THE COMMON THREAD OF OUR COMMUNITY...
In Memoriam, Leslie J. Cohen
June 19, 1931 - January 25, 2007

Leslie Cohen was a member of the family at Mama’s Kitchen. Les served on the Board of Directors and as Treasurer in the early years of Mama’s Kitchen. Instrumental in building the foundation that defines Mama’s Kitchen, Les will always be remembered for generously sharing his time, his leadership, his vision, and his compassion. Our 2006 Annual Report is dedicated to Leslie Cohen.
FROM THE VERY BEGINNING

Mama's Kitchen started with four people – two volunteers and two clients with AIDS. That’s how our community began: people with infinitely more in common than differences and a willingness to act in the face of an unmet need.
A MESSAGE FROM THE EXECUTIVE DIRECTOR AND THE BOARD PRESIDENT

In 2005 Mama’s Kitchen explored the possibility of expanding its mission to serve people with other critical illnesses. In 2006 it became a reality and one more historic milestone was laid.

The integration of other critically ill clients into our home delivered hot meal program has been smooth and is already making a difference in the lives of 61 people challenged by cancer, heart disease, diabetes, and a host of other illnesses. All the while, 1,458 people affected by HIV/AIDS visited our pantry, received bags of groceries, or opened their front door to a volunteer delivering meals.

And the impact of that delivery is best expressed by “James,” a client who received home-delivered meals: “It has been such a help to me that it has motivated me to keep on living. Apart from filling my stomach, it fills my heart with happiness to know that someone is willing to help me.” We do what we do because it is the right thing to do, but words like these from a client make the celebration of accomplishments that much more meaningful. And so in 2007, Mama’s Kitchen will mark its productive history with the delivery of its 4 millionth meal and the 10,000th visit at Mama’s Pantry.

Even though our annual client survey reflects a high level of both positive impact and client satisfaction, James’ words inspire us to find ways in which we can make a greater impact in our community. In 2007 our efforts will be focused on the creation of a new long-term strategic plan that will guide our work into the next decade.

We will continue to define and redefine Mama’s Kitchen in this ever-changing environment – one that is rich with possibilities for the most impactful and meaningful expressions of our humanity.

CONTINUING TO MAKE A DIFFERENCE

> Expanded mission to serve people with other critical illnesses.
> Reaffirmed our continued commitment to people affected by HIV/AIDS
> Served over 1,500 individuals with home-delivered meals, bags of groceries, or pantry services
Expanding our programs and services to embrace a larger community of those in need.

**Mama’s Pantry**
The Pantry is designed to meet the needs of clients with HIV who don’t need meal delivery but do need occasional nutritional assistance, and who are healthy enough to pick up a monthly bag of food staples.

**Family Grocery Bags**
An alternative way for sick parents living with HIV/AIDS to feed their families. We home deliver a bag of groceries weekly to supplement their own shopping.

**Childrens Nutritional Health**
We serve HIV-affected children who often get overlooked and go hungry when their parents are too sick to cook meals.

**Critical Illness Nutrition**
From cancer to heart failure, we deliver meals along with love and hope to the homes of people with other life-threatening illness.

We supply healing nourishment to clients sick and discouraged. We will continue to be a reflection of the whole community - inspired by your passion for giving, commitment to service, and belief in our mission. We move ahead together nourishing the heart, one meal at a time.
Celebrating 15 years of compassionate care in the community, Mama’s Day 2006 “Mama Mia! What a Heart!” confirmed that the residents of San Diego truly open their hearts. Over $173,000 was raised as more than 900 guests enjoyed an incredible assortment of delectable delicacies prepared by 68 of the finest chefs in San Diego.

As always, we thank all our caring sponsors whose exceptional support is at the heart of our success.

Host Sponsor

Executive Chef Sponsors
- Union Bank of California
- Neilman Marcus
- Gay and Lesbian Times
- Buzz Magazine

Presenting Sponsor

Chef De Cuisine Sponsors
- Absolut Apeach Vodka
- Sysco Food Services of San Diego
- Pfizer La Jolla
- 10,000 RV Sales
- Frances Hamilton White
- San Diego Magazine
- U.S. Food Service - Joseph Webb Division
- 944 Magazine.

Lead Corporate Sponsor

Sous Chef Sponsors
- Elisabeth Bergan & John Bergan, M.D.
- The Bowden Family Foundation
- Jennifer Kearns, Esq.
- J Public Relations
- Pepsi Cola Bottling Co.
- San Diego Home and Garden
- San Diego Metropolitan
- Serving San Diego
- Swank Audio Visuals

Pastry Chef Sponsors
- Golden Eagle Insurance
- Ed Hand & Stan Harazim
- Merrill Lynch-The Gupta Group
- North Island Federal Credit Union
- Organic Elements Event Florals
- Tiffany & Co.

As always, we thank all our caring sponsors whose exceptional support is at the heart of our success.

Compassionate Community

Participating Restaurants
- A.R. Valentien
- Adobe El Restaurante
- Azul La Jolla
- Azzura Point
- Baja Betty’s
- Blackhorse Grille
- Café Cerise
- Café Japengo
- Catamaran Resort & Hotel
- Cendio
- Extraordinary Desserts
- Fleming’s
- Fresh
- George’s at the Cove
- Giuseppe’s Restaurant & Fine Catering
- Gringo’s Cocina Y Cantina
- Harry’s Bar & American Grill
- Hash House A Go Go
- Islandia Coastal Grill
- J. Taylor’s Restaurant
- Jake’s Del Mar
- JRDN
A heartfelt thanks to co-chairs Elisabeth Bergan and Don Caulfield for their continued dedication and creative spirits.
Over 300 guests enjoyed an evening of tasting fine wines and hors d'ouvres at the 11th Annual Bourbon Street Wine Tasting Event. Monique Marvez, of the “Monique and the Man” morning radio talk show on JACK 100.7 FM provided entertainment as emcee of the evening. This year’s event was the most successful ever and raised a record $26,000 to support Mama’s Kitchen.

Sponsors

Southern Wine and Spirits
San Diego City Homes,
Union Bank of California
Voice of San Diego
Buzz Magazine
San Diego Metro Weekly.
MAMA’S PIE IN THE SKY
After a triumphant debut last year, Pie in the Sky continued to be a critical ingredient in the winning recipe for our fundraising program. Over 3,250 pies were sold, netting over $75,000. Restaurants and bakeries from around the county donated apple, pecan and pumpkin pies (including diabetic apple pies) and hundreds of volunteers contributed by selling, labeling and staffing pick-up locations.

Sponsors
Wells Fargo
Sycuan Resort & Casino
100.7 JackFM
SeaWorld
San Diego Metro Weekly
Gay & Lesbian Times
Buzz Magazine
Neighborhood House Association

Bakers
Behind the Scenes Catering & Events
Cendio
ChileCo Catering
The French Gourmet
Festivities Catering & Special Events
Gringo’s Cocina Y Cantina
Hyatt Regency Islandia
Hyatt Regency La Jolla
Jane’s Sweet Kitchen
JRDN at Tower 23
JSix
La Valencia Hotel
Loews Coronado Bay Resort
Miller Enterprises
Moondoggies
New Leaf Restaurant
Nine Ten
Ono Sushi
San Diego Culinary Institute
San Diego Marriott
Sbicca/Meritage
SeaWorld
Sheraton San Diego Hotel and Marina
St. Tropez Bakery & Bistro
Sycuan Resort & Casino
TK & A Custom Catering

TREE OF LIFE - WORLD AIDS DAY
The 15th annual Tree of Life candlelight vigil commemorating World AIDS Day on December 1st was led by Kimberly Hunt from KUSI News. Mayor Sanders spoke to more than 300 guests attending the event. Sponsorships and ornaments purchased to honor loved ones netted over $13,000 for Mama’s Kitchen.

Sponsors
The Home Depot Supply
Redtimes AV
San Diego City Homes
Starbucks at Fifth and Washington
Village Hillcrest

A very special thank you from the bottom of our hearts to all who have given so much over the last year to make these wonderful events possible.
STATEMENT OF FINANCIAL POSITION

As of December 31 2006 2005

ASSETS
Cash and Cash Equivalents 495,640 364,392
Investments 2,153,149 2,102,751
Prepaid Expenses & Deposits 22,388 24,458
Grant Contracts Receivable 32,828 42,480
Inventory 15,987 20,029
Office & Computer Equipment 105,706 142,791
Kitchen Equipment 124,765 111,258
Delivery Van 23,858 23,858
Leasehold Improvements 53,039 49,775
Less: Accumulated Depreciation ( - 213,560) ( - 207,781)
Total assets $ 2,813,800 $ 2,674,011

LIABILITIES AND NET ASSET

LIABILITIES
Accounts Payable $14,745 $2,206
Accrued Payroll Liabilities $18,555 $19,741
Deferred Revenue $15,000 —
Accrued Vacation Payable $27,927 $23,150
Total Liabilities $ 76,227 $ 45,097

NET ASSETS
Unrestricted 2,708,315 2,579,730
Temporarily Restricted — 25,184
Permanently Restricted 29,258 24,000
Total Net Assets $ 2,737,573 $ 2,628,914

TOTAL LIABILITIES & NET ASSETS $ 2,813,800 $2,674,011

TOTAL REVENUE, GAINS AND SUPPORT

Net realized and unrealized gain on investments 3%
Miscellaneous 3%
Investment income 4%
Fundraising, net of direct expenses 17%
C.A.R.E. Act 41%
Contributions 17%
Donations in-kind 14%

WHAT DO OUR CLIENTS SAY?

Of those that responded to our 2006 survey, 98.5% of our hot-meal clients either agreed or strongly agreed that the quality of services they receive from Mama’s Kitchen is excellent, and 97.7% either agreed or strongly agreed that their general health and quality of life had improved as a result of those services.
## STATEMENT OF ACTIVITIES

As of December 31 2006

### REVENUE, GAINS AND SUPPORT

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal C.A.R.E. Act - Ryan White</td>
<td>376,857</td>
</tr>
<tr>
<td>County of San Diego</td>
<td>25,000</td>
</tr>
<tr>
<td>Contributions</td>
<td>926,773</td>
</tr>
<tr>
<td>Donations in-kind</td>
<td>417,075</td>
</tr>
<tr>
<td>Fundraising, net of direct expenses</td>
<td>315,733</td>
</tr>
<tr>
<td>Investment income</td>
<td>79,891</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>65,461</td>
</tr>
<tr>
<td>Net realized &amp; unrealized gain on investments</td>
<td>78,863</td>
</tr>
</tbody>
</table>

**Total Revenue, Gains and Support** $2,285,653

### EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>1,690,895</td>
</tr>
<tr>
<td>Supporting Services:</td>
<td></td>
</tr>
<tr>
<td>- Management and General</td>
<td>138,372</td>
</tr>
<tr>
<td>- Fundraising</td>
<td>347,727</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$2,176,994</td>
</tr>
</tbody>
</table>

**Change in Net Assets** 108,659

**Net Assets at Beginning of Year** 2,628,914

**NET ASSETS AT END OF YEAR** $2,737,573
When one person is thoughtful to another, the thoughtfulness gets carried on and on.

Once blocked by rock, that is...
We’d like to thank all of our volunteers for their dedication and service. Additionally, we want to give a special thank you to the following Volunteers of the Year for their outstanding commitment to Mama’s Kitchen throughout the years.

Ed Burditt
Handoff, route driver, events and food pantry since May 2000

Donald Goff
Events since January 2005

Concepts Worldwide
Route drivers since August 1995

Bonnie Haas
Staging and events since October 2002

Carolyn McFarlane
Special projects and staging since January 2004

Ray McFarlane
Staging since October 2001

John Kelly
Office and route driver since May 2003

Ray Jerman
Route driver and staging since August 2004

Phillip Janzivo
Route driver, events, food pantry and food drives since August 2005


We’d like to thank all of our volunteers for their dedication and service. Additionally, we want to give a special thank you to the following Volunteers of the Year for their outstanding commitment to Mama’s Kitchen throughout the years.

Barbara Stedman
Staging

Cassandra Stresbaugh
Merry Street

William Stramburg
Christina Swain

Anna Tam
Ruben Taylor

Kelli Thompson
Amber Tiffany

Jenna Trebelcock
Grace Trieu

Steven Trudell

Corey Umstead

Heidi Tuason

Steven Trudell

Barbara Vele

Lauren Verheilig

Lisa Winters

Tyr Winterstein

Steven Trudell

Tina Witter

Ray Witten

Michael Wiss

Nowell Walker

Steve Walker

Vincent Wilkens

Rebecca Wierck

Mary Winer

Eric Whiting

Madison White

Mitchell Williamson

Jennifer Wilson

Bryan Winke

Lisa Winters

Tyr Winterstein

Steven Trudell

Tina Witter

Ray Witten

Michael Wiss

Nowell Walker

Steve Walker

Vincent Wilkens

Rebecca Wierck

Mary Winer

Eric Whiting

Madison White

Mitchell Williamson

Jennifer Wilson

Bryan Winke

Lauren Conrad and Terry Breining representing volunteers of the year from Concepts Worldwide.
...[AND] THE RIVER RUNS FREELY AGAIN AND
flow, REACHING THE HEARTS OF OTHERS. 

Heart Song by Mattie Stepanek

We are deeply grateful to all those who continue to generously contribute to the mission of Mama’s Kitchen.
Without your support of our vision, our work in the community would not be a reality.

Thank you again.
Space constraints prevent us from listing all of our supporters in 2006. We truly appreciate all your gifts to Mamac'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. 104 for corrections.
Legacy Club Members
Mary Alplanalp
Tim Brouillette
Jack Burkey
Gene Burkard
Heather Chisholm-Chait
Thomas J. D’Amico & Randy Sulzer, D.D.S.
Jim Dexter
Gary Fox & Cliff Cox
Ortis Furches & David Henbest
Marcy J. Goldstone
Howard Guidry
Stanley C. Harazim & Edward S. Hand
William M. Hughes & John Davis
Mr. Gary A. Humbracht

Peter Lawthers & Alison Luedecke
Judy A. Lidsstrom & Roy L. Carlson
Matt LoFaro
Faith A. Maybury
Adrian B. Piante
David G. Ricks, CFRE
Leonard & Shirley Rosen
Steven L. Singleton
Barbara Stark
Ronald W. Wakefield
Roger S. Werbeck

Special Friends
In-Kind Donations
The Abbey Catering Company
Absolut Vodka
Bourbon Street Café on Park
ChileCo Catering
Encompass
Estancia La Jolla Hotel & Spa
Festivities Catering - Charles Reppins & Ray Lubbeck
Hyatt Regency La Jolla
Jane’s Sweet Kitchen
J Public Relations
Jack 100.7 FM
Lemonade Public Relations
Neighborhood House Association
Neiman Marcus
Pacific Events
Terry Parish
Brand Consultant
Ralph’s - Mission Valley
Ralph’s - Uptown Shopping District
San Diego Culinary Institute
San Diego Catering
SeaWorld, San Diego
Southern Wine & Spirits
St. Tropez Bakery & Bistro
Starkbucks at Fifth & Washington
Village Hillcrest
Wellscore Labs Inc.
Bryan Winke Design

“N O B O D Y C A N D O E V E R Y T H I N G, B U T every one CAN DO SOMETHING.”
AUTHOR UNKNOWN
2006 Officers

President  John A. Pelkey
Senior Manager, Learning and Development, Amylin Pharmaceuticals

1st Vice President  Trent Riley
Real Estate Broker, San Diego City Homes

2nd Vice President  Leslie Randolph
Community Volunteer

Secretary  Don Caulfield
Catering Manager, Hyatt Regency La Jolla

Treasurer  Gary J. Holt
Attorney/Certified Public Accountant, San Diego, CA

Member at Large  John J. Anguiano
Vice President, Union Bank of California

2006 Board of Directors

Kelly Abbott
President, Dandelife.com

Joseph Baran, M.D.
Physician, Private Practice

Thomas Bell
Vice President & Regional Marketing Director, Wells Fargo Bank

Elisabeth Bergan
Community Volunteer

Steven Clark
Vice President, Quality Service, USE Credit Union

Bret A. Cleveland
Assistant Vice President, Wells Fargo, Private Client Services

Roi Ewell
Vice President/Human Resources, SeaWorld San Diego

Donald Goff
Food and Beverage Director, Sycuan Resort and Casino

Brian A. Jessup
Community Volunteer

Jennifer A. Kearns
Attorney, Partner, Duane Morris, LLP

Catherine Nerenberg
Marketing Consultant

John Prosen
Global Facilities Process Leader, Honeywell International

Victoria Tucker
Managing Director, ZeroBoundary, Inc.

2006 Staff

Jennifer Brown
Development Coordinator

Alberto Cortés
Executive Director

J.D. Damon
Distribution Coordinator

Anne R. Garger
Executive Chef

Edith A. Glassey
Director of Development and Communications

Alan Harris
Grant Specialist and IT Coordinator

Sam Morbidelli
Finance Manager

Bill Patten
Manager of Volunteer Services

Al Radio
Driver / Store Clerk

Vickie Randle
Office Coordinator

Rue Tootle
Client Services Coordinator

17
OUR MISSION

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 or other critical illnesses.

Credits

Editorial Team
Melinda Balkom
Alberto Cortés

Contributing Writers
Alberto Cortés
Alan Harris
Jennifer Brown

Creative
Terry Parish