

FAMILY PROMISE OF BERGEN COUNTY

FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

JUNE 30, 2011 AND 2010

AND

INDEPENDENT AUDITOR'S REPORT

FAMILY PROMISE OF BERGEN COUNTY  
FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION  
JUNE 30, 2011 AND 2010

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## INDEPENDENT AUDITOR'S REPORT

Board of Trustees  
Family Promise of Bergen County  
Ridgewood, New Jersey

We have audited the accompanying statements of financial position of Family Promise of Bergen County (a not-for-profit organization) as of June 30, 2011 and 2010, and the related statements of activities, changes in net assets and cash flows for the years then ended. These financial statements are the responsibility of the organization's management. 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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Family Promise of Bergen County as of June 30, 2011 and 2010, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information included in the accompanying schedules is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respect in relation to the basic financial statements taken as a whole.

*Flackman, Goodman & Potter, P.A.*

December 12, 2011

FAMILY PROMISE OF BERGEN COUNTY

STATEMENTS OF FINANCIAL POSITION

June 30, 2011 and 2010

	<u>2011</u>	<u>2010</u>
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 515,135	\$ 158,722
Cash - client escrow funds	21,113	38,792
Accounts receivable	-	198
Pledges receivable	3,750	7,500
Grant receivable	3,550	3,550
Prepaid expenses	7,079	7,224
Security deposits	7,162	7,162
TOTAL CURRENT ASSETS	<u>557,789</u>	<u>223,148</u>
PROPERTY AND EQUIPMENT, net	<u>70,617</u>	<u>6,705</u>
TOTAL ASSETS	<u>\$ 628,406</u>	<u>\$ 229,853</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	\$ 21,053	\$ 15,393
Client escrow funds	21,113	38,792
Accrued expenses	16,405	14,219
TOTAL CURRENT LIABILITIES	<u>58,571</u>	<u>68,404</u>
NET ASSETS		
Unrestricted	266,098	157,968
Temporarily restricted	303,737	3,481
TOTAL NET ASSETS	<u>569,835</u>	<u>161,449</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 628,406</u>	<u>\$ 229,853</u>

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

FAMILY PROMISE OF BERGEN COUNTY

STATEMENTS OF ACTIVITIES  
For the Years Ended June 30, 2011 and 2010

	<u>2011</u>	<u>2010</u>
Change in unrestricted net assets:		
Income and support:		
<i>Program Income</i>		
Walk-in-Dinner	\$ 163,297	\$ 191,939
New Leaf	93,353	86,845
Family Promise Network	85,065	5,263
Camp Lots-of-Fun	31,027	35,767
Emergency Family Shelter	-	27,417
Overflow Shelter	-	10,975
<i>Total Program Income</i>	<u>372,742</u>	<u>358,206</u>
<i>Other Support and Fundraising Income</i>		
Contributions	302,196	284,437
Fundraising income	230,984	237,829
Donated materials and services	5,395	12,400
Other income	1,538	1,350
Interest income	1,194	159
<i>Total Other Support and Fundraising Income</i>	<u>541,307</u>	<u>536,175</u>
<i>Net assets released from restrictions</i>	<u>49,744</u>	<u>1,403</u>
Total unrestricted income and support	<u>963,793</u>	<u>895,784</u>
Expenses:		
<i>Program Expenses</i>		
Walk-in-Dinner	186,388	225,111
New Leaf	188,039	215,292
Family Promise Network	159,913	72,373
Camp Lots-of-Fun	33,135	36,719
Emergency Family Shelter	-	48,727
Overflow Shelter	-	14,020
Break-the-Cycle	1,499	1,403
<i>Total Program Expenses</i>	<u>568,974</u>	<u>613,645</u>
<i>Fundraising Expenses</i>	165,619	193,310
<i>General and Administrative Expenses</i>	<u>121,070</u>	<u>113,465</u>
Total expenses	<u>855,663</u>	<u>920,420</u>
Change in unrestricted net assets	<u>108,130</u>	<u>(24,636)</u>
Change in temporarily restricted net assets:		
Contributions	350,000	200
Net assets released from restrictions	(49,744)	(1,403)
Change in temporarily restricted net assets	<u>300,256</u>	<u>(1,203)</u>
Change in net assets	<u>\$ 408,386</u>	<u>\$ (25,839)</u>

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

FAMILY PROMISE OF BERGEN COUNTY

STATEMENTS OF CHANGES IN NET ASSETS  
For the Years Ended June 30, 2011 and 2010

	Unrestricted		Temporarily Restricted		Total
	General Operating	Board Designated - Development	Break-the- Cycle	Matthew 18:5	
NET ASSETS - June 30, 2009	\$ 105,596	\$ 77,008	\$ 4,684	\$ -	\$ 187,288
Change in net assets	(24,636)	-	(1,203)	-	(25,839)
NET ASSETS - June 30, 2010	80,960	77,008	3,481	-	161,449
Change in net assets	108,130	-	(1,499)	301,755	408,386
Reclassifications	77,008	(77,008)	-	-	-
NET ASSETS - June 30, 2011	<u>\$ 266,098</u>	<u>\$ -</u>	<u>\$ 1,982</u>	<u>\$ 301,755</u>	<u>\$ 569,835</u>

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

FAMILY PROMISE OF BERGEN COUNTY

STATEMENTS OF CASH FLOWS  
For the Years Ended June 30, 2011 and 2010

	<u>2011</u>	<u>2010</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 408,386	\$ (25,839)
Noncash items included above:		
Depreciation	9,214	3,828
Loss on disposal of property and equipment	-	704
Decrease (increase) in assets:		
Client escrow funds	17,679	1,471
Accounts receivable	198	(198)
Pledges receivable	3,750	(7,500)
Grant receivable	-	10,650
Prepaid expenses	145	957
Increase (decrease) in liabilities:		
Accounts payable	5,660	(33,254)
Client escrow funds	(17,679)	(1,471)
Accrued expenses	2,186	1,342
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	<u>429,539</u>	<u>(49,310)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property and equipment	<u>(73,126)</u>	<u>-</u>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	356,413	(49,310)
<b>CASH AND CASH EQUIVALENTS - beginning of year</b>	<u>158,722</u>	<u>208,032</u>
<b>CASH AND CASH EQUIVALENTS - end of year</b>	<u><u>\$ 515,135</u></u>	<u><u>\$ 158,722</u></u>

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

# FAMILY PROMISE OF BERGEN COUNTY

## NOTES TO FINANCIAL STATEMENTS

June 30, 2011 and 2010

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Description of the Organization

The Interreligious Fellowship for the Homeless of Bergen County (“IRF”) was formed in 1986, and was recognized as a not-for-profit corporation under Section 501(c)(3) of the Internal Revenue Code. During the fiscal year ended June 30, 2010 the IRF entered into an agreement with Family Promise, Inc. (“FP”) whereby it would become an affiliate of FP in order to associate with a national organization which also provides services to homeless families throughout the United States of America. Concurrent with entering into such agreement, the IRF changed its name to Family Promise of Bergen County (the “Organization”).

Fiscal year 2010 was a year of significant transition for the Organization. As a result of the building of a facility by Bergen County, NJ to house homeless single adults, the Organization discontinued its Overflow Shelter program that provided shelter to homeless adults for over 22 years. In addition, the Emergency Family Shelter program was discontinued in conjunction with the Organization affiliating with FP.

On January 2, 2011, the first Family Promise Network Program opened, replacing the Emergency Family Shelter program. This program is a sheltering program for working poor families, accommodating up to approximately 14 adults and children at any given time. Twenty-one host congregations rotate weekly, providing meals and shelter for overnight stays. Case management, to assist families for re-entry into the community, is a key element of this program. The new Family Promise Day Center is located in the same building as the administrative offices. Family members meet regularly with Case Managers and have access to computers, phones and other office machines. Showers and laundry facilities are also provided there. It is expected that families remain in this program for a relatively short period of time.

The Organization is the only entity in Bergen County to provide shelter to working homeless families. In addition, the Organization conducts a number of other programs.

The New Leaf program offers transitional housing for families, including those who were previously part of the Emergency Family Shelter or who are part of the Family Promise Network. This program provides housing and other services that assist families to return to independent living. For fiscal year 2011, there were six housing units for families who can remain in such units for up to 18 months.

The Walk-in-Dinner program provides approximately 150 dinners each night of the year for homeless and/or hungry individuals. This number includes the 68 residents of the Bergen County Housing, Health and Human Service Center where the meal is served each night.

Camp Lots-of-Fun is a two-week program designed to build confidence, self esteem, lasting friendships, and happy memories for homeless and needy children. High school age volunteers serve as counselors allowing the program to operate on a 1:1 camper/counselor ratio.

# FAMILY PROMISE OF BERGEN COUNTY

## NOTES TO FINANCIAL STATEMENTS

June 30, 2011 and 2010

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Financial Statements

The financial statements have been prepared on the accrual basis. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts and disclosures. Actual results could differ from these estimates. The fair values of financial instruments approximate their carrying value.

#### Cash and Cash Equivalents

Cash and cash equivalents are defined as actual currency, demand deposits and liquid investments with original maturities of three months or less.

#### Pledges Receivable

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of estimated future cash flows. The discounts on these pledges are computed using a risk-free interest rate applicable to the year in which the promise is expected to be received. Amortization of the discount is included in contribution revenue. Conditional promises to give are not included as revenue until such time as the conditions are substantially met.

#### Classes of Net Assets

The financial statements report amounts separately by class of net assets:

- a) Unrestricted amounts are those currently available at the discretion of the Board for use in the Fund's activities.
- b) Temporarily restricted amounts are those which are restricted by donor-imposed stipulation that either expire by passage of time or can be fulfilled and removed pursuant to those stipulations.
- c) Permanently restricted amounts are those which are restricted by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Board.

All contributions are considered available for unrestricted use, unless specifically restricted by the donor or subject to other legal restrictions.

#### Management Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and reported revenues and expenses. Actual results could differ from those estimates.

# FAMILY PROMISE OF BERGEN COUNTY

## NOTES TO FINANCIAL STATEMENTS

June 30, 2011 and 2010

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Fair Value of Financial Instruments

The Fair Value of Financial Instruments and Disclosures Topic of FASB Accounting Standards Codification (“FASB ASC”) defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. The Organization’s financial instruments are cash and cash equivalents, accounts receivable and accounts payable. The recorded values of cash and cash equivalents, accounts receivable and accounts payable approximate their fair values based on their short-term nature.

#### Donated Materials, Facilities and Services

Significant services, food and facilities are donated to the Organization by various individuals and organizations. Donated facilities and materials have been captured as program income and expense at their fair market value. Donated services have been captured as general income and expense.

Many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific assistance programs, campaign solicitations, and various committee assignments. The Organization receives more than 75,000 volunteer hours per year. However, these volunteer hours are not recognized in the financial statements because they did not meet the criteria for recognition under the Revenue Recognition Topic of the FASB ASC, which states that in order to record the value of services, the services must either a) create or enhance non-financial assets or b) the service must require specialized skills.

#### Functional Expenses

The costs of providing the various programs and activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. These costs are reported as supplementary information in the schedule of functional expenses.

#### Tax-Exempt Status

Family Promise of Bergen County is a not-for-profit institution exempt from federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code. Accordingly, no provisions for income taxes have been provided in the accompanying financial statements.

The Organization adopted the provisions for Accounting for Uncertainty in Income Taxes which is part of the Income Taxes Topic of the FASB ASC. This topic provides guidance on the recognition, measurement, classification and disclosures related to uncertain tax positions, along with any interest and penalties. The Organization continually evaluates the possible existence of uncertain tax positions. No material uncertain tax positions were noted for the years ended June 30, 2011 and 2010. The implementation of this topic did not have a material impact on the Organization’s financial statements.

FAMILY PROMISE OF BERGEN COUNTY

NOTES TO FINANCIAL STATEMENTS

June 30, 2011 and 2010

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Tax-Exempt Status (continued)

The Organization recognizes interest relating to income tax matters as a component of interest expense and recognizes penalties relating to income tax matters as a component of general and administrative expenses. Such interest and penalties have historically been immaterial.

The federal and state income tax returns of the Organization for 2010, 2009 and 2008 are subject to examination, generally for three years after they were filed.

Subsequent Events

The Organization has evaluated subsequent events through December 12, 2011, the date which the financial statements were available for issue. There were no material subsequent events that required recognition or additional disclosure in these financial statements.

Reclassifications

Certain reclassifications have been made to the prior year's financial statements to conform to the current year presentation. These reclassifications had no effect on previously reported results of operations or net assets.

2. CONCENTRATION OF CREDIT RISK

The Organization maintains cash balances in financial institutions. The balances are insured by the Federal Deposit Insurance Corporation. The Organization's bank balances may at times exceed insurable limits. Financial instruments that potentially subject the Organization to credit risk consist primarily of cash on deposit.

3. PROPERTY AND EQUIPMENT

Major classifications of property and equipment and their respective useful lives consist of the following at June 30:

	<u>2011</u>	<u>2010</u>	<u>Estimated Useful Lives</u>
Vehicles	\$ 58,910	\$ -	5 years
Equipment	13,743	11,444	5 years
Furniture and fixtures	8,189	3,357	5 years
Leasehold improvements	7,084	-	5 years
Total cost	<u>87,926</u>	<u>14,801</u>	
Less: accumulated depreciation	<u>(17,309)</u>	<u>(8,096)</u>	
Property and equipment, net	<u>\$ 70,617</u>	<u>\$ 6,705</u>	

Depreciation expense for the years ended June 30, 2011 and 2010 total \$9,214 and \$3,828, respectively.

FAMILY PROMISE OF BERGEN COUNTY

NOTES TO FINANCIAL STATEMENTS  
June 30, 2011 and 2010

4. DONATED MATERIALS, FACILITIES AND SERVICES

The Organization has captured the fair market value of donated materials, facilities and services in the statements of activities as described below the years ending June 30:

<u>2011</u>	<u>Donated Food and Materials</u>	<u>Donated Facilities</u>	<u>Donated Services</u>
Walk-in-Dinner	\$ 162,707	\$ -	\$ -
New Leaf	-	35,400	-
Family Promise Network	12,113	-	20,943
Camp Lots-of-Fun	1,275	3,000	-
General and Administrative	2,895	-	2,500
Total	<u>\$ 178,990</u>	<u>\$ 38,400</u>	<u>\$ 23,443</u>
<u>2010</u>	<u>Donated Food and Materials</u>	<u>Donated Facilities</u>	<u>Donated Services</u>
Walk-in-Dinner	\$ 191,569	\$ -	\$ -
New Leaf	-	50,400	-
Camp Lots-of-Fun	978	2,000	-
Emergency Family Shelter	4,348	15,750	-
Overflow Shelter	1,975	9,000	-
General and Administrative	-	-	12,400
Total	<u>\$ 198,870</u>	<u>\$ 77,150</u>	<u>\$ 12,400</u>

5. COMMITMENTS AND CONTINGENCIES

Family Promise of Bergen County leases its facilities in Teaneck, NJ on a month to month basis with payments of \$2,641. Rent paid for this facility totaled \$31,686 and \$29,253 for the years ended June 30, 2011 and 2010, respectively. As of July 2011, the Organization moved to a new facility in Ridgewood, NJ with monthly payments of \$2,300. This facility is rented under a one year lease expiring June 2012.

The Organization also leases four apartments in Bergen County, New Jersey for use as transitional housing for homeless families on a month to month basis. Annual rent payments for these leases totaled \$60,900 and \$60,600 for the years ended June 30, 2011 and 2010, respectively. This expense has been recorded as part of the New Leaf program expenses.

FAMILY PROMISE OF BERGEN COUNTY

NOTES TO FINANCIAL STATEMENTS

June 30, 2011 and 2010

5. COMMITMENTS AND CONTINGENCIES (continued)

The Organization has non-cancelable operating leases for office equipment, which expire at various dates. Rental expenses for these leases totaled \$10,602 and \$3,468 for the years ended June 30, 2011 and 2010, respectively.

Future minimum lease payments under operating leases for its facilities and office equipment that have remaining terms in excess of one year as of June 30, 2011 are:

2012	\$ 38,854
2013	8,621
2014	7,176
2015	7,176
2016	2,990
	<u>\$ 64,817</u>

6. EMPLOYEE RETIREMENT PLAN

Family Promise of Bergen County maintains a tax-deferred annuity plan qualified under Section 401(k) of the Internal Revenue Code for its employees. The Organization made contributions of \$4,420 and \$2,407 for the years ended June 30, 2011 and 2010, respectively. Employees may make contributions to the plan up to the maximum amount allowed by the Internal Revenue Code.

7. MAJOR CONTRIBUTOR

For the year ended June 30, 2011, a gift, totaling \$435,650, from one contributor comprised approximately of 67% of total contributions. Of this amount, \$350,000 will be used for programs affecting children. This is recorded as a temporarily restricted net asset and is shown in the statement of activities as the Matthew 18:5 fund. The remaining \$85,650 gift has no restrictions in its use.

**SUPPLEMENTARY INFORMATION**

FAMILY PROMISE OF BERGEN COUNTY

SCHEDULE OF FUNCTIONAL EXPENSES

For the Year Ended June 30, 2011

	Program Services					Support Services				Total
	Walk-in-Dinner	New Leaf	Family Promise Network	Camp Lots-of-Fun	Break-the-Cycle	Total Program	Fundraising	General and Administrative	Total Support	
<i>Actual costs</i>										
Personnel expense	\$ 14,477	\$ 62,675	\$ 101,089	\$ 12,101	\$ -	\$ 190,342	\$ 19,120	\$ 46,297	\$ 65,417	\$ 255,759
Direct program expenses	2,143	80,975	-	8,654	1,499	93,271	-	-	-	93,271
Fundraising campaigns and events	-	-	-	-	-	-	78,825	-	78,825	78,825
Office and supplies	1,155	1,419	5,131	5,050	-	12,755	3,322	20,959	24,281	37,036
Consulting	-	-	-	-	-	-	57,640	-	57,640	57,640
Rent - office	2,218	1,267	-	-	-	3,485	3,169	22,497	25,666	29,151
Professional fees	720	1,000	2,312	416	-	4,448	1,616	2,094	3,710	8,158
Insurance	2,968	3,440	7,282	2,523	-	16,213	1,600	9,117	10,717	26,930
Utilities	-	113	-	-	-	113	-	2,585	2,585	2,698
Auto and transportation	-	241	2,686	-	-	2,927	-	435	435	3,362
Repairs and maintenance	-	377	-	-	-	377	-	3,946	3,946	4,323
Depreciation	-	-	6,198	-	-	6,198	-	3,016	3,016	9,214
Loss on disposal of property and equipment	-	-	-	-	-	-	-	-	-	-
Other expenses	-	1,132	2,159	116	-	3,407	327	4,729	5,056	8,463
<i>In-kind donations</i>										
Donated food and materials	162,707	-	12,113	1,275	-	176,095	-	2,895	2,895	178,990
Donated facilities	-	35,400	-	3,000	-	38,400	-	-	-	38,400
Donated services	-	-	20,943	-	-	20,943	-	2,500	2,500	23,443
Total Expenses	\$ 186,388	\$ 188,039	\$ 159,913	\$ 33,135	\$ 1,499	\$ 568,974	\$ 165,619	\$ 121,070	\$ 286,689	\$ 855,663

FAMILY PROMISE OF BERGEN COUNTY

SCHEDULE OF FUNCTIONAL EXPENSES

For the Year Ended June 30, 2010

	Program Services							Support Services				
	Walk-in-Dinner	New Leaf	Family Promise Network	Camp Lots-of-Fun	Emergency Family Shelter	Overflow Shelter	Break-the-Cycle	Total Program	Fundraising	General and Administrative	Total Support	Total
<i>Actual costs</i>												
Personnel expense	\$ 17,862	\$ 87,174	\$ 68,820	\$ 14,571	\$ 11,845	\$ 1,531	\$ -	\$ 201,803	\$ 29,155	\$ 47,339	\$ 76,494	\$ 278,297
Direct program expenses	1,103	63,944	-	8,836	3,523	434	1,403	79,243	-	-	-	79,243
Fundraising campaigns and events	-	-	-	-	-	-	-	-	80,538	-	80,538	80,538
Office and supplies	3,651	2,007	2,486	6,536	525	209	-	15,414	8,654	22,878	31,532	46,946
Consulting	-	-	-	-	-	-	-	-	59,461	-	59,461	59,461
Rent - office	7,299	4,564	-	2,045	3,016	394	-	17,318	7,398	6,967	14,365	31,683
Professional fees	-	2,098	130	867	5,305	269	-	8,669	4,066	4,066	8,132	16,801
Insurance	3,541	3,388	937	767	906	192	-	9,731	3,032	5,572	8,604	18,335
Utilities	32	461	-	32	627	16	-	1,168	288	1,866	2,154	3,322
Auto and transportation	-	127	-	-	72	-	-	199	-	439	439	638
Repairs and maintenance	54	1,129	-	87	2,693	-	-	3,963	225	3,942	4,167	8,130
Depreciation	-	-	-	-	117	-	-	117	493	3,218	3,711	3,828
Loss on disposal of property and equipment	-	-	-	-	-	-	-	-	-	704	704	704
Other expenses	-	-	-	-	-	-	-	-	-	4,074	4,074	4,074
<i>In-kind donations</i>												
Donated food and materials	191,569	-	-	978	4,348	1,975	-	198,870	-	-	-	198,870
Donated facilities	-	50,400	-	2,000	15,750	9,000	-	77,150	-	-	-	77,150
Donated services	-	-	-	-	-	-	-	-	-	12,400	12,400	12,400
<b>Total Expenses</b>	<b>\$ 225,111</b>	<b>\$ 215,292</b>	<b>\$ 72,373</b>	<b>\$ 36,719</b>	<b>\$ 48,727</b>	<b>\$ 14,020</b>	<b>\$ 1,403</b>	<b>\$ 613,645</b>	<b>\$ 193,310</b>	<b>\$ 113,465</b>	<b>\$ 306,775</b>	<b>\$ 920,420</b>