

Aloha Harvest Summary

Mission: To alleviate hunger by eliminating food waste and rescuing quality excess food to feed the hungry.

Category: Health & Wellness

Contact: "Phil" Augustus Acosta, Executive Director

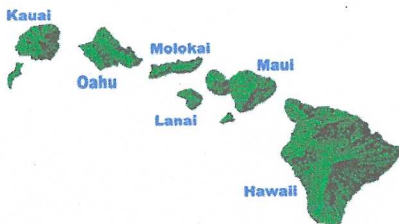
Address: 3599 Waiialae Avenue, Suite 23, Honolulu, HI 96816

Grant History: 2017: \$5,000
2018: \$5,000
2019: \$15,000
2021: \$5,000
TOTAL GRANTS TO DATE: \$30,000

| | |
|----------------------|---|
| 2023 Request: | \$20,000 for general operating support |
|----------------------|---|

Notes:

- 4 million pounds of food diverted to feed the hungry in 2020.
- Works with food producers, wholesalers, distributors, grocery stores, military, restaurants, etc. to rescue food and redistribute to nonprofits who run food banks.
- Uses vans and refrigerated trucks to collect and distribute food.
- Provides delivery and logistical support to local food banks.
- Chef Hui x Aloha Harvest is a collaborative to prepare healthy food collected into packaged meals for seniors, homeless, and hungry.
- Recovery & Resiliency Hub will be centrally located on Oahu to better coordinate logistics, and will expand capacity for food collection, distribution, and meal preparation services.
- 2021 in early stages of capital campaign.
- 2021 request for \$25,000 general operating support and \$100,000 for Recovery & Resiliency Food Hub. Board granted \$5,000 general support.





January 31, 2023

Tammy Davis Cownie, JD, MACL
Administrator
Laurence H. Dorcy Hawaiian Foundation
81 East Seventh Street, Suite 125
St. Paul MN 55101

Dear Ms. Cownie,

Aloha Harvest respectfully requests a \$20,000 general operating support grant from the Laurence H. Dorcy Hawaiian Foundation.

Aloha Harvest is the largest nonprofit organization in Hawai'i dedicated to food rescue and sustainability. The dual purpose of our mission is truly what makes us unique. Not only are we feeding the people, but we are also intently focused on creating a more equitable, efficient, less wasteful, and sustainable food system.

We have a **vision of a resilient community where hunger and food waste no longer exist**. We collaborate with grocery stores, restaurants, local farmers, distributors, food establishments, and various businesses to help us with our **mission of rescuing quality food to nourish and strengthen our community**. And we provide these critical services 7 days a week, free of charge, to our donors and recipients.

Working with over 1,000 community partners on O'ahu over the past two decades, Aloha Harvest has recently reached a major operational milestone, diverting over 30 million pounds of food that would have otherwise been discarded. Furthermore, all that rescued food is worth approximately \$84,000,000 saved or 25,000,000 meals served.

We ask that you continue your foundations' generous support of the work of Aloha Harvest, as we move into the post-pandemic landscape of continued food insecurity throughout our island community.

Sincerely,

"Phil" Augustus Acosta
Executive Director
(808) 208-4307
phil@alohaharvest.org

Attachments:

IRS Determination Letter
Primary Funding Sources

Audited Financial Statements
2022 Q4 Report

The Need and Population Served

Globally, over one-third of the food we produce never gets eaten. That's enough food to solve world hunger several times over! And it's not just the food that is being wasted. There is a significant amount of human and natural resources that goes into growing that food. The land, fuel, water, packaging...the list goes on and on. As a result, the food system, as a whole, contributes to approximately one-third of the greenhouse gas emissions that are affecting our environment.

For the past 22 years, Aloha Harvest has developed a unique ability to coordinate an extensive partner network, apply logistical expertise to manage large food distribution events, and provide delivery services to nonprofits serving the needy. Our long history as a food rescue organization has continued to grow and adapt, as we meet our mission to serve the most critical food needs of communities across O'ahu. The past few years have been truly unprecedented, and we fully expect the need for food assistance to increase during the years of recovery ahead as the ongoing supply chain disruptions, increasing prices of housing, fuel, food, and other essentials is severely affecting the financial stability of many families. We are working to not only meet today's critical need to reduce food insecurity and food waste, but we are also planning to build for a better and more resilient future.

On O'ahu, 1 in 6 residents (over 160,000 people) are food insecure, lacking reliable access to safe and nutritious food. According to data from "Hunger in Hawaii," the need for food is greatest among 22% of children, 36% of Native Hawaiian and Pacific Islander households, and 11% of persons 60 and older. We provide food assistance to income-constrained individuals and families, at-risk populations, including the most vulnerable members of our community, all who are food insecure. Yet, on O'ahu, we only currently capture approximately 2% of potentially recoverable food, based on the latest 2017 Waste Composition study - so we know there is ample area for growth to increase the volume of food rescued. The food we deliver serves communities across O'ahu: Honolulu (59%), Waianae/Leeward (17%), Central Oahu/North Shore (17%), and Windward (7%). Our collaborating agencies include a wide range of nonprofits, social service providers, food service programs, community health centers, at-risk youth programs, shelters for abused women, children, and the homeless, and public housing projects.

Our future objective is to sustain momentum and expand our reach while transitioning to an established Food Resilience Hub facility. Currently, our operational model for vehicle-only pick-up and drop-off is a major limitation to expanding capacity to meet growing needs. Plans to develop a Food Hub are critical to expanding our organizational capacity to work with more partners and serve more people. This initiative will enable us to rapidly and massively scale-up existing food rescue operations, mitigate the ongoing economic impact of the Coronavirus pandemic, and develop long-term solutions for strengthening Hawai'i's fragile food system and infrastructure. We expect to substantially increase both the amount of food rescued, distributed, and the number of people served, as well as the number of donors and partner agencies that we work with.

Meeting the Needs of Our Community

Aloha Harvest plays a crucial role, providing services that accomplish multiple positive outcomes and contributes to greater community resiliency and a sustainable food system.

- **IMPROVE FOOD SECURITY**

Aloha Harvest helps to rescue and redistribute food to the 1 in 6 residents on O'ahu (over 160,000 people) who are food insecure, lacking reliable access to safe and nutritious food, responding to an increasing need for food assistance.

- **IMPROVE FINANCIAL STABILITY**

People experiencing unemployment or with low-income face difficulties meeting basic food needs. Food assistance can be a lifeline for those struggling financially and help to avoid detrimental coping strategies used to afford food. The simple act of providing food assistance helps to free up additional resources and income for other living expenses (e.g., rent, transportation, healthcare, etc.)

- **REDUCE ADVERSE HEALTH IMPACTS**

Those most vulnerable to food insecurity are also at greater risk of adverse impacts on mental and physical health, including behavioral issues and chronic disease - leading to significant costs and consequences to the healthcare and social service sectors, and affecting our community at large.

- **REDUCE WASTE AND GREENHOUSE GAS**

Aloha Harvest prevents several tons of food waste annually. Food waste is diverted from the incinerator which produces toxic ash and landfill where it would rot under anaerobic conditions, producing methane, a greenhouse gas that is 28%-36% more potent than carbon dioxide. In Hawai'i, residents waste 237,000 tons of food every year. By preventing waste and the resources it takes to produce food, we are working towards strengthening our climate resilience.

- **EXPAND MARKETS FOR LOCAL FOOD**

Aloha Harvest provides additional channels for fresh local food to be distributed, mitigating dependence on harvest yields or market demands. During the height of the pandemic, Aloha Harvest was able to secure resources to purchase local produce, eggs, fish, and other goods as part of its community-based food distribution to over 50,000 households. This provided a boost to our local business as their normal distribution channels were limited due to the pandemic.

- **REDUCE DEPENDENCE ON FOOD IMPORTS**

In Hawaii, it is estimated that we import 90%-95% of our food, making us vulnerable to disruptions in shipped food supply. As a food rescue organization, we help to maximize the use of our food supply, reducing dependence on imported food and increasing food security. We continually strive to be innovative and increase our network of food partners to ensure that our precious (local) food resources are fully utilized.

You can read more about the impact of our work through our online data dashboards (<https://alohaharvest.org/data/>) and quarterly reports (<https://alohaharvest.org/reports/>).

Our Pandemic Response

In partnership with the USDA, Hawai'i Community Foundation, Hawaii Public Health Institute, and the City & County of Honolulu's Department of Community Services, Aloha Harvest responded to the increased food needs in 2020 by redistributing over 4.1M pounds of food, purchasing over \$2.2M worth of locally sourced food, and hosting 200+ community-based food distribution events. Through this effort, we served over 50,000 households (approximately 175,000 individuals). We scaled our efforts significantly by stepping up to meet the needs of the community at the height of the pandemic, and that momentum has carried us into the following year. In 2021, we distributed an additional 3.8M pounds of food, and out of that, 2,865,301 pounds is rescued excess food. That is the equivalent of 2.2 million meals served and \$8M dollars saved in one year!

Beyond Food Rescue

We have also recently launched several innovative programs to complement our food rescue efforts to better serve our community needs and corresponding resources:

- **Meals with Aloha (MWA)**

A unique program for us that we launched in the summer of 2020, creating prepared meals and value-add products utilizing rescued food and locally sourced ingredients. At the height of our pandemic response, we worked with several community partners to prepare and distribute over 9,000 fresh meals and almost 12,000 frozen meal kits. Approximately 80% of all ingredients were locally sourced. We are expanding our MWA program through a partnership with Touch a Heart Hawaii and KEY Project, recently with 800 holiday meals, and then several thousand more meals for our keiki (children), kupuna (seniors), and their 'ohana (family) later this year.

- **Community Harvest (CH)**

In April 2021, we started up another effort to maximize the resources that we have and introduce more local fruits and vegetables in the food that we offer to the community. CH is a volunteer-led effort, capturing excess produce from backyards, community gardens, farmers markets, and small farms. In 2021, we logged over 1,200 volunteer hours and 38,000+ pounds of rescued food through volunteer programs.

- **Oahu Compost Project**

Our newest program started up last year, OCP, is a 2-year pilot with the USDA, City & County of Honolulu, and several local nonprofit organizations. We are working to increase our ongoing food rescue efforts and also divert pre and post-consumer waste to create nutrient-rich compost that we can put back into the soil. We will be starting with a few small food establishments in Chinatown, a centralized composting site in Waimanalo, then look to expand island wide. We hope to be able to integrate residential food rescue and composting in the future, and work towards a regenerative food system for the State of Hawai'i.

Individuals Served Through Our Programs

Aloha Harvest's ultimate goal to reduce the rate of food insecurity on O'ahu will scale up our current food rescue operations to **provide food assistance to 50,000 households (approx. 175,000 individuals)** through community collaborations in FY 2023/2024. This service level will be accomplished through these objectives:

- Objective 1) Double the Volume of Food Rescued: Rescue 3.2 million pounds of food in FY 2023/2024
(Note: Recovering 3.2 million pounds of food is equivalent to creating 2.4 million meals with an approximate value of \$9 million dollars (based on Feeding America's estimate of 1.3 pounds/meal, and \$2.83 dollars saved per pound of food that is recovered in Hawaii).)
- Objective 2) Individuals Served: Serve 175,000 individuals in FY 2023/2024
- Objective 3) Food Donors: secure food donations from 300 active food donors in FY 2023/2024 (new or re-engaged)
- Objective 4) Distribution Partners/Recipient Agencies: collaborate with 200 recipient agencies/distribution sites throughout O'ahu in FY 2023/2024
- Objective 5) Increased Number of Volunteers: Recruit 120 new community members to volunteer in FY 2023/2024

Making A Difference Through Your Grant Funding

With the ongoing economic hardships that many Hawai'i families face, we are poised to sustain our momentum and substantially increase the volume of food rescued and redistributed, the number of people served, as well as engaging even more donors and partner agencies. This request for funding will allow us to scale critical food rescue services and increase operational capacity by developing the workforce and capabilities to eventually support a Food Resilience Hub.

A commitment from Laurence H Dorcy Hawaiian Foundation would help us to leverage funding from other sources including government funding (County, State, Federal), corporations, as well as other private foundations (local and national). We are extremely grateful for the ongoing support and guidance from the Foundation staff along with the trust and generosity of its Trustees.



Jan - Dec 2022

1 Aloha United Way

| |
|---------------------|
| USE |
| Rescue |
| MWA |
| MWA |
| Food Hub |
| Windward |
| Food Distr Lunalilo |
| Rescue |
| Rescue |
| Food Hub |
| MWA |
| Food Hub |
| Vehicle R&M |
| Rescue |
| MWA |

Without Donor Restriction

community support

Gen Ops

Other

no restriction
no restriction
no restriction
no restriction
no restriction

TOTAL BY MONTH

| | | | | | | | | | | | |
|--------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|---------|
| 61,250 | 22,500 | 50,000 | 16,450 | 45,000 | 56,264 | 21,250 | 258,152 | 61,250 | 20,000 | 60,000 | 672,116 |
|--------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|---------|

With Donor Restriction

Without Donor Restriction

Other

Total Grants



Balance Sheet

December 31, 2022

ASSETS

Current Assets

| | |
|---|------------------|
| Checking/Savings | |
| Checking - FHB | 240,452 |
| Money Market - FHB | 650,484 |
| Savings - FHB (Fundraising) | 25,621 |
| Petty Cash | 300 |
| Total Checking/Savings | 916,857 |
| Accounts Receivable | |
| Accounts Receivable | 47,504 |
| Total Accounts Receivable | 47,504 |
| Other Current Assets | |
| Prepaid Expenses | 12,604 |
| Total Other Current Assets | 12,604 |
| Total Current Assets | 976,965 |
| Total Fixed Assets, net of depreciation | 450,668 |
| Total Other Assets | 1,707 |
| TOTAL ASSETS | 1,429,340 |

LIABILITIES & EQUITY

Liabilities

| | |
|----------------------------|--------|
| Current Liabilities | |
| Accounts Payable | 52,984 |
| Accrued Payroll & Benefits | 12,455 |
| Total Liabilities | 65,439 |

Equity

| | |
|---------------------------------------|------------------|
| Net Assets with Donor Restrictions | 295,082 |
| Net Assets without Donor Restrictions | 1,068,819 |
| Total Equity | 1,363,901 |
| TOTAL LIABILITIES & EQUITY | 1,429,340 |

| | | |
|----------------------------|----|---------|
| Average Monthly Expense | \$ | 130,748 |
| # of Months Operating Cash | | 7.01 |



Profit & Loss

July to December 2022

| | Jul-Dec '22 | Budget | \$ Over Budget | % of Budget | Annual Budget |
|----------------------------|-------------|-----------|----------------|-------------|---------------|
| Income | | | | | |
| Corporations | 25,416 | 41,000 | (15,584) | 62% | 50,000 |
| Foundations | | | | | |
| Without Donor Restrictions | 183,796 | 95,000 | 88,796 | 193% | 150,000 |
| Donor Restrictions | 110,200 | 20,000 | 90,200 | 551% | 50,000 |
| Total Foundations | 293,996 | 115,000 | 178,996 | 256% | 200,000 |
| Hau'oli Mau Loa | 225,000 | 225,000 | - | 100% | 225,000 |
| Grants | | | | | |
| Without Donor Restrictions | 42,162 | 50,000 | (7,838) | 84% | 100,000 |
| Donor Restrictions | 147,500 | 436,840 | (289,340) | 34% | 673,425 |
| Total Grants | 189,662 | 486,840 | (297,178) | 39% | 773,425 |
| Government | 140,323 | 136,000 | 4,323 | 103% | 342,500 |
| Organizations | 2,207 | 40,000 | (37,793) | 6% | 50,000 |
| Religious | 1,950 | 2,600 | (650) | 75% | 5,000 |
| Individuals | 59,900 | 90,000 | (30,100) | 67% | 150,000 |
| Fundraising Income | - | 30,000 | (30,000) | 0% | 90,000 |
| Refund | 274 | 150 | 124 | 183% | 300 |
| Interest & Other | 121 | 210 | (89) | 58% | 420 |
| Total Income | 938,849 | 1,166,800 | (227,951) | 80% | 1,886,645 |
| Expense | | | | | |
| RESOURCES | | | | | |
| Promo & Advertising | 5,236 | 7,500 | (2,264) | 70% | 10,000 |
| Communication/Marketing | 114 | 7,500 | (7,386) | 2% | 15,000 |
| Volunteer | 5,134 | 8,500 | (3,366) | 60% | 19,000 |
| Newsletter, Other Mailings | - | - | - | 0% | - |
| Program & Other | 9,892 | - | 9,892 | 100% | - |
| Fundraising Expense | - | 3,000 | (3,000) | 0% | 10,000 |
| Total RESOURCES | 20,376 | 26,500 | (6,124) | 77% | 54,000 |
| OPERATION - PEOPLE | | | | | |
| Contracted Svcs | | | | | |
| Accounting | 22,299 | 21,600 | 699 | 103% | 43,200 |
| Grant & Fund Dev | 3,300 | 21,600 | (18,300) | 15% | 43,200 |
| IT & Data Services | 19,883 | 23,160 | (3,277) | 86% | 46,320 |
| Org. Dev. Consulting | - | 12,500 | (12,500) | 0% | 30,000 |
| Program Reporting | 7,542 | 7,500 | 42 | 101% | 15,000 |
| Temp Hire/Other Contract | 56,654 | 64,200 | (7,546) | 88% | 97,200 |
| Total Contracted Svcs | 109,678 | 150,560 | (40,882) | 73% | 274,920 |
| Salaries and Wages | 302,172 | 336,661 | (34,489) | 90% | 729,872 |
| Employee Benefits - Health | 32,763 | 45,812 | (13,049) | 72% | 98,654 |
| Employee Benefits - Other | 11,859 | 18,064 | (6,205) | 66% | 41,056 |
| Payroll Taxes | 31,827 | 34,452 | (2,625) | 92% | 75,460 |
| Total Employees | 378,621 | 434,989 | (56,368) | 87% | 945,042 |
| Training | 1,080 | 1,600 | (520) | 68% | 3,200 |
| Total OPERATION - PEOPLE | 489,379 | 587,149 | (97,770) | 83% | 1,223,162 |

Profit & Loss

July to December 2022

| | Jul-Dec '22 | Budget | \$ Over Budget | % of Budget | Annual Budget |
|------------------------------------|----------------|----------------|-----------------|-------------|----------------|
| OPERATION - VEHICLE | | | | | |
| Truck Leasing | 2,663 | 3,000 | (337) | 89% | 6,000 |
| Vehicle Storage | 9,516 | 12,000 | (2,484) | 79% | 27,000 |
| Vehicle Insurance | 3,410 | 8,030 | (4,620) | 42% | 17,210 |
| Fuel | 29,273 | 25,200 | 4,073 | 116% | 53,400 |
| Repairs & Maintenance | 14,130 | 10,800 | 3,330 | 131% | 21,600 |
| Mobile Phones | 6,214 | 4,200 | 2,014 | 148% | 8,400 |
| Food Storage | 3,819 | 3,600 | 219 | 106% | 7,200 |
| Food Purchase | 56,368 | 51,000 | 5,368 | 111% | 106,000 |
| Food Containers | 13,900 | 13,500 | 400 | 103% | 27,000 |
| Donation Supplies | 2,438 | 3,000 | (562) | 81% | 3,000 |
| Kitchen Rental / SubContracts | 14,622 | 32,125 | (17,503) | 46% | 60,000 |
| Uniforms | 405 | 2,250 | (1,845) | 18% | 4,500 |
| Misc | 4,374 | 7,040 | (2,666) | 62% | 10,040 |
| Total OPERATION - VEHICLE | 161,132 | 175,745 | (14,613) | 92% | 351,350 |
| GEN & ADMIN | | | | | |
| Telephone | | | | | |
| Verizon Wireless | 225 | 810 | (585) | 28% | 1,620 |
| Hawaiian Telcom | 2,094 | 2,220 | (126) | 94% | 4,440 |
| Total Telephone | 2,319 | 3,030 | (711) | 77% | 6,060 |
| Insurance | 3,693 | 3,720 | (27) | 99% | 7,440 |
| Occupancy | | | | | |
| CAM | 7,466 | 7,800 | (334) | 96% | 15,600 |
| Water | 577 | 600 | (23) | 96% | 600 |
| Lease Rent | 3,449 | 3,450 | (1) | 100% | 6,900 |
| Total Occupancy | 11,492 | 11,850 | (358) | 97% | 23,100 |
| Professional Services | 52,849 | 62,000 | (9,151) | 85% | 86,000 |
| Office Equip Rent - Maint. | 1,429 | 1,952 | (523) | 73% | 3,904 |
| Office Supplies | 2,264 | 2,400 | (136) | 94% | 4,800 |
| Dues, Sub, Membership | 746 | 1,050 | (304) | 71% | 3,000 |
| Entertainment / Food | 4,965 | 3,800 | 1,165 | 131% | 5,600 |
| Postage | - | 750 | (750) | 0% | 1,450 |
| Payroll / HR Mgmt | 11,445 | 15,950 | (4,505) | 72% | 31,900 |
| Bank & Other Fees | | | | | |
| Bank Fees | 434 | 52 | 382 | 835% | 100 |
| GET, DCCA | 11 | 1,450 | (1,439) | 1% | 4,150 |
| Shredding | - | 900 | (900) | 0% | 900 |
| Other Fees | 2,135 | 1,500 | 635 | 142% | 3,000 |
| Total Bank & Other Fees | 2,580 | 3,902 | (1,322) | 66% | 8,150 |
| Depreciation | 48,587 | 52,800 | (4,213) | 92% | 133,598 |
| Computer | 9,735 | 7,000 | 2,735 | 139% | 11,150 |
| Travel & Parking | | | | | |
| Mileage | 1,291 | 900 | 391 | 143% | 1,800 |
| Staff Parking | 3,320 | 3,000 | 320 | 111% | 6,000 |
| Travel | 1,196 | - | 1,196 | 100% | - |
| Total Travel & Parking | 5,807 | 3,900 | 1,907 | 149% | 7,800 |
| Gifts | 2,294 | 4,650 | (2,356) | 49% | 5,250 |
| Misc | | | | | |
| Credit card - need rec | 1,566 | - | 1,566 | 100% | - |

Profit & Loss

July to December 2022

| | Jul-Dec '22 | Budget | \$ Over Budget | % of Budget | Annual Budget |
|----------------------|-------------|---------|----------------|-------------|---------------|
| Misc - Other | 419 | 500 | (81) | 84% | 1,000 |
| Total Misc | 1,985 | 500 | 1,485 | 397% | 1,000 |
| Total GEN & ADMIN | 162,190 | 179,254 | (17,064) | 90% | 340,202 |
| Total Expense | 833,077 | 968,648 | (135,571) | 86% | 1,968,714 |
| Net Operating Income | 105,772 | 198,152 | (92,380) | 53% | (82,069) |

Aloha Harvest
STATEMENTS OF FINANCIAL POSITION
June 30, 2021 and 2020

| | 1400 | PY |
|------------------------------------|---------------------|-------------------|
| | 2021 | 2020 |
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash and cash equivalents | \$ 1,034,164 | \$ 798,781 |
| Grants receivable | 20,101 | 1,736 |
| Accounts receivable | 1,463 | 3,660 |
| Prepaid expenses | 4,780 | 11,549 |
| Total current assets | <u>1,060,508</u> | <u>815,726</u> |
| PROPERTY AND EQUIPMENT | | |
| Vehicles | 456,827 | 236,699 |
| Equipment | 81,998 | 64,388 |
| Furniture and fixtures | 6,484 | 6,484 |
| Construction in progress | 73,028 | -- |
| | <u>618,337</u> | <u>307,571</u> |
| Less accumulated depreciation | <u>139,486</u> | <u>232,735</u> |
| | <u>478,851</u> | <u>74,836</u> |
| OTHER ASSETS | | |
| Deposits | 1,707 | 1,150 |
| | <u>1,707</u> | <u>1,150</u> |
| | <u>\$ 1,541,066</u> | <u>\$ 891,712</u> |
| LIABILITIES AND NET ASSETS | | |
| CURRENT LIABILITIES | | |
| Current maturities of note payable | \$ -- | \$ 94,912 |
| Accounts payable | 21,821 | 65,612 |
| Accrued payroll | 29,864 | 25,613 |
| Accrued vacation | 20,970 | 10,897 |
| Total current liabilities | <u>72,655</u> | <u>197,034</u> |
| NET ASSETS | | |
| Without donor restrictions | 1,443,411 | 488,780 |
| With donor restrictions | 25,000 | 205,898 |
| Total net assets | <u>1,468,411</u> | <u>694,678</u> |
| | <u>\$ 1,541,066</u> | <u>\$ 891,712</u> |

See accompanying notes to financial statements.

Aloha Harvest
STATEMENTS OF ACTIVITIES
Fiscal Year Ended June 30, 2021

| | 1400 | | |
|--|-------------------------------|----------------------------|---------------------|
| | Without Donor Restrictions | With Donor Restrictions | Total |
| REVENUE AND OTHER SUPPORT | | | |
| Contributions and grants | | | |
| Foundations and corporations | \$ 816,450 | \$ 386,809 | \$ 1,203,259 |
| Organizations and individuals | 217,689 | -- | 217,689 |
| In-kind | 10,490,708 | -- | 10,490,708 |
| Government grant | 2,275,664 | -- | 2,275,664 |
| Loan forgiveness | 94,912 | -- | 94,912 |
| Interest | 92 | -- | 92 |
| Other | 16,657 | -- | 16,657 |
| Net assets released from restrictions satisfied by stipulated usage | <u>567,707</u> | <u>(567,707)</u> | <u>--</u> |
| Total revenue and other support | <u>14,479,879</u> | <u>(180,898)</u> | <u>14,298,981</u> |
| EXPENSES | | | |
| Program services | 13,238,747 | -- | 13,238,747 |
| Management and general | 249,688 | -- | 249,688 |
| Fundraising | 36,813 | -- | 36,813 |
| Total expenses | <u>13,525,248</u> | <u>--</u> | <u>13,525,248</u> |
| CHANGE IN NET ASSETS | 954,631 | (180,898) | 773,733 |
| NET ASSETS AT BEGINNING OF FISCAL YEAR | <u>488,780</u> | <u>205,898</u> | <u>694,678</u> |
| NET ASSETS AT END OF FISCAL YEAR | \$ <u>1,443,411</u> | \$ <u>25,000</u> | \$ <u>1,468,411</u> |

See accompanying notes to financial statements.

Aloha Harvest
STATEMENTS OF ACTIVITIES (Continued)
Fiscal Year Ended June 30, 2020

| | PY | | |
|--|-------------------------------|----------------------------|-------------------|
| | Without Donor Restrictions | With Donor Restrictions | Total |
| REVENUE AND OTHER SUPPORT | | | |
| Contributions and grants | | | |
| Foundations and corporations | \$ 721,506 | \$ 535,633 | \$ 1,257,139 |
| Organizations and individuals | 125,591 | -- | 125,591 |
| In-kind | 7,707,974 | -- | 7,707,974 |
| Government grant | 167,379 | -- | 167,379 |
| Fundraising | 481 | -- | 481 |
| Interest | 168 | -- | 168 |
| Other | 254 | -- | 254 |
| Net assets released from restrictions satisfied by stipulated usage | <u>329,735</u> | <u>(329,735)</u> | <u>--</u> |
| Total revenue and other support | <u>9,053,088</u> | <u>205,898</u> | <u>9,258,986</u> |
| EXPENSES | | | |
| Program services | p.11 8,530,554 | -- | 8,530,554 |
| Management and general | 177,167 | -- | 177,167 |
| Fundraising | 92,178 | -- | 92,178 |
| Total expenses | <u>8,799,899</u> | <u>--</u> | <u>8,799,899</u> |
| CHANGE IN NET ASSETS | 253,189 | 205,898 | 459,087 |
| NET ASSETS AT BEGINNING OF FISCAL YEAR | <u>235,591</u> | <u>--</u> | <u>235,591</u> |
| NET ASSETS AT END OF FISCAL YEAR | \$ <u>488,780</u> | \$ <u>205,898</u> | \$ <u>694,678</u> |

See accompanying notes to financial statements.

Aloha Harvest
STATEMENTS OF FUNCTIONAL EXPENSES
Fiscal Year Ended June 30, 2021

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| | Program Services | Management and General | Fundraising | Total |
|--|----------------------|---------------------------|------------------|----------------------|
| Salaries and wages | \$ 528,426 | \$ 73,538 | \$ 9,827 | \$ 611,791 |
| Employee benefits | 86,520 | 11,844 | 1,655 | 100,019 |
| Payroll taxes | <u>56,872</u> | <u>7,915</u> | <u>1,058</u> | <u>65,845</u> |
| Total salaries and related expenses | 671,818 | 93,297 | 12,540 | 777,655 |
| Food donations to agencies | 10,465,776 | -- | -- | 10,465,776 |
| Food purchases | 1,482,110 | -- | -- | 1,482,110 |
| Vehicles | 187,628 | -- | -- | 187,628 |
| Outside services | 44,439 | 70,114 | 10,324 | 124,877 |
| Subcontracted services | 123,852 | -- | -- | 123,852 |
| Supplies | 77,352 | 10,297 | 456 | 88,105 |
| Depreciation | 66,000 | 1,596 | 575 | 68,171 |
| Equipment, facility and storage rental | 53,405 | -- | -- | 53,405 |
| Professional fees | 32,390 | 12,550 | 2,618 | 47,558 |
| Bank and payroll fees | 90 | 29,687 | 1,849 | 31,626 |
| Occupancy | 11,420 | 1,344 | 672 | 13,436 |
| Utilities | 8,901 | 1,624 | 524 | 11,049 |
| Telephone | 6,338 | 1,043 | 235 | 7,616 |
| Insurance | 4,980 | 2,356 | -- | 7,336 |
| Fundraising | -- | -- | 6,920 | 6,920 |
| Parking | 215 | 4,182 | -- | 4,397 |
| Resources | -- | 1,808 | 100 | 1,908 |
| Interest | -- | 382 | -- | 382 |
| Travel | 219 | 19 | -- | 238 |
| Miscellaneous | <u>1,814</u> | <u>19,389</u> | <u>--</u> | <u>21,203</u> |
| Total functional expenses | \$ <u>13,238,747</u> | \$ <u>249,688</u> | \$ <u>36,813</u> | \$ <u>13,525,248</u> |

See accompanying notes to financial statements.

Aloha Harvest
STATEMENTS OF FUNCTIONAL EXPENSES (Continued)
Fiscal Year Ended June 30, 2020

| | Program Services | Management and General | Fundraising | Total |
|---|---------------------|---------------------------|---------------|------------------|
| Salaries and wages | \$ 302,788 | \$ 41,690 | \$ 37,798 | \$ 382,276 |
| Employee benefits | 54,302 | 7,348 | 6,881 | 68,531 |
| Payroll taxes | 32,005 | 4,407 | 3,995 | 40,407 |
| Total salaries and related expenses | 389,095 | 53,445 | 48,674 | 491,214 |
| Food donations to agencies | 7,686,336 | -- | -- | 7,686,336 |
| Food purchases | 83,085 | -- | -- | 83,085 |
| Vehicles | 125,792 | -- | -- | 125,792 |
| Outside services | 65,577 | 60,977 | 26,702 | 153,256 |
| Subcontracted services | 41,231 | -- | -- | 41,231 |
| Supplies | 46,849 | 7,066 | 849 | 54,764 |
| Depreciation | 24,325 | 916 | 44 | 25,285 |
| Equipment, facility and storage rental | 33,824 | -- | -- | 33,824 |
| Professional fees | -- | 17,557 | -- | 17,557 |
| Bank and payroll fees | 270 | 16,157 | 1,004 | 17,431 |
| Occupancy | 12,950 | 1,523 | 762 | 15,235 |
| Utilities | 6,345 | 1,340 | 373 | 8,058 |
| Telephone | 5,223 | 440 | 220 | 5,883 |
| Insurance | 4,386 | 1,929 | 229 | 6,544 |
| Fundraising | -- | -- | 13,321 | 13,321 |
| Parking | 2,765 | 128 | -- | 2,893 |
| Resources | -- | 1,570 | -- | 1,570 |
| Interest | -- | 1,311 | -- | 1,311 |
| Travel | 631 | 1,270 | -- | 1,901 |
| Loss on disposal of assets | -- | 3,485 | -- | 3,485 |
| Miscellaneous | 1,870 | 8,053 | -- | 9,923 |
| Total functional expenses | \$ 8,530,554 | \$ 177,167 | \$ 92,178 | \$ 8,799,899 |

See accompanying notes to financial statements.