

mama's kitchen

ANNUAL REPORT 2017

FISCAL YEAR JULY 1, 2016 THROUGH JUNE 30, 2017



Alberto Cortés,
Executive Director

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

SERVICES PROVIDED

586

TOTAL CLIENTS

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.*



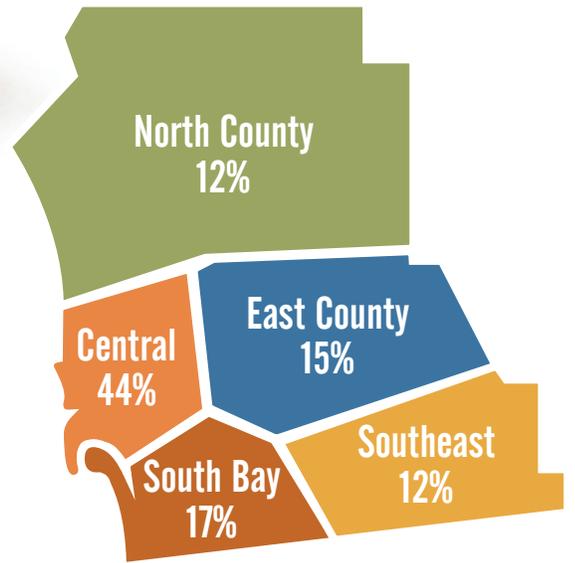
317,778
TOTAL MEALS

\$2.92

Food and Container Cost Per Meal



HOT MEAL DELIVERY BY AREA
% of Clients



PANTRY SERVICE

630

PANTRY CLIENTS

5,142

PANTRY VISITS

88,671

Pantry Meal Equivalents

EMERGENCY FOOD ASSISTANCE PROGRAM **394**
TOTAL BAGS DISTRIBUTED



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**

87% of Mama's Kitchen clients reported that their general health level improved or maintained its current level since receiving our services.



MEDICAL NUTRITION THERAPY
46 CLIENTS

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**

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

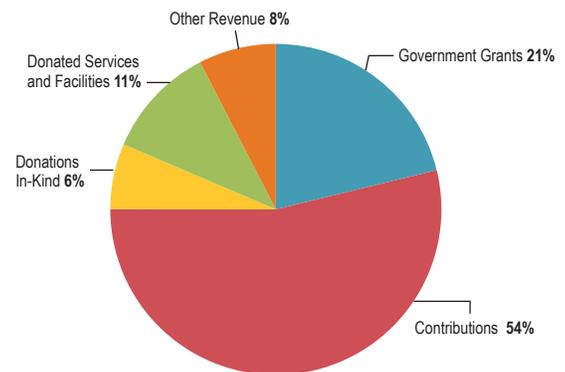
	2017	2016
County of San Diego - Ryan White	\$467,468	\$561,441
County of San Diego - HOPWA	155,348	150,823
CDGB City of San Diego grant	75,000	—
Contributions	1,772,409	1,745,524
Capital projects, net of discount	9,400	73,535
Donations in-kind	211,247	157,461
Donated services and facilities	362,376	353,015
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

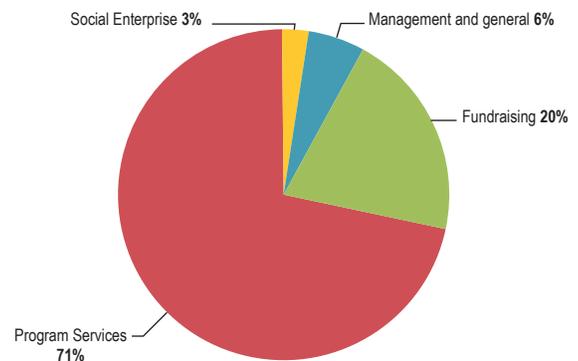
Program services	\$2,086,221	\$2,232,524
Social enterprise	75,620	158,440
Management and general	161,006	169,569
Fundraising	594,678	532,139
Total Expenses and losses	\$2,917,525	\$3,092,672

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

REVENUE, GAINS AND OTHER SUPPORT



EXPENSES AND LOSSES



* 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	Liabilities	2017	2016
Cash and cash equivalents	\$217,474	\$83,451	Line of credit	\$499,260	\$453,699
Investments	1,612,618	1,484,244	Accounts payable and accrued expenses	104,825	105,776
Accounts Receivable – net	245,720	167,189	Deferred revenue	—	6,322
Inventories	40,429	29,235	Current portion of long-term debt	57,906	54,741
Prepaid expenses and other	39,438	36,451	Total Liabilities	\$661,991	\$620,538
Pledges receivable – net – current portion	20,023	31,797	Long-term debt	537,048	740,935
Total Current Assets	\$2,175,702	\$1,832,367	Total Liabilities	\$1,199,039	\$1,361,473
Property and equipment – net	1,942,729	2,056,780	Net Assets		
Other Assets – net	28,262	44,598	Unrestricted	2,789,635	2,456,197
Total Assets	\$4,146,693	\$3,933,745	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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OUR VISION

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



mama's kitchen

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