



Fiscal Year July 1, 2021
through June 30, 2022

ANNUAL REPORT

mama's kitchen



OUR MISSION

Mama's Kitchen believes that everyone is entitled to the basic necessity of life—nutritious food.

Our services improve the health and well-being of individuals and families vulnerable to malnutrition due to critical illness.

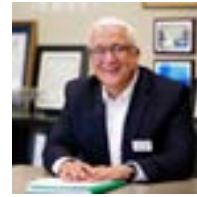
OUR VISION FOR THE FUTURE

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

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, type 2 diabetes and chronic kidney disease. We support our clients by helping them avoid malnutrition, increase medication adherence, lower health care costs, and improve their overall quality of life. Mama's Kitchen provides home-delivered medically tailored meals, emergency food assistance program and nutrition education, all at no cost to clients.

A MESSAGE FROM OUR CHIEF EXECUTIVE OFFICER & BOARD PRESIDENT



ALBERTO CORTÉS
Chief Executive Officer

The fiscal year 2021-2022 witnessed Mama's Kitchen evolve into a new era of increased impact. While we had hoped to see improved conditions of the COVID-19 pandemic, the second half of 2021 brought the Delta and Omicron variants along with a greater need for our services. However, as the year progressed it became clear that while the pandemic ushered in growth at a rapid pace, this elevated demand is here to stay. It's a new reality that we have planned for and welcome.

A NEW ERA OF IMPACT

As we continue to see increased need for our nutrition services, our leadership team has invested time strategizing and planning for the future. In the first year of the pandemic, we quickly adapted to the increased need. We developed effective strategies to prepare meals for 65% more clients even under the most strenuous conditions – strategies that continue to serve as we expand. Today, growing recognition for the value and impact of medically tailored meals is ushering in even more growth and opportunity for Mama's Kitchen.

To prepare for this new era of elevated output, it became clear that our team of professionals needed support. We hired our first Human Resources Manager in September 2021 to provide personnel support and facilitate staffing needs for the future. In February 2022, we hired our first Chief Operating Officer. This position's focus on program evaluation and large-scale contracting has helped facilitate expansion in these key areas. In April 2022, we hired our first Sous Chef to increase the kitchen's capacity and help the Executive Chef manage the daily kitchen operations and a team of cooks.

This past May, we achieved a new milestone home-delivering meals to a record-breaking 726 clients on a single delivery day – a record that

has since been exceeded multiple times over. This growth paired with the many economic challenges presented, forced us to look at solutions to challenges effecting our operations. We began placing more bulk food purchases and storing shelf-stable ingredients to anticipate supply shortages amidst the global supply chain crisis. Additionally, the operations team countered a staggering 40% increase in food and supply costs by ordering food and supplies more strategically, designing meals and changing recipes around available ingredients, and working closely with our food purchasers.

This year, the changing economy also presented a new type of challenge for Mama's Kitchen. As an organization that depends on volunteer drivers to deliver meals, the hike in gas prices made it difficult for some volunteers to drive without incurring significant expense. Understanding this hardship, Mama's Kitchen made the decision to offer volunteers a reimbursement for their mileage and share the burden of this added expense to sustain our volunteer drivers.

HIGHPOINTS ON THE HORIZON

Our work caring for the community's most vulnerable populations has brought more recognition for the value of medically tailored meals. For the first time in our history, we are holding contracts with four



SCOTT WALLS
Board President

Medi-Cal managed care providers: Aetna, Blue Shield Promise, United Healthcare, and HealthNet. This new kind of partnership allows medically tailored meals to be a reimbursable service for Medi-Cal patients. We are encouraged by the possibility of future opportunities with similar contracts and are hopeful it will increase access to the life-saving services we provide.

We continue to be prepared and responsive to anticipated increased needs for our services. To that end, we look forward to continued growth as an organization and essential resource for San Diego in the coming years.

Your support propels our mission forward as we enter this new era of impact. We are proud to say that we continue to effectively respond to the needs of our critically ill community members. We hope you find the information contained within this annual report insightful and invigorating. We remain committed to keeping you informed of our work and will continue to do so in the future. We are truly grateful for your support.

ALBERTO CORTÉS
Chief Executive Officer

SCOTT WALLS
Board President

OUR PROGRAMS



HOME-DELIVERED MEAL SERVICE

The Home-Delivered Meal Service is the only complete no-cost meal delivery and nutrition service available for critically ill San Diego residents.

Our Home-Delivered Meal Service strives to transform the health of critically ill San Diegans, enhance their ability to manage their diagnosis, and improve their short-term and long-term health outcomes. We accomplish this goal by home delivering complete medically tailored nutrition and providing nutrition education that helps clients increase disease self-management, medication adherence, and improve health outcomes. We also address nutrition insecurity within our clients' households by delivering meals to clients' dependent children.

NUTRITION EDUCATION

Our Nutrition Education services provide evidence-based application focused on prevention, delay or management of disease and enhanced self-management.

Nutrition Education is an important component of Mama's Kitchen's medically tailored nutrition intervention. Nutrition Education, conducted through Medical Nutrition Therapy (MNT) or Nutrition Counseling, is provided by our registered dietitians and educates clients on specific ways they can use nutrition to increase treatment response and improve quality of life. Depending on their diagnosis, each Mama's Kitchen client receives between one and four nutrition counseling sessions by phone or in person.

MAMA'S PANTRY* & EMERGENCY FOOD ASSISTANCE PROGRAM

Mama's Pantry is a grocery pantry available to HIV positive San Diego residents whose income does not exceed \$1,700 per month, or those who face an emergent need for food assistance.

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 Mama's 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, produce, and bread. The Emergency Food Assistance Program, allows clients, once referred by case workers, to receive up to 12 weekly grocery bags in a 12-month period. The Emergency Food Assistance Program is funded by the County of San Diego with Ryan White Care Act funds.

**Due to the COVID-19 pandemic, Mama's Pantry temporarily closed on March 2020. To protect our clients, Pantry clients were allowed to enroll in our Home-Delivered Meal Service.*

OUR COMMITMENT

TO INCLUSION,
DIVERSITY,
EQUITY,
& ACCESS

(I.D.E.A.)



From our founding days, Mama's Kitchen has been dedicated to breaking down stigmas, celebrating diversity, and overcoming barriers to equitable access for all individuals. When our founders first set out to deliver meals to HIV+ community members in the early 1990's, many HIV+ individuals faced pervasive discrimination due to the stigma of their diagnosis. While progress has been made, Mama's Kitchen recognizes that historically discriminated and stigmatized groups still face systematic disadvantages in healthcare, income, employment, education, housing, and more.

We remain committed to efforts that drive inclusive practices; break down barriers to provide equity in employment, nutrition, and healthcare; prioritize diversity; and give voices to those who otherwise may not have a platform. Our dedication to these efforts is an important example to inspire other community members, businesses, and organizations to join a similar commitment to inclusion, diversity, equity, and access (I.D.E.A.) efforts.

THROUGHOUT THE PAST YEAR, MAMA'S KITCHEN HAS ELEVATED OUR I.D.E.A. PRACTICES THROUGH THE FOLLOWING METHODS:

♥ LAND ACKNOWLEDGMENT

At Mama's Kitchen, we acknowledge that our facility is on unceded, occupied, and the traditional homeland territory of the Kumeyaay people, who have been living and working on this land from time immemorial. We recognize and acknowledge the legacy of the land our facility sits on by adding a land acknowledgment to our website, emails and annual report. Please view the back of this report for a full statement.

♥ I.D.E.A. COMMITTEE

Mama's Kitchen launched an internal I.D.E.A. committee, made up of staff members across all departments and levels. The committee provides guidance and support for Mama's Kitchen so that our organizational culture always acknowledges and celebrates diversity and remains equitable, inclusive, and anti-racist in its policies, practices, and, programs. As our organization continues to grow, this committee will be a nurturing place for new ideas, requests, and practices to further equity and inclusion within our work.

♥ PRONOUN USAGE & MEETING NORMS

Creating an inclusive and welcoming environment starts with acknowledging the individuals that make up an organization. This year, Mama's Kitchen added practices that increase opportunities to celebrate the unique individuals that make up our staff, including meeting norms that start each meeting with introductions and expressions of gratitude and replacing titles for pronouns on staff name tags.

OUR CLIENTS

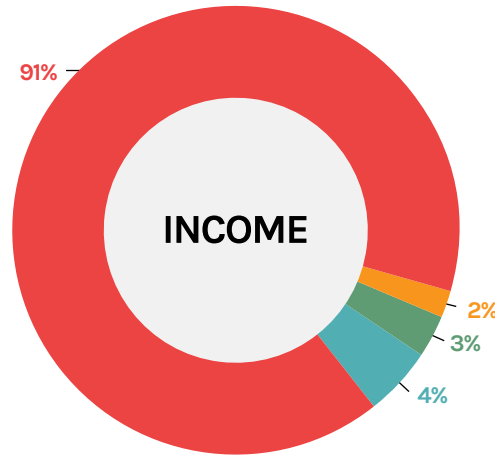
Through our partnership with more than 300 healthcare referral partners, Mama's Kitchen reaches a diverse population, representing some of San Diego's most at-risk and under-served communities.

In FY 2022, the average income of Mama's Kitchen's clients was just \$1,593 per month. When clients are forced to choose between paying rent or paying for prescriptions, purchasing and preparing healthy meals can become impossible. Our Home-Delivered Meal Service provides meals to our clients completely free of charge, allowing them to use their limited resources on other necessities.

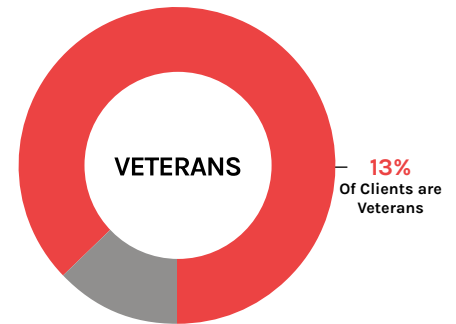
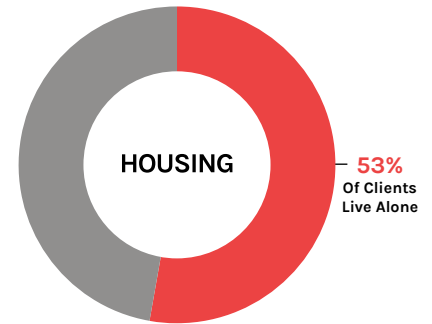
The information shown here represents data collected from the 2,232 unique clients served in the 2022 fiscal year.



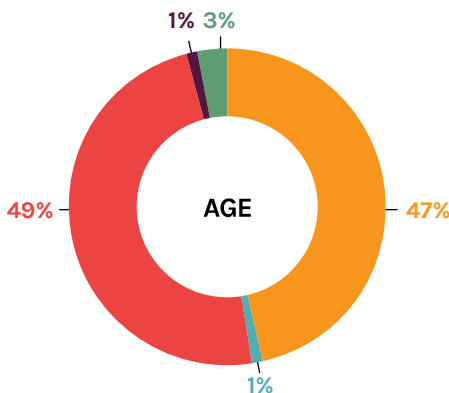
INCOME BREAKDOWN AVERAGE MONTHLY INCOME: \$1,593



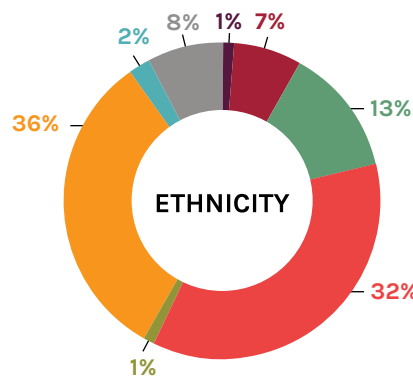
EXTREMELY LOW ≤ 30% AMI 91%
 VERY LOW < 31% - 50% AMI 2%
 LOW < 51% - 80% AMI 3%
 NOT LOW > 80% AMI 4%
 (AMI = Area Median Income)



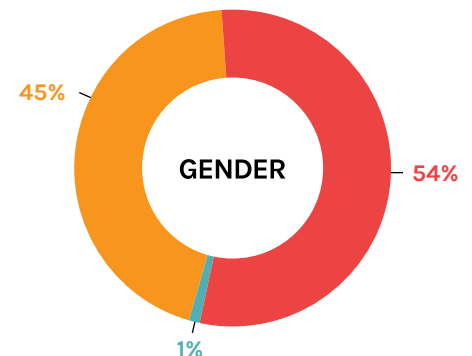
CLIENT DEMOGRAPHICS



65+: 47%
 25-64: 49%
 18-24: 1%
 6-17: 3%
 0-5: 1%



AMERICAN INDIAN/NATIVE AMERICAN: 1%
 ASIAN: 7%
 BLACK/AFRICAN AMERICAN: 13%
 HISPANIC/LATINO: 32%
 MORE THAN ONE RACE: 2%
 OPAC: 1%
 WHITE: 36%
 UNREPORTED: 8%



MALE: 54%
 FEMALE: 45%
 TRANS: 1%

CLIENT TESTIMONIALS

“ When you have small kids dependent on you, it’s just pure graciousness to have them not only look out for me, but for my family. There are not too many organizations that can alleviate the huge pressure of meals. To have somebody help you that doesn’t have to help you, that doesn’t even know you. It just really, really means a lot.

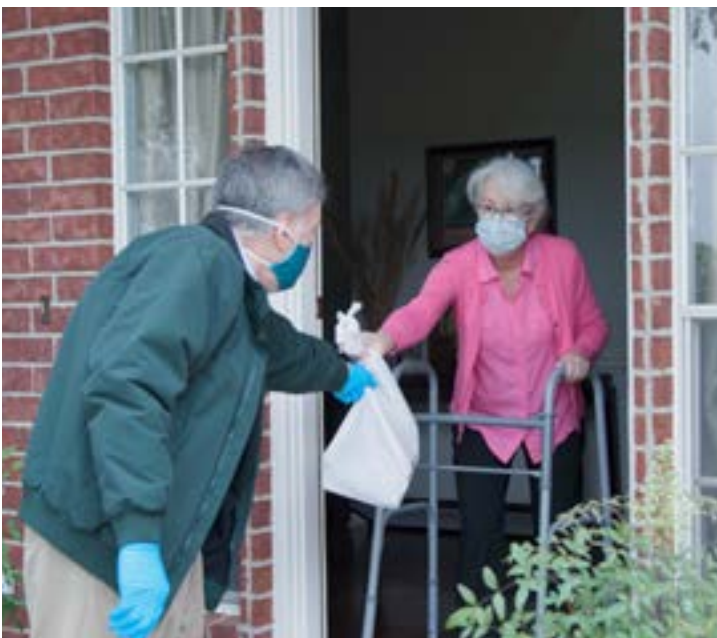
Nikole, Mama’s Kitchen Program Recipient



“

I am so grateful for Mama’s Kitchen. I am deeply appreciative of your service. It has genuinely saved my life. Thank you!

Jimmy, Mama’s Kitchen Program Recipient



“ Mama’s Kitchen is a blessing to the community. I am on a fixed income, and my financial resources are very limited. Mama’s Kitchen has helped me by providing their meals at no cost. I pray this organization will continue for a long time.

Suzie, Mama’s Kitchen Program Recipient

OUR IMPACT

FISCAL YEAR 2022



TOTAL IMPACT NUMBERS-AT-A-GLANCE

2,232

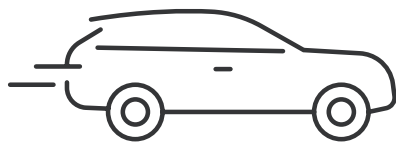
Total number of unique clients served across all programs

662,804

Total number of meals served through Home-Delivered Meal Service

\$1,136,065

Total value of volunteer contributions



HOME-DELIVERED MEAL SERVICE

Provides three meals a day, plus healthy snacks, 7 days a week and offers 17 different meal plans to accommodate dietary restrictions and preferences.

NUMBER OF MEALS SERVED BY PROGRAM

200,411

HIV Nutrition Program*

181,002

Cancer Nutrition Program

20,397

Children's Nutrition Program**

80,588

Congestive Heart Failure Nutrition Program

11,124

Medical Congestive Heart Failure Nutrition Program

70,321

Chronic Kidney Disease Nutrition Program

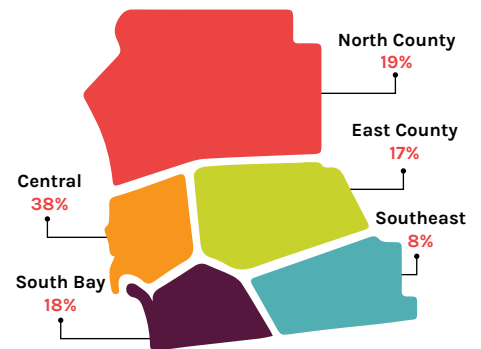
125,707

Diabetes Nutrition Program

*HIV Nutrition Program includes Mama's Pantry clients who enrolled into Home-Delivered Meal Service due to COVID-19 upon Pantry closure.

**Children's meals are also included in the totals for each program, based on their parents' diagnosis.

HOME-DELIVERED MEALS BY AREA



EMERGENCY FOOD ASSISTANCE PROGRAM

Provides up to 12 weekly grocery bags, in a 12-month period, each containing perishable and nonperishable food items to low-income, HIV+ and emergent crisis clients.

60

Emergency Food Assistance Program Clients

216

Emergency Food Assistance Program Bags Distributed

NUTRITION EDUCATION

Partners our clients with registered dietitians to create custom menu plans and teach clients how to use nutrition to achieve the best possible health outcomes.

618

Nutrition Education Clients

2,455

Nutrition Education Sessions

VOLUNTEER SUPPORT

741

Total Number of Volunteers

208,670

Volunteer Miles Driven

28,515

Total Volunteer Hours Donated

20

Total Number of Corporate Volunteer Groups

\$1,013,993

Value of Donated Hours

\$122,072

Value of Miles Driven

Value based on CA Volunteer Time Valuation = \$35.56 per hour, Source: The Independent Sector

Value based on the IRS Mileage Reimbursement Rate= \$0.585, Source: IRS business rate

FINANCIAL STATEMENT

STATEMENT OF ACTIVITIES

For the period of July 1, 2021 - June 30, 2022 (with comparative totals for the period of July 1, 2020 - June 30, 2021)

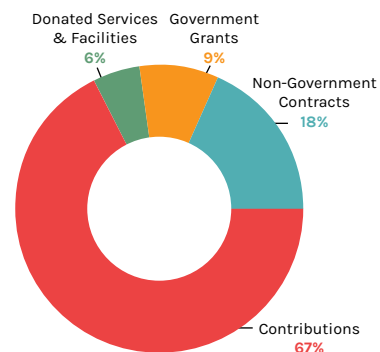
REVENUE, GAINS & OTHER SUPPORT OPERATING REVENUE

	2022	2021
County of San Diego - Ryan White	\$553,144	\$628,832
County of San Diego - HOPWA	\$186,584	\$237,388
CDBG City of San Diego grant	\$135,439	\$89,561
CDBG Other grant	\$21,256	\$68,000
Non-Government contracts	\$1,762,258	\$326,239
Contributions	\$6,416,692	\$4,278,385
Capital projects - net of discount	-	\$150
Donations in-kind	\$10,350	\$78,247
Donated services and facilities	\$552,384	\$581,092
Special Events, Net of direct expenses	\$(41,352)	\$(26,597)
TOTAL OPERATING REVENUE	\$9,596,755	\$6,261,297
Other	\$(820,284)	\$641,125
TOTAL REVENUE, GAINS & OTHER SUPPORT	\$8,776,471	\$6,902,422

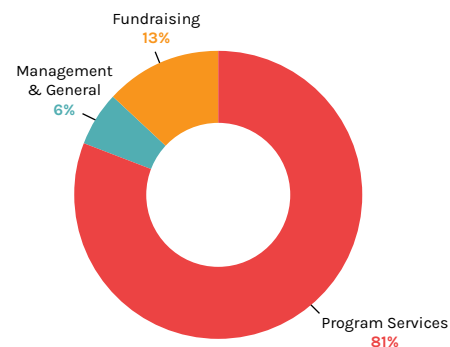
EXPENSES & LOSSES

Program services	\$4,289,878	\$3,526,212
Management and general	\$335,029	\$239,161
Fundraising	\$652,367	\$567,903
TOTAL EXPENSES & LOSSES	\$5,277,274	\$4,333,276
CHANGE IN NET ASSETS	\$3,499,197	\$2,569,146

OPERATING REVENUE



OPERATING EXPENSES



STATEMENT OF FINANCIAL POSITION

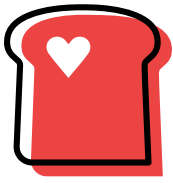
As of June 30, 2022 (with comparative totals for June 30, 2021)

ASSETS

	2022	2021
Cash and cash equivalents	\$1,052,489	\$601,424
Investments	\$7,826,832	\$5,408,204
Accounts Receivable - net	\$1,030,845	\$355,843
Inventories	\$93,312	\$100,482
Prepaid expenses and other	\$46,737	\$27,133
Pledges receivable - net - current portion	\$1,591	\$4,091
TOTAL CURRENT ASSETS	\$10,051,806	\$6,497,177
Long-term investments	\$43,103	\$44,281
Deposits	\$154,737	\$129,491
Property and equipment - net	\$1,553,174	\$1,650,832
Other Assets - net	\$159,718	\$149,496
TOTAL ASSETS	\$11,962,538	\$8,471,277

LIABILITIES

	2022	2021
Accounts payable & accrued expenses	\$225,032	\$232,968
TOTAL CURRENT LIABILITIES	\$225,032	\$232,968
Long-term debt	-	-
TOTAL LIABILITIES	\$225,032	\$232,968
NET ASSETS	2022	2021
Without donor restrictions	\$11,166,741	\$8,122,528
With donor restrictions	\$570,765	\$115,781
TOTAL NET ASSETS	\$11,737,506	\$8,238,309
TOTAL LIABILITIES & NET ASSETS	\$11,962,538	\$8,471,277



BREAD & BUTTER CLUB

Mama's Kitchen Bread & Butter Club is a special, dedicated community of people that provide reliable support each month to our organization and programs. This important group of people allow us to concentrate on what is essential - keeping our ovens lit and our clients' bags full of nutritious food.



Diana Lord Adam
Charles & Patti Ahern
Dianne Aker
Peter Allen & Marlon Garcia
Burt & Patricia Anderson
A. Alex Arce
Paul Asbury
Kevin S. & Zachary Atto
John Bane
Dr. Wayne Bardwell, Ph.D. & Steven Gennaro
Anna May Barrera
Kirsten Barstad Mulvey
Maurice J. Bedard, Jr.
Thomas & Mary Ann Bennett
Kristina Berry
Laurie Black
Jim Blevins & Francisco Yescas
Rod & Sonya Bolton
Bob & Denise Borntreger
Jane Bossart
Michael Braunstein
Joan Brice
Leo Brogan
Valerie M. Brown
Duane Brown & Lyndon Little
Lisa Burgert
Caron & Chris Calabrese
Toni Caragozian
William Shawn Carleton
Heather Carlton
David P. Carosella, Jr.
Laura Casillas
Penny Castleman
Charlie's Do-Good-Stuff Fund
Connie Chovan
Christine Christmas
Bill Clark

Teri Clavell
Anne M. Clifford
Carla Cocco
Madeline & Lewis Cohen
Mike Cooper
Yasemin Corrales
Alberto R. Cortés
Linda Cory Allen & John E. McCarthy
Kristina Cox
Ben Coyle
Margaret Crary
Anne M. & Rodney J. Cressey
Janet & Greg Crow
Dean Crowder
Nancy Cunningham
Ellen Curtin
Thomas J. D'Amico
Elaine Davidson
Linda Davis
Terry Davis
Deborah Deese
Sheila DeKosky
David & Mary Dewse
Amy DiFrancesco
Lorraine A. Doherty
David Dolnick
Clarence E. Duncan
Lourdes Dungca
John Earl & Jean Gear Earl
Ralph Estrada
Roland S. Feghali
Ronald G. Fichter & Lee Oum
Judy Galindo
Perry Galloway
Larry Ganzell
Lawrence J. Gardepie
Stephanie Gasca
Joanna Gesikowski

Rhonda Gibson
Henry Gnoza
John Granillo-Dodds
Joe Greenwald
Jane & Bill Guetz
Laura Handler
Georgann N. Hanna
Anna Hazlewood
Philip Henderson
Carlos Hernandez
Brett Evan Hershman
Llisa Hiebert & Michelle Burkart
Dianne Hodges
Jeremy & Cheri Hoolihan
Maryka Hofman Hoover
Adele & Jennifer Hoppe-House
Ann Irwin, M.D
Tami Ivko
Jill Jacobson
Steven Jacobson
Mark E. James
Stacey E. James
Nancy Janus
Jeffrey Jenkins
Taylor Johndrew
Scott Kanuha
Autumn Kelly
Sheila Kennedy & Carl Luster
Michael King
Alice Kirkham
Daniel & Sharon Kitchen
Dana & Ray Koch
Anthony Konzal
Terry E. Kovarik
Ines Kraft, Ph.D.
Scott Lawry & John D. Rogers
Michael Ledwein
Maggie & Thomas Lengyel

James & Janet Lerossignol
 Andy Losier
 Alice Lowe
 Victoria Maches
 Mark D. Maddox
 Vince Manfredi
 Nancy Marlin
 Carlos Martinez
 Martin & Joanne Marugg
 Jodi Maurice
 David Mayo
 Deborah McClain
 John E. McConnell
 Kenneth & Louise McCreedy
 Teagan McDonald
 Joanne McKee
 Lori McMacken
 Robert McMonigle
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 Renato E. Salazar
 James D. Menkel
 N. Byron Metts, M.D.*
 Mark Miller & Michele McTigue
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 Mary L. O'Brien
 Toni A. Occhipinti
 Barbara Oswald
 Fema Padrigan
 Karen Pearce
 Marjorie Peck
 David Pedersen
 Sally Prestele
 Lorraine Pritchett
 Samantha Przywitowski
 Peggy Quinn
 Lynn Rank
 Michelle & Dennis Regan
 Charles & Mary Reiches
 Julie Richardson
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 Celia Rock
 Julia Romero Walker & Charles W.
 Walker
 Andrew S. Rosenberg
 Doron E. Rosenthal
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 Peter C. & Mary A. Roussos
 Frances B. Russell
 Mary Sandoval

Melodie Santodomingo
 Leslie Schnaubelt
 Bryan Schneider
 Laura & Ray Seiler
 Neal Sekiya
 Albert & Marilyn Shelden
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 Sandra & Edward Silverman
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 Barbara J. Sjoblom*
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 Terry & Carol Tennebaum
 Debra Torres-Reyes
 Paul & Deborah Trivino
 Dr. Jennifer Tuteur, M.D.
 Dan Valko

Paul Van Deusen
 Linda Van Fulpen
 Steven B. & Cindy T. Venolia
 Susan A. Vintilla-Friedman &
 Michael Friedman
 Maja Vito
 Nick Wagman & Kurt Gering
 Nowell Walker & Jonathan Widener
 Margaret Watkins
 Dr. Gary Weitzman, D.V.M.
 Michael Welch
 Leland Wessel & Dane Christensen
 Ryan White
 Mitch Wilson
 Alin Worley
 Judith R. Yates
 Caitlin Yaussi

Thank you to our Bread & Butter
 Club members for their support!

** In Loving Memoriam*



For information on how to make an
 impact by joining the Bread & Butter Club,
 please contact Maggie Lengyel at:

maggie@mamaskitchen.org or call
 (619) 233-6262.

THE LEGACY CLUB AT MAMA'S KITCHEN

Our Legacy Club is a group of generous donors who have named Mama's Kitchen as a charitable beneficiary in their estate planning.

Members of the Legacy Club receive an array of benefits, ranging from our donor newsletter and annual report to meetings with key Mama's Kitchen leaders and invitations to special events and seminars.



Blair Alexander & Dan Belair
Alice Alperin*
Lisa I. Amparan
John Anguiano
Thomas Bell
Catherine Boyer
Robert Brisick*
Tim Brouillette
Jack Bungay
Gene Burkard*
Rosemary Bybee*
Gloria Lee Campbell*
Roy L. Carlson
Heather Chisholm-Chait
Tim Chisser
Leslie Cohen*
Alberto R. Cortés
Linda Cory Allen
Charles Cotton*
Cliff Cox
William Daiber*
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Jim Dexter
Roger Joseph Duby*
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Leroy Holloway*
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Jerry R Nott*
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Elizabeth M. Reukauf*
David G. Ricks
Jeffrey Robers
Charles Robertson*
Andrew S. Rosenberg

Frances Russell
Gerald Sasek*
Brenda & Steven Schick
Ralph Seewald Jr. *
Jeffrey D. Shorn* & Charles S.
Kaminski
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John Slaman*
Barbara Stark
Helen & Quinton Stokes
Randall J. Sulzer
Russel John Taylor*
William Tench
Josephine P. Toledo
Mark Wagner*
Scott U. Walls & Gregory A. Lommen
Brian D. Weathersbee
Roger S. Werbeck
Valarie Westberg
Jeffrey White*
Mitchell J. Williamson
Rocky M. Wood
Richard Wyckoff*
Ken Robert Young*
The James Ziegler Fund at the
San Diego Foundation

Thank you to our dedicated supporters who have committed to leaving a legacy through Mama's Kitchen by including our organization in their estate planning. We gratefully recognize your commitment to the future of Mama's Kitchen and our impact throughout San Diego.

OUR VOLUNTEERS

Whether cooking in our kitchen, delivering meals, answering client phone calls, or another critical role – our hundreds of volunteers are the life source of Mama’s Kitchen’s impact and growth.



JOHN CREPEAU AWARD

Tien Nguyen

VOLUNTEERS OF THE YEAR

Linda Cook
Kaye Durant
Ron Fichter
Jason Keyes
Patricia Karstein
Amy Nisen
Sean Redmond

CORPORATE

Starbucks

Board Director

Susan Vintilla-Friedman

Cyril Reinicke
Monica Reinicke
Andrew Rosenberg
Latavia Wicker

♥ 100 – 249 Hours of Service

Chantal Angyal
Ron Autry
Judy Bee
Steph Bongiorno
Rob Bridges
Brendalie Cabacungan
Alejandro Castillo
David Cherwin
Robin Chiki
Kim Ciero
Candace Claar
Carlos Clark
Adam Corey
Janet Dixon
Carol Dreyer
Joel Eilerts
Samanta Figueroa
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Richard, Mama’s Kitchen Volunteer

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this without you.

mama's kitchen

Mama's Kitchen acknowledges that our facility is on the unceded, ancestral, traditional, and contemporary land of the Kumeyaay People.

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