



**THE SOCIETY OF ST. ANDREW, INC.**

**FINANCIAL STATEMENTS**

*As of and for the Year Ended December 31, 2016*

*And Report of Independent Auditor*

**THE SOCIETY OF ST. ANDREW, INC.**

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## Report of Independent Auditor

The Board of Directors  
The Society of St. Andrew, Inc.  
Big Island, Virginia

### Report on the Financial Statements

We have audited the accompanying financial statements of The Society of St. Andrew, Inc. (the "Society"), a not-for-profit organization, which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, cash flows, and functional expenses for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Society of St. Andrew, Inc. as of December 31, 2016, and the changes in its net assets and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



Lynchburg, Virginia  
March 29, 2017

**THE SOCIETY OF ST. ANDREW, INC.**  
**STATEMENT OF FINANCIAL POSITION**

DECEMBER 31, 2016

**ASSETS**

Cash	\$ 997,149
Investments	850,562
Accounts receivable	13,562
Prepaid expenses	22,000
Total Current Assets	1,883,273

Property and Equipment:

Land	7,500
Building	370,403
Office equipment	11,665
Computer equipment	264,427
Transportation equipment	16,361
	670,356
Less accumulated depreciation	458,095
Net Property and Equipment	212,261
<b>Total Assets</b>	<b>\$ 2,095,534</b>

**LIABILITIES AND NET ASSETS**

Current Liabilities:

Accounts payable	\$ 55,770
Accrued expenses	33,007
Capital lease obligation, current maturities	16,662
Total Current Liabilities	105,439

Long-Term Liabilities:

Capital lease obligation, long-term maturities	3,403
<b>Total Liabilities</b>	<b>108,842</b>

Net Assets:

Unrestricted:	
Internally-designated endowment fund	199,885
Undesignated	1,786,807
<b>Total Net Assets</b>	<b>1,986,692</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 2,095,534</b>

**THE SOCIETY OF ST. ANDREW, INC.**  
**STATEMENT OF ACTIVITIES**

YEAR ENDED DECEMBER 31, 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Revenues, Gains, and Other Support:				
Contributions:				
Donated produce	\$ -	\$ 12,978,966	\$ -	\$ 12,978,966
Churches	261,115	232,297	-	493,412
Foundations	638,916	353,699	-	992,615
Individuals	447,697	346,875	-	794,572
Combined Federal Campaign	29,818	-	-	29,818
Meals for Millions	-	140,577	-	140,577
St. Andrew Club	-	75,601	-	75,601
Total Contributions	<u>1,377,546</u>	<u>14,128,015</u>	<u>-</u>	<u>15,505,561</u>
Program Related Revenue:				
Program registrations	<u>23,860</u>	<u>-</u>	<u>-</u>	<u>23,860</u>
Total Program Related Revenue	<u>23,860</u>	<u>-</u>	<u>-</u>	<u>23,860</u>
Other Revenue and Expense:				
Investment income	19,072	-	-	19,072
Realized gain on investments	8,044	-	-	8,044
Unrealized loss on investments	<u>52,534</u>	<u>-</u>	<u>-</u>	<u>52,534</u>
Total Other Revenue and Expense	<u>79,650</u>	<u>-</u>	<u>-</u>	<u>79,650</u>
Net Assets Released From Restrictions:				
Satisfaction of program and time restrictions	<u>14,128,015</u>	<u>(14,128,015)</u>	<u>-</u>	<u>-</u>
Total Revenue	<u>15,609,071</u>	<u>-</u>	<u>-</u>	<u>15,609,071</u>

**THE SOCIETY OF ST. ANDREW, INC.**  
**STATEMENT OF ACTIVITIES (CONTINUED)**

*YEAR ENDED DECEMBER 31, 2016*

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Expenses:				
Program services:				
Potato & Produce Project	\$ 4,728,980	\$ -	\$ -	\$ 4,728,980
Harvest of Hope	228,669	-	-	228,669
Gleaning	9,958,954	-	-	9,958,954
Strategic programs	140,071	-	-	140,071
Supporting services:				
Administrative	233,738	-	-	233,738
Fundraising	268,922	-	-	268,922
Total Expenses	<u>15,559,334</u>	<u>-</u>	<u>-</u>	<u>15,559,334</u>
Change in net assets	49,737	-	-	49,737
Net assets, beginning of year	<u>1,936,955</u>	<u>-</u>	<u>-</u>	<u>1,936,955</u>
Net Assets, end of year	<u>\$ 1,986,692</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,986,692</u>

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

**THE SOCIETY OF ST. ANDREW, INC.**  
**STATEMENT OF CASH FLOWS**

*YEAR ENDED DECEMBER 31, 2016*

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**Cash flows from operating activities:**

Change in net assets	\$ 49,737
Adjustments to reconcile change in net assets to cash provided by operating activities	
Depreciation	37,396
Net realized and unrealized losses on investments	(60,578)
Increase in operating assets:	
Accounts receivable	3,393
Prepaid expenses	7,329
Increase (decrease) in operating liabilities	
Accounts payable	(10,353)
Accrued expenses	479
Net cash provided by operating activities	<u>27,403</u>

**Cash flows from investing activities:**

Purchase of investments	(21,255)
Purchase of building and equipment	<u>(17,167)</u>
Net cash used in investing activities	<u>(38,422)</u>

**Cash flows from financing activities:**

Principal payments under capital lease obligations	<u>(21,975)</u>
Net decrease in cash	(32,994)
Cash, beginning of year	<u>1,030,143</u>
Cash, end of year	<u>\$ 997,149</u>

**Supplemental disclosure of cash flow information**

Cash paid for interest	<u>\$ 1,972</u>
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**THE SOCIETY OF ST. ANDREW, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**

YEAR ENDED DECEMBER 31, 2016

	Supporting Services			Program Services				Total Expenses	
	Admini- strative	Fund Raising	Total	Potato & Produce Project	Harvest of Hope	Gleaning	Strategic Programs		Total
Cost of Distribution:									
Produce distributed	\$ -	\$ -	\$ -	\$ 4,166,458	\$ 40,041	\$ 8,789,021	\$ -	\$ 12,995,520	\$ 12,995,520
Materials and labor	-	-	-	226,271	800	53,998	-	281,069	281,069
Freight	-	-	-	196,458	752	53,177	-	250,387	250,387
Total	-	-	-	4,589,187	41,593	8,896,196	-	13,526,976	13,526,976
Operating Expenses:									
Advertising	42	2,325	2,367	145	3,664	457	786	5,052	7,419
Bank charges	12,289	-	12,289	-	-	139	-	139	12,428
Building maintenance	411	293	704	1,290	1,584	1,936	352	5,162	5,866
Contracted services	332	237	569	1,042	1,279	1,588	15,543	19,452	20,021
Dues and publications	481	993	1,474	1,513	1,856	5,409	7,556	16,334	17,808
Employee benefits	24,140	30,504	54,644	6,748	15,000	110,239	10,490	142,477	197,121
Equipment and facility rental	496	354	850	1,558	26,462	15,431	425	43,876	44,726
Equipment maintenance	3,722	2,658	6,380	11,696	14,355	17,819	3,190	47,060	53,440
Insurance	2,490	1,779	4,269	7,826	9,604	13,151	2,134	32,715	36,984
Interest	138	99	237	434	532	651	118	1,735	1,972
Licenses and taxes	360	257	617	1,131	1,388	1,696	308	4,523	5,140
Office supplies	621	14,492	15,113	1,951	2,514	9,394	644	14,503	29,616
Payroll taxes	11,576	10,002	21,578	5,327	4,512	48,179	4,786	62,804	84,382
Pension costs	13,159	10,340	23,499	3,973	3,319	28,758	5,362	41,412	64,911
Postage	890	41,792	42,682	2,829	3,432	11,487	1,480	19,228	61,910
Printing	2,608	1,863	4,471	8,198	10,061	12,296	2,236	32,791	37,262
Program expenses	75	55	130	237	3,022	4,091	353	7,703	7,833
Salaries	155,608	136,089	291,697	70,131	63,805	662,101	68,818	864,855	1,156,552
Telephone	1,060	757	1,817	3,333	4,090	11,457	909	19,789	21,606
Training	10	7	17	33	40	2,469	9	2,551	2,568
Travel	113	11,800	11,913	604	4,537	89,319	11,901	106,361	118,274
Utilities	499	356	855	1,567	1,923	2,351	427	6,268	7,123
Total	231,120	267,052	498,172	131,566	176,979	1,050,418	137,827	1,496,790	1,994,962
Expenses before depreciation	231,120	267,052	498,172	4,720,753	218,572	9,946,614	137,827	15,023,766	15,521,938
Depreciation	2,618	1,870	4,488	8,227	10,097	12,340	2,244	32,908	37,396
Total Expenses	\$ 233,738	\$ 268,922	\$ 502,660	\$ 4,728,980	\$ 228,669	\$ 9,958,954	\$ 140,071	\$ 15,056,674	\$ 15,559,334

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



# THE SOCIETY OF ST. ANDREW, INC.

## NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2016

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### Note 1—Summary of significant accounting policies

*Basis of Financial Statement Presentation* – The financial statements of The Society of St. Andrew, Inc. (the “Society”) have been prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”). The Society presents its financial statements according to the Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) Topic 958, *Not-for-Profit Entities*. Under this topic, the Society is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted. Accounting policies considered to be significant are described below.

*Accounting Estimates and Assumptions* – The preparation of financial statements, in conformity with GAAP, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of (when applicable) contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Items subject to such estimates and assumptions primarily include the reported amounts of donated and distributed produce and the carrying amounts of certain assets, including land and buildings, accounts receivable, and the carrying amount of (when applicable) non-traditional investments. In the near term, actual results could differ from those estimates.

*Cash* – The Society places its cash and cash equivalents on deposit with financial institutions in the United States. The Federal Deposit Insurance Corporation (“FDIC”) covers \$250,000 for substantially all depository accounts. The Society from time to time may have amounts on deposit in excess of the insured limits. As of December 31, 2016, the Society had \$362,358 in uninsured balances.

Management’s policy is to maintain a cash and cash investments reserve equal to approximately five to six months of cash expenses in order to minimize the effects of a negative economic or agricultural downturn.

*Investments* – Investments consist of cash, mortgage backed securities, and common stock. All investments are carried at fair value.

*Fair Value Measurements* – The carrying value of investments approximates fair value as amounts were derived from quoted market prices, net asset value of investments held, a mid-market quotation from a broker, a bid quotation, or if unavailable or unrepresentative, at their probable realization value as of year end, estimated in good faith by the investment administrator.

The Society follows the Fair Value Measurements topic of the FASB ASC which defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction. The guidance also establishes a three-tier fair value hierarchy which requires an entity to maximize the use of observable inputs when measuring fair value. The guidance describes three levels of inputs that may be used to measure fair value:

- Level 1* – Inputs to the valuation methodology are quoted prices available in active markets for identical investments as of the reporting date;
- Level 2* – Inputs to the valuation methodology are other than quoted market prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value can be determined through the use of models or other valuation methodologies; and
- Level 3* – Inputs to the valuation methodology are unobservable inputs in situations where there is little or no market activity for the asset or liability and the reporting entity makes estimates and assumptions related to the pricing of the asset or liability including assumptions regarding risk.

**THE SOCIETY OF ST. ANDREW, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**

DECEMBER 31, 2016

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**Note 1—Summary of significant accounting policies (continued)**

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

The following is a description of the valuation methodologies used for instruments measured at fair value, including the general classification of such instruments pursuant to the valuation hierarchy. There was no change from the prior year in the valuation methodologies.

*Cash and Cash Equivalents* – Valued at the Net Asset Value (“NAV”) of units held by the Society at year end. Investments in cash and cash equivalents are included in Level 1 of the fair value hierarchy.

*Common Stock* – Valued at the closing price reported on the active market on which the individual securities are traded. Investments in common stock are included in Level 1 of the fair value hierarchy.

*Mortgage and Asset Backed Securities* – Valued using income approach and are included in Level 2 of the fair value hierarchy due to these securities not having a quoted price in an active market.

*Other Investments* – Other investment funds are monies invested in a religious organization foundation with pooled accounts. The Society believes the stated value of the investments are reasonable estimates of fair value; however, due to the absence of quoted market prices and the significance of unobservable inputs, investments in private investment organizations are included in Level 3 of the fair value hierarchy.

*Accounts Receivable* – Consist of reimbursements for freight, packaging, and handling charges that are due from various food banks and other agencies. Management reviews the accounts periodically during the period, and any considered to be uncollectible are charged against income. Recoveries of accounts previously written off are taken into income in the period received. Management believes that accounts receivable at December 31, 2016, are collectible and that no allowance for doubtful accounts is needed.

*Property and Equipment* – Property and equipment are stated at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over estimated useful lives as follows:

Buildings	30 - 40 years
Office equipment	5 - 7 years
Computer equipment	5 years
Transportation equipment	5 years

Expenses for maintenance and repairs are charged against revenue in the year the cost is incurred. Expenditures for additions and major improvements are capitalized and depreciated. Cost and accumulated depreciation are removed from the accounts for property sold or retired, and any resulting gain or loss is included in the statement of activities.

*Contributions* – Unconditional promises to give are recorded in the period in which the promise is received and allowances are provided for promises estimated to be uncollectible. Promises to give are received from a broad base of individuals, churches, and foundations.

Contributions of cash are reported as temporarily restricted support if they are received with donor stipulations that limit their use or place time restrictions on their use. When donor restrictions are satisfied, temporarily restricted assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

**THE SOCIETY OF ST. ANDREW, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**

DECEMBER 31, 2016

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**Note 1—Summary of significant accounting policies (continued)**

Contributions of long-lived assets or cash that are restricted by the donor for acquisition of long-lived assets are reported as temporarily restricted support. The restriction is deemed to lapse ratably over the life of the asset.

*Functional Expenses and Allocation* – Program expenses include those costs that can be specifically identified with programs, as well as portions of certain indirect costs that, in management's estimation, are attributable to programs. Administrative expenses include those expenses that are not directly identifiable with any other specific program but provide for the overall support and direction of the Society. Administrative expenses are allocated to the specific programs on the basis of management's best estimate.

*Advertising* – All advertising costs are expensed during the year in which the costs are incurred.

*Subsequent Events* – Subsequent events have been evaluated through March 29, 2017, which is the date the financial statements were available to be issued. No transactions requiring disclosure have occurred through this date.

**Note 2—Organization**

The Society of St. Andrew, Inc. was incorporated under the laws of Virginia on April 11, 1984. The Society was established to provide, on a nonprofit basis, food for those in need, whether by giving the food directly to those in need or through other mechanisms set up to provide food for the needy. The Society also acts as a consultant to churches or other nonprofit groups that are interested in providing food to the needy on their own. Additionally, the Society provides support, education, and religious edification to those in need, with the goal being a more responsible lifestyle.

The Society's work includes the following programs:

*The Potato & Produce Project* – The focus of this program is on salvaging potatoes and other produce that are considered to be unmarketable due to size or other small flaws. The produce is given to the Society free of charge, but the Society must pay for packaging and freight. Salvaged produce is distributed to food banks and various other organizations. The Potato & Produce Project also purchases seed potatoes for shipment to areas having available land, but lacking the resources to purchase seed. The produce yielded from the seed potatoes goes to the needy in the area or to a food bank.

*The Gleaning Network* – This program uses volunteers to salvage produce directly from farms and orchards. Salvaged produce is gleaned from fields that have been harvested or is gathered from fields that are donated by farmers. Produce is picked up at the gleaning site by a food bank or other organizations.

*The Harvest of Hope* – This is a work/study mission program for all ages where participants spend time studying about the problem of world hunger. Several events are conducted each year. The programs are often conducted in conjunction with a gleaning project and the Harvest of Hope participants take part in salvaging produce for the needy. Participants pay a fee to attend.

*Strategic Programs* – Initiatives under this program area focus on involving the national church (all denominations) in a dedicated and coordinated effort to end hunger in the United States and elsewhere.

**THE SOCIETY OF ST. ANDREW, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**

DECEMBER 31, 2016

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**Note 3—Tax status**

The Society is a Section 501(c)(3) organization under the Internal Revenue Code (the “Code”) and is exempt from income taxes under Section 501(a) of the Code.

GAAP requires Society management to evaluate tax positions taken by the Society and recognize a tax liability (or asset) if the Society has taken an uncertain position that more than likely would not be sustained upon examination by the Internal Revenue Service. Society management has analyzed the tax positions taken by the Society, and has concluded that as of December 31, 2016, there are no uncertain positions taken or expected to be taken that would require recognition of a liability (or asset) or disclosure in the financial statements. The Society is subject to audit by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

**Note 4—Investments**

Investments at December 31, 2016, consisted of the following:

	<b>Cost</b>	<b>Market Value</b>
Cash	\$ 224,152	\$ 224,153
Common stock	251,676	317,169
Mortgage and asset backed securities	315,626	306,075
Other investment funds	2,500	3,165
Total	<u>\$ 793,954</u>	<u>\$ 850,562</u>

**Note 5—Fair value measurements**

See *Fair Value Measurements* in Note 1 above for discussions of the methodologies and assumptions used to determine the fair value of the Society’s investments.

**THE SOCIETY OF ST. ANDREW, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**

DECEMBER 31, 2016

**Note 5—Fair value measurements (continued)**

The following tables summarize the valuation of the Society's financial investments measured at fair value on a recurring basis, based on the level of input utilized to measure fair value:

	As of December 31, 2016			Total Fair Value
	Quoted Prices In Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Cash and cash equivalents:				
Cash	\$ 224,153	\$ -	\$ -	\$ 224,153
Investments:				
Common stock	317,169	-	-	317,169
Mortgage and asset backed securities	-	306,075	-	306,075
Other investment funds	-	-	3,165	3,165
Total investments	317,169	306,075	3,165	626,409
Total	\$ 541,322	\$ 306,075	\$ 3,165	\$ 850,562

The table below sets forth a summary of changes in the fair value of the Society's Level 3 assets for the year ended December 31, 2016:

Beginning fair value	\$ 3,014
Investment income, net of investment fees	41
Net realized and unrealized gains	110
Ending fair value	\$ 3,165

Change in unrealized gains for Level 3 assets included in changes in unrestricted net assets were \$63 for 2016.

Investment income is reported net of related investment fees, which were \$30 for 2016.

**Note 6—Capital leases**

In 2012, the Society entered into a 60-month lease for office equipment with a value, at inception, of \$87,071. In 2014, the Society entered into a 60-month lease for office equipment with a value, at inception, of \$16,500. Amortization of assets under capital leases is included in depreciation expense. Accumulated depreciation related to these capital leases was \$83,637 as of December 31, 2016.

**THE SOCIETY OF ST. ANDREW, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**

DECEMBER 31, 2016

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**Note 6—Capital leases (continued)**

Future minimum lease payments related to this lease are as follows:

<u>Year</u>	<u>Payments</u>
2017	\$ 17,345
2018	2,852
2019	713
	<u>20,910</u>
Less amount representing interest	845
	<u>20,065</u>
Less current maturities	16,662
	<u>\$ 3,403</u>

**Note 7—Operating leases**

The Society entered into a 60-month noncancelable operating lease agreement for office equipment in 2012, which requires quarterly payments of \$1,771. This payment includes maintenance fees. Total rental expense under this operating lease for the year ended December 31, 2016, was \$7,082.

Future minimum lease payments related to these leases are as follows:

<u>Year</u>	<u>Payments</u>
2017	\$ 1,771

The Society was also party to the following operating leases as of December 31, 2016:

*Alabama Office* – The Society leases office space in Alabama on a month-to-month basis. Payments under this lease are \$111 per month.

*Arkansas Office* – The Society leases office space in Arkansas on a month-to-month basis. Payments under this lease are \$125 per month.

*Florida Office* – The Society leases office space in Florida on a month-to-month basis. Payments under this lease are \$110 per month.

*Mississippi Office* – The Society leases office space in Mississippi on a month-to-month basis. Payments under this lease are \$150 per month.

*North Carolina Office* – The Society leases office space in North Carolina on a month-to-month basis. Payments under these leases total \$110 per month.

*Georgia Office* – The Society leases office space in Georgia on a month-to-month basis. Payments under these leases total \$125 per month.

*Tennessee Office* – The Society leases office space in Tennessee on a month-to-month basis. Payments under these leases total \$200 per month.

**THE SOCIETY OF ST. ANDREW, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**

*DECEMBER 31, 2016*

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**Note 8—Internally-designated investment funds**

During 2001, the Board of Directors of the Society set aside funds specifically for the growth and development of the anti-hunger programs of the Society. These funds may be withdrawn in extreme circumstances and with two-thirds Board approval. Investment income from these funds may be used to support the programs of the Society.

**Note 9—Retirement plan**

The Society adopted a 401(k) retirement plan on January 1, 2004. During 2006, the Society made the decision to no longer determine the discretionary contribution annually, but to match employees' 401(k) contributions based on a fixed percentage. Each employee receives an employer contribution of 5% of their salary, and, in addition, if the employee chooses to participate in the plan, the employer will also match employee contributions up to 4% of the employee's salary. Contributions to the plan during 2016 amounted to \$64,911.

**Note 10—Donated produce**

The Society's Gleaning Network and the Potato & Produce Project programs are the routine beneficiaries of donated produce and supplies which it distributes to food banks and other organizations to be used for the feeding and nourishment of people in need. The Society does not pay for the produce, but is required to pay for its packaging and freight. In connection with the preparation of the accompanying financial statements, management of the Society has estimated the value of this donated produce and has included those estimated amounts as revenue attributable to donated produce and as a component of the expenses associated with the Society's program services. Both the estimated revenue and expense are identical in amount and therefore do not in any way impact the Society's annual change in net assets or its cash flows. Management's estimate of the value of the donated produce, which is based on poundage and government published prices, and the value of donated supplies requires management to exercise a significant amount of judgment. The Society had no inventory of donated produce at December 31, 2016.

**Note 11—Donated services**

The Society receives services from a variety of unpaid volunteers. Donated services are recognized in the financial statements only if they create or enhance nonfinancial assets or if they require specialized skills and would typically need to be purchased if not provided by donation. During 2016, there were no services meeting the criteria for recognition. The Society also had approximately 32,789 persons volunteering to work about 3 hours each on different gleaning events, resulting in an additional 98,367 volunteer hours during 2016. These hours did not meet the criteria for recognition in the financial statements.

**Note 12—Fund raising and administrative expenses**

The Society incurred fund raising expenses of \$268,922 and administrative expenses of \$233,738 that amounts to approximately 1.72% and 1.50% respectively, of total revenue, gains, and other support for the year ended December 31, 2016.

Total support and revenue consists of all cash contributions and the non-cash value of donated produce and supplies as defined in Note 10.