

WHAT'S COOKING

NOURISHING THE HEART, ONE MEAL AT A TIME

SUMMER 2005

message

feature

A Letter from the Executive Director



Alberto Cortés

May 5, 2005: It is the eve of "Mama's Day 2005 - Mama Goes Wild." By the time you read this "Mama's Day 2005" will be a thing of the past. Sitting here on the day before the event. I can feel

the excitement in anticipation of what tomorrow will bring, but much of the work leading up to the event has been accomplished. Only, there are clouds in the sky and the possibility of rain - literally.

"...we continue responding to the steady knock on our doors for services, and at the same time, assessing the nutritional needs of San Diegans with other health challenges."

This same scenario may well describe Mama's Kitchen. There is the excitement of opportunities ahead, yet concerns of the possibility of "scattered showers" in our immediate future. Our current climate includes government funding cuts of over \$115,000. Meanwhile, we continue responding to the steady knock on our doors for services, and at the same time, assessing the nutritional needs of San Diegans with other health challenges.

Our exploration of mission expansion has taken the form of thoughtful strategic planning, including a series of focus groups taking place in the months of May and June. These will include volunteers, donors, staff, and other community members.

MAMA GOES WILD *and Over the Top*

by Philip Gill

On May 6th, almost 900 friends and supporters of the Kitchen gathered at the Hyatt Regency La Jolla at Aventine to celebrate the 14th annual "Mama's Day" event. This year, "Mama Goes Wild" raised a record \$160,000!

This year's attendees feasted on fine food from 69 of San Diego's best restaurants, washed down by special red, blue, and green "Mama Goes Wild" martinis, and wines from local wineries. Among the treats for the palate this year were chocolate cheesecake martinis, Thai chicken wraps, filet mignon sandwiches, swordfish, chocolate-dipped marshmallows and strawberries and much more.

Corporate sponsors for this year's event were **Sycuan Resort and Casino** and **Scientific Applications International Corp (SAIC)**.

Other sponsors included Union Bank of California, Hyatt Regency La Jolla, Neiman Marcus, Absolut Vodka, Pfizer La Jolla, and San Diego Magazine.

In addition, MAC Cosmetics volunteers again sold raffle tickets to the assembled guests.

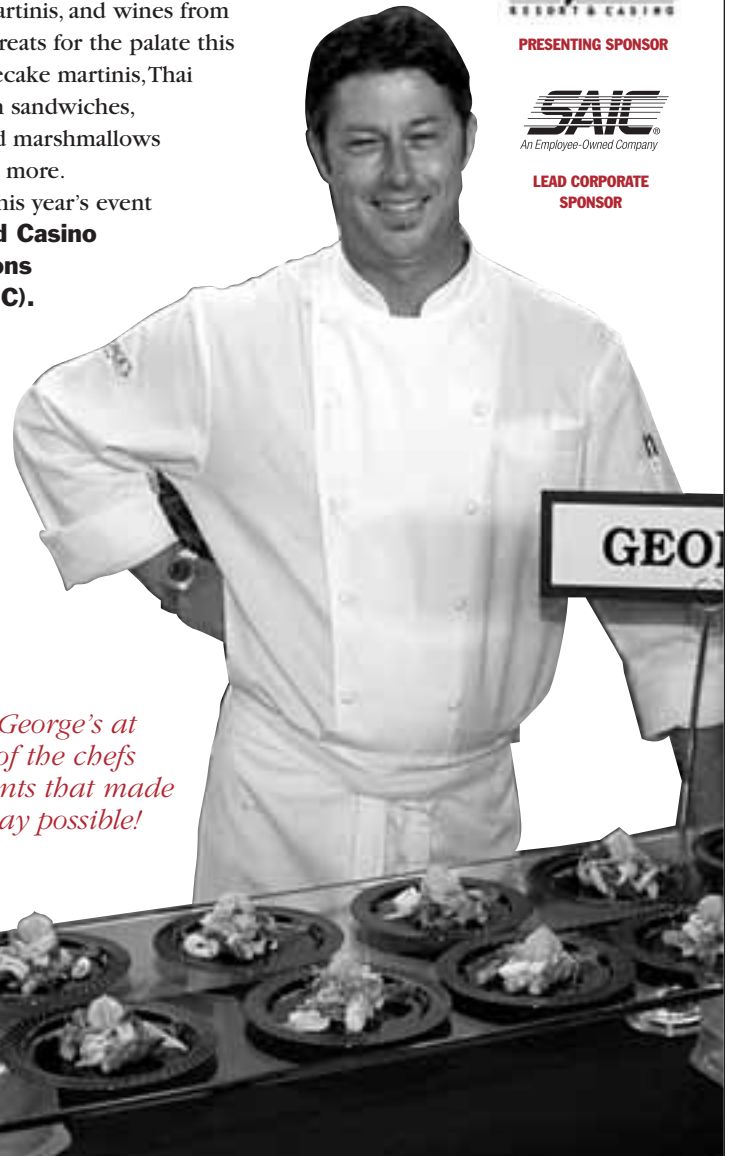
Chef Trey Foshee, of George's at the Cove, is just one of the chefs from the 69 restaurants that made this year's Mama's Day possible!

Sycuan
RESORT & CASINO

PRESENTING SPONSOR

SAIC
An Employee-Owned Company

LEAD CORPORATE
SPONSOR





Summer Volunteers Needed

Every summer Mama’s Kitchen needs extra drivers, food packers and others to replace regular volunteers who are on vacation. This is a great opportunity to see how Mama’s Kitchen operates without making a long-term commitment. If you can volunteer for a few days, a week or two, or for the whole summer, let Bill know and he’ll work with you to arrange a schedule that is perfect for you. Your investment of time is a contribution of love to Mama’s Kitchen and our clients. *If you would like to help, please email Bill Patten at bill@mamaskitchen.org or call (619) 233-6262*



A Food Drive Wish List

Ever wondered which food drive items were most needed? Here’s a list you can use for a food drive at your annual July 4th holiday party – ask each guest to bring an item from the list for your own Mama’s Pantry food drive. What a great way to introduce Mama’s Kitchen to friends and family! *To host a food drive, please contact Richard DeLancy at (619) 233-6262 x104 or richard@mamaskitchen.org*

ITEMS NEEDED

- Small packages of pancake mix
- Instant oatmeal packets
- 2-lb. bags of masa
- 24-oz. bottles of cooking oil
- 16-oz. jars of peanut butter
- Spaghetti sauce & pasta
- Canned fruit or vegetables

Mama’s Kitchen and Pride

Mark your calendars for **July 30 & 31** to attend **San Diego’s Annual Pride Parade and Festival**. Mama’s Kitchen will have an eye-catching float with dozens of riders and walkers, sharing our pride in our community.

WANTED CAR DONATIONS



Mama’s Kitchen now accepts Car Donations! For info, contact Edith Glassey at 619-233-6262 or by email at edith@mamaskitchen.org

Anniversaries of Service

We salute our volunteers for their compassion and service to Mama’s Kitchen. Congratulations on your anniversary! *(This list reflects those volunteers who initially began their service in the months of January through April)*

13 Years

Leslie Cohen

12 Years

Adele Dillon

11 Years

Richard Becker
David Camberg
Amy Marrah
Kathy McFadden
Dan Poole
Don Sayre

10 Years

Rich Taubman

9 Years

Joanie Brandt
Doc Faulkner
Dana Harwood
Katharine Kharas
Marion Perlman
Suzy Schwartz

8 Years

Karen Dey
Dave Eliot
Sally Woodward

7 Years

Rob Norton
Jerry Tomlinson
Patty Tomlinson
Jana Wilson

6 Years:

Martin Hall
Kelley Hess
Kari Leone
Connie Pappas
Peter Rambo
Roxanne Wisenberg

5 Years

Carlos Hernandez
Nancie McAuley
Tien Nguyen
Natalie Rimmer
Bill Zook

4 Years

Robin Chiki
John Etchechury
Edward Lenhart

3 Years

Grant Affleck
Megan Belt
Sharon Elliot
Edward Hand
Stanley Harazim
Flo Johnson
John Kelly
Rebecca Maher
Eric J. Montijo
Lisa Marie Webster

2 Years

Keith Alexander
Sage Alexander
Linda Cory Allen
Empress Cassandra
Sarah Charron
Jean Chico
Michael Conte
Glenn Dugan
Martha Dugan
Jeremy Dutton
Dan Gallagher
Bonnie He
Minh Ho
Jeanne Jeanphilippo
Nathaniel Johnson
Tuyet Lam
Mary Leon
Adam Lewis

Jose Martinez
Raymond McFarlane
Jenny Meale
Don Menzies, Jr.
Stephanie Nguyen
Jennifer Packer
Kelsey Papst
James Reed
Jim Richardson
Jeff Robers
Ricardo Romero
Tori Rossi
Jim Ruboyianes
Tony Sanchez
Kelly Scott
Kristi Shibata
Jim Sidorick
Aida Soto
Cory Soule
Gillian Sound
Micah Stevens
Kristina Swanson
Donita Thompson
Patrick Tysor
Steven Velasquez
Robert Villa
Laura Wagner
Clara Wang
Ana White
Michael Whittington
Earl Williams
Roberta Witte
Jennifer Wood

Mark your calendar for Thursday, August 25, 2005, as Mama's Kitchen presents our **10th Annual Bourbon Street Wine Tasting** event. Reservations are \$40 per person. For information call Richard at 619-233-6262, ext. 104, or richard@mamaskitchen.org.



*Martha & Glenn Dugan
Volunteers Extraordinaire!*

Volunteer Profile

Glenn and Martha Dugan have been delivering meals to our South Bay-area clients since January 2003. Not satisfied to volunteer one day each week, the Dugans deliver both Monday and Wednesday...and on Wednesday, not one - but two routes - plus our CASA-South Bay grocery bags.

Good thing their car is as big as their hearts! Always ready to pick up an extra delivery route, Glenn and Martha are truly great examples of the volunteers who made it possible for Mama's to deliver over 370,000 meals in 2004.

Look for our up-coming *Mama's Grams* for updates on this process.

In the coming months we will be introducing our "Mama's Pie-in-the-Sky" fundraiser. We hope this event will make up for a portion of the losses in government funding in the short- and long-term.

Back at the Kitchen we continue to prepare, package and deliver hot, nutritious meals to men, women and children affected by HIV/AIDS throughout San Diego County. Mama's Pantry continues to open its doors three times a week, receiving upwards of 250 client visits every month.

It all reminds me of something Alfred North Whitehead is quoted as saying, "*The art of progress is to preserve order amid change and to preserve change amid order.*"

Mama's Kitchen pledges to do both.

Sincerely,

Alberto Cortés
Executive Director

P.S. Mama's Day was filled with clear skies and sunshine.

Staff Profile: Anne R. Garger, Executive Chef

by Mark Patterson

Nine years ago Anne happened by the Mama's Kitchen booth at the San Diego Pride Festival. She and her family had just moved here and she was getting acquainted with her new community. After a nice conversation, Anne went away thinking Mama's Kitchen would be a worthwhile place to volunteer.

But first she needed a job. Imagine then how fateful it seemed when Anne looked in the newspaper a month later and saw an ad for an Executive Chef at Mama's Kitchen!

Her years as a Navy chef made her an ideal candidate. But rather than just accepting the job, Anne spent time working in the kitchen as a volunteer to see if Mama's Kitchen was really as good as it seemed. It was. In fact, it was better. And she's loved being Mama's Executive Chef ever since.

She's responsible for everything we do with food. At a place like Mama's Kitchen, that's no small task. Anne orders for both the Pantry and the delivery service, plans all the menus, makes sure everything is balanced and nutritious, accommodates special dietary requirements, organizes daily shifts of 10 to 15 volunteers each, and prepares over 400 meals a day!

"It's like a dance," Anne says, "when we're assembling the home delivery bags or working the kitchen and keeping everything organized. And though there's a lot to do, it's not hard when you're working with such dedicated people. The fun thing is, I work with people

who want to be here. In many cases they've been volunteering for over 10 years."

And importantly, Anne and her volunteers never lose sight of why they are here. They are completely focused on providing nutrition for Mama's clients. "What really gets me going in the morning," Anne continues, "is knowing each client is getting a nutritious hot meal that seems like it was cooked just for him or her. We want to make each client feel like they are the only one getting served. That's hard but totally worth it."

Anne Garger is Mama's Kitchen at its best. Here's all Anne asks,

"Just continue to support us and love us because we love what we're doing and Mama's Kitchen is a great organization. And if you haven't been to the kitchen, come in. You'll see how simple it is, how well organized it is, and how great the food is. Come in. I know you'll get hooked too."

You know, I think she's right.



Anne R. Garger
Executive Chef



MAMA'S DAY 2005

A special "thank you!" to all our sponsors and restaurants for their loyal support of our annual event. It is because of you that Mama's Day continues to be such a fun evening, as well as a huge success!



Welcome

NEW BOARD MEMBERS!

by Mark Patterson

Mama's Kitchen thrives on the synergy of everyone involved - staff, volunteers, the community we serve, and also of our wonderful Board. So let's meet our new Board members for 2005!

Catherine Nerenberg

An avid golfer, a Mom with two small kids (a boy and a girl), plus a soccer coach, a business owner, and someone with a personal motto of "I'll rest when I'm dead" - Cathy is a force of nature.

Originally from New Hampshire, but living in San Diego long enough to be considered an "Authentic Local," Cathy's high-powered career has taken her from working with venture capital firms funding bio-tech start-ups, to marketing communications companies working 80 hours a week, to starting her own graphic design marketing company (called "Seeing It").

Cathy first "met Mama" through Tony Kopas, an early supporter and former board member of Mama's Kitchen. Tony's enthusiasm for Mama's Kitchen left an indelible memory that was rekindled years later when she did work with Kelly Abbott (another former Mama's Kitchen Board member).

It was Kelly who inspired Cathy to join the Board for 2005. And Cathy is committed to bringing all of her energy and passion to help Mama's Kitchen. She's especially interested in offering her venture capital background to the Board, generating new ideas on how to raise money for all Mama's Kitchen does.

"I'm so excited to be this much a part of Mama's Kitchen. All of the people giving all their time and effort are so special. I am happy to be with them. And whatever I can do on the Board to support them, I'll throw all my energy into it." - Cathy



Victoria Tucker

Victoria Tucker

Victoria brings passion, enthusiasm and creative thinking to everything she does - whether it's managing an innovative hi-tech leadership development company (ZeroBoundary), directing a UCSD Extended Studies Institute, or practicing her favorite hobby - hula dancing. But her interest in Mama's Kitchen is personal. That's because Mama's Kitchen provided services to her younger brother after he contracted HIV. And it was Mama's Kitchen that made such a powerful difference to him - and to Victoria and the rest of their family - before he passed away.

"I am so very grateful to Mama's Kitchen," Victoria commented, "and the ways they touched my family and brought comfort in the last moments of my brother's life. They helped our family cross difficult bridges and it was healing on a lot of levels."

Last year Victoria's professional work connected her with John Pelkey and in the course of conversation, Mama's Kitchen came up.

Immediately, Victoria asked if there were ways she could help. John, knowing her talents, asked her to facilitate the Mama's Kitchen strategic planning meeting that November (2004). Shortly thereafter, Victoria was thrilled to be asked to join the Board. Victoria is delighted to be a part of Mama's Kitchen now. "I have met the best people and it is overwhelming how wonderful everyone is. I will bring whatever talents I have to the Board, and especially to the strategic planning and operations committees. I love being part of Mama's Kitchen. I'd even be happy stuffing envelopes!"



Catherine Nerenberg

John Prosen

You might think that maybe John Prosen joined the Mama's Kitchen Board because his years of work as Honeywell's global facilities strategic planner for their 1,100 properties worldwide gives him unique business insights and organizational talents. Or maybe it was because his friend, current Board President and fellow Mama's Kitchen volunteer John Pelkey, twisted his arm - just a little. Or maybe it was because he's been cooking since he was 8.

But John says the real reason is that when he's volunteering, driving a route and delivering meals, he gets to see the tangible results of everything Mama's Kitchen does - and it is so gratifying.

John says: "I came from a big family and we always had lots of people together, especially at meal time." He lost his parents while still a child and John remembers that cooking was always their way of gathering together. John sees joining the Board of Mama's Kitchen as a way to remember what his parents gave him and as a way to give back to the community.

"I've always felt," John says, "that my wealth is not a paycheck, but the friends and family that I have. One of the few things I can share is friendship and my home, and Mama's Kitchen is a way of extending that beyond what I could ever do myself."

"Mama's Kitchen really matches what I consider the most important parts of life. I can't imagine why it's taken me this long to become a bigger part of Mama's Kitchen." - John



John Prosen

CORPORATE CONNECTIONS

Corporate and Business Support Earns Record-Breaking Income for Mama's Day

Mama's Kitchen could not thrive without widespread community support, especially from our business community. Each year our single largest fundraiser, "Mama's Day," is made possible by the generosity of dozens of businesses, and 2005 was exceptional with 69 restaurants and caterers contributing their time, talents and delicacies to "Mama's Day." Other local businesses and corporations demonstrated their support of Mama's Kitchen by contributing 95% of total event sponsorships and underwriting. To each and all we are deeply grateful!

Presenting Sponsor Sycuan Resort and Casino

In early 2005 Sycuan Resort and Casino enthusiastically became the Presenting Sponsor of "Mama's Day—2005." Steve Penhall, General Manager of Sycuan Resort and Casino, said,

"We are thrilled to be this year's Presenting Sponsor. This is our second year of sponsorship and we hope that our involvement with Mama's Kitchen will encourage other businesses to support this wonderful organization. Our chefs and their staff had a great time preparing a delicious array of desserts for Mama's Day this year and we look forward to coming back for Mama's Day 2006."

Sycuan's Director of Food and Beverage Donald Goff and Executive Chef Paul Schwab, made sure that a lavish display of culinary delights were offered at Mama's Day. Being a good neighbor and making San Diego a better place is of utmost importance to Sycuan, and they have accomplished this through their community outreach efforts and a myriad of contributions to San Diego's charitable and civic organizations. Mama's Kitchen is lucky to be a recipient of their generosity.

SAIC – Lead Corporate Sponsor

For the fourth year in a row, SAIC, an employee-owned company located in Sorrento Valley, has stepped forward with their most generous sponsorship of "Mama's Day—2005." As the Lead Corporate Sponsor, SAIC has demonstrated their leadership in our community for corporate social responsibility. Many of SAIC's employees support Mama's Kitchen as volunteers and regular donors and we truly appreciate their contributions.

According to Kathy Holladay, Vice President and Director of Government Affairs:

"We are excited to have this opportunity to sponsor again this year. SAIC's employee owners are committed to helping find a cure for HIV/AIDS and for providing assistance to those in need. We encourage every large corporation and small company to support Mama's Kitchen and to make a difference."

In addition to SAIC's support of AIDS research on a national level, the employee owners of SAIC are committed to giving back to the local community. Kathy Holladay adds, "This is where we live, we know the wonderful work Mama's Kitchen is doing, and it is our privilege to have the opportunity to give support."

Below is the list of Mama's Day sponsors:

HOST SPONSOR

Hyatt Regency La Jolla

MASTER CHEF

Sycuan Resort and Casino – Presenting Sponsor
SAIC – Lead Corporate Sponsor

EXECUTIVE CHEF

Union Bank of California
Gay and Lesbian Times
Neiman Marcus

CHEF DE CUISINE

Absolut Raspberri Vodka
Anonymous
Frances Hamilton White
Pfizer La Jolla
San Diego Magazine
Tiffany & Co.

SOUS CHEF

Elisabeth Bergan & John Bergan, M.D.
J Public Relations
Jennifer Kearns
Pacific Event Productions
San Diego City Homes

PASTRY CHEF

10,000 RV Sales
Golden Eagle Insurance
Ed Hand & Stan Harazim
The Hay Foundation
Mixture
North Island Federal Credit Union
San Diego Home and Garden
San Diego Metropolitan
SkinMedica
Update
USE Credit Union



DOUBLE YOUR DOLLARS WITH MATCHING GIFTS

Did you know that many companies match the donations that their employees make to nonprofit charitable organizations? You can double or triple your gifts to Mama's Kitchen if your employer or spouse's employer has a matching gift program. To find out, contact your human resources department and they will give you the information and the forms you need to match your donation to your favorite charity, such as Mama's Kitchen.

For example, if your company has a 1:1 match, your \$10 dollar donation will become \$20 because your donation is matched by another \$10 by your employer, and it goes directly to Mama's Kitchen. It's simple! Ask your employer, submit a form, and Mama's Kitchen will receive the matching gift. We are even willing to speak to your group!

Here's a sample list of companies with Matching Gift Programs:

- | | |
|------------------------------------|------------------------------|
| American Express | Intuit |
| Bank of America | J. P. Morgan Chase |
| Compaq Computer Corporation | PennySaver |
| Computer Associates | Pfizer |
| Equitable Foundation | Prudential Foundation |
| Federated Department Stores | QUALCOMM |
| Honeywell International | SBC Pacific Bell |
| Washington Mutual | |

RALPHS UPDATE

We received hundreds of responses for the **Ralphs Club Card Contribution Rebate Program**. Unfortunately, many of the cards could not be processed because the name or address or information that you gave us did not match Ralphs' records. For example, if you moved and continued to use the Ralphs card, but did not notify Ralphs of your address change, you need to update their record for Mama's to get credit for your purchases.

To update your record with Ralphs, please call 1-800-660-9003 and then re-submit your Ralphs card to us. For information, please contact Richard De Lancey at 619-233-6262, ext 104 or richard@mamaskitchen.org



SPEAKERS BUREAU

Need a speaker? Mama's Kitchen has a talented panel of speakers who will speak to various groups at your office, your organization, your civic group (Kiwanis, Lions, Rotary), or your professional association. Whatever your speaking needs are, we can provide you with the speakers who are ready to tell the Mama's Kitchen story. To book a speaking engagement, please contact Drea Arguelles, 619-233-6262 or drea@mamaskitchen.org

Got Real Property? Got Appreciated Stocks? Got Unbalanced Portfolio for Retirement?

Mama's Kitchen Can Help, While You Help Mama's Kitchen
by Amy Rypins and Randy Gladden

If you are getting ready to retire and would like to maximize your income during your lifetime or that of your spouse, significant other, or your children's lifetimes, a Charitable Remainder Trust may be the perfect solution for you.

During one's earning years most people invest in growth-oriented assets like real estate, stocks and bonds. However, upon retirement you may want to reallocate your investment portfolio to income-producing assets. In order to do this you would have to sell assets and incur capital gains taxes of up to 25%. In a real estate market like San Diego, this could be very significant.

By placing the property in a Charitable Trust you would be able to sell the property tax-free, leaving the entire proceeds available for reinvestment for retirement. You would then be able to provide an income stream to your family for life, with the remainder of the property ultimately going to the designated charity upon the death of the last beneficiary. In addition, you would receive a current tax deduction for the remainder interest that would go to the charity. You could even replace the remainder interest for your heirs by purchasing life insurance with your current tax savings.

"J," who contacted us in 1999 is a perfect example. She had a non-diversified stock portfolio worth over \$3million, producing no dividend income. Her primary concern was to increase her overall cash flow and, if possible, minimize taxes. Sale of her stock would have produced over \$500,000 in capital gains. In addition, she had one child who she wanted to ensure was well cared for after her passing. While she was charitably inclined, she did not see how she could accomplish the first two goals and still provide for her favorite charities.

"J" created a Charitable Remainder Trust, donated her stock to the trust, creating a current tax deduction. The stock was sold within the CRT (a non-taxable entity) and reinvested to produce stable income for "J" for the remainder of her life. At her passing, her favorite charities will receive the remainder value of the CRT. A life insurance policy was purchased and placed in trust for the benefit of her daughter with initial tax savings. The life insurance proceeds will not be subject to either estate tax or income tax when received by her daughter.

As you can see, Charitable Trusts are a WIN, WIN, WIN situation that can benefit you, your family and your favorite charity. However, like any legal and financial document, these trusts require the expertise of qualified professionals to assist in the preparation and funding of the trust. If you are interested in learning more about Charitable Trusts, or how you can help Mama's Kitchen, please contact us for a list of recommended professionals, or your attorney or CPA. You have everything to gain... and nothing to lose!

Welcome our newest Legacy Club members! These donors recently informed us that they have included Mama's Kitchen in their estate plan.

Matt Lopinto Ron Wakefield

Have you included Mama's Kitchen in your will?

At Mama's Kitchen we believe that every person is entitled to the basic necessity of life - nutritious food. As a volunteer driven not-for-profit organization, we prepare and deliver food to men, women and children who are affected by AIDS.

calendar of events

Tell A Friend!

Jun 23 *Volunteer Orientation*
(6pm - 7pm)

Jun 23 *Board of Directors Meeting*

Tell A Friend!

July 6 *Volunteer Orientation*
(10am - 11am)

Tell A Friend!

July 19 *Volunteer Orientation*
(6pm - 7pm)

Jul 28 *Board of Directors Meeting*

July 30 **Gay Pride Parade**
Join us at our float!

Aug 25 **Bourbon Street**
10th Annual Wine Tasting

You can always contact Mama's Kitchen for more information by calling (619) 233 MAMA or visiting www.mamaskitchen.org

Legacy Corner

GIVING MAMA A LEGACY by Philip Gill



To Les Cohen, Mama's Kitchen is just about as close as family. And just like family, Cohen is concerned that Mama's Kitchen continues to thrive when he's no longer around to help. That's why he became the first to establish a legacy donation, in the form of a charitable arrangement trust, on behalf of Mama's Kitchen.

"It is very important that Mama's Kitchen remain beyond all of us because its mission is very important," says Cohen.

"Even though the fight against AIDS is different than when I started there, it is still a serious disease and there are still people in need."

Cohen has been involved with Mama's Kitchen since 1992, shortly after attending one of the first Mama's Day events. Cohen started as a volunteer and soon became a board member and treasurer. In the latter post, he says he pushed for one thing: That Mama's Kitchen operate on a sound financial basis so that it continues to serve the nutritional needs of the HIV/AIDS community for a long time.

He continues that work today; Cohen serves on the Legacy Committee, encouraging others to remember Mama's Kitchen in their wills, either through a direct bequest or setting up a charitable arrangement trust.

"Those of us in the gay, lesbian, and transgender community who have been fortunate financially should give something back," says Cohen. "Those of use who can afford it need to make sure that Mama's Kitchen is taken care of and that it can fulfill its mission for a long time to come."