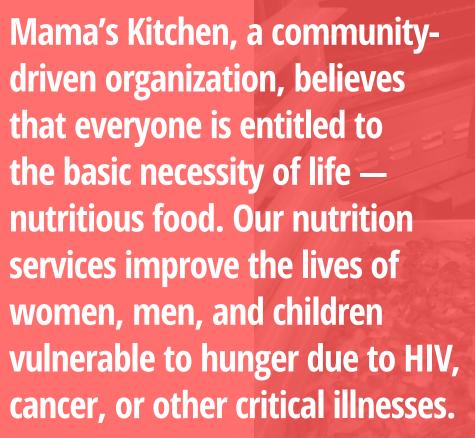
ANNUAL REPORT 2019

mama s kitchen

FISCAL YEAR JULY 1, 2018 THROUGH JUNE 30, 2019



OUR MISSION





OUR VISION FOR THE FUTURE

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

OUR WORK

Mama's Kitchen strives to provide nutritional support to San Diego residents at risk of malnutrition due to critical illness such as HIV, cancer, congestive heart failure and diabetes. We help our clients improve their health outcomes, preserve their dignity, and keep their families together. Mama's Kitchen provides homedelivered medically tailored meals, food pantry service and nutrition education, all at no cost to clients.





Alberto Cortés | Chief Executive Officer Tin

Tim Rourke | Board President

A MESSAGE FROM OUR CHIEF EXECUTIVE OFFICER AND BOARD PRESIDENT

⁶⁶ The 2019 fiscal year provided historic growth for Mama's Kitchen.⁹⁹

In these twelve months, we served 368,498 medically tailored meals, engaged with a record number of volunteers, and expanded our mission to serve individuals with type 2 diabetes. Within the paradigm of Food is Medicine, we continue to increase the capacity of our programs and services. But truly, if there is one message we should take away from the past year, it's that Mama's Kitchen is in YOUR neighborhood. We are serving your neighbors, coworkers, friends, and family. And it gives us incredible pride to share that this year we served 45 San Diego cities and communities. What started 29 years ago in a small geographic area, now serves all across San Diego County.

While the following pages will provide more detail of this year's work and accomplishments, we would like to highlight a few.

EXPANDING OUR MISSION

It has been one year since we began serving clients with congestive heart failure through our MediCal Pilot Program. The process and experience of executing this pilot has provided our team more advanced knowledge in developing medically tailored diets specific to a wider range of conditions. We now have 17 different menu options to accommodate the variety of needs our clients present. These enhancements enabled us to expand our mission once again and launch a Diabetes Pilot Program in January 2019. Within six months, this program had already served 2,499 meals to 29 individuals. The work we have done through these programs has not only benefited our clients with diabetes and congestive heart failure,

but enhanced our programs for HIV and cancer patients as well.

CELEBRATING GROWTH

This past year we completed many strategic goals to build capacity for growth. In March 2019, we transitioned our hot meal delivery. Now, all meals are blast-chilled to best protect nutritional integrity, maintain food texture and flavor, and significantly decrease the risk of food-borne illness during meal transport.

Mama's Kitchen's Cancer Nutrition Program grew a substantial 67% during the 2019 fiscal year, serving 138,591 meals to 485 clients with cancer and their dependent children. This is more than three times the growth seen the previous year. Thank you for the support you have provided to Mama's Kitchen. We have seen first-hand how food insecurity can exacerbate treatment difficulties. No one should have to choose between a roof over their head, the medicine they need, and food on the table. We know that healthy nutrition heals. Thank you for your selfless commitment to bringing hope to our critically ill neighbors.

The best is yet to come.

acanter torte Alberto Cortés | Chief Executive Officer

Tim Rourke | Board President

OUR PROGRAMS

HOME-DELIVERED MEAL SERVICE

The Home-Delivered Meal Service program is the only complete no-cost meal delivery and nutrition service available for critically ill San Diego residents. The Home-Delivered Meal Service program breaks down barriers to healthy nutrition by preparing and delivering medically tailored meals to women, men and children suffering from HIV, cancer and other critical illnesses. The nutrition we deliver allows clients to strengthen their immune systems; improve adherence to treatment, reduce complications and hospitalizations, increase energy, and improve quality of life. The Home-Delivered Meal Service program also provides meals to our clients' dependent children, strengthening family stability and ensuring that children at risk of malnutrition avoid the physical and psychological consequences of childhood hunger.

MAMA'S PANTRY

Mama's Pantry is a grocery pantry available to those who are HIV positive and whose income does not exceed \$1,500 per month. Once a month, clients who are healthy enough to shop on their own, but whose extremely low income prevents them from being able to afford nutritious, healthy food can visit the Pantry and shop for the equivalent of 21 meals

per visit. The Pantry offers a variety of healthy non-perishable items such as cereals, pastas and canned goods as well as a variety of perishable items, including meat, dairy, fresh fruit and produce, and bread.

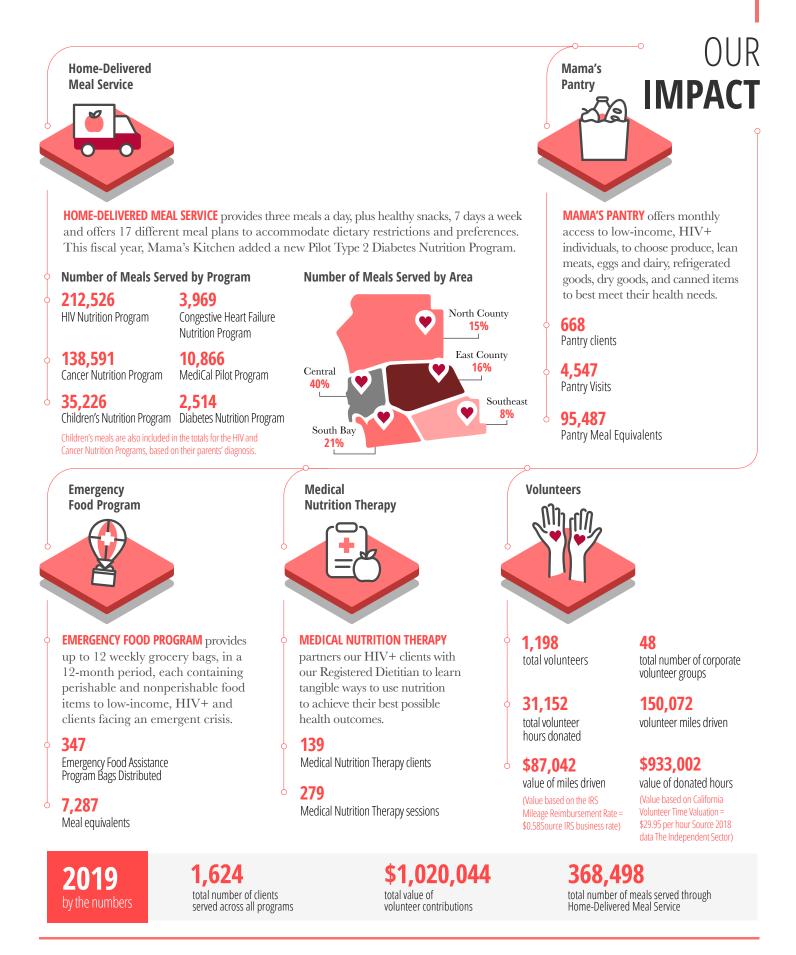
EMERGENCY FOOD ASSISTANCE

The Emergency Food Assistance Program provides immediate support to HIV+ San Diego residents who face an emergent need for food assistance. Once referred by a case worker, clients receive up to 12 weekly grocery bags in a 12-month period. Each bag contains perishable and non-perishable goods to make 21 meals. This program is funded by the County of San Diego with Ryan White Care Act funds.

MEDICAL NUTRITION THERAPY

Our Medical Nutrition Therapy service provides evidence-based application focused on prevention, delay or management of disease and health conditions. Mama's Kitchen partners with many community clinics who serve HIV+ San Diego County residents. Our registered dietitians visit these clinics or use virtual meetings to conduct medical nutrition therapy classes. Each class teaches tangible ways that HIV+ individuals can use nutrition to achieve their best possible health outcomes.

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OUR CLIENTS



TANYA CANCER NUTRITION PROGRAM CLIENT



"After beginning cancer treatment, I could no longer work. My only income is social security and after paying rent and bills there was little left for food. For many months I was hungry all of the time and worried about money. There was never money for meat, fish or heat in the winter. I needed to put on weight, so I would buy the cheapest food with the most weight/ounces at the 99 cent store. Since Mama's Kitchen started delivering meals, I have been able to eat a balanced diet and have gained 15 lbs! It feels sooo good. I always look forward to seeing the delivery volunteers who always have a smile. You have been such a miracle in my life for which I am tremendously thankful."



ERICO

HIV NUTRITION PROGRAM AND PANTRY CLIENT

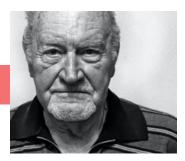


"I had been in and out of the hospital with several complications from my HIV diagnosis. I was so weak I couldn't even stand long enough to prepare a meal. I would regularly fall asleep without eating or would nibble on unhealthy snacks or salty pre-packaged foods. Mama's Kitchen has helped me so much by providing balanced, healthy meals every day. If not for the food deliveries, I would be living on fast food or going without food to have money to pay my rent and bills. I feel so much better now that I am eating good food. I'm not going to lose my fight with this disease–I'm going to keep fighting and someday I'll beat it."

NICK

CONGESTIVE HEART FAILURE NUTRITION PILOT PROGRAM CLIENT





"It was always a challenge for me to take medications correctly, especially during treatment for congestive heart failure. Some pills have to be taken with food, others on an empty stomach, and all have to be taken on a strict schedule. Sometimes I would skip my pills when I didn't have anything to eat. Mama's Kitchen's meals have helped me stick to a heart-healthy diet, and have made it easier to stay on top of my medications. Without Mama's Kitchen, I couldn't afford to buy the food I know I should be eating. I'm so thankful for all the volunteers who cook the delicious food and come to my house with big smiles."

NADIA

DIABETES NUTRITION PILOT PROGRAM CLIENT

CHULA VISTA



"When Nadia began receiving meals she was stressed, unable to work, in pain, and had no appetite. She had recently been in the hospital for toe amputations, anemia, and hypertension due to a new type 2 diabetes diagnosis. Nadia told our registered dietitian, Stephanie, that she really wanted to learn about healthy eating to manage her diagnosis. Prior to their nutritional counseling sessions, Nadia was not checking her blood sugar or taking insulin. By the third counseling session, Nadia's appetite and mood had improved. She was checking her blood sugar daily and was able to walk and clean her house. Nadia shared, "I am so happy with this meal service, now I am feeling better. I hope to return to work soon!"

STATEMENT OF ACTIVITIES

For the period of July 1, 2018 - June 30, 2019 (with comparative totals for the period of July 1, 2017 - June 30, 2018).

FINANCIAL **STATEMENT**

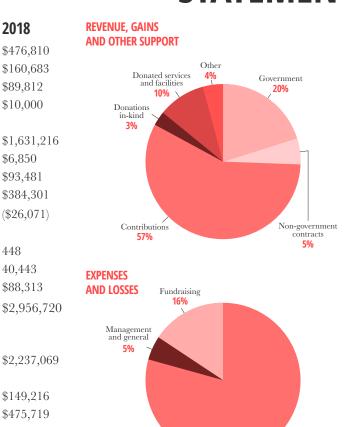
REVENUE, GAINS AND OTHER SUPPORT	2019	2018
County of San Diego - Ryan White	\$486,590	\$476,810
County of San Diego - HOPWA	\$163,958	\$160,683
CDBG City of San Siego grant	\$100,000	\$89,812
CDGB of Vista grant	\$15,000	\$10,000
Non-government contracts	\$207,596	
Contributions	\$2,188,171	\$1,631,210
Capital projects - net of discount	\$5,158	\$6,850
Donations in-kind	\$113,249	\$93,481
Donated services and facilities	\$379,114	\$384,301
Special Events, net of direct expenses	(\$27,255)	(\$26,071)
Gain on sale of assets	35	
Social enterprise		448
Investment income	\$45,899	40,443
Net realized and unrealized gain on investment	\$136,003	\$88,313
TOTAL REVENUES, GAINS AND OTHER SUPPORT	\$3,813,518	\$2,956,72
EXPENSES AND LOSSES		
Program services	\$2,356,933	\$2,237,069
Social enterprise		
Management and general	\$148,319	\$149,216

Social enterprise	
Management and general	\$148,319
Fundraising	\$463,505
TOTAL EXPENSES AND LOSSES	\$2,968,757
CHANGE IN NET ASSETS	\$844,761

STATEMENT OF FINANCIAL POSITION

As of June 30, 2019 (with comparative totals for June 30, 2018)

ASSETS	2019	2018
Cash and cash equivalents	\$173,816	\$143,722
Investments	\$1,846,993	\$1,680,718
Accounts Receivable - net	\$198,368	\$140,203
Inventories	\$34,054	\$31,129
Prepaid expenses and other	\$57,167	\$44,675
$Pledges\ receivable-net-current\ portion$	\$4,241	\$13,000
TOTAL CURRENT ASSETS	\$2,314,639	\$2,053,447
Property and equipment - net	\$1,793,725	\$1,813,075
Other assets - net	\$159,897	\$5,805
TOTAL ASSETS	\$4,268,261	\$3,872,327



STATEMENT OF FINANCIAL POSITION

As of June 30, 2019

\$2,862,004

\$94,716

(with comparative totals for June 30, 2018)

LIABILITIES	2019	2018
Line of Credit	\$74,260	\$454,260
Accounts payable and accrued expenses	\$156,267	\$108,189
Current portion of long-term debt	\$94,193	\$61,253
TOTAL CURRENT LIABILITIES	\$324,720	\$623,702
Long-term debt	\$56,410	\$206,255
TOTAL LIABILITIES	\$381,130	\$829,957
NET ASSETS	2019	2018
Without donor restrictions	\$3,625,395	\$2,958,166
With donor restrictions	\$261,736	\$84,204
TOTAL NET ASSETS	\$3,887,131	\$3,042,370
TOTAL LIABILITIES AND NET ASSETS		

Program services

79%

OUR Donors

Mama's Kitchen is incredibly grateful to all our donors and partners who believe in our mission and the healing power of nutrition. Thank you for making our impact possible.

\$100,000 and above

County of San Diego S. Mark Taper Foundation Leroy Holloway Estate Farrar Revocable Trust California Department of Health Services The Perlman Inter Vivos Trust Anonymous Gilead Sciences

\$50,000 - \$99,999

City of San Diego MAC VIVA GLAM Fund

\$25,000 - \$49,999

Anonymous Broadway Cares/Equity Fights AIDS, Inc. The Hay Foundation Kaiser Foundation Hospitals, San Diego Nordstrom Inc. Price Philanthropies Shamrock Foods Company Sycuan Casino Walter J. and Betty C. Zable Foundation

\$10,000 - \$24,999

Alan Vanden Avond Alliance Healthcare Foundation The Bravo Foundation City of Vista The Farrell Family Foundation The Seymour and Rose Kaplan Endowment Fund Las Patronas Kenneth T. & Eileen L. Norris Foundation Allison and Robert Price Family Foundation The Swinerton Foundation The TJX Foundation, Inc. Scott U. Walls & Gregory A. Lommen Wells Fargo Foundation

\$5,000 - \$9,999

Joan & Bill Ames

Thomas & Mary Ann Bennett Boys and Girls Foundation Chris Cacioppo Carelst David C. Copley Foundation Carl E. Crider & Carol L. Clause The Daphne Seybolt Culpeper Memorial Foundation, Inc Charles A. Frueauff Foundation The Melvin Garb Foundation Gray White Family Fund The Hellman Foundation The James Hervey Johnson Charitable Educational Trust Hologic Mike Hughes IHF Export Corp Michelle & Mark Jahn Stacey E. James Nancy Janus Gilbert J. Martin Foundation Eva L. McKenzie Memorial Fund Mission Federal Credit Union Community Foundation Nordson Corporation Foundation Pepsi Bottling Group Bryan Poffenberger Qualcomm Foundation Timothy Rourke & Robert Burdge San Diego Human **Dignity Foundation** The San Diego LGBT Community Center SDG&E, A Sempra Energy Utility **UPS** Foundation

\$2,500 - \$4,999

AIDS Healthcare Foundation Albertsons Companies Foundation The Ameritino Foundation The Frances and Jerry Anderson Family Charitable Trust Big Box Storage Jim Blevins & Francisco Yescas Heather Bowden The Bulova Gale Foundation Chisholm Chait Arts Fund The Country Friends Kimberly Fritz Cynthia Haney Honeywell International

Corporation Kimberlie Jedrysik Kaiser Permanente Thomas Kwan & Brian Curcio Scott Lawry & John Rogers The Lewis Greenwood Foundation The Liddy Group at UBS Financial Services, Inc. Macy's Chula Vista Dennis & Dean Mayer-Rutherford MedImpact Richard & Linda Moore Clarke Ramsey Dave Ricks Robert Rocchi & Russ Thompson San Diego LGBT Pride Sempra Employee Giving Network Sempra Energy Foundation Philip Sokol Sterling Hardware Group David J. Swanson T. Rowe Price Program for Charitable Giving TASC Combined Federal Campaign The Rob Benzon Foundation Matthew Turk Charitable Fund Kelly & Marc Wing Alice Jane Wylie



OUR Volunteers

Whether cooking in our kitchen, delivering meals, assisting in our food pantry, or another critical role – our hundreds of volunteers are the life source of Mama's Kitchen's impact and growth.



VOLUNTEER of the year awards

Gary Allard Lisa Hatfield Federico Montes Richard Moore Virginia Nava

300+ Hours of Service

Ron Autry The Institute for Effective Education Rita Gullickson

200 – 299 Hours of Service

Anthony Flores-Garcia Sue Bakley Claudia Bender Deborah Benson **Dolores** Flores Ernie Andrade Gary Allard Jim Blevins John McCarthy Kellie Evans-O'Connor Margaret Hubbard Maria Cordileone Ronald Fichter Scott Weldon Steven Voshell Timothy Dominic Tom Stewart Virginia Nava

150 – 199 *Hours of Service*

Andrew Rosenberg Anna May Barrera Blair Alexander Carol Nicholson David Wornovitzky Emily Kijanka Jan Standerfer Janus Guada Marilyn Hundley Michele Vela Nancy Janus Patricia Clark Patricia Pasquill Paul Denny Richard Moore **Rick Hensley** Scott Walls Victor Perez

100 - 149 Hours of Service Alejandro Castillo Alicia Vicars Amy Nisen Barbara Oswalt Bob Rocchi Bob Terris Bobbi Harwood Bruce Roth Carole Salazar Caryl Barmack Charles Gonzalez Cvril Reinicke Daniel Potter David Friedman David Gillaspy Donna Mulcahy Eileen Marks Elavne Berman Federico Montes Gary Hess Gilbert Field Gisela Muller Gregory Lommen Hui Bau Irene Galarneau Janet Dixon Jim Wong

Joel Gerber

Jorge Orozco

Karen Schuldies

Kathleen Corcoran Kelly Wing Kirk Garrod Laura Feldman Leah Tombleson Letitia Kurtz Linda Burton Lola Stice Marjorie Peck Melina Sisneroz Mike Horn Ming Jeong Monica Reinicke Nan Coffin Nui Jeong Patricia Najera Paul Grisham Rachel Damm Rita Frazee **Rob Bridges** Robert Burdge Robert Horlick Robert Rosenberger Robin Chiki Robin Moss Roger Frey Roger Werbeck Ron Newcomer Ronda Bingham Rubin Grell Sandy Mekuchonis Scott Lawry Sharon Reynolds Stephen Wu Susan Vintilla-Friedman Terri Reid Tom Quinn Vang Ngo

50 – 99 Hours of Service

Alan Vanden Avond Andy Zhou Benjamin Ward Bill Driscoll Bill Rommel Billie Lockett Blake Peterson Bo Bortner Carlos Clark Celia Melvin Chad Ferrell Cheryl Weldon Cindy Sinclair

Craig Hunsaker Craig Lurie Darrell McQueen David Lux Denise DeCaprio Diane Hanson Eleni Stevens Emilee Sierra Eric Darman Erin Reilly Erin Thomas Frederick Reading Gillian Hughes Hannah Jordan Heather Hunsaker James Willis Jason DeFay Jason Leichter Jeffrey Dunlap Jerome Hall Jesus Flores Jim Harrington Joey King John Crepeau John Drury John Rogers Judy Paulson Judy Schroeder Kathy Mateer Kelley Hess Kelly Eifler Kent Gillmore Kristen Cherry Laura Cate Lezley Jones Linda Corv Lisa Hatfield Lisa Lipton Lisbeth Morrison

Luis Castellanos-Dartt Lynn Michelle Luneau Marc Mangiantini Margaret Wiedower Margarita Metcalf Mark Mandel Mary Jo Thompson Mary O'Brien Melissa Neumann Michelle Burkart Mikayla Huegle Mike Goodrich Mireya Lousteau Nancy Murrell Noa Lakshmi Patricia Bello Patsy Castillo Paul Barnard Paul Jacquemain Paul Portillo Paul Zlotnik Penny Marilyn Rommel Pierrette Van Cleve Rick Rosiejka **Ricky Streetman** Roxanne Wisenberg Roy Mays Satoe Turner Stacey Bellinger Steven Rios Stu Strebig Teri Tucker Terri French Thomas DeFay Tien Nguyen Tyler Ly Úrsula McGowan Victor Gonzales Zach Barmack





OUR TEAM

BOARD OF DIRECTORS

Tim Rourke President

Kevin Atto Vice-President

Scott Walls Treasurer

Jennifer Kearns Secretary

Andrew Rosenberg Member at Large

Jill Abasto Michael Baehr Jim Blevins Michelle Burkart Lisa Ferrari **Kim Fritz** Dora Guillen **Mike Horn** Mark James **Michelle Jahn Thomas Kwan** Scott Lawry Jeff Robers Jennifer Tuteur Gary Weitzman, DVM Adam Zweig, MD

OUR TEAM | 2019

Administration

Alberto Cortés *Executive Director*

Kelly Sherlock Director of Administration and Finance

Fran Weekley *Bookkeeper*

Operations

Gustavo Aburto Bilingual Certified Dietary Manager

Stephanie Boyd *Registered Dietitian*

JD Damon Operations & Facilities Coordinator

Tim Dominic Food Drive Coordinator

Tim Edwards Production Cook

Mark Maddox Director of Volunteer Engagement

Jason Martin Executive Chef

Vickie Randle Bilingual Meal Services Administrator

Kristine Stensberg Director of Nutrition Services

Development

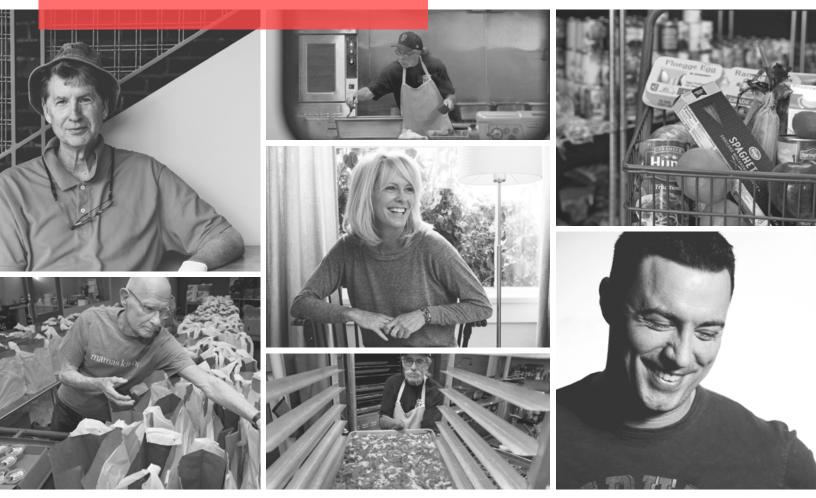
Kay Bolden Grants & Institutional Giving Coordinator

Ben Coyle Director of Development

Silvia Dominguez Marketing and Events Coordinator

Haley Durr Donor Relations Manager

WE COULDN'T DO THIS WITHOUT YOU.



mamaskitchen

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