

MANNA FoodBank

Summary of Financial Reports

For Quarter ending Sept 30, 2018

Statement of Position:

MANNA continues to have a strong cash position; the combined Cash/Equivalents + Investments gives us 5.77 months of cash on hand. Although this is slightly below our 6 month target this is a very strong position coming off the summer months.

Receivables make up 6% of our total assets which includes the remaining receivables from the Capital Campaign and the receivable for Blue Cross NC (3 year grant). Additionally, our liabilities are at 10% of our total assets which includes the payout to FBCENC for the Blue Cross NC grant. Stated another way, our ratio of assets to liabilities is 9.72 (assets/liabilities).

Based on all of these indicators, MANNA is in excellent financial health at this point in time and well prepared to face the challenges that may come our way over the course of this year.

Statement of Activities:

Revenues:

Contributions and Grants are 39% ahead of budget for the period but are lagging behind the prior year by 9%. Direct Mail is ahead of YTD budget by 106% and ahead of the prior year by nearly 37%. Special Event revenues have exceeded the YTD budget and the prior year receipts. For the first time, Empty Bowls exceeded the \$100,000 mark with record-breaking gross receipts of \$110,523 (excluding non-cash contributions)! A little less than half of this amount was recognized as revenue in the prior fiscal year with the balance of the funds received in the current fiscal year. Earned Income is 5.25% below budget. Operations is monitoring the activity closely. It is important to note that in addition to the new revenues received in the first quarter, we also have \$475,493 of restricted grants recognized in the prior year that will actually be spent in the current fiscal year. The expenses related to these funds are included in the 2018-19 budget.

Expenses:

Total operating expenses (excluding non-cash) are 4.4% below budget. Wages & benefits are slightly below budget due to timing of hiring for the new position as well as some unexpected staff turnover. Direct Mail expenses are also well below budget but this is strictly a timing issue. Food purchasing and the related contract freight is ahead of budget ytd but that too is simply a timing issue.

Adjustments to Change in Net Assets:

As a reminder, each year we have restricted grants that are recorded in a prior fiscal year but the expenses are in the current year. For the current fiscal year, we have \$475,493 in restricted grants that were recorded in 17-18 but the expenses are in the current year budget and statement of activities. This is accounted for, along with non-cash activities, as adjustments "below the line" so that you can see

the cash flow impacts of these grants. This will continue to be a significant accounting issue for us with the BCNC grant that extends through 2021.