At Mama’s Kitchen, our decisions and behavior are guided and driven by this reliable network of core values.

During the past 14 years, our business at Mama’s Kitchen has been driven by our mission statement: 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. This is our purpose. To this end, every contributing member of Mama’s Kitchen, volunteer and staff alike, have been guided by shared values and principles that have allowed us to effectively carry on our day-to-day work of preparing and delivering meals, involving community, and responding to clients. In 2004, the staff articulated these shared principles through our core values. Our core values not only guide the choices we make as an organization, but also serve to inspire us.
If we are to go forward, we must go back and rediscover our values.
The end of the year marks an opportunity to recount accomplishments and lessons of times past, as well as relishing the wealth of possibilities and promises held by the future. The year 2004 certainly came through with its promise of change with the successful implementation of Mama’s Pantry, the unprecedented media exposure yielded by our public service announcements, the record-setting Mama’s Day, and the sum of the daily labor of preparing, packaging and delivering meals and grocery bags to the men, women and children who depend on Mama’s.

The year 2004 will also mark the start of our board’s exploration of the feasibility and appropriateness of a mission expansion that would open our services to people affected by other disabling conditions. The board has decided to explore the possibility of expanding the mission through a carefully planned process.

This 2004 report is intended as an accurate picture of our accomplishments, as well as an acknowledgement of the people who authored these accomplishments. Thus, for the first time, we include the names of the volunteers who gave of their time and talents.

A Letter from the President and Executive Director

While holding true to the traditions that define us, Mama’s Kitchen continues to move beyond those definitions that have placed limits on us. And as we move forward we are clear on our intent to continue exploring beyond our comfort zones to broader expressions of our mission with our system of core values as our guide. Thank you for your involvement with Mama’s Kitchen in 2004 and beyond. Your participation and support are essential as we continue to find new ways of defining and affirming the purpose of Mama’s Kitchen. You are Mama’s Kitchen.

With dignity and respect,

John Pelkey
Board President

Alberto Cortés
Executive Director
Focus on the individual is at the heart of everything we do - fostering a community where mutual respect and dignity are preserved by showing *humanity, compassion* and *empathy* towards our clients, donors, volunteers and staff.
Mama’s Delivers 3 Million Meals

In 2004 Mama’s Kitchen achieved a remarkable milestone by delivering our 3-millionth meal. With TV cameras rolling and County Supervisor Rob Roberts making the ceremonial delivery, Mama’s began a new chapter of service to our community.

It took roughly 14 years to reach our 3-millionth meal, but to show you how our mission has grown, we have averaged 402,000 meals annually for the past three years. This means it will take only half that time, or 71/2 years, to reach our 6-millionth meal. Our growth is a product of both the astonishing success of drug therapies that help people live longer, and our own willingness to change our services to meet the shifting communities that are affected by AIDS in San Diego County.

In the coming years, more women and children will need our services and many of our clients will need us for years longer than they once did. But we are laying the groundwork today for the organization we must become, and in so doing we will never forget how we got this far, or why Mama’s Kitchen is so successful. Our values have become the nourishing meals we supply, the loving hugs we deliver, and the emotional seedlings of hope that we plant every day.

Mama’s Kitchen Opens Its Pantry

No kitchen is truly complete without a well-stocked pantry, and that’s true of Mama’s too. Launched in February 2004, Mama’s Pantry is the newest nutritional service at Mama’s Kitchen. The pantry provides low-income people with AIDS a monthly bag of nonperishable food items to help them maintain their health and stretch their food budgets. Clients also are able to make occasional visits whenever their food supplies run low or their funds run out.

Besides operating resources from Mama’s Kitchen, the pantry draws support from community food drives and Grocery Hearts, a grassroots campaign in the LGBT community that raises funds and food donations from the bars in Hillcrest. In its first year of operation, Mama’s Pantry received 2,616 client visits, and over 44,000 pounds of food was provided to our clients.
Volunteer food drives in the workplace and throughout the community helped keep Mama’s Pantry, the newest food and nutritional service at Mama’s Kitchen, well-stocked in 2004. Over 7,000 pounds of non-perishable food items were donated in November and December alone.

Although Mama’s Kitchen provides a major portion of the financial resources to stock and operate the pantry, the program also depends on generous donations of food through food drives, as well as cash donations. Organizations participating in food drives in 2004 included Macy’s Escondido and Chula Vista stores, Ralphs’ supermarkets in Mission Valley and Uptown District, and Vons supermarket on 30th Street, also in San Diego. We thank Shawn Ingram and Delores Jacobs from The LGBT Center for their efforts in helping forge a partnership for our Mama’s Pantry Food Drives at Ralphs Uptown District.

Other successful food drives were conducted by Francis Parker School, Coronado High School, Ligand Pharmaceuticals, San Diego Jewish Academy, Capital One Auto Finance, Our Lady of Mt. Carmel Catholic Church, San Diego State University Housing Administration, The Abbey Café, and many others.
Grocery Hearts Organizes LGBT Support for Mama’s Pantry

Grocery Hearts is a grassroots food drive program to raise donations for Mama’s Pantry from the Lesbian, Gay, Bisexual, Transgender community. The program, a joint effort between Mama’s Kitchen and LGBT community activists, organizes food drives and collects cash donations in bars throughout Hillcrest. Donated food items help stock Mama’s Pantry, a food and nutritional service for low-income people with AIDS, while cash donations go directly to a separate Grocery Hearts account to support Mama’s Pantry.

Grocery Hearts is the brainchild of Nicole Murray-Ramirez and Big Mike Phillips. It revives a program that Murray began in the early 1980s to collect nonperishable food items for the Food Bank run by the AIDS Assistance Fund when it was in operation.

A committee of LGBT business leaders and community activists manages and monitors the Grocery Hearts program. The committee includes Nicole Murray-Ramirez, Big Mike Phillips, Aaron Borovoy, John Laird, Chris Horton, Bart Johnson, Don Caulfield, Todd Gloria, John McCusker, Nick Meede, Michael Mack. (The recently deceased John McCusker was a supporter of Mama’s and we intentionally left his name in honor of his contributions.)
Mama's Day 2004 was the biggest, most successful event since its inception in 1991. The 2004 event theme - The Coolest Event of the Year – produced the hottest results! It was the most attended with over 900 guests. It raised the most net income at $149,000, and it had the most restaurant participants - 65. But all these would have been impossible without the generosity of our friends at Hyatt Regency La Jolla at Aventine – Mama’s second home. As the host venue for Mama’s Day through all the years, Hyatt’s unprecedented generosity is expressed by the first class treatment we receive from their staff, who helped with the event planning, event set up, banquet and convention services, and their management volunteers, called FORCE, who help at the event as hosts and hostesses. Hyatt’s FORCE team have also adopted a route and deliver meals to our clients once a week. We salute everyone affiliated with Hyatt Regency La Jolla who so unselfishly donate their time and talents with top notch professionalism every year. We treasure your many years of support and thank you for your lasting friendship.
GUIDED BY honesty, loyalty AND a commitment to confidentiality,
Mama’s Kitchen is responsive to the needs of all our clients, volunteers, donors and staff.
WE pride ourselves in doing what we say we are going to do.

Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>417,218</td>
<td>426,237</td>
</tr>
<tr>
<td>Investments</td>
<td>1,988,619</td>
<td>1,147,047</td>
</tr>
<tr>
<td>Prepaid expenses and deposits</td>
<td>24,808</td>
<td>58,365</td>
</tr>
<tr>
<td>Grant contract receivable</td>
<td>66,891</td>
<td>48,365</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>------</td>
<td>500,000</td>
</tr>
<tr>
<td>Inventory</td>
<td>13,371</td>
<td>25,227</td>
</tr>
<tr>
<td>Office and computer equipment</td>
<td>139,467</td>
<td>137,851</td>
</tr>
<tr>
<td>Kitchen equipment</td>
<td>103,013</td>
<td>99,352</td>
</tr>
<tr>
<td>Vehicles</td>
<td>24,808</td>
<td>24,808</td>
</tr>
<tr>
<td>Leasehold improvements</td>
<td>57,375</td>
<td>24,966</td>
</tr>
<tr>
<td>Less accumulated depreciation</td>
<td>(232,482)</td>
<td>(205,048)</td>
</tr>
<tr>
<td>Other assets</td>
<td>------</td>
<td>1,500</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$2,582,988</td>
<td>$2,268,770</td>
</tr>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>3,551</td>
<td>2,943</td>
</tr>
<tr>
<td>Accrued payroll liabilities</td>
<td>22,795</td>
<td>20,916</td>
</tr>
<tr>
<td>Accrued vacation payable</td>
<td>20,963</td>
<td>17,218</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$47,309</td>
<td>$41,077</td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>2,449,579</td>
<td>2,203,593</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>62,100</td>
<td>------</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>24,000</td>
<td>24,000</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$2,535,679</td>
<td>$2,227,593</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; NET ASSETS</strong></td>
<td>$2,582,988</td>
<td>$2,268,670</td>
</tr>
</tbody>
</table>
REVENUE, GAINS AND SUPPORT

- Federal – Ryan White CARE Act: 450,007
- City of San Diego: 46,481
- San Diego County: 25,000
- Other Grants: 63,849
- Contributions: 966,488
- Donations In-Kind: 466,568
- Fundraising, net of direct expenses: 227,869
- Investment income: 26,304
- Miscellaneous: 46,183
- Net realized & unrealized gain on investments: 97,783

Total Revenue, Gains & Support: $2,416,532

EXPENSES

- Program Services: 1,677,330
- Management & General: 99,067
- Fundraising: 332,049
- Total Expenses: $2,108,446

Change in Net Assets: $308,086

NET ASSETS Beginning of Year: $2,227,593

NET ASSETS End of Year: $2,535,679

Fast Facts

Volunteer Hours: 42,020
Total Number of Meals: 370,849
(Pantry visits, including meal equivalents for grocery bags and pantry programs)
Total Number of Hot Meals: 316,879
Pantry Visits: 2,616
Grocery Bags: 3,060
Total clients: 1,028
Teamwork

Mutual effort, a supportive environment, and unity of focus on our mission

Our Volunteers

Every nonprofit organization seeks to further its mission and expand community support by recruiting local citizens to contribute one of their most incomparable assets—time. Most groups are successful getting a handful of people to show up for a few events or a couple of assigned shifts…but their commitment to the organization is insufficient to motivate them to maintain a regular work schedule for any substantive period of time.

And then…there is Mama’s Kitchen. Not only was Mama’s Kitchen founded by volunteers, but today we have 52 volunteers for each of our 11 paid employees! These volunteers are the lifeblood of our success and the driving passion for our mission.

Each volunteer is another shoulder behind the wheel…another ambassador of compassion for those in our community who are struggling with poverty and AIDS. Mama’s Kitchen is humbly honored to have so very many of you as our volunteers…as our friends and partners. Your commitment to love in action is the shining beacon of Mama’s Kitchen.
We are deeply grateful to the individuals, businesses, corporations, foundations and community groups who are listed below for their generosity to Mama's Kitchen. The year 2004 was a banner year for us and your loyal support has helped us fulfill our mission of delivering food and nutrition to San Diegans affected by HIV/AIDS. Thank you!

Our Donors

We can no other answer make but thank’s, and thank’s, and thank’s...
Space constraints prevent us from listing all of our
participating restaurants, host sponsors, and sponsors. For
more information about the event or to reserve a table, call
(619) 233-6262 ext. 104 for corrections.

**Sponsors & Underwriters**

**Master Chef**

**Executive Chef**

**Catering Sponsor**

**Hotel Sponsor**

**Participating Restaurants**

**Host Sponsors**

**Special Friend**

A very special and beautiful thanks to these individuals, businesses,
hotels, caterers, restaurants, and others who have contributed to
the success of Mama’s Day 2004. We are grateful to them for
their valuable support and contribution to Mama’s Day.

**Sponsors & Underwriters**

**Master Chef**

**Executive Chef**

**Catering Sponsor**

**Hotel Sponsor**

**Participating Restaurants**

**Host Sponsors**

**Special Friend**

A very special and beautiful thanks to these individuals, businesses,
hotels, caterers, restaurants, and others who have contributed to
the success of Mama’s Day 2004. We are grateful to them for
their valuable support and contribution to Mama’s Day.
Mama’s Kitchen Staff

Drea Agudelo
Office Coordinator
Alberto Cortés
Executive Director
J. D. Damon
Distribution Coordinator
Richard De Lancay
Development Coordinator
Anne R. Garger
Executive Chef
Edith A. Glassay
Director of Development and Communications
Alan Harris
Grant Specialist and IT Coordinator
Alien Martin
Driver/Store Clerk
Sam Metodoli
Finance Manager
Bill Patten
Manager of Volunteer Services
Rae Toto
Client Service Coordinator

Bourbon Street Wine Tasting

a year in review

Tree of Life Ceremony
2005 Board of Directors

OFFICERS
John Pelkey  President
Senior Instructional Designer, Amylin Pharmaceuticals
Trent Riley  1st Vice President
Real Estate Broker, San Diego City Homes, Inc.
Leslie Randolph  2nd Vice President
Vice President of Business Services, Neighborhood House Association
Sarah White  Secretary
Director of Library & Information Services, QUALCOMM
Dale Fisher  Treasurer
Certified Public Accountant, ARCOMS
John J. Anguiano  Member At Large
Assistant Vice President, Union Bank of California

DIRECTORS
Joseph Baran, M.D.
Physician, Private Practice
Elisabeth Bergan
Community Volunteer
Don Caulfield
Community Volunteer
Steven Clark
Assistant Vice President, USE Credit Union
Gary J. Holt
Attorney / Certified Public Accountant, San Diego, CA.
Jennifer Raugh
Senior Vice-President, Equity Management, Inc.
Doron Rosenthal
Independent Artist
Kathy Abbott
Member At Large
Technology Director, Red Door Interactive

2004 Board of Directors

OFFICERS
Stacey E. James  President
Associate Attorney, Sagedale, Mullins, Becker & Harmata
Trent Riley  1st Vice President
Real Estate Broker, San Diego City Homes, Inc.
Leslie Randolph  2nd Vice President
Vice President of Business Services, Neighborhood House Association
Sarah White  Secretary
Director of Library & Information Services, QUALCOMM
Dale Fisher  Treasurer
Certified Public Accountant, ARCOMS
John J. Anguiano  Member At Large
Assistant Vice President, Union Bank of California

DIRECTORS
Joseph Baran, M.D.
Physician, Private Practice
Elisabeth Bergan
Community Volunteer
Don Caulfield
Community Volunteer
Steven Clark
Assistant Vice President, USE Credit Union
Gary J. Holt
Attorney / Certified Public Accountant, San Diego, CA.
Jennifer Raugh
Senior Vice-President, Equity Management, Inc.
Doron Rosenthal
Independent Artist
Sarah White
Director of Library & Information Services, QUALCOMM
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.