MESSAGE FROM OUR EXECUTIVE DIRECTOR

Some important decisions made in fiscal year 2016-17 provided a fundamental shift in direction for Mama’s Kitchen:

• Our mission was revised to increase Mama’s scope of responsibility.
• An exploration was started on a long-standing age-related eligibility criteria for people with cancer.
• State Funds were successfully secured for a medically-tailored meal pilot project.

These events have set Mama’s Kitchen on a course for greater community impact, improvements in the quality of services provided, and continued learning for increased responsiveness.

In March 2017 the California Food is Medicine Coalition, of which Mama’s is a founding member, successfully secured $2 million per year for three years from the State of California to demonstrate that a medically tailored nutrition intervention can reduce the State’s Medi-Cal costs by decreasing the number of emergency room visits, decreasing the number of re-hospitalizations, and reducing the length of hospital stays. The intervention includes the active participation of our registered dietician.

In May 2017 the board of directors expanded our mission. We went from serving people affected by AIDS or cancer to serving people affected by AIDS, cancer, or other critical illnesses.

In June 2017 the board of directors approved a year-long pilot to increase the age cap for home-delivered meals to cancer clients from 60 to 65 with the hope of eventually eliminating the age cap altogether.

A long-term tag line has been Food is Love. Food is also medicine. Mama’s Kitchen is integrating into the Food is Medicine movement because our services not only address nutritional needs but also improve the health and wellbeing of our clients when the nutrition we provide is medically tailored to our clients.

Alberto Cortés,
Executive Director
## SERVICES PROVIDED

### # OF MEALS
- **255,921** AIDS Nutrition Program
- **61,857** Cancer Nutrition Program
- **43,968*** Children’s Nutritional Health Program

*These children and their meals are included in the totals for the AIDS Nutrition Program and the Cancer Nutrition Program, based on their or their parents’ diagnosis.

### TOTAL MEALS
**317,778**

### HOME-DELIVERED MEAL SERVICES PROVIDED

### FOOD AND CONTAINER COST PER MEAL
$2.92

### VOLUNTEER TIME VALUATION
One hour of volunteer time is valued at **$28.46***

*Source: 2016 data from The Independent Sector California

595 volunteers provided a total of **31,207 hours** of service valued at **$888,151**

### EMERGENCY FOOD ASSISTANCE PROGRAM
**394** total bags distributed

### PANTRY SERVICE
- **630** Pantry Clients
- **5,142** Pantry Visits

### PANTRY MEAL EQUIVALENTS
**88,671**

### % OF CLIENTS BY AREA
- North County: 12%
- Central: 44%
- East County: 15%
- South Bay: 17%
- Southeast: 12%

### EMERGENCY FOOD ASSISTANCE PROGRAM
**394** total bags distributed

### MEDICAL NUTRITION THERAPY
**46** clients

### VOLUNTEER TIME VALUATION
One hour of volunteer time is valued at **$28.46***

*Source: 2016 data from The Independent Sector California

595 volunteers provided a total of **31,207 hours** of service valued at **$888,151**

### TRAVEL VALUATION
Mileage reimbursement rate: **$.535** for business purposes

125,268 volunteer miles driven (an average of 803 miles driven each delivery day) valued at **$67,018**

Total valuation of volunteer contributions (service and mileage): **$955,169**

### EIGHTY-SEVEN PERCENT OF MAMA’S KITCHEN CLIENTS REPORTED THAT THEIR GENERAL HEALTH LEVEL IMPROVED OR MAINTAINED ITS CURRENT LEVEL SINCE RECEIVING OUR SERVICES.

- North County: 12%
- East County: 15%
- Southeast: 12%
- South Bay: 17%
- Central: 44%
- Central: 44%
FINANCIAL STATEMENT

STATEMENTS OF ACTIVITIES
For the period of July 1, 2016 – June 30, 2017 (with comparative totals for the abbreviated period of January 1, 2016 – June 30, 2016)

Revenue, Gains, and Other Support 2017 2016
- County of San Diego - Ryan White $467,468 $561,441
- County of San Diego - HOPWA 155,348 150,823
- CDGB City of San Diego grant 75,000 —
- Contributions 1,772,409 1,745,524
- Capital projects, net of discount 9,400 73,535
- Donations in-kind 211,247 157,461
- Donated services and facilities 362,376 353,015
- Special Events, net of direct expenses* 6,741 (49,342)
- Gain on sale of assets 5,000 —
- Social enterprise 92,860 218,766
- Investment income 37,699 38,335
- Net realized and unrealized gain on investments 97,359 34,138
Total Revenues, Gains and Other Support $3,292,907 $3,283,696

Expenses and Losses
- Program services $2,086,221 $2,232,524
- Social enterprise 75,620 158,440
- Management and general 161,006 169,569
- Fundraising 594,678 532,139
Total Expenses and losses $2,917,525 $3,092,672

Change in Net Assets $375,382 $191,024

* Direct expenses include all related expenses plus full value for all in-kind donations of goods and services, consistent with generally accepted accounting practices.

STATEMENTS OF FINANCIAL POSITION
As of June 30, 2017 (with comparative totals for June 30, 2016)

Assets 2017 2016
Cash and cash equivalents $217,474 $83,451
Investments 1,612,618 1,484,244
Accounts Receivable – net 245,720 167,189
Inventories 40,429 29,235
Prepaid expenses and other 39,438 36,451
Pledges receivable – net – current portion 20,023 31,797
Total Current Assets $2,175,702 $1,832,367
Property and equipment – net 1,942,729 2,056,780
Other Assets – net 28,262 44,598
Total Assets $4,146,693 $3,933,745

Liabilities 2017 2016
Line of credit $499,260 $453,699
Accounts payable and accrued expenses 104,825 105,776
Deferred revenue — 6,322
Current portion of long-term debt 57,906 54,741
Total Liabilities $661,991 $620,538
Long-term debt 537,048 740,935
Total Liabilities $1,199,039 $1,361,473

Net Assets
Unrestricted 2,789,635 2,456,197
Temporarily restricted 120,732 80,626
Permanently restricted 37,287 35,449
Total Net Assets $2,947,654 $2,572,272

Total Liabilities and Net Assets $4,146,693 $3,933,745
THANK YOU TO OUR 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 $1,000 or greater during Fiscal Year 2016-17, and we invite you to view the full version of our Annual Report on our website for an expanded donor listing. We apologize for any errors or omissions and ask that you inform us by calling (619) 233-6262 x112.

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Benjamin Walker
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Christopher Wood
**OUR MISSION** Revised as of 5/24/2017

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.

**THANK YOU TO OUR VOLUNTEERS**

We are incredibly grateful for our 595 volunteers who are deeply committed to our mission. For a full list of our 2016-2017 volunteers, please view our full annual report online at www.mamaskitchen.org

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