

mama's kitchen

ANNUAL REPORT 2018

FISCAL YEAR JULY 1, 2017 THROUGH JUNE 30, 2018

MESSAGE FROM OUR EXECUTIVE DIRECTOR AND BOARD PRESIDENT

This report covers the period from July 1, 2017 to June 30, 2018. It's been 12 months of changes...evolution. And one of the most fundamental and transforming changes is informed by the Food is Medicine paradigm.

In May, 2017, the board of directors expanded our mission to serve people with other critical illnesses, while affirming our continued commitment to the nutritional needs of people with HIV or cancer.

In April, 2018, Mama's Kitchen started participating in a state-wide pilot project to provide medically-tailored meals to Medi-Cal recipients living with congestive heart failure. The goal of this pilot is to demonstrate to the state of California that medically appropriate nutrition can improve health and reduce healthcare costs.

With the permanent elimination of any age cap for people with cancer, Mama's Kitchen started providing services to people with cancer over the age of 65. By June, 2018 we had added 34 clients with cancer (a 20% increase).

During this period Mama's Kitchen shifted its efforts to prepare more meals from scratch. As a result menus were dramatically improved by our executive chef, Jason Martin, and our registered dietitian, Stephanie Boyd.

Overall, many hundreds of San Diego residents living with the challenges of HIV, cancer, and congestive heart failure were nutritionally supported with over 319,000 meals; some 5,346 pantry visits for our clients with HIV; and hundreds of hours of nutritional assessments, counseling, and education.

Your support of our fundraising efforts, including Mama's Day and our Mama's Pies Sale, was critical in the provision of nutritious food and education to over 1,300 San Diego county residents living with critical illnesses and vulnerable to malnutrition.

As important was your volunteer engagement: cooking and packaging fresh, healthy, medically tailored meals, driving tens of thousands of miles throughout the county to deliver these meals, staffing Mama's Pantry, volunteering at our fundraising events, staffing our front desk, and supporting other critical areas of operation.

Your involvement with Mama's Kitchen makes you, more than ever, an agent for healing our community through nutrition. Nutrition that is medically appropriate, fresh and flavorful, and a profound statement of love for and commitment to our San Diego County community.

As we continue our journey of improving our services, increasing access to our programs, and identifying additional resources to support our growth and evolution, our board of directors, the staff, and the San Diegans who count on our services, we thank you and invite you on our continued journey of transformation for greater community impact.

With gratitude,



Michael Horn

Michael Horn
Board President, 2017-18



Alberto R. Cortés

Alberto R. Cortés
Executive Director

SERVICES PROVIDED

CLIENTS

1,310

Total Clients

(across Home Delivery, Pantry Service and Medical Nutrition Therapy)

HOME DELIVERED MEAL PROGRAM

provides three meals a day, 7 days a week and offers 19 different meal plans to accommodate dietary restrictions and preferences.



NUMBER OF MEALS

236,175

HIV Nutrition Program

82,794

Cancer Nutrition Program

37,101

Children's Health Program

96

Congestive Heart Failure

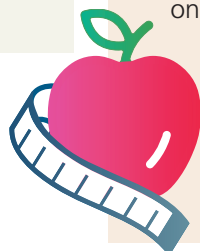
319,482

Total Meals

*Children's meals are also included in the totals for the HIV Nutrition Program and the Cancer Nutrition Program, based on their or their parents' diagnosis.

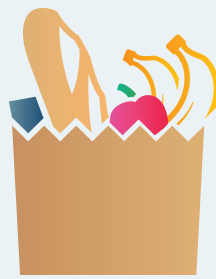
\$2.92

Food and Container
Cost Per Meal



175

Medical Nutrition
Therapy Clients



PANTRY SERVICE

offers monthly access to low-income, HIV+ individuals, to choose produce, refrigerated goods, and canned items to best meet their health needs.

628

Pantry Clients

5,346

Pantry Visits

112,266

Pantry Meal Equivalents

EMERGENCY FOOD

provides up to 12 weekly grocery bags in a 12-month period each containing perishable and nonperishable food items to low-income, HIV+ and emergent crisis clients.

561

Emergency Food
Assistance Program
Bags Distributed

MEDICAL NUTRITION THERAPY

partners our clients with our dietitian to ensure that they are receiving exactly what they need nutritionally and to assist them on their road to recovery.

175

Medical Nutrition
Therapy Clients



VOLUNTEERS

923

Volunteers

30,917

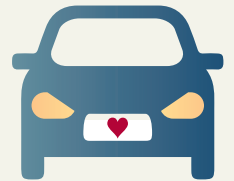
Donated Hours

\$899,346

Value of Donated Hours

(Volunteer Time Valuation = \$29.09 per hour)
Source 2017 data The Independent Sector California

TRAVEL VALUATION



147,840

Volunteer Miles Driven

\$80,572

Volunteer Miles Value

(Mileage Reimbursement Rate = \$0.545)
Source IRS business rate

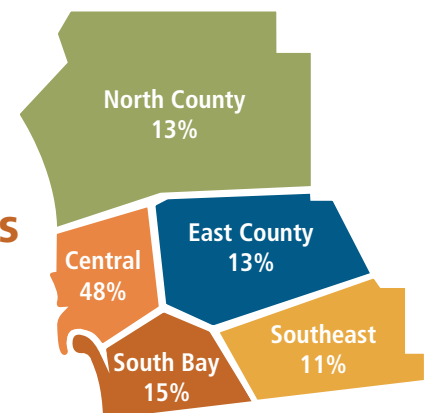


\$979,919

Total Value of Volunteer
Contributions

HOT MEAL DELIVERY BY AREA

% of
Clients



FINANCIAL STATEMENT

STATEMENT OF ACTIVITIES

For the period of July 1, 2017 - June 30, 2018
(with comparative totals for the period of July 1, 2016 - June 30, 2017)

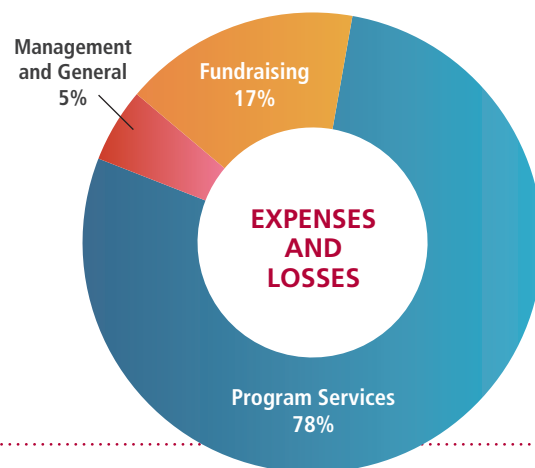
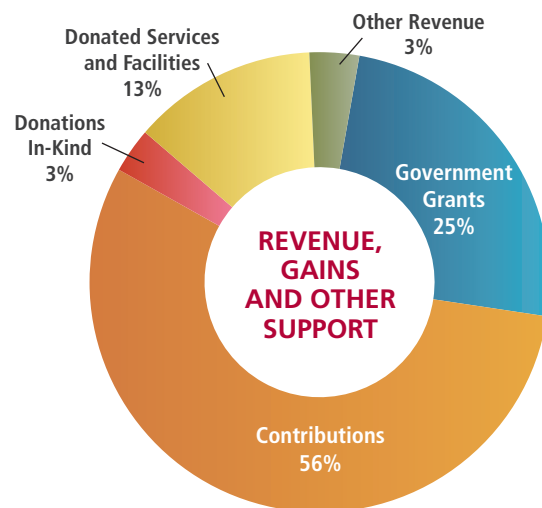
Revenue, Gains, and Other Support

	2018	2017
County of San Diego - Ryan White	\$476,810	\$467,468
County of San Diego - HOPWA	160,683	155,348
CDGB City of San Diego grant	89,812	75,000
Contributions	1,641,650	1,772,409
Capital projects, net of discount	6,850	9,400
Donations in-kind	93,481	211,247
Donated services and facilities	384,301	362,376
Special Events, net of direct expenses	(26,071)	6,741
Gain on sale of assets	—	5,000
Social enterprise	448	92,860
Investment income	40,443	37,699
Net realized and unrealized gain on investments	88,313	97,359
Total Revenues, Gains and Other Support	\$2,956,720	\$3,292,907

Expenses and Losses

Program services	\$2,237,069	\$2,086,221
Social enterprise	—	75,620
Management and general	149,216	161,006
Fundraising	475,719	594,678
Total Expenses and losses	\$2,862,004	\$2,917,525

Change in Net Assets **\$94,716** **\$375,382**



STATEMENT OF FINANCIAL POSITION

As of June 30, 2018 (with comparative totals for June 30, 2017)

Assets	2018	2017
Cash and cash equivalents	\$143,722	\$217,474
Investments	1,680,718	1,612,618
Accounts Receivable – net	140,203	245,720
Inventories	31,129	40,429
Prepaid expenses and other	44,675	39,438
Pledges receivable – net – current portion	13,000	20,023
Total Current Assets	\$2,053,447	\$2,175,702
Property and equipment – net	1,813,075	1,942,729
Other Assets – net	5,805	28,262
Total Assets	\$3,872,327	\$4,146,693

Liabilities	2018	2017
Line of credit	\$454,260	\$499,260
Accounts payable and accrued expenses	108,189	104,825
Current portion of long-term debt	61,253	57,906
Total Liabilities	\$623,702	\$661,991
Long-term debt	206,255	537,048
Total Liabilities	\$829,957	\$1,199,039
Net Assets		
Unrestricted	2,958,166	2,789,635
Temporarily restricted	44,613	120,732
Permanently restricted	39,591	37,287
Total Net Assets	\$3,042,370	\$2,947,654
Total Liabilities and Net Assets	\$3,872,327	\$4,146,693

THANK YOU TO OUR GENEROUS DONORS

As a community-driven organization, our work is made possible by donations of all sizes. The following individuals and institutions contributed cumulative gifts of \$100 or greater during Fiscal Year End 2018 (July 1, 2017 - June 30, 2018). If we omitted, misspelled, or listed your name incorrectly, please accept our apology and inform us of our error by calling (619) 233-6262 x112.

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Marilyn Hundley
Amber Fluor M. Luzano
Chris L. McMahon
Richard Moore
Carol J. Nicholson
Patricia G. Pasquill
Marjorie Peck
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Bruce Roth
Scott K. Smith
Julien R. Spencer
Jan M. Standerfer
Tom Waldron
Scott U. Walls
Kelly A. Wing
Jennifer M. Wright
Steven Wu

100-149 Hours of Service

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Blair Alexander
Anita M. Barlow
Zach C. Barmack
Hui Bau
Elayne R. Berman
Rob Bridges
Robert Burdge
Linda P. Burton
Taylor Charles Charter

Robin Chiki
Nan Coffin
Kathleen M. Corcoran
John Crepeau
Rachel Damm
Cheryl Devlin
Timothy Devlin
Janet Dixon
John A. Drury
Kellie Evans-O'Connor
Laura Feldman
Jesus E. Flores
Rita A. Frazee
Terri French
Roger Frey
Irene Galarneau
Kirk R. Garrod
Joel Gerber
Rubin Grell
Paul Grisham
Miguel R. Hernandez
Gary H. Hess
Mike Horn
Nancy Janus
Nui Y. Jeong
Ming Jeong
Letitia L. Kurtz
Scott Lawry
Elisabeth Lipton
Gregory A. Lommen
Sandy Bea Mekuchonis
Celia Melvin
Margarita Metcalf
Frederick O. Montes
Robin Moss
Gisela E. Muller
Austin M. Mulloy
Vang Ngo
Mary L. O'Brien
Jorge Orozco
Barbara Oswalt
Barbara Perez
Holly Peterson
Daniel M. Potter
Terri Reid
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Robert Rocchi
Bill Rommel
Penny Marilyn Rommel
Robert C. Rosenberger
Carole Salazar
Judy Schroeder
Karen Schuldiess
Melina M. Sisneroz
Leah A. Tomblison
Alicia Vicars
Cheryl S. Weldon
James J. Willis
Judy Wilson
Jim Wong
Stephen Wu



We express our deepest gratitude to the 923 volunteers who donated their time and talent to deliver our mission to the community.

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Adam Balo
Anna M. Barrera
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Ronda R. Bingham
Kate Borden
Bo Bortner
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Richard K. Brown
Janet Bruner
Chris Cacioppo
Patsy A. Castillo
Laura Cate
Michaela R. Clegg
Denise M. DeCaprio
Jason DeFay
Tim Dominic
Bill P. Driscoll
Jeffrey Dunlap
Kelly M. Eifler
Carol R. Elliott
Gilbert E. Field
Ann M. Fitzpatrick
Jeffrey Fleming
Gary A. Flower
Cora Flower
Jim Galante
Don Giaquinto
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Charles Gonzalez
Mike Goodrich
Michael A. Goolsby
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Jane Halsey
Jim R. Harrington
Lisa M. Hatfield
Kelley Hess
Dr. Robert A. Horlick
Marc J. Horvath
Gillian Hughes
Craig E. Hunsaker
Heather L. Hunsaker
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Joey A. King
Mireya M. Lousteau
Lynn Michelle G. Luneau

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Kathy U. Mateer
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Charlie E. Neal
Melissa Neumann
Tien Nguyen
Amy Nisen
Matt R. Olson
Judy Paulson
Paul Portillo
Lee Pressley
Don M. Ramsey
Cyril Reinicke
Monica Reinicke
John Douglas Rogers
Rick Rosiejka
Courtney V. Sabol
Ken Scruggs
Emilee Sierra
Cindy Sinclair
Tony J. Sterzinger
Eleni Stevens
Stu Strebig
Ray A. Stribling
Jeffrey H. Sutherland
Richard Taubman
Bob Terris
Christine Tucker
Mike M. Tuke
Satoe T. Turner
Alan Vanden Avond
Susan Vintilla-Friedman
Nathan E. Wauthier
Roger S. Werbeck
Darla Winn
Roxanne Wisenberg
P. J. Zlotnik

1-49 Hours of Service

Luis O. Abarca
Jill Abasto
Patti R. Abramson
Ibeth Albarran
Antoinette C. Albert
Oona S. Albertson
Jenelle Aleong
Shane K. Algarin
Rick Allen

Robert D. Anastasia
Tiffany M. Aquino
Scott Archer
Marcelina Arenas
Shelley D. Arthur
Kevin S. Atto
Maureen S. Atwell
Lizette J. Ayala
Renei M. Baez
Caryl A. Barmack
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Tyler D. Barr
David Bean
Kyle M. Becchetti
Noel P. Becchetti
Gabrielle T. Beebe
Cynthia Bell
Mary Ann Bennett
Thomas Bennett
Deborah Benson
Stacy Berman
Alicia M. Bianchi
Rita Bierman
Michael N. Blackfield
Mario C. Blanco
Alexa L. Bliss
Roy C. Bogseth
Jabrain S. Bolante
Kat L. Boulter
Jocelyne H. Bower
Stephanie Boyd
Alexandra M. Boyd
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The following groups volunteered their time at Mama's Kitchen

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Davita
Genentech
Get Off Your Rockers
Harrah's Resort Southern California
The Institute for Effective Education
Intel
Inuit
Jack in the Box
Kaiser
Levi Strauss
Liberty Mutual
Mass Mutual
Novartis
Off Your Rockers
Potters Cannabis Co.
ProTravel
Sharp
Susan G. Komen San Diego
Swinerton Builders
TD Ameritrade
Town & Country
UCSD Nursing Program
UPS
United States Navy
USD
WorldMark Mission Valley
Yard House
Youngevity

We truly appreciate everyone's gifts to Mama's Kitchen, and we value your important contributions. If we omitted, misspelled, or listed your name incorrectly, please accept our apology for this inadvertent error, and contact us at (619) 233-6262 ext. 121 for corrections.



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OUR MISSION

Mama's Kitchen, a community-driven organization, believes that everyone is entitled to the basic necessity of life — nutritious food. Our nutrition services improve the lives of women, men, and children vulnerable to hunger due to HIV, cancer, or other critical illnesses.

OUR VISION

At Mama's Kitchen, we envision a community where all individuals with critical illnesses are no longer vulnerable to hunger.



STAFF

Administration

Alberto Cortés, *Executive Director*

Kelly Sherlock, *Director of Administration and Finance*

Fran Weekley, *Bookkeeper*

Operations

Gustavo Aburto, *Bilingual Certified Dietary Manager*

Stephanie Boyd, *Registered Dietitian*

Gigi Cantin, *Director of Volunteer Engagement*

JD Damon, *Operations & Facilities Coordinator*

Tim Dominic, *Food Drive Coordinator*

Tim Edwards, *Production Cook*

Jason Martin, *Executive Chef*

Vickie Randle, *Bilingual Meal Services Administrator*

Akiemo Rollins, *Dishwasher*

Kristine Stensberg, *Director of Nutrition Services*

Development

Kay Bolden, *Grants & Institutional Giving Coordinator*

Ben Coyle, *Director of Development*

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Haley Durr, *Donor Relations Manager*

mama's kitchen

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