ANNUAL REPORT
July 1, 2012 — June 30, 2013

Northampton Survival Center
A food pantry serving the Hampshire County community

United Way
<table>
<thead>
<tr>
<th>Nursing students from UMASS provided basic health education</th>
<th>As a Local Hero, we provided seeds and starters to clients</th>
<th>Greg from the Carolinas surprised us with a truckload of apples</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fresh local milk from Our Family Farms was a highlight of our year</td>
<td>Spices were a central part of our new Cooking Support Program</td>
<td>Enterprise Farm’s “People’s Share” brought fresh produce to the neighborhood</td>
</tr>
<tr>
<td>High School students helped make the Kids’ Summer Food Program run smoothly</td>
<td>Crestal Health Periodonics donated wonderful oral health kits</td>
<td>Ari and Joe organized a HUGE children’s book drive for our families</td>
</tr>
</tbody>
</table>

Photo Credits: NSC Staff
Board of Directors
October 2012 – October 2013

Martin Walder – PRESIDENT
Northampton, MA

Rebecca Neimark – VICE PRESIDENT
Northampton, MA

Jeff Palm – TREASURER
Florence, MA

Chris Landry – CLERK
Northampton, MA

Amy Altwarg
Florence, MA

Karen Latuchie
Montague, MA

Gillian Andrews
Florence, MA

Liz Leibowitz
Florence, MA

Michael Cohen
Northampton, MA

Kregg Strehorn
Amherst, MA

Karen Curran
Northampton, MA

Mark Sullivan
Northampton, MA

Tim Jones
Northampton, MA

Michael White
Northampton, MA

Kristin Kelly
Northampton, MA

Staff

Heidi Nortonsmith, Executive Director

Walter Clune, Office Manager

Amy Marsters, Donor Relations Coordinator

Diane Drohan, Volunteer Coordinator

Diane Meehan, Hilltown Pantry Director

Maria Jimenez, Staff Assistant

Sarah Pease, Program Director
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 able to give out more food than ever before, and they work hard to keep the shelves well-stocked with a wide variety of healthy groceries for struggling families throughout Hampshire County.
Message from the President

During my tenure serving on the Northampton Survival Center Board of Directors, I have seen extraordinary changes. The organization is now strong and stable. We have a board of directors that is bringing new energy and ideas with a focus on the future. Our exceptional executive director, Heidi Nortonsmith has brought together a great staff that is cohesive, compassionate and effective. The board and staff have completed a new three year strategic plan which will focus on improvements to our programs and long term financial stability.

Our volunteer community continues to allow our clients to have a positive experience when they visit the NSC. Some of our neighbors are hungry, so our work must carry on.

It has been both my honor and privilege to have had this opportunity to serve the community.

Martin J. Walder
President, Board of Directors
**Strength, health, excellence**

This past year has been a particularly satisfying one, as the Center has moved through an era of rapid change to a place of great strength. Most importantly, we continued to innovate and expand our programs, improving the ways in which we serve and support our clients. Our programs are thriving, and they remain at the center of what guides us in our daily interactions with clients and volunteers, informs our strategic planning, and conveys to the wider world the essence of our mission.

The Center reached an important milestone this year in being named a “Local Hero” by CISA, our local agriculture support organization, on the strength of our many collaborations designed to make fresh and local food more available to our clients. Relevant program initiatives which began or developed during this year included:

- Partnering with Our Family Farms, a local dairy cooperative, to provide fresh local milk instead of the previously-offered dry milk. This was an important expansion to our very successful experiment in offering fresh milk through our Kids’ Summer Food Program in the summer of 2012, and one we expect to continue for at least the next three years.

- Collaborating with Enterprise Farm to offer “the People’s Share”, a weekly farm share program at the Center in which subscribers underwrote a substantial donation of fresh produce to the Center’s clients.

- Including fresh fruit such as oranges in our Kids’ Summer Food Program package as a welcome alternative to canned fruits, adding healthy proteins like cheese and eggs, and augmenting the package with samples of “healthy alternative snacks” such as whole grain granola bars and low-sodium baked pita chips.

- Beginning a Cooking Support Program, including cooking oils, spices, recipes and demonstrations to encourage healthy meal preparation at home.

- Distributing more healthy ingredients, enlarging our clients’ access to fresh produce and improving their familiarity with a range of fruits and vegetables and information about how to prepare them.

- Providing seeds, seedlings, and starter plants to hundreds of families to grow in their own yards and window boxes, including herbs, vegetables and flowers.

- Providing fruits and healthy snacks to children visiting our new family literacy workshops offered weekly this summer as an addition to our Kids’ Summer Food Program.

- Offering resources for wellness, including on-site nursing, social work, and other resource people, to help clients identify habits and make lifestyle changes for increased health and well-being.

Heidi Nortonsmith
Executive Director
Volume of Clients and Client Visits Over Time

- Number of Individual Visits
- Number of Individual Clients
## Number of Clients Served in FY13

<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</td>
<td>number of</td>
<td>number of</td>
</tr>
<tr>
<td></td>
<td>households</td>
<td>individuals</td>
<td>percent of</td>
</tr>
<tr>
<td>Northampton</td>
<td>1,059</td>
<td>2,110</td>
<td>50%</td>
</tr>
<tr>
<td>Easthampton</td>
<td>375</td>
<td>832</td>
<td>20%</td>
</tr>
<tr>
<td>Chesterfield</td>
<td>8</td>
<td>18</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Cummington</td>
<td>17</td>
<td>39</td>
<td>1%</td>
</tr>
<tr>
<td>Goshen</td>
<td>5</td>
<td>12</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Hadley</td>
<td>54</td>
<td>139</td>
<td>3%</td>
</tr>
<tr>
<td>Hatfield</td>
<td>61</td>
<td>126</td>
<td>3%</td>
</tr>
<tr>
<td>Huntington</td>
<td>3</td>
<td>8</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Middlefield</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Plainfield</td>
<td>5</td>
<td>15</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>South Hadley</td>
<td>124</td>
<td>328</td>
<td>8%</td>
</tr>
<tr>
<td>Southampton</td>
<td>44</td>
<td>100</td>
<td>2%</td>
</tr>
<tr>
<td>Westhampton</td>
<td>20</td>
<td>44</td>
<td>1%</td>
</tr>
<tr>
<td>Williamsburg</td>
<td>38</td>
<td>75</td>
<td>2%</td>
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<tr>
<td>Worthington</td>
<td>6</td>
<td>8</td>
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</tr>
<tr>
<td>Homeless</td>
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<td>284</td>
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<tr>
<td><strong>Subtotals</strong></td>
<td><strong>2,014</strong></td>
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<td><strong>98%</strong></td>
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<tr>
<td>Other</td>
<td>42</td>
<td>101</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Grand Totals</strong></td>
<td><strong>2,056</strong></td>
<td><strong>4,239</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
## Number of Times Our Clients Visited Us in FY13

<table>
<thead>
<tr>
<th>Towns</th>
<th>NORTHAMPTON PANTRY</th>
<th></th>
<th></th>
<th>HILLTOWN PANTRY</th>
<th></th>
<th></th>
<th>TOTAL</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>number of household visits</td>
<td>number of individual visits</td>
<td>percent of individual visits</td>
<td>number of household visits</td>
<td>number of individual visits</td>
<td>percent of individual visits</td>
<td>number of household visits</td>
<td>number of individual visits</td>
<td>percent of individual visits</td>
</tr>
<tr>
<td>Northampton</td>
<td>5,100</td>
<td>10,266</td>
<td>51%</td>
<td>1</td>
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<td>&lt;1%</td>
<td>5,101</td>
<td>10,267</td>
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<td>Easthampton</td>
<td>1,732</td>
<td>4,166</td>
<td>21%</td>
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<td>0%</td>
<td>1,732</td>
<td>4,166</td>
<td>18%</td>
</tr>
<tr>
<td>Chesterfield</td>
<td>50</td>
<td>116</td>
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<td>249</td>
<td>477</td>
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<td>299</td>
<td>593</td>
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<tr>
<td>Cummington</td>
<td>70</td>
<td>153</td>
<td>1%</td>
<td>260</td>
<td>580</td>
<td>18%</td>
<td>350</td>
<td>733</td>
<td>3%</td>
</tr>
<tr>
<td>Goshen</td>
<td>24</td>
<td>46</td>
<td>&lt;1%</td>
<td>230</td>
<td>708</td>
<td>23%</td>
<td>254</td>
<td>754</td>
<td>3%</td>
</tr>
<tr>
<td>Hadley</td>
<td>260</td>
<td>822</td>
<td>4%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>260</td>
<td>822</td>
<td>4%</td>
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<tr>
<td>Hatfield</td>
<td>341</td>
<td>762</td>
<td>4%</td>
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<td>0</td>
<td>0%</td>
<td>341</td>
<td>762</td>
<td>3%</td>
</tr>
<tr>
<td>Huntington</td>
<td>16</td>
<td>36</td>
<td>&lt;1%</td>
<td>81</td>
<td>254</td>
<td>8%</td>
<td>97</td>
<td>290</td>
<td>1%</td>
</tr>
<tr>
<td>Middlefield</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Plainfield</td>
<td>25</td>
<td>91</td>
<td>&lt;1%</td>
<td>65</td>
<td>190</td>
<td>6%</td>
<td>90</td>
<td>281</td>
<td>1%</td>
</tr>
<tr>
<td>South Hadley</td>
<td>715</td>
<td>1,923</td>
<td>9%</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>715</td>
<td>1,923</td>
<td>8%</td>
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<tr>
<td>Southampton</td>
<td>201</td>
<td>436</td>
<td>2%</td>
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<td>0</td>
<td>0%</td>
<td>201</td>
<td>436</td>
<td>2%</td>
</tr>
<tr>
<td>Westhampton</td>
<td>93</td>
<td>254</td>
<td>1%</td>
<td>143</td>
<td>267</td>
<td>8%</td>
<td>236</td>
<td>521</td>
<td>2%</td>
</tr>
<tr>
<td>Williamsburg</td>
<td>135</td>
<td>255</td>
<td>1%</td>
<td>123</td>
<td>359</td>
<td>11%</td>
<td>258</td>
<td>614</td>
<td>3%</td>
</tr>
<tr>
<td>Worthington</td>
<td>27</td>
<td>38</td>
<td>&lt;1%</td>
<td>149</td>
<td>310</td>
<td>10%</td>
<td>176</td>
<td>348</td>
<td>1%</td>
</tr>
<tr>
<td>Homeless</td>
<td>566</td>
<td>783</td>
<td>4%</td>
<td>0</td>
<td>0</td>
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<td>566</td>
<td>783</td>
<td>3%</td>
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<tr>
<td>Subtotals</td>
<td>9,355</td>
<td>20,147</td>
<td>99%</td>
<td>1,321</td>
<td>3,146</td>
<td>100%</td>
<td>10,676</td>
<td>23,293</td>
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<tr>
<td>Other communities</td>
<td>71</td>
<td>165</td>
<td>1%</td>
<td>1</td>
<td>2</td>
<td>&lt;1%</td>
<td>72</td>
<td>167</td>
<td>1%</td>
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<tr>
<td>Grand Totals</td>
<td>9,426</td>
<td>20,312</td>
<td>100%</td>
<td>1,322</td>
<td>3,148</td>
<td>100%</td>
<td>10,748</td>
<td>23,460</td>
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</tbody>
</table>
# Client Demographics

## NUMBER OF CLIENTS SERVED

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY13</td>
<td>2,056</td>
<td>4,239</td>
<td>137</td>
</tr>
<tr>
<td>FY12</td>
<td>2,146</td>
<td>4,361</td>
<td>164</td>
</tr>
<tr>
<td>change from</td>
<td>-4%</td>
<td>-3%</td>
<td>-16%</td>
</tr>
<tr>
<td>FY12 to FY13</td>
<td></td>
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<td></td>
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</tbody>
</table>

## NUMBER OF TIMES OUR CLIENTS VISITED US

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY13</td>
<td>9,426</td>
<td>20,312</td>
<td>1,322</td>
</tr>
<tr>
<td>FY12</td>
<td>9,666</td>
<td>20,533</td>
<td>1,339</td>
</tr>
<tr>
<td>change from</td>
<td>-2%</td>
<td>-1%</td>
<td>-1%</td>
</tr>
<tr>
<td>FY12 to FY13</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## NEW CLIENTS SERVED

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Households</td>
<td>Individuals</td>
<td>Households</td>
</tr>
<tr>
<td>FY13</td>
<td>566</td>
<td>1,041</td>
<td>34</td>
</tr>
<tr>
<td>FY12</td>
<td>663</td>
<td>1,251</td>
<td>35</td>
</tr>
<tr>
<td>change from</td>
<td>-15%</td>
<td>-17%</td>
<td>-3%</td>
</tr>
<tr>
<td>FY12 to FY13</td>
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<td></td>
<td></td>
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</tbody>
</table>
## GENDER

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>Male</td>
<td>2,007</td>
<td>47%</td>
<td>140</td>
</tr>
<tr>
<td>Female</td>
<td>2,232</td>
<td>53%</td>
<td>157</td>
</tr>
<tr>
<td>Total Clients</td>
<td>4,239</td>
<td>100%</td>
<td>297</td>
</tr>
</tbody>
</table>

## AGE

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>Children 0 - 17</td>
<td>1,173</td>
<td>28%</td>
<td>78</td>
</tr>
<tr>
<td>Adults 18 - 64</td>
<td>2,773</td>
<td>65%</td>
<td>163</td>
</tr>
<tr>
<td>Adults 65+</td>
<td>293</td>
<td>7%</td>
<td>56</td>
</tr>
<tr>
<td>Total Clients</td>
<td>4,239</td>
<td>100%</td>
<td>297</td>
</tr>
</tbody>
</table>

## ETHNICITY

<table>
<thead>
<tr>
<th></th>
<th>Northampton Pantry</th>
<th>Hilltown Pantry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td># of clients</td>
<td>% of clients</td>
<td># of clients</td>
</tr>
<tr>
<td>African American</td>
<td>252</td>
<td>6%</td>
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</tr>
<tr>
<td>Asian</td>
<td>77</td>
<td>2%</td>
<td>0</td>
</tr>
<tr>
<td>Caucasian</td>
<td>2,816</td>
<td>66%</td>
<td>286</td>
</tr>
<tr>
<td>Hispanic</td>
<td>851</td>
<td>20%</td>
<td>5</td>
</tr>
<tr>
<td>Native American</td>
<td>37</td>
<td>1%</td>
<td>4</td>
</tr>
<tr>
<td>Other</td>
<td>206</td>
<td>5%</td>
<td>2</td>
</tr>
<tr>
<td>Total Clients</td>
<td>4,239</td>
<td>100%</td>
<td>297</td>
</tr>
</tbody>
</table>
Food Received in FY13 (in pounds)

<table>
<thead>
<tr>
<th>PURCHASED FOOD</th>
<th>DONATED FOOD</th>
<th>TOTAL RECEIVED</th>
</tr>
</thead>
<tbody>
<tr>
<td>(33% of total food received)</td>
<td>(67% of total food received)</td>
<td></td>
</tr>
<tr>
<td>Food Bank</td>
<td>Retail</td>
<td>Community Donations</td>
</tr>
<tr>
<td>Northampton Pantry</td>
<td>158,238</td>
<td>62,407</td>
</tr>
<tr>
<td>Hilltown Pantry</td>
<td>31,447</td>
<td>3,363</td>
</tr>
<tr>
<td>TOTALS</td>
<td>189,685</td>
<td>65,770</td>
</tr>
<tr>
<td>Percent</td>
<td>25%</td>
<td>8%</td>
</tr>
</tbody>
</table>

COST OF FOOD | $78,118.83 | $57,060.61 | $0 | $0 | $135,179.44 |

Sources of community food donations

<table>
<thead>
<tr>
<th>SOURCE</th>
<th>FY13</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Businesses</td>
<td>180,299</td>
<td>67%</td>
</tr>
<tr>
<td>Civic</td>
<td>14,286</td>
<td>5%</td>
</tr>
<tr>
<td>Individuals</td>
<td>28,992</td>
<td>11%</td>
</tr>
<tr>
<td>Post Office Food Drive</td>
<td>20,043</td>
<td>7%</td>
</tr>
<tr>
<td>Religious</td>
<td>17,975</td>
<td>7%</td>
</tr>
<tr>
<td>Schools</td>
<td>8,013</td>
<td>3%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>269,608</td>
<td>100%</td>
</tr>
</tbody>
</table>

Sources of Food

- Government & Food Bank Donations: 32%
- Food Bank Purchases: 24%
- Community Donations: 35%
- Retail Purchases: 9%
# Food Distributed in FY13 (in pounds)

<table>
<thead>
<tr>
<th></th>
<th>Basic Package (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 Pantry</td>
<td>518,627</td>
<td>43,397</td>
<td>83,653</td>
<td>645,677</td>
<td>36,902</td>
</tr>
<tr>
<td>Hilltown Pantry</td>
<td>56,055</td>
<td>5,319</td>
<td>27,636</td>
<td>89,010</td>
<td>1,109</td>
</tr>
<tr>
<td>TOTALS</td>
<td>574,682</td>
<td>48,716</td>
<td>111,289</td>
<td>734,687</td>
<td>38,011</td>
</tr>
<tr>
<td>Percent</td>
<td>78%</td>
<td>7%</td>
<td>15%</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

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

## POUNDS OF FOOD DISTRIBUTED IN OUR BASIC PACKAGE

<table>
<thead>
<tr>
<th>year</th>
<th>total pounds</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>574,682</td>
</tr>
<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>
</tr>
<tr>
<td>2008</td>
<td>399,576</td>
</tr>
<tr>
<td>2007</td>
<td>344,955</td>
</tr>
<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>2013</td>
<td>734,687</td>
</tr>
<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

ABBA Motors
Abuza Brothers Management
Accountable Care Associates
ALDI
Allsports Soccer Arena
Alpha Epsilon Phi, UMASS Amherst Chapter
Amandla Community Chorus
American Legion Post 28
Amherst Survival Center
Aquadro & Cerruti Inc.
Arbella Insurance Group Charitable Foundation
Bang Bang Body Arts
Bank of America, Northampton
Bay State Machine Company
Beit Ahavah
Ben & Bill's Chocolate Emporium
Berkshire Natural
Berkshire Trail Elementary School
Bert Nugent & Co
Big Y Supermarket – Amherst
Big Y Supermarket - Northampton
Birchtree Center
Bistro Les Gras
Blue Q
Bonnie’s Program
Borawski Insurance Agency
Borawski Real Estate & Co, Inc.
Boy Scout Troop # 705
Bread Euphoria
Bridge Street School
Brookfield Farm
Brown Bag of Northampton
Cancer Connection, The
Carpenters Local Union #108
Center for International Studies
Chemetal
Childs Bookkeeping Services, LLC
Christ United Methodist Church
Cichy's Garage, Inc.
Citizens Bank
City of Easthampton
City of Northampton
Clarke Schools for Hearing and Speech
Coca-Cola Bottling Company of Greenfield
Coca-Cola Bottling of New England
Coca-Cola North America – Northampton
Coffey & Heady Painting
Community Foundation of Western Massachusetts
Congregation B’nai Israel
Construct Associates
Cooley Dickinson Hospital
Corliss Law
Cowls Building Supply
Crestal Health Periodontics, P.C.
Crimson & Clover Farm
Cummington Lions Club
Cummington Supply, Inc.
D.A. Sullivan and Sons, Inc.
Dakin Pioneer Valley Humane Society
Dayton Foundation Depository, Inc.
Dechen's Cleaning Services
Dove Business Associates, Inc.
Dunkin’ Donuts
E.S.P. Auto
Easthampton Savings Bank
Edward Elgar Publishing Co.
Edwards Church
Enterprise Farm
Esselon Café
F.P.S., Inc.
Faces of Earth, Inc.
Fallon Community Health Plan
Family Fun Magazine
Family Veterinary Center
Fazzi Associates Charitable Fund
Fidelity Charitable Gift Fund
First Churches
First Congregational Church of Hatfield
First Congregational Church of Chesterfield
First Congregational Church of Southampton
First Congregational Church of Williamsburg
First Congregational Church of Worthington
Fleury Lumber Company, Inc.
Florence Community Band
Florence Congregational Church
Florence Organic Community Garden
Florence Savings Bank
Florence Swimming Pools
Florence Yoga
Florentine Films/Hott Productions, Inc.
Food Bank of Western Massachusetts
Forbes Library
Ford of Northampton
Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Fort Hill Preschool
Four Rivers Charter School
Fox Thicket Farm
Fresh Pond Trust
GDF Suez Energy North America, Inc.
George Propane, Inc.
Girl Scout Troop 40506
GoBerry
Goshen Congregational Church
Goshen Council on Aging
Goshen Firefighters Association, Inc.
Greenfield Center School, Inc.
Greenfield Community College Workforce Development Office
Greenfield Savings Bank
HAI Architecture
Hampden County Physician Associates, LLC
Hampden-Hampshire Assessors Association
Hampshire-Franklin Labor Council
Hampshire Regional YMCA
Hartsbrook School
Harvest Farm of Whately
Hatfield Firefighters Association
Haymarket Café, Inc.
Heart of the Valley Chorus
Helping Hand Society
Herrell's Ice Cream Corporation
Hill Institute
Hilltown Hoofbeats 4-H Club
Hinge
Hope & Feathers Framing
Howard E. Stark Charitable Foundation
Hungry Ghost Bread
ING
Integrity Development and Construction, Inc.
J.F.K .Middle School
Jackson &Torrone, P.C.
Jackson Street School
Joe's Café Spaghetti & Pizza House
JoiaBeauty
JPMorgan Chase
Kentucky Fried Chicken
Kids' Kloset
King & Cushman, Inc.
KirschLeuchs Consulting
Kohl Construction
Krantz Wellness
Lander Grinspoon Academy
Lathrop Community of Easthampton
Law Offices of John P. DiBartolo, Jr.
Lay Fraternity of St. Dominic
Leed Legion Foundation
Lions Club of Northampton
Lions Club of Williamsburg
Lisa Van Gordon d'Errico, Esq.
Living Springs Foundation
Look Memorial Park
Mass Air Flow
MassBike Pioneer Valley
MassMutual Financial Group
Meekins Library/Haydenville Library
Michael's House Resident's Association
Millitech, Inc.
Montessori School of Northampton
Murduff's Goldsmiths & Engravers
MyHats
Network for Good
New Century Theater
New Hingham School
Next Barn Over
Normandeanu Communications Inc.
Northampton Area Pediatrics
Northampton Community Gardens
Northampton Cooperative Bank
Northampton Council on Aging & Senior Center
Northampton Friends Meeting
Northampton High School
Northampton High School Girls Basketball
Northampton Police Relief Association
Northampton Public Schools
Northampton Radiologic Association
Northampton School Department
Northampton Wools
Northern Trust Charitable Giving Program
October Company
Ode
Off the Map Tattoo
OnCall Urgent Care
Optical Studio
OriginLab Corporation
Ostberg & Associates
Our Lady of the Hills
Our Lady of the Valley Parish
Overlook
Packard's
Pages Coffee Bar, LLC
Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Panera Bread
Paradise Copies, Inc.
Paul & Elizabeth’s, Inc.
Pedal People Cooperative, Inc.
Pengyew Catering
PeoplesBank
Pete’s Tire Barns
Peter Frothingham, RA
Peter Jessop Integrity Development and Construction
Peter Rayton Logging
Pioneer Valley Aquarium Society
Pioneer Valley Insurance Group
Polish Pulaski Club of Easthampton, Inc.
Pop’s Farm
PPZ Fitness
Pritchard Family Foundation
Project Bread
Prospect Meadow Farm
R.K. Finn Ryan Road School
Richard’s Fuel & Heating
Rick Kristek Tax & Business Serv.
River Valley Market
Riverbend Animal Hospital
RiverBend Medical Group
Robinson Properties
Rockridge Retirement Community
Rocky Hill CoHousing
Rolling Gate Farm
Rosenberg Committee
Salvation Army
Sarafin Builders
Seewald, Jankowski & Spencer, P.C.
Sero’s Inc.
ServiceMaster of Northampton-Amherst
Seven Sisters Market Bistro
Shelburne Falls Coffee Roasters – Hadley
Shelburne Falls Coffee Roasters – Northampton
Shelburne Falls Coffee Roasters – Shelburne Falls
Simona’s Gluten-free Baked Goods
SIP Coffee & Tea Bar
Smith College Botanical Gardens
Smith College Campus School
Smith College Club of France
Smith College Development Office
Smith College Food Service
Smith Vocational & Agricultural High School
Southampton Women’s Club
St. Elizabeth Ann Seton Parish
St. John’s Episcopal Church
St. Peter’s Lutheran
St. Philip’s Episcopal Church
Stanley Black & Decker, Inc.
Starbucks Coffee
State Street Fruit Store
Steve’s Sugar Shack
Sugarloaf Mountain Athletic Club
Sunnyside Childcare
Super Stop & Shop – Amherst
Super Stop & Shop – Northampton
Super Stop & Shop New England Division
Target - Hadley Store
Tart Bakery
Tea Trekker
Telecom Pioneers
Temp-Pro, Inc.
The Artisan Gallery
The Barn Grocery Store
The Charles H. Hall Foundation
The Connotations
The Feinstein Foundation
The Iva and Jerome Preston Charitable Trust
The Pittsburgh Foundation
The Veatches Arts of the Book
Thomson Financial Management
Tony Margherita Management
Toward Harmony Tai Chi & Qigong
Town Farm
Trader Joe’s
Trailside Rentals LLC
Trueheart Paving and Construction
TRUJIST
U.A.W. Local 2322
UMASS School of Nursing
Unitarian Society of Northampton and Florence
United Food and Commercial Workers Union
United Food and Agricultural Workers Union
United Way of Central and Northeastern Connecticut
United Way of Hampshire County
Valley Medical Group
VFW
Village Congregational Church of Cummington
WEBS - America’s Yarn Store
West Cummingston Congregational Church
West Family Day Care
Organizations that supported us with food, in-kind donations/services, or financial support throughout the year

Westhampton Congregational Church
Williamsburg Elementary School
Williamsburg Grange
Williamsburg Lions Club
Williamsburg PTO
Williston Northampton School
Wireless Zone Foundation for Giving, Inc.
Woodstar Café
World War II Veterans Association
Worthington Health Center
Wright Builders
Xeric Foundation
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2013 volunteers. Many thanks to...

Hayat Abuza
Mardi Abuza
Robert Abuza
Mary Adames
Sam Adams
Nick Alexander
Amy Altwarg
Bill Ames
Laura Anderson
Gillian Andrews
Bethany Ashworth
Rob Astor
Noah Babbott-Bryan
Jeanne Barron
Laura Barrus
Catherine Bartlett
Remy Baskin
Dick Bauman
Polly Baumer
Allan Baustin
Ana Baustin
Eliza Beardslee
Michael Beattie
Liz Bedell
Blair Bell
Olivia Bernstein
Justine Bertram
Bruce Bokor
Meghan Bone
Jenny Bonilla
Lauren Bonn
Lauren Borsuk
Donna Bowles
Toni Brandmill
Naomi Braude
Merricka Breuer
Lynne Brill
Nicole Britt
Ann Brooks
Becky Brown
Emma Brown
Roger Brown
Debin Bruce
Mark Brumberg
Carol Brussel
Stephen Buckner
Eliot Bush
Louisa Bushey
Luz Cabrerra
John Califano
Margi Caplan
Amanda Carr
Gabe Carreiro
Bob Carroll
Alberto Castro
Mary Challet
Paul Cherulnik
Kirsten Cirincione
Avery Cirincione-Lynch
Riley Cirincione-Lynch
Jeannine Clark
Annie Clattenburg
Amy Cohen
Ben Cohen
Michael Cohen
Eileen Collins
Colin Cook
Deanna Cook
Jeremiah Cook
Clare Cooper
Heidi Corbett
Brie Cosman
Ian Costa
Karen Cox
Joshua Crane
Mary Alice Crim
Karen Curran
Glenn Curtis
Kathy Damon
Jenny Davis
Mollie Davis
Chelsea Dawson-Greene
Euri De Oliveira
John Degnan
Elena DeJesus
Maggie Dembiriski
Michele Diamond
Nicki Diaz
Emily DiBartolo
John DiBartolo, Jr.
Patty DiBartolo
Alyssa Dodd
Sue Donnelly
Vanessa Doyle
Diane Drohan
Bree Drohen
Jason Duda
Nicki Duda
Peter Duggan
Haley Dumas
Christina DiMarco-Crook
Jill Durrant
John Durrant
Vahram Elagoz
Theo Eldridge
Sue Ellinger
Angie Ellison
Gail Evans
Evan Fagundes
Marilyn Falkowski
Adele Fantasia
Jean Fater
Anne Ferguson
Michael Filas
Maureen Flannery
Louise Flynn
Pauline Fogel
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2013 volunteers. Many thanks to...

Emma Folchman-Wagner
Marianne Foote
James Fortini
Melanie Fournier
Jacquie Fraser
Jackson Frechette
Karen Gallik
Irene Garjian
Brandon Gates
Miira Gates
Paul Gelineau
Marilyn Giles
Aidan Gilson
Amelia Gilson
Maria Jose Gimenez
Margot Glass
Amy Glenowicz
Kim Goggins
Jonathan Goldman
Ken Gordon
Meg Grant
Linda Graves
Jake Greenburg
Lucy Greenburg
Andrew Greto
Lucy Greto
Judy Griggs
Meg Griscom
Bob Gruber
Joshua Harper
Bruce Harrison
Karen Harrison
Phoebe Harrison
Arlene Harry
Elliot Hartmann-Russell
Clint Hartzell
Helen Healey
Charlie Healy
Diana Healy
Anne Heston
LT Hewlings
Ben Hill
Nicholas Hill
Dianne Hobbs
Boysen Hodgson
Kendra Hodgson
Kim Holden
Liam Holloway-Bidwell
Judy Holman
Joan Honeyman
Owen Hooks-Davis
Jocelyn Howard
Sarita Hudson
Camilla Humphreys
Phil Huysers
Harly Isgur
Ken Ittner
Sarah Johnston
Eleanor Jones
Jeannie Jones
Jeffrey Jones
Nat Jones
Peter Jones
Tim Jones
Matthew Jordan
Nancy Jordan
Kate Kahn
Linda Kakos
Ben Kalish
Ana Kapetanios
Jody Kasper
Jessye Kass
Rose Katz
Kristin Kelly
Amy Kemper
Rob Kimmel
Elijah Kirsch
Benjamin Kirsch
Dan Kirsch
Sarah Klein
Leila Kouakou
Shauneen Kroll
Niko Kusworo
Caron LaBrecque
Melissa Lake
Cody Lamere
Melanie Lamere
Chris Landry
Amy Lanza
Mike Lap
Serges LaRiviere
Linda Larouche
Karen Latuchie
Jason LeClair
Jon Lees
Liz Leibowitz
Rachel Leibowitz
Zach Levitt
Dian Levy
Tanya Lieberman
Mary Likins
Jack Liptak
Allison Logan
Rebecca Long
Doug Luce
Jean Lusskin
Jane Lynne Howe
Kendra Madding
Karen Mandeville
Daniel March
Kara Martin
Reenie Mashburn
Eliza Mason
Susan Mayhew
Bruce McAmis
Karen McAmis
Lily McAmis
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2013 volunteers. Many thanks to...

Vivien McAmis, Tim Parent, Adam Saunders
Drew McAuslin, Chris Parrish, Cathy-Ann Savarese
Dylan McCoy, Bhakti Patel, Reed Schimmelfing
Kris McCue, Catherine Pentoney, Becky Scott
Alan McCutcheon, Morey Phippen, Mark Shannahah
James McDonald, Zak Pighetti, Rayanne Shaw
Ella McDonald, Muriel Piniez, Betsy Siersma
Sherry McGuire, Max Plauterman, Pearl Silverman
Shawn McManus, Emily Poehlein, Kathy Sinclair
Michael Meehan, Byron Poplawski, Jeff Skowron
Carol Melin, Lenny Prussack, Julian Skowron
Donna Meller, Kimm Quinlan, Mia Skowron
Amy Meltzer, Tom Quinn, Sue Slowick
Lindsay Metkler, Kristina Ramsden, Ben Smith
Elizabeth Meyersohn, Alyssa Ranker, Meg Smith
Dorien Meyersohn, Evan Ray, Sam Smith
Eli Miller-Mack, Carol Recore, Sarah Smith
Nathan Mize, Zeke Reffe-Hogan, Suzanne Smith
Susan Moore, Patrick Regan, Laura Soforenko
Hannah Morehouse, Pete Rego, Steve Soitos
Alyssa Moskites, Kathleen Rhine, Jane Sommer
Jim Mueller, Kristen Rhodes, Maria Speredti
Christine Mulcahy, Rob Rice, Karen Spindel
Bill Mullen, Leela Riesz, Joshua Splain
Dick Musser, Belle Rizzo, Kate St. John
Rebecca Neimark, Mike Robbins, Leslie Stein
Jody Nishman, Steve Robinson, Stacey Steinback
Karen Noel, Wendy Robinson, Sara Sternick
Avery Nortonsmith, Becky Ross, Kregg Strehorn
Quinn Nortonsmith, Renee Rossi, Mark Sullivan
Cynthia Nyary, Georgianna Rouleux, Lily Sun
Bobbe O'Brien, Peter Rowe, Fran Sweeney
Mally O'Hare, Holly Rowland, Linda Sweeney
Sydney O'Leary, Andrea Rudolph, Bruce Sylvia
Ruth Ann Orlansky, Christina Ruggiero-Corliss, Michael Szostak
Russell O'Rourke, Margaret Russell, Tyler Tannen-Barrup
Becky Pace, Jen Ryan, Emily Tatro
Hunter Palm, Colin Sanborn, Elise Taylor
Jeff Palm, Mari Santos, Kathy Teece
The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2013 volunteers. Many thanks to...

- Fran Thibault
- Barbara Thompson
- Diana Tindall
- Currie Touloumtzis
- Sarah Tourjee
- Hannah Trumbo
- Mary Vaughan
- Nell Volkman
- Katharine von Herrmann
- Jordan Walder
- Marty Walder
- Mary Anne Walker
- Nan Walsh
- Susan Waltner
- Amita Wanar
- Maddie Warren
- Jean Watt
- Lori Wayson
- Mary Webber
- Amanda Weisenthal
- Sam Weisenthal
- Fred Wellman
- Ed West
- Erin Wetherell
- Renee Wetstein
- Gina Whalen
- Trace Whalen
- Maela Whitcomb
- Nick Whitcomb
- Michael White
- Tori Wickles
- Donna Wilkins-Carmody
- Cher Willems
- Trixie Willems
- Diane Williams
- Robert Williams
- Harriet Wilson
- Kathy Winkler
- Jordy Winsor
- Corny Witherspoon
- Elaine Wolf
- Analee Wulfkuhle
- Drew Wyman
- Yesel Yoon
- Nancy Young
- Tim Zajac
- Martha Zigmont
- Charlie Zinn
- Lily Zogbaum
- Congregation B’nai Israel staff & students
- May Center
- Milestones staff & students
- NHS Key Club
## Balance Sheet

**As of June 30, 2013**

### ASSETS

#### Current Assets

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jun 30, 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>1000</td>
<td>FSB Checking -0427</td>
<td>36,835.08</td>
</tr>
<tr>
<td>1003</td>
<td>FSB Aldi Debit account</td>
<td>765.54</td>
</tr>
<tr>
<td>1004</td>
<td>Petty Cash</td>
<td>50.00</td>
</tr>
<tr>
<td>1050.4</td>
<td>ESB &quot;7-day&quot; revolving CD's</td>
<td>320,896.52</td>
</tr>
<tr>
<td><strong>Total 1050</strong></td>
<td><strong>Savings Accounts</strong></td>
<td><strong>320,896.52</strong></td>
</tr>
<tr>
<td><strong>Total Checking/Savings</strong></td>
<td></td>
<td><strong>358,547.14</strong></td>
</tr>
<tr>
<td>1299</td>
<td>CC Fund Pledges Rec'able</td>
<td></td>
</tr>
<tr>
<td>1299.1</td>
<td>Pledges Rec'able as of FYE13</td>
<td>11,800.00</td>
</tr>
<tr>
<td>1299.2</td>
<td>Allowance for Bad Debt</td>
<td>-4,000.00</td>
</tr>
<tr>
<td><strong>Total 1299</strong></td>
<td><strong>CC Fund Pledges Rec'able</strong></td>
<td><strong>7,800.00</strong></td>
</tr>
<tr>
<td><strong>Total Accounts Receivable</strong></td>
<td></td>
<td><strong>7,800.00</strong></td>
</tr>
<tr>
<td>1300</td>
<td>Food Inventory</td>
<td>58,844.00</td>
</tr>
<tr>
<td>1400</td>
<td>Prepaid Accounts</td>
<td></td>
</tr>
<tr>
<td>1401</td>
<td>Prepaid Workers Comp</td>
<td>1,617.52</td>
</tr>
<tr>
<td>1404</td>
<td>Truck Insurance</td>
<td>497.50</td>
</tr>
<tr>
<td>1405</td>
<td>D&amp;O Insurance</td>
<td>401.64</td>
</tr>
<tr>
<td>1406</td>
<td>Prop and GL Insurance</td>
<td>2,516.69</td>
</tr>
<tr>
<td>1411</td>
<td>Prepaid Garbage Pick-up</td>
<td>181.68</td>
</tr>
<tr>
<td>1414</td>
<td>Health Insurance Premiums</td>
<td>2,938.10</td>
</tr>
<tr>
<td>1400</td>
<td>Prepaid Accounts - Other</td>
<td>-233.33</td>
</tr>
<tr>
<td><strong>Total 1400</strong></td>
<td><strong>Prepaid Accounts</strong></td>
<td><strong>7,919.80</strong></td>
</tr>
<tr>
<td><strong>Total Other Current Assets</strong></td>
<td></td>
<td><strong>66,763.80</strong></td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td></td>
<td><strong>433,110.94</strong></td>
</tr>
</tbody>
</table>

#### Fixed Assets

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jun 30, 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>1520</td>
<td>Furniture and Fixtures</td>
<td></td>
</tr>
<tr>
<td>1520.1</td>
<td>Freezer and Copier - Cost</td>
<td>7,894.00</td>
</tr>
<tr>
<td>1520.2</td>
<td>Acc. Dep. Furniture and Fixture</td>
<td>-5,823.02</td>
</tr>
<tr>
<td><strong>Total 1520</strong></td>
<td><strong>Furniture and Fixtures</strong></td>
<td><strong>2,070.98</strong></td>
</tr>
<tr>
<td>1540</td>
<td>Truck</td>
<td></td>
</tr>
<tr>
<td>1540.1</td>
<td>Truck - Cost</td>
<td>22,015.00</td>
</tr>
<tr>
<td>1540.2</td>
<td>Acc. Dep. Truck</td>
<td>-22,015.00</td>
</tr>
<tr>
<td><strong>Total 1540</strong></td>
<td><strong>Truck</strong></td>
<td><strong>0.00</strong></td>
</tr>
<tr>
<td>1560</td>
<td>F&amp;F New Construction</td>
<td></td>
</tr>
<tr>
<td>1560.1</td>
<td>F&amp;F New Construction - cost</td>
<td>47,023.13</td>
</tr>
<tr>
<td>1560.11</td>
<td>Refrigerator 2011 - cost</td>
<td>2,600.00</td>
</tr>
<tr>
<td>1560.2</td>
<td>Accum Dep</td>
<td>-17,723.50</td>
</tr>
<tr>
<td><strong>Total 1560</strong></td>
<td><strong>F&amp;F New Construction</strong></td>
<td><strong>31,899.63</strong></td>
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<tr>
<td>1599</td>
<td>Leasehold Improvements</td>
<td></td>
</tr>
<tr>
<td>1599.1</td>
<td>Leasehold Improvements - Cost</td>
<td>1,153,177.25</td>
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<tr>
<td>1599.2</td>
<td>Acc. Dep. Leasehold Improvement</td>
<td>-95,998.00</td>
</tr>
<tr>
<td>1599</td>
<td>Leasehold Improvements - Other</td>
<td>-1,210.00</td>
</tr>
<tr>
<td><strong>Total 1599</strong></td>
<td><strong>Leasehold Improvements</strong></td>
<td><strong>1,055,969.25</strong></td>
</tr>
<tr>
<td><strong>Total 1500</strong></td>
<td><strong>Fixed Assets</strong></td>
<td><strong>1,089,939.86</strong></td>
</tr>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td></td>
<td><strong>1,089,939.86</strong></td>
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</table>

**TOTAL ASSETS**

<table>
<thead>
<tr>
<th>Jun 30, 13</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1,523,050.80</strong></td>
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<tr>
<td>Category</td>
</tr>
<tr>
<td>--------------------------------</td>
</tr>
<tr>
<td>Accounts Payable</td>
</tr>
<tr>
<td>Credit Cards</td>
</tr>
<tr>
<td>Other Payroll Liabilities</td>
</tr>
<tr>
<td>Accrued Vacation</td>
</tr>
<tr>
<td>Total Payroll Liabilities</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
</tr>
<tr>
<td>Total Liabilities</td>
</tr>
<tr>
<td>Temp. Restricted Net Assets</td>
</tr>
<tr>
<td>Unrestricted Net Assets</td>
</tr>
<tr>
<td>Net Income</td>
</tr>
<tr>
<td>Total Equity</td>
</tr>
<tr>
<td>TOTAL LIABILITIES &amp; EQUITY</td>
</tr>
</tbody>
</table>
INTRODUCTION

Following completion of the capital campaign, the board decided to create a new plan to guide our work in the years 2013–2015. During a board retreat facilitated by Dan Kirsch, we broke into three groups to look at possible goals and strategies in three areas: Program, Governance/Staff, and Development.

Our core Program of providing food to those who need it is supported by Development and Governance/Staff, essential aspects of board work.

If there are themes to this planning work, they might include:

- Partnership. If we think of hunger as a public health issue, an economic issue, and a community issue, who are our potential allies and partners who might help us have greater impact without increasing our own budget?
- Client-Centeredness. What is the appropriate stance for us to take regarding nutrition and health and the choices clients make about what they choose to eat?
- Leadership. How can the Survival Center proactively respond to the needs of our community rather than reacting to things beyond our control? What would it look like for us to be a model pantry for others across the country?

The NSC has been through tremendous change over the past three years, completing our first-ever capital campaign and building the facility we need in order to serve the community well. This plan does not call for radical changes. Instead, it proposes that the board and staff ask critical questions, do the research we need to find answers, and then consider where we need and want to go in the next three years.

PROGRAM STRATEGIES

1. Within our limited food budget, optimize the food supply in terms of client need and demand.
   - Through fundraising, farm partnerships, possible reallocation of resources, and other means, provide clients with regular access to milk, good meat, cheese, juice, fresh produce, and culturally desirable items.
   - Review our distribution system and identify options for distribution that would maximize client choice while maintaining the nutritional value of the food they take home.
   - Consider the possibility of offering a mini-store or other model to enable clients access to staple products at subsidized prices as they become more independent.
2. **Increase outreach to potential clients who are not currently being served.**
   - Seek a partnership with a college or university to have a student group design and carry out a study to gather data about potential clients not being served.
   - Develop a strategy for reaching these potential clients and determine the amount of outreach we want the NSC to do within the context of available resources and other priorities.

3. **Provide more opportunities for our clients to move toward self-sufficiency.**
   - Work with Smith School of Social Work (or other partners) to have social workers on site to help clients access assistance and training programs.
   - Build a more robust, year-long workshop series to educate clients about budgeting, food stamps, nutrition, and other topics.
   - Explore potential partnerships with other organizations in the county.

**GOVERNANCE & STAFFING STRATEGIES**

1. **Have a full board of members reflecting the diversity of the community and a waiting list of qualified individuals wanting to serve on the board.**
   - Identify areas of diversity to be represented (profession, gender, race, geography, etc.).
   - Develop and implement effective board recruitment guidelines.

2. **Establish protocols and practices for achieving and maintaining excellence in board service.**
   - Review and improve board orientation materials and trainings (perhaps in collaboration with others).
   - Establish a protocol for regular review of by-laws and other governance documents to ensure that they reflect the best in nonprofit governance.
   - Ensure that director and officer job descriptions, term limits, and succession and transition processes are clear.
   - Establish formal oversight or review of how all committees are functioning.

**DEVELOPMENT STRATEGIES**

1. **Make and implement a decision about an endowment.**
   - Have the Finance Committee develop a proposal for board discussion that includes pros and cons, costs, and other issues.
   - If we vote to proceed, work with the Executive Director to create a plan to launch the program.

2. **Plan and launch a planned giving program.**
   - Analyze the wide variety of planned giving programs, from basic to complex, to determine the most appropriate scope for our program.
   - Create a plan, timeline, and budget, and clarify staff and board roles.
IMPLEMENTATION

Prior to the November, March, and June Board meetings for 2013-2016, the Governance Committee will request that the different committees responsible for implementing the Strategic Plan report on their progress. In terms of benchmarks, the Governance Committee expects that the Strategic Plan will be implemented and monitored roughly along the following parameters:

1. 2013-2014—During this time period, committees responsible for implementing the Strategic Plan will focus on and wrap-up research and evaluation necessary to implement measures.

2. 2014-2015—During this time period, committees responsible for implementing the Strategic Plan will should focus on actual implementation.

3. 2015-2016—During this time period, committees responsible for implementing the Strategic Plan will should focus on continuing implementation and evaluating implementation.
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

**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

**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

**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
AUDITED FINANCIAL STATEMENTS

NORTHAMPTON SURVIVAL CENTER, INC.

Northampton, Massachusetts

June 30, 2013

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

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<table>
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<th>Section</th>
<th>Page</th>
</tr>
</thead>
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<td>1-2</td>
</tr>
<tr>
<td>Statement of Financial Position</td>
<td>3</td>
</tr>
<tr>
<td>Statement of Activities</td>
<td>4</td>
</tr>
<tr>
<td>Statement of Functional Expenses</td>
<td>5</td>
</tr>
<tr>
<td>Statement of Cash Flows</td>
<td>6</td>
</tr>
<tr>
<td>Notes to Financial Statements</td>
<td>7-11</td>
</tr>
</tbody>
</table>
Independent Auditors’ Report

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

Report on the Financial Statements

We have audited the accompanying financial statements of Northampton Survival Center, Inc. (a non-profit organization), which comprise the statement of financial position as of June 30, 2013, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. 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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the organization’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.
To the Board of Directors
Northampton Survival Center, Inc.
Page 2

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, 2013, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited Northampton Survival Center, Inc.’s June 30, 2012 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 2, 2012. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2012, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Boisselle, Morton & Associates, LLP

Hadley, Massachusetts
November 13, 2013
# NORTHAMPTON SURVIVAL CENTER, INC.

### Statement of Financial Position

June 30, 2013 (with comparative totals for June 30, 2012)

<table>
<thead>
<tr>
<th>Assets</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 358,548</td>
<td>$ 246,468</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>3,526</td>
<td>49,295</td>
</tr>
<tr>
<td>Food inventory</td>
<td>54,104</td>
<td>58,844</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>4,984</td>
<td>8,993</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>1,096,728</td>
<td>1,136,810</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$ 1,517,890</td>
<td>$ 1,500,410</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$ 18,570</td>
<td>$ 16,223</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>18,893</td>
<td>15,263</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>37,463</td>
<td>31,486</td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>1,452,281</td>
<td>1,458,561</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>28,146</td>
<td>10,363</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>1,480,427</td>
<td>1,468,924</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$ 1,517,890</td>
<td>$ 1,500,410</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, 2013 (with comparative totals for the year ended June 30, 2012)**

<table>
<thead>
<tr>
<th></th>
<th>2013 Unrestricted</th>
<th>2013 Temporarily Restricted</th>
<th>2013 Total</th>
<th>2012 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>1,285,728</td>
<td>$ 1,285,728</td>
<td>1,195,759</td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>410,411</td>
<td>$ 410,411</td>
<td>277,900</td>
<td></td>
</tr>
<tr>
<td>Grants - other</td>
<td>76,024</td>
<td>$ 45,000</td>
<td>121,024</td>
<td>112,311</td>
</tr>
<tr>
<td>United Way</td>
<td>55,927</td>
<td>$ 55,927</td>
<td>64,933</td>
<td></td>
</tr>
<tr>
<td>Community Development Block Grant</td>
<td>10,740</td>
<td>$ 10,740</td>
<td>33,356</td>
<td></td>
</tr>
<tr>
<td>Interest income</td>
<td>818</td>
<td>818</td>
<td>360</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>100</td>
<td>100</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td></td>
<td></td>
<td>650</td>
<td></td>
</tr>
<tr>
<td>Emergency Food and Shelter Program</td>
<td></td>
<td></td>
<td>739</td>
<td></td>
</tr>
<tr>
<td><strong>Net assets released from restrictions</strong></td>
<td>27,217</td>
<td>(27,217)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total revenue and support</td>
<td>1,866,965</td>
<td>17,783</td>
<td>1,884,748</td>
<td>1,686,008</td>
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</table>

<table>
<thead>
<tr>
<th><strong>Expenses</strong></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
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<td>1,559,326</td>
<td></td>
</tr>
<tr>
<td>Administration</td>
<td>78,339</td>
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<td>57,429</td>
<td></td>
</tr>
<tr>
<td>Development</td>
<td>92,456</td>
<td></td>
<td>92,413</td>
<td></td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>1,873,245</td>
<td>17,783</td>
<td>1,709,168</td>
<td></td>
</tr>
</tbody>
</table>

| **Change in net assets** | (6,280) | 17,783 | 11,503 | (23,160) |

| **Net assets - beginning of year** | 1,458,561 | 10,363 | 1,468,924 | 1,492,084 |

| **Net assets - end of year** | $ 1,452,281 | $ 28,146 | $ 1,480,427 | $ 1,468,924 |

The accompanying notes are an integral part of these financial statements.
NORTHAMPTON SURVIVAL CENTER, INC.
Statement of Functional Expenses
Year Ended June 30, 2013 (with comparative totals for the year ended June 30, 2012)

<table>
<thead>
<tr>
<th></th>
<th>Program</th>
<th>Administration</th>
<th>Development</th>
<th>Total</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee compensation and related:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salaries</td>
<td>$142,045</td>
<td>$35,267</td>
<td>$67,354</td>
<td>$244,666</td>
<td>$226,097</td>
</tr>
<tr>
<td>Payroll taxes</td>
<td>15,809</td>
<td>3,232</td>
<td>5,901</td>
<td>24,942</td>
<td>21,507</td>
</tr>
<tr>
<td>Fringe benefits</td>
<td>15,791</td>
<td>3,920</td>
<td>7,488</td>
<td>27,199</td>
<td>20,624</td>
</tr>
<tr>
<td>Total employee compensation and related</td>
<td>173,645</td>
<td>42,419</td>
<td>80,743</td>
<td>296,807</td>
<td>268,228</td>
</tr>
<tr>
<td>Donated food</td>
<td>1,290,468</td>
<td></td>
<td></td>
<td>1,290,468</td>
<td>1,179,486</td>
</tr>
<tr>
<td>Purchased food</td>
<td>134,725</td>
<td></td>
<td></td>
<td>134,725</td>
<td>122,276</td>
</tr>
<tr>
<td>Depreciation</td>
<td>41,483</td>
<td>6,986</td>
<td></td>
<td>48,469</td>
<td>46,869</td>
</tr>
<tr>
<td>Professional fees</td>
<td>1,000</td>
<td>18,013</td>
<td></td>
<td>19,013</td>
<td>17,243</td>
</tr>
<tr>
<td>Printing</td>
<td>8,431</td>
<td>3,309</td>
<td></td>
<td>11,740</td>
<td>5,037</td>
</tr>
<tr>
<td>Insurance</td>
<td>8,241</td>
<td>1,388</td>
<td></td>
<td>9,629</td>
<td>9,868</td>
</tr>
<tr>
<td>Office</td>
<td>5,437</td>
<td>1,350</td>
<td>2,578</td>
<td>9,353</td>
<td>4,251</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>8,005</td>
<td>1,348</td>
<td></td>
<td>9,353</td>
<td>8,170</td>
</tr>
<tr>
<td>Utilities</td>
<td>5,282</td>
<td>1,312</td>
<td>2,505</td>
<td>9,099</td>
<td>8,916</td>
</tr>
<tr>
<td>Postage</td>
<td>3,715</td>
<td>922</td>
<td>1,762</td>
<td>6,399</td>
<td>4,764</td>
</tr>
<tr>
<td>Furnishings and small equipment</td>
<td>4,895</td>
<td></td>
<td></td>
<td>4,895</td>
<td>5,964</td>
</tr>
<tr>
<td>Advertising and promotion</td>
<td>4,469</td>
<td></td>
<td></td>
<td>4,469</td>
<td>6,155</td>
</tr>
<tr>
<td>Food transportation</td>
<td>4,380</td>
<td></td>
<td></td>
<td>4,380</td>
<td>5,802</td>
</tr>
<tr>
<td>Telephone and internet</td>
<td>2,495</td>
<td>619</td>
<td>1,183</td>
<td>4,297</td>
<td>3,950</td>
</tr>
<tr>
<td>Rent</td>
<td>2,090</td>
<td>519</td>
<td>991</td>
<td>3,600</td>
<td>3,600</td>
</tr>
<tr>
<td>Fundraising events</td>
<td></td>
<td></td>
<td>2,694</td>
<td>2,694</td>
<td>4,778</td>
</tr>
<tr>
<td>Travel</td>
<td>2,105</td>
<td>154</td>
<td></td>
<td>2,259</td>
<td>2,636</td>
</tr>
<tr>
<td>Supplies</td>
<td>1,584</td>
<td></td>
<td></td>
<td>1,584</td>
<td>525</td>
</tr>
<tr>
<td>Donated supplies and services</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>650</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$1,702,450</strong></td>
<td><strong>$78,339</strong></td>
<td><strong>$92,456</strong></td>
<td><strong>$1,873,245</strong></td>
<td><strong>$1,709,168</strong></td>
</tr>
</tbody>
</table>

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

**Statement of Cash Flows**  
Year Ended June 30, 2013 (with comparative totals for the year ended June 30, 2012)

<table>
<thead>
<tr>
<th>Cash flows from operating activities</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>$11,503</td>
<td>$(23,160)</td>
</tr>
</tbody>
</table>

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

| Depreciation                       | 48,469   | 46,869   |
| Change in allowance for uncollectible pledges | (8,000)  | (4,000)  |

Change in assets and liabilities:

(I Increase) decrease in:

| Pledges receivable                 | 53,769   | 156,893  |
| Food inventory                      | 4,740    | (16,273) |
| Prepaid expenses                    | 4,009    | 326      |

(Decrease) increase in:

| Accounts payable                   | 2,347    | (17,244) |
| Accrued expenses                   | 3,630    | 417      |

Net cash provided by operating activities: 120,467 143,828

Cash flows from investing activities:

| Purchases of property and equipment | (8,387)  |

Net cash used by investing activities: (8,387)

Net increase in cash and cash equivalents: 112,080 143,828

Cash and cash equivalents - beginning of year: 246,468 102,640

Cash and cash equivalents - end of year: $358,548 $246,468

**Supplemental disclosures of non-cash operating activities:**

| Donated food support                | $(1,285,728) | $(1,195,759) |
| Donated food expense                | $1,290,468   | $1,179,486   |

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 2010-2012.

*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, 2013 and 2012.

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>Asset</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, 2012 prepared by Feeding America, formerly known as, America’s Second Harvest. The valuation was $1.66 per pound for both 2013 and 2012.

**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>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture and equipment</td>
<td>$65,904</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>1,239,886</td>
<td>1,231,499</td>
</tr>
<tr>
<td>Less accumulated depreciation</td>
<td>143,158</td>
<td>94,689</td>
</tr>
<tr>
<td>Total property and equipment</td>
<td>$1,096,728</td>
<td>$1,136,810</td>
</tr>
</tbody>
</table>

Depreciation expense was $48,469 and $46,869 for the years ended June 30, 2013 and 2012, 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 at June 30, 2012, 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>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Due in less than one year</td>
<td>$3,526</td>
<td>$50,432</td>
</tr>
<tr>
<td>Due in one to five years</td>
<td>-0-</td>
<td>7,000</td>
</tr>
<tr>
<td></td>
<td>3,526</td>
<td>57,432</td>
</tr>
<tr>
<td>Less: discount for present value</td>
<td>-0-</td>
<td>137</td>
</tr>
<tr>
<td>Less: allowance for uncollectible pledges</td>
<td>-0-</td>
<td>8,000</td>
</tr>
<tr>
<td>Total pledges receivable</td>
<td>$3,526</td>
<td>$49,295</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 $55,927 and $59,167 to the Northampton Survival Center, Inc. for the years ended June 30, 2013 and 2012, respectively.

An employee of Northampton Survival Center, Inc. was also a Board member of the Food Bank of Western Massachusetts, a significant vendor of the Northampton Survival Center, Inc., during the year ended June 30, 2013.
5. Temporarily Restricted Net Assets

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

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building fund</td>
<td></td>
<td>$ 6,863</td>
</tr>
<tr>
<td>Dairy fund</td>
<td>$17,426</td>
<td></td>
</tr>
<tr>
<td>Fresh Local Produce project</td>
<td>10,720</td>
<td>3,500</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$28,146</strong></td>
<td><strong>$10,363</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 69% and 71% for the years ended June 30, 2013 and 2012, 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. There were no donated supplies and services recorded for the year ended June 30, 2013. The value of donated supplies and services was $650 for the year ended June 30, 2012.

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>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>
<tr>
<td>2018</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%. 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, 2013, through November 13, 2013, the date on which the financial statements were available to be issued, and concluded that no additional disclosures are required.