



# Northampton Survival Center

A food pantry serving the  
Hampshire County community

# ANNUAL REPORT

July 1, 2013 — June 30, 2014



What an amazing collection of books donated by the Montessori School of Northampton.

Wonderful hats by local knitters through the 500 Hats Project. What a community!

Beautiful flowers from Forget me not Florist that bring such joy to everyone here. Thanks Rebecca!

What a great Post Office Food drive. So many thanks to all who helped and everyone who donated food. We received over 20,000 lbs.

Jo Chattman shopped, arranged and designed this amazing photograph for us. What a natural beauty created by Chattman Photography. Thank you Jo!

Many thanks to the PJ Library and the Harold Grinspoon Foundation for generously donating wonderful and cozy pajamas.

Simple cooking demo with healthy bean dip & veggies, using ingredients from the pantry. Hooray for our volunteer Sherry!

Wow! We're sold out! How exciting. Thank you Young@Heart, The Dire Honeys, and Whole Children's Joyful Chorus.

With great appreciation for our friend Richard and the expanded Center he made possible, we celebrate Richard Moodie's birthday.



## Board of Directors

October 2013 – October 2014

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**Rebecca Neimark – PRESIDENT**

Northampton, MA

**Jeff Palm – VICE PRESIDENT**

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**Liz Leibowitz**

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**Beth Spong**

Northampton, MA

**Traci Wolfe**

Northampton, MA

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## Staff

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**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

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## OUR MISSION

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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.

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### History of the Northampton Survival Center

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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.

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## Message from the President

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The Northampton Survival Center has entered a period of steady and measured growth. After several years of considerable transition that included a capital campaign, a renovation, two moves, a substantial increase to our budget, and a significant increase to the amount of food we distribute, the NSC is now focusing on strategic programmatic expansions and establishing best practices for our operations and board.

To summarize some highlights: this fiscal year began with preparations for the Young@Heart benefit concert (our first-ever of this scale) and ended with the PVTA preparing to add a long-hoped-for bus stop at our facility on Prospect Street. In the months between we raised \$600,000, increased our Bread & Butter contributions to 17% of our income, welcomed a volunteer bilingual doctor who consults regularly with clients, hosted a major donor thank-you event and two house parties, gathered 20,642 pounds of food at our Post Office Food Drive, began monthly thank-you calls from board members to donors, and gave out over 772,000 pounds of food.

Last June we finalized our 2013-2016 Strategic Plan and began implementing it immediately. Our new nutrition-focused food distribution system, based on the MyPlate model, has been a great success, providing clients with more options, allowing for more equitable distribution, and creating less waste. The Governance Committee has laid careful groundwork to diversify our board membership, has improved board materials, and is in the process of identifying areas where the board could benefit from training and education. We are evaluating options for an endowment and a planned giving program. These are only a few examples representing the progress the NSC has made towards achieving the goals of our three-year plan.

The board said goodbye this year to members Gillian Andrews, Chris Landry, Marty Walder and Michael White. We are grateful for their service and substantial contributions. We welcomed five new members: Debin Bruce, Chris DeFrancis, Margaret Miller, Beth Spong and Traci Wolfe, each of whom bring dedication and special talent to our board. That's a lot of change in just one year, but this board made the transition with ease and quickly demonstrated a commitment to ambassadorship and big-picture thinking.

The upcoming year is likely to present some obstacles to our traditional sources of income and low-cost food. The NSC is poised to handle these challenges. Our staff, board and volunteers are excellent, our donors are generous, our finances are strong, and we are a favored and respected organization in the community. The NSC is in good shape to fulfill our mission to improve the quality of life for those in need by providing food and other resources in an atmosphere of dignity and respect.

Rebecca Neimark  
President, Board of Directors

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## Executive Director's Report

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Programmatically, this has been an exceptional year for the Northampton Survival Center. With thoughtful preparation and planning, we were able to rework our food distribution process to put client choice and health education at the forefront. Based on the government's MyPlate graphic, this new process supports our efforts to provide the most nutritious groceries while increasing flexibility of choice and reducing waste.

Once the new nutrition-based choice program was well established, we eliminated the pre-bagged grocery component of our Kids' Summer Food Program, realizing the long-held goal of integrating the two programs. Again, the effects were increased client choice and reduction of waste, and clients reported great satisfaction with both improvements.

Another important enhancement to the Center's programs this year was the establishment of a Safety Net program, enabling extra pantry visits for clients who continued to struggle with food insecurity. We continued to invest in fresh produce, cooking supplies such as oils and spices, and wholesome snacks for children throughout the year. And our neighborhood "Abundance Farm" at Congregation B'nai Israel gained support and traction in growing and sharing local food among our communities.

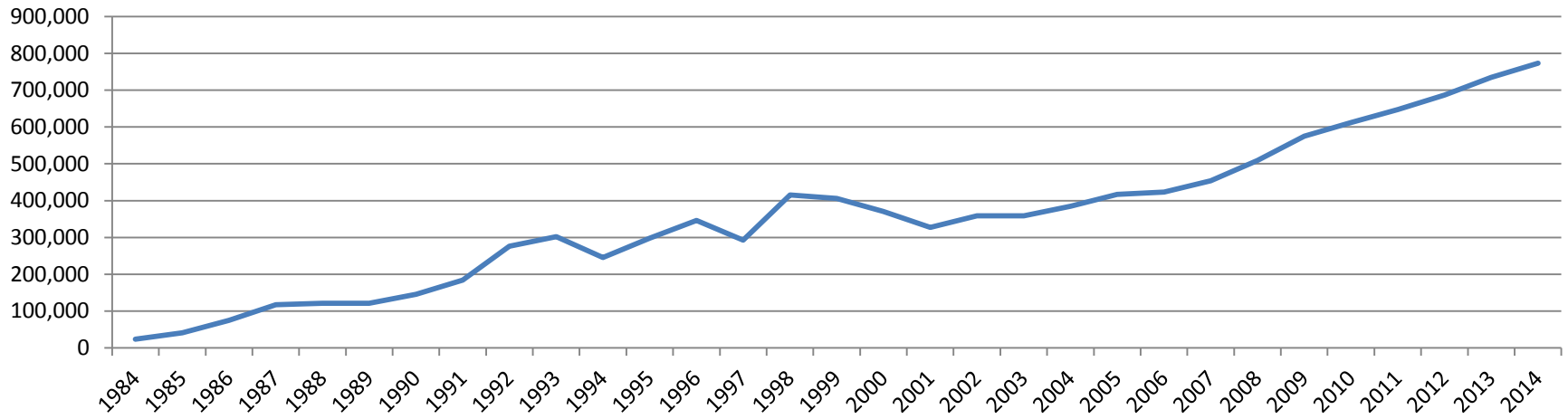
As always, we strived to provide conveniences and extras to enhance the lives of the clients who depend on us, in many ways both large and small. A bilingual doctor from Baystate Health held regular screenings and provided on-site information. Weekly donations from Forget me not Florist treated delighted clients to fresh flowers for their homes. And the community came together in support of our efforts to bring public transportation to the Center's doorstep.

Fundraising this year included our largest event ever – a sold-out concert by the Young@Heart Chorus at Northampton's Academy of Music, with appearances by The Dire Honeys and the Whole Children's Chorus. With the help of a \$10,000 challenge grant, this event helped us significantly increase the number of Bread & Butter Club members making monthly contributions. Our strengthening Events Committee stretched itself to host a lovely donor appreciation party, and planned several new events for the coming year.

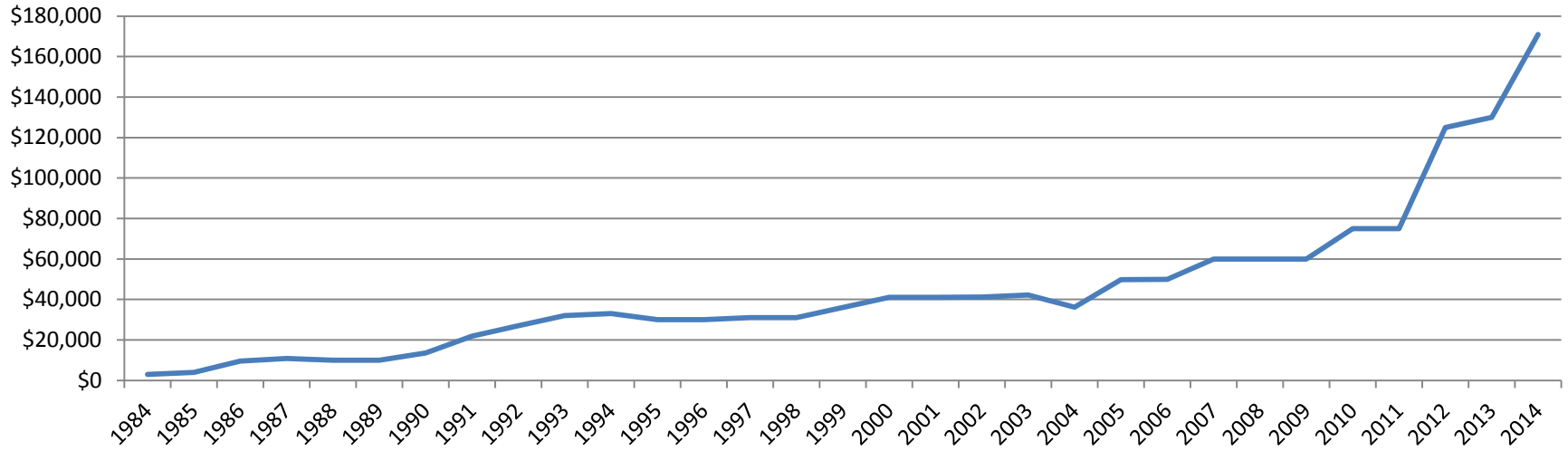
Not all aspects of fundraising were easy, as we ended the year with the announcement of several significant, multi-year cuts in funding from our largest grantors – a reduction in more than \$30,000 in the coming year alone. This news, while not catastrophic, impels us to invite more of our larger donors to make three- to five-year pledges of support, to help us weather the storms from these funding fluctuations. We have a diverse and deeply loyal donor base, and we're confident that we'll be able to meet this challenge on behalf of our clients.

Heidi Nortonsmith  
Executive Director

## Pounds of Food Distributed Over Time

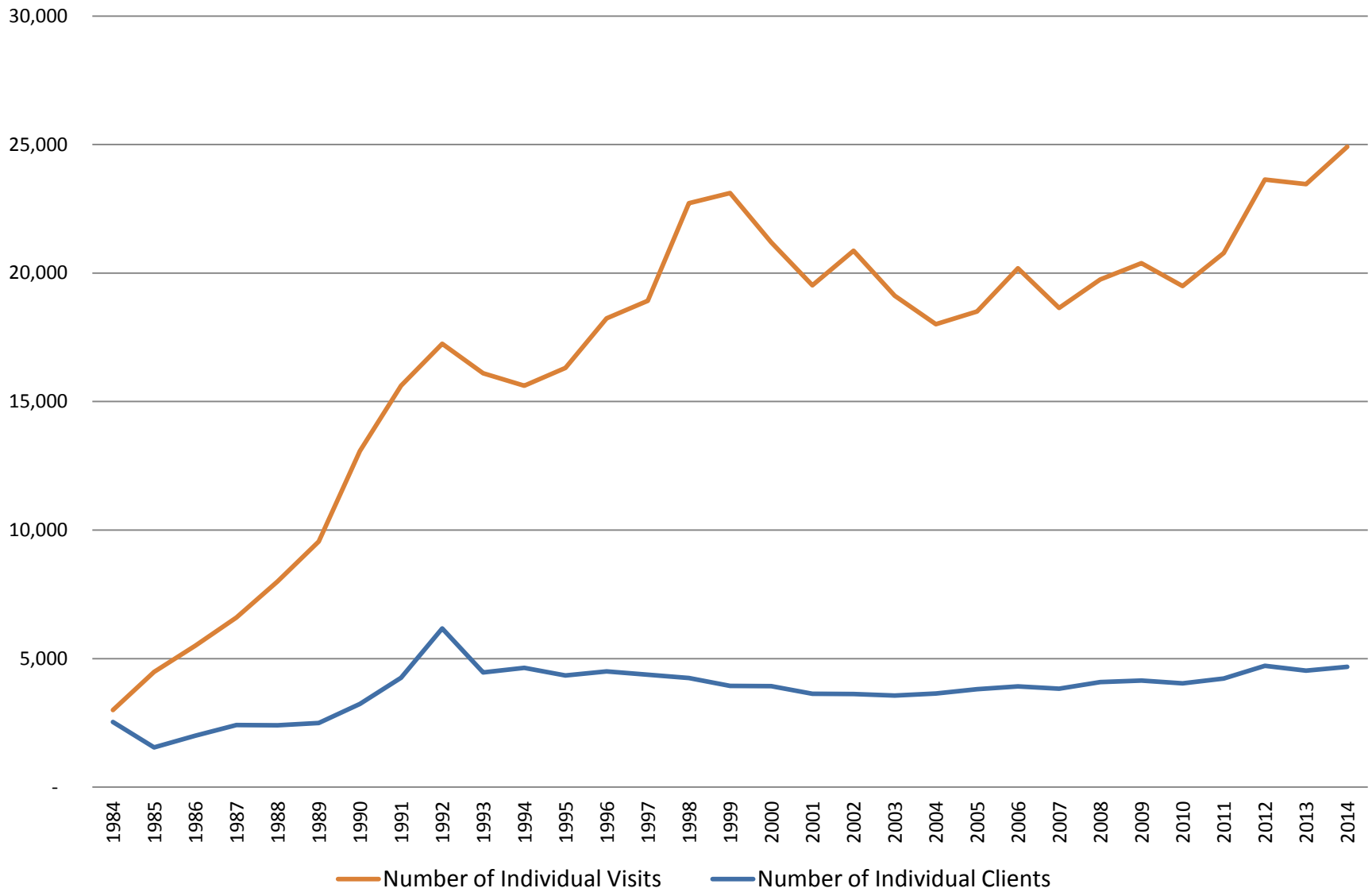


## Expenditures Toward Food Distributed Over Time





## Volume of Clients and Client Visits Over Time



## Number of Clients Served in FY14

Towns	NORTHAMPTON PANTRY			HILLTOWN PANTRY			TOTAL		
	number of households	number of individuals	percent of individuals	number of households	number of individuals	percent of individuals	number of households	number of individuals	percent of individuals
Northampton	1,116	2,212	51%	1	1	<1%	1,117	2,213	47%
Easthampton	378	861	20%	1	2	1%	379	863	18%
Chesterfield	13	20	<1%	18	45	14%	31	65	1%
Cummington	9	16	<1%	31	68	22%	40	84	2%
Goshen	6	17	<1%	19	41	13%	25	58	1%
Hadley	60	144	3%	0	0	0%	60	144	3%
Hatfield	57	112	3%	0	0	0%	57	112	2%
Huntington	6	16	<1%	6	23	7%	12	39	1%
Middlefield	0	0	0%	0	0	0%	0	0	0%
Plainfield	4	12	<1%	10	28	9%	14	40	1%
South Hadley	140	365	8%	0	0	0%	140	365	8%
Southampton	52	103	2%	0	0	0%	52	103	2%
Westhampton	14	39	1%	7	12	4%	21	51	1%
Williamsburg	44	90	2%	17	43	14%	61	133	3%
Worthington	6	9	<1%	19	48	15%	25	57	1%
Homeless	184	274	6%	0	0	0%	184	274	6%
<b>Subtotals</b>	<b>2,089</b>	<b>4,290</b>	<b>98%</b>	<b>129</b>	<b>311</b>	<b>99%</b>	<b>2,218</b>	<b>4,601</b>	<b>98%</b>
Other communities	33	74	2%	1	2	1%	34	76	2%
<b>Grand Totals</b>	<b>2,122</b>	<b>4,364</b>	<b>100%</b>	<b>130</b>	<b>313</b>	<b>100%</b>	<b>2,252</b>	<b>4,677</b>	<b>100%</b>

## Number of Times Our Clients Visited Us in FY14

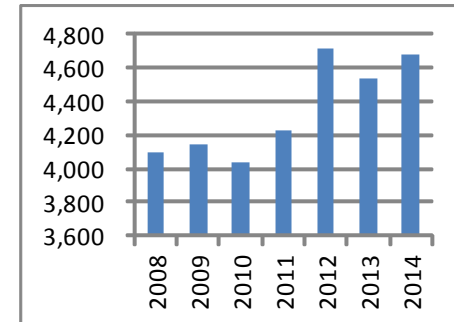
Towns	NORTHAMPTON PANTRY			HILLTOWN PANTRY			TOTAL		
	number of household visits	number of individual visits	percent of individual visits	number of household visits	number of individual visits	percent of individual visits	number of household visits	number of individual visits	percent of individual visits
Northampton	5,315	11,097	52%	4	4	<1%	5,319	11,101	44.6%
Easthampton	1,769	4,404	20%	1	2	<1%	1,770	4,406	17.7%
Chesterfield	58	80	<1%	258	644	19%	316	724	2.9%
Cummington	30	47	<1%	207	438	13%	237	485	1.9%
Goshen	44	159	1%	251	537	16%	295	696	2.8%
Hadley	304	833	4%	0	0	0%	304	833	3.3%
Hatfield	295	600	3%	0	0	0%	295	600	2.4%
Huntington	30	98	<1%	132	568	17%	162	666	2.7%
Middlefield	0	0	0%	0	0	0%	0	0	0.0%
Plainfield	28	80	<1%	91	236	7%	119	316	1.3%
South Hadley	716	1,980	9%	0	0	0%	716	1,980	7.9%
Southampton	252	496	2%	0	0	0%	252	496	2.0%
Westhampton	75	231	1%	130	265	8%	205	496	2.0%
Williamsburg	189	370	2%	166	346	10%	355	716	2.9%
Worthington	25	51	<1%	167	338	10%	192	389	1.6%
Homeless	561	860	4%	0	0	0%	561	860	3.5%
<b>Subtotals</b>	<b>9,691</b>	<b>21,386</b>	<b>99%</b>	<b>1,407</b>	<b>3,378</b>	<b>100%</b>	<b>11,098</b>	<b>24,764</b>	<b>99%</b>
Other communities	60	142	1%	1	3	<1%	61	145	1%
<b>Grand Totals</b>	<b>9,751</b>	<b>21,528</b>	<b>100%</b>	<b>1,408</b>	<b>3,381</b>	<b>100%</b>	<b>11,159</b>	<b>24,909</b>	<b>100%</b>

## Client Demographics

### NUMBER OF CLIENTS SERVED

	Northampton Pantry		Hilltown Pantry		Total	
	Households	Individuals	Households	Individuals	Households	Individuals
<b>FY14</b>	2,122	4,364	130	313	2,252	4,677
<b>FY13</b>	2,056	4,239	137	297	2,193	4,536
<b>change from FY13 to FY14</b>	3%	3%	-5%	5%	3%	3%

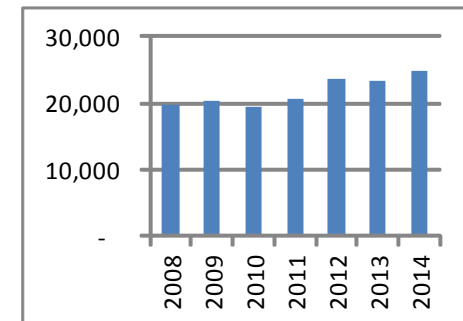
**Individual Clients Served**



### NUMBER OF TIMES OUR CLIENTS VISITED US

	Northampton Pantry		Hilltown Pantry		Total	
	Households	Individuals	Households	Individuals	Households	Individuals
<b>FY14</b>	9,751	21,528	1,408	3,381	11,159	24,909
<b>FY13</b>	9,426	20,312	1,322	3,148	10,748	23,460
<b>change from FY13 to FY14</b>	3%	6%	7%	7%	4%	6%

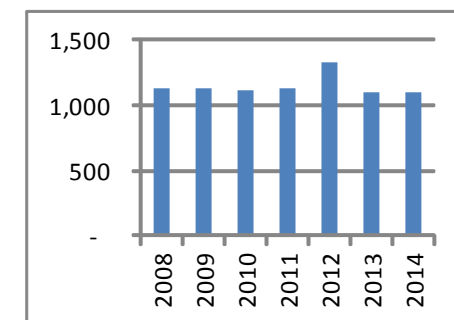
**Individual Client Visits**



### NEW CLIENTS SERVED

	Northampton Pantry		Hilltown Pantry		Total	
	Households	Individuals	Households	Individuals	Households	Individuals
<b>FY14</b>	562	1,036	26	57	588	1,093
<b>FY13</b>	566	1,041	34	61	600	1,102
<b>change from FY13 to FY14</b>	-1%	0%	-24%	-7%	-2%	-1%

**Individual New Clients**



## GENDER

	Northampton Pantry		Hilltown Pantry		Total	
	# of clients	% of clients	# of clients	% of clients	# of clients	% of clients
<b>Male</b>	2,078	48%	156	50%	2,234	48%
<b>Female</b>	2,286	52%	157	50%	2,443	52%
<b>Total Clients</b>	4,364	100%	313	100%	4,677	100%

## AGE

	Northampton Pantry		Hilltown Pantry		Total	
	# of clients	% of clients	# of clients	% of clients	# of clients	% of clients
<b>Children 0 - 17</b>	1,165	27%	78	25%	1,243	27%
<b>Adults 18 - 64</b>	2,876	66%	190	61%	3,066	66%
<b>Adults 65+</b>	323	7%	45	14%	368	8%
<b>Total Clients</b>	4,364	100%	313	100%	4,677	100%

## ETHNICITY

	Northampton Pantry		Hilltown Pantry		Total	
	# of clients	% of clients	# of clients	% of clients	# of clients	% of clients
<b>African American</b>	248	6%	0	0%	248	5%
<b>Asian</b>	112	3%	0	0%	112	2%
<b>Caucasian</b>	2,824	65%	299	99%	3,123	67%
<b>Hispanic</b>	903	21%	3	1%	906	19%
<b>Native American</b>	40	1%	1	0%	41	1%
<b>Other</b>	237	5%	0	0%	237	5%
<b>Total Clients</b>	4,364	100%	303	100%	4,667	100%

# Food Received in FY14 (in pounds)

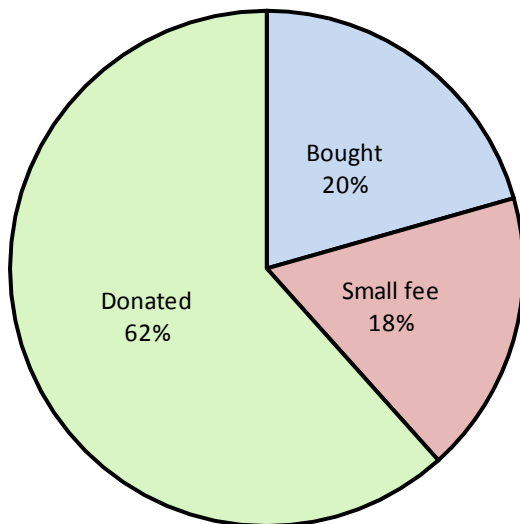
Sources of food KEY: Donated Purchased Small fee

		Northampton Pantry	Hilltown Pantry	Both Pantries	
<b>Food Bank</b>	<i>Government donations</i>	139,716	27,768	167,484	
	<i>Other donations</i>	70,510	12,746	83,256	
	<i>Shared maintenance fee</i>	115,156	28,960	144,116	
	<i>Wholesale purchases (Buy-In)</i>	71,387	2,803	74,190	
	<b>TOTAL FOOD BANK</b>	<b>396,769</b>	<b>72,277</b>	<b>469,046</b>	<b>58.0%</b>

<b>Retail Purchases</b>	<b>TOTAL RETAIL PURCHASES</b>	<b>85,789</b>	<b>6,533</b>	<b>92,322</b>	<b>11.4%</b>
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<b>Community Donations</b>	<i>Businesses</i>	162,549	984	163,533	
	<i>Civic</i>	7,037	1,247	8,284	
	<i>Individuals</i>	22,267	4,428	26,695	
	<i>Post Office Food Drive</i>	20,642	0	20,642	
	<i>Religious</i>	17,685	1,036	18,721	
	<i>Schools</i>	7,135	1,787	8,922	
	<i>Non-profit</i>	834	103	937	
	<i>Organization</i>	11	0	11	
	<i>Other</i>	22	0	22	
	<b>TOTAL COMMUNITY</b>	<b>238,182</b>	<b>9,585</b>	<b>247,767</b>	<b>30.6%</b>

<b>TOTAL RECEIVED</b>	<b>720,740</b>	<b>88,395</b>	<b>809,135</b>	<b>100%</b>
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## Food Distributed in FY14 (in pounds)

	<b>Basic Package</b> (Monthly & Weekly Food Distribution)	<b>Kids' Summer Food Package</b>	<b>USDA Food *</b>	<b>TOTAL DISTRIBUTED TO CLIENTS</b>	<b>Reallocated &amp; Unusable Food **</b>
<b>Northampton Pantry</b>	574,477	42,465	69,300	686,242	28,650
<b>Hilltown Pantry</b>	68,573	5,106	13,000	86,679	931
<b>TOTALS</b>	643,050	47,571	82,300	772,921	29,581
<b>Percent</b>	83%	6%	11%	100%	

\* The amount of USDA food distributed for Goshen is an estimate. With our new distribution system they were tracking total weight and not separating USDA weight from the "basic package".

\*\* "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

year	total pounds
2014	643,050
2013	574,682
2012	574,816
2011	502,416
2010	455,340
2009	422,275
2008	399,576
2007	344,955
2006	311,544
2005	308,718
2004	290,370
2003	267,877
2002	262,500
2001	242,641

### TOTAL POUNDS DISTRIBUTED TO CLIENTS

year	total pounds
2014	772,921
2013	734,687
2012	686,436
2011	647,714
2010	612,060
2009	574,785
2008	508,952
2007	454,259
2006	423,434
2005	417,327
2004	384,903
2003	358,557
2002	359,099
2001	327,477

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

A-Z Storage Rentals  
ABBA Motors  
Abundance Farm at Congregation B'nai Israel  
Academy at Charlemont  
Academy at Swift River  
Academy Hill School  
Academy of Music Theatre  
ALDI  
Allsports Soccer Arena  
American Legion Post 28  
Aquadro & Cerruti  
Arbella Insurance Group Charitable Foundation  
Bart's Homade  
Bashista Orchards  
Baystate Health  
Beetle Press  
Beit Ahavah  
BerkshireBank  
Big Red Frame  
Big Y Supermarket  
Bistro Les Gras  
Black Sheep Deli  
Borawski Real Estate & Co  
Bread Euphoria  
Bridge Street School  
Brookfield Farm  
Brown Bag of Northampton  
Bueno y Sano  
Burger King  
C & S Wholesalers  
Cafe Evolution  
Central Baptist Church  
Champions Extended Learning  
Chattman Photography  
Chemetal  
Christ United Methodist Church  
Circles for Jewish Living  
CISabroad  
City of Easthampton  
City of Northampton  
Clarke Schools for Hearing and Speech  
Coca-Cola Bottling Company of Greenfield  
Coca-Cola North America – Northampton  
Coco & The Cellar Bar  
Coffey & Heady Painting  
Community Foundation of Western  
Massachusetts  
Community Survival Center  
Congregation B'nai Israel  
Cooley Dickinson Hospital  
Core Solution Group  
Corliss Law  
Crimson & Clover Farm  
Cumberland Farms  
Cummington Lions Club  
Curves  
CVS  
D.A. Sullivan and Sons  
Dakin Pioneer Valley Humane Society  
Dance Northampton  
Davenport Childcare  
Dayton Foundation Depository  
Deals & Steals  
Delap Real Estate  
Disabled Veterans Auxiliary #92  
Drs. Clayton, Kleinman, and Canby  
Dunkin' Donuts  
E.S.P. Auto  
Easthampton Community Center  
Edward Elgar Publishing Co.  
Edwards Church  
EMA Dental  
Enterprise Farm  
Esselon Café  
Essentials  
Faces  
Fairway Village Condo Association  
Fallon Community Health Plan  
Family Fun Magazine  
Family Veterinary Center  
Fazzi Associates  
Fidelity Charitable Gift Fund  
Fierst, Kane & Bloomberg LLP  
Finck & Perras Insurance Agency



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

First Congregational Church of Hatfield  
First Congregational Church of Chesterfield  
First Congregational Church of Whatley  
First Congregational Church of Williamsburg  
First Congregational Church of Worthington  
Five College Movers  
Fleury Lumber Company  
Florence Community Band  
Florence Congregational Church  
Florence Dental Care  
Florence Pizza & Family Restaurant  
Florence Savings Bank  
Florence Swimming Pools  
Flying Colors Farm  
Food Bank of Western Massachusetts  
Forbes Library  
Ford of Northampton  
Forget me not Florist  
Four Rivers Charter School  
Fox Thicket Farm  
Fresh Pond Trust  
Freshman Outdoor Orientation Program,  
Amherst College  
Gabriel Amadeus Cooney Photography  
Gan Keshet Preschool  
GDF Suez Energy North America  
GE Volunteers Foundation  
Girl Scout Troop 11597, Daisy Troop  
Girl Scout Troop 73203 Williamsburg  
GoBerry  
Goshen Congregational Church  
Goshen Firefighters Association  
Gray Dog's Farm  
Greater Northampton Chamber of Commerce  
Green Earth Computers  
Grow Food Northampton  
HAI Architecture  
Hampden-Hampshire Assessors Association  
Hampshire County 4-H Cattle Club  
Hampshire Dermatology & Skin Care Center  
Hampshire District Registry of Deeds  
Hampshire Property Management Group, Inc  
Hampshire Regional High School  
Hampton Court Apartments  
Harley-Davidson of Southampton  
Harold Grinspoon Foundation  
Harvest Farm of Whately  
Hatfield Firefighters Association  
Haydenville Congregational Church  
Haymarket Café  
Heavenly Chocolates  
HEC Academy  
Helen E. James School  
Helping Hand Society  
Hilltown Community Development Corporation  
Hilltown Cooperative Charter School  
Hope & Feathers Framing  
Hungry Ghost Bread  
Huntington Country Store  
Huntington Food Pantry  
Imagine Northampton  
India House  
ING  
Inglesia Cristiana Getsemani  
Intervale Farm  
Invest In Others Charitable Foundation  
Jackson Street School  
Jewish Family Service of Western Mass  
JFK Middle School  
Joe's Café Spaghetti & Pizza House  
JoiaBeauty  
Kailey's Kupcakes  
Kentucky Fried Chicken  
KirschLeuchs Consulting  
Lander Grinspoon Academy  
Lathrop Community of Easthampton  
Lathrop Community of Northampton  
Law Offices of John P. DiBartolo, Jr.  
Law Offices of Low and Canata  
Lay Fraternity of St. Dominic  
Leeds Elementary School  
Lions Club of Northampton  
Lions Club Williamsburg  
Lisa Van Gordon d'Errico, Esq.

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

Littleville Elementary School	Optical Studio
Living Springs Foundation	Ostberg & Associates
MANNA	Our Lady of the Hills
Maple Farm Finer Foods	Packard's
Marinello Beauty School	Panera Bread
Market Street Research	Paradise Copies
Mass Commercial Cleaning	Party City
Massachusetts Bankers Association Charitable Foundation	Paul & Elizabeth's
Massachusetts Nurses Association	Pedal People Cooperative
MassMutual Financial Group	Pelican Products
Matter Family Office	Penguin Random House
McCarthy Funeral Home	PeoplesBank
Meekins Library/Haydenville Library	Pete's Tire Barns
Michael F. Curtin Auxiliary Veterans of Foreign Wars Post 8006	Peter Rayton Logging
Michael's House Resident's Association	Pioneer Valley Ballet
Mill River BNI	Pioneer Valley Periodontics
Millitech	Pioneer Valley Roller Derby
Montessori School of Northampton	Pizzeria Paradiso
Muffin's General Store	Plainville Farm
Murduff's Goldsmiths & Engravers	Pritchard Family Foundation
Murphys Realtors	Project Bread
MyHats	Prospect Meadow Farm
Nejame and Kling Law Offices	Provisions
New Hingham School	Pure Foods
Next Barn Over	Quonquont Farm
Northampton Area Pediatrics	R.K. Finn Ryan Road School
Northampton Brewery	Razoo Foundation
Northampton Community Gardens	Red Fire Farm
Northampton Council on Aging & Senior Center	Red Stone Promotions
Northampton Friends Meeting	Rerun Shoes
Northampton High School	Rick Kristek Tax & Business Services
Northampton Police Relief Assoc.	River Valley Market
Northampton Pride	Riverbend Animal Hospital
Northampton Radiologic Assoc.	Robinson Properties
Northampton School Department	Rosenberg Committee
Northampton Transmission	Saint Elizabeth Ann Seton Parish
Northampton Vision Specialists	Sasson, Turnbull, Ryan & Hoose
Northampton Wellness Associates	Seewald, Jankowski & Spencer
Northeast Center for Youth and Families	Select Equity Group
Ode Boutique	ServiceMaster of Northampton-Amherst
	Seventh-Day Adventist Church
	Shelburne Falls Coffee Roasters

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

Simona's Gluten-free Baked Goods	Town Farm
SIP Coffee & Tea Bar	Town Hall of Goshen, MA
Smith College Botanical Gardens	Trader Joe's
Smith College Campus School	Truehart Paving and Construction
Smith College Center for Early Childhood Education	Turcotte Data & Design
Smith College Community Service Office	TurningLeaf Design
Smith College Food Service	Twilight Fixture and Lamp Repair
Smith College Office of Student Affairs	Tyson Foods
Smith Vocational & Agricultural High School	U.A.W. Local 2322
Southampton Police Department	Unitarian Society of Northampton and Florence
Southampton Women's Club	United Food and Commercial Workers Union
Springfield Armor	United Way of Central and Northeastern Connecticut
St. John's Episcopal Church	United Way of Hampshire County
St. Peter's Lutheran Church	Urban Outfitters
St. Philip's Episcopal Church	Valley Medical Group
Stanley Black & Decker, Inc.	Veteran's Administration Medical Center
State Street Fruit Store	Village Congregational Church
Steve's Sugar Shack	Viva Fresh Pasta
Strides Human Performance Institute	Walmart
Sugar Maple Trailside Inn	Webber & Grinnell Insurance Agency
Sunnyside Childcare	Webs- America's Yarn Store
Super Stop & Shop	Welch Law Offices
Susana Byers, Lic. Ac.	West Cummington Congregational Church
Tandem Bagel Co.	West Family Day Care
Target	Westhampton Congregational Church
Temp-Pro	Whalen Insurance Agency
The Barn Grocery Store	Whirlwind Fine Garden Design
The Benjamin Company	Whole Children
The Boston Foundation	WIC
The Community Foundation, Riverside, CA	William E. Norris School
The Connotations	Williamsburg Lions Club
The Creative	Williston Northampton School
The Episcopal Diocese of Western Massachusetts	Wireless Zone Foundation for Giving
The Housechurch	Women Outdoors Western Mass Chapter
The Lone Wolf	Women's Fellowship of the First Congregational Church of Williamsburg
The Overlook	Woodstar Café
The Pittsburgh Foundation	Worthington Boy Scouts
The Veatchs Arts of the Book	Wright Builders
Thomson Financial Management	Young@Heart Chorus
Toward Harmony Tai Chi & Qigong	

**The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2014 volunteers. Many thanks to...**

Heather Abel	Debin Bruce	Sandy Eddy
Hayat Abuza	Mark Brumberg	Angie Ellison
Robert Abuza	Stephen Buckner	Deborah-Lynn Epstein
Marisol Adames	Louisa Bushey	Ethel Estes
Sam Adams	Luz Cabrerra	John Falkowski
Dave Alexander	Amanda Carr	Marilyn Falkowski
Kay Althoff	Bob Carroll	Adele Fantasia
Amy Altwarg	Lily Clark	Vanessa Farrell
Maria Lanie Anderson	Annie Clattenburg	Aliza Fassler
Gillian Andrews	Amy Cohen	Max Faytell
Phyl Ansaldo	Michael Cohen	Gene Feldmann
Elizabeth Armstrong	Eileen Collins	Talia Feldman-Schwartz
Ray Asbin	Karen Cox	Michael Filas
Gayle Aube	Joshua Crane	Bob First
Noah Babbott-Bryan	Mary Alice Crim	Adam Fishman
Tanguy Bader	Christina Crook	Maureen Flannery
Catherine Bartlett	Cheri Cross	Louise Flynn
Dick Bauman	Karen Curran	Pauline Fogel
Allan Baustin	Chris DeFrancis	Nat Foss
Michael Beattie	John Degnan	Jacquie Fraser
Liz Bedell	Elena DeJesus	Nancy Frenier
Justine Bertram	Sarah Dench	Riley Gage
Dave Bickford	Nance Denig	June Gardner
Annie Bigwood	Nickii Diaz	Amy Geeleher
Marcy Bloomenthal	Alyssa Dodd	Paul Gelineau
Wendy Bloomenthal	Sue Dolan	Irene Georgiadis
Jenny Bonilla	Sue Donnelly	Marilyn Giles
Lauren Borsuk	Adele Dowell	Sheila Gilroy
Donna Bowles	Cian Dowling	Aidan Gilson
Holly Bowyer	Kathy Downie	Amy Glenowicz
Holly Boyer	Vanessa Doyle	Kim Goggins
Toni Brandmill	Bree Drohen	Jonathan Goldman
Lynne Brill	Erica Dubey	Ken Gordon
Nicole Britt	Sarah Duckett	Linda Graves
Ann Brooks	Nicki Duda	Jake Greenburg
Tony Brown	Peter Duggan	Lucy Greenburg
Roger Brown	Haley Dumas	Bob Gruber
Jared Brown	Jill Durrant	Faith Harrison
Winnie Brown	John Durrant	Tom Hart

**The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2014 volunteers. Many thanks to...**

Elliot Hartman-Russell	May Khongchai	Carol Melin
Helena Hassen	Dave Kielson	Donna Meller
Helen Healey	Heather King	Amy Meltzer
Charlie Healy	Benjamin Kirsch	Brianna Mercer
Michael Heitke	Dan Kirsch	Elizabeth Mercer
Sylvia Hemminger	Elijah Kirsch	Rachel Meyrowitz
Kaitlin Herzig	Sarah Klein	Dorien Miller
Anne Heston	Niko Kusworo	Margaret Miller
Ben Hill	Mel LaBonte	Nathan Mize
Nicholas Hill	Tyler LaCombe-Bart	Luzma Molina
Dianne Hobbs	Chris Landry	Susan Moore
Jen Hoffman	Mike Lap	Maureen Moore
Susan Holden	Karen Latuchie	Hannah Morehouse
Kim Holden	Georgia Lederman	Jake Morris
Joan Honeyman	Liz Leibowitz	Christine Mulcahy
Lisa Hopkins	Rachel Leibowitz	Bill Mullen
Lauren Howe	Don Levitan	Chris Myslinski
Amy Huckley	Junzhou Lin	Rebecca Neimark
Camilla Humphreys	Jack Liptak	Erica Norby
Phil Huyser	Dennis Longto Jr	Quinn Nortonsmith
Henrik Jakobeit	Mo Lotman	Avery Nortonsmith
Lin Johnson	Doug Luce	Cynthia Nyary
Jeannie Jones	Jean Lusskin	Bobbe O'Brien
Tim Jones	Jane Lynne Howe	Baeleigh O'Connor
Jeffrey Jones	Joe Mahay	Sydney O'Leary
Eleanor Jones	Robin Maltz	Jenezy Ortiz
Patty Judice	Karen Mandeville	Dan O'Sullivan
Kate Kahn	Daniel March	Jeff Palm
Linda Kakos	Gina Marchesani	Tim Parent
Ben Kalish	Marie Marchese	Chris Parrish
Ana Kapetanos	Soren Mason Temple	Sherry Pasternack
Sarah Karol	Susan Mayhew	Bhakti Patel
Nancy Karp	Karen McAmis	Catherine Pentoney
Jody Kasper	Liz McCormack	Morey Phippen
Dan Katz	Kris McCue	Josh Platt
Laura Katz	James McDonald	Dave Plaut
Rose Katz	Susan McGrath	Max Plauterman
Rose Katz-Berger	Sherry McGuire	Tom Quinn
Kristin Kelly	Shawn McManus	Kristina Ramsden

**The Northampton Survival Center continues to help meet the food needs of our Hampshire County neighbors due to the extraordinary team effort of our 2014 volunteers. Many thanks to...**

Alyssa Ranker	Steve Soitos	Nick Whitcomb
Evan Ray	Jane Sommer	Michael White
Patrick Regan	Maria Sperduti	Tori Wickles
Jim Reis	Beth Spong	Trixie Willems
Kristen Rhodes	James Staple	Cher Willems
Maddy Richmond	Emily Steele	Diane Williams
Larry Rickles	Leslie Stein	Robert Williams
Toni Rickles	Stacey Steinbach	Harriet Wilson
Antonia Rickles	Jon Steinberg	Kathy Winkler
Jagy Riesz	Sara Sternick	Aidan Winn
Gay Roberts	Alicia Stewart	Steve Winn
Wendy Robinson	Lil Stordeur	Alli Winston
Steve Robinson	Jerry Stordeur	Traci Wolfe
Becky Ross	Mark Sullivan	Vera Yanez
Chip Roughton	Lily Sun	Isaac Yglesias
Georgianna Rouleux	Bruce Sylvia	Yesel Yoon
Peter Rowe	Tyler Tannen-Barrup	Madison Young
Holly Rowland	Moira Taylor	Martha Zigmont
Andrea Rudolph	Elise Taylor	Charlie Zinn
Xitlaly Ruiz	Kathy Teece	
Jen Ryan	Fran Thibault	Congregation B'nai Israel
Jamie Samdahl	Barbara Thompson	staff & students
Lynne Saner	Diana Tindall	Hampshire Regional High
Alyssa Santos	Ruth Tirado	School staff & students
Adam Saunders	Currie Touloumtzis	NHS Key Club
Reed Schimmelfing	Suna Turgay	
David Senecal	Nell Volkmann	
Sophie Sharp	Julie Waggoner	
Rayanne Shaw	Marty Walder	
Betsy Siersma	Nan Walsh	
Risa Silverman	Susan Waltner	
Kathy Sinclair	Amita Wanar	
Sue Slowick	Mary Webber	
Ben Smith	Fred Wellman	
Sam Smith	Erin Wetherell	
Suzanne Smith	Renee Wetstein	
Mark Smith-Bove	Gina Whalen	
Isabelle Smith-Bove	Trace Whalen	
Chloe Snyder	Maela Whitcomb	

Northampton Survival Center  
**STRATEGIC PLAN**  
2013 – 2016

## **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.

## Northampton Survival Center

## Balance Sheet

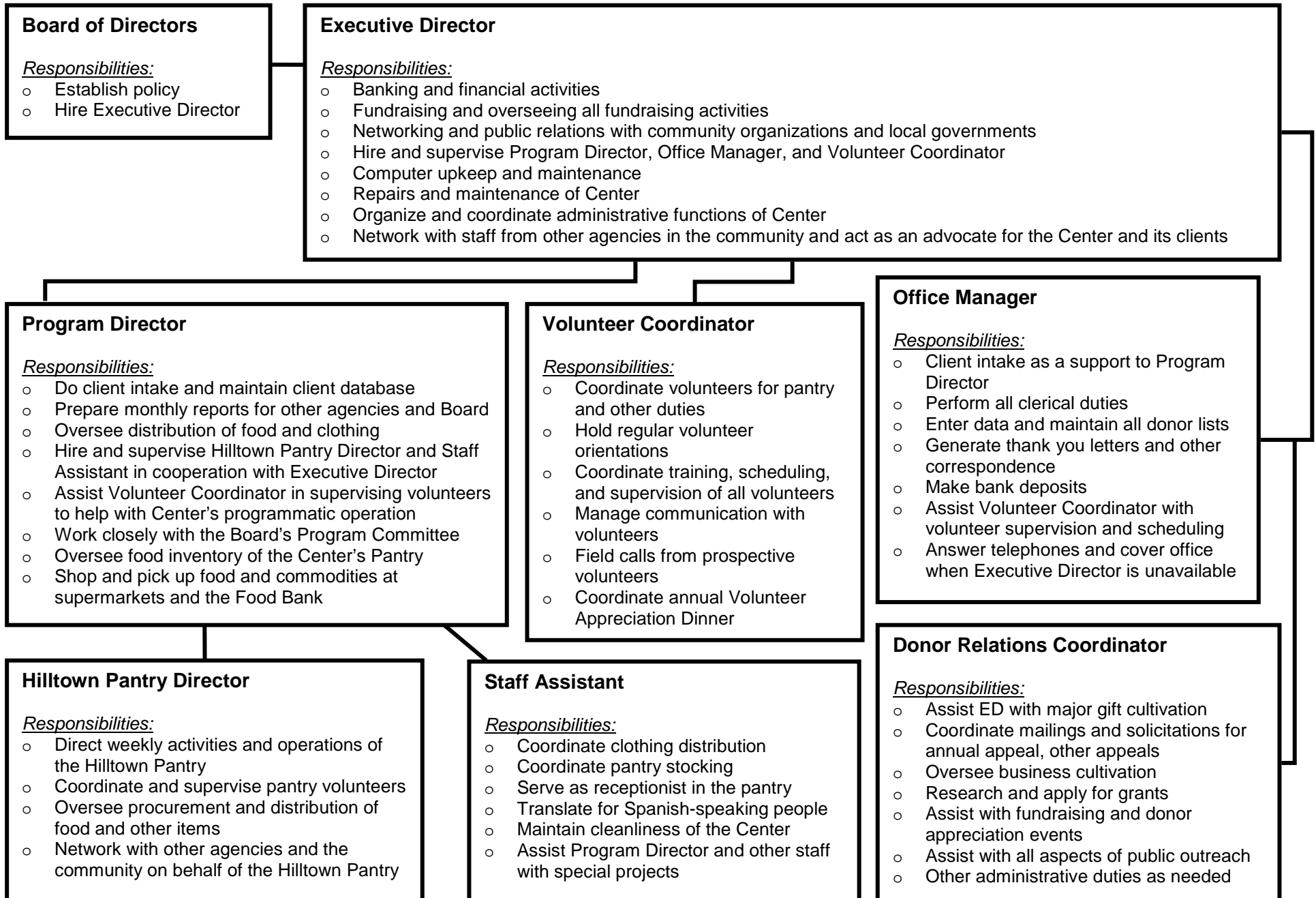
As of June 30, 2014

	Jun 30, 14
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1000 · FSB Checking -0427	90,610.39
1003 · FSB Aldi Debit account	408.59
1004 · Petty Cash	78.60
<b>1050 · Savings Accounts</b>	
1050.7 · New York Life Securities	229.30
1050.4 · ESB "7-day" revolving CD's	251,481.95
<b>Total 1050 · Savings Accounts</b>	251,711.25
<b>Total Checking/Savings</b>	342,808.83
<b>Accounts Receivable</b>	
1299 · CC Fund Pledges Rec'able	
1299.1 · Pledges Rec'able as of FYE14	1,000.00
<b>Total 1299 · CC Fund Pledges Rec'able</b>	1,000.00
<b>Total Accounts Receivable</b>	1,000.00
<b>Other Current Assets</b>	
1300 · Food Inventory	58,844.00
<b>1400 · Prepaid Accounts</b>	
1401 · Prepaid Workers Comp	1,814.49
1404 · Truck Insurance	483.75
1405 · D&O Insurance	427.64
1406 · Prop and GL Insurance	3,752.60
1411 · Prepaid Garbage Pick-up	310.00
1414 · Health Insurance Premiums	2,921.65
<b>Total 1400 · Prepaid Accounts</b>	9,710.13
<b>Total Other Current Assets</b>	68,554.13
<b>Total Current Assets</b>	412,362.96
<b>Fixed Assets</b>	
<b>1500 · Fixed Assets</b>	
<b>1520 · Furniture and Fixtures</b>	
1520.1 · Freezer and Copier - Cost	7,894.00
1520.2 · Acc. Dep. Furniture and Fixture	-7,203.98
<b>Total 1520 · Furniture and Fixtures</b>	690.02
<b>1540 · Truck</b>	
1540.1 · Truck - Cost	22,015.00
1540.2 · Acc. Dep. Truck	-22,015.00
<b>Total 1540 · Truck</b>	0.00
<b>1560 · F&amp;F New Construction</b>	
1560.1 · F&F New Construction - cost	47,023.13
1560.11 · Refrigerator 2011 - cost	2,600.00
1560.2 · Accum Dep	-24,812.50
<b>Total 1560 · F&amp;F New Construction</b>	24,810.63
<b>1599 · Leasehold Improvements</b>	
1599.1 · Leasehold Improvements - Cost	1,153,177.25
1599.2 · Acc. Dep. Leasehold Improvement	-134,398.00
1599 · Leasehold Improvements - Other	-1,210.00
<b>Total 1599 · Leasehold Improvements</b>	1,017,569.25
<b>Total 1500 · Fixed Assets</b>	1,043,069.90
<b>Total Fixed Assets</b>	1,043,069.90
<b>TOTAL ASSETS</b>	<b>1,455,432.86</b>

**Northampton Survival Center**  
**Balance Sheet**  
As of June 30, 2014

	Jun 30, 14
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20000 · Accounts Payable	10,009.24
<b>Total Accounts Payable</b>	10,009.24
<b>Other Current Liabilities</b>	
<b>2400 · Payroll Liabilities</b>	
2404 · State Income Tax Withheld	846.69
2406 · MA SU/SDI and Work training	860.70
2499 · Fed Tax	
2401 · Federal Income Tax Withheld	527.43
2402 · Social Security Tax Payable	585.34
2403 · Medicare Tax Payable	136.88
<b>Total 2499 · Fed Tax</b>	1,249.65
<b>Total 2400 · Payroll Liabilities</b>	2,957.04
<b>2500 · Other Payroll Liabilities</b>	
2501 · Accrued Vacation	17,183.36
<b>Total 2500 · Other Payroll Liabilities</b>	17,183.36
<b>Total Other Current Liabilities</b>	20,140.40
<b>Total Current Liabilities</b>	30,149.64
<b>Total Liabilities</b>	30,149.64
<b>Equity</b>	
31500 · Temp. Restricted Net Assets	10,363.00
32000 · Unrestricted Net Assets	1,476,237.80
Net Income	-61,317.58
<b>Total Equity</b>	1,425,283.22
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,455,432.86</b>

# Organizational Chart of the Northampton Survival Center



**AUDITED FINANCIAL STATEMENTS**

**NORTHAMPTON SURVIVAL CENTER, INC.**

*Northampton, Massachusetts*

**June 30, 2014**

***Boisselle, Morton & Associates, LLP***  
*Certified Public Accountants*

**NORTHAMPTON SURVIVAL CENTER, INC.**

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Statement of Activities	4
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Statement of Cash Flows	6
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BOISSELLE, MORTON & ASSOCIATES, LLP  
CERTIFIED PUBLIC ACCOUNTANTS

**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 nonprofit organization), which comprise the statement of financial position as of June 30, 2014, 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 entity'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 entity'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.

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, 2014, 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, 2013 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 13, 2013. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2013, is consistent, in all material respects, with the audited financial statements from which it has been derived.

***Boisselle, Morton & Associates, LLP***

Hadley, Massachusetts  
October 30, 2014



**NORTHAMPTON SURVIVAL CENTER, INC.**  
Statement of Financial Position  
June 30, 2014 (with comparative totals for June 30, 2013)

	<u>2014</u>	<u>2013</u>
<u>Assets</u>		
Assets		
Cash and cash equivalents	\$ 342,809	\$ 358,548
Pledges receivable	1,000	3,526
Food inventory	42,822	54,104
Prepaid expenses	6,773	4,984
Property and equipment, net	<u>1,054,034</u>	<u>1,096,728</u>
Total assets	<u>\$ 1,447,438</u>	<u>\$ 1,517,890</u>
<u>Liabilities and Net Assets</u>		
Liabilities		
Accounts payable	\$ 10,009	\$ 18,570
Accrued expenses	<u>20,140</u>	<u>18,893</u>
Total liabilities	<u>30,149</u>	<u>37,463</u>
Net Assets		
Unrestricted		
Property and equipment related	1,054,034	1,096,728
Available for operations	<u>350,741</u>	<u>355,553</u>
Total unrestricted net assets	1,404,775	1,452,281
Temporarily restricted	<u>12,514</u>	<u>28,146</u>
Total net assets	<u>1,417,289</u>	<u>1,480,427</u>
Total liabilities and net assets	<u>\$ 1,447,438</u>	<u>\$ 1,517,890</u>

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

**NORTHAMPTON SURVIVAL CENTER, INC.**

Statement of Activities

Year Ended June 30, 2014 (with comparative totals for the year ended June 30, 2013)

	2014			2013 Total
	Unrestricted	Temporarily Restricted	Total	
<b>Revenue and support</b>				
Donated food	\$ 1,391,712		\$ 1,391,712	\$ 1,285,728
Donations	460,255		460,255	410,411
Grants - other	36,781	\$ 30,000	66,781	121,024
United Way	56,091		56,091	55,927
Community Development Block Grant	24,609		24,609	10,740
Interest income	695		695	818
Miscellaneous	1,177		1,177	100
Donated supplies and services	18,500		18,500	
Net assets released from restrictions	45,632	(45,632)		
Total revenue and support	<u>2,035,452</u>	<u>(15,632)</u>	<u>2,019,820</u>	<u>1,884,748</u>
<b>Expenses</b>				
Program	1,855,046		1,855,046	1,702,450
Administration	101,068		101,068	78,339
Development	126,844		126,844	92,456
Total expenses	<u>2,082,958</u>		<u>2,082,958</u>	<u>1,873,245</u>
Change in net assets	(47,506)	(15,632)	(63,138)	11,503
Net assets - beginning of year	<u>1,452,281</u>	<u>28,146</u>	<u>1,480,427</u>	<u>1,468,924</u>
Net assets - end of year	<u>\$ 1,404,775</u>	<u>\$ 12,514</u>	<u>\$ 1,417,289</u>	<u>\$ 1,480,427</u>

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

**NORTHAMPTON SURVIVAL CENTER, INC.**

Statement of Functional Expenses

Year Ended June 30, 2014 (with comparative totals for the year ended June 30, 2013)

	2014				2013
	<u>Program</u>	<u>Administration</u>	<u>Development</u>	<u>Total</u>	<u>Total</u>
Employee compensation and related:					
Salaries	\$ 138,374	\$ 43,954	\$ 82,584	\$ 264,912	\$ 244,666
Payroll taxes	10,637	4,566	8,525	23,728	24,942
Fringe benefits	14,965	4,753	8,931	28,649	27,199
Employee compensation and related:	163,976	53,273	100,040	317,289	296,807
Donated food	1,402,994			1,402,994	1,290,468
Purchased food	169,360			169,360	134,725
Depreciation	41,043	8,165		49,208	48,469
Repairs and maintenance	20,813	4,140		24,953	9,353
Donated supplies and services	4,000	6,000	8,500	18,500	
Professional fees		17,675	800	18,475	19,013
Utilities	6,045	1,920	3,608	11,573	9,099
Printing	6,977	4,366		11,343	11,740
Insurance	7,394	1,471		8,865	9,629
Office	4,482	1,423	2,674	8,579	9,365
Furnishings and small equipment	8,395			8,395	4,895
Fundraising events			6,843	6,843	2,694
Postage	3,372	1,071	2,013	6,456	6,399
Telephone and internet	2,241	712	1,337	4,290	4,297
Advertising and promotion	4,176			4,176	4,469
Rent	1,723	548	1,029	3,300	3,600
Travel	2,746	304		3,050	2,259
Food transportation	2,825			2,825	4,380
Supplies	1,484			1,484	1,584
Bad debt	1,000			1,000	
Total expenses	<u>\$ 1,855,046</u>	<u>\$ 101,068</u>	<u>\$ 126,844</u>	<u>\$ 2,082,958</u>	<u>\$ 1,873,245</u>

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

**NORTHAMPTON SURVIVAL CENTER, INC.**

## Statement of Cash Flows

Year Ended June 30, 2014 (with comparative totals for the year ended June 30, 2013)

	<u>2014</u>	<u>2013</u>
Cash flows from operating activities		
Change in net assets	\$ (63,138)	\$ 11,503
Adjustments to reconcile change in net assets to net cash (used) provided by operating activities		
Depreciation	49,208	48,469
Change in allowance for uncollectible pledges		(8,000)
Change in assets and liabilities:		
(Increase) decrease in:		
Pledges receivable	2,526	53,769
Food inventory	11,282	4,740
Prepaid expenses	(1,789)	4,009
(Decrease) increase in:		
Accounts payable	(8,561)	2,347
Accrued expenses	1,247	3,630
Net cash (used) provided by operating activities	<u>(9,225)</u>	<u>120,467</u>
Cash flows from investing activities		
Purchases of property and equipment	<u>(6,514)</u>	<u>(8,387)</u>
Net cash used by investing activities	<u>(6,514)</u>	<u>(8,387)</u>
Net (decrease) increase in cash and cash equivalents	(15,739)	112,080
Cash and cash equivalents - beginning of year	<u>358,548</u>	<u>246,468</u>
Cash and cash equivalents - end of year	<u>\$ 342,809</u>	<u>\$ 358,548</u>
<u>Supplemental disclosures of non-cash operating activities:</u>		
Donated food support	\$ (1,391,712)	\$ (1,285,728)
Donated food expense	\$ 1,402,994	\$ 1,290,468

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

# NORTHAMPTON SURVIVAL CENTER, INC.

## Notes to the Financial Statements

June 30, 2014

### 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 2011-2013.

*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, 2014 and 2013.

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.

**NORTHAMPTON SURVIVAL CENTER, INC.**

Notes to the Financial Statements (Continued)

June 30, 2014

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:

Leasehold 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 Estimate:* 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, 2013 prepared by Feeding America, formerly known as, America's Second Harvest. The valuation was \$1.72 and \$1.66 per pound for the years ended June 30, 2014 and 2013, respectively.

*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.

*Reclassifications:* Certain reclassifications have been made to the year ended June 30, 2013 comparative totals to conform to the year ended June 30, 2014 presentation. These reclassifications have no effect on the previously reported change in net assets for the year ended June 30, 2013.

**NORTHAMPTON SURVIVAL CENTER, INC.**

Notes to the Financial Statements (Continued)

June 30, 2014

2. Property and Equipment

Property and equipment consisted of the following at June 30:

	<u>2014</u>	<u>2013</u>
Furniture and equipment	\$ 72,418	\$ 65,904
Leasehold improvements	1,151,967	1,151,967
Vehicle	<u>22,015</u>	<u>22,015</u>
	1,246,400	1,239,886
Less accumulated depreciation	<u>192,366</u>	<u>143,158</u>
Total property and equipment	<u>\$1,054,034</u>	<u>\$1,096,728</u>

Depreciation expense was \$49,208 and \$48,469 for the years ended June 30, 2014 and 2013, respectively.

3. Pledges Receivable

Unconditional promises to give of \$1,000 and \$3,526 at June 30, 2014 and 2013, respectively, are included in the financial statements as pledges receivable and revenue of the appropriate net asset category. Pledges are due in less than one year and considered collectible.

4. Related Party Relationships

Northampton Survival Center, Inc.'s Executive Director is on the Board of Directors of the United Way that donated \$56,091 and \$55,927 to the Northampton Survival Center, Inc. for the years ended June 30, 2014 and 2013, 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, 2014.

5. Temporarily Restricted Net Assets

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

	<u>2014</u>	<u>2013</u>
Fresh Local Produce project		\$10,720
Dairy fund	<u>\$12,514</u>	<u>17,426</u>
	<u>\$12,514</u>	<u>\$28,416</u>

## NORTHAMPTON SURVIVAL CENTER, INC.

Notes to the Financial Statements (Continued)

June 30, 2014

### 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 70% and 68% for the years ended June 30, 2014 and 2013, 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 was \$18,500 in donated supplies and services recorded for the year ended June 20, 2014. There were no material donated supplies and services recorded for the year ended June 30, 2013.

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:

2015	3,600
2016	3,600
2017	3,600
2018	3,600
2019	3,600

### 9. Subsequent Events

Northampton Survival Center, Inc. evaluated subsequent events after the statement of financial position date of June 30, 2014, through October 30, 2014, the date on which the financial statements were available to be issued, and concluded that no additional disclosures are required.





Northampton  
**Survival  
Center**

A food pantry serving the  
Hampshire County community