



# COVID-19 BOD Update

Presented by:

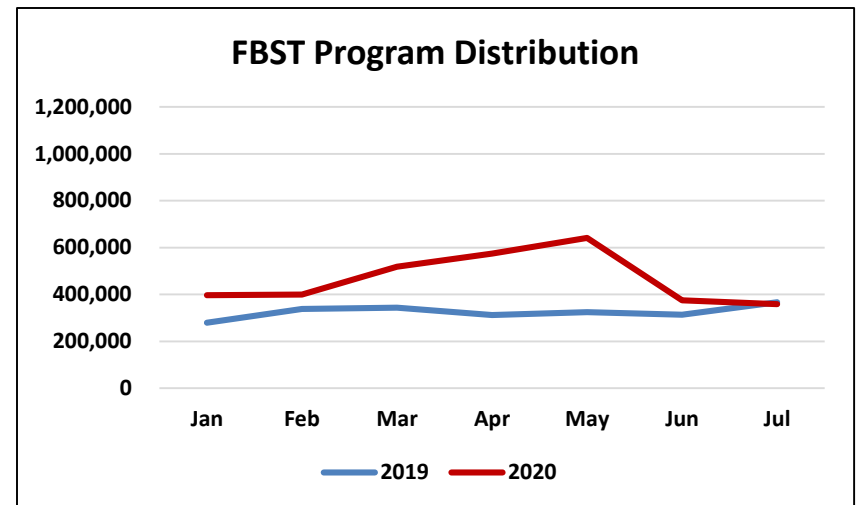
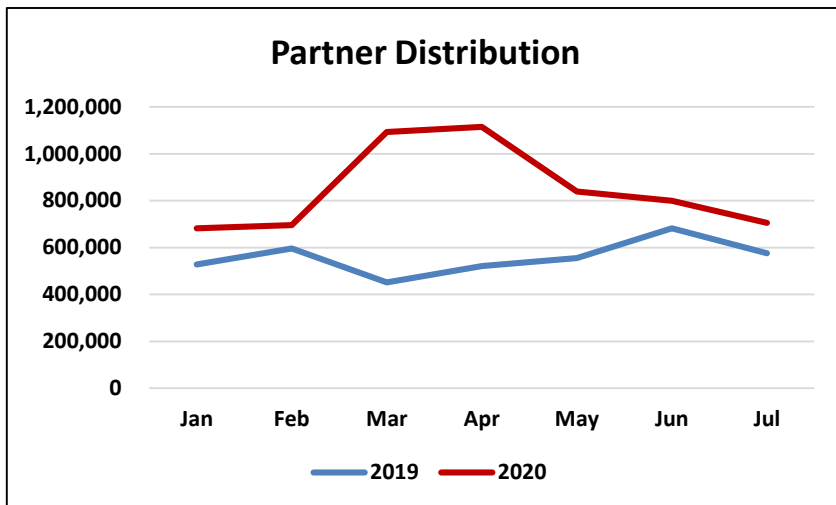
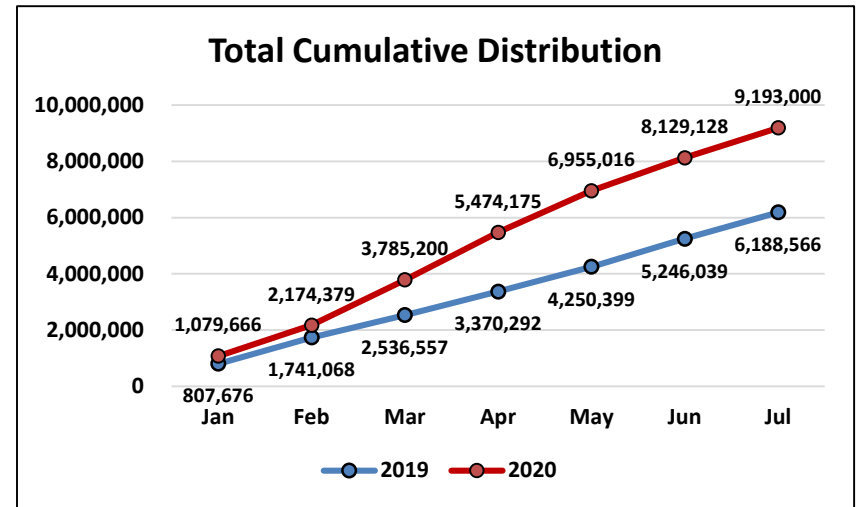
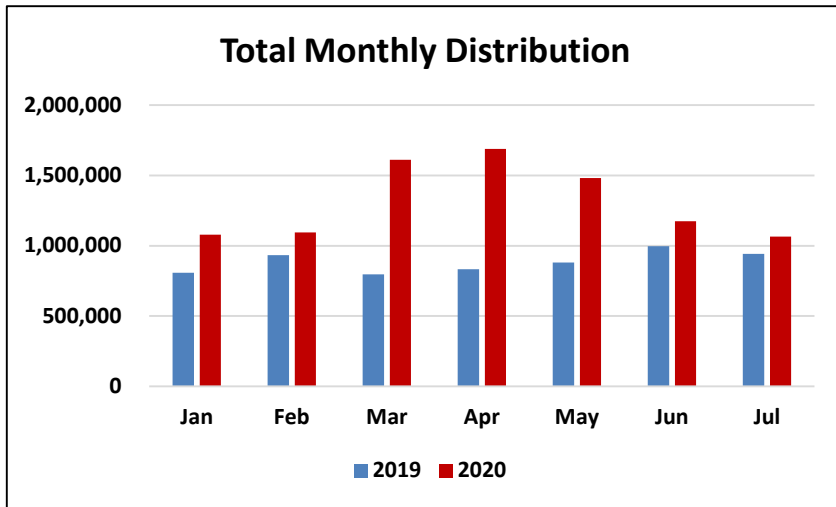
Natasha Thompson, President & CEO

Tim Currie, COO

Meghan Parsons, VP of Development & Community Engagement

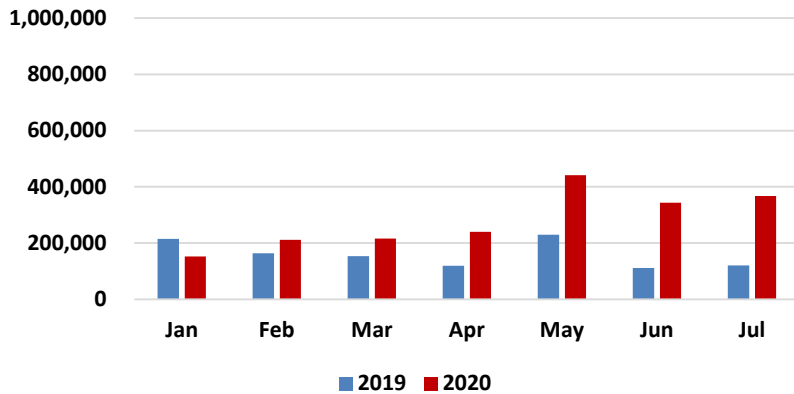
August 11, 2020

# Distribution

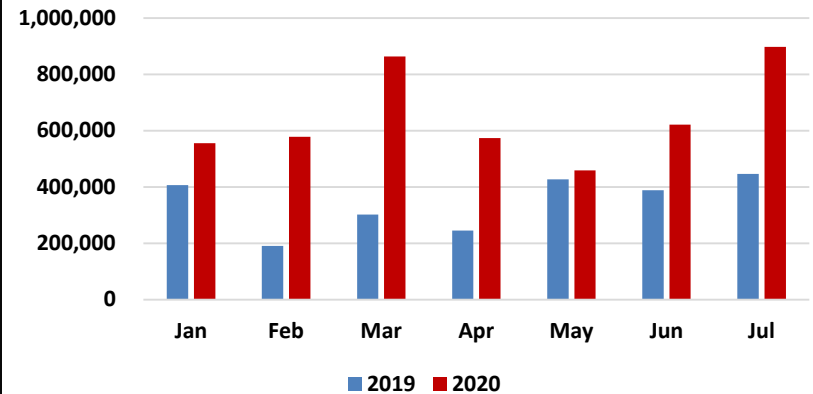


# Receipts

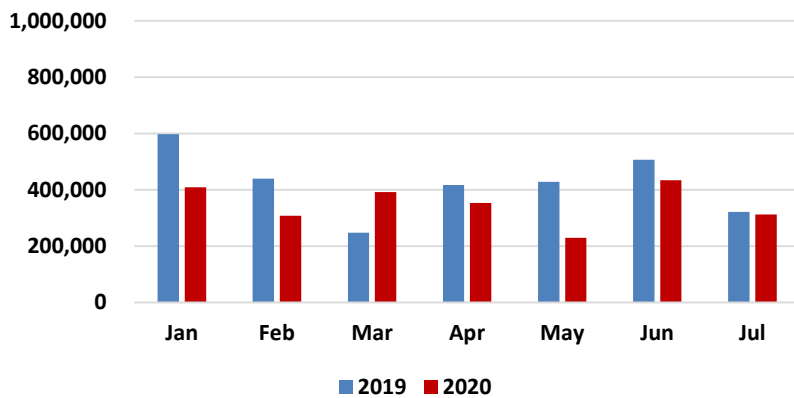
### Wholesale Receipts



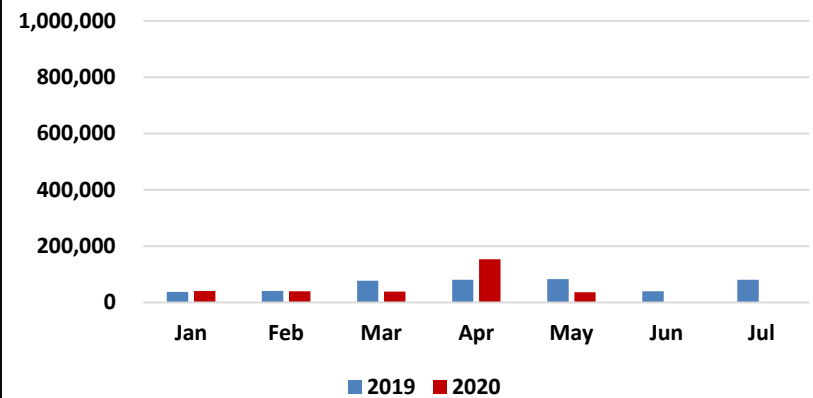
### USDA Receipts



### Donated Receipts



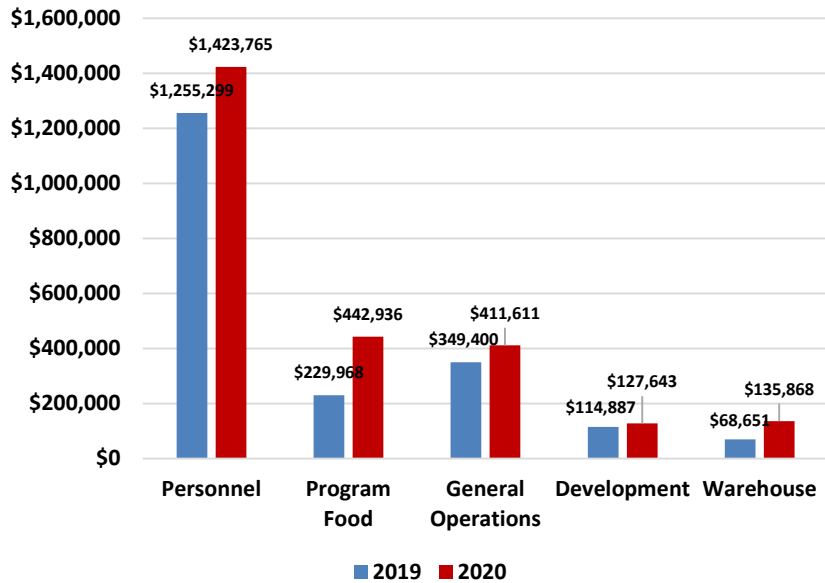
### VAP Receipts



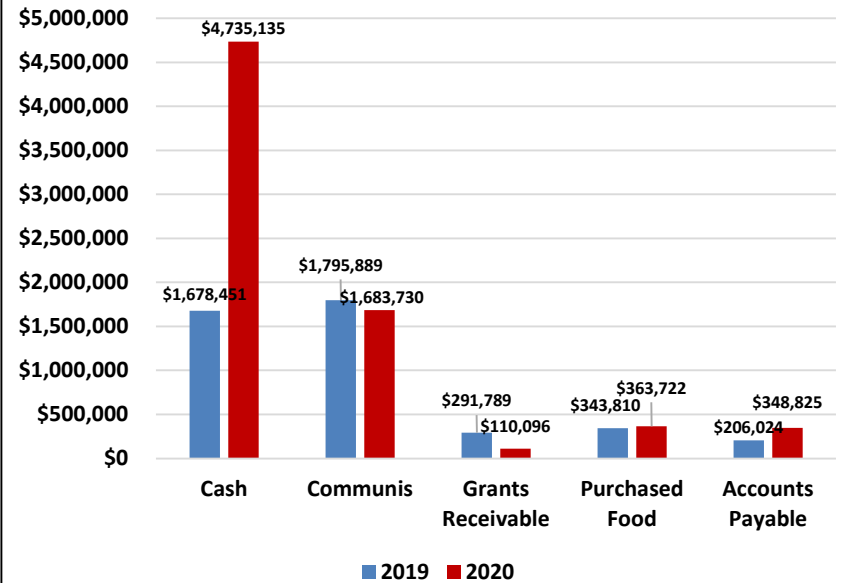
# Financials (thru May)



### Expenses Thru June

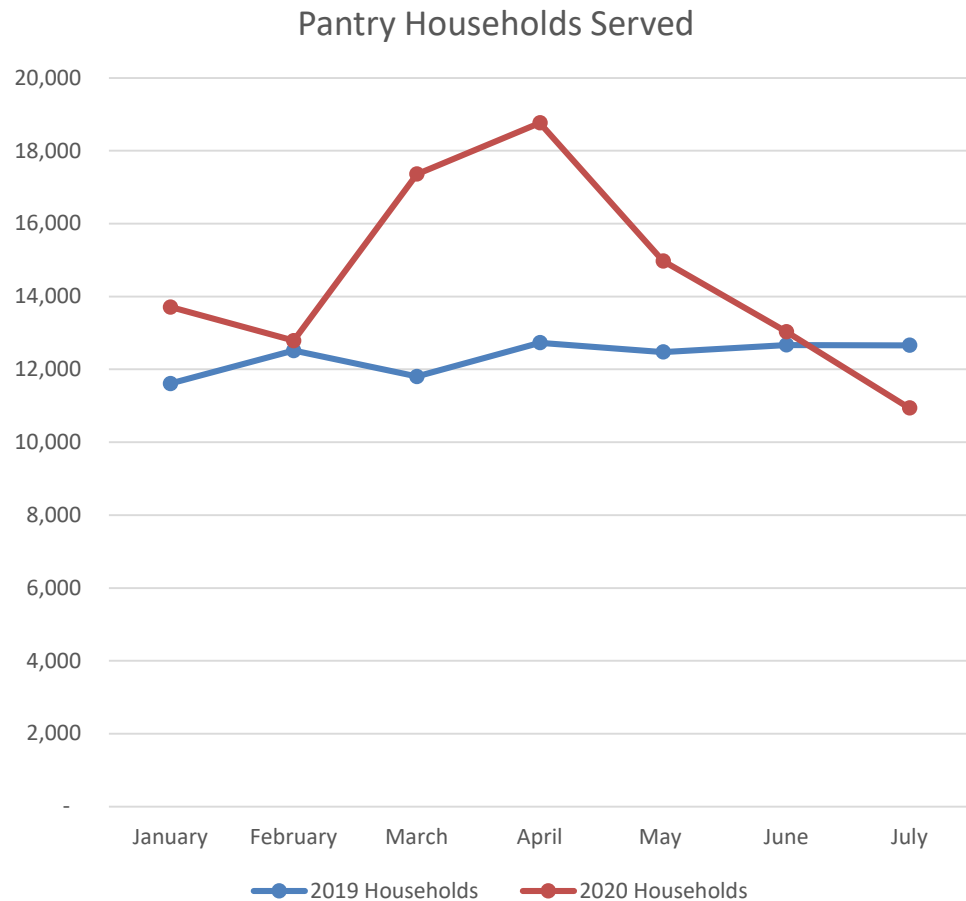


### Balance Sheet Thru June



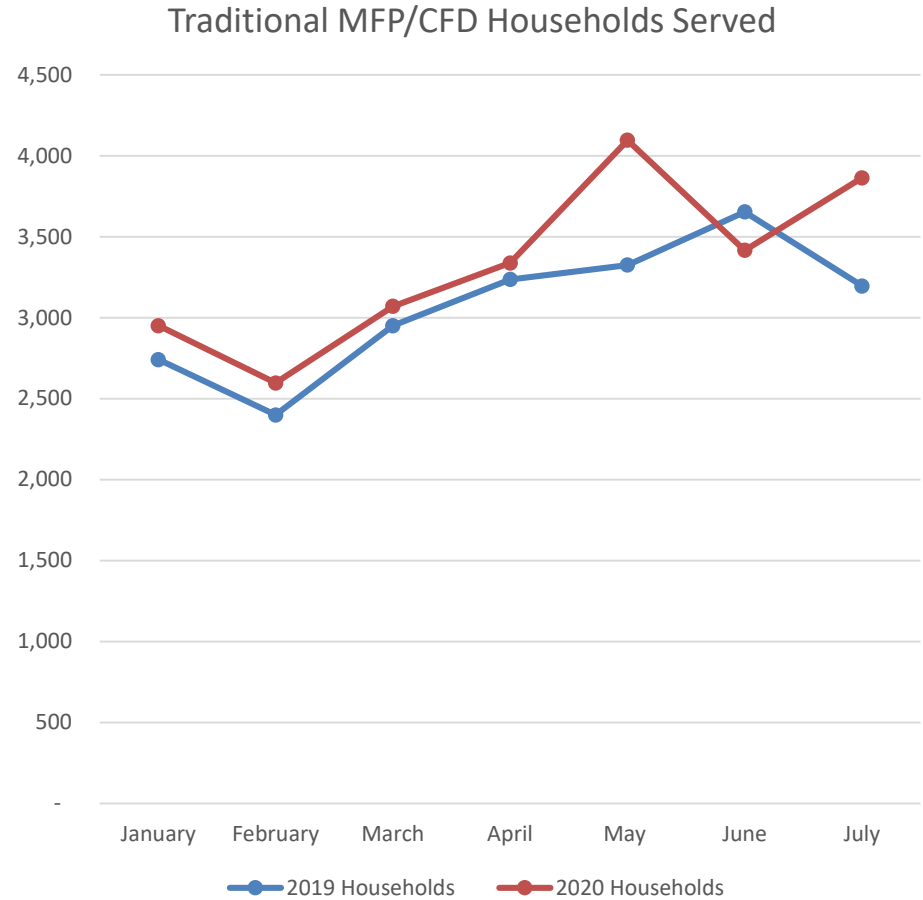
# Client Demand- Pantries

- In July, pantries served 14% fewer households than last July.
- Several “pop-up” pantries ceased operations in July.
- Since March, pantries have served 20% more households than 2019.



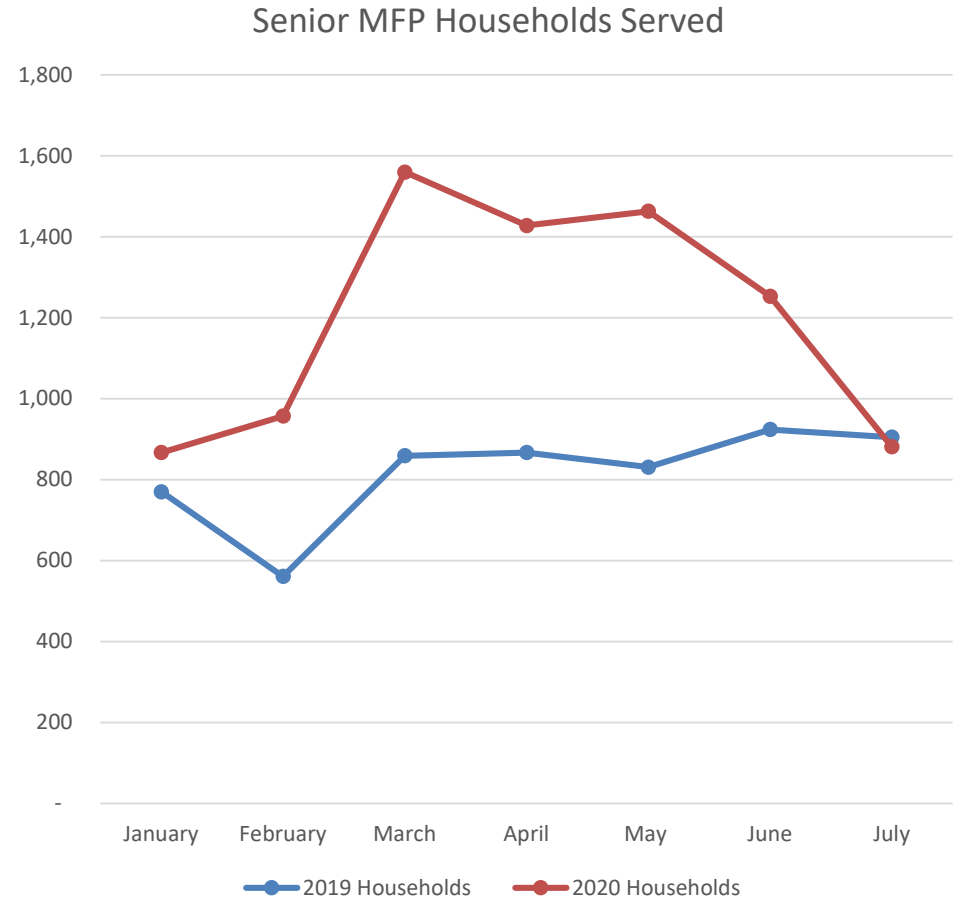
# Client Demand- MFP/CFD

- After a 6% decrease in June, CFDs served 21% more households in July.
- Clients may be going to CFDs instead of pantries.
- Since March, CFDs have served 9% more households than MFPs in 2019.



# Client Demand- Senior MFP

- The dip in senior MFP households served in July is due to a large site dropping off in July.
- Since March, Senior MFPs have allowed us to serve 50% more households than 2019.



# Client Demand- Meal Sites

- Meal sites have seen consistent increases in demand since April after many sites closed in March to reassess their distribution models.
- Since March, meal sites have served 20% more meals than 2019.





# 2020 Revenue

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**\$4,598,198** – revenue

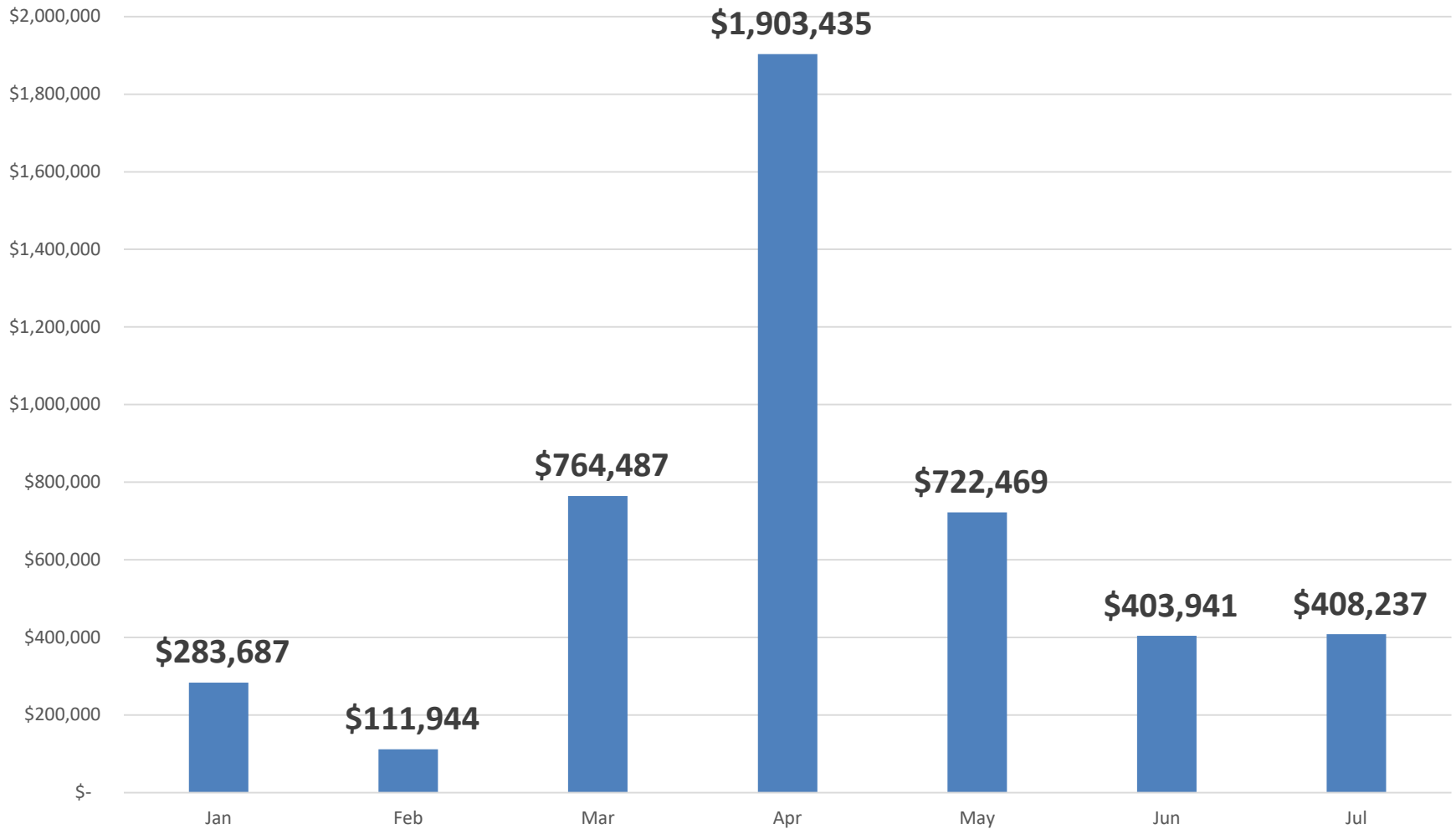
**18,793** – # of gifts

**\$3,059,950** – budget goal

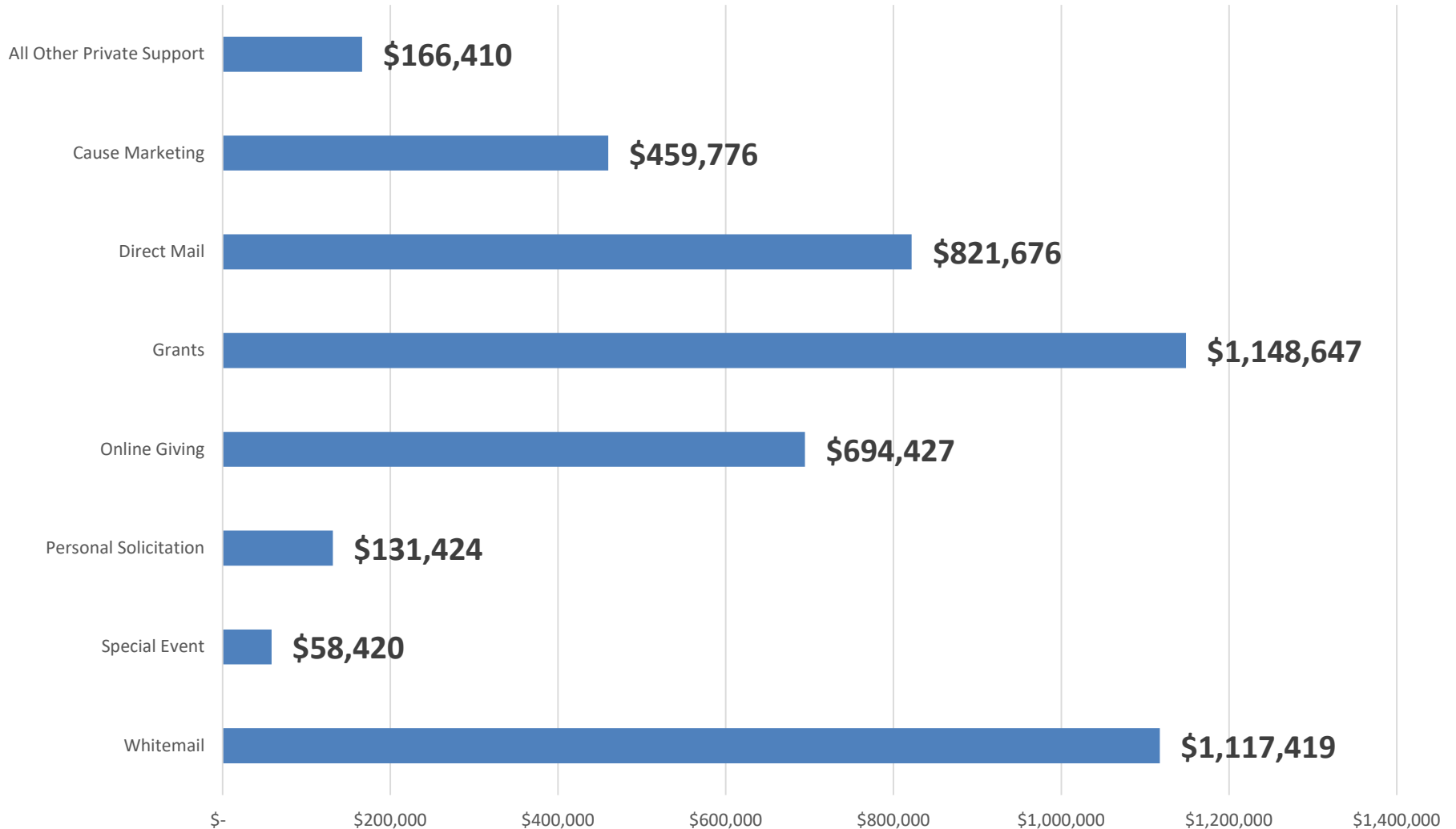
**\$1,538,248 / 50%** – over 2020 budget goal

**\$1,593,067** – COVID-19/Spring for meals

# Revenue MOM



# Giving by Method



# Phase 2 Planning- Updates

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- Volunteer Program restarted August 10
- Drive-thru MFP pilots
  - Rathbone July 27 (Went very well!)
  - Endwell August 17
  - Waverly August 24
- Facility upgrades nearly complete
- Workplan 2020 to be finalized August 12
- Moving forward with new phone system 3-4 weeks

# FANO COVID Grant



- Purpose:
  - Increase efforts to address the priorities and needs of communities, individuals, and families most disproportionately affected by the pandemic, its economic fallout, and food insecurity (eg BIPOC, rural, homebound, seniors, female single-headed households, homeless, etc.)
  - Support food banks’ investments in capacity-building strategies that will address the current need and position them (and the overall network) to be more agile, resilient and prepared for sustaining this response into the future.
  - Better understand the anticipated impact this investment will have in terms of “how much” and “how well” our community will be served.

# FANO COVID Grant



- Original Request: \$460K
- Awarded: \$323K

<b>FANO BUDGET</b>	<b>Original budget</b>	<b>Revised budget</b>
Staffing:	\$40,000	0
Supplies: (boxes)	\$30,000	0
Equipment: (fork lift)	\$43,000	\$43,000
Refrigerated vehicles: (tractor-trailer)	\$212,000	\$212,000
Technology:	\$20,000	\$15,000
Research/evaluation:	\$35,000	\$30,000
EDI assessment/activities:	\$55,000	\$23,736
Agency credits/waived fees:	\$25,000	0
<u>TOTAL</u> (auto-calculated)*:	\$460,000	\$323,736
<b>Grant Award:</b>	<b>\$323,736</b>	<b>\$323,736</b>
<b>Difference:</b>	<b>(\$136,264)</b>	<b>0</b>

# FANO COVID Grant



- Planning & Assessment Activities:
  1. Develop and implement Equity, Diversity and Inclusion (EDI) training for senior leadership team with a particular emphasis on developing an equity lens.
    - **Possible partners:** Prof. Paula Ioanide or Batiste Leadership
  2. Lead the creation of an updated strategic plan that incorporates learnings from COVID response efforts and prioritizes EDI. (Use COVID funds to support this)
    - **Possible partners:** Judy Rowe or Batiste Leadership
  3. Complete assessment of vulnerable populations in the Southern Tier & recommendations for increasing/improving services.
    - **Confirmed partner:** Horn Consulting