7%</td>
<td>13%</td>
<td>119%</td>
</tr>
<tr>
<td>Gender</td>
<td>Northampton Pantry</td>
<td>Hilltown Pantry</td>
<td>Total</td>
</tr>
<tr>
<td>--------</td>
<td>--------------------</td>
<td>----------------</td>
<td>-------</td>
</tr>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>Male</td>
<td>2,082</td>
<td>48%</td>
<td>164</td>
</tr>
<tr>
<td>Female</td>
<td>2,279</td>
<td>52%</td>
<td>193</td>
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<tr>
<td>Total Clients</td>
<td>4,361</td>
<td>100%</td>
<td>357</td>
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<table>
<thead>
<tr>
<th>Age</th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
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<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>Children 0 - 12</td>
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<td>17%</td>
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</tr>
<tr>
<td>Teens 13 - 17</td>
<td>480</td>
<td>11%</td>
<td>26</td>
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<tr>
<td>Adults 18 - 64</td>
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<td>65%</td>
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<tr>
<td>Adults 65+</td>
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<td>Total Clients</td>
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<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
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<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>African American</td>
<td>291</td>
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</tr>
<tr>
<td>Asian</td>
<td>81</td>
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<tr>
<td>Caucasian</td>
<td>2,892</td>
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<td>Hispanic</td>
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<tr>
<td>Native American</td>
<td>26</td>
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<td>2</td>
</tr>
<tr>
<td>Other</td>
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<td>5%</td>
<td>4</td>
</tr>
<tr>
<td>Total Clients</td>
<td>4,361</td>
<td>100%</td>
<td>357</td>
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## Food Received in FY12 (in pounds)

<table>
<thead>
<tr>
<th></th>
<th>PURCHASED FOOD (34% of total food received)</th>
<th>DONATED FOOD (66% of total food received)</th>
<th>TOTAL RECEIVED</th>
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<tbody>
<tr>
<td></td>
<td>Food Bank</td>
<td>Retail</td>
<td>Community Donations</td>
</tr>
<tr>
<td>Northampton Pantry</td>
<td>172,484</td>
<td>35,369</td>
<td>240,155</td>
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<tr>
<td>Hilltown Pantry</td>
<td>36,020</td>
<td>1,975</td>
<td>6,006</td>
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<tr>
<td>TOTALS</td>
<td>208,504</td>
<td>37,344</td>
<td>246,161</td>
</tr>
<tr>
<td>Percent</td>
<td>29%</td>
<td>5%</td>
<td>34%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>COST OF FOOD</th>
<th></th>
<th></th>
<th></th>
<th></th>
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<tbody>
<tr>
<td></td>
<td>$86,540.06</td>
<td>$36,221.28</td>
<td>$0</td>
<td>$0</td>
<td>$122,761.34</td>
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### Sources of community food donations

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

### Sources of Food

- Government & Food Bank Donations: 32%
- Food Bank Purchases: 29%
- Community Donations: 34%
- Retail Purchases: 5%
## Food Distributed in FY12 (in pounds)

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

### POUNDS OF FOOD DISTRIBUTED IN OUR BASIC PACKAGE

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

### TOTAL POUNDS DISTRIBUTED TO CLIENTS

<table>
<thead>
<tr>
<th>year</th>
<th>total pounds</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>686,436</td>
</tr>
<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

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

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

Prime Incorporated
Pritchard Family Foundation
Project Bread
Prospect Meadow Farm
Quon Quont Farm
Random House
Rao’s Coffee
River Valley Market
Riverbend Animal Hospital
Robinson Properties
Rosenberg Committee
Salvation Army
Select Equity Group, Inc.
ServiceNet, Inc.
Shelburne Falls Coffee Roasters – Hadley
Shelburne Falls Coffee Roasters - Northampton
ShinJin Temple Two Streams Zen
Sierra Grille
Silverscape Designs
Smith College Basketball
Smith College Botanical Gardens
Smith College Campus School
Smith College Development Office
Smith College Food Service
Smith College Hillel
Southampton Police Department
Southampton Women’s Club
St. Elizabeth Ann Seton Parish
St. John’s Episcopal Church
St. Mary’s Church
St. Philip’s Episcopal Church
Starbucks Coffee
Strategic Capital Solutions
Strides Human Performance Institute
Strong & Healthy Smiles by Dr. Sue
Sunnyside Childcare
Super Stop & Shop Hadley
Super Stop & Shop Northampton
Tea Trekker
Temp-Pro, Inc.
Tender Loving Care Women’s Group
The Benjamin Company
The Darcy Company
The Galesi Family Foundation, Inc.
The Housechurch

The Iva and Jerome Preston Charitable Trust
The Murphys Realtors
The Pittsburgh Foundation
The Springfield Renaissance School
The Stanley Works
Thomson Financial Management
Thornes Marketplace, LLC
Tossed Salad
Town Farm
TRUIST
UMass Amherst Power Up, Social & Behavioral Sciences Department
Unitarian Society of Northampton and Florence
United Food and Commercial Workers Union
United Way of Central and Northeastern Connecticut
United Way of Hampshire County
United Way of Pioneer Valley
Universal Health and Fitness
V.F.W. Auxiliary 8006
Valley Medical Group
Valley Motorsports, Inc.
Vici Hair Salon & Beauty Bar
VNA and Hospice of Cooley Dickinson
Walmart
Webber & Grinnell Ins. Agency
Webelos Troop 705
Webs – America’s Yarn Store
West Cummingston Congregational Church
Westhampton Congregational Church
Westhampton Elementary School
White Brook Middle School
William E. Norris School
Williamburg Lions Club
Williston Northampton School
Wohl Family Dentistry
Woodstar Café
Worthington Health Center
Wright Builders
Xeric Foundation
Zurn, Sharp, & Heyman, LLC
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to...

Hayat Abuza
Mardi Abuza
Robert Abuza
Bob Adams
Taylor Adams
Gwen Agna
Juan Carlos Aguilar
Evan Aird
Nick Alexander
Macklin Allen
Roscoe Allen
Amy Altwarg
Bill Ames
Laura Anderson
Gillian Andrews
Ana Araujo
Ray Asbin
Bethany Ashworth
Rob Astor
Diana Barrios
Jeanne Barron
Laura Barrus
Catherine Bartlett
Dick Bauman
Polly Baumer
Allan Baustin
Ana Baustin
Eliza Beardslee
Michael Beattie
Liz Bedell
Blair Bell
Andy Berg
Deb Bernardini
Olivia Bernstein
Justine Bertram
Sarah Bishop
Diane Boisvert
Bruce Bokor
Meghan Bone
Ana & Jenny Bonilla
Caitlin Bosco
Mark Bosz
Liam Boulanger
Dane Braastad
Izzy Brasil
Naomi Braude
Merrick Breuer
Lynne Brill
Ann Brooks
Emma Brown
Peter Brown
Roger Brown
Kimberly Brozo
Debin Bruce
Carol Brussel
Marylou Burgess
David Burton
Eliot Bush
Allison Butler
John Califano
Marlena Candelario
Romero
Brian Carey
Laura Carl
Frederick Carlisle
Kate Carlson
Mark Carmien
Bob Carroll
Megan Caska
Alberto Castro
Mary Challet
Annie Clattenburg
Eva Climan
Amy Cohen
Michael Cohen
Chris Collins
Eileen Collins
Deanna Cook
Jeremiah Cook
Taylor Cook
Gabriel Cooney
Clare Cooney
Heidi Cooper
Michael Cote
Be Courage
Robeson Cowhey
Karen Cox
Joshua Crane
Karen Curran
Adam Daniere
Imojene Dann
Jenny Davis
Jake Dawson
Euri De Oliveira
Joe Debiec
John Degnan
Elena DeJesus
John DiBartolo, Jr.
Andrea Domingue
Tanika Douglas
Diane Drohan
Nicki Duda
Peter Duggan
Greg D’Unger
Deanna Dunn
Helen Dupes
Lena Eckert-Erdheim
Dana Egan-Sherry
Marcy Eisenberg
Vahram Elagoz
Judy Eldred
Angie Ellison
Deanna English
Carl Erickson
Gail Evans
Sharon Fagan
Adele Fantasia
Jasmine Feliz
Michael Filas
Steve Fitzek
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to...

Maureen Flannery
Louise Flynn
Pauline Fogel
Emma Folchman-Wagner
Marianne Foote
Abby Forcier
Emory Ford
Karen Gallik
Irene Garjian
Marilyn Giles
Amelia Gilson
Maria Jose Gimenez
Margot Glass
Jonathan Goldman
Lisa Goleb
Ken Gordon
Jamila Gore
Heather Gorton
Meg Grant
Linda Graves
Jake Greenburg
Lucy Greenburg
Patrick Gregory
Sandy Gregory
Judy Griggs
Bob Gruber
Dennis Gurn
Flo Haas
Jonah Hahn
Adam Hale
Tony Hall
Bruce Harrison
Helen Harrison
Lucy Harrison
Arlene Harry
Clint Hartzell
Ann Hastings
Charlie Healy
Diana Healy
Margie Helly
Paige Hendry-Bodnar
Anne Heston
LT Hewlings
Ben Hill
Nicholas Hill
Aidan Holloway-Bidwell
Judy Holman
Jocelyn Howard
Lauren Howe
Camilla Humphreys
Phil Huyser
Annie Innes-Gold
Harly Isgur
Marah Johnston
Sarah Johnston
Eleanor Jones
Jeannie Jones
Jeffrey Jones
Nat Jones
Nancy Jordan
Linda Kaks
Ben Kalish
Robin Karlin
Jane Kaufman
Caitlyn Keckeissen
Amy Kemper
Katie Keppeler
Shelby Kinney-Lang
Dan Kirsch
Margaret Klein
Sarah Klein
Erin Kokdil
Ruthie Kornblatt-Stier
Leila Kouakou
Kate Kratovil
Miriam Krell Bourke
Rick Kristek
Shauneen Kroll
Allison Kwiecinski
Caron LaBrecque
Chris Landry
Serges LaRiviere
Linda Larouche
Karen Latuchie
Ginger Lavalle
Jon Lees
Liz Leibowitz
Rachel Leibowitz
Ben Lesko
Lillian Leuenberger
Jacob Levitt
Zach Levitt
Hannah Levy
Abby Lieberman
Julie Lieberman
Dick Liebl
Mary Likins
Mathew Long
Karena Longo
Richard Loomis
Karen Lopez
Felicia Lundquist
Jean Lusskin
Matt Lustig
Jane Lynne Howe
Colin Machat
Susan Mals
Karen Mandeville
Kara Martin
Eliza Mason
Justin Maynard
Karen McAmis
Dylan McCoy
Kris McCue
Kris McCue
Alan McCutcheon
Ella McDonald
James McDonald
Sherry McGuire
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to...

Shawn McManus
Marlene Mead
Michael Meehan
Bekky Mekler
Carol Melin
Donna Meller
Amy Meltzer
Bryan Midura
Dorien Miller
Tracy Mindess
Mindy Misener
Nathan Mize
Maureen Moore
Susan Moore
Hannah Morehouse
Alyssa Moskites
Sharon Moulton
Jim Mueller
Christine Mulcahy
Bel Muller
Brighid Murphy
Dick Musser
Linda Nadeau
Mark Nasjletti
Rebecca Neimark
Dick Newman
Emma Newman
Mariel Norris
Avery Nortonsmith
Quinn Nortonsmith
Bobbe O'Brien
Jason O'Connor
Jay O'Connor
Mally O'Hare
Sydney O'Leary
Lisa O'Malley
Deb Orgera
Ruth Ann Orlandsy
Diane O'Sullivan
Josh Owsley
Becky Pace
Jeff Palm
Tim Parent
Chris Parrish
Danielle Pedelaborde
Michelle Pederzani-Dinneen
Catherine Pentoney
Renata Pepi
Marissa Perez
Muriel Piniez
Peter Pitrat
Emily Poehlein
Claire Premo
Chris P'Simer
Tom Quinn
Peter Rakelbusch
Kristina Ramsden
Evan Ray
Zeke Reffe-Hogan
Patrick Regan
Pete Rego
Phil Reid
JoJo Renard
Kathleen Rhine
Rob Rice
Toni Rickles
Leela Riesz
Seamus Riordan
Mary Risley
Belle Rizzo
Mike Robbins
Jesslyn Rodney
Tory Rosen
Peter Rowe
MacKenzie Royce
Andrea Rudolph
Christina Ruggiero-Corliss
Margaret Russell
Hannah Ryan
Jen Ryan
Jessica Salvatore
Mari Santos
Adam Saunders
Molly Sauvain
Cathy-Ann Savarese
Tommy Savarese
Sean Sawicki
Kate Scheffey
Reed Schimmelfing
Alan Seewald
Mark Shannahan
Daniel Sharkey Esrick
Rayanne Shaw
Justine Sheffler
Betsy Siersma
Pearl Silverman
Kate Simmons
Kathy Sinclair
Deborah Sklar
Hilary Sloin
Suzanne Smith
Jane Sommer
Anya Spector
Maria Sperduti
Barbara Rose Spierer
Stacey Steinbach
Jessie Stempel
Elana Sternick
Sara Sternick
Kregg Strehorn
Jody Stryszur
Joni Sullivan
Mark Sullivan
Lily Sun
Fran Sweeney
Linda Sweeney
Bruce Sylvia
Michael Szostak
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2012 volunteers. Many thanks to...

Tyler Tannen-Barrup
Jessica Tanner
Elise Taylor
Holly Taylor
Kathy Teece
Kayla Tegeler
Fran Thibault
Andreas Thompson
Barbara Thompson
Ruth Tirado
Ivana Toone
Sean Tousey-Pfarrer
Jim Tripp
Hannah Trumbo
Tyler Van Fleet
Mary Vaughan
Jorge Velasquez
Caroline von Herrmann
Katharina von Herrmann
Jordan Walder
Marty Walder
Ellen Wall
Nan Walsh
Amita Wanar
Maddie Warren
Lori Wayson
Mary Webber
Fred Wellman
Sophie Westphal
Michael White
Jessica Wignall
Donna Wilkins-Carmody
ElizaAnn Wilkins-Carmody
Cher Willems
Trixie Willems
Diane Williams
Robert Williams
Harriet Wilson
Kathy Winkler
Aidan Winn
Steve Winn
Elaine Wolf
Judy Wolf
Jean Woods
Patricia Wright
Analee Wulfkuhle
Drew Wyman
Johnnie Yeskie
Brettney Young
Nancy Young
Betsy Yount
Tim Zajac
Charlie Zinn
Lily Zogbaum
Julie Zuckman
Imagine Northampton
NHS Key Club
HRY Dolphins
Northampton Survival Center
Strategic Plan
January 2010 – December 2012

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

Program Goal  (Program Committee)
*Improve quantity and quality of food distributed, while promoting client dignity and respect.*
- Implement and evaluate internal processes to ensure compliance with our mission
- Improve access for the community through publicity, reduction in wait times, and removal of barriers to transportation
- Continue to develop best practices for program
- Consider staff and volunteer needs as program expands
- Integrate the evolving program needs, including educational programming, into the building renovation

Finance Goal  (Finance Committee)
*Maintain and improve financial stability and accountability of the NSC.*
- Develop long-range projections and budget
- Continue to develop and implement best practices for accounting and investments

Development Goal  (Development Committee)
*Maintain and improve financial stability and sustainability of the NSC.*
- Increase individual giving to the NSC
- Develop major gift program
- Foster partnerships with the local business community
- Implement long-range development plan
- Maintain the reserve fund

Building Goal  (Renovation Committee)
*Renovate and expand the physical facility to allow the NSC to meet the growing and changing food security needs of the community.*
- Raise funds for renovation, construction and maintenance of the building (Capital Campaign Committee)
- Design, plan and construct renovation and expansion of the building
- Review and improve use of exterior property

Board Goal  (Governance Committee)
*Improve Board and Committee effectiveness and development, with community involvement and support.*
- Evaluate and improve Board composition and development
- Evaluate and improve Committee composition, communication and collaboration
- Involve the community in Board and Committee activities
**Organizational Chart of the Northampton Survival Center**

**Executive Director**

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

**Program Director**

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

**Volunteer Coordinator**

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

**Office Manager**

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

**Hilltown Pantry Director**

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

**Staff Assistant**

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

**Board of Directors**

**Responsibilities:**
- Establish policy
- Hire Executive Director

**Donor Relations Coordinator**

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

NORTHAMPTON SURVIVAL CENTER, INC.

Northampton, Massachusetts

June 30, 2012

Boisselle, Morton & Associates, LLP
Certified Public Accountants
<table>
<thead>
<tr>
<th>Topic</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Independent Auditors’ Report</td>
<td>1</td>
</tr>
<tr>
<td>Statement of Financial Position</td>
<td>2</td>
</tr>
<tr>
<td>Statement of Activities</td>
<td>3</td>
</tr>
<tr>
<td>Statement of Functional Expenses</td>
<td>4</td>
</tr>
<tr>
<td>Statement of Cash Flows</td>
<td>5</td>
</tr>
<tr>
<td>Notes to Financial Statements</td>
<td>6-10</td>
</tr>
</tbody>
</table>
To the Board of Directors
Northampton Survival Center, Inc.
Northampton, Massachusetts

Independent Auditors’ Report

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

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

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

Boisselle, Morton & Associates, LLP

November 2, 2012
NORTHAMPTON SURVIVAL CENTER, INC.
Statement of Financial Position
June 30, 2012 (with comparative totals for June 30, 2011)

<table>
<thead>
<tr>
<th>Assets</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$246,468</td>
<td>$102,640</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>49,295</td>
<td>202,188</td>
</tr>
<tr>
<td>Food inventory</td>
<td>58,844</td>
<td>42,571</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>8,993</td>
<td>9,319</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>1,136,810</td>
<td>1,183,679</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$1,500,410</strong></td>
<td><strong>$1,540,397</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$16,223</td>
<td>$33,467</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>15,263</td>
<td>14,846</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>31,486</strong></td>
<td><strong>48,313</strong></td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>1,458,561</td>
<td>1,414,653</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>10,363</td>
<td>77,431</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>1,468,924</strong></td>
<td><strong>1,492,084</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$1,500,410</strong></td>
<td><strong>$1,540,397</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, 2012 (with comparative totals for the year ended June 30, 2011)

<table>
<thead>
<tr>
<th></th>
<th>2012 Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>2011 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue and support</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated food</td>
<td>$ 1,195,759</td>
<td>$ 1,195,759</td>
<td>$ 1,084,702</td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>277,900</td>
<td>277,900</td>
<td>507,123</td>
<td></td>
</tr>
<tr>
<td>United Way</td>
<td>64,933</td>
<td>64,933</td>
<td>49,927</td>
<td></td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td>650</td>
<td>650</td>
<td>129,750</td>
<td></td>
</tr>
<tr>
<td>Emergency Food and Shelter Program</td>
<td>739</td>
<td>739</td>
<td>2,250</td>
<td></td>
</tr>
<tr>
<td>Community Development Block Grant</td>
<td>33,356</td>
<td>33,356</td>
<td>43,830</td>
<td></td>
</tr>
<tr>
<td>Grants - other</td>
<td>108,811</td>
<td>3,500</td>
<td>112,311</td>
<td>177,952</td>
</tr>
<tr>
<td>Special events</td>
<td></td>
<td></td>
<td></td>
<td>13,448</td>
</tr>
<tr>
<td>Interest income</td>
<td>360</td>
<td></td>
<td>360</td>
<td>4,979</td>
</tr>
<tr>
<td><strong>Net assets released from restrictions</strong></td>
<td>70,568</td>
<td>(70,568)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total revenue and support</strong></td>
<td>1,753,076</td>
<td>(67,068)</td>
<td>1,686,008</td>
<td>2,013,961</td>
</tr>
</tbody>
</table>

**Expenses**

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>2011 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>1,559,326</td>
<td></td>
<td>1,559,326</td>
<td>1,481,686</td>
</tr>
<tr>
<td>Administration</td>
<td>57,429</td>
<td></td>
<td>57,429</td>
<td>35,407</td>
</tr>
<tr>
<td>Development</td>
<td>92,413</td>
<td></td>
<td>92,413</td>
<td>113,389</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>1,709,168</td>
<td></td>
<td>1,709,168</td>
<td>1,630,482</td>
</tr>
</tbody>
</table>

**Change in net assets**

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>2011 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>43,908</td>
<td></td>
<td>(23,160)</td>
<td>383,479</td>
</tr>
</tbody>
</table>

**Net assets - beginning of year**

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>2011 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets - beginning of year</td>
<td>1,414,653</td>
<td></td>
<td>1,492,084</td>
<td>1,108,605</td>
</tr>
</tbody>
</table>

**Net assets - end of year**

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>2011 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets - end of year</td>
<td>$ 1,458,561</td>
<td>$ 10,363</td>
<td>$ 1,468,924</td>
<td>$ 1,492,084</td>
</tr>
</tbody>
</table>

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

- 3 -
NORTHAMPTON SURVIVAL CENTER, INC.
Statement of Functional Expenses
Year Ended June 30, 2012 (with comparative totals for the year ended June 30, 2011)

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Program</td>
<td>Administration</td>
</tr>
<tr>
<td>Salaries</td>
<td>$133,570</td>
<td>$24,654</td>
</tr>
<tr>
<td>Payroll taxes</td>
<td>13,475</td>
<td>2,111</td>
</tr>
<tr>
<td>Fringe benefits</td>
<td>12,184</td>
<td>2,249</td>
</tr>
<tr>
<td><strong>Total employee compensation and related</strong></td>
<td><strong>159,229</strong></td>
<td><strong>29,014</strong></td>
</tr>
<tr>
<td>Donated food</td>
<td>1,179,486</td>
<td></td>
</tr>
<tr>
<td>Purchased food</td>
<td>122,276</td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>41,758</td>
<td>5,111</td>
</tr>
<tr>
<td>Professional fees</td>
<td>17,243</td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>8,792</td>
<td>1,076</td>
</tr>
<tr>
<td>Utilities</td>
<td>5,267</td>
<td>972</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>7,279</td>
<td>891</td>
</tr>
<tr>
<td>Advertising and promotion</td>
<td>6,155</td>
<td></td>
</tr>
<tr>
<td>Furnishings and small equipment</td>
<td>5,964</td>
<td></td>
</tr>
<tr>
<td>Food transportation</td>
<td>5,802</td>
<td></td>
</tr>
<tr>
<td>Printing</td>
<td>4,113</td>
<td>924</td>
</tr>
<tr>
<td>Fundraising events</td>
<td>4,778</td>
<td></td>
</tr>
<tr>
<td>Postage</td>
<td>2,815</td>
<td>519</td>
</tr>
<tr>
<td>Office</td>
<td>2,511</td>
<td>464</td>
</tr>
<tr>
<td>Telephone and internet</td>
<td>2,333</td>
<td>431</td>
</tr>
<tr>
<td>Rent</td>
<td>2,126</td>
<td>393</td>
</tr>
<tr>
<td>Travel</td>
<td>2,245</td>
<td>391</td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td>650</td>
<td></td>
</tr>
<tr>
<td>Supplies</td>
<td>525</td>
<td></td>
</tr>
</tbody>
</table>

**Total expenses** | **$1,559,326** | **$57,429** | **$92,413** | **$1,709,168** | **$1,630,482**

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

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

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</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>$ (23,160)</td>
<td>$ 383,479</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>46,869</td>
<td>24,677</td>
</tr>
<tr>
<td>Donated services capitalized as an asset</td>
<td>(105,000)</td>
<td></td>
</tr>
<tr>
<td>Recovery of uncollectible pledges</td>
<td>(53,000)</td>
<td></td>
</tr>
<tr>
<td>Change in allowance for uncollectible pledges</td>
<td>(4,000)</td>
<td>(2,608)</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>156,893</td>
<td>131,826</td>
</tr>
<tr>
<td>Other receivable</td>
<td></td>
<td>2,239</td>
</tr>
<tr>
<td>Food inventory</td>
<td>(16,273)</td>
<td>74,024</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>326</td>
<td>(6,497)</td>
</tr>
<tr>
<td>(Decrease) increase in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>(17,244)</td>
<td>18,094</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>417</td>
<td>7,785</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>143,828</td>
<td>475,019</td>
</tr>
</tbody>
</table>

| Cash flows from investing activities |          | (1,064,155) |
| Purchases of property and equipment |          | (1,064,155) |
| Net cash used by investing activities |          |          |

Net increase (decrease) in cash and cash equivalents 143,828 (589,136)

Cash and cash equivalents - beginning of year 102,640 691,776

Cash and cash equivalents - end of year $ 246,468 $ 102,640

Supplemental disclosures of non-cash operating activities:
- Donated food support $ (1,195,759) $ (1,084,702)
- Donated food expense $ 1,179,486 $ 1,158,726
- Donated supplies and services support $ (105,000) $ 24,750

Supplemental disclosures of non-cash investing activity:
- Construction in progress reclassed to property and equipment $ 32,435

The accompanying notes are an integral part of these financial statements.
1. Summary of Significant Accounting Policies

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Property and equipment consisted of the following at June 30:

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture and equipment</td>
<td>$57,517</td>
<td>$57,517</td>
</tr>
<tr>
<td>Leasehold improvements</td>
<td>1,151,967</td>
<td>1,151,967</td>
</tr>
<tr>
<td>Vehicle</td>
<td>22,015</td>
<td>22,015</td>
</tr>
<tr>
<td></td>
<td>1,231,499</td>
<td>1,231,499</td>
</tr>
<tr>
<td>Less accumulated depreciation</td>
<td>94,689</td>
<td>47,820</td>
</tr>
<tr>
<td>Total property and equipment</td>
<td>$1,136,810</td>
<td>$1,183,679</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 in 2011.

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

3. Pledges Receivable

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

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

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Due in less than one year</td>
<td>$50,432</td>
<td>$150,413</td>
</tr>
<tr>
<td>Due in one to five years</td>
<td>7,000</td>
<td>65,187</td>
</tr>
<tr>
<td>Less: discount for present value</td>
<td>57,432</td>
<td>215,600</td>
</tr>
<tr>
<td>Less: allowance for uncollectible pledges</td>
<td>137</td>
<td>1,412</td>
</tr>
<tr>
<td>Total pledges receivable</td>
<td>8,000</td>
<td>12,000</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 $59,167 and $49,927 to the Northampton Survival Center, Inc. for the years ended June 30, 2012 and 2011, respectively.
5. Temporarily Restricted Net Assets

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

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fresh Local Produce project</td>
<td>3,500</td>
<td>1,674</td>
</tr>
<tr>
<td>Building fund</td>
<td>6,863</td>
<td>75,757</td>
</tr>
<tr>
<td></td>
<td><strong>10,363</strong></td>
<td><strong>77,431</strong></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 71% and 54% for the years ended June 30, 2012 and 2011, respectively. Northampton Survival Center, Inc.'s financial statements are impacted by not only the price per pound of donated food (see Note 1) that may vary year to year, but also by the volume of food received versus distributed during the fiscal year.

7. Donated Supplies and Services

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

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated services</td>
<td>650</td>
<td>24,750</td>
</tr>
<tr>
<td>Total supplies and services expense</td>
<td>650</td>
<td>24,750</td>
</tr>
<tr>
<td>Donated services capitalized in leasehold improvements</td>
<td>0</td>
<td>105,000</td>
</tr>
<tr>
<td>Total donated supplies and services income</td>
<td><strong>650</strong></td>
<td><strong>129,750</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.
8. Rental Agreement

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

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<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>
<tr>
<td>2017</td>
<td>3,600</td>
</tr>
</tbody>
</table>

9. Line of Credit

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

10. Subsequent Events

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