

Internal Use Only:
Grant No: _____

Organization / Agency Information

<i>Organization/Agency Name:</i> Fulfill		
<i>Physical Address:</i> 3300 Route 66, Neptune, NJ 07753		<i>City/State/Zip</i>
<i>Mailing Address:</i> 3300 Route 66 Neptune, NJ 07753		<i>City/State/Zip</i>
<i>CEO or Director:</i> Mr. Carlos Rodriguez, Executive Director		<i>Title:</i>
<i>Phone:</i> (732) 918-2600	<i>Fax:</i>	<i>Email:</i>
<i>Contact Person:</i> Mrs. Jennifer Carbone, Grant Specialist		<i>Title:</i>
<i>Phone:</i>	<i>Fax:</i>	<i>Email:</i> jcarbone@fulfillnj.org
<i>Web Site Address:</i> http://www.fulfillnj.org		<i>Tax ID:</i> 222622522

Program / Grant Information

<i>Program/Project Name:</i> Emergency Food Distribution Program			<i>Amount of Grant Requested:</i> \$10000
<i>Total Organization Budget:</i> \$9145173	<i>Per 990, Percentage of Program Service Expenses (Column B / Column A x 100):</i> 95	<i>Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100):</i> 1.2	<i>Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100):</i> 3.6000000000000001
<i>Purpose of Grant Request (one sentence):</i> This grant will be used to purchase whole kosher chickens, a high-nutrient item we do not receive through donations, to families in need.			
<i>Gimbel Grants Received: List Year(s) and Award Amount(s)</i> 2016 - \$10,000 2015 - \$10,000 2013 - \$10,000			

Holiday Grant Application

XXIV. Organization/Agency Background: State your mission, vision, purpose, and provide a brief history. What are your core programs and activities? How many people do you serve? How many paid staff, full time and part-time? How many volunteers?

Fulfill (The FoodBank of Monmouth and Ocean Counties) was created in 1984 to alleviate hunger and build food security in Monmouth and Ocean Counties. Our vision is for our area to be a food secure community where all people at all times have access to enough nutritious food to maintain an active and healthy life. We take a comprehensive approach to fighting hunger by fulfilling the greater needs of our neighbors who are hungry and helping them become more financially stable. Our primary service is the provision of 12 million meals a year to more than 131,600 individuals, including 40,000 children, through a network of 300 programs such as food pantries, soup kitchens, shelters, senior and youth programs. We also have several direct delivery programs such as our Youth Meal Programs that serve kids attending after school programs and summer recreation programs, a weekend food backpack program, a Mobile Pantry which incorporates fresh produce from our organic garden, and Senior Food Boxes that are delivered to public housing residents. However, hunger cannot be remedied by food alone. Therefore, Fulfill also addresses the root cause of hunger, which is poverty. We offer a 13-week Culinary Job Training Program to low-income adults to help them gain sustainable employment. Our Resource Connection team also assists eligible individuals in applying for SNAP, accessing affordable healthcare, and receiving free tax preparation. We currently have two locations (Neptune and Toms River) so we can better meet the needs of all of the individuals in our service area. Thanks to our growth, we now employ 46 full-time and 5 part-time staff and utilize more than 4,500 volunteers who help with our daily operations.

II. Project Information: Describe your food distribution program. Explain the community need including demographics, geographic characteristics of the area or community to be served, community conditions and income level. What are the specific activities of the food program? How do you identify/qualify those in need? How often is the food distribution offered? How many people will be served by the food distribution program (children, youth, adults, seniors)? Please explain how you keep track of number of people served.

The need for food assistance has grown since 2008, due to the recession and Superstorm Sandy. Fulfill distributes 12.4 million pounds annually, including 3 million pounds of produce, which is a 68% increase from 2008. This is due to economic reasons (job loss, divorce, disability, or part-time employment) and environmental ones (lack of affordable housing, limited transportation) that leave people unable to consistently meet their living expenses. Without help, many individuals have to choose between buying food and their other expenses (rent, medicine), which can lead to malnutrition, eviction, poor health, and debt. Fulfill helps families by handling their immediate needs, while helping them establish a stronger financial foundation.

Almost 55% of our food comes from retail stores, food manufacturers, and food drives. Another 40% comes from government programs and 5% is purchased. We also grow more than 2,500 pounds of produce on-site. All food is sorted for safety, nutritionally-rated, and entered into our database. Our programs place their online orders and arrange for regularly scheduled delivery or pick-up based on their program size. We also offer a Mobile Pantry, Backpack Program, Senior Food Program, Summer Food Program, and After School Meals to target specific at-risk individuals (seniors and children)

Clients self-refer and appear at programs according to need, although we do also receive referrals. Everyone receives food on a first-come, first-served basis and the amount is based on what is available at the program at the time. Some clients receive assistance on a regular basis to supplement their fixed incomes, however, many families only need food for a short time. Anyone living at or below 185% of the Federal Poverty Level is eligible for assistance and we utilize Ceres and Oasis software programs to track the number of clients, our services, and the amount of food we distribute.

**2017 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 amount requested is \$10,000. One hundred percent of the request should be for the purchase of food items only. 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.

Line Item	Line Item Description	Requested Amount
Whole Kosher Chicken (4.5 lb ea.)	1,270 kosher chickens at \$1.75 per pound	\$10,000
TOTAL:		\$10,000

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
\$297,850	\$24,687,224	1.2

THE FOODBANK OF MONMOUTH AND OCEAN
COUNTIES, INC.

Form 990 (2015)

22-2622522 Page 10

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	172,047.	172,047.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
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	311,238.	198,561.	48,851.	63,826.
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	2,132,358.	1,766,696.	108,772.	256,890.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	82,310.	66,293.	4,377.	11,640.
9 Other employee benefits	460,015.	393,588.	23,141.	43,286.
10 Payroll taxes	203,534.	164,048.	12,823.	26,663.
11 Fees for services (non-employees):				
a Management				
b Legal	7,254.		7,254.	
c Accounting	30,500.	24,583.	1,922.	3,995.
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.)	244,350.	213,496.	14,707.	16,147.
12 Advertising and promotion	2,891.	2,221.	174.	496.
13 Office expenses	55,138.	44,455.	5,947.	4,736.
14 Information technology				
15 Royalties				
16 Occupancy	187,249.	177,753.	3,256.	6,240.
17 Travel	103,524.	92,319.	4,835.	6,370.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	357,075.	340,464.	5,614.	10,997.
23 Insurance	119,193.	112,307.	2,213.	4,673.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a FOOD DISTRIBUTION	16,244,066.	16,244,066.		
b FOOD PURCHASES	2,160,734.	2,160,734.		
c AGENCIES ASSISTANCE	473,960.	473,960.		
d DIRECT MAIL	401,978.			401,978.
e All other expenses	937,810.	834,222.	53,964.	49,624.
25 Total functional expenses. Add lines 1 through 24e	24,687,224.	23,481,813.	297,850.	907,561.
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)

S.L. Gimbel Fund - \$10,000

For the purchase of 6#10 cans for our soup kitchens
Grant Period: December 1, 2016 to June 30, 2017

Total number of clients served through this grant: 8,554 (duplicated)

Approximate volume of food purchased: We purchased 323 cases of #10 cans of crushed tomatoes (six 58.68 ounces cans in each case) and 194 cases of #10 cans of chocolate pudding (6 58.68 ounce cans in each case). This totaled 11,377 pounds of food and approximately 8,554 meals.

Describe the project's key outcomes and results based on your goals and objectives:

Our plan was to use this funding to support our Monmouth and Ocean County programs that prepare and provide communal meals. These programs prepare large-scale, congregate meals for shelter clients, soup kitchen patrons, and day program participants. The most time-effective and cost-effective way for them to prepare these meals is to use #10 cans of ingredients, each of which contains 58.68 ounces of food. However, neither the programs nor Fulfill receives donations of #10 cans, so the programs instead must procure dozens of cans of each item that is needed to create the meals, which can be challenging, not only to get but to use (imagine opening 20 cans of tuna instead of just 1). Therefore, Fulfill used funding from the S.L. Gimbel Fund to purchase #10 cans of the items that are most frequently requested by our congregate meal programs for meal production and distributed them to programs in Monmouth and Ocean Counties.

Describe any unintended positive outcomes due to this grant: If the agencies that need #10 cans had to procure them themselves, they would cost a lot more because they would only be ordering a small amount, rather than a bulk order that comes with better pricing. By allowing Fulfill to order a large amount of the items and distribute them to the multiple programs that need them, we were able to secure a greatly discounted price for the items. This allows the programs to get the items they need without using money from their own limited budgets in an ineffective way.

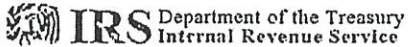
Describe the impact that this grant has had on your organization: The ability to purchase these items has strengthened the relationships we have with our feeding programs. Many programs need these products but they don't have the budget to purchase them. The grant allowed us to better serve them, which ultimately serves our community better, by giving them the tools they need to do their jobs in a better, more efficient manner. It has also allowed us to help pantries who have clients with large families (multi-generational or a large number of children). If pantries have a small inventory of #10 cans, they can give them out to their large families, instead of depleting their inventory of smaller cans, which are needed by families that only have one or two members.

Describe what was purchased and who it was distributed to: The two items we purchased are the ones most frequently requested by our congregate feeding programs: chocolate pudding and crushed tomatoes in large #10 cans. These items are helpful for programs that do large-scale meal production because it is costly and time-consuming to procure and open a large amount of smaller cans. The items purchased through this grant were given primarily to soup kitchens, shelters, group homes, and other residential day programs that serve full meals on a regular, if not daily, basis. We also distributed some to day programs that serve snacks (chocolate pudding) or lunch-time meals. Finally, a few pantries requested #10 cans so they could distribute them to large families that need food assistance.

Please relate a success story (any client story, anecdote, quote to show the success and impact): At a recent site visit to one of our long-time soup kitchens, the program cook expressed her excitement over being able to get #10 cans from Fulfill to prepare her meals. She stated, "It is so much easier only having to open three or four large cans, rather than spending so much time and energy opening 30!"

Fulfill
The S.L. Gimbel Foundation Fund/The Community Foundation
For the Grant Period 1/1/17 - 6/30/17
Utilization of Grant

Product Description	Unit Size	Vendor	Date Procured	Invoice Number	Price Per Unit	Units Purchased (cases)	Total Cost	Allocated to the FBMOE Operating
Chocolate Pudding	#10 Cans	US Foodservice Inc.	3/7/2017	2310067	\$ 25.78	194.00	\$ 5,001.32	\$ -
Chocolate Pudding - surcharge	#10 Cans	US Foodservice Inc.	3/7/2017	2310067	\$ -	-	\$ 4.00	\$ -
Crushed Tomatoes	#10 Cans	U-Save Foods, LLC.	3/8/2017	INV-17-7016	\$ 15.45	323.00	\$ 4,990.35	\$ -
Mixed Fruit in Pear Juice	#10 Cans	U-Save Foods, LLC.	3/8/2017	INV-17-7017	\$ 26.45	112.00	\$ 2,962.40	\$ 2,958.07
Total Amount							\$ 12,958.07	\$ 2,958.07



Department of the Treasury
Internal Revenue Service
P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0752257825
Nov. 19, 2015 LTR 4168C 0
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00032105
BODC: TE

FOODBANK OF MONMOUTH AND OCEAN
COUNTIES INC
3300 ROUTE 66
NEPTUNE NJ 07753-2706

13916

Employer ID Number: 22-2622522
Form 990 required: yes

Dear Taxpayer:

This is in response to your request dated Nov. 09, 2015, regarding your tax-exempt status.

We issued you a determination letter in November 1986, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c) 3.

Our records also indicate you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Section 509(a)(2).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033(j) provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit www.irs.gov or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).

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Nov. 19, 2015 LTR 4168C 0
22-2622522 000000 00
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FOODBANK OF MONMOUTH AND OCEAN
COUNTIES INC
3300 ROUTE 66
NEPTUNE NJ 07753-2706

Sincerely yours,



Teri M. Johnson
Operations Manager, AM Ops. 3

Fulfill
Board of Trustees (as of Oct. 25, 2017)

Name/Address	Occupation	Title/Constituency	Terms
David Offenbergl 186 Tournament Dr. Monroe Twp., NJ 08831	Retired President, Allister Stables	Board Chair Financial Sector	3 rd Term Dec-2015 – Dec-2017
Ken Marowitz 1502 Route 35 Ocean, NJ 07712	Vice President, Frank's Big and Tall Men's Stores	Board Vice Chair Business Sector	1 st Term Dec-2015 – Dec-2017
Rhonda Figueroa P.O. Box 1468 Wall, NJ 07719	Corporate Secretary, NJ Natural Gas	Board Secretary Business Sector	2 nd Term Dec-2015 – Dec-2017
Charles R. Woolston 730 Hope Rd. Tinton Falls, NJ 07753	CPA, Cowan, Gunteski & Co, PA	Board Treasurer Financial Sector	2 nd Term Dec-2014 – Dec-2016
Leslie Barlow 1014 Sea Girt Ave. Sea Girt, NJ 08750	Principal, Barlow's Flower Farm	Board Member Business Sector	2 nd Term Dec-2015 – Dec-2017
Glenn Bellomy 331 Newman Springs Rd, Red Bank, NJ 07701	CPA, Withum, Smith & Brown, PC	Board Member Financial Sector	3 rd Term Dec-2015 – Dec-2017
Glenn Brodwater 101 Wood Avenue South Iselin, NJ 08830	President, Investors Financial Group	Board Member Business Sector	1 st Term Dec-2015 – Dec-2017
Robert P. Brown 902 Carnegie Center Princeton, NJ 08540	VP, Wilmington Trust, N.A.	Board Member Business Sector	1 st Term Dec-2015 – Dec-2017
Drew Eitner Route 9 Marlboro, NJ 07746	HR Manager, Lowe's Home Center	Board Member Human Resources	2nd Term Dec-2015 – Dec-2017
Jean M. Gardner 45 Broadway New York, NY 10006	Attorney, Hill Rivkins, LLP	Board Member Legal Sector	1 st Term Dec-2015 – Dec-2017
Jeremy Grunin 1027 Hooper Avenue Bldg. 1 Toms River, NJ 08753	Vice President Grunin Holdings	Board Member Business Sector	1st Term June-2016 – June-2018
Michael Gualario 7 Laredo Drive Colts Neck, NJ 07722	Entrepreneur, Executive Consultant	Board Member Business Sector	1 st Term Dec-2014 – Dec-2016
Joseph Lebell III 975 Hooper Ave. Toms River, NJ 08753	Senior Vice President, OceanFirst Bank	Board Member Banking Sector	2nd Term Dec-2014 – Dec-2016
Dean Q. Lin 425 Jack Martin Blvd. Brick, NJ 08724	President, Ocean Medical Center	Board Member Health Sector	1 st Term Dec-2014 – Dec-2016
Bill Mayo 5000 Riverside Dr. Keasbey, NJ 08832	Senior Vice President Perishable Foods, Wakefern Food Corp.	Board Member Food Industry	2nd Term Dec-2015 – Dec-2017
James Murphy 902 Homestead Rd.	Retired Superintendent of	Board Member Education Sector	2 nd Term Dec-2013 – Dec-2015

Sea Girt, NJ 08750	Schools		
Gina Petillo 298 Spring Street Red Bank, NJ 07701	Community Advocate	Board Member	1 st Term April-2015 – April-2017
Sammy Steinlight 64 Drew Court Manalapan, NJ 07726	Steinlight Media, Owner	Board Member Media/Public Relations Communications	1 st Term Dec-2014 – Dec-2016
David Wintrose P.O. Box 547 Manahawkin, NJ 08738	Principal, Causeway Dealership	Board Member Business Sector	2nd Term Dec-2015 – Dec-2017

Board Approved Operating Budget for FY 2018 (7/1/17 - 6/30/18)
Fulfill (The FoodBank of Monmouth and Ocean Counties)

REVENUE	FY 2018 Budget
Food Distribution & Food Purchase	
Shared Maintenance/General Distribution	\$ 218,680
Co-Op Income	\$ 429,000
USDA/NJDA - TEFAP Program	\$ 225,000
CSFP Reimbursement	\$ 33,000
State Food Purchase Program - Food	\$ 730,308
State Food Purchase Program - Distribution	\$ 80,334
Backpack Program	\$ 152,641
Pediatric Mobile	\$ 67,882
Mobile Pantry	\$ 95,000
Food Purchases	\$ 145,000
Emerg Food & Shelter Program Monmouth	\$ 113,773
Emerg Food & Shelter Program Ocean	\$ 24,753
Donations - Specific Agencies	\$ 6,000
Total - Food Distribution	\$ 2,321,371
Grants - Agency Credit Accounts	
Wakefern Partners in Caring	\$ 190,000
Total - Grants - Agency Credit Accounts	\$ 190,000
Program Grants	
Teaching Kitchen Grants	\$ 100,000
At Risk After School Program/Kids Cafe	\$ 263,853
Summer Food Service Program	\$ 100,000
Agency Capacity Building	\$ 40,000
SSH Emergency Food	\$ 70,000
Client Services Outreach Grants	\$ 650,000
Community Gardens	\$ 42,500
Social Services - Monmouth County	\$ 9,755
CDBG-Ocean County	\$ 12,500
Wakefern PIC - Admin	\$ 1,900
Retail Store Coordinator	\$ 30,000
Oasis Pantry Roll-out	\$ 65,681
RWJ Barnabus White Paper	\$ 10,000
Miscellaneous Grants	\$ 25,000
Total - Grants - Restricted	\$ 1,421,189
Direct Marketing	
Give Us Your Gifts - Holiday & Year End	\$ 40,000
Vendor Direct Mail Program	\$ 1,710,000
Online	\$ 240,000
Monthly Donor Program	\$ 77,000
Total - Direct Mail	\$ 2,067,000
Fulfill Fundraisers	
Check Out Hunger	\$ 305,000
Humanitarian Gala	\$ 300,000
Culinary Classic	\$ 55,000
Wrap Up Hunger	\$ 500
Students Change Hunger	\$ 47,000
Annual Sponsorship	\$ 53,000

Total - Foodbank Fundraisers	\$	760,500
Third Party Fundraisers		
Winterfest/Casino Night	\$	3,500
Stop & Shop - Food for Friends	\$	25,000
Misc. Fundraisers	\$	213,500
Total - Third Party Fundraisers	\$	242,000
Donations - Restricted/Other		
Kids Café	\$	14,000
Culinary Kitchen	\$	2,000
Total - Restricted	\$	16,000
Donations - Unrestricted		
Foundations	\$	310,000
Corporations	\$	360,000
Organizations	\$	60,000
Other	\$	500
Individuals	\$	480,000
Bequests	\$	35,000
Food Drives	\$	20,000
Special Fundraising Initiatives	\$	100,000
Total - Donations - Unrestricted	\$	1,365,500
Other Income		
Interest & Dividend Income	\$	117,000
Total - Other Income	\$	117,000
The B.E.A.T. Center (for personnel)		
Grants/Donations	\$	212,000
TOTAL REVENUE before donations in kind less COGS	\$	8,712,560
EXPENSES		
Food Distribution & Food Purchase		
Shared Maintenance	\$	4,500
Food Purchases - Co-Op	\$	390,000
Purchases of Turkeys	\$	88,000
VAP Charges	\$	159,600
Freight Charges - Choice Commodities	\$	87,300
MARC	\$	72,960
Second Helping Supplies	\$	1,000
CSFP Program Expenses (bags)	\$	1,500
State Food Purchase Program - Food	\$	730,308
Backpack Program	\$	107,558
Pediatric Mobile	\$	25,000
Mobile Pantry Food Purchases	\$	45,500
Food Purchases	\$	145,000
EFSP Monmouth	\$	113,773
EFSP Ocean	\$	24,753
Restricted Food - Specific Agencies	\$	6,000
Total - Food Distribution	\$	2,002,752
Program Expense - OTPS		

Teaching Kitchen	\$	67,500
Kids Café	\$	165,490
Catering	\$	3,000
Staff Café and Breakfast	\$	500
Community Garden & Rose Garden	\$	3,400
Summer Food Service Program	\$	85,000
Resource Connections	\$	277,728
Agency Grants - Agency Capacity Building	\$	50,000
SSH Emergency Food	\$	63,000
Oasis Pantry Roll-out	\$	65,661
Agency Relations Program Dev. Event	\$	12,000
Nutrition Education	\$	1,000
Miscellaneous Grants	\$	-
Total - Program	\$	794,279

Grants - Agency Credit Accounts

Wakefern Partners in Caring	\$	190,000
Fulfill Credits to Agencies	\$	100,000
Total - Grants - Agency Credit Accounts	\$	290,000

Direct Marketing

Give Us Your Gifts/Holiday Mailing	\$	3,000
Digital Marketing Solicitation	\$	41,000
Vendor Direct Mail Program	\$	416,998
Total - Direct Mail	\$	460,998

Fulfill Fundraisers

Check Out Hunger	\$	2,000
Humanitarian Gala	\$	68,690
Culinary Classic	\$	14,150
Wrap Up Hunger	\$	300
Hunger Awareness Month/Child. Hunger Day	\$	1,000
Students Change Hunger	\$	4,000
Total - Foodbank Fundraisers	\$	90,140

Third Party Fundraisers

	\$	-
Stillwell-Larkin Birthday Event	\$	5,000
Total -Third Party Fundraisers	\$	5,000

Donations

Volunteer Recruitment & Retention	\$	5,700
Food Drive Expense	\$	3,500
Total - Donations	\$	9,200

Salaries

Administration	\$	559,656
NET	\$	228,644
Development	\$	427,348
Operations	\$	900,502
Culinary Kitchen	\$	180,517
Advocacy and Programs	\$	189,983
Resource Connections	\$	345,507
Total - Salaries	\$	2,832,157

Employee Insurance, taxes, fees

Payroll Taxes	\$	254,894
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Life Insurance	\$	6,450
Dental Insurance	\$	36,569
Health Insurance	\$	572,552
401(k)	\$	113,286
Employer Assisted Education Program	\$	5,250
Employee Assistance Program (EAP)	\$	2,500
Flexible Spending Account (FSA)	\$	3,000
Total - Insurance, Taxes, Fees Expense	\$	994,501

Building

Telephone	\$	30,000
Insurance	\$	126,000
Utilities - Water & Sewer	\$	8,250
- Electricity	\$	80,300
- Gas	\$	25,300
Total - Building	\$	269,850

Operations

Trucks - Repair & Maintenance	\$	42,500
- Fuel & Restricted Fuel	\$	50,918
Fleet Management	\$	6,800
Freight Charges - General and Other Fees	\$	5,000
Trash Removal	\$	50,000
Warehouse - Repairs & Maintenance	\$	35,000
- Maintenance Contracts	\$	35,000
Snow Removal	\$	20,000
Lawn Maintenance	\$	9,500
Warehouse & Operations - Supplies	\$	25,000
Operations - Cell Phones	\$	8,500
Janitorial Services	\$	14,000
Operations - Temp. Employees	\$	15,000
Vehicle Rental	\$	56,000
Misc.	\$	1,000
Total - Operations	\$	374,218

Professional Services

Professional Services - Auditors	\$	35,000
Professional Services - Grant Writer	\$	72,000
Professional Services - Computer consultants	\$	104,332
Professional Services - Development	\$	5,000
Professional Services - HR & General	\$	5,000
Professional Services - Legal	\$	7,500
Professional Services - Marketing consultant	\$	8,000
Professional Services - Security	\$	12,000
Professional Services - Strategic Planning	\$	50,000
Professional Services - Temp Agency	\$	12,000
Total - Professional Services	\$	310,832

Other

Board Training and Meeting Expense	\$	10,000
Staff Training/Development (lodging, travel)	\$	91,540
Staff Meals and Fulfill Meetings	\$	2,500
Clients' Transportation Expense	\$	200
Marketing Colateral - Creative/Printing	\$	33,500
Video & Heat Map Software	\$	8,000
Video/Camera Equipment	\$	3,000

Comp. Workstations, Lic., Software, Supplies	\$	20,000
Office Furniture	\$	2,500
Printing - General	\$	14,375
Postage	\$	24,541
Advertising	\$	3,600
Subscriptions & Dues	\$	16,500
Office Supplies	\$	30,000
Equipment Lease	\$	2,000
Service Contract - Office Equipment	\$	20,000
ADP Fees	\$	12,000
Misc. Permits, Fees & Licenses	\$	25,000
Office Expense & Misc. Expense	\$	22,000
Total - Other	\$	341,256
TOTAL OPERATING EXPENSES	\$	8,775,183
Excess Revenues Less Expenses Before Donations In Kind Less Cogs & Depreciation Expense Before Disaster Activity	\$	(62,673)