

#54



2018 S.L. Gimbel
Foundation Fund Holiday
Food Program Grant
Application

Internal Use Only:
Grant

Organization / Agency Information

Organization/Agency Name: The Food Bank of Western Massachusetts, Inc.		
Physical Address: 97 North Hatfield Road <i>City/State/Zip</i> Hatfield, MA 01038-0160		
Mailing Address: P.O. Box 160 <i>City/State/Zip</i> Hatfield, MA 01038-0160		
CEO or Director: = Mr. Andrew Morehouse <i>Title:</i> Executive Director		
Phone: 413-247-9738 ext. #115	Fax: 413-247-9577	Email: andrewm@foodbankwma.org
Contact Person: Marge Barnett <i>Title:</i> Grants Relations Manager		
Phone: 413-247-9738 ext. #140	Fax: 413-247-9577	Email: margeb@foodbankwma.org
Web Site Address: www.foodbankwma.org		Tax ID: 04-2751023

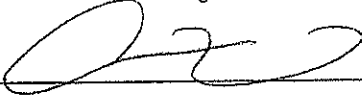
Program / Grant Information

Program/Project Name: Food Acquisition and Distribution			Amount of Grant Requested: \$15,000
Total Organization Budget: \$4,635,921	Per 990, Percentage of Program Service Expenses (Column B / Column A x 100): 91.86%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 3.99%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 8.135%
Purpose of Grant Request (one sentence): The purpose of this request is for The Food Bank of Western Massachusetts to purchase food items in order to provide the quantity and quality necessary to meet the basic needs of the over 230,000 food insecure people in our region.			
Gimbel Holiday Grants Received: List Year(s) and Award Amount(s) 2013: \$10,000 2014: \$10,000 2016: \$11,000			

Signatures

Board President / Chair: (Print name and Title) Jacqueline Charron, President of the Board	Signature: 	Date: 11/8/18
--	-----------------------	-------------------------

Apply
\$4:

<i>Executive Director/President: (Print name and Title)</i>	<i>Signature:</i>	<i>Date:</i>
Andrew Morehouse, Executive Director		11/8/18

2018 S.L. Gimbel Foundation Fund Holiday Grant Application

Please provide the following information for items I. through III. by answering all questions in ONE PAGE-12 Font. Please be thorough, clear, specific, and concise.

I. Organization/Agency Background: The mission of The Food Bank of Western Massachusetts, founded in 1982, is to feed our neighbors in need and lead the community to end hunger. Our vision is a western Massachusetts where no one goes hungry and everyone has access to nutritious food. Our purpose is to procure, store and distribute food to the food insecure people of our region through the emergency food network and our direct-to-client programs. In addition to emergency food support, we work to integrate and enhance the emergency food network to develop comprehensive, long-term solutions to hunger and to help people in need build food self-sufficiency. We provide trainings and support to our member agencies (pantries, meal sites, shelters) nutrition education services, SNAP outreach and enrollment assistance, a Brown Bag: Food for Elders program, a Mobile Food Bank program, and a new Food Insecurity Screening and Referral Initiative with a local urban community health center. Last fiscal year we served over 233,000 people (distributing over 11.6 million pounds of food) in all 4 counties of western MA. We have 45 staff, 43 full-time, 2 part-time and over 1,700 volunteers.

II. Project Information: The Food Bank responds to emergency and chronic hunger through our core food distribution programs. We serve the communities of Berkshire, Franklin, Hampshire and Hampden counties of MA, a diverse area covering over 2,800 square miles, including the state's 3rd largest city and some of its smallest rural towns (populations under 500). About 1 in 8 people here suffer from food insecurity. Of the 233,000 people served last year, 30% were children, 56% adults and 14% seniors (65+). The population served is about 45% Caucasian, 33% Hispanic, 15% Black and 5% other; however most (at least 75%) are low or low/moderate income.

We distribute food to over 200 member agency programs such as food pantries, meal sites and shelters, as well as through 2 direct-to client programs. To be a Food Bank member agency, all organizations are required to serve at least 51% 'needy' people based on means testing, income levels or living in an economically distressed area, and each program must report monthly on the number of persons served. Distribution happens 5 days a week from The Food Bank warehouse or through our Door-to-Door Delivery program where we bring the food to the programs (about 50% of the programs) that lack either the vehicles or the staffing to come to the warehouse. Our direct-to-client programs include Brown Bag: Food for Elders and our Mobile Food Bank. The eligibility requirements for Brown Bag: Food for Elders program are being 55 or older AND being at or under 185% of the Federal Poverty Level. Brown Bag has 50 sites, with an additional 47 satellite sites, reaching more than 7,200 low-income elders in 70 communities. They receive a monthly bag of healthy food items, enough to make about 12 meals along with a newsletter including recipes, health/nutrition tips and information on other resources. The program takes place at Senior Centers or Council on Aging sites, making it accessible and convenient for seniors, especially those with mobility and/or transportation limitations. We also provide Nutrition Education workshops and taste-testings at our Brown Bag sites, enabling elders to make healthy, nutritious meals with the products being distributed that month. Our Mobile Food Bank program has expanded in the past few years to now include 21 sites in all 4 counties of our service area, with 37 distributions/month. These sites were chosen to address gaps in access to fresh foods in areas with high rates of child food insecurity and poverty, and where people faced barriers to accessing food at other emergency food programs (like pantries). Last FY we distributed 1,843,329 pounds of food through this program, over 90% of which was perishable product (produce, meats, dairy). More than 26,000 people benefited from the Mobile Food Bank program.

We track the number of people served in several ways. Our member agencies report to us monthly on the unduplicated number of people they serve, separating them into child (under 18), adult (18-64) and seniors (65+). We collect the same information, on site, for our Brown Bag and Mobile Food Bank programs.

**2018 S.L. Gimbel Foundation Fund
Holiday Grant Application**

III. Project Budget

Please provide a detailed line-item budget for your project by completing the budget form below. The maximum requested amount is \$15,000 or 25% of your operating budget, whichever is less. You can request for less than \$15,000. You may delineate your line items requests per examples below:

- 85% of total request for the purchase of food items only. (Ex. Total request of \$15,000; 85% is \$12,750 for food)
- 15% of total request for female hygiene products and/or diapers. (Ex. Total request of \$15,000; 15% is \$2,250 for diapers and female hygiene products)
- 100% of total request for the purchase of food items
- Canned tuna will not be funded

Food items must be delineated (i.e. canned vegetables, soup, pasta, dried beans, rice, etc.). For each food item, indicate the cost per unit (pound, carton, case, etc.) and the quantity. See attached example.

Line Item	Line Item Description	Requested Amount
Chili with Beans and Meat \$8,693.85	85 cases/pallet; pack size 24/15oz cans; \$23.95 per case; total cases 363	\$8,693.85
Beef Ravioli \$6,330.72	85 cases/pallet; pack size 24/15oz. cans; \$17.44 per case; total cases 363	\$6,306.15
TOTAL: \$15,024.57		\$15,000.00

IV. Administrative Expenses Percentage

This section calculates how much the organization spent for general management, overhead, indirect items as a percentage of the organization's total expenses. The figures are based on your most current 990 form that you submitted, Part IX Statement of Functional Expenses.

Management & general expenses (Column C only)	/Total expenses (Column A)	= Administrative Percentage
\$640,804	\$16,036,784	4%

S.L. Gimbel Holiday Food Grant Final Evaluation Report

Submitted by

The Food Bank of Western Massachusetts, Inc.
(this report was submitted via Survey Monkey 7/28/2016)

1. The Food Bank of Western Massachusetts, Inc.
2. Grant #20150993
3. Grant Period: January 1, 2016 through June 30, 2016
4. Organization Location: Hatfield, MA
5. Person completing evaluation: Marge Barnett, Grants Relations Manager
6. Phone #: 413-247-9738
7. Email: margeb@foodbankwma.org

8. Total # of clients served through grant funding:
The funding from the S.L Gimbel Foundation Fund helped us to procure food to distribute to over 177,800 people during the grant period.

9. With this grant we were able to purchase 760 cases of food, including low-sodium diced tomatoes, chicken and rice soup, beef chili with beans and sliced peaches. This enabled us to provide healthy, low-sodium food products to our clients, especially the seniors who receive food through our Brown Bag: Food for Elders program


10. Our goal is to provide more food to more people in need more equitably in our region. In order to do so we need to procure more food, maintain the quality of the food we are able to distribute, and increase distribution of food to Hampden County, the county that has the highest poverty rate in our region and the least number of emergency food programs per person in poverty. During the grant period, we were able to distribute 5,126,505 pounds of food to Hampden County, an increase of 391,702 pounds over the same period last year. We have also expanded our Mobile Food Bank sites and distributions in order to get food to people in those areas that lack access to other emergency food programs. We were able to distribute 864,062 pounds of the total distributed in Hampden County through this expanded Mobile Food Bank program. The S.L. Gimbel Foundation funding helped us procure some of this food.

11. We have not encountered any obstacles in meeting our stated goals or in procuring food. Our biggest challenge is to increase the amount of food distributed to Hampden County (one of the 4 counties we serve), the county with the highest child food insecurity rate in the state.

12. We are addressing the challenge of increasing food distribution to Hampden County in several ways. We have expanded our Mobile Food Bank program which now has 12 sites (24

distributions/mo) in Hampden County in areas where there are barriers for people trying to access other emergency food programs. We have also done 'push drops' delivering foods that have a short shelf-life and are available immediately to the Hampden County pantries and meal sites that can distribute them immediately. We have also increased our retail rescue program, and our partnership with local farms to increase the amount of food we procure.

13. Being able to procure more food through this grant has allowed our Food Procurement Specialist to focus more of her time on developing relationships with the farmers in our area (we are located in an agricultural valley with many small family farms and orchards), increasing the amount of donated fresh produce that we have been given to distribute. This resulted in 28% of the food distributed over the course of last fiscal year being fresh produce.

 <p>The Community Foundation Serving Riverside and San Bernardino Counties</p>	<p align="center">S.L. Gimbel Foundation Fund Grant Evaluation Form</p>
<p>Grant Period:</p>	<p align="center">12/1/16 – 6/30/17</p>

Organization: The Food Bank of Western Massachusetts, In.

Contact Name: Marge Barnett

Title: Grants Relations Manager

Phone Number: (413) 247-9738

Grant Period: 12/1/16 – 6/30/17

Award Amount: \$11,000

Grant Number: 20160709

- Describe the project’s key outcomes and results based on your goals and objectives. Provide the number of clients served and other relevant statistics.

Our goal was to purchase an adequate amount of food to supplement the USDA food and donated food received in order to provide the quantity and quality of food necessary to meet the basic needs of the food insecure people in our 2,800 sq. mi. region. During the grant period we have been able to distribute 5,973,402 pounds of food through our member agencies (pantries, meal sites, shelters) and through our 2 direct-to-client programs (Brown Bag: Food for Elders and the Mobile Food Bank). This is an increase over the same period in FY’16. About 220,000 people benefit from this distribution of food.

- What were the challenges and obstacles you encountered (if any) in attaining your goals & objectives? How did you overcome and/or address the challenges and obstacles? What were the lessons learned?

We have not encountered any obstacles in attaining our goals and objectives. A challenge this year has been to provide more variety in the food products available and to increase the amount of fresh produce available for distribution. We are addressing this in several ways: we have developed a stronger relationship with all the local farmers (ours is a rural, agricultural region) and have been able to increase the amount of fresh produce we procure and can then distribute; with funding like that received from the S.L. Gimbel Foundation Fund we are able to purchase a greater variety of food products requested by member agencies and clients; we are piloting a client choice model in our Brown Bag program to let elders pick among a larger number of items for their monthly bag of food; and we are working with our member agency food pantries to change the way they display and label available products (a method used by supermarkets called ‘nudges’) to encourage people to take more fresh food, try healthy products they may not be familiar with, etc. We are still gathering data on the Brown Bag client choice pilot and the ‘nudges’ work to determine if these actions are successful.

- Describe any unintended positive outcomes as a result of the efforts supported by this grant.

Our member agencies were thrilled with the availability of diapers, a product that we are not normally able to supply to them, and one that is very important to food insecure parents of infant/toddlers who often sacrifice food for themselves to buy diapers for their children.

A continued positive outcome is that, by increasing our capacity to procure more food through this grant, our Food Procurement Specialist has been able to devote more time to develop and solidify our relations with local farmers, enabling us to significantly increase the amount of donated fresh produce that we are able to distribute. This relationship, along with the expansion of our Mobile Food Bank program by 5 sites over this past year, has resulted in 30% of the food we distribute now being fresh fruits and vegetables.

- Describe the overall effect this grant has had on your organization.

This grant provided us the opportunity to provide our member agencies (the emergency food network in western Massachusetts) with some special products that are much in demand, but usually not available, and enabled us to meet our goal of providing more food, and more nutritious food to our clients, especially the children benefiting from the Mobile Food Bank distributions, and the elders receiving the low-salt, low-fat soups in their Brown Bags.

- Tell us a few success stories that made an impact on your organization and/or community as a result of this grant.

One example of the importance of variety and choice at food pantries is given here from one of our member pantry directors:

“The Christian Center of Pittsfield became a client choice pantry a little less than a year ago. This change has created a very positive change in how clients feel about coming to the center for food. Not only do people enjoy making their own choices of food but clearly it is a more dignified process. When ordering food, I think about making decisions on food selections that will accommodate a wide range of food preferences and considerations for cultural/ethnic needs. The relationship that is developed between the clients and the food pantry volunteers is also a positive experience. With relationships comes the removal of stigmas, assumptions and anxieties. People who come to the center for assistance feel comfortable sharing their stories and with this comes a understanding and compassion for where each person is in their lives. It is difficult to ask for help but at the center we strive to make coming the pantry as comfortable, easy and helpful as possible. The choices we have from the food bank are generally good and in particular during the summer we are pleased to be able to order fresh vegetable. These offerings have been quite successful. Because we have a lunch meal site, we have the opportunity to demonstrate how to use different foods, introduce new foods and recipes and then get feedback from people.”

As mentioned earlier in this report, the support from this grant allows our Food Procurement Specialist to spend more time cultivating the relationship with our local farmers. Last fiscal year our local farmers donated more than 546,000 pounds of fresh fruit and vegetables to The Food Bank. Added to the 100,000+ pounds grown on The Food Bank Farm and vegetables we purchase from local farmers, we were able to distribute more than 1 million pounds of local produce to our neighbors in need last year, and we are on the road to exceed that this current year (our year runs Oct. 1 – Sept. 30, so our summer harvest season is just beginning).

- Provide a financial report on the use of your grant funds (expenditures).

1/3/2017: Honest Company Diapers Size 2 (40 count) – 14 at \$13.99	= \$195.86
Honest Company Diapers Size 3 (34 count) – <u>14 at \$13.99</u>	= \$195.86
Honest Company Diapers Size 4 (29 count) - <u>15 at \$13.99</u>	= \$209.85
Honest Company Diapers Size 5 (25 count) - <u>15 at \$13.99</u>	= \$209.85
Honest Company Diapers Size 6 (22 count) – <u>14 at \$13.99</u>	= \$195.86
	\$1,007.28

1/4/2017 Kellogg's Tri fun Pack Cereal, 58ct. 166 cases at \$8.59	= \$1,425.94
Capri Sun 100% Juice Variety, 40/6 oz., 178 cases at \$9.99	= \$1,778.22
Stagg Chili with Beans, 6/15oz. , 250 cases at \$11.89	= \$2,972.50
Nissin chicken Cup of Noodles, 24/2.5oz, 122 cases at \$6.89	= \$ 840.58
Healthy Choice Chicken Variety Soup, 10/15 oz, 200 cases at \$9.89	= \$1,978.00
	\$8,995.24

6/2/2017 Capri Sun 100% Juice Variety, 40/6 oz., 72 cases at \$9.99	= \$719.28
Kellogg's Tri fun Pack Cereal, 58ct. 33 cases at \$8.59	= \$283.47
	\$1,002.75

Expenditures:	\$11,005.27
The Food Bank covered the additional	- \$ 5.27

Total Grant Expenditure:	\$11,000.00
---------------------------------	--------------------

❖ Please send copies of publicity and other promotional materials, if available.

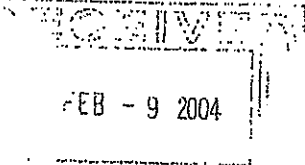
Please email the completed form to:

Celia Cudiamat, Executive Vice President of Programs at
ccudiamat@thecommunityfoundation.net

Internal Revenue Service

Date: February 2, 2004

The Food Bank of Western Massachusetts
Inc.
P.O. Box 160
Hatfield, MA 01038



Department of the Treasury
P. O. Box 2508
Cincinnati, OH 45201

Person to Contact:

Ms. Edwards 31-07427
Customer Service Representative

Toll Free Telephone Number:

8:00 a.m. to 6:30 p.m. EST
877-829-5500

Fax Number:

513-263-3756

Federal Identification Number:

04-2751023

Dear Sir or Madam:

This is in response to your request of February 2, 2004, regarding your organization's tax-exempt status.

In March 1983 we issued a determination letter that recognized your organization as exempt from federal income tax. Our records indicate that your organization is currently exempt under section 501(c)(3) of the Internal Revenue Code.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

The Food Bank of Western Massachusetts Inc.
04-2751023

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

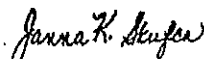
Section 6104 of the Internal Revenue Code requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. The law also requires organizations that received recognition of exemption on July 15, 1987, or later, to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. Organizations that received recognition of exemption before July 15, 1987, and had a copy of their exemption application on July 15, 1987, are also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. For additional information on disclosure requirements, please refer to Internal Revenue Bulletin 1999 - 17.

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

This letter affirms your organization's exempt status.

Sincerely,



Janna K. Skufca, Acting Director, TE/GE
Customer Account Services

**THE FOOD BANK OF WESTERN MASSACHUSETTS, INC. - BOARD OF DIRECTORS
Fiscal Year 2018**

President	Jacqueline Charron
1 st Vice President	Alan Peterfreund
Treasurer	Christel Harju
Clerk	Cynthia Simison

Jason Adams
General Manager
Preferred Freezer
45 Campanelli Dr.
Westfield, MA 01085
(413) 562-0885 ext. 3652

Andrea Marion
Executive Director
Lorraine's Soup Kitchen & Pantry
170 Pendexter Avenue
Chicopee, MA 01013
(413) 592-9528

David Pinsky
President and CEO
Tighe & Bond
53 Southampton Road
Westfield, MA 01085
(413) 562-1600

Jacqueline Charron
Sr. Vice President, Operations
PeoplesBank
330 Whitney Ave.
Holyoke, MA 01040
(413) 493-7536

Anne McKenzie, Ed.D
Superintendent
Hadley Public Schools
125 Russell Street
Hadley, MA 01035
(413) 586-0895

Bob Pura, Ph.D.
President
Greenfield Community College
One College Drive, Room C202
Greenfield, MA 01301-9739
(413) 775-1410

William Dávila, Ed.D.
Vice President, Clinical Services
Center for Human Development
332 Birnie Avenue
Springfield, MA 01107
(413) 733-6624

George Newman
Director of Distribution and
Support Services
Big Y World Class Market
2145 Roosevelt Avenue
Springfield, MA 01102-7840
(413) 504-4111

Cynthia Simison
Managing Editor
The Republican
1860 Main Street
Springfield, MA 01101
(413) 788-1214

Dale Duquette
Director of Asset Protection
Stop & Shop Supermarkets
672 Memorial Drive
Chicopee, MA 01021
(413) 593-0708

Michael Papaleo
Sr. Vice President, Perishable
Procurement
C&S Wholesale Grocers
95 North Hatfield Road
P.O. Box 8
Hatfield, MA 01038
(413) 247-8252

Julia Sorenson, MBA, MSW
Cooley Dickinson Health Care
30 Locust Street
Northampton, MA 01060
(413) 582-2214

Erica Flores
Attorney
Skoler, Abbott & Presser, P.C.
One Monarch Place, Suite 2000
Springfield, MA 01144
(413) 737-4753

Archbishop Timothy Paul
Archbishop
Council of Churches of Greater Springfield
39 Oakland Street
Springfield, MA 01108
(413) 263-9006

Hector Toledo
Community Volunteer
20 Laurelwood Lane
Springfield, MA 01118
(413) 335-3483

Christel Harju
Manager
Monarch Enterprises/Falcon Management
One Monarch Place
Springfield, MA 01144
(413) 241-3217

Alan Peterfreund
Executive Director
SageFox Consulting Group
30 Boltwood Walk
Amherst, MA 01002
(413) 256-6169

Vasilios Tourloukis
Chief Financial Officer
Radiology and Imaging, Inc.
1350 Main Street, Suite 1007
Springfield, MA 01103
(413) 495-1124

David Lusteg
Sr. Vice President
Merrill Lynch
One Monarch Place, Suite 2300
Springfield, MA 01144
(413) 747-6905

THE FOOD BANK OF WESTERN
MASSACHUSETTS, INC.

04-2751023 Page 10

Form 990 (2016)

Part IX: Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	9,153,611.	9,153,611.		
2	Grants and other assistance to domestic individuals. See Part IV, line 22	3,111,582.	3,111,582.		
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	199,186.	26,362.	144,170.	28,654.
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	1,879,840.	1,262,145.	229,581.	388,114.
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	29,395.	23,687.	813.	4,895.
9	Other employee benefits	289,008.	217,632.	28,588.	42,788.
10	Payroll taxes	180,266.	122,017.	23,142.	35,107.
11	Fees for services (non-employees):				
a	Management				
b	Legal	1,157.		1,157.	
c	Accounting	20,000.		20,000.	
d	Lobbying				
e	Professional fundraising services. See Part IV, line 17				
f	Investment management fees				
g	Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	183,854.	97,451.	74,787.	11,616.
12	Advertising and promotion	15,391.	1,348.	7,233.	6,810.
13	Office expenses	188,905.	76,420.	31,070.	81,415.
14	Information technology	34,052.	10,253.	17,195.	6,604.
15	Royalties				
16	Occupancy	73,026.	61,874.	4,706.	6,446.
17	Travel	31,952.	25,721.	1,686.	4,545.
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	30,410.	20,021.	5,760.	4,629.
20	Interest				
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	248,432.	218,620.	27,328.	2,484.
23	Insurance	26,815.	16,043.	6,335.	4,437.
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24a amount exceeds 10% of line 25, column (A) amount, list line 24a expenses on Schedule O.)				
a	PROGRAM EXPENSE	104,661.	104,661.		
b	REPAIRS & MAINT	90,444.	75,381.	3,894.	11,169.
c	FREIGHT	54,588.	54,588.		
d	VEHICLE EXPENSE	45,374.	45,374.		
e	All other expenses	44,835.	7,389.	13,359.	24,087.
25	Total functional expenses. Add lines 1 through 24e	16,036,784.	14,732,180.	640,804.	663,800.
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)

832010 11-11-16

10

Form 990 (2016)

11330814 789740 19113.001

2016.06000 THE FOOD BANK OF WESTERN MA 19113_01

The Food Bank of Western Massachusetts	
FY19 Operating Budget	
REVENUE	FY19 Budget
Individual Giving	\$ 1,493,500
Corporate Grants (Unrestricted)	
Foundation/trust grants (Unrestricted)	
Corporate Grants (Restricted)	
Foundation/trust grants (Restricted)	
Nonprofit Organization grants	
Corporate/Foundation Grants	\$ 1,355,081
Corporate Sponsorships	\$ 775,000
Federal/State Grants & Contracts	\$ 420,146
Earned Income	\$ 504,275
Unearned Income	\$ 95,000
TOTAL REVENUE	\$ 4,643,002
EXPENSES	
Salaries & Wages	\$ 2,147,064
Payroll Taxes & Benefits	\$ 637,125
Professional Development	\$ 51,002
Consultants & Temporary Help	\$ 286,316
Facility	\$ 235,500
Fundraising	\$ 157,125
Supplies & Miscellaneous	\$ 81,671
Insurance - Non-employee related	\$ 50,000
Travel (mileage, parking, tolls)	\$ 41,870
Printing & copying	\$ 40,055
Information Technology & Equipment Rental	\$ 39,610
Member Agency Support	\$ 37,500
Telephone & Telecommunications	\$ 37,271
Fees & Subscriptions	\$ 20,519
Postage & shipping	\$ 15,535
Advertising Expense	\$ 13,100
Membership dues & licensing fees	\$ 4,800
Freight & Fuel	\$ 232,000
Direct Food Expense	\$ 514,939
TOTAL EXPENSES	\$ 4,643,002